



PRESS RELEASE, 2004-10-20

Axfood's sales September 2004

Net sales* (excluding VAT) for stores in Sweden owned by the Group, increased by 4.2% for the month of September, of which same-stores increased by 1.1%. Consolidated net sales for September totalled SEK 2,741 m (2,741), i.e., unchanged compared with the same period a year ago.

Under the period January-September 2004 the increase was 7.5% for stores in Sweden owned by the Group, of which same-stores increased by 4.1%. Consolidated net sales totalled SEK 25,330 m (24,972), an increase of 1.4%. Of total sales, the Swedish operations accounted for SEK 21,425 m (21,095) and Spar Finland for SEK 3,905 m (3,877).

Hemköp's sales decreased by 2.4% during the month, of which same-stores decreased by 2.3%. Accumulated sales decreased by 0.3%, of which same-stores increased by 2.2%. The Stockholm City store has been closed for rebuilding during the period June – September, and when the same-store changes are corrected with this taken in consideration, the change is -1.3% for the month and +2.9% for the year.

Willys grew its sales by 9.6 % during the month, of which same-stores increased by 4.0%. Accumulated sales increased by 12.8%, of which same-stores increased by 5.4%.

Willys hemma decreased its sales by 8.1 % during the month, of which same-stores decreased by 5.3%. Accumulated sales decreased by 0.3%, of which same-stores decreased by 0.8%.

Spar Finland's sales increased by 2.2% or by 1.8% in local currency. Accumulated sales increased by 0.7%, or by 0.7% in local currency. For stores owned by the Group the increase in local currency was 6.0%, of which same-stores decreased by 4.7%. For stores owned by the Group accumulated sales in local currency increased by 7.1% of which same-stores decreased by 2.5%.

Sales per business operation are broken down as follows:

	Jan-Sept 2004	Jan-Sept 2003	Change
	SEK m.	SEK m.	%
Hemköp **	4 541	4 556	-0,3%
Willys	8 785	7 789	12,8%
Willys Hemma	976	979	-0,3%
Spar Finland	3 905	3 877	0,7%
Dagab ¹⁾	14 370	13 614	5,6%
Axfood Närlivs ²⁾	3 475	3 602	-3,5%
Other ³⁾	556	548	1,5%
Internal sales ⁴⁾	-11 278	-9 993	12,9%
Total	25 330	24 972	1,4%
Of which distributed sales			
¹⁾ Dagab	10 606	10 130	4,7%
²⁾ Närlivs	2 761	2 788	-1,0%

³⁾ Includes Spar Sverige AB, support companies and joint-Group functions.

⁴⁾ Of which Dagab SEK m. 10,891 (9,652).

** Including Spar Sverige SEK m. 62 (72), previously accounted for under Other.

* The figures are preliminary, definite figures will currently be presented at www.axfood.se under Financial info. Preliminary sales figures will be presented on the following dates: Oct 3/11, Nov 3/12

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