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Kesko's sales in August

Kesko's sales decreased by 0.7% in August, or by 3.9% in comparable terms.

"Kesko's sales in August decreased by 0.7%. Sales decreased in the grocery trade and car trade divisions. In the building and technical trade division, sales in building and home improvement trade increased as a result of the Davidsen acquisition. The number of delivery days was down by 1 year-on-year in Kespro and in building and technical trade, which impacted sales performance," says Jorma Rauhala, Kesko's President and CEO.

Sales in the grocery trade division totalled €566.6 million in August, down by 1.9%. Sales to K Group grocery stores decreased by 2.7%. Sales in K-Citymarket's home and speciality goods (non-food) trade decreased. Kespro's sales increased by 1.5%.

Sales in the building and technical trade division totalled €400.3 million in August, up by 2.5%, but down by 6.2% in comparable terms. Sales in building and home improvement trade increased by 15.5%, but decreased by 4.8% in comparable terms. Sales in technical trade decreased by 7.1% in comparable terms. In comparable terms, sales decreased by 6.5% in Finland, by 4.1% in Sweden, and by 6.5% in Norway. 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 €106.5 million in August, a decrease of 5.6%. Car trade sales decreased by 5.7%; sales decreased in new cars, and increased in used cars and services. Sports trade sales decreased by 4.8%.

Kesko Group sales in August 2024 totalled €1,071.6 million, representing a decrease of 0.7%.

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

	August 2024		Comparable
	€ million	Change, %	change, %
Grocery sales to K Group grocery stores and non-food sales, total	455.4	-2.7	-2.8
Kespro	111.3	+1.5	+1.5
Grocery trade, total	566.6	-1.9	-2.0
Building and home improvement trade	202.7	+15.5	-4.8
Technical trade	203.7	-7.9	-7.1
Building and technical trade, total	400.3	+2.5	-6.2
Car trade	91.6	-5.7,	-5.7
Sports trade	15.0	-4.8,	-4.8
Car trade, total	106.5	-5.6	-5.6
Common functions and eliminations	-1.8		
Grand total	1,071.6	-0.7	-3.9

Finland, total	853.0	-3.4	-3.4
Other countries, total	218.5	+11.3	-5.9
Grand total	1,071.6	-0.7	-3.9

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

	1.1.-31.8.2024		Comparable
	€ million	Change, %	change, %
Grocery sales to K Group grocery stores and non-food sales, total	3,459.8	+0.2	+0.1
Kespro	798.6	+0.6	+0.6
Grocery trade, total	4,258.5	+0.3	+0.2
Building and home improvement trade	1,510.6	+9.2	-8.3
Technical trade	1,521.5	-4.7	-7.0
Building and technical trade, total	2,988.7	+1.8	-7.7
Car trade	681.1	-9.1	-8.4
Sports trade	105.9	-10.4	-10.4
Car trade, total	786.9	-9.3	-8.7
Common functions and eliminations	-15.0		
Grand total	8,019.1	-0.2	-3.6
Finland, total	6,413.7	-3.1	-3.1
Other countries, total	1,605.4	+13.6	-6.1
Grand total	8,019.1	-0.2	-3.6

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. In August, the business operations of four additional Neste K stations were transferred to Kesko. As of 1 February 2024, Davidsen Koncernen A/S in Denmark has been part of Kesko.

In August 2024, the number of delivery days was flat year-on-year in Kesko's grocery trade, and down by 1 in Kespro and in building and technical trade in Finland, Sweden and Norway. In January-August, the number of delivery days was up by 1 year-on-year in grocery trade, Kespro and building and technical trade in Finland and Sweden, and flat in building and technical trade in Norway. 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.

Further information is available from Hanna Jaakkola, Vice President, Investor Relations, tel. +358 105 323 540, and Eva Kaukinen, Vice President, Group Controller, tel. +358 105 322 338.

Kesko Corporation

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