

5POST AND PARTNERS DELIVERED 20 MILLION ORDERS IN 2020

Moscow, 1 February 2021 – 5Post, an X5 Retail Group subsidiary created to develop new parcel delivery services, achieved significant growth in 2020, delivered a total of seven million orders, an 18-fold increase y-o-y. With daily orders peaking at 55,000, 5Post and its partners delivered a total of 20 million parcels for pick-up at X5 stores in 2020.

In December, when delivery volumes traditionally peak, 5Post fulfilled 1.4 million orders, with that number reaching 2.4 million when partner deliveries are included. In 2020, 5Post managed to significantly increase the speed of service, reducing delivery times to 2.8 days on average across all regions where it operates. At the same time, the average order purchase rate rose to 98.1%.

In 2020, 5Post successfully implemented a programme to expand its network of parcel lockers, which has grown to include 4,500 lockers. At the beginning of 2020, pick-up points and parcel lockers numbered 7,400, by the year-end there were 11,740 5Post pick-up points in 2,415 cities and towns. With eight new sorting centres opened in 2020, 5Post now owns 20 such facilities located at Pyaterochka distribution centres.

5Post's footprint across Russia helped its e-commerce partners to deliver orders even to the most remote areas of the country – about 20% of all orders in 2020 were shipped to localities of less than 50,000 people. Major metropolitan areas came out on top in terms of traffic. Moscow and the Moscow region together with St Petersburg and the Leningrad region accounted for the bulk of all deliveries: 38% and 14% respectively.

In 2020, 5Post developed and approved a pick-up point concept, which helped support a multi-service delivery model for its partners and clients. In Q4 2020, 5Post opened 40 pick-up points staffed by its own personnel, with about 100,000 parcels received at these facilities in 2020.

"2020 was a year of robust growth and development for 5Post. While we had some very ambitious goals, we were able to deliver on them despite the challenges presented by the COVID-19 pandemic. Throughout the year, 5Post sought to support its partners and clients by providing the highest quality of service, infrastructure availability, and security. To make things even more convenient for our clients, we started accepting payments for order at all our pick-up points. In early 2021, we are planning to roll-out new technologies for our users and start delivering multi-parcel orders. This year, we will place a major emphasis on improving our service quality and will continue actively expanding our footprint and launching new products," said Vitaly Dyrdasov, Managing Director at 5Post.

5Post teams up with some of the biggest online marketplaces, such as AliExpress, Wildberries, Yandex Market, IHerb, Joom, etc. and intends to extend the list of e-commerce partners. Today, it works with over 90 major Russian and international companies.

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 31 December 2020, X5 had 17,707 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 16,709 Pyaterochka proximity stores, 933 Perekrestok supermarkets and 56 Karusel hypermarkets. The Company operates 45 DCs and 4,055 Company-owned trucks across the Russian Federation.

X5 is one of the largest employers in Russia. The Company employs over 339 thousand 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).

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