

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

Sales in April increased by 1 per cent to 612 MSEK (607). Organic sales increased by 3 per cent compared to the previous year. Online sales increased by 7 per cent to 79 MSEK (74). April sales were negatively impacted by a calendar effect of approximately 2 percentage points mainly connected to Norway. Compared to the same month last year the store network decreased by 7 stores. At the end of the period, the total number of stores was 222 (229).

Distribution of sales	Month			Accumulated		
	April 2022/23	Change		May-April 2022/23	Change	
MSEK		SEK	Organic		SEK	Organic
Sweden	303	9%	9%	4,088	3%	3%
Norway	240	-9%	-1%	3,889	3%	1%
Finland	68	10%	0%	1,035	7%	1%
Outside the Nordics	-	-	-	13	-	-
<b>Total</b>	<b>612</b>	<b>1%</b>	<b>3%</b>	<b>9,024</b>	<b>3%</b>	<b>1%</b>
Of which online	79	7%	9%	1,054	9%	7%

Total sales for the period May 2022–April 2023 increased by 3 per cent to 9,024 MSEK (8,784). Organic sales increased by 1 per cent compared to the previous year. Online sales for the period increased by 9 per cent to 1,054 MSEK (971).

**Kristofer Tonström, CEO and President:** *In a retail market that continues to be under pressure, we achieved an organic sales growth also in April. The organic increase in total sales was three per cent and online sales increased by seven per cent compared to the previous year. This proves that we have hit the right spot in the customer offering with strong sales in focus areas for the season such as solar-powered outdoor lighting, products for organizing the home and garden machinery. Looking at individual markets, Sweden stands out in a positive way with a sales increase of nine per cent during the month. Macro challenges in the form of inflation and, for us, unfavorable currency movements remain. Our focus is entirely set, with a more competitive cost base, on continue offering our customers relevant and affordable products in a time when the household economy is strained.*

### 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 5,000 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 and inspire people to improve their everyday lives by offering smart, simple, practical solutions at attractive prices. Visit [about.clasohlson.com/en](http://about.clasohlson.com/en) to read more about us and how we simplify home fixing for everyone, responsibly.