

## **5POST TO OFFER DELIVERY OF JOOM MARKETPLACE GOODS**

**Moscow, 16 June 2020** – 5Post, an X5 Retail Group subsidiary that offers parcel delivery services, and Joom, an international e-commerce marketplace, have signed a cooperation agreement. 5Post and Joom Logistics, the marketplace's logistics subsidiary, have established a seamless delivery process from warehouses in China to customers' nearest 5Post pick-up points in Pyaterochka stores.

The service is available at over 8.5 thousand 5Post pick-up points in Pyaterochka stores, meaning more Joom users in Russia can receive parcels literally next door, within 100-200 meters from their homes. This partnership helps to cut delivery times by synchronising the companies' logistics operations. Packages under 15 kg are placed in parcel lockers, and shipments under 10 kg can be picked up at Pyaterochka checkout counters.

Joom marketplace covers over 100 countries and has a monthly audience of about 25 million people. On a monthly basis, over 10 million Russians shop on the marketplace. Joom offers various merchandise categories from China, Turkey, South Korea and Japan, such as electronics and appliances, clothing, cosmetics, jewellery, household goods, accessories, footwear and much more.

"We seek to ensure the fastest and the most dependable international deliveries for our users. By teaming up with 5Post, we can offer Russian customers both speed and guaranteed delivery, as well as great convenience: Joom parcels can be picked up in a nearby store. This is a meaningful benefit and a significant enhancement to our service," said Dmitry Chernyshev, Director of Joom Logistics.

"The challenging period brought on by COVID-19 has created opportunities to try out a new format for shopping: ordering goods from anywhere in the world and then picking them up at a nearby Pyaterochka store. The Joom online marketplace offers its users a vast assortment of products from various countries, coupled with expedited delivery. Our collaboration means that 5Post provides last mile services to Joom, further reducing customers' waiting times for much-anticipated parcels. At the same time, our customers' comfort and safety remain a top priority, and all deliveries meet applicable sanitary standards," said 5Post Managing Director Vitaly Dyrdasov.

The partners will also implement a joint promotion campaign around launch of the service: the first customer to pick up a Joom order at a checkout counter or a 5post parcel locker between June and August will get 500 points on their Pyaterochka loyalty card.

To receive an order at the nearest Pyaterochka store, customers should select "5Post (Pyaterochka) Pick-up" when placing an order, select the nearest 5Post pick-up location on a map and then fill in passport data for customs clearance purposes. When the parcel arrives at the Pyaterochka store, the customer will receive a text message on the mobile number associated with the order. After receiving the text message, the customer will have 7 days to pick up the parcel. A complete list of 5Post pick-up locations is displayed during the checkout process.

5Post is a partner of major e-commerce outlets such as Beru.ru, AliExpress, OZON and others, and is planning to proactively develop partnerships, including with online bookstores. Orders are delivered using 5Post's own logistics solution, including the Company's 12 sorting centres.

**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 2020, X5 had 16,658 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 15,739 Pyaterochka proximity stores, 846 Perekrestok supermarkets and 73 Karusel hypermarkets. The Company operates 42 DCs and 4,098 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). In Q1 2020, revenue totalled RUB 468,994 mln (USD 7,065 mln), adjusted EBITDA reached RUB 32,980 mln (USD 497 mln), and net profit amounted to RUB 8,175 mln (USD 123 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 – 0.02%, Shareholders with less than 3% – 40.61%.

**Joom** is an international mobile marketplace present in more than 100 countries and headquartered in Latvia. The company's co-founders are:

- Ilya Shirokov, former president of Odnoklassniki.ru and founder of Russia's first social network, Moi Krug.
- Yuri Ivanov (ex-Odnoklassniki.ru)
- Ilya Rubin (ex-Yandex).

The audience of the marketplace is more than 25 million active users per month and more than 16 million active customers per year globally. Joom's audience in Russia is more than 10 million active users monthly.

Joom's Russian users can order merchandise, including well-known global brands, from China, Turkey, South Korea and Japan. Users can subscribe to brand news and offers, influencers' posts and reviews, receive personalised recommendations and discounts.

**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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