

Clas Ohlson's sales increased in December

Sales in December increased by 9 per cent to 1,204 MSEK (1,108). Organic sales increased by 6 per cent compared to the previous year. Sales in comparable units and local currency increased by 6 per cent compared to the previous year. Online sales increased by 26 per cent to 136 MSEK (108). Compared to the same month last year the store network increased by 1 store. At the end of the period, the total number of stores was 230 (229).

Distribution of sales	Month			Accumulated		
	December	Change		May-December	Change	
MSEK	2021/22	SEK	Organic	2021/22	SEK	Organic
Sweden	526	12%	12%	2,898	6%	6%
Norway	534	9%	3%	2,748	3%	-1%
Finland	137	-2%	-3%	713	-2%	0%
Outside the Nordics	7	6%	-1%	39	1%	-2%
Total	1,204	9%	6%	6,398	4%	2%
Of which online	136	26%	24%	678	23%	21%

Total sales for the period May–December 2021 increased by 4 per cent to 6,398 MSEK (6,178). Organic sales increased by 2 per cent compared to the previous year. Sales in comparable units and local currency increased by 2 per cent compared to the previous year. Online sales for the period increased by 23 per cent to 678 MSEK (551).

Kristofer Tonström, CEO and President: *After a somewhat weaker start of the month, we managed to finish the month stronger and increase sales by a total of nine per cent in December. Organic sales growth was six per cent while online sales increased by 26 per cent. Customer traffic to our stores was limited by restrictions in all sales markets, especially in Norway and Finland, and we continue to mitigate the volatile situation in the world around us by working with what we can influence ourselves. During the period, we saw that the good capacity of our logistics system benefitted our online sales and that increased campaign intensity and marketing contributed to sales growth.*

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Clas Ohlson was founded in 1918 as a mail order business based in Insjön, Dalarna, Sweden. Today, we are a retail company with customers in four markets, approximately 4,500 co-workers, and annual sales of approximately 8.3 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 our passion for simplifying life in all kinds of homes.