

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

Net sales amounted to 901 MSEK (794), an increase of 14 per cent, of which 14 per cent relates to organic growth\* and 1 per cent to negative currency effects. Compared with the same month of the preceding year, the store network increased by a net of 14 stores (previous year unchanged). The total number of stores at the end of the period was 238 (224).

Total net sales for the period May 2024-January 2025 amounted to 9,284 MSEK (8,065), an increase of 15 per cent compared with the corresponding period in the previous year.

\*Split between increase in comparable units 10 per cent and change in store network 4 per cent for the month of January  
Split for the period May 2024-January 2025, 7 per cent and 4 per cent respectively (exclusive Spares)

Distribution of sales	Month			Accumulated		
	January 2024/25	Change		May-January 2024/25	Change	
MSEK		SEK	Organic <sup>2</sup>		SEK	Organic
Sweden	385	12%	12%	4,055	13%	13%
Norway	358	16%	18%	3,657	8%	10%
Finland	89	8%	6%	946	4%	4%
Spares	69	21%	21%	626	-	-
<b>Total<sup>1</sup></b>	<b>901</b>	<b>14%</b>	<b>14%</b>	<b>9,284</b>	<b>15%</b>	<b>11%</b>

<sup>1</sup>Net sales in January increased by 13% to 832 MSEK (exclusive Spares), inclusive negative currency effects of 1%  
Net sales during the period May 2024-January 2025 increased by 10% to 8,658 MSEK (exclusive Spares), inclusive negative currency effects of 1%

<sup>2</sup>As of November, Spares Group's monthly sales are included in the organic growth

**Kristofer Tonström, CEO and President:** *The organic sales growth of 14 per cent shows that the organisation managed to make the shift from an intense Christmas shopping season to a customer offering that was relevant also in January. Sales increased in all markets and the customer base continued to grow. Customers appreciated, for example, our updated range of cleaning products and lighting, which is a good example of how our long-term growth initiatives are paying off. Given the uncertain external environment, we are also working, as before, on cost control and efficiency improvements to counteract fluctuations in consumer behaviour and currencies.*

### 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 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](http://about.clasohlson.com/en) to read more about us and how we make home fixing available, sustainable and enjoyable for everyone.