

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

Sales in September increased by 8 per cent to 721 MSEK (667). Organic sales increased by 5 per cent compared to the previous year. Online sales increased by 25 per cent to 85 MSEK (68). 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 224 (228).

Distribution of sales	Month			Accumulated		
	September	Change		May-September	Change	
MSEK	2022/23	SEK	Organic	2022/23	SEK	Organic
Sweden	327	6%	6%	1,587	2%	2%
Norway	303	10%	3%	1,517	3%	-2%
Finland	91	16%	9%	406	7%	2%
Outside the Nordics	0	-	-	13	-43%	-45%
Total	721	8%	5%	3,522	3%	0%
Of which online	85	25%	21%	399	16%	13%

Total sales for the period May–September 2022 increased by 3 per cent to 3,522 MSEK (3,434). Organic sales were unchanged compared to the previous year. Online sales for the period increased by 16 per cent to 399 MSEK (345).

Kristofer Tonström, CEO and President: *I see the sales development in September as proof that our offering, with a large selection of products that help customers save electricity and money, has been perceived as affordable and relevant. Organic sales growth in September amounted to five per cent, with increased sales in all markets. Total online sales increased by 25 per cent. The development in Finland is an outcome of our growth plan including investments to gain market share and the recognition of our 20th anniversary in the Finnish market.*

The market situation continues to be characterized by customers' having less to spend and by pressure from currencies and high purchasing and transportation costs. This means that the work on our growth plan and measures to counter increased costs will be even more important 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 four 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 about.clasohlson.com/en to read more about us and how we simplify home fixing for everyone, responsibly.