

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

Net sales amounted to 972 MSEK (838), an increase by 16 per cent, of which 9 per cent relates to organic growth*, -2 per cent to currency effects and 8 per cent to sales in Spares Group. Compared with the same month of the preceding year, the store network increased by a net of 16 stores (reduction of 3 stores in the previous year). The total number of stores at the end of the period was 237.

Total net sales for the period May-October 2024 amounted to 5,424 MSEK (4,653), an increase by 17 per cent compared with the corresponding period in the previous year, of which 9 per cent relates to organic growth*, -2 per cent to currency effects and 9 per cent to sales in Spares Group.

*Split between increase in comparable units 5 per cent and change in store network 4 per cent for the month of October. Split for the period May-October 2024, 6 per cent and 4 per cent respectively.

Distribution of sales	Month			Accumulated		
	October 2024/25	Change		May-October 2024/25	Change	
MSEK		SEK	Organic		SEK	Organic
Sweden	433	12%	12%	2,361	12%	12%
Norway	366	6%	10%	2,086	5%	8%
Finland	103	-3%	-1%	556	1%	3%
Spares	71	-	-	421	-	-
Total*	972	16%	9%	5,424	17%	9%

*Net sales excluding Spares increased by 8% to 902 MSEK in October and by 8% to 5,003 MSEK for the period May-October 2024.

Kristofer Tonström, CEO and President: *Our relevant assortment and appreciated customer meeting contributed to a continued positive sales trend with organic growth of nine per cent in October. Sales growth was broadly distributed across our prioritised product niches, with the largest increases in electronic devices and accessories and lighting. Sales in comparable units increased by five per cent and the work to build a more robust store network continues according to plan. In October, we opened two new stores, and in November we will relocate and rebuild five existing stores and open our 100th store in Norway. A prerequisite for being able to invest in future growth is continued cost control and continuous rationalisations, not least as the retail climate is challenging in all sales markets at the same time as currency fluctuations continue to have an impact.*

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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 10 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.