

## X5 SUCCESSFULLY COMPLETES PILOT OF EDI FACTORING SYSTEM

**Moscow, 9 June 2016** – X5 Retail Group, a leading Russian food retailer (LSE ticker: “FIVE”), and Edisoft, an electronic data interchange (EDI) services provider, announce the successful completion of the pilot run and full-scale roll-out of FactorPlat, Russia’s first e-factoring solution. FactorPlat’s platform gives suppliers full control of document flow for each consignment of products and faster payments for deliveries, thereby helping to expand the range of available products and increase production volumes.

Over a period of nine months, 23 banks and factoring companies joined the pilot, and 9,000 factoring transactions were completed. The FactorPlat platform was tailored specifically for X5’s suppliers.

EDI documents help prevent human error and fraud, and provide end-to-end cash-flow visibility. FactorPlat also enables three-party transaction reconciliations between a factor, a debtor and a supplier, as well as quick access to all factoring transactions between the companies.

This factoring method is currently used by more than 700 of X5’s suppliers, most of which have turnover of less than RUB 35 mln.

X5 Retail Group invites all suppliers interested in factoring services to join Factorplat.ru to access automated document execution, an interface with banks and X5, and quick financing of supplies. FactorPlat helps X5’s counterparties cut their factoring costs, and is also available for customers of all EDI providers with X5 accreditation via roaming services.

In June 2016, X5 and Edisoft will host a webinar on FactorPlat subscriptions and benefits. Details of how to join the webinar will be circulated to X5 suppliers using the factoring services. Alternatively, details will be available by phone after 10 June (+7 (499) 703-24-84) or by email [connect@factorplat.ru](mailto:connect@factorplat.ru).

### **Note to Editors:**

X5 Retail Group N.V. (LSE: FIVE, Fitch – ‘BB’, Moody’s – ‘Ba3’, S&P – ‘BB-’) is a leading Russian food retailer. The Company operates several retail formats: the chain of proximity stores under the Pyaterochka brand, the supermarket chain under the Perekrestok brand, the hypermarket chain under the Karusel brand and Express convenience stores under various brands.

As of 31 March 2016, X5 had 7,397 Company-operated stores. It has the leading market position in both Moscow and St. Petersburg and a significant presence in the European part of Russia. Its store base includes 6,636 Pyaterochka proximity stores, 486 Perekrestok supermarkets, 91 Karusel hypermarkets and 184 convenience stores. The Company operates 35 DCs and 1,462 Company-owned trucks across the Russian Federation.

For the full year 2015, revenue totalled RUB 808,818 mln (USD 13,268 mln), Adjusted EBITDA reached RUB 59,413 mln (USD 975 mln), and net profit for the period amounted to RUB 14,174 mln (USD 233 mln). In Q1 2016, revenue totalled RUB 231,611 mln (USD 3,104 mln), EBITDA reached RUB 16,493 mln (USD 221 mln), and net profit amounted to RUB 5,054 mln (USD 68 mln).

X5’s Shareholder structure is as follows: Alfa Group – 47.86%, founders of Pyaterochka – 14.43%, X5 Directors – 0.06%, treasury shares – 0.02%, free float – 37.64%.

### **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 at 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.*

---

**For further details please contact:**

**Maxim Novikov**

Head of Investor Relations

Tel.: +7 (495) 502-9783

e-mail: [Maxim.Novikov@x5.ru](mailto:Maxim.Novikov@x5.ru)

**Andrey Vasin**

Investor Relations Officer

Tel.: +7 (495) 662-8888 ext. 21-456

e-mail: [Andrey.Vasin@x5.ru](mailto:Andrey.Vasin@x5.ru)