

Clas Ohlson's sales increased by 6 per cent in September

Sales in September increased by 6 per cent to 667 MSEK (629). Organic sales increased by 5 per cent compared to the previous year. Sales in comparable units and local currency increased by 5 per cent compared to the previous year. Online sales increased by 61 per cent to 68 MSEK (42). 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		
	September	Change		May-September	Change	
MSEK	2021/22	SEK	Organic	2021/22	SEK	Organic
Sweden	309	8%	8%	1,562	3%	3%
Norway	275	4%	1%	1,470	0%	-2%
Finland	79	5%	7%	381	-1%	1%
Outside the Nordics	4	19%	15%	22	-1%	-3%
Total	667	6%	5%	3,434	1%	1%
Of which online	68	61%	60%	345	26%	25%

Total sales for the period May–September 2021 increased by 1 per cent to 3,434 MSEK (3,392). 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 26 per cent to 345 MSEK (274).

Kristofer Tonström, CEO and President: *Customer traffic to our stores recovered somewhat in September but is still lower than in 2020. Despite this, we achieved a total sales increase of six per cent during the month, whereas our online sales increased by 61 per cent. We continue to observe disruptions in the global logistics chain, but we have had a well-balanced inventory level during the period by working with things we can influence ourselves. This work continues as we are now preparing for the upcoming Christmas season.*

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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.