

## 5POST AND PICKPOINT TO CONSOLIDATE LOGISTICS INFRASTRUCTURE

**Moscow, 2 July 2021** – 5Post, an X5 Group subsidiary created to develop new parcel delivery services, and PickPoint, a logistics operator, have signed a long-term cooperation agreement that sets out to consolidate the companies' logistics infrastructure and develop seamless and integrated first and last mile delivery processes.

The partnership between 5Post and PickPoint will establish a reliable delivery platform to the e-commerce market with an extensive self pick-up network and the best delivery conditions in terms of pricing and locations. B2B clients will get access to a consolidated network of 25,000 pick-up points regardless of which of the two companies is their partner. Delivery times to pick-up locations will be reduced by optimising internal processes, and the companies' new clients will be able to start using delivery services straight away, at uniform rates and service conditions.

Customers will enjoy access to a wide range of Russian and international online stores that will be regularly expanded, as well as a greater number of locations allowing them to pick up orders even closer to home, at the most convenient time.

"Today, we are announcing a project that is of great significance to the Russian market – the consolidation of two leading delivery networks. The integration of our first and last mile delivery operations alongside our expanded geography will ensure more of our clients have access to the same service conditions and quick connection, while ensuring consumers can get the goods they need from our thousands of Russian and international partners. This is just one example of how our cooperation will create additional value not only for our partners but also for the entire e-commerce market, which is undoubtedly growing," commented Vitaly Dyrdasov, Managing Director of 5Post.

"PickPoint and 5Post's partnership is based on the principle of integration of two logistics providers. PickPoint and 5Post will fully consolidate their logistics infrastructure and integrate their first and last mile delivery processes to leverage each partner's individual strengths. As a result, we will be able to expand our network of parcel lockers and pick-up points for our retail partners as quickly as possible to meet growing demand for these delivery options," said Nadezhda Romanova, CEO of PickPoint.

5Post is an X5 Group subsidiary that delivers goods from online stores and marketplaces to parcel lockers and Pyaterochka checkout counters. 5Post partners with large international and Russian e-commerce players, including AliExpress, iHerb, Joom, SberMegaMarket, Book24, and many others. Currently, the company delivers orders to over 13,500 pick-up points across 65 regions nationwide. The vast delivery network is supported by 24 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 proximity stores under the Pyaterochka brand, Perekrestok supermarkets and Karusel hypermarkets. X5 provides an omnichannel experience to customers, integrating retail stores and e-commerce, through its businesses Vprok.ru Perekrestok, 5Post and Okolo.

As of 31 March 2021, X5 had 17,959 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 16,960 Pyaterochka proximity stores, 940 Perekrestok supermarkets and 49 Karusel hypermarkets. The Company operates 41 DCs and 4,014 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). In Q1 2021, revenue totalled RUB 507,191 mln (USD 6,822 mln), adjusted EBITDA pre-IFRS 16 reached RUB 35,475 mln (USD 477 mln), and net profit pre-IFRS 16 amounted to RUB 9,163 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 – 0.09%, 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.*

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