

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

Sales in September increased by 6 per cent to 762 MSEK (721). 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 16 per cent to 99 MSEK (85). Compared to the same month last year the store network decreased by 3 stores. At the end of the period, the total number of stores was 221 (224).

| Distribution of sales | Month | | | Accumulated | | |
|-----------------------|------------|-----------|-----------|---------------|-----------|-----------|
| | September | Change | | May-September | Change | |
| MSEK | 2023/24 | SEK | Organic | 2023/24 | SEK | Organic |
| Sweden | 335 | 3% | 3% | 1,730 | 9% | 9% |
| Norway | 331 | 9% | 12% | 1,643 | 8% | 12% |
| Finland | 96 | 5% | -4% | 442 | 9% | -1% |
| Total | 762 | 6% | 6% | 3,815 | 8% | 9% |
| Of which online | 99 | 16% | 17% | 444 | 11% | 11% |

Total sales for the period May–September 2023 increased by 8 per cent to 3,815 MSEK (3,522). Organic sales increased by 9 per cent compared to the previous year. Sales in comparable units and local currency increased by 10 per cent compared to the previous year. Online sales for the period increased by 11 per cent to 444 MSEK (399).

Kristofer Tonström, CEO and President: *With a relevant assortment and good customer service, we increased sales in comparable units by 6 per cent in September. Total online sales increased by 16 per cent. Looking at individual markets, Norway continues to perform very well with an organic sales increase of 12 per cent, while Finland's weaker sales development was clearly affected by a campaign-intensive period last year when Clas Ohlson celebrated 20 years on the market. The retail market climate is challenging with lower customer traffic and we have a strong focus on cost control in order to be able to develop the core business with an even better assortment, a good customer meeting and new stores in the right locations. For the current fiscal year, we plan to open a net of approximately 10 new stores, which we will reach as 9 new contracts are signed and one store has already opened.*

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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.