

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

Sales in December increased by 2 per cent to 1,234 MSEK (1,204). Organic sales were unchanged compared to the previous year. Online sales decreased by 15 per cent to 116 MSEK (136). Compared to the same month last year the store network decreased by 5 stores. At the end of the period, the total number of stores was 225 (230).

Distribution of sales	Month			Accumulated		
	December	Change		May-December	Change	
MSEK	2022/23	SEK	Organic	2022/23	SEK	Organic
Sweden	530	1%	1%	2,951	2%	2%
Norway	560	5%	1%	2,893	5%	1%
Finland	143	4%	-3%	757	6%	0%
Outside the Nordics	0	-	-	13	-	-
<b>Total</b>	<b>1,234</b>	<b>2%</b>	<b>0%</b>	<b>6,613</b>	<b>3%</b>	<b>1%</b>
Of which online	116	-15%	-17%	761	12%	10%

Total sales for the period May–December 2022 increased by 3 per cent to 6,613 MSEK (6,398). Organic sales increased by 1 per cent compared to the previous year. Online sales for the period increased by 12 per cent to 761 MSEK (678).

**Kristofer Tonström, CEO and President:** *After a strong November, we received further confirmation during December that customers perceive Clas Ohlson as a relevant Christmas destination. Customer traffic to our stores increased, the Christmas assortment sold well and demand for energy-saving products remained strong. In a challenging market climate, total sales increased by two per cent compared to the previous year, and organic sales were unchanged. The outcome online for December should be seen in the light of the strong development in November, where more efficient e-commerce logistics enabled for more or less all Black Friday sales to be delivered to customer, and reported, in November. We continue to be affected by consumers' more need-based consumption patterns in combination with them waiting for campaigns and sales, as well as by high purchasing prices, transportation costs and a weak Swedish krona. Our work with cost-saving measures is progressing according to plan.*

### For further information, please contact:

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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 8.8 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 how we simplify home fixing for everyone, responsibly.