

Kesko's sales in October

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"Kesko's sales increased by 6.9% in October. Sales increased in all divisions. In the grocery trade division, sales to K Group grocery stores increased by 4.7% and Kespro's sales by 1.0%. In the building and technical trade division, sales increased in comparable terms in both building and home improvement trade and technical trade. In the car trade division, sales decreased in new cars and increased in used cars and services. The number of delivery days in October was flat year-on-year in all divisions," says Kesko's President and CEO Jorma Rauhala.

Sales for the grocery trade division totalled €586.1 million in October, up by 3.6%. Sales to K Group grocery stores increased by 4.7%. Sales in K-Citymarket's home and speciality goods trade (non-food) increased. Kespro's sales increased by 1.0%.

Sales for the building and technical trade division totalled €491.3 million in October, up by 12.0%. In comparable terms, division sales increased by 3.1%. Sales in building and home improvement trade increased by 19.0%, or increased by 1.1% 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 4.9% in comparable terms. Sales for the division decreased in comparable terms by 0.2% in Finland, and increased by 6.7% in Sweden, 1.2% in Norway and 7.2% in Denmark.

Sales for the car trade division totalled €127.1 million in October, representing an increase of 3.3%. Car trade sales increased by 5.7% in comparable terms; sales decreased in new cars, and increased in used cars and services. Sports trade sales decreased by 8.3%.

Kesko Group sales in October 2025 totalled €1,202.5 million, representing an increase of 6.9%.

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

	October 2025		
	€ million	Change, %	Comparable change, %
Grocery sales to K Group grocery stores and non-food sales, total	483.0	+4.2	+4.2
Kespro	103.1	+1.0	+1.0
Grocery trade, total	586.1	+3.6	+3.6
Building and home improvement trade	251.3	+19.0	+1.1
Technical trade	247.3	+5.6	+4.9
Building and technical trade, total	491.3	+12.0	+3.1
Car trade	108.0	+5.7	+5.7
Sports trade	19.1	-8.3	-8.3
Car trade, total	127.1	+3.3	+3.3
Common functions and eliminations	-1.9		
Grand total	1,202.5	+6.9	+3.4
Finland, total	899.6	+2.7	+2.7
Other countries, total	302.9	+21.4	+5.7
Grand total	1,202.5	+6.9	+3.4

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

1.1.-31.10.2025

	€ million	Change, %	Comparable change, %
Grocery sales to K Group grocery stores and non-food sales, total	4,405.6	+1.3	+1.3
Kespro	999.4	-0.2	-0.1
Grocery trade, total	5,405.0	+1.0	+1.0
Building and home improvement trade	2,184.0	+13.3	+2.1
Technical trade	1,994.1	+1.0	+0.8
Building and technical trade, total	4,114.8	+7.0	+1.3
Car trade	1,012.3	+16.8	+15.7
Sports trade	144.3	-0.0	-0.0
Car trade, total	1,156.4	+14.4	+13.4
Common functions and eliminations	-20.1		
Grand total	10,656.1	+4.6	+2.3
Finland, total	8,288.1	+2.4	+2.2
Other countries, total	2,367.9	+13.3	+2.8
Grand total	10,656.1	+4.6	+2.3

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-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 October 2025 compared to October 2024:

	October	January-October
Grocery trade	0	-1
Kespro	0	-2
Building and technical trade, Finland	0	-2
Building and technical trade, Sweden	0	-2
Building and technical trade, Norway	0	0
Building and technical trade, Denmark	0	-1
Car trade service business	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.

Further information is available from Hanna Jaakkola, Vice President, Investor Relations, tel. +358 105 323 540.

Kesko Corporation

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