



PRESS RELEASE, 2003-12-03

Axfood's sales January-November 2003

Net sales* (excluding VAT) for stores in Sweden owned by the Group, increased by 8.4% for the month of November, of which same-stores remained unchanged from the year before. Consolidated net sales for November totalled SEK 2,659 m (2,746), a decrease by 3,2% compared with the same period a year ago.

Under the period January-November 2003 the increase was 13.8% for stores in Sweden owned by the Group, of which same stores increased by 3.3%. Consolidated net sales totalled SEK 30,522 m (30,127), an increase of 1.3%. Of total sales, the Swedish operations accounted for SEK 25,798 m (25,046) and Spar Finland for SEK 4,724 m (5,081).

Hemköp's sales decreased by 6.6% during the month, of which same-stores decreased by 3.0%. Accumulated sales decreased by 3.4%, of which same stores increased by 1.7%.

Willys grew its sales by 19.7% during the month, of which same stores increased by 2.4%. Accumulated sales increased by 25.9%, of which same stores increased by 3.7%.

Willys hemma grew its sales by 5.8% during the month, of which same-stores decreased by 1.9%. Accumulated sales increased by 19.9%, of which same stores decreased by 0.1%.

Spar Finland's sales decreased by 10.2% and in local currency a decrease by 8.0%. Accumulated sales fell by 7.0%, and in local currency a decrease by 6.6%. For stores owned by the Group the decrease in local currency was 5.8%, of which same stores decreased by 5.2%. For stores owned by the Group accumulated sales in local currency decreased by 7.6% of which same stores decreased by 7.6%.

Sales per business operation are broken down as follows:

	Jan-Nov 2003 SEK m.	Jan-Nov 2002 SEK m.	Change %
Hemköp	5 494	5 687	-3,4%
Willys	9 563	7 595	25,9%
Willys Hemma	1 205	1 005	19,9%
Spar Finland	4 724	5 081	-7,0%
Dagab ¹⁾	16 762	16 250	3,2%
Axfood Närlivs	4 371	4 334	0,9%
Other ²⁾	1 319	1 935	-31,8%
Internal sales ³⁾	-12 916	-11 760	9,8%
Totalt	30 522	30 127	1,3%

1) Of which direct distribution SEK 4,264 (3,486).

2) Includes Spar Sverige AB, Axfood Private Label, support companies and joint-Group functions.

3) Of which Dagab SEK 11,930 (10,391).

* 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: Jan 3/2, Feb 3/3, March 22/4, April 5/5, May 4/6, June 22/7, July 4/8, Aug 2/9, Sep 20/10, Oct 2/11, Nov 2/12, date for Dec not yet set.

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