

## **X5 LAUNCHES CATEGORY MANAGEMENT ACADEMY**

**Moscow, 2 July 2018** – X5 Retail Group N.V (“X5” or the “Company”), a leading Russian food retailer (LSE and MOEX ticker: FIVE), has launched the Category Management Academy, its first cross-format educational project. The Academy will focus on developing and motivating talent, building a career growth system in the Commercial Division, improving knowledge and skills of employees and nurturing a category management culture across the Company.

In addition to traditional workshops and training sessions, the trainees will be tasked with solving cases and challenges often faced by X5’s category managers. The Academy will employ innovative methods and approaches, such as mobile learning and business simulation.

The project is intended for nearly 800 employees of X5’s commercial divisions, from commercial directors to category specialists. The training curriculum will offer mandatory and optional modular programmes tailored to suit different roles: Basic CatMan for category managers, Advanced CatMan for line managers, and Expert CatMan for directors. The experts and coaches who will be teaching at the Academy include leading Russian and international experts in category management, as well as members of the X5 management team.

Upon completing the programme, trainees will be included in the Commercial Division's talent pool and may later grow into internal coaches or mentors for their less-experienced colleagues.

To set up the academy, X5 has partnered with the Moscow School of Management SKOLKOVO. The training curricula have been developed to meet the standards of the Category Management Association.

**Note to Editors:**

X5 Retail Group N.V. (LSE and MOEX: FIVE, Fitch – ‘BB+’, Moody's – ‘Ba2’, S&P – ‘BB’, RAEX – ‘ruAA’) 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 2018, X5 had 12,701 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 11,797 Pyaterochka proximity stores, 674 Perekrestok supermarkets, 92 Karusel hypermarkets and 138 convenience stores. The Company operates 39 DCs and 3,038 Company-owned trucks across the Russian Federation.

For the full year 2017, revenue totalled RUB 1,295,008 mln (USD 22,193 mln), Adjusted EBITDA reached RUB 99,131 mln (USD 1,699 mln), and adjusted net profit for the period amounted to RUB 33,768 mln (USD 579 mln). In Q1 2018, revenue totalled RUB 351,518 mln (USD 6,180 mln), adjusted EBITDA reached RUB 22,234 mln (USD 391 mln), and net profit amounted to RUB 5,628 mln (USD 99 mln).

X5's Shareholder structure is as follows: CTF Holdings S.A. – 47.86%, Intertrust Trustees Ltd (Axon Trust) – 11.43%, X5 Directors – 0.06%, treasury shares – 0.01%, Shareholders with less than 3% – 40.63%.

**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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