

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

Sales in March, excluding the acquired Spares Group, increased by 4 per cent to 648 MSEK (623). Organic sales increased by 5 per cent compared to the previous year. Sales in comparable units and local currency increased by 4 per cent compared to the previous year. March sales were negatively impacted by calendar effects of approximately 5 percentage points.

Sales including Spares Group amounted to 695 MSEK (623). Online sales, excluding Spares Group, decreased by 5 per cent to 78 MSEK (82). Online sales, including Spares Group, amounted to 125 MSEK (82). Compared to the same month last year the store network has increased by 2 stores. At the end of the period, the total number of stores was 224 (222).

Distribution of sales	Month			Accumulated		
	March 2023/24	Change		May-March 2023/24	Change	
MSEK		SEK	Organic		SEK	Organic
Sweden	310	6%	6%	4 203	11%	11%
Norway	266	3%	4%	3 911	7%	12%
Finland	73	3%	2%	1058	9%	3%
Spares-sales acquired business	47	-	-	276	-	-
Total	695	12%	5%	9 447	12%	10%
Of which online*	125	52%	-4%	1 386	42%	15%

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

Total sales for the period May 2023–March 2024, excluding the acquired Spares Group, increased by 9 per cent to 9,171 MSEK (8,413). 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 9,447 MSEK (8,413). Online sales, excluding Spares Group, increased by 14 per cent to 1,110 MSEK (976). Online sales, including Spares Group amounted to 1,386 MSEK (976).

Kristofer Tonström, CEO and President: *We have had a strong sales development throughout the year and customers showed that they appreciated Clas Ohlson's relevant and affordable assortment of home fixing products also in March. Organic sales increase amounted to 5 per cent and the increase in comparable units was 4 per cent, despite a significant negative calendar effect of 5 per cent, due to an earlier Easter compared to the previous year. The development in comparable units gives us further confidence in our strategic choice to open more Clas Ohlson stores. In April alone, we are opening six new stores and our goal is to add approximately ten more stores during the next financial year. As before, we continue to work on streamlining the business at all levels to enable our growth initiatives and to provide the best possible offer to customers who remain price-conscious.*

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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.