

Clas Ohlson's organic sales increased by 18 per cent in January compared to the previous year

Sales in January, excluding the acquired Spares Group, increased by 16 per cent to 737 MSEK (635). Organic sales increased by 18 per cent compared to the previous year. Sales in comparable units and local currency increased by 18 per cent compared to the previous year.

Sales, including Spares Group amounted to 794 MSEK (635). Online sales, excluding Spares Group increased by 31 per cent to 96 MSEK (73). Online sales, including Spares Group amounted to 153 MSEK (73). Compared to the same month last year the store network was unchanged. At the end of the period, the total number of stores was 224 (224).

Distribution of sales	Month			Accumulated		
	January	Change		May-January	Change	
MSEK	2023/24	SEK	Organic	2023/24	SEK	Organic
Sweden	345	19%	19%	3,599	11%	11%
Norway	310	16%	22%	3,374	7%	12%
Finland	82	7%	6%	914	10%	3%
SPARES-Acquired sales	57	-	-	179	-	-
Total	794	25%	18%	8,065	11%	10%
Of which online	153	109%	33%	1,139	37%	17%

Total sales for the period May 2023–January 2024, excluding the acquired Spares Group increased by 9 per cent to 7,886 MSEK (7,248). 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.

Sales, including Spares Group amounted to 8,065 MSEK (7,248). Online sales, excluding Spares Group increased by 15 per cent to 960 MSEK (834). Online sales, including Spares Group amounted to 1,139 MSEK (834).

Kristofer Tonström, CEO and President: *The efforts to make the product offering relevant all year round produced clear results also in January. Organic sales growth amounted to 18 per cent and our online sales increased by 31 per cent, driven by growth in all prioritised product categories and a continued high pace of new product launches. In order to make room for all product news, we have also chosen to sell out older products to reduced prices to a higher extent than before. Overall, offers with attractive prices have had a major impact in a market climate where customers are very price-conscious. This also emphasises the importance of the continued efforts to create as competitive a cost base as possible to enable our growth initiatives and maintain our strong price position.*

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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 people fix their homes with practical and sustainable solutions at attractive prices. Visit about.clasohlson.com/en to read more about us and how we make home fixing available, sustainable and enjoyable for everyone.