

## Clas Ohlson's sales in July increased compared to the previous year

Sales in July increased by 11 per cent to 775 MSEK (699). Organic sales increased by 10 per cent compared to the previous year. Sales in comparable units and local currency increased by 11 per cent compared to the previous year. Online sales increased by 8 per cent to 68 MSEK (63). Compared to the same month last year the store network decreased by 4 stores. At the end of the period, the total number of stores was 221 (225).

Distribution of sales	Month			Accumulated		
	July 2023/24	Change		May-July 2023/24	Change	
MSEK		SEK	Organic		SEK	Organic
Sweden	342	10%	10%	1,014	9%	9%
Norway	342	12%	13%	934	7%	11%
Finland	92	16%	5%	246	6%	-3%
<b>Total</b>	<b>775</b>	<b>11%</b>	<b>10%</b>	<b>2,193</b>	<b>7%</b>	<b>8%</b>
Of which online	68	8%	6%	253	9%	10%

Total sales for the period May–July 2023 increased by 7 per cent to 2,193 MSEK (2,044). Organic sales increased by 8 per cent compared to the previous year. Sales in comparable units and local currency increased by 9 per cent compared to the previous year. Online sales for the period increased by 9 per cent to 253 MSEK (232).

**Kristofer Tonström, CEO and President:** *Also in July, we have succeeded in adapting our offer to current customer needs. We have seen a slightly lower demand for typical seasonal products in all markets, but instead increased sales across large parts of the basic range. The organic sales increase amounted to 10 per cent and in comparable units sales increased by 11 per cent. Norway continued to contribute strongly to total sales with an organic sales increase of 13 per cent. At the same time, the NOK has strengthened significantly recently, which contributed to total sales increase reaching higher than the organic sales increase, up by 11 per cent. However, other macro factors such as inflation and currency effects from the US dollar continue to have a negative impact and the work to reduce costs will continue to be a priority also going forward.*

### For further information, please contact:

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**Clas Ohlson** was founded in 1918 as a mail order business in Insjön, Sweden. Today we are a retail company with customers in three markets, approximately 4,900 co-workers and annual sales of approximately 9 billion SEK. Our share is listed on Nasdaq Stockholm. A lot has happened since the start in 1918, but one thing has remained the same over the years; that we want to help people fix their homes with practical and sustainable solutions at attractive prices. Visit [about.clasohlson.com/en](http://about.clasohlson.com/en) to read more about us and how we make home fixing available, sustainable and enjoyable for everyone.