

Kesko's sales in August

Kesko's sales increased by 3.1% in August, or by 0.2% in comparable terms.

"Kesko's sales increased by 3.1% in August. Sales for the grocery trade division were flat year-on-year. Sales for the building and technical trade division decreased in technical trade, while in building and home improvement trade, sales increased underpinned by acquisitions. In the car trade division, sales increased in new and used cars and in services. The number of delivery days was down by one year-on-year for all divisions in August: under normal circumstances, one delivery day has an approximately 2-4 percentage point impact on Kesko's monthly sales, depending on the division" says Kesko's President and CEO Jorma Rauhalä.

Sales for the grocery trade division totalled €566.8 million in August, and were flat year-on-year. Sales to K Group grocery stores increased by 0.4%. Sales in K-Citymarket's home and speciality goods trade (non-food) increased. Kesko's sales decreased by 5.4%.

Sales for the building and technical trade division totalled €419.6 million in July, up by 4.8%. In comparable terms, division sales decreased by 2.6%. Sales in building and home improvement trade increased by 10.4%, or decreased by 4.3% in comparable terms. In Denmark, Roslev Trælsthandel A/S has been part of Kesko as of 1 February 2025, CF Petersen & Søn A/S as of 1 May 2025, and Tømmergaarden A/S as of 1 June 2025. Sales in technical trade decreased by 0.8% in comparable terms. Sales for the division decreased in comparable terms by 7.0% in Finland, 8.8% in Sweden and 1.3% in Norway, and increased by 8.3% in Denmark.

Sales for the car trade division totalled €120.8 million in August, representing an increase of 13.4%. Car trade sales increased by 14.0% in comparable terms; sales increased in new cars, used cars and services. Sports trade sales decreased by 0.3%.

Kesko Group sales in August 2025 totalled €1,105.2 million, representing an increase of 3.1%.

Kesko Group sales in euros, excluding VAT, in August 2025:

	August 2025		
	€ million	Change, %	Comparable change, %
Grocery sales to K Group grocery stores and non-food sales, total	461.5	+1.3	+1.3
Kespro	105.3	-5.4	-5.4
Grocery trade, total	566.8	+0.0	+0.0
Building and home improvement trade	223.8	+10.4	-4.3
Technical trade	202.2	-0.7	-0.8
Building and technical trade, total	419.6	+4.8	-2.6
Car trade	105.9	+15.7	+14.0
Sports trade	14.9	-0.3	-0.3
Car trade, total	120.8	+13.4	+12.0
Common functions and eliminations	-2.0		
Grand total	1,105.2	+3.1	+0.2
Finland, total	854.5	+0.2	-0.0
Other countries, total	250.8	+14.7	+1.1
Grand total	1,105.2	+3.1	+0.2

Kesko Group sales in euros, excluding VAT, in January-August 2025:

1.1.-31.8.2025

	€ million	Change, %	Comparable change, %
Grocery sales to K Group grocery stores and non-food sales, total	3,479.7	+0.6	+0.5
Kespro	793.7	-0.6	-0.6
Grocery trade, total	4,273.4	+0.4	+0.3
Building and home improvement trade	1,678.8	+11.1	+1.7
Technical trade	1,509.4	-0.8	-0.9
Building and technical trade, total	3,139.7	+5.1	+0.2
Car trade	805.3	+18.2	+16.7
Sports trade	107.7	+1.6	+1.6
Car trade, total	912.8	+16.0	+14.7
Common functions and eliminations	-15.9		
Grand total	8,310.0	+3.6	+1.7
Finland, total	6,537.1	+1.9	+1.7
Other countries, total	1,773.0	+10.4	+1.5
Grand total	8,310.0	+3.6	+1.7

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 2024 and 2025.

The reported sales for Kesko Group include the acquisitions and divestments completed in 2024 and 2025 in accordance with the dates of completion. Davidsen Koncernen A/S in Denmark has been part of Kesko as of 1 February 2024. In between February and August 2024, the business operations of six Neste K service stations were transferred to Kesko. The acquisition of Autotalo Lohja in Finland was completed on 1 September 2024. Eight K-Rauta stores in Sweden were transferred under the K-Bygg chain in October-November 2024, and the operations of the K-Rauta chain in Sweden were discontinued at the end of 2024. In Denmark, Roslev Trælasthandel A/S has been part of Kesko as of 1 February 2025, CF Petersen & Søn A/S as of 1 May 2025, and Tømmergaarden A/S as of 1 June 2025.

Number of delivery days in August 2025 compared to August 2024

	August	January-August
Grocery trade	-1	-2
Kespro	-1	-3
Building and technical trade, Finland	-1	-3
Building and technical trade, Sweden	-1	-3
Building and technical trade, Norway	-1	-1
Building and technical trade, Denmark	-1	-2
Car trade service business	-1	-3

Saturdays are wholesale delivery days in grocery trade but not in Kespro, building and technical trade, or the car trade service business. Delivery days do not have a marked impact on new or used car sales. Under normal circumstances, one delivery day has an approximately 2-4 percentage point impact on Kesko's monthly sales, 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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