

## **X5 STARTS PARTNERSHIP WITH AGRO-AGGREGATOR IN VOLGOGRAD REGION**

**Volgograd, 26 March 2024** – X5 Group (“X5” or the “Company”, LSE and MOEX ticker: FIVE), a leading Russian retailer, announces the start of its cooperation with an agricultural logistics operator to sell farm produce in the Volgograd Region. The opening ceremony at the operator’s site in the Gorodishchensky District was attended by Sergey Klyuyko, leader of Pyaterochka’s Aggregator project; Stanislav Bogdanov, Government Relations Director at X5 Group; as well as Russian senators, regional authorities and local agricultural producers.

The agro-aggregator is a hub that collects regional farm produce, where products from small farms are put together in batches for centralised delivery to X5’s Pyaterochka proximity stores. This enables local farmers who do not produce volumes large enough to qualify for a supply contract from a major retailer to come together under the operator’s umbrella and set up a permanent sales channel to supply their products to retail chain stores.

The aggregator is responsible for arranging product collection as well as for sorting, packing, grading, washing and labelling the products, while also providing temporary storage and transportation to the chain’s distribution centres and stores. In addition, the aggregator provides comprehensive legal and accounting support for sales, along with quality control in collaboration with X5. In turn, Pyaterochka guarantees purchasing volumes for farmers in line with the stores’ needs and coordinates the pricing policy.

The storage and sales hub measures 2,000 square metres and expects to support the delivery of at least 6,000 tonnes of local farm produce to Pyaterochka in 2024. Farmers will set up a sales channel for soup vegetables and a number of other crops.

This engagement model will help X5 to partner with farmers who are not yet able to start supplying the Company’s retail chains on their own while also boosting the share of local products on X5 store shelves. The first pilot agri-aggregator was launched in the Lipetsk Region in 2023. In 2024, X5 has already opened an agri-aggregator in the Sverdlovsk Region and plans to scale up the project by launching up to 10 similar hubs in various regions and adding the Perekrestok supermarket chain to the initiative.

**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 2023, revenue totalled RUB 3,145,859 million (USD 36,903 million\*), EBITDA pre-IFRS 16 reached RUB 214,764 million (USD 2,519 million\*), and net profit pre-IFRS 16 for the period amounted to RUB 90,284 million (USD 1,059 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: 85.2466 USD/RUB*

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