

5POST TO DELIVER BOOKS FROM LABIRINT.RU TO 8,000 PYATEROCHKA STORES

Moscow, 27 March 2020 - X5 Retail Group N.V. ('X5' or the 'Company'), a leading Russian food retailer (LSE and MOEX ticker: "FIVE"), announces that 5Post has launched deliveries from the Labirint online bookstore. 5Post is a subsidiary of X5 that offers parcel delivery services, and will now be shipping books and other merchandise from Labirint to 8,000 Pyaterochka stores across Russia.

The new service is already up and running, with parcels available for pick-up at checkout counters. The bookstore accepts orders for any amount, with delivery dates and fees depending on the weight and destination. 5Post uses its own logistic solution, including 12 sorting centres, to transport merchandise.

Yulia Kulakova, head of marketing at Labirint.ru, said: *"First and foremost, we seek to promote reading and good books, to unite people who, like us, share a passion for knowledge and fantastic stories. This is why we want to be closer to our customers and offer every convenience. Together with our partner 5Post we have made yet another big step closer to book lovers from all over Russia."*

Vitaly Dyrdasov, Managing Director at 5Post, said: *"Today, e-commerce is gaining ground, and we need to ensure fast, convenient and cost-effective delivery of online orders. We are happy to announce the start of collaboration between 5Post and Labirint, which is Russia's largest online bookstore. This partnership will enable thousands of people to pick up books, games and stationery ordered from Labirint at a nearby Pyaterochka store."*

To mark the event, 5Post and Labirint are launching a promo starting from 6 April, which will give Pyaterochka Helping Card holders 500 points for their first order from the bookstore.

5Post has already teamed up with some of the biggest online marketplaces, such as Beru.ru and AliExpress, and intends to expand its list of partners, including with more online bookstores.

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 December 2019, X5 had 16,297 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 15,354 Pyaterochka proximity stores, 852 Perekrestok supermarkets and 91 Karusel hypermarkets. The Company operates 42 DCs and 4,124 Company-owned trucks across the Russian Federation.

For the full year 2019, revenue totalled RUB 1,734,347 mln (USD 26,791 mln), Adjusted EBITDA under IAS 17 reached RUB 127,380 mln (USD 1,968 mln), and net profit under IAS 17 for the period amounted to RUB 25,908 mln (USD 400 mln).

X5's Shareholder structure is as follows: CTF Holdings S.A. – 47.86%, Intertrust Trustees Ltd (Axon Trust) – 11.43%, X5 Directors – 0.08%, treasury shares – 0.01%, Shareholders with less than 3% – 40.62%.

Labirint.ru is Russia's largest online bookstore and part of the book-selling and publishing Labirint Holding founded in 1991. Today, this is a leading book distributor in Russia and the CIS. Labirint offers over 200,000 goods delivered all over the world by Dimex, DHL and Spring Global Mail and across Russia using an extensive in-house network of couriers and pick-up points, as well as partner services of 5Post, Boxberry and Russian Post.

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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