

Date **28/02/2012**

Consensus Rating\*: **0.18 (Hold)**

Previous rating **0.56 (Accumulate)**

Stock price (in Euro)\*\* **25.03**

High/Low (52 weeks)\*\* **35.77/22.28**

Market cap (in Euro m) **2,469.1**

ISIN **FI0009000202**

Reuters **KESBV.HE**

Bloomberg **KESBV FH**

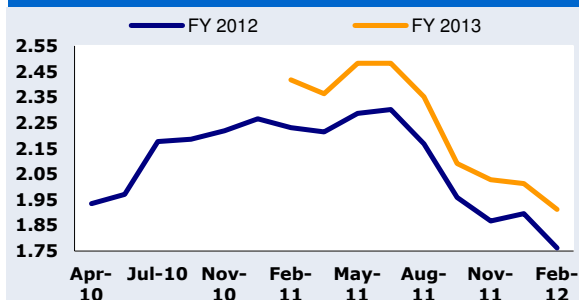
Exchange **OMX**

Sector **Retail**

Internet [www.kesko.com](http://www.kesko.com)

Coverage **9**

### EPS Estimates in Euro:



### YoY Change in Estimates

	Q1 12E	Q1 11A	Change
Sales	2,183.5	2,103.0	3.8%
EBIT clean	33.8	34.9	-3.1%
EBIT	33.8	35.7	-5.3%
EPS clean	0.23	0.24	-5.1%
EPS	0.23	0.25	-8.9%

### \* Consensus Rating (CR):

#### Classification:

Buy: 1.50 ≤ CR < 2.00  
Accumulate: 0.50 ≤ CR < 1.50  
Hold: -0.50 < CR < 0.50  
Reduce: -1.50 ≤ CR < -0.50  
Sell: -2.00 ≤ CR < -1.50

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## Kesko

### Summary

#### Kesko's Outlook (after FY 2011 results):

The Kesko Group's net sales are expected to grow during the next twelve months. Owing to the uncertainty about economic development and consumer demand, and the costs involved in the expansion of the store site network as well as expansion of business operations in Russia, Kesko is prepared for the 2012 operating profit excluding non-recurring items to be lower than the 2011 operating profit excluding non-recurring items.

**Kesko will release its Q1 2012 financial statement on 26<sup>th</sup> April 2012.**

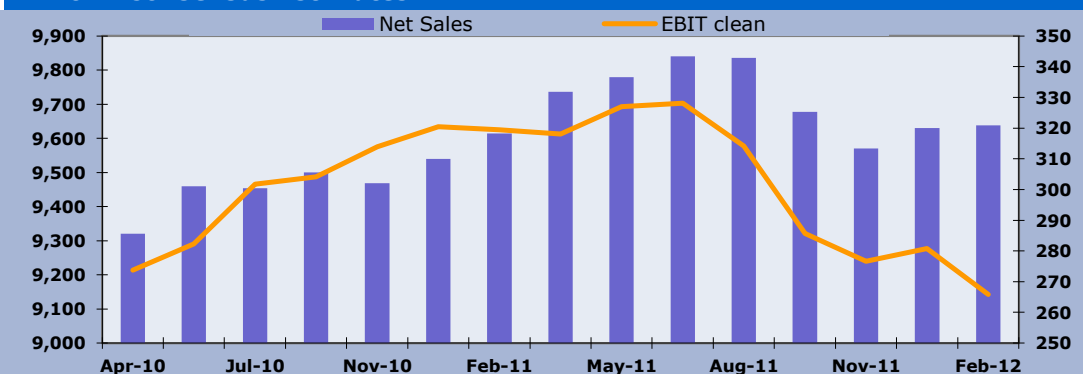
### Price targets in Euro

	Current	Previous	Change	Up-/Downside
Current Price	25.03			
Highest	30.00	34.00	-11.8%	19.9%
Consensus	26.72	29.83	-10.4%	6.8%
Median	27.00	30.00	-10.0%	7.9%
Lowest	22.00	26.00	-15.4%	-12.1%

### Consensus Valuation

	EPS clean	EBIT clean	P/E	EV/Sales	EV/EBIT	Div.Yield
2009	0.71	155.4	n.m.	0.30	16.27	3.9%
2010	1.78	268.1	19.7	0.44	14.28	3.7%
2011	1.83	278.9	14.9	0.28	9.54	4.4%
2012E	1.76	265.8	14.2	0.25	9.17	4.7%
2013E	1.91	289.2	13.1	0.24	8.42	5.1%

### FY 2012 Consensus Estimates



### Quarterly Development (in Euro m)

