

Kesko's sales in September

Kesko's sales increased by 4.8% in September, or by 4.3% in comparable terms.

"Kesko's sales continued to grow in September, in total by 4.8%. Sales grew in all three divisions. Sales for the grocery trade division increased by 2.2%. Sales for the building and technical trade division increased by 5.3% in comparable terms, and growth was particularly strong in technical trade, where it totalled 8.7%. In car trade, sales grew in new and used cars and in services. Car trade sales increased by 12.3%," says Kesko's President and CEO Jorma Rauhala.

Sales for the grocery trade division totalled €557.5 million in September, up by 2.2%. Sales to K Group grocery stores increased by 1.8%. Sales in K-Citymarket's home and speciality goods trade (non-food) increased. Kespro's sales increased by 0.5%.

Sales for the building and technical trade division totalled €515.3 million in September, up by 6.5%. In comparable terms, division sales increased by 5.3%. Sales in building and home improvement trade increased by 2.5% in comparable terms. Sales in technical trade increased by 8.7% in comparable terms. Sales for the division increased in comparable terms by 7.1% in Finland, 4.5% in Norway, 2.6% in Denmark and 11.6% in Poland. Sales in Sweden were at last year's level.

Sales for the car trade division totalled €128.1 million in September, representing an increase of 9.9%. Car trade sales grew by 12.3%; sales increased in new cars, used cars and services. Sports trade sales decreased by 3.5%.

Kesko Group sales in September 2026 totalled €1,198.4 million, representing an increase of 4.8%.

Kesko Group sales in euros, excluding VAT, in September 2026:

	September 2026		Comparable
	€ million	Change, %	change, %
Grocery sales to K Group grocery stores and non-food sales, total	454.4	+2.6	+2.6
Kespro	103.1	+0.5	+0.5
Grocery trade, total	557.5	+2.2	+2.2
Building and home improvement trade	263.9	+3.9	+2.5
Technical trade	260.2	+9.6	+8.7
Building and technical trade, total	515.3	+6.5	+5.3
Car trade	111.1	+12.3	+12.3
Sports trade	16.9	-3.5	-3.5
Car trade, total	128.1	+9.9	+9.9
Common functions and eliminations	-2.5		
Grand total	1,198.4	+4.8	+4.3
Finland, total	888.5	+4.4	+4.4
Other countries, total	309.9	+6.1	+4.1
Grand total	1,198.4	+4.8	+4.3

Kesko Group sales in euros, excluding VAT, in July-September 2026:

1.7.-30.9.2026

	€ million	Change, %	Comparable change, %
Grocery sales to K Group grocery stores and non-food sales, total	1,410.8	+3.7	+3.7
Kespro	311.3	-0.8	-0.8
Grocery trade, total	1,722.1	+2.8	+2.8
Building and home improvement trade	711.1	+4.8	+3.2
Technical trade	687.8	+11.6	+10.7
Building and technical trade, total	1,375.3	+7.9	+6.6
Car trade	342.4	+9.5	+9.5
Sports trade	45.8	+0.7	+0.7
Car trade, total	388.2	+8.3	+8.3
Common functions and eliminations	-7.7		
Grand total	3,477.8	+5.3	+4.8
Finland, total	2,670.9	+4.5	+4.5
Other countries, total	806.9	+8.2	+5.9
Grand total	3,477.8	+5.3	+4.8

Kesko Group sales in euros, excluding VAT, in January-September 2026:

1.1.-30.9.2026

	€ million	Change, %	Comparable change, %
Grocery sales to K Group grocery stores and non-food sales, total	4,065.0	+3.6	+3.6
Kespro	892.0	-0.5	-0.5
Grocery trade, total	4,957.0	+2.9	+2.9
Building and home improvement trade	2,152.2	+11.4	+4.4
Technical trade	1,939.9	+11.1	+10.4
Building and technical trade, total	4,024.8	+11.1	+7.0
Car trade	952.3	+5.3	+5.3
Sports trade	128.1	+2.3	+2.3
Car trade, total	1,080.2	+4.9	+4.9
Common functions and eliminations	-22.3		
Grand total	10,039.7	+6.2	+4.6
Finland, total	7,691.8	+4.1	+4.1
Other countries, total	2,347.8	+13.7	+6.6
Grand total	10,039.7	+6.2	+4.6

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, divestments and other structural arrangements completed.

The reported sales for Kesko Group include the acquisitions and divestments completed in 2025 in accordance with the dates of completion. 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 September 2026 compared to September 2025

	September	July-September	January-September
Grocery trade	0	0	0
Kespro	0	0	0
Building and technical trade, Finland	0	0	0
Building and technical trade, Sweden	0	0	+1
Building and technical trade, Norway	0	0	0
Building and technical trade, Denmark	0	0	0
Building and technical trade, Poland	0	+1	+1
Car trade service business	0	0	0

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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