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## Kesko's sales in November

The sales of Kesko Group totalled €875.0 million in November 2020 and strengthened in comparable terms from the year before.

“Kesko's sales grew in November by 2.9% in comparable terms. Sales to K-food stores grew in the grocery trade. In the building and technical trade, growth was strong in Finland, Sweden and Norway. Sales decreased in the car trade, but demand for electric cars in particular grew,” says Kesko's President and CEO Mikko Helander.

Sales in the grocery trade division totalled €470.4 million in November, an increase of 1.6%. Grocery sales to K-food stores increased by 6.9%. Kespro's sales decreased by 19.9%, impacted by restrictions on restaurants and events due to the Covid-19 epidemic and people working from home.

Sales in the building and technical trade division totalled €329.8 million in November, an increase of 7.9% in comparable terms in local currencies. Sales in the building and technical trade excluding the speciality goods trade grew by 9.3% in comparable terms. Sales in Finland grew by 7.6% and sales elsewhere by 11.2%. In the speciality goods trade, leisure trade sales decreased by 10.0%. Reported sales in the building and technical trade decreased by 9.1%. Kesko has reported Kesko Senukai as a joint venture from 1 July 2020 onwards, and consequently Kesko Senukai's sales are not included in the reported sales for November 2020. Kesko Senukai's sales in November totalled €80.6 million, an increase of 13.2%.

Sales in the car trade division totalled €76.3 million in November, a decrease of 5.7%.

Kesko Group's sales in November totalled €875.0 million, representing an increase of 2.9% in comparable terms.

### Kesko Group's sales in euros, excluding VAT, in November 2020:

	November 2020		Comparable change, %
	€ million	Change, %	
<b>Grocery trade, total</b>	<b>470.4</b>	<b>+1.6</b>	<b>+1.6</b>
Building and technical trade, Finland	174.3	+5.6	+5.4
Building and technical trade, other countries	155.5	-21.3	+11.2
<b>Building and technical trade, total</b>	<b>329.8</b>	<b>-9.1</b>	<b>+7.9</b>
<b>Car trade, total</b>	<b>76.3</b>	<b>-5.7</b>	<b>-5.7</b>
<b>Common functions and eliminations</b>	<b>-1.6</b>		
<b>Grand total</b>	<b>875.0</b>	<b>-3.5</b>	<b>+2.9</b>
Finland, total	719.4	+1.5	+1.5
Other countries, total	155.5	-21.3	+11.2
<b>Grand total</b>	<b>875.0</b>	<b>-3.5</b>	<b>+2.9</b>

### Kesko Group's sales in euros, excluding VAT, in January-November 2020:

	1.1.-30.11.2020		Comparable change, %
	€ million	Change, %	
<b>Grocery trade, total</b>	<b>5,222.8</b>	<b>+3.0</b>	<b>+3.0</b>
Building and technical trade, Finland	2,020.6	+5.1	+5.7
Building and technical trade, other countries	1,899.9	-14.4	+4.4
<b>Building and technical trade, total</b>	<b>3,920.5</b>	<b>-5.3</b>	<b>+5.2</b>
<b>Car trade, total</b>	<b>829.5</b>	<b>+1.6</b>	<b>-5.1</b>
<b>Common functions and eliminations</b>	<b>-19.3</b>		
<b>Grand total</b>	<b>9,953.5</b>	<b>-0.7</b>	<b>+2.9</b>
Finland, total	8,053.5	+3.2	+2.7
Other countries, total	1,899.9	-14.4	+4.4
<b>Grand total</b>	<b>9,953.5</b>	<b>-0.7</b>	<b>+2.9</b>

Change % indicates the change when compared to the corresponding period of the previous year. Kesko Senukai was included in the Group's reported sales up until 30 June 2020. From 1 July 2020 onwards, Kesko Senukai has been consolidated in Kesko's consolidated financial statements on one line as a joint venture. Kesko issued a stock exchange release concerning the change in the consolidation method of Kesko Senukai on 17 September 2020. The comparable change % has been calculated in local

currencies and excluding the impact of Kesko Senukai and the acquisitions and divestments completed in 2019 and 2020.

The reported sales for Kesko Group include the acquisitions and divestments completed in 2019 and 2020, in accordance with the dates of completion. Acquisitions completed in 2019 comprised Sørbo Trelast AS and Fresks Group in the building and technical trade, and the Volkswagen, Audi and SEAT businesses of Huittinen Laatuauto, LänsiAuto and Laakkonen in the car trade. In 2020, the building and technical trade division has completed the acquisitions of Mark & Infra i Sverige, Carlsen Fritzøe Handel, and Bygg & Interiör, and the divestment of Konekesko's machinery trade operations in the Baltics.

In November 2020, the number of delivery days in Kesko's grocery trade was 25, which equals the number the year before. The number of delivery days in Kesko's building and technical trade in Finland was 21, also equalling the number the year before. In January-November 2020, both the grocery trade and building and technical trade in Finland had one delivery day less than in the corresponding period the year before.

Kesko publishes advance information on K Group's retail sales quarterly in connection with interim reports.

**Further information** is available from Vice President, Group Controller Eva Kaukinen, tel. +358 105 322 338.

Kesko Corporation

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