

PEREKRESTOK.RU EXPANDS DELIVERY TO FIVE NEW REGIONS

Moscow, 17 July 2020 – The Perekrestok.ru online supermarket has expanded its home delivery service to the cities of Tver, Tula, Ryazan, Vladimir and Veliky Novgorod. It has also widened its delivery area in the Moscow and Leningrad regions, adding sections between the Moscow Big Ring (A-108) and Tula, and between the Moscow Big Ring (A-108) and Ryazan, as well as Vyborg, Kingisepp, Tikhvin, Luga and Kirishi. The service was expanded its coverage by a total of approximately 3,000 sq km, which translates into a 3% increase in the potential monthly audience.

Orders in the new regions are processed by the nearest dark stores, with the same prices applying across all locations. The minimum order is RUB 3,000 in Vladimir, Ryazan, Tver and Tula and RUB 2,500 in Veliky Novgorod. Orders below RUB 4,000 are delivered free of charge during the day, orders above this value will qualify for a two-hour interval to be specified by the customer.

In the new towns of the Leningrad region, the minimum order is RUB 1,000, free delivery during the day is possible for orders over RUB 2,000, while orders over RUB 5,000 are delivered within a two-hour interval. New customers are offered a discount of RUB 1,500 for the first three orders in all regions.

The online supermarket offers delivery of its full product range, including fruit, meat and frozen products. Frozen goods are transported in thermoboxes with dry ice. The transportation fleet is equipped with refrigerators to ensure products are delivered in compliance with all the temperature requirements.

Today, the new regions receive deliveries three times a week, but the frequency can be adjusted depending on local demand.

“The continuous expansion of our delivery service zone is a priority for Perekrestok.ru. We have sufficient resources to supply products to the areas adjacent to the Moscow and Leningrad regions. Their proximity to our dark stores and our technological capabilities help optimise routes and transport products in a proper way. Our goal is not only to save time for more regular and new customers every time they choose home delivery, but to offer them the safest possible way of purchasing food for themselves and their families,” said Leonid Dovladbegyan, Managing Director of Perekrestok.ru online supermarket.

This June, Perekrestok.ru entered the Nizhny Novgorod market. To fulfil online orders in the new region, the service launched its fifth dark store ahead of schedule.

In H1 2020, the online supermarket delivered a total of over 1.4 million orders, 885 thousand of which were in the second quarter. The average ticket in Q2 2020 was RUB 4.5 thousand.

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 several retail formats: the chain of proximity stores under the Pyaterochka brand, the supermarket chain under the Perekrestok brand and the hypermarket chain under the Karusel brand.

As of 30 June 2020, X5 had 17,025 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 16,096 Pyaterochka proximity stores, 867 Perekrestok supermarkets and 62 Karusel hypermarkets. The Company operates 42 DCs and 4,083 Company-owned trucks across the Russian Federation.

For the full year 2019, revenue totalled RUB 1,734,347 mln (USD 26,791 mln), Adjusted EBITDA under IAS 17 reached RUB 127,380 mln (USD 1,968 mln), and net profit under IAS 17 for the period amounted to RUB 25,908 mln (USD 400 mln). In Q1 2020, revenue totalled RUB 468,994 mln (USD 7,065 mln), adjusted EBITDA reached RUB 32,980 mln (USD 497 mln), and net profit amounted to RUB 8,175 mln (USD 123 mln).

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).

For further details please contact:**Natalia Zagvozdina**

Head of Corporate Finance and IR
Tel.: +7 (495) 662-88-88 ext. 27-300
e-mail: Natalia.Zagvozdina@x5.ru

Andrey Vasin

Head of Investor Relations
Tel.: +7 (495) 662-88-88 ext. 13-151
e-mail: Andrey.Vasin@x5.ru