## clas ohlson

## **Clas Ohlson increases sales in September**

Clas Ohlson's sales in September increased by 1 per cent compared with September last year, corresponding to an organic growth of 1 per cent. Sales in the Nordic countries increased by 3 per cent. Online sales increased by 46 per cent.

September sales increased by 1 per cent to 681 MSEK (677). Organic sales increased by 1 per cent compared with the preceding year. Sales in September in comparable units and local currency increased by 2 per cent. Sales in the Nordic countries increased by 3 per cent. Online sales increased by 46 per cent to 44 MSEK (30). Compared with September last year, the store portfolio has decreased net by 4 stores. At the end of the month, the total number of stores was 231.

	September	September	Percentage	Organic
Countries, MSEK	2019/20	2018/19	change	growth
Sweden	308	292	6	6
Norway	275	278	-1	0
Finland	91	84	8	6
Nordic Countries	674	654	3	3
Outside Nordic Countries*	7	23	-70	-71
Total**	681	677	1	1

\* Impacted by closure of stores in the UK and Germany.

\*\* Of which 44 MSEK (30) comprises online sales.

Total sales for the first five months of fiscal year 2019/20 (May to September 2019) increased by 3 per cent to 3,465 MSEK (3,360). Organic sales increased by 3 per cent. Sales in comparable units and local currency increased by 3 per cent. Online sales for the period increased by 28 per cent to 190 MSEK (148).

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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 five markets, approximately 5,000 co-workers and annual sales of approximately 8.8 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 <u>about.clasohlson.com/en</u> to read about our passion for simplifying life in all kinds of homes.