

15,500TH X5 STORE IS LARGE-FORMAT PEREKRESTOK

Moscow, 2 August 2019 – X5 Retail Group, a leading Russian food retailer, has opened its 15,500th store, which is a large-format Perekrestok store. This pilot store, which is the first of its kind in Moscow, is located on Prospect Andropova.

The supermarket boasts over 3,500 sq m of selling space, a product range of around 20,000 SKUs and a staff of 161 people.

The new Perekrestok pays special attention to new technologies and innovations, with four self-checkout systems available alongside 21 traditional checkout tills and a pilot video monitoring system in place to monitor queues, prevent congestion during peak hours, and manage stores personnel more efficiently. The new store is also one of the first in the Perekrestok format to use electronic price tags on the shelves for nearly all items.

What's more, the store's customers can self-scan their purchases with a handheld scanner before placing them in the basket.

The supermarket also features Moscow's first Click & Collect point for Perekrestok.ru, where shoppers can pick up their online orders, which are processed in-store. The nearly 170 sq m pick-up point has three storage zones – for frozen goods, fresh products (meat, dairy, fruit and vegetables), groceries and beverages. Thanks to the newly launched Click & Collect system, shoppers are now able to order alcoholic drinks at Perekrestok.ru and collect them at the pick-up point after showing their ID (passport).

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 30 June 2019, X5 had 15,260 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 14,385 Pyaterochka proximity stores, 785 Perekrestok supermarkets and 90 Karusel hypermarkets. The Company operates 42 DCs and 3,952 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). In Q1 2019, revenue totalled RUB 405,864 mln (USD 6,138 mln), adjusted EBITDA reached RUB 29,473 mln (USD 446 mln), and net profit amounted to RUB 9,297 mln (USD 141 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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