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Kesko's sales in October

Kesko's sales decreased by 0.2% in October, or by 0.8% in comparable terms.

"Kesko's sales decreased in October by 0.2%. The number of delivery days was down by one year-on-year in Kespro and in building and technical trade in all operating countries. Sales for the grocery trade division decreased by 1.9%. Sales for the building and technical trade division increased by 0.3% in comparable terms. Strong sales trend continued in technical trade and in building and home improvement trade's B2B trade in October, and the difference in delivery days had an over 4 percentage point negative impact on these businesses in October. In the other businesses, the one day difference in delivery days had a negative impact of 2–4 percentage points. In car trade, sales for the car trade businesses increased by 1.9%," says Kesko's President and CEO Jorma Rauhala.

Sales for the grocery trade division totalled €575.0 million in October, down by 1.9%. Sales to K Group grocery stores decreased by 2.3%. Sales in K-Citymarket's home and speciality goods trade (non-food) increased. Kespro's sales decreased by 5.0%.

Sales for the building and technical trade division totalled €500.7 million in October, up by 1.9%. In comparable terms, division sales increased by 0.3%. Sales in building and home improvement trade decreased by 2.0% in comparable terms. Sales in technical trade increased by 3.1% in comparable terms. Sales for the division increased in comparable terms by 1.9% in Finland, 2.9% in Denmark and 5.2% in Poland; and decreased by 5.6% in Sweden and 0.7% in Norway.

Sales for the car trade division totalled €127.4 million in October, representing an increase of 0.2%. Car trade sales grew by 1.9%; sales increased in new cars and services, and were at last year's level in used cars. Sports trade sales decreased by 9.1%.

Kesko Group sales in October 2026 totalled €1,200.2 million, representing a decrease of 0.2%.

Kesko Group sales in euros, excluding VAT, in October 2026:

	October 2026		
	€ million	**Change, %**	**Comparable change, %**
Grocery sales to K Group grocery stores and non-food sales, total	477.1	-1.2	-1.2
Kespro	97.9	-5.0	-5.0
Grocery trade, total	**575.0**	**-1.9**	**-1.9**
Building and home improvement trade	250.9	-0.2	-2.0
Technical trade	258.0	+4.3	+3.1
Building and technical trade, total	**500.7**	**+1.9**	**+0.3**
Car trade	110.1	+1.9	+1.9
Sports trade	17.3	-9.1	-9.1
Car trade, total	**127.4**	**+0.2**	**+0.2**
Common functions and eliminations	**-2.8**		
Grand total	**1,200.2**	**-0.2**	**-0.8**
Finland, total	891.5	-0.9	-0.9
Other countries, total	308.7	+1.9	-0.6
Grand total	**1,200.2**	**-0.2**	**-0.8**

Kesko Group sales in euros, excluding VAT, in January–October 2026:

	1.1.–31.10.2026		
	€ million	Change, %	Comparable change, %
Grocery sales to K Group grocery stores and non-food sales, total	4,542.1	+3.1	+3.1
Kespro	989.9	-0.9	-0.9
Grocery trade, total	**5,532.0**	**+2.3**	**+2.3**
Building and home improvement trade	2,403.1	+10.0	+3.6
Technical trade	2,197.9	+10.2	+9.5
Building and technical trade, total	**4,525.4**	**+10.0**	**+6.2**
Car trade	1,062.4	+4.9	+4.9
Sports trade	145.4	+0.8	+0.8
Car trade, total	**1,207.6**	**+4.4**	**+4.4**
Common functions and eliminations	**-25.1**		
Grand total	**11,239.9**	**+5.5**	**+4.0**
Finland, total	8,583.3	+3.6	+3.6
Other countries, total	2,656.6	+12.2	+5.7
Grand total	**11,239.9**	**+5.5**	**+4.0**

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, divestments and other structural arrangements completed.

The reported sales for Kesko Group include the acquisitions and divestments completed in 2025 in accordance with the dates of completion. 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 2026 compared to October 2025:

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

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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