

## VPROK.RU PEREKRESTOK EXPANDS WITH X5 INFRASTRUCTURE

**Moscow, 15 April 2021** – X5 Retail Group (“X5” or the “Company”), a leading Russian food retailer (LSE and MOEX ticker: “FIVE”) that operates the Pyaterochka, Perekrestok, and Karusel retail chains, is developing its delivery model and expanding the regional delivery network of the online hypermarket Vprok.ru Perekrestok by using existing 5Post infrastructure. The service will be available in 43 regions across half of Russia's territories by the end of June, making it accessible to 66% of the country's population. The traditional delivery model will be expanded to include a self-pickup option that allows customers to collect their orders from 5Post parcel lockers or Pyaterochka checkout counters.

In these new regions, the product range includes 40,000 SKUs, consisting largely of household goods, household chemicals, children’s goods and groceries, pet goods; fresh and ultra-fresh, frozen and large-sized goods will not be available for order. The self-pickup service is free with a minimum order of RUB 1,000.

Vprok.ru Perekrestok is already operating in 20 regions, offering home delivery by courier in 10 of these. This includes ten regions added in 2021, where the hypermarket has expanded its self-pickup service using existing infrastructure, including Voronezh, Orel, Yaroslavl, Belgorod, Smolensk, Bryansk, Kursk, Lipetsk, Rostov, and Krasnodar. By the end of June, the service will be offered in a further 23 regions, including Tomsk and Tyumen, Yamal-Nenets and Khanty-Mansi Autonomous Areas and Adygeya. As new 5Post pick-up locations are opened, this list of regions will expand. Currently, as many as 1,500 pick-up points already offer the service, with this number set to increase to 7,000 by the end of the second quarter.

*“5Post’s cooperation with Vprok.ru Perekrestok is an excellent example of the synergy between X5 Retail Group’s businesses and demonstrates how two of its fastest-growing services contribute to each other's expansion. Cross-functional development is one of the Group’s key growth drivers. This new delivery model lays the foundation for developing the online hypermarket into a marketplace that relies on X5’s existing infrastructure to give it a unique competitive edge. As this transformation takes place, the product range will double and reach over 100,000 SKUs by the end of this year,”* said X5 Retail Group CEO Igor Shekhterman.

**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 proximity stores under the Pyaterochka brand, Perekrestok supermarkets and Karusel hypermarkets. X5 is also an e-commerce leader in Russia with digital businesses that include Perekrestok Vprok, 5Post, express delivery services, and the Okolo aggregator.

As of 31 December 2020, X5 had 17,707 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 16,709 Pyaterochka proximity stores, 933 Perekrestok supermarkets and 56 Karusel hypermarkets. The Company operates 45 DCs and 4,055 Company-owned trucks across the Russian Federation.

X5 is one of the largest employers in Russia. The Company employs over 339 thousand people.

For the full year 2020, revenue totalled RUB 1,978,026 mln (USD 27,417 mln), EBITDA pre-IFRS 16 reached RUB 145,137 mln (USD 2,012 mln), and net profit pre-IFRS 16 for the period amounted to RUB 39,180 mln (USD 543 mln).

X5's Shareholder structure is as follows: CTF Holdings S.A. – 47.86%, Intertrust Trustees Ltd (Axon Trust) – 11.43%, X5 Directors – 0.09%, treasury shares – 0.01%, Shareholders with less than 3% – 40.61%.

**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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