

X5'S DELIVERY AGGREGATOR OKOLO EXPANDS TO MAJOR RUSSIAN CITIES

Moscow, 19 May 2021 – X5 Retail Group, a leading Russian food retailer that operates the Pyaterochka, Perekrestok, and Karusel retail chains, has launched its Okolo-branded delivery aggregator for food and ready-to-eat meals, in new geographies outside of Moscow and the Moscow region. Okolo is now available in St Petersburg, Voronezh, Nizhny Novgorod, Kazan, Krasnodar and Rostov-on-Don. Okolo's universal mobile app available in the App Store and Google Play, already features offers from X5 stores.

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 that can be sold online. 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. The average delivery from Pyaterochka or Perekrestok, which costs RUB 99, takes about 45 minutes.

"The launch of Okolo, X5's own express delivery aggregator outside Moscow and the Moscow region is a key milestone in rolling out one of the most popular services among consumers. With our universal mobile app, we can be close to each of our customers and help them out whatever the circumstances, be it an unexpected guest dropping in or an official dinner party. The technology platform we have developed enables us to track inventories and connect new stores to the express delivery service within a matter of hours, which is especially important for an effective roll out," commented Vladimir Kholyaznikov, FoodTech Director at X5 Retail Group.

Okolo engages partners, including professional courier services specialising in food. These partners responsible for hiring couriers and drawing up their schedules. Okolo uses a single digital platform to hand the orders over to courier services, which handle the delivery in line with the target service standards.

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.

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