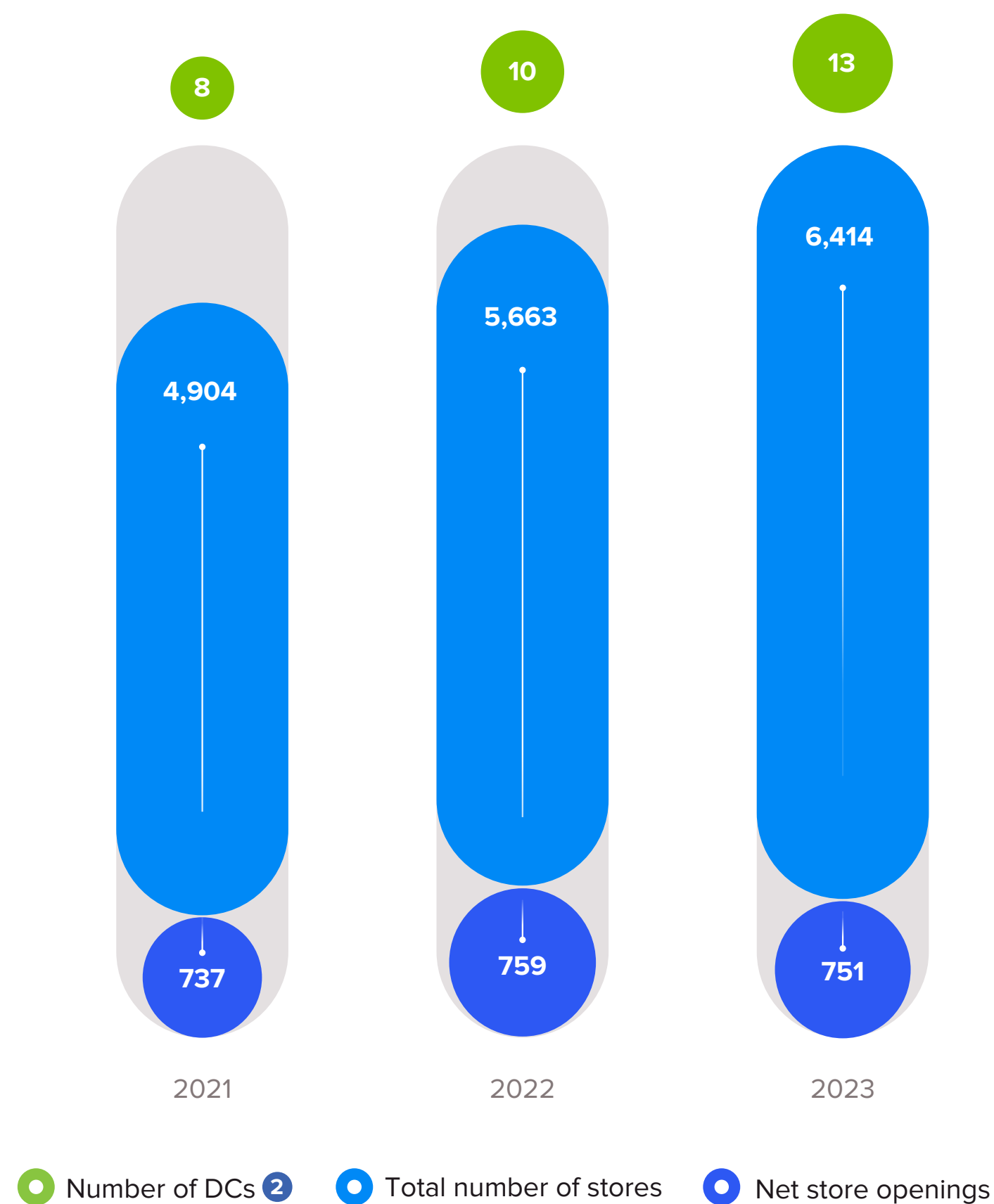
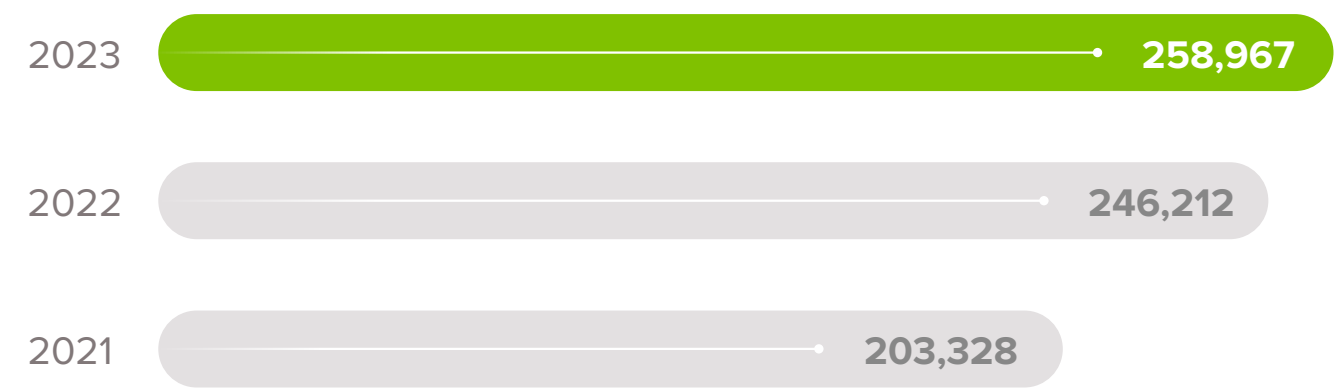


Key Figures (Operational¹)

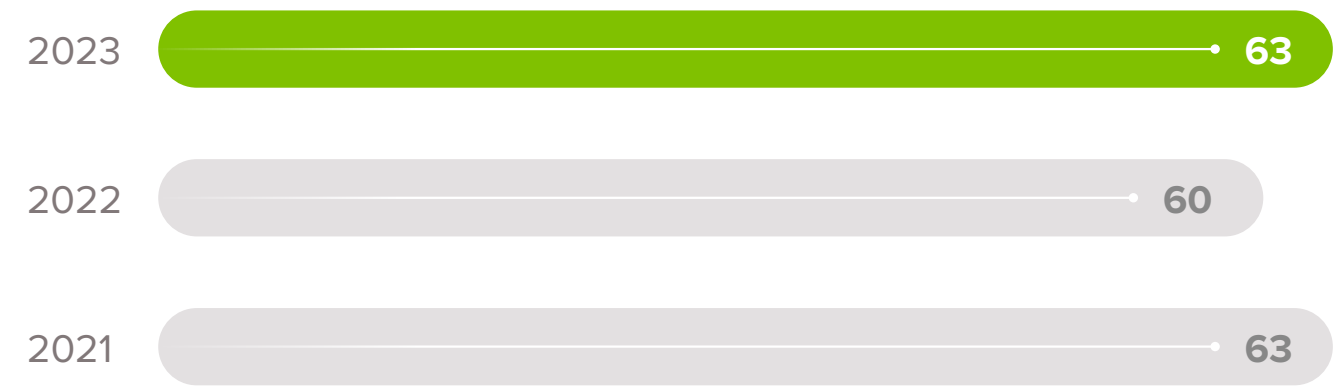
Total number of stores, Number of DCs², Net store openings



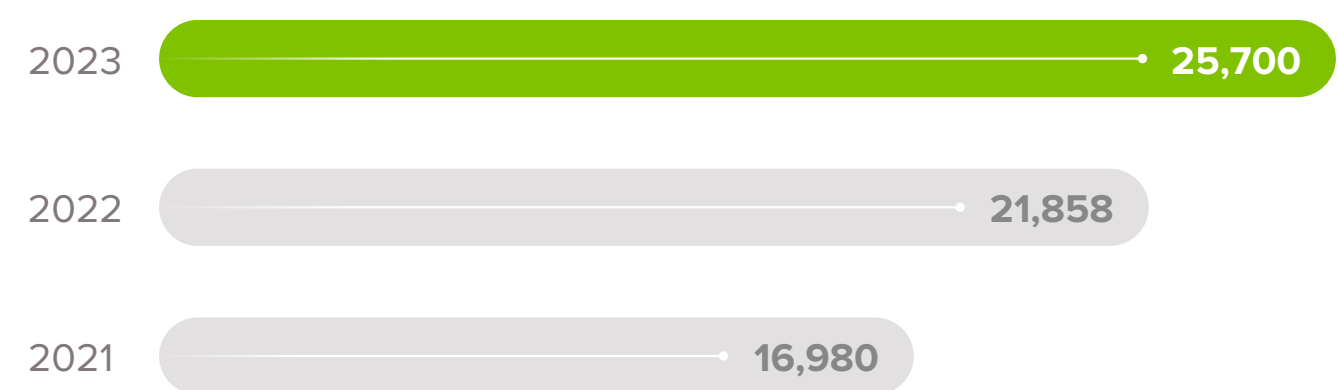
Retail revenue, RUB million



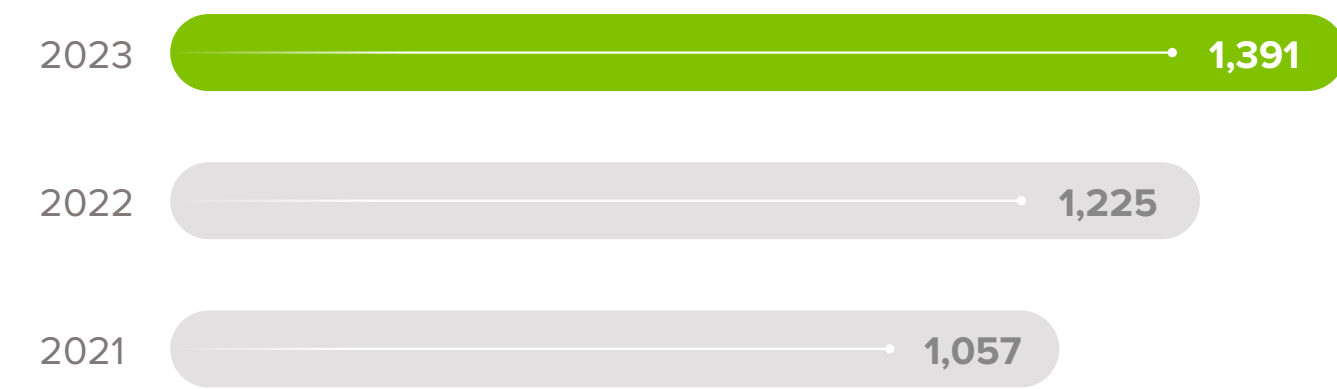
Net Promoter Score (NPS)³, %



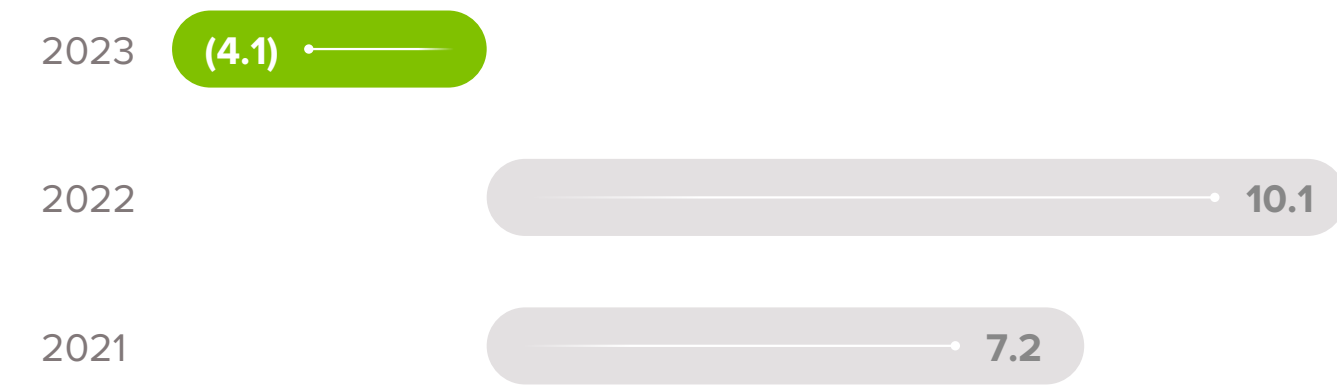
Loyalty cardholders in Russia, thousand



Total selling space, thousand sq. m



LFL performance⁴, %



¹ Number of DCs, stores, and loyalty cardholders, as well as selling space are as of the year-end

² Distribution centres

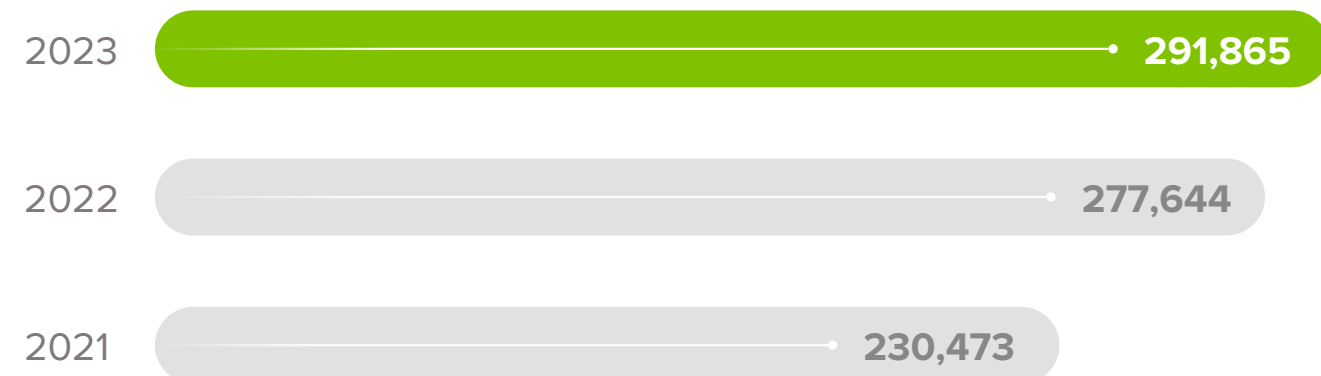
³ Source: Market research run by Vector in autumn and spring of 2023, 2022 and 2021

⁴ Here and hereinafter, like-for-like (LFL) sales, average ticket and number of tickets are calculated based on the results of stores operated by Fix Price and that were open for at least 12 full calendar months preceding the reporting date. LFL sales and average ticket are calculated based on retail sales including VAT



Key Figures (Financial¹)

Revenue, RUB million



Gross margin, %



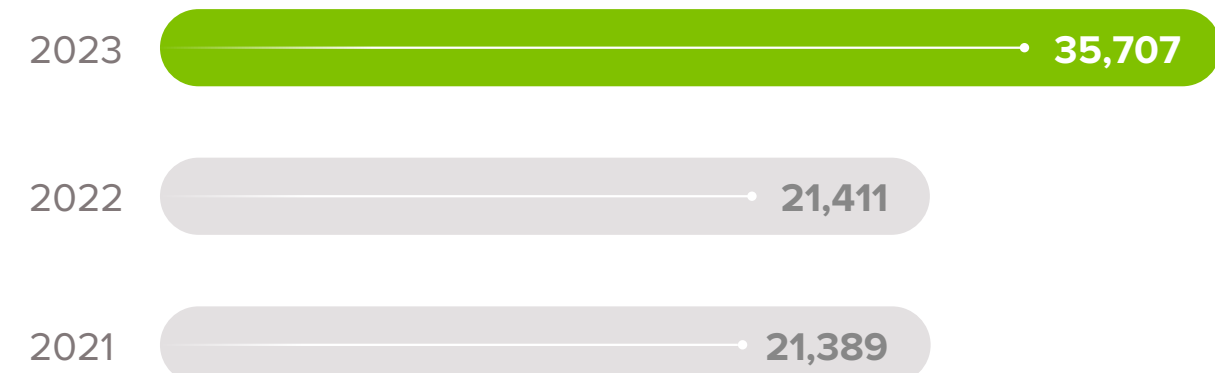
Adjusted EBITDA², RUB million



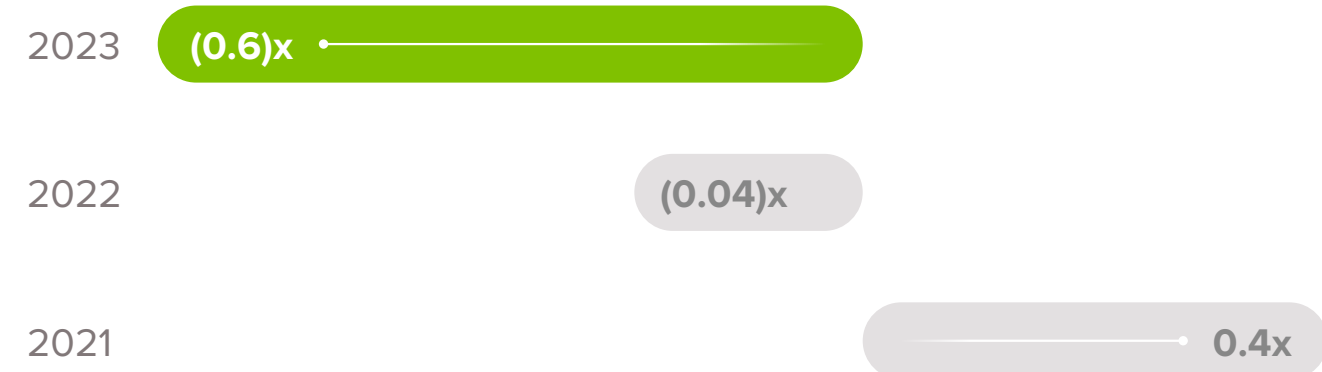
Adjusted EBITDA margin, %



Net profit, RUB million



IAS 17-based (net cash) / net debt to EBITDA ratio



¹ Financial data are for the full year
² EBITDA adjusted for LTIP (long-term incentive programme) expenses. EBITDA is calculated as profit for the given period before income tax, net interest income / (expenses), depreciation and amortisation, and foreign exchange gain / (loss)