



PYATEROCHKA AND PEREKRESTOK LAUNCH JOINT X5 DARK STORE FOR EXPRESS DELIVERY

Moscow, 17 March 2022 – X5 Group (“X5” or the “Company”, LSE and MOEX ticker: FIVE), a leading Russian food retailer, announces the launch of its first combined dark store for express delivery from its Pyaterochka and Perekrestok chains.

Located at 3 Protopopovskiy Lane, Moscow, the dark store boasts an assortment of 11,000 SKUs and a total area of 1,470 square metres. The facility has a team of 11 order pickers and 20 couriers and will handle express delivery in the Meshchansky, Tverskoy, Basmanny and Maryina Roshcha districts of Moscow. Customers will be able to place orders in the same way as before, with the Pyaterochka and Perekrestok apps working as usual and providing access to each format’s individual product offering. Early on, the new dark store will process ca. 500 orders per day, which is enough to meet the needs of its coverage area and to help reduce the workload on nine stores that will focus on serving traditional customers.

“One of X5’s current priorities is to find synergies and to improve the efficiency of our operating model. The development of our network of dark stores, offering quick delivery, will boost our express delivery services, with no adverse effect on our brick-and-mortar stores. This is an opportunity to increase the quality and speed of order assembly, expand our online offering without changing the offline assortment and improve our resource efficiency. Customers will see no difference: the speed and terms of delivery as well as product quality and prices will remain the same as with previous deliveries from the nearest store,” says Larisa Romanovskaya, Managing Director at X5 Digital.

Express delivery from X5 stores is developing extensively. In 2021, GMV and total orders grew 4x year-on-year, reaching RUB 30.79 billion and nearly RUB 19.2 million, respectively. As at 31 December 2021, express delivery was available at 1,611 stores across 50 regions, including 923 Pyaterochka stores, 30 Pyaterochka dark stores, 655 Perekrestok supermarkets and 3 Karusel hypermarkets. In Q4 2021, the average number of express delivery orders per day was 69.8 thousand, with delivery time of ca. 60 minutes and an average ticket of RUB 1,527 for Pyaterochka and RUB 1,775 for Perekrestok. During peak days in December 2021, the number of orders per day reached as high as 114 thousand.

**Note to Editors:**

X5 Retail Group N.V. (LSE and MOEX: FIVE; Fitch, BB+; Moody's, Ba1; S&P, BB+; RAEX, ruAA+ as of 31 December 2021) is a leading Russian food retailer. The Company operates proximity stores under the Pyaterochka brand, Perekrestok supermarkets and Chizhik hard discounters. X5 provides an omnichannel experience to its customers, integrating retail stores and e-commerce through its businesses Vprok.ru Perekrestok, 5Post, express delivery and Mnogo Lososya.

As of 31 December 2021, X5 had 19,121 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 17,972 Pyaterochka proximity stores, 990 Perekrestok supermarkets and 72 Chizhik hard discounters. The Company operates 47 DCs and 4,654 Company-owned trucks across the Russian Federation. X5 is one of the largest employers in Russia.

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For the full year 2021, revenue totalled RUB 2,204,819 million (USD 29,935 million*), EBITDA pre-IFRS 16 reached RUB 161,024 million (USD 2,186 million), and net profit pre-IFRS 16 for the period amounted to RUB 48,513 million (USD 659 million).

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.

*FX rate: 73.6541 USD/RUB

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