



Ingka Group
(Ingka Holding BV and its controlled entities)

Leiden, September 25, 2019

PRESS RELEASE – EMBARGO – September 25, 2019, 12.00 (CEST)

Ingka Group reports a 5.0 percent increase in its IKEA retail sales as the company continues to transform its business

Ingka Group¹ today announced IKEA retail sales of EUR 36.7 billion² for the financial year 2019³ (EUR 34.8 billion FY18). This represents an increase of 5.0% from last year, at constant currency rate. This follows a number of investments this year, including the launch of new IKEA stores in cities, strengthening the home delivery network, accelerating investments in renewable energy and digital development, as part of its ongoing journey to become even more affordable, convenient and sustainable.

In a fast-changing retail environment, Ingka Group continues to accelerate growth throughout its IKEA touchpoints, improving how and where it meets customers to best serve their needs. Customer visits to IKEA stores remained at a strong level of 839 million, visits to IKEA.com also increased by 10% to nearly 2.6 billion. In addition, online sales grew by 46% over the year, amounting to about 11% of total sales. As the company grows, it is committed to strengthening its positive impact, making sustainability a priority in its everyday work.

“We have had a really positive year. While going through one of the biggest transformations in our history, we’ve maintained strong performance across our business, thanks to all the amazing colleagues across the IKEA world, who continue to show leadership and entrepreneurship every day. We have a simple, yet powerful vision, to create a better everyday life for the many people, that we all want to deliver to, which is truly visible this year,” said Jesper Brodin, CEO Ingka Group.

Ingka Group is continuously innovating around the IKEA experience. Over the year the company has opened 7 traditional stores, 11 smaller IKEA stores and planning studios in major cities like Moscow, New York, Paris and London. Plans are underway for further stores in Copenhagen, Shanghai and Tokyo, among others. The company has launched a new IKEA app, making it easier for customers to search, find and buy IKEA products, whenever and wherever they choose.

Ingka Group is investing across the company to drive its retail transformation, including new solutions to improve the customer experience. The company acquired 49% of the kitchen installations company, Traemand. In addition, the investment part of the company, Ingka Investments, has made several minority investments in companies such as [Optoro](#), [Ori](#), [LivSpace](#) and [Retour Matras](#), among others this year.

Recently the company shared that it has accelerated its investments in renewable energy and will generate as much renewable energy as it consumes in its operations, exceeding its 2020 target. The company is also making sustainability a core part of its retail operations, recently announcing that the country retail managers will take on the role of CSO, country chief sustainability officer, in each of their respective markets. They will lead IKEA’s activity on critical topics, such as sustainable living, renewable energy and equality, across 30 countries.

“We need to grow in a responsible way and are going further and faster in demonstrating business success through long-term sustainable growth. It is our generations’ biggest responsibility and we know that our future success depends on our ability to make a positive impact on people and the planet, which is why we are integrating sustainability into every aspect of our retail operations,” said Jesper Brodin.

Inter IKEA Group also announced today total IKEA retail sales of EUR 41.3 billion across all 12 franchisees.

For more information contact: Ingka Group Media Relations: + 46 70 9936376 or press.office@ingka.com

¹ Ingka Group is an IKEA franchisee and a strategic partner to the franchise system, operating IKEA Retail in 30 countries.

² The (financial) information in this press release is unaudited, Ingka Holding’s audited financial statement will become available through the Dutch Chamber of Commerce.

³ Fiscal year: 1 September 2018 - 31 August 2019

About Ingka Group

Ingka Group (Ingka Holding B.V. and its controlled entities) is one of 12 different groups of companies that own and operate IKEA retail under franchise agreements with Inter IKEA Systems B.V. Ingka Group has three business areas: IKEA Retail, Ingka Investments and Ingka Centres. Ingka Group is a strategic partner in the IKEA franchise system, operating 374 IKEA stores in 30 countries. These IKEA stores had 839 million visits during FY19 and 2.6 billion visits to IKEA.com. Ingka Group operates business under the IKEA vision - to create a better everyday life for the many people by offering a wide range of well-designed, functional home furnishing products at prices so low that as many people as possible can afford it.