

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

Sales in April, excluding the acquired Spares Group, increased by 17 per cent to 714 MSEK (612). Organic sales increased by 16 per cent compared to the previous year. Sales in comparable units and local currency increased by 14 per cent compared to the previous year. April sales were positively impacted by calendar effects of approximately 5 percentage points.

Sales including Spares Group amounted to 785 MSEK (612). Online sales, excluding Spares Group, increased by 22 per cent to 96 MSEK (79). Online sales, including Spares Group, amounted to 167 MSEK (79). Compared to the same month last year the store network has increased by 8 stores. At the end of the period, the total number of stores was 230 (222).

Distribution of sales	Month			Accumulated		
	April 2023/24	Change		May-April 2023/24	Change	
MSEK		SEK	Organic		SEK	Organic
Sweden	344	13%	13%	4 546	11%	11%
Norway	296	23%	22%	4 207	8%	13%
Finland	74	8%	6%	1 131	9%	3%
Spares-sales acquired business	71	-	-	347	-	-
Total	785	28%	16%	10 232	13%	11%
Of which online*	167	113%	21%	1 553	47%	16%

* From March 2024 the collaboration with Mathem and Oda has ended

Total sales for the period May 2023–April 2024, excluding the acquired Spares Group, increased by 10 per cent to 9,885 MSEK (9,024). Organic sales increased by 11 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 10,232 MSEK (9,024). Online sales, excluding Spares Group, increased by 14 per cent to 1,206 MSEK (1,054). Online sales, including Spares Group amounted to 1,553 MSEK (1,054).

Kristofer Tonström, CEO and President: *With a continued strong development across all prioritised product categories with many appreciated product news, we increased organic sales in April by 16 per cent. The increase includes a positive calendar effect of 5 percentage points, but even without Easter which affected comparability, sales were clearly above our long-term targets. We were very successful in converting customer traffic into sales, which was not least reflected in like-for-like sales amounting to +14 per cent, and I look forward with confidence to following the six new stores we opened during the month. Sales were slightly positively affected by currency effects during the month, but in the longer term, the weak development of the Swedish krona compared to our major purchasing currency USD is a*

challenge that emphasises the importance of continuing to work to create efficiency and competitiveness at all levels of the company.

For further information, please contact:

Niklas Carlsson, Head of Communications and Investor Relations, +46 247 444 29,
niklas.carlsson@clasohlson.se

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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.*