

X5 LAUNCHES DELIVERY THROUGH YANDEX EATS

Moscow, 17 October 2022 – X5 Group, Russia’s leading food retailer, has partnered with Yandex Eats to launch an order and delivery service for groceries and ready-made foods from the Group’s retail stores. Customers can now place an order online from X5’s Pyaterochka and Perekrestok stores through Yandex Eats or via two other Yandex services — Market and Go — and receive their delivery in under one hour. Orders are assembled by X5 store employees and delivered by Yandex Eats couriers.

Order placement through Yandex Eats is already available at several Pyaterochka and Perekrestok stores in Moscow and St Petersburg. The project will expand to include 2,300 X5 stores across 80 cities by the end of the year. In the near future, X5 will integrate 42 of its dark stores that support express delivery into the service.

Yandex Eats offers the entire assortment available at Pyaterochka and Perekrestok stores at the same retail price, along with the retail chains’ active discounts and promos. The delivery fee will depend on the ticket amount and current demand, with a minimum order amount of RUB 500. The delivery time by Yandex Eats couriers is approximately 30 minutes.

“Today, we are happy to announce our partnership with one of the country’s largest grocery and ready-made food delivery services. It will enable our customers to place orders from Pyaterochka and Perekrestok using the service that is most convenient for them: with this integration, X5’s express delivery service is now available at all major delivery aggregators. At the same time, we will continue to develop our own digital channels — namely, retail chain apps which offer our customers the entire range of X5 discounts and enable them to earn bonus points via our loyalty programme. Partnerships in e-grocery serve as a major growth driver for the segment overall, as well as increasing the accessibility of online services and reinforcing consumer trust,” said Larisa Romanovskaya, Managing Director at X5 Digital.

In August 2021, X5 Digital partnered with Delivery Club, which was recently acquired by Yandex, to launch delivery from Pyaterochka and Perekrestok stores. The service is currently available at 1,048 X5 stores, including dark stores, in Moscow and St Petersburg and their respective regions, as well as in Tula, Yaroslavl, Voronezh and Lipetsk. The number of X5 stores integrated with Delivery Club will increase to 2,300 by the end of the year.

Note to Editors:

X5 Retail Group N.V. (LSE and MOEX: FIVE; Expert RA: ruAAA; ACRA: AAA(RU)) 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, 5Post and Mnogo Lososya.

As of 30 June 2022, X5 had 19,779 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 18,558 Pyaterochka proximity stores, 986 Perekrestok supermarkets and 153 Chizhik hard discounters. The Company operates 48 DCs and 4,347 Company-owned trucks across the Russian Federation.

X5 is one of the largest employers in Russia. The Company employs over 325 thousand people.

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*). In H1 2022, revenue totalled RUB 1,252,180 million (USD 16,412 million**), adjusted EBITDA pre-IFRS 16 reached RUB 104,909 million (USD 1,375 million**), and net profit pre-IFRS 16 amounted to RUB 33,731 million (USD 399 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 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 Group N.V. speak only as of the date of this announcement. Save as required by any applicable laws or regulations, X5 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

** FX rate: 76.2975 USD/RUB

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Yandex Eats is a food delivery service from restaurants and stores. It is used by 40,000 establishments in 204 cities. The service is developing not only in Russia, but also in Kazakhstan and Belarus. Customers can order food at eda.yandex.ru and in the apps of Yandex, Yandex Eats and Yandex Go for iOS or Android. The average delivery time in Moscow is 32 minutes.