

X5 OPENS 14,000th STORE

Obninsk, 14 December 2018 – X5 Retail Group (“X5” or the “Company”), a leading Russian food retailer (LSE and MOEX ticker: FIVE), announces the opening of its 14,000th store. A new Karusel hypermarket in Obninsk, Kaluga region, is the latest addition to the hypermarket format.

Located at 55 Kurchatova St, the hypermarket boasts a sales floor of over 4,000 sq m and a product range of 23,000 SKUs. The Karusel hypermarket in Obninsk operates under the chain’s new concept, which offers a wide selection of own production, including handmade desserts (marshmallow souffle, éclairs, muffins, cakes) and fresh bread baked every hour. The new store created 160 jobs.

Another new-concept Karusel hypermarket was launched today in Serpukhov, Moscow region. With a sales floor of over 4,000 sq m, the store features 20,000 SKUs.

Currently, 16 Karusel hypermarkets are operating under the new concept, of which four are newly-launched facilities in Sergiyev Posad, Kazan, Serpukhov, and Obninsk. In addition, a number of stores completed refurbishment this year, including in Moscow (1), Lipetsk (1), Tver (1), Nizhny Novgorod (1), Leningrad region (2), and St Petersburg (6). St Petersburg is now the first city in Russia where all of the Karusel hypermarkets are operating in line with the new concept.

In developing the new concept, Karusel updated its value proposition with revised product offerings and pricing strategies. The new concept also involved revamping the visual identity and interior design of the format, focusing specifically on shopping space layout. The navigation system guides buyers across various departments and product categories, to facilitate quick and easy planning of both route and the shopping list, with shelves displaying bargain prices, as well as special product offerings such as the best new arrivals, farmer and local produce, healthy food items and much more.

Note to Editors:

X5 Retail Group N.V. (LSE and MOEX: FIVE, Fitch – ‘BB+’, Moody’s – ‘Ba2’, 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, the hypermarket chain under the Karusel brand and Express convenience stores under various brands.

As of 30 September 2018, X5 had 13,685 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 12,822 Pyaterochka proximity stores, 712 Perekrestok supermarkets, 92 Karusel hypermarkets and 59 convenience stores. The Company operates 40 DCs and 3,293 Company-owned trucks across the Russian Federation.

For the full year 2017, revenue totalled RUB 1,295,008 mln (USD 22,193 mln), Adjusted EBITDA reached RUB 99,131 mln (USD 1,699 mln), and adjusted net profit for the period amounted to RUB 33,768 mln (USD 579 mln). In 9M 2018, revenue totalled RUB 1,109,582 mln (USD 18,061 mln), adjusted EBITDA reached RUB 79,484 mln (USD 1,294 mln), and net profit amounted to RUB 22,400 mln (USD 365 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 – 0.01%, Shareholders with less than 3% – 40.63%.

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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