

## **X5 RAMPS UP PEREKRESTOK.RU CAPACITY**

**Moscow, 15 April 2020** – X5 Retail Group ("X5" or the "Company"), a leading Russian food retailer that operates the Pyaterochka, Perekrestok, and Karusel retail chains (LSE and MOEX ticker: "FIVE"), announces the early launch of its fourth Perekrestok.ru dark store. Located in Vidnoye, Moscow region, the darkstore has brought around one thousand new jobs to the local community.

The new facility has a total area of 18,000 sq m and can handle up to 30 thousand SKUs. The dark store was launched on 10 April. Currently 200 employees operate the facility using 15 trucks, handling about 500 orders a day. By the end of the week, this number will increase to 1,000.

When the new facility reaches design capacity, it will be able to process 5,000 orders a day and will employ 1,000 employees with a fleet of 150 trucks. This will boost Perekrestok.ru's total capacity by 30% and its Moscow capacity by 40% to more than 10 thousand orders per day in the current situation with increased average basket. In times of normalized demand, our online supermarket infrastructure in Moscow will be able to fulfil about 15 thousand orders per day.

The new facility's ahead of schedule launch was driven by the surge in demand due to the challenging epidemiological situation. During the peak days in March, Perekrestok.ru's average number of orders per day exceeded 16 thousand, and the average ticket rose to almost RUB 6,000. This is nearly twice as high as the average check in December 2019. The number of goods per order also soared 1.5–2 times in March.

In 2019, the number of orders delivered by Perekrestok.ru exceeded 1.3 million, growing more than threefold year-on-year. Net revenue in 2019 increased threefold year-on-year to RUB 4.3 billion, net of VAT.

**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%.

**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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