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Kesko's sales in July

Kesko's sales grew by 7.4% in July, or by 4.1% in comparable terms.

"Kesko's sales increased by 7.4% in July. Sales increased in the grocery trade division and the building and technical trade division, and decreased in the car trade division. Delivery days were up by 1 or 2 year-on-year, depending on the business – this had an impact on sales performance. Building and home improvement trade sales increased due to the Davidsen acquisition," says Jorma Rauhala, Kesko's President and CEO.

Sales in the grocery trade division totalled €539.4 million in July, up by 5.1%. The number of delivery days was up by 1 year-on-year in grocery trade and by 2 in Kespro. Sales to K Group grocery stores increased by 6.0%. Sales in K-Citymarket's home and speciality goods (non-food) decreased. Kespro's sales increased by 6.2%.

Sales in the building and technical trade division totalled €348.1 million in July, up by 14.9%, or by 5.1% in comparable terms. The number of delivery days in Finland, Sweden and Norway was up by 2 year-on-year. Sales in building and home improvement trade increased by 22.2%, or by 1.5% in comparable terms. Sales in technical trade increased by 8.6% in comparable terms. In comparable terms, sales increased by 7.3% in Finland and by 3.5% in Norway, and decreased by 9.4% in Sweden. Sales performance in Sweden was impacted by the closure of K-Rauta stores. 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 €90.1 million in July, a decrease of 4.5%. Car trade sales decreased by 6.7%; sales decreased in new cars, and increased in used cars and services. Sports trade sales increased by 10.6%.

Kesko Group sales in July 2024 totalled €975.7 million, representing an increase of 7.4%.

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

	July 2024	Change, %	Comparable change, %
	€ million		
Grocery sales to K Group grocery stores and non-food sales, total	436.9	+4.9	+4.8
Kespro	102.5	+6.2	+6.2
Grocery trade, total	539.4	+5.1	+5.1
Building and home improvement trade	180.1	+22.2	+1.5
Technical trade	173.2	+8.0	+8.6
Building and technical trade, total	348.1	+14.9	+5.1
Car trade	76.9	-6.7	-6.7
Sports trade	13.2	+10.6	+10.6
Car trade, total	90.1	-4.5	-4.5
Common functions and eliminations	-2.0		

Grand total	975.7	+7.4	+4.1
Finland, total	797.9	+4.3	+4.3
Other countries, total	177.7	+23.5	+2.8
Grand total	975.7	+7.4	+4.1

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

	1.1.-31.7.2024		Comparable change, %
	€ million	Change, %	
Grocery sales to K Group grocery stores and non-food sales, total	3,004.4	+0.6	+0.6
Kespro	687.4	+0.5	+0.5
Grocery trade, total	3,691.8	+0.6	+0.6
Building and home improvement trade	1,307.9	+8.2	-8.9
Technical trade	1,317.7	-4.2	-7.0
Building and technical trade, total	2,588.4	+1.7	-7.9
Car trade	589.6	-9.6	-8.8
Sports trade	91.0	-11.3	-11.3
Car trade, total	680.4	-9.8	-9.2
Common functions and eliminations	-13.1		
Grand total	6,947.5	-0.1	-3.5
Finland, total	5,560.6	-3.1	-3.0
Other countries, total	1,386.9	+13.9	-6.1
Grand total	6,947.5	-0.1	-3.5

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 and in June 2024, the business operations of individual Neste K service stations were transferred to Kesko. As of 1 February 2024, Davidsen Koncernen A/S in Denmark has been part of Kesko.

In July 2024, the number of delivery days was up by 1 year-on-year in Kesko's grocery trade, and by 2 in Kespro and in building and technical trade in Finland, Sweden and Norway. In January-July, the number of delivery days was up by 1 year-on-year in grocery trade and in building and technical trade in Norway, and by 2 in Kespro and in 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. In the car trade service business, one delivery day has an approximately 2-4 percentage point impact on sales; delivery days do not have a marked impact on new and used car sales.

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

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