

## Clas Ohlson's sales increased by 3 per cent in October

Sales in October increased by 3 per cent to 738 MSEK (718). Organic sales were unchanged compared to the previous year. Sales in comparable units and local currency increased by 1 per cent compared to the previous year. Online sales increased by 30 per cent to 76 MSEK (58). October sales were negatively impacted by a calendar effect of approximately 2 percentage points. At the end of the period, the total number of stores was 228, which is unchanged compared with the same period last year.

Distribution of sales	Month			Accumulated		
	October	Change		May-October	Change	
MSEK	2021/22	SEK	Organic	2021/22	SEK	Organic
Sweden	339	2%	2%	1,901	3%	3%
Norway	310	5%	-3%	1,780	1%	-2%
Finland	84	0%	3%	465	-1%	2%
Outside the Nordics	5	17%	13%	27	1%	-1%
<b>Total</b>	<b>738</b>	<b>3%</b>	<b>0%</b>	<b>4,172</b>	<b>2%</b>	<b>1%</b>
Of which online	76	30%	27%	421	27%	25%

Total sales for the period May–October 2021 increased by 2 per cent to 4,172 MSEK (4,111). Organic sales increased by 1 per cent compared to the previous year. Sales in comparable units and local currency were unchanged compared to the previous year. Online sales for the period increased by 27 per cent to 421 MSEK (332).

**Kristofer Tonström, CEO and President:** *In total, we increased our October sales by three per cent at the same time as online sales grew by 30 per cent. The organic sales increased by two per cent in Sweden and three percent in Finland in October. In Norway, the organic sales decreased by three per cent compared to last year's very strong sales growth. Similar to last month we are still experiencing well-balanced stock levels which gives us a good foundation as we now approach the most important sales period of the year.*

### For further information, please contact:

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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](http://about.clasohlson.com/en) to read more about us and our passion for simplifying life in all kinds of homes.