

PEREKRESTOK VPROK STARTS CLICK & COLLECT SERVICE IN ROSTOV-ON-DON

Moscow, 16 December 2020 – X5 Retail Group, a leading Russian food retailer, announces that its online hypermarket Perekrestok Vprok is expanding its regional delivery network as part of its marketplace development strategy. The online hypermarket will deliver orders to Pyaterochka checkout counters as well as 5Post parcel lockers located in the chain's stores. To date, 30 stores and 7 parcel lockers across Rostov-on-Don are participating in this pilot project.

The project has seen Perekrestok Vprok put together a range of products that can be delivered over long distances from the online hypermarket's existing dark stores. The assortment includes over 20,000 SKUs, including both food and non-food items with long shelf lives (dry baby milk, dry foods, canned foods, pet food). After an order is placed, deliveries to Pyaterochka stores and 5Post parcel lockers in Rostov-on-Don take 2–3 days to arrive from the online hypermarket's dark store in Vidnoye (Moscow region). The minimum order amount is RUB 1,000 but delivery is free. The maximum order weight is 15 kg and orders will remain at the counter or in the parcel locker for no more than seven days.

"Gradually expanding our geography for deliveries is the next logical step of our marketplace development strategy. Our mission is to ensure that every Russian citizen can easily order goods from the Perekrestok Vprok marketplace. Residents of Rostov-on-Don will have access to over 20,000 products that aren't always available on shop shelves, including high-end pet food and Korean cosmetics," said Leonid Dvlabdbyan, Managing Director of Perekrestok Vprok.

"By combining Perekrestok Vprok's FMCG marketplace with 5Post's last-mile service, which already operates throughout a vast area of Russia, we are able to implement a full-cycle e-commerce service, from the customer choosing a product on the marketplace to the order being delivered to them. By building upon that foundation, we aim to create a convenient and sought-after service that will ensure a positive customer experience," emphasised Vitaly Dyrdasov, Managing Director at 5Post.

Previously, Perekrestok Vprok launched a test delivery service to parcel lockers in Perekrestok and Pyaterochka stores. Customers can now collect orders from 65 parcel lockers in Moscow and the greater Moscow region.

Currently, Perekrestok Vprok fulfils over 13,000 orders per day in its regions of operation. These include Moscow, Moscow region, St Petersburg, Leningrad region, Nizhny Novgorod, Tula, Ryazan, Veliky Novgorod, Vladimir, Tver, Kazan and Cheboksary. The online hypermarket operates five dark stores located in the Moscow region, St Petersburg and Nizhny Novgorod.

Note to Editors:

X5 Retail Group N.V. (LSE and MOEX: FIVE, Fitch – ‘BB+’, Moody's – ‘Ba1’, S&P – ‘BB+’, RAEX – ‘ruAA+’) is a leading Russian food retailer. The Company operates proximity stores under the Pyaterochka brand, Perekrestok supermarkets and Karusel hypermarkets. X5 is also an e-commerce leader in Russia with digital businesses that include Perekrestok Vprok, 5Post, express delivery services, and the Okolo aggregator.

As of 30 September 2020, X5 operated 17,352 stores. It holds the leading market position in both Moscow and St Petersburg and has a significant presence in the European part of Russia. Its store base includes 16,385 Pyaterochka proximity stores, 910 Perekrestok supermarkets and 57 Karusel hypermarkets. The Company operates 43 DCs and 4,072 Company-owned trucks across the Russian Federation.

X5 is one of the largest employers in Russia. The Company employs 320,000 people.

For the full year 2019, revenue totalled RUB 1,734,347 mn (USD 26,791 mn), Adjusted EBITDA under IAS 17 reached RUB 127,380 mn (USD 1,968 mn), and net profit under IAS 17 for the period amounted to RUB 25,908 mn (USD 400 mn). In 9M 2020, revenue totalled RUB 1,449,266 mn (USD 20,476 mn), adjusted EBITDA reached RUB 114,044 mn (USD 1,611 mn), and net profit amounted to RUB 36,399 mn (USD 514 mn).

X5's Shareholder structure is as follows: CTF Holdings S.A. – 47.86%, Intertrust Trustees Ltd (Axon Trust) – 11.43%, X5 Directors – 0.09%, treasury shares – 0.01%, Shareholders with less than 3% – 40.61%.

Forward looking statements:

This announcement includes statements that are, or may be deemed to be, "forward-looking statements". These forward-looking statements can be identified by the fact that they do not only relate to historical or current events. Forward-looking statements often use words such as "anticipate", "target", "expect", "estimate", "intend", "expected", "plan", "goal", "believe", or other words of similar meaning.

By their nature, forward-looking statements involve risk and uncertainty because they relate to future events and circumstances, a number of which are beyond X5 Retail Group N.V.'s control. As a result, actual future results may differ materially from the plans, goals and expectations set out in these forward-looking statements.

Any forward-looking statements made by or on behalf of X5 Retail Group N.V. speak only as of the date of this announcement. Save as required by any applicable laws or regulations, X5 Retail Group N.V. undertakes no obligation publicly to release the results of any revisions to any forward-looking statements in this document that may occur due to any change in its expectations or to reflect events or circumstances after the date of this document.

Elements of this press release contain or may contain inside information about X5 Retail Group N.V. within the meaning of Article 7(1) of the Market Abuse Regulation (596/2014/EU).

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