

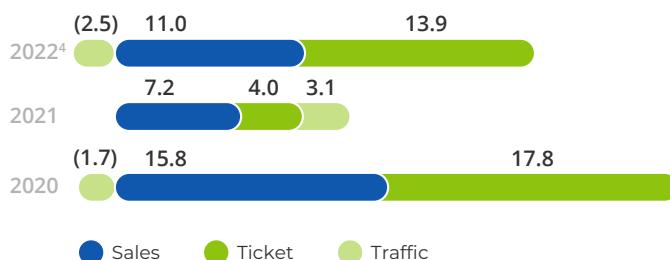
Key Figures

Operational¹

Total number of stores, DCs² and net store openings



LFL performance,³ %



Selling space, thous. sq. m



Retail revenue, RUB million



NPS dynamics,⁵ %



Number of loyalty cardholders, thous.



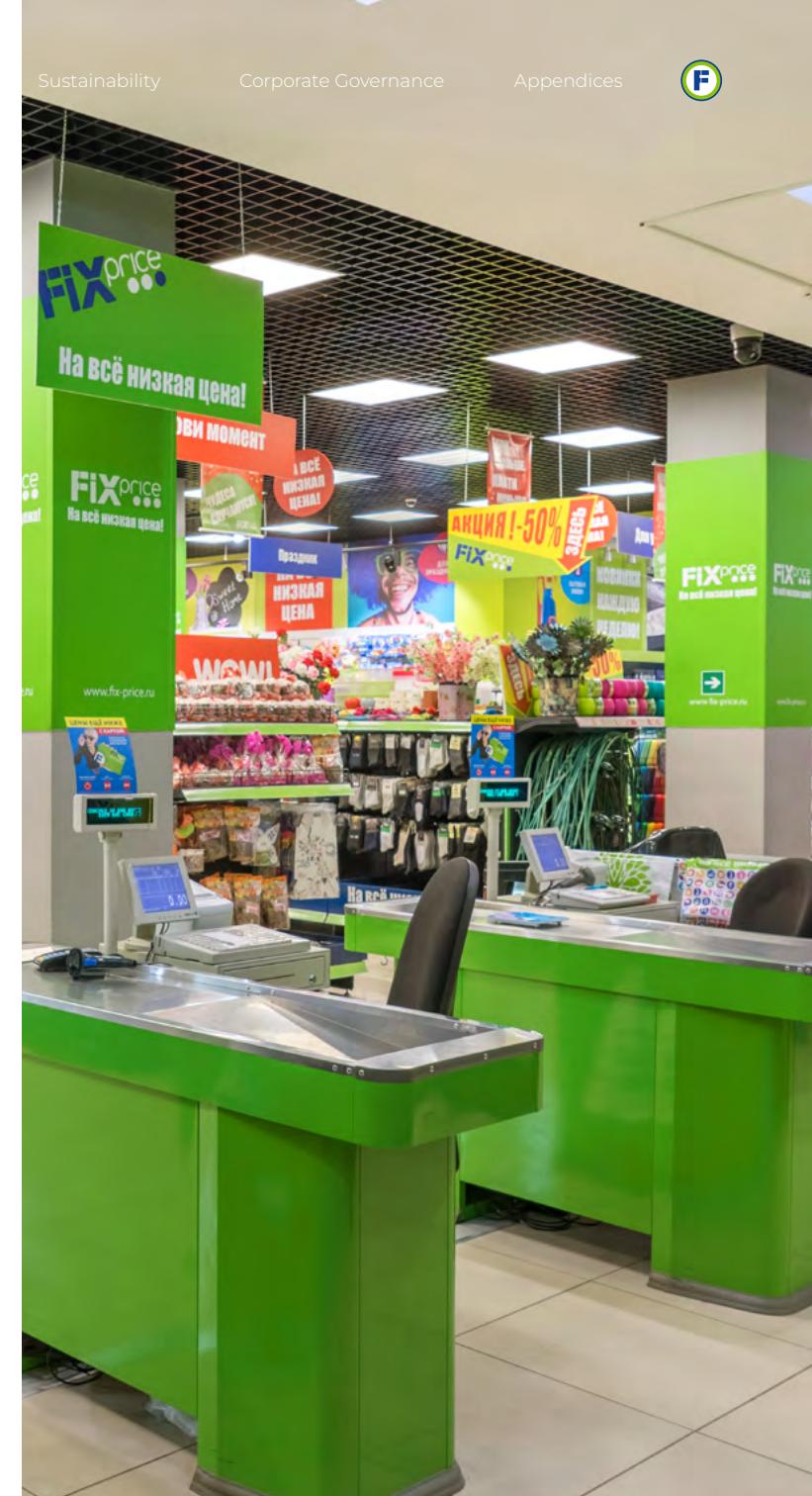
¹ Data for the number of DCs, stores, selling space and the number of loyalty cardholders are year-end

² Distribution centres

³ LFL sales, average ticket and number of tickets are calculated based on figures from stores operated by Fix Price that have been open for at least 12 full calendar months preceding the reporting date. LFL sales and average ticket are calculated based on retail revenue gross of VAT. LFL figures exclude stores that were temporarily closed for seven or more consecutive days during the reporting period and the comparable period

⁴ 2022 LFL sales and average ticket are adjusted for the appreciation of the rouble by converting monthly LFL sales abroad into roubles at the average exchange rates for each comparable month of 2021

⁵ Net Promoter Score (NPS) is a metric that measures the willingness of customers to recommend products or services of a company to others. Source: Vector market research conducted in autumn 2020, autumn 2021 and autumn 2022



Financial¹

Revenue, RUB million



Gross margin, %



EBITDA, RUB million



EBITDA margin, %



Net profit, RUB million

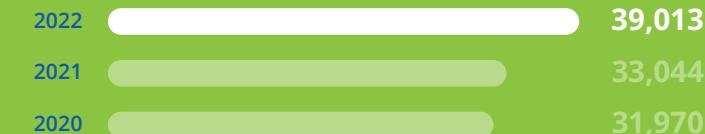


Net (cash) / debt to EBITDA (IAS 17)



Key ESG metrics

Total average headcount of the Group²



Total GHG emissions (Scope 1, 2 and 3), tonnes of CO₂ equivalent



Total amount of waste sent for recycling, tonnes



¹ Financial data are for the full year

² The personnel of Fix Price Group PLC in all countries where it operates, including contractors