

## **X5 OKOLO AGGREGATOR LAUNCHES DELIVERY FROM MOSCOW RESTAURANTS**

**Moscow, 21 April 2021** – X5 Retail Group (“X5” or the “Company”), a leading Russian food retailer (LSE and MOEX ticker: FIVE), has launched express delivery from several Moscow restaurants via its online delivery platform Okolo.

X5’s Okolo delivery aggregator already makes deliveries from 18 Niyama outlets, six Wabi-Sabi outlets, eight Menza outlets, and more than 20 dark kitchens operated by Mnego Lososya Group, including under the brands 10 Ideal Pizzas, Rolls #1 and Yaji. Seven Gorod-Sad restaurants will also participate in the initiative. Delivery services cover all city districts within the Moscow Ring Road.

The choice of food and terms of delivery mirror the restaurants’ offers on their official websites. Okolo’s partnership with restaurants follows a marketplace model: the Okolo app publishes its partners’ menu cards, customers place orders, and the delivery aggregator forwards them to the relevant restaurants. Orders are delivered by restaurant couriers, with the terms of delivery set by the outlet. All dishes that appear on the restaurant menu via its website or mobile app are also available for order via the Okolo app.

*“Our Okolo aggregator has been delivering orders from X5’s Pyaterochka and Perekrestok stores since late last year. During this period, we have tested our hyperlocal delivery model and attracted loyal customers who regularly use the Okolo app for their daily shopping needs. Okolo’s digital expertise and robust business model helped the service quickly build partnerships with several restaurants. The Okolo delivery service focuses on collaborating with leading companies that have established themselves in the ready-to-eat meals delivery market, offering ample city coverage and earning positive customer feedback. We want our customers to be able to satisfy their local food and ready-to-eat needs with a single app, within the shortest time frame possible and to enjoy the experience,”* X5 Retail Group CEO Igor Shekhterman said.

X5 launched its Okolo-branded aggregator for food and ready-to-eat meal delivery services in November 2020. The services are available via a single mobile app. The Okolo app leverages a hyperlocal consumption model, with food and ready-to-eat meals delivered from the nearest stores, restaurants and cafés. Today, Okolo offers the entire range of products available in X5 stores. Orders are delivered on the same day, from 9:00 am to 9:00 pm or 7:00 am to 11:00 pm, depending on the store. Okolo’s operating model relies on partnerships with small local businesses offering express delivery services, particularly in the food and ready-to-eat segments, who deliver the orders for X5.

**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 provides an omnichannel experience to customers, integrating retail stores and e-commerce, through its businesses Vprok.ru Perekrestok, 5Post and Okolo.

As of 31 March 2021, X5 had 17,959 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 16,960 Pyaterochka proximity stores, 940 Perekrestok supermarkets and 49 Karusel hypermarkets. The Company operates 41 DCs and 4,014 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 2020, revenue totalled RUB 1,978,026 mln (USD 27,417 mln), EBITDA pre-IFRS 16 reached RUB 145,137 mln (USD 2,012 mln), and net profit pre-IFRS 16 for the period amounted to RUB 39,180 mln (USD 543 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.*

**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](mailto: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](mailto:Andrey.Vasin@x5.ru)