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Kesko's sales in May

Kesko's sales increased by 1.1% in May, or decreased by 2.7% in comparable terms.

"Kesko's sales increased by 1.1% in May. Sales in grocery trade increased by 3.1%. Sales in building and technical trade increased thanks to the Davidsen acquisition. In car trade, sales decreased in new cars, and increased in used cars and services," says Jorma Rauhala, Kesko's President and CEO.

Sales in the grocery trade division totalled €570.3 million in May, up by 3.1%. Sales to K Group grocery stores increased by 3.2%. Sales in K-Citymarket's home and speciality goods (non-food) increased. Kespro's sales increased by 1.8%.

Sales in the building and technical trade division totalled €432.9 million in May, up by 1.6%, or down by 8.1% in comparable terms. Sales in building and home improvement trade increased by 12.5%, or decreased by 7.2% in comparable terms. Sales in technical trade decreased by 8.7% in comparable terms. In comparable terms, sales decreased by 9.1% in Finland, 10.6% in Sweden, and 7.9% in Norway. The sales figures of the Danish Davidsen have been consolidated into the figures of Kesko's building and technical trade division from 1 February 2024 onwards.

Sales in the car trade division totalled €106.6 million in May, a decrease of 9.7%. Car trade sales decreased by 10.8%. Sports trade sales decreased by 0.4%.

Kesko Group sales in May 2024 totalled €1,107.9 million, representing an increase of 1.1%.

Kesko Group sales in euros, excluding VAT, in May 2024:

	May 2024		Comparable
	€ million	Change, %	change, %
Grocery sales to K Group grocery stores and non-food sales, total	463.9	+3.3	+3.3
Kespro	106.4	+1.8	+1.8
Grocery trade, total	570.3	+3.1	+3.0
Building and home improvement trade	233.4	+12.5	-7.2
Technical trade	205.5	-8.6	-8.7
Building and technical trade, total	432.9	+1.6	-8.1
Car trade	94.6	-10.8	-10.8
Sports trade	12.0	-0.4	-0.4
Car trade, total	106.6	-9.7	-9.7
Common functions and eliminations	-1.9		
Grand total	1,107.9	+1.1	-2.7
Finland, total	878.1	-1.6	-1.6
Other countries, total	229.8	+13.3	-7.1
Grand total	1,107.9	+1.1	-2.7

Kesko Group sales in euros, excluding VAT, in January-May 2024:

	1.1.-31.5.2024		Comparable
	€ million	Change, %	change, %
Grocery sales to K Group grocery stores and non-food sales, total	2,126.2	+1.6	+1.6
Kespro	490.1	+1.5	+1.5
Grocery trade, total	2,616.3	+1.6	+1.6
Building and home improvement trade	917.4	+6.0	-9.7
Technical trade	953.7	-4.0	-7.7
Building and technical trade, total	1,844.2	+0.8	-8.7
Car trade	432.6	-8.0	-6.9
Sports trade	69.3	-13.5	-13.5
Car trade, total	501.8	-8.8	-7.8
Common functions and eliminations	-9.5		
Grand total	4,952.9	+0.2	-3.2
Finland, total	3,966.3	-2.9	-2.8
Other countries, total	986.5	+14.8	-5.4
Grand total	4,952.9	+0.2	-3.2

Change % indicates the change when compared to the corresponding period of the previous year. The comparable change % has been calculated in local currencies and excluding the impact of acquisitions and divestments completed in 2023 and 2024. In addition, the calculation of comparable sales also takes into account the minor change in the business model of technical trade in Norway.

The reported sales for Kesko Group include the acquisitions and divestments completed in 2023 and 2024 in accordance with the dates of completion. In 2023, Kesko completed the acquisition of Elektroskandia Norge AS in Norway in March, Zenitec Sweden AB in Sweden in April, and Geitanger Bygg AS in Norway in October. At the end of March 2023, Kesko completed the divestment of its MAN business (trucks and buses). In February 2024, the business operations of an individual Neste K service station were transferred to Kesko. As of 1 February 2024, Davidsen Koncernen A/S in Denmark has been part of Kesko.

In May 2024, the number of delivery days was flat year-on-year in Kesko's grocery trade, Kespro, and building and technical trade in Finland, Sweden and Norway. In January-May, the number of delivery days was up by 1 year-on-year in grocery trade and building and technical trade in Norway, and by 2 in Kespro and building and technical trade in Finland and Sweden. Saturdays are wholesale delivery days in grocery trade but not in Kespro or in building and technical trade. Under normal circumstances, one delivery day has an approximately 2-4 percentage point impact on Kesko's wholesale, depending on the division.

Kesko publishes advance information on the retail sales of K Group stores quarterly in connection with interim reports.

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