



KESKO PRESS RELEASE 17.9.2020 AT 19.00

Kesko's comparable sales grew in August

The sales of Kesko Group's continuing operations in August 2020 totalled €885.9 million, representing an increase of 1.8% in comparable terms.

"Kesko's sales grew in comparable terms in all divisions, despite the fact that August 2020 had one delivery day less than August 2019. In the grocery trade, grocery sales of K-food stores developed well. In the building and technical trade, sales were particularly strong in B2C trade. Sales also grew in the car trade," says Kesko's President and CEO Mikko Helander.

Sales in the grocery trade division totalled €495.7 million in August, an increase of 1.7%. Grocery sales to K-food stores increased by 5.9%. Kespro's sales decreased by 11.7%, impacted by restrictions on restaurants and events due to the Covid-19 epidemic.

Sales in the building and technical trade division totalled €310.3 million in August, an increase of 1.3% in comparable terms in local currencies. Sales in the building and technical trade excluding the speciality goods trade grew by 1.2% in comparable terms. Sales grew in comparable terms in local currencies in Finland, Sweden and Norway. In the speciality goods trade, sales in the leisure trade increased by 2.5%. Kesko reports 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 August 2020. Kesko Senukai's sales in August totalled €83.9 million, an increase of 4.1%.

Sales in the car trade division totalled €81.6 million in August, an increase of 5.3%.

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

	August 2020		Comparable change, %
	€ million	Change, %	
Grocery trade, total	495.7	+1.7	+1.7
Building and technical trade, Finland	181.5	+3.0	+2.8
Building and technical trade, other countries	128.9	-42.3	-0.7
Building and technical trade, total	310.3	-22.3	+1.3
Car trade, total	81.6	+5.3	+5.3
Common functions and eliminations	-1.7		
Grand total	885.9	-8.0	+1.8
Finland, total	757.1	+2.3	+2.2
Other countries, total	128.9	-42.3	-0.7
Grand total	885.9	-8.0	+1.8

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

	1.1.-31.8.2020		Comparable change, %
	€ million	Change, %	
Grocery trade, total	3,765.5	+3.1	+3.1
Building and technical trade, Finland	1,451.9	+5.8	+6.8
Building and technical trade, other countries	1,418.1	-10.7	+3.7
Building and technical trade, total	2,869.9	-3.0	+5.6
Car trade, total	590.2	+2.4	-7.1
Common functions and eliminations	-14.0		
Grand total	7,211.7	+0.4	+2.9
Finland, total	5,793.6	+3.5	+2.7
Other countries, total	1,418.1	-10.7	+3.7
Grand total	7,211.7	+0.4	+2.9

Change % indicates the change when compared to the corresponding period of the previous year. Kesko Senukai has been 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 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 August 2020, the number of delivery days in Kesko's grocery trade was 26, which is one day less than the year before. The number of delivery days in Kesko's building and technical trade in Finland was 21, which is one less than the year before. In January-August 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

DISTRIBUTION
Main news media
www.kesko.fi