



KESKO PRESS RELEASE 17.7.2020 AT 8.00

Kesko's sales grew in June

The sales of Kesko Group's continuing operations in June 2020 totalled €1,023.3 million, representing an increase of 10.1%. In comparable terms, sales grew by 12.6%.

"Kesko's sales grew in June by 10.1%. In the grocery trade, strong growth in food sales continued in K-food stores. The sales of home and speciality goods also grew. In the building and technical trade, sales grew in both B2C and B2B trade. The growth in sales in the grocery trade and building and technical trade was partly impacted by the number of delivery days," says Mikko Helander, Kesko's President and CEO.

Sales in the grocery trade totalled €511.0 million in June, an increase of 11.3%. Grocery sales to K-food stores increased by 17.6%, compensating for the decrease in Kespro's sales. Kespro's sales were down by 13.2% due to restrictions imposed on restaurants. Sales of home and speciality goods in K-Citymarkets increased by 6.9%.

Sales in the building and technical trade totalled €436.4 million in June, an increase of 17.5% in comparable terms in local currencies. Sales in the building and technical trade excluding the speciality goods trade grew by 17.5% in comparable terms. Sales in Finland grew by 21.7% and sales elsewhere by 14.4%. In the speciality goods trade, growth in the leisure trade sales continued and totalled 17.9%. Reported sales in the building and technical trade increased by 8.5%.

Sales in the car trade totalled €77.6 million in June, an increase of 12.5%. In comparable terms, sales decreased by 4.4%. Volkswagen had the most first registrations out of all passenger car brands in June.

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

	June 2020		Comparable
	€ million	Change, %	change, %
Grocery trade, total	511.0	+11.3	+11.3
Building and technical trade, Finland	204.8	+19.9	+21.4
Building and technical trade, other countries	231.6	+0.2	+14.4
Building and technical trade, total	436.4	+8.5	+17.5
Car trade, total	77.6	+12.5	-4.4
Common functions and eliminations	-1.6		
Grand total	1,023.3	+10.1	+12.6
Finland, total	791.8	+13.3	+12.0
Other countries, total	231.6	+0.2	+14.4
Grand total	1,023.3	+10.1	+12.6

Kesko Group's sales in euros, excluding VAT, in April-June 2020:

	1.4.-30.6.2020		Comparable
	€ million	Change, %	change, %
Grocery trade, total	1,443.1	+1.5	+1.5
Building and technical trade, Finland	584.1	+7.1	+8.5
Building and technical trade, other countries	643.1	-0.3	+7.8
Building and technical trade, total	1,227.2	+3.1	+8.1
Car trade, total	195.9	-10.1	-21.6
Common functions and eliminations	-4.9		
Grand total	2,861.3	+1.1	+2.2
Finland, total	2,218.3	+1.6	+0.8
Other countries, total	643.1	-0.3	+7.8
Grand total	2,861.3	+1.1	+2.2

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

	1.1.-30.6.2020		Comparable
	€ million	Change, %	change, %
Grocery trade, total	2,776.9	+3.0	+3.0
Building and technical trade, Finland	1,083.6	+6.2	+7.2

Building and technical trade, other countries	1,170.2	+3.2	+6.2
Building and technical trade, total	2,253.8	+4.6	+6.7
Car trade, total	422.8	-0.2	-13.1
Common functions and eliminations	-9.8		
Grand total	5,443.7	+3.2	+3.0
Finland, total	4,273.6	+3.3	+2.2
Other countries, total	1,170.2	+3.2	+6.2
Grand total	5,443.7	+3.2	+3.0

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 2019 and 2020.

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

In June 2020, the number of delivery days in Kesko's grocery trade was 25, which is one day more than the year before. The number of delivery days in Kesko's building and technical trade in Finland was 21, which is two days more than the year before. In April-June and January-June, the number of delivery days equalled that of last year in both the grocery trade and building and technical trade in Finland.

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

DISTRIBUTION
Main news media
www.kesko.fi