

FIX PRICE EXCEEDS 1.5 MILLION SQM IN SELLING SPACE

THIS MARKS AN 11.9% YEAR-ON-YEAR INCREASE

12 November 2024 – Fix Price, an international variety value retailer, announces that its total selling space across all countries of presence exceeded 1.5 million sqm as at 31 October 2024, reflecting a year-on-year growth of 11.9%.

The majority of Fix Price's retail space – around 1.3 million sqm or 89.0% of the total selling area (an 11.6% increase over the past year) – is located in Russia. Our top regions by selling space are the Moscow region (115,600 sqm), Moscow (81,100 sqm), and the Krasnodar region (66,800 sqm). Notably, the Sakhalin (+32.1%), Yaroslavl (+29.8%), and Vologda (+29.2%) regions, as well as the Republic of Altai (+27.6%) saw the most significant growth year-on-year.

Fix Price's selling space outside of Russia reached 165,600 sqm (11.0% of the total selling space) as at the end of the month. In Kazakhstan and Belarus, the Company's largest markets abroad, selling area increased by 15.3% and 13.4% year-on-year, reaching 68,100 sqm and 76,500 sqm respectively.

The disposition of store locations remains balanced, with street retail and shopping mall venues accounting for 51.9% and 48.1% respectively, largely unchanged from the 2023 ratio (51.5% and 48.5%).

"We are committed to growing our presence by opening new stores and entering more countries, regions, towns, and cities. Our compact store format allows us to secure prime locations and gain a competitive advantage. In Q3 2024, Fix Price added 48 new cities and localities to its footprint across operational countries, and we are considering further opportunities for international expansion."

Dmitry Kirsanov, CEO of Fix Price

As at 31 October 2024, Fix Price operated 6,971 stores, including 6,242 stores located in Russia and 729 abroad.

ABOUT THE COMPANY

Fix Price (AIX: FIXP.Y; MOEX: FIXP), one of the leading variety value retailers globally and the largest in Russia, offers its customers a compelling and constantly updated assortment of non-food goods, including personal care and household products, and food items at low fixed price points.

As of 30 September 2024, Fix Price was operating 6,891 stores in Russia and other 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. As of 30 September 2024, the Company was operating 13 DCs covering 81 regions of Russia and 9 other countries.

In 2023, the Company recorded revenue of RUB 291.9 billion, EBITDA of RUB 53.1 billion and net profit of RUB 35.7 billion, in accordance with IFRS.

CONTACTS

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