

Kesko's sales in September

Kesko's sales increased by 9.6% in September, or by 6.1% in comparable terms.

"Kesko's sales increased by 9.6% in September. Sales increased in all three divisions. In the grocery trade division, sales to K Group grocery stores increased by 4.9% and Kespro's sales by 2.3%. In the building and technical trade division, sales increased in comparable terms in all operating countries. In the car trade division, sales increased in new and used cars and in services. The number of delivery days was up by one year-on-year for all divisions," says Kesko's President and CEO Jorma Rauhala.

Sales for the grocery trade division totalled €545.5 million in September, up by 3.6%. Sales to K Group grocery stores increased by 4.9%. Sales in K-Citymarket's home and speciality goods trade (non-food) decreased. Kespro's sales increased by 2.3%.

Sales for the building and technical trade division totalled €483.8 million in September, up by 15.7%. In comparable terms, division sales increased by 6.8%. Sales in building and home improvement trade increased by 23.7%, or by 6.0% in comparable terms. 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. Sales in technical trade increased by 7.8% in comparable terms. Sales for the division increased in comparable terms by 4.5% in Finland, 1.0% in Sweden, 5.0% in Norway and 17.9% in Denmark.

Sales for the car trade division totalled €116.5 million in September, representing an increase of 15.7%. Car trade sales increased by 19.1% in comparable terms; sales increased in new cars, used cars and services. Sports trade sales decreased by 0.5%.

Kesko Group sales in September 2025 totalled €1,143.5 million, representing an increase of 9.6%.

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

	September 2025		
	€ million	Change, %	Comparable change, %
Grocery sales to K Group grocery stores and non-food sales, total	442.9	+4.0	+4.0
Kespro	102.6	+2.3	+2.3
Grocery trade, total	545.5	+3.6	+3.6
Building and home improvement trade	253.9	+23.7	+6.0
Technical trade	237.4	+8.3	+7.8
Building and technical trade, total	483.8	+15.7	+6.8
Car trade	99.0	+19.1	+19.1
Sports trade	17.5	-0.5	-0.5
Car trade, total	116.5	+15.7	+15.7
Common functions and eliminations	-2.3		
Grand total	1,143.5	+9.6	+6.1
Finland, total	851.4	+5.3	+5.3
Other countries, total	292.1	+24.6	+8.7
Grand total	1,143.5	+9.6	+6.1

Kesko Group sales in euros, excluding VAT, in July-September 2025:

1.7.-30.9.2025

	€ million	Change, %	Comparable change, %
Grocery sales to K Group grocery stores and non-food sales, total	1,360.8	+3.2	+3.2
Kespro	313.9	-0.0	-0.0
Grocery trade, total	1,674.7	+2.6	+2.6
Building and home improvement trade	678.2	+15.3	-0.1
Technical trade	616.1	+3.3	+3.1
Building and technical trade, total	1,274.7	+9.3	+1.4
Car trade	312.8	+24.3	+23.3
Sports trade	45.5	-0.6	-0.6
Car trade, total	358.3	+20.5	+19.7
Common functions and eliminations	-6.4		
Grand total	3,301.3	+6.8	+3.8
Finland, total	2,555.4	+3.9	+3.8
Other countries, total	746.0	+18.3	+3.7
Grand total	3,301.3	+6.8	+3.8

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

1.1.-30.9.2025

	€ million	Change, %	Comparable change, %
Grocery sales to K Group grocery stores and non-food sales, total	3,922.6	+0.9	+0.9
Kespro	896.3	-0.3	-0.3
Grocery trade, total	4,818.9	+0.7	+0.7
Building and home improvement trade	1,932.7	+12.6	+2.2
Technical trade	1,746.8	+0.4	+0.2
Building and technical trade, total	3,623.5	+6.4	+1.0
Car trade	904.3	+18.3	+17.0
Sports trade	125.2	+1.3	+1.3
Car trade, total	1,029.3	+16.0	+14.8
Common functions and eliminations	-18.2		
Grand total	9,453.6	+4.3	+2.2
Finland, total	7,388.5	+2.3	+2.1
Other countries, total	2,065.0	+12.2	+2.4
Grand total	9,453.6	+4.3	+2.2

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 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. The acquisition of Autotalo Lohja in Finland was completed on 1 September 2024. Eight K-Rauta stores in Sweden were transferred under the K-Bbygg 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 Trælashandel 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 2025 compared to September 2024

	September	July-September	January-September
Grocery trade	+1	0	-1
Kespro	+1	0	-2
Building and technical trade, Finland	+1	0	-2
Building and technical trade, Sweden	+1	0	-2
Building and technical trade, Norway	+1	0	0
Building and technical trade, Denmark	+1	0	-1
Car trade service business	+1	0	-2

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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