

## **CLICK & COLLECT STARTS UP IN KARUSELS OF TWO CAPITALS**

**Moscow, 23 April 2019** – X5 Retail Group N.V. (“X5” or the “Company”), a leading Russian food retailer (LSE and MOEX ticker: “FIVE”), announced the launch by its Karusel retail chain of the Click & Collect service, which enables customers to order products online and to pick them up in hypermarkets, making the shopping process even more convenient. The service has been launched in Moscow in the Karusel stores on Bartenevskaya Street and at the 26th km of Novorizhskoye Highway. In Saint Petersburg, the service is available at the Karusel hypermarkets on Savushkina Street and on Kolomyazhsky Drive.

Currently, an order can be placed with just a few clicks in the Click & Collect section at [www.karusel.ru](http://www.karusel.ru) – to choose a hypermarket to collect from, to make a shopping list and to indicate a convenient time interval to pick up the order. An express order option is also available, whereby purchased items can be picked within an hour after the order has been confirmed at a given Click & Collect pick-up point. These pick-up points are equipped with modern refrigerators so that the food is still fresh when the customer picks it up.

Click & Collect points are located in the supermarket entrance area and open from 10:00 am to 10:00 pm. Before paying for an order, the customer can check its content and, if necessary, cancel any of the items.

As per international experience, one in four customers ordering food online uses a Click & Collect service<sup>1</sup>. X5 is evaluating the potential demand for such a service in Russia across all its formats. This month, the Click & Collect service has been offered at Perekrestok on Bolshevikov Avenue in Saint Petersburg. Meanwhile, Pyaterochka is testing the service in two Moscow stores. The pilot projects and a comprehensive review will enable the Company to take a decision on the further development of the service.

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<sup>1</sup> Data from a study by Nielsen and Food Marketing Institute, US, 2018.

**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 several retail formats: the chain of proximity stores under the Pyaterochka brand, the supermarket chain under the Perekrestok brand and the hypermarket chain under the Karusel brand.

As of 31 March 2019, X5 had 14,779 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 13,917 Pyaterochka proximity stores, 771 Perekrestok supermarkets and 91 Karusel hypermarkets. The Company operates 41 DCs and 3,837 Company-owned trucks across the Russian Federation.

For the full year 2018, revenue totalled RUB 1,532,537 mln (USD 24,439 mln), Adjusted EBITDA reached RUB 109,871 mln (USD 1,752 mln), and net profit for the period amounted to RUB 28,642 mln (USD 457 mln).

X5's Shareholder structure is as follows: CTF Holdings S.A. – 47.86%, Intertrust Trustees Ltd (Axon Trust) – 11.43%, X5 Directors – 0.07%, treasury shares – 0.02%, Shareholders with less than 3% – 40.62%.

**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).*

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