



X5 PARTNERS WITH OVER 1,300 NEW SUPPLIERS IN 2023

Moscow, 28 February 2024 – X5 Group, a leading Russian food retailer that operates the Pyaterochka, Perekrestok and Chizhik retail chains, partnered with 1,332 new suppliers in 2023, including 1,008 suppliers from Russia. Out of these new partners, 527 are micro enterprises and 285 are small businesses. Overall, X5's retail chains carried products from over 7,000 suppliers on their shelves at the end of 2023.

The biggest number of new suppliers was added in the Central Federal District, where X5 signed agreements with 389 new partners, including 22 sole proprietors, 94 small, and 228 micro enterprises. In Moscow, the Moscow region, and the Voronezh Region, the Company added 233, 81, and 11 new suppliers, respectively.

X5 is actively expanding its cooperation with manufacturers from the Far Eastern Federal District, which became the Company's second largest region in terms of new partner additions. In 2023, the Company stocked its shelves with products from 185 new suppliers based in the district, including 32 sole proprietors, 72 small, and 70 micro enterprises. A total 95 companies supply their products from the Khabarovsk Territory, 78 from the Primorye Territory, and 7 from the Amur Region.

In the Northwestern Federal District, X5 partnered with 126 new suppliers, including 15 sole proprietors, 32 small, and 79 micro enterprises, most of them (64) based in St Petersburg. A total 26 new suppliers were added in the Kaliningrad Region and 16 in the Leningrad Region.

The Volga Federal District was ranked fourth by the number of new suppliers: in 2023, X5 started working with 113 companies there, including 26 sole proprietors, 28 small, and 59 micro enterprises. Within the federal district, most new suppliers (20) were based in the Republic of Tatarstan, 18 in the Nizhny Novgorod Region, 17 in the Samara Region, and 11 in the Republic of Bashkortostan.

X5 added a total of 83 new partners in the Siberian Federal District, including 7 sole proprietors, 33 small, and 31 micro enterprises. The biggest number of new partners came from the Novosibirsk Region, with the retailer adding 20 companies to its supplier pool there. The Irkutsk Region and the Krasnoyarsk Territory (with 18 new suppliers each) were also among the top three Siberian regions in terms of new supplier additions.

The Southern Federal District contributed 60 new partners to the retailer's supplier pool, including 8 sole proprietors, 14 small, and 34 micro enterprises. Most new suppliers from the district were based in the Krasnodar Territory (34), the Rostov Region (13), and the Volgograd Region (7).

In the Urals, X5 gained 33 new suppliers (16 from the Sverdlovsk Region, 10 from the Chelyabinsk Region, and 3 from the Tyumen Region and the Khanty-Mansi Autonomous Area each), including 7 sole proprietors, 8 small, and 19 micro enterprises.

Another 19 partners were added in the North Caucasus Federal District (10 from the Stavropol Territory, 5 from Kabardino-Balkaria, 2 from Dagestan and North Ossetia each), including 5 sole proprietors, 4 small, and 7 micro enterprises.

The overall share of small businesses among X5's suppliers exceeded 54% in 2023. To expand its pool of small suppliers, X5 launched 43 shop-in-shop Farmers' Markets in 23 regions. Up to 30 more Farmers' Markets are scheduled to open in 2024. In addition, the Company continues its efforts to support small businesses through agricultural contracts, agri-aggregators, the Farmers'



Academy educational project, and other forms of engagement. X5 also provides partners with analytical tools through its online portal for suppliers, Dialog.X5, including a free tracker of key metrics across the categories relevant for the supplier's business.

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 31 December 2023, X5 had 24,472 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, as well as a growing presence in the Russian Far East. Its store base includes 21,308 Pyaterochka proximity stores, 972 Perekrestok supermarkets, 1,500 Chizhik hard discounters and 610 Krasny Yar and Slata stores. The Company operates 62 DCs and 5,344 Company-owned trucks across the Russian Federation.

X5 is one of the largest employers in Russia. The Company employs over 372 thousand people.

For the full year 2022, revenue totalled RUB 2,605,232 million (USD 38,005 million*), EBITDA pre-IFRS 16 reached RUB 186,788 million (USD 2,725 million*), and net profit pre-IFRS 16 for the period amounted to RUB 52,248 million (USD 762 million*). In 9M 2023, revenue totalled RUB 2,264,643 million (USD 27,386 million**), adjusted EBITDA pre-IFRS 16 reached RUB 163,212 million (USD 1,974 million**), and net profit pre-IFRS 16 amounted to RUB 71,250 million (USD 862 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: 68.5494 USD/RUB

** FX rate: 82.6934 USD/RUB

For further details please contact:

Polina Ugryumova

Head of Corporate Finance and IR
Tel.: +7 (495) 662-88-88 ext. 13-312
e-mail: Polina.Ugryumova@x5.ru

Maria Yazeva

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