

## **X5 AND SBERMARKET LAUNCH DELIVERIES FROM VPROK.RU**

**Moscow, 7 October 2022** – X5 Group has expanded its partnership with SberMarket, an online e-grocery and delivery service, to offer deliveries from its online hypermarket Vprok.ru. At the outset, delivery from Vprok.ru will be available to Moscow residents and will later launch in St Petersburg.

Customers can place an order from Vprok.ru on the SberMarket website or mobile app and choose a convenient delivery time. With over 60,000 items to choose from, the online hypermarket offers customers private label products, groceries, children's products, cosmetics, hygiene products, household chemicals and goods, and much more. Orders will be fulfilled by Vprok.ru employees at the online hypermarket's dedicated dark stores for delivery by SberMarket.

Through this partnership, Vprok.ru will expand customer access to its scheduled delivery service and grow its online business, while SberMarket will broaden the selection of stores available on its platform and offer its customers more items at bargain prices.

Larisa Romanovskaya, Managing Director at X5 Digital, commented:

*"We have continued to expand our partnerships with the market's leading aggregators to offer our customers a variety of digital channels that ensure a smooth shopping experience. Now, in addition to using the Vprok.ru website and app, our customers can rely on our partner SberMarket to stock up on products without paying extra, while enjoying a wide product range. While staying within the digital system they are familiar with, customers can benefit from seamless access to express delivery from X5 stores, as well as scheduled delivery of large orders from Vprok.ru dark stores."*

Sergey Katasonov, Business Development Director at SberMarket, commented:

*"Offering delivery from Vprok.ru is another milestone for our scheduled delivery service, which accounts for over 70% of orders we receive. The online hypermarket boasts a wide product range featuring in-demand and attractively priced items, including private label products, which are extremely popular among SberMarket customers. Now, our customers will be able to find even more of their favourite products at bargain prices."*

X5 Group announced the start of its partnership with SberMarket in August 2022. Scheduled delivery is one of the focus areas for SberMarket. Express delivery from X5's Pyaterochka and Perekrestok stores via SberMarket is already available in 65 Russian cities, with the online delivery service currently covering more than 2,700 stores.

**Note to Editors:**

**X5 Retail Group N.V.** (LSE and MOEX: FIVE; Expert RA: ruAAA; ACRA: AAA(RU)) is a leading Russian food retailer. The Company operates proximity stores under the Pyaterochka brand, Perekrestok supermarkets and Chizhik hard discounters. X5 provides an omnichannel experience to its customers, integrating retail stores and e-commerce through its businesses Vprok.ru, 5Post and Mnogo Lososya.

As of 30 June 2022, X5 had 19,779 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 18,558 Pyaterochka proximity stores, 986 Perekrestok supermarkets and 153 Chizhik hard discounters. The Company operates 48 DCs and 4,347 Company-owned trucks across the Russian Federation.

X5 is one of the largest employers in Russia. The Company employs over 325 thousand people.

For the full year 2021, revenue totalled RUB 2,204,819 million (USD 29,935 million\*), EBITDA pre-IFRS 16 reached RUB 161,024 million (USD 2,186 million\*), and net profit pre-IFRS 16 for the period amounted to RUB 48,513 million (USD 659 million\*). In H1 2022, revenue totalled RUB 1,252,180 million (USD 16,412 million\*\*), adjusted EBITDA pre-IFRS 16 reached RUB 104,909 million (USD 1,375 million\*\*), and net profit pre-IFRS 16 amounted to RUB 33,731 million (USD 399 million\*\*).

**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 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 Group N.V. speak only as of the date of this announcement. Save as required by any applicable laws or regulations, X5 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.*

\* FX rate: 73.6541 USD/RUB

\*\* FX rate: 76.2975 USD/RUB

**For further details please contact:****Varvara Kiseleva**

Head of Corporate Finance and IR  
Tel.: +7 (495) 662-88-88 ext. 27-300  
e-mail: [Varvara.Kiseleva@x5.ru](mailto:Varvara.Kiseleva@x5.ru)

**Maria Yazeva**

Investor Relations Officer  
Tel.: +7 (495) 662-88-88 ext. 13-147  
e-mail: [Maria.Yazeva@x5.ru](mailto:Maria.Yazeva@x5.ru)



**SberMarket** (Instamart Service, LLC) was the No. 1 player in its segment in Russia as of FY2021 and Q1 2022. Its turnover exceeds that of other online food retailers, according to an industry research report by INFOline (“FOODTECH: E-commerce and Delivery Services. INFOline Russia TOP Online Food Retail Rating”).

SberMarket offers deliveries from over 130 retail chains, including nationwide players like METRO, Lenta, Auchan, Magnit and O'KEY.