



Fix Price announces key financial results for Q4 and FY 2021

28 February 2022 – Fix Price (LSE and MOEX: FIXP, the “Company” or the “Group”), one of the leading variety value retailers globally and the largest in Russia, today announces its audited IFRS financial results for the twelve months ended 31 December 2021 (FY 2021).

In view of the current elevated levels of uncertainty and market volatility, the conference call scheduled for today with management to discuss the results will not take place. Investors, analysts and media can send questions to Fix Price using the contact details at the end of this press release.

Key highlights

- FY 2021 revenue up 21.3% y-o-y to RUB 230.5 billion, driven by store network expansion and LFL sales growth
- FY 2021 LFL sales¹ for Russian stores unaffected by COVID restrictions rose by 9.0%. FY 2021 LFL sales for the Group were up 7.2% y-o-y, reflecting the impact of new COVID restrictions as well as headwinds in Fix Price’s international geographies (Belarus and Kazakhstan)
- FY 2021 gross margin of 31.8% vs 32.4% in 2020; Q4 2021 gross margin up 80 bps y-o-y to 32.9% due to successful absorption of cost of sales growth
- FY 2021 EBITDA margin of 19.2%, unchanged from the average for FY 2019-2020, despite significant macroeconomic and COVID-related headwinds
- FY 2021 net profit up 21.7% y-o-y to RUB 21.4 billion, with net profit margin of 9.3%, unchanged from FY 2019-2020 levels
- IAS 17-based adjusted net debt to EBITDA ratio remained at a conservative 0.4x, well below the threshold of 1.0x set out in the Group’s guidance
- Final dividend of RUB 5.8 billion, or RUB 6.8 per share/GDR was announced. FY 2021 dividend will reach RUB 15.6 billion or RUB 18.3 per share/GDR, equivalent to 73% of FY 2021 net profit

Dmitry Kirsanov, CEO of Fix Price, said:

2021 was a year marked by challenges including the continued impact of the COVID pandemic, supply chain issues and macroeconomic factors including rising inflation. Despite this we delivered net profit for the year of RUB 21.4 billion, an increase of 21.7% year-on-year and up by 62.4% against the 2019 result. Revenue rose by 21.3% year-on-year to RUB 230.5 billion. Our EBITDA margin of 19.2% remained in line with 2020 and 2019 results.

These results are testament to both the strengths of the Fix Price business model and to the ability of the management team to anticipate and respond to the challenges that arose during the year. I would like to thank all of our staff for their hard work, and our customers for their continued loyalty to Fix Price.

Current extreme levels of market volatility and uncertainty make it difficult to comment on the outlook for the rest of 2022. We are focused on maintaining business continuity and will provide further updates to the market as necessary.

¹ 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 have been operational for at least the 12 full calendar months preceding the reporting date. LFL sales and average ticket calculated based on retail revenue including VAT. LFL numbers exclude stores that were temporarily closed for seven or more consecutive days during the reporting period and the comparable period

Financial summary for Q4 2021²

- Revenue increased by 14.5% y-o-y to RUB 66.5 billion driven by new store openings and LFL sales growth:
 - Retail revenue was up by 15.1% y-o-y to RUB 59.1 billion
 - Wholesale revenue increased by 9.6% y-o-y to RUB 7.4 billion
- Gross profit increased by 17.3% y-o-y to RUB 21.9 billion. The gross margin of 32.9% exceeded the level of Q4 2020 by 80 bps driven by diligent and proactive work with the assortment to adjust to higher cost of sales amid continued pressure from raw materials inflation and dislocations in the global shipping market. Gross margin was down 109 bps from the level of Q4 2019 amid a higher share of food and inflationary impact on production costs
- SG&A costs (excl. D&A) as a percentage of revenue increased by 54 bps to 13.2% reflecting increased staff costs amid tighter competition on the Russian labour market
- EBITDA³ increased by 16.8% to RUB 13.4 billion, with the EBITDA margin up by 40 bps y-o-y to 20.1% thanks to the expansion of the gross margin. EBITDA margin in pre-COVID Q4 2019 stood at 21.5%
- Operating profit rose by 16.6% to RUB 10.3 billion. The operating margin was 15.5% versus 15.2% for Q4 2020 and 15.9% for Q4 2019
- Profit for the period increased by 12.1% to RUB 6.5 billion. The net profit margin was 9.7%, compared to 10.0% and 12.6% for the same periods of 2020 and 2019, respectively

Financial results for Q4 and FY 2021

Statement of comprehensive income highlights

RUB million	Q4 2021	Q4 2020	Q4 2019	Change Q4'21 vs Q4'20, %	Change Q4'21 vs Q4'19, %
Revenue	66,507	58,095	43,345	14.5%	53.4%
Retail revenue	59,086	51,327	37,114	15.1%	59.2%
Wholesale revenue	7,421	6,768	6,231	9.6%	19.1%
Cost of sales	(44,641)	(39,460)	(28,623)	13.1%	56.0%
Gross profit	21,866	18,635	14,722	17.3%	48.5%
<i>Gross margin, %</i>	<i>32.9%</i>	<i>32.1%</i>	<i>34.0%</i>	<i>80 bps</i>	<i>(109 bps)</i>
SG&A (excl. D&A)	(8,750)	(7,331)	(5,514)	19.4%	58.7%
Other op. income and share of profit of associates	247	138	107	79.0%	130.8%
EBITDA	13,363	11,442	9,317	16.8%	43.4%
<i>EBITDA margin, %</i>	<i>20.1%</i>	<i>19.7%</i>	<i>21.5%</i>	<i>40 bps</i>	<i>(140 bps)</i>
D&A	(3,069)	(2,616)	(2,430)	17.3%	26.2%
EBIT	10,294	8,826	6,885	16.6%	49.5%
<i>EBIT margin, %</i>	<i>15.5%</i>	<i>15.2%</i>	<i>15.9%</i>	<i>29 bps</i>	<i>(41 bps)</i>
Net finance costs	(630)	(129)	(197)	388.4%	219.8%
FX gain / (loss), net	(165)	134	156	(223.1%)	(205.8%)
Profit before tax	9,499	8,831	6,844	7.6%	38.8%

² Here and hereinafter Q4 results are unaudited and based on management accounts

³ EBITDA calculated as profit for the respective period adjusted for income tax expense, interest expense, interest income, depreciation and amortisation expense, and foreign exchange gain / (loss), net

RUB million	Q4 2021	Q4 2020	Q4 2019	Change Q4'21 vs Q4'20, %	Change Q4'21 vs Q4'19, %
Income tax expense	(3,017)	(3,049)	(1,383)	(1.0%)	118.1%
Profit for the period	6,482	5,782	5,461	12.1%	18.7%
<i>Net profit margin, %</i>	<i>9.7%</i>	<i>10.0%</i>	<i>12.6%</i>	<i>(21 bps)</i>	<i>(285 bps)</i>

RUB million	FY 2021	FY 2020	FY 2019	Change FY'21 vs FY'20, %	Change FY'21 vs FY'19, %
Revenue	230,473	190,059	142,880	21.3%	61.3%
Retail revenue	203,328	166,025	123,194	22.5%	65.0%
Wholesale revenue	27,145	24,034	19,686	12.9%	37.9%
Cost of sales	(157,073)	(128,544)	(96,919)	22.2%	62.1%
Gross profit	73,400	61,515	45,961	19.3%	59.7%
<i>Gross margin, %</i>	<i>31.8%</i>	<i>32.4%</i>	<i>32.2%</i>	<i>(52 bps)</i>	<i>(32 bps)</i>
SG&A (excl. D&A)	(30,162)	(25,067)	(19,186)	20.3%	57.2%
Other op. income and share of profit of associates	917	340	373	169.7%	145.8%
EBITDA	44,155	36,788	27,150	20.0%	62.6%
<i>EBITDA margin, %</i>	<i>19.2%</i>	<i>19.4%</i>	<i>19.0%</i>	<i>(20 bps)</i>	<i>16 bps</i>
D&A	(11,829)	(9,865)	(8,693)	19.9%	36.1%
EBIT	32,326	26,923	18,455	20.1%	75.2%
<i>EBIT margin, %</i>	<i>14.0%</i>	<i>14.2%</i>	<i>12.9%</i>	<i>(14 bps)</i>	<i>111 bps</i>
Net finance costs	(1,647)	(749)	(846)	119.9%	94.7%
FX gain / (loss), net	(83)	136	(74)	(161.0%)	12.2%
Profit before tax	30,596	26,310	17,535	16.3%	74.5%
Income tax expense	(9,207)	(8,735)	(4,362)	5.4%	111.1%
Profit for the period	21,389	17,575	13,173	21.7%	62.4%
<i>Net profit margin, %</i>	<i>9.3%</i>	<i>9.2%</i>	<i>9.2%</i>	<i>3 bps</i>	<i>6 bps</i>

LFL dynamics, %

	Q4 2021	Q4 2020	Q4 2019
LFL sales	3.2%	15.7%	12.7%
LFL traffic	(3.5%)	(1.9%)	5.7%
LFL average ticket	6.9%	17.9%	6.6%

	FY 2021	FY 2020	FY 2019
LFL sales	7.2%	15.8%	15.4%
LFL traffic	3.1%	(1.7%)	7.6%
LFL average ticket	4.0%	17.8%	7.3%

Store selling space

	31.12.2021	31.12.2020	Change 31.12.2021 vs 31.12.2020
Selling space (sqm)	1,056,840	889,526	18.8%
Company-operated stores	938,392	797,352	17.7%
Franchised stores	118,448	92,174	28.5%

Selling, general and administrative expenses

RUB mln	Q4 2021	Q4 2020	Q4 2019	Change Q4'21 vs Q4'20, %	Change Q4'21 vs Q4'19, %
Staff costs	6,013	4,901	3,850	22.7%	56.2%
<i>% of revenue</i>	9.0%	8.4%	8.9%	60 bps	16 bps
Depreciation of right-of-use assets	2,395	2,033	1,965	17.8%	21.9%
<i>% of revenue</i>	3.6%	3.5%	4.5%	10 bps	(93 bps)
Bank charges	738	626	400	17.9%	84.5%
<i>% of revenue</i>	1.1%	1.1%	0.9%	3 bps	19 bps
Other depreciation and amortisation	674	583	465	15.6%	44.9%
<i>% of revenue</i>	1.0%	1.0%	1.1%	1 bps	(6 bps)
Rental expense	555	511	289	8.6%	91.9%
<i>% of revenue</i>	0.8%	0.9%	0.7%	(5 bps)	17 bps
Security services	436	367	305	18.8%	43.0%
<i>% of revenue</i>	0.7%	0.6%	0.7%	2 bps	(5 bps)
Repair and maintenance costs	306	233	205	31.3%	49.3%
<i>% of revenue</i>	0.5%	0.4%	0.5%	6 bps	(1 bps)
Advertising costs	212	199	193	6.5%	9.8%
<i>% of revenue</i>	0.3%	0.3%	0.4%	(2 bps)	(13 bps)
Utilities	197	170	147	15.9%	34.2%
<i>% of revenue</i>	0.3%	0.3%	0.3%	0.4 bps	(4 bps)
Other expenses	293	324	125	(9.6%)	134.4%
<i>% of revenue</i>	0.4%	0.6%	0.3%	(12 bps)	15 bps
SG&A (excl. D&A)	8,750	7,331	5,514	19.4%	58.7%
<i>% of revenue</i>	13.2%	12.6%	12.7%	54 bps	44 bps
Total SG&A	11,819	9,947	7,944	18.8%	48.8%
<i>% of revenue</i>	17.8%	17.1%	18.3%	65 bps	(56 bps)

RUB mln	FY 2021	FY 2020	FY 2019	Change FY'21 vs FY'20, %	Change FY'21 vs FY'19, %
Staff costs	20,884	17,329	13,361	20.5%	56.3%
<i>% of revenue</i>	9.1%	9.1%	9.4%	(6 bps)	(29 bps)

RUB mln	FY 2021	FY 2020	FY 2019	Change FY'21 vs FY'20, %	Change FY'21 vs FY'19, %
Depreciation of right-of-use assets	9,198	7,618	6,921	20.7%	32.9%
% of revenue	4.0%	4.0%	4.8%	(2 bps)	(85 bps)
Other depreciation and amortisation	2,631	2,247	1,772	17.1%	48.5%
% of revenue	1.1%	1.2%	1.2%	(4 bps)	(10 bps)
Bank charges	2,535	2,009	1,258	26.2%	101.5%
% of revenue	1.1%	1.1%	0.9%	4 bps	22 bps
Rental expense	1,667	1,642	1,160	1.5%	43.7%
% of revenue	0.7%	0.9%	0.8%	(14 bps)	(9 bps)
Security services	1,613	1,343	1,107	20.1%	45.7%
% of revenue	0.7%	0.7%	0.8%	(1 bps)	(7 bps)
Repair and maintenance costs	925	757	625	22.2%	48.0%
% of revenue	0.4%	0.4%	0.4%	0.3 bps	(4 bps)
Advertising costs	767	659	645	16.4%	18.9%
% of revenue	0.3%	0.3%	0.5%	(1 bps)	(12 bps)
Utilities	712	570	501	24.9%	42.1%
% of revenue	0.3%	0.3%	0.4%	1 bps	(4 bps)
Other expenses	1,059	758	529	39.7%	100.2%
% of revenue	0.5%	0.4%	0.4%	6 bps	9 bps
SG&A (excl. D&A)	30,162	25,067	19,186	20.3%	57.2%
% of revenue	13.1%	13.2%	13.4%	(10 bps)	(34 bps)
Total SG&A	41,991	34,932	27,879	20.2%	50.6%
% of revenue	18.2%	18.4%	19.5%	(16 bps)	(129 bps)

The Group's **revenue** increased by 14.5% to RUB 66.5 billion for Q4 2021, driven by 15.1% growth in retail revenue and a 9.6% increase in wholesale revenue.

Retail revenue grew to RUB 59.1 billion on the back of expansion of the network of company-operated stores and a 3.2% increase in like-for-like sales, partially offset by a decrease in sales densities in Belarus and Kazakhstan amid pressure on real disposable income and government restrictions.

LFL sales increased by 3.2% in Q4 2021 driven by 6.9% LFL average ticket growth, which offset a LFL traffic contraction of 3.5% due to new COVID-related restrictions. Excluding the impact of international geographies, LFL sales at company-operated stores in Russia grew by 5.3% in Q4 2021. For stores unaffected by restrictions in November-December and adjusting for the leap-year effect, LFL sales were up by 6.5% in Q4 2021 and 9.0% for FY2021 despite abnormal market turbulence.

Wholesale revenue increase to RUB 7.4 billion was driven by growth of the franchised network, while the share of wholesale revenue in the Company's total revenue decreased by 49 bps to 11.2% on the back of faster growth of sales densities at company-operated stores.

Please refer to our [Q4 2021 operating results press release](#) for more details on revenue drivers.

Gross profit grew by 17.3% y-o-y to RUB 21.9 billion for Q4 2021. The **gross margin** improved by 80 bps y-o-y to 32.9% as a result of successful adaptation of the assortment strategy to macro headwinds, including steep raw materials price inflation and elevated freight costs. Despite a higher share of food in the sales mix, product rotation and redesign as well as price point architecture reengineering and solid sell-through of the seasonal New Year assortment supported gross margin both year-over-year and quarter-over-quarter, while price levels remained competitive.

In pre-pandemic Q4 2019, gross margin stood at 34.0% amid a lower share of food in sales and more favourable macroeconomic backdrop.

Transportation costs as a percentage of revenue decreased by 12 bps y-o-y to 1.5% despite higher tariffs for truckload services and an increased number of international stores requiring longer trips. In comparison with Q4 2019, transportation costs as a percentage of revenue grew by 18 bps.

Inventory write-down due to shrinkage and write-offs to net realisable value in Q4 2021 slightly improved by 7 bps to 1.0%. Shrinkage and write-downs as a percentage of revenue was up by 49 bps versus Q4 2019.

The Group's **selling, general and administrative expenses** grew as a percentage of revenue by 65 bps to 17.8% mainly due to an increased share of depreciation of right-of-use assets. SG&A excluding D&A as percentage of revenue was up by 54 bps to 13.2%, driven by growth in the share of staff costs, bank charges, security and maintenance services. These were partially offset by improved efficiency in rental and advertising costs as well as other expenses.

Staff costs as a percentage of revenue increased by 60 bps to 9.0% due to growth of average wages in line with the market on the back of higher inflation, as well as competition for talent with online players because of a shortage of personnel as a result of COVID-related travel restrictions, and an increase in staff numbers amid a slowdown in revenue growth.

Rental expense (in accordance with IAS 17) were slightly down by 6 bps y-o-y to 4.7% of revenue, reflecting strong negotiating power, which helped to improve lease terms in the post-COVID environment despite pressure from external factors on LFL sales growth.

Rental expense (under IFRS 16) improved by 5 bps y-o-y to 0.8% of revenue despite a growing share of variable lease contracts to 57% from 49% as of December 31, 2020.

Depreciation and amortisation (D&A) expenses as a percentage of revenue increased by 11 bps to 4.6% driven by a 10 bps increase in depreciation of right-of-use assets and a 1 bps increase in other D&A.

Bank charges slightly increased by 3 bps to 1.1% as a share of revenue on the back of the continued growth in the share of non-cash payments with higher commissions on bank card transactions compared to cash transactions.

Despite tariff growth mitigated by efficient store management and partial passing of utilities costs to landlords under newly signed contracts, **utilities** as a share of revenue remained flat y-o-y at 0.3%.

Costs for security services increased by 2 bps to 0.7% of revenue due to the low base of 2020, which was a result of a lack of workforce during the pandemic and travel restrictions, whilst **advertising costs** as percentage of revenue further decreased by 2 bps to 0.3%.

Other expenses decreased by 12 bps and amounted to 0.4% of revenue.

Other operating income and share of profit of associates substantially increased by 13 bps on the back of higher income from third-party companies advertising via the Company's advertising tools, higher proceeds from the sale of waste such as cardboard and stretch film for the purpose of recycling, as well as income received from a depositary bank in connection with the IPO, with the latter being accrued on a linear basis during the life of the depositary facility and lower costs related to the IPO.

EBITDA IAS 17 and IFRS 16 reconciliation

RUB mln	FY 2021	FY 2020	FY 2019
EBITDA IFRS16	44,155	36,788	27,150
Rental expense	(9,840)	(7,999)	(7,221)
Utilities	(153)	(157)	(153)
EBITDA IAS17	34,162	28,632	19,776

RUB mln	Q4 2021	Q4 2020	Q4 2019
EBITDA IFRS16	13,363	11,442	9,317
Rental expense	(2,565)	(2,251)	(1,966)
Utilities	(39)	(38)	(37)
EBITDA IAS17	10,759	9,153	7,314

EBITDA under IFRS 16 increased by 16.8% to RUB 13.4 billion for Q4 2021. The **EBITDA margin** improved by 40 bps y-o-y and stood at 20.1%, on the back of gross margin improvement which was partially offset by the increase of SG&A costs as a result of higher wages and inflation.

EBITDA under IAS 17 increased by 17.5% to RUB 10.8 billion for Q4 2021, with the IAS 17-based EBITDA margin standing at strong 16.2% versus 15.8% for Q4 2020 and 16.9% for Q4 2019.

Net finance costs in Q4 2021 increased by 388.4% to RUB 630 million, driven by an increase in loans and borrowings year-on-year, higher loan rates and decrease in income on bank deposits and financial instruments.

In Q4 2021 the Group recorded an **FX loss** of RUB 165 million, compared to a RUB 134 million gain in Q4 2020, as revaluation of trade accounts denominated in foreign currency was partially offset by forward contracts.

The Group's total **income tax expense** was down by 1.0% to RUB 3.0 billion in Q4 2021. The effective tax rate was 31.8% in the reporting period versus 34.5% in Q4 2020. The abnormally high effective tax rate in Q4 2020 was attributable to withholding tax accrued on intra-group dividends.

Profit for the period increased by 12.1% y-o-y to RUB 6.5 billion. The net profit margin was 9.7% versus 10.0% for Q4 2020.

Statement of financial position highlights

RUB mln	31.12.2021	31.12.2020	31.12.2019
Current loans and borrowings	21,523	15,680	5,006
Current lease liabilities	6,971	6,339	5,306
Non-current lease liabilities	3,765	3,713	2,496
Cash and cash equivalents	(8,779)	(26,375)	(11,881)
Net Debt/(Cash)	23,480	(643)	927
Dividends payable	-	23,658	5,030
Adjusted Net Debt	23,480	23,015	5,957
Adjusted Net Debt/ EBITDA (IFRS16)	0.5x	0.6x	0.2x
Current lease liabilities	(6,971)	(6,339)	(5,306)
Non-current lease liabilities	(3,765)	(3,713)	(2,496)
IAS 17-Based Net Debt/(Cash)	12,744	12,963	(1,845)
IAS17-based Adjusted Net Debt/ EBITDA (IAS17)	0.4x	0.5x	(0.1x)

As of 31 December 2021, the Group's total **loans, borrowings and lease liabilities** amounted to RUB 32.3 billion, up RUB 6.5 billion from the start of the year on the back of raising additional financial debt for dividend financing amid slowdown in cash generation.

As of 31 December 2021, adjusted net debt was RUB 23.5 billion, while IAS 17-based adjusted net debt stood at RUB 12.7 billion. The Group's **IAS 17-based adjusted net debt to EBITDA ratio** remained low at a conservative 0.4x, well below the threshold of 1.0x set out in the Group's guidance.

Statement of cash flows highlights

RUB mln	Q4 2021	Q4 2020	Q4 2019
Profit before tax	9,499	8,831	6,844
Cash from operating activities before changes in working capital	13,990	12,005	9,509
Changes in working capital	(2,903)	1,809	1,289
Net cash generated from operations	11,087	13,814	10,798
Net interest paid	(624)	(154)	(220)
Income tax paid	(2,961)	(1,634)	(1,085)
Net cash from operating activities	7,502	12,026	9,493
Net cash used in investing activities	(1,026)	(2,534)	(1,141)
Net cash used in financing activities	(1,494)	(1,554)	(10,381)
Effect of exchange rate fluctuations on cash and equivalents	-	(84)	(444)
Net (decrease) / increase in cash and equivalents	4,982	7,854	(2,473)

RUB mln	FY 2021	FY 2020	FY 2019
Profit before tax	30,596	26,310	17,535
Cash from operating activities before changes in working capital	46,155	38,338	28,216
Changes in working capital	(9,646)	(1,548)	(2,428)
Net cash generated from operations	36,509	36,790	25,788
Net interest paid	(1,776)	(833)	(905)
Income tax paid	(9,396)	(5,687)	(3,459)
Net cash from operating activities	25,337	30,270	21,424
Net cash used in investing activities	(6,159)	(6,025)	(4,366)
Net cash used in financing activities	(36,829)	(11,079)	(10,228)
Effect of exchange rate fluctuations on cash and equivalents	55	1,328	(831)
Net (decrease) / increase in cash and equivalents	(17,596)	14,494	5,999

As of 31 December 2021, the Group's **net trade working capital**⁴ stood at RUB 7.9 billion, compared to RUB 1.1 billion as of 31 December 2020 due to a build-up of inventories amid purchasing additional safety stock to mitigate supply chain disruptions, higher cost of inventory due to inflation, increase of the active assortment matrix and the shift in the product mix towards seasonal ranges at higher price points heading into peak trading during the New Year season. All these factors coupled with a slowdown in LFL sales growth on the back of COVID-related restrictions led to tying up more working capital compared to the previous year.

CAPEX for the reporting period stood at RUB 1.1 billion compared to RUB 2.6 billion for the same period of 2020. The year-on-year decrease was attributable to lower investments in the distribution centre network in Q4 2021 and a lower number of openings of company-operated stores.

⁴ Net trade working capital is calculated as Inventories *plus* Receivables and other current assets *minus* Payables and other financial liabilities



Announcement of final dividends for 2021

The Board of Directors of Fix Price Group Ltd. today announces that the Company intends to pay a final dividend of RUB 5.8 billion or RUB 6.8 per GDR/share (gross amount subject to taxes and fees).

Together with the interim dividend paid on September 28, 2021, total dividends for the year will amount to RUB 15.6 billion, or RUB 18.3 per share/GDR, or 73% of FY 2021 net profit under IFRS.

The final dividend will be paid on 31 May 2022 to shareholders on the register of members at the close of business on 27 May 2022. The ex-dividend date will be 26 May 2022.

About the Company

Fix Price (LSE and MOEX: FIXP), one of the leading variety value retailers globally and the largest in Russia, has helped its customers save money every day since 2007. Fix Price offers its customers a unique and constantly refreshed product assortment of non-food goods, personal care and household products and food items at low fixed price points.

As of 31 December 2021, Fix Price operates 4,904 Fix Price stores in Russia and neighbouring countries, all of them stocking approximately 2,000 SKUs across around 20 product categories. As well as its own private brands, Fix Price sells products from leading global names and smaller local suppliers. The Company operates 8 DCs covering 79 regions of Russia and 6 countries.

In 2021, the Company recorded revenue of RUB 230.5 billion, EBITDA of RUB 44.2 billion and net profit of RUB 21.4 billion, in accordance with IFRS.

Contacts

Fix Price investor relations

Elena Mironova
ir@fix-price.com

Fix Price media relations

Ekaterina Lukina
elukina@fix-price.ru

EM

Dmitry Zhadan
zhadan@em-comms.com
+7 916 770 8909

Peter Morley
morley@em-comms.com
+43 676 684 5252

Ekaterina Shatalova
shatalova@em-comms.com
+7 915 321 8579