ЛЕНТА

4Q 2020 INVESTOR PRESENTATION

JANUARY 2021

LENTA: 4Q 2020 HIGHLIGHTS

#1
Russian hypermarket chain

+5.7% YoY
Retail sales growth

88 cities of presence

#4
Russian retail chain*

+4.0% YoY
LFL sales growth

254
hypermarkets

1,519 K sq.m.
Selling space

139
supermarkets

** By Total Retail Sales*

BUSINESS GEOGRAPHY

St. Petersburg and region
41 Hyper-markets
35 Super-markets

Moscow and region
26 Hyper-markets
53 Super-markets

Regions
187 Hyper-markets
51 Super-markets

NUMBER OF STORES
- One store
- 2 More than one store
- Stores opened in 2019
- Cities with supermarkets' presence

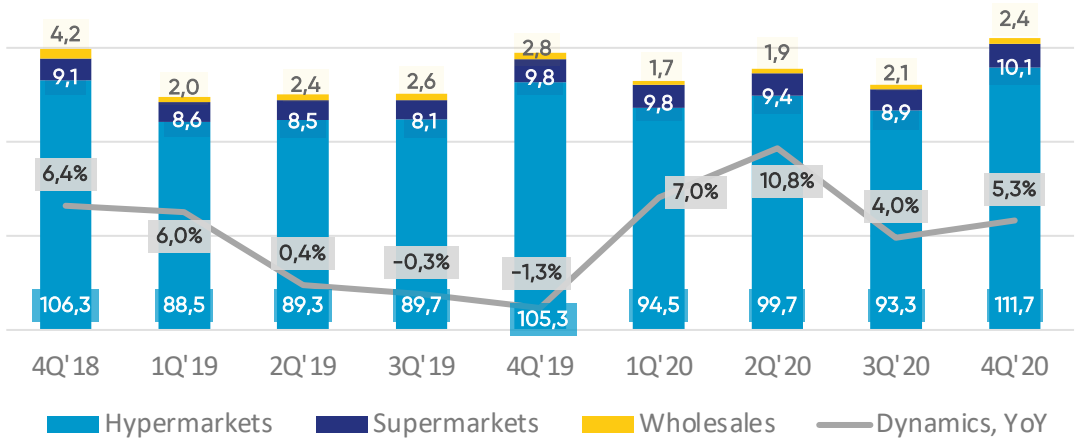
As at 31.12.2020

254 Hypermarkets across 88 cities in Russia

139 Supermarkets in St. Petersburg, Moscow, Siberia, Urals and Central regions

4Q 2020 OPERATING RESULTS

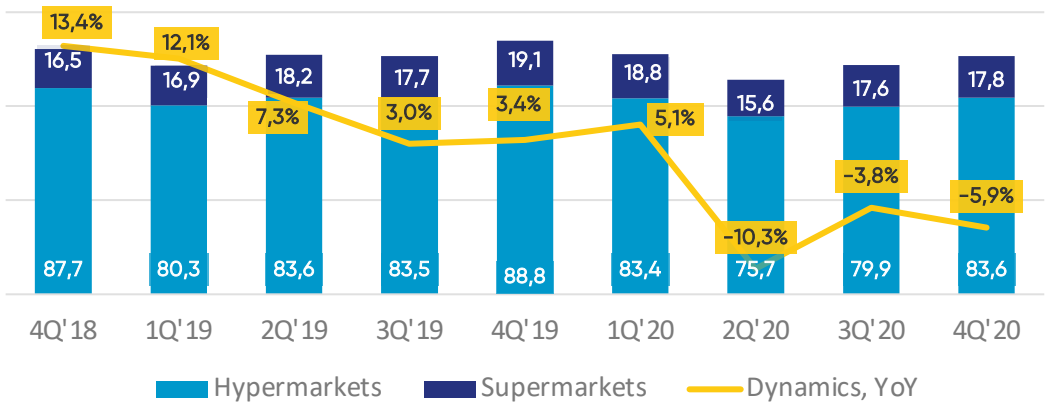
TOTAL SALES GROWTH, RUB BN



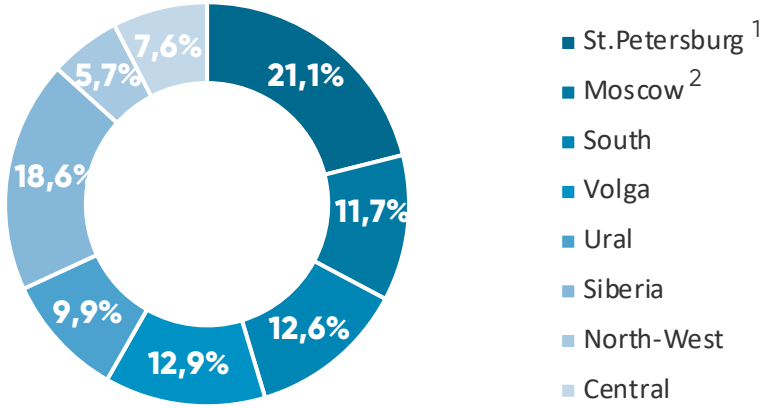
RETAIL SALES, Δ% YoY

	SALES	TRAFFIC	TICKET
TOTAL	5.3%	-5.9%	12.4%
Hypermarket	*6.0%*	*-5.8%*	*12.4%*
Supermarket	*3.3%*	*-6.8%*	*10.8%*
LFL RETAIL	4.0%	-8.1%	13.2%
Hypermarket	*4.3%*	*-7.4%*	*12.6%*
Supermarket	*0.6%*	*-11.6%*	*13.7%*

TRAFFIC GROWTH, M CUSTOMERS



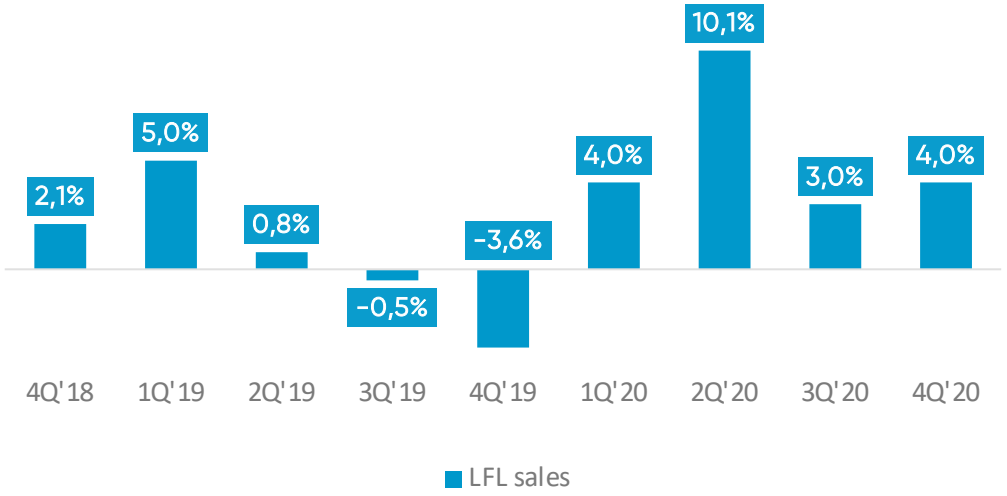
RETAIL SALES BY REGION IN 4Q 2020, %



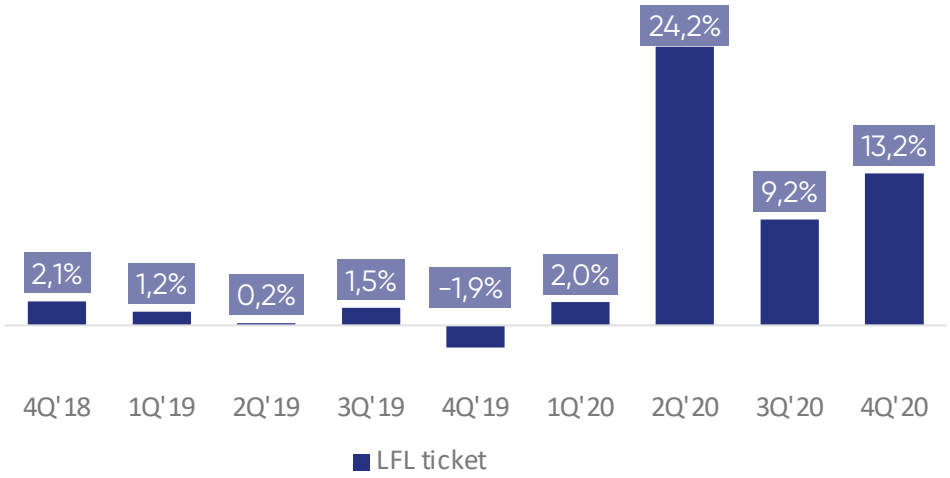
(1) Including Leningradsky region; (2) Including Moscow region

4Q 2020 OPERATING RESULTS

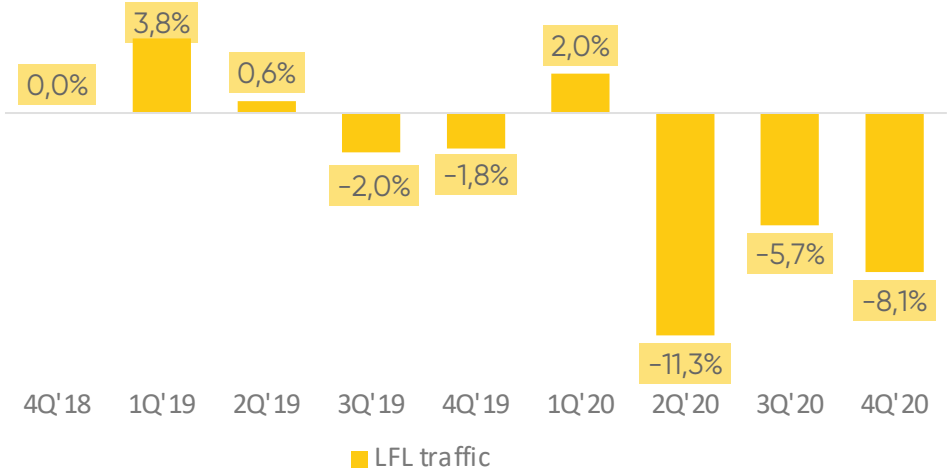
LFL SALES*, Δ% YoY



LFL TICKET GROWTH, Δ% YoY



LFL TRAFFIC, Δ% YoY



In 4Q 2020, LFL sales were driven above all by an increase in average ticket supported by a noticeable trend of trading up and stocking up; and partially offset by a decrease in traffic as consumers still prefer to shop less frequently in light of the pandemic.

**Adjusted for the leap day effect (29th of February)*

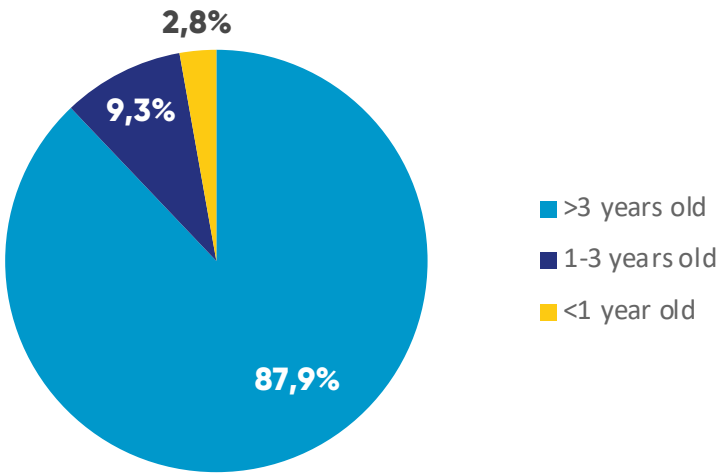
4Q 2020 STORE NETWORK

LENTA FORMATS

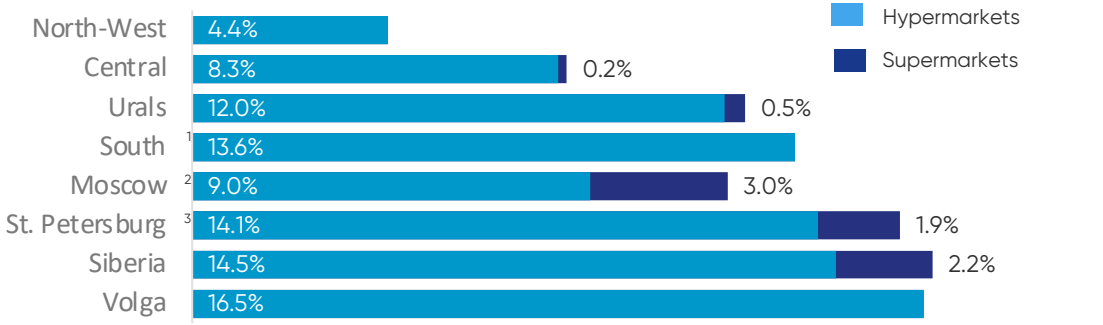
	Average size (selling space sqm)	% of total selling space[1]	% owned[2]
Standard hypermarket	7 118	45.0%	92.2%
Compact L hypermarket	5 245	29.4%	71.6%
Compact M hypermarket	4 195	12.7%	47.1%
Compact S hypermarket	2 915	5.2%	43.6%
Supermarket	848	7.8%	27.7%
Total			**72.9%**

(1) as % of total selling space as of 31 December 2020
(2) as % of total selling space of the format as of 31 December 2020

LENTA TOTAL SELLING SPACE AGE SPLIT, % OF TOTAL SELLING SPACE



SELLING SPACE BY REGION, % OF TOTAL SELLING SPACE



(1) Including North Caucasus
(2) including Moscow region
(3) Including St. Petersburg region

Lenta opened four new hypermarkets and six new supermarkets during Q4 2020.

Lenta also closed two supermarkets during the reporting period, bringing the total number of Lenta stores at the quarter end to 254 hypermarkets and 139 supermarkets.

4Q 2020: FORMAT DETAILS

	HYPERMARKET	SUPERMARKET
Number of stores	254	139
Selling space, sq.m.	1,400,788	117,810
Owned selling space, %	76.7%	27.7%
Sales density, k Rub/sq.m*	289.0	338.2
Retail sales split	91.7%	8.3%
Average ticket, RUB	1,336	567
Average # of SKU	23,461	8,993

*Retail sales for the last four quarters divided by the average selling space over the last five quarters

APPENDICES

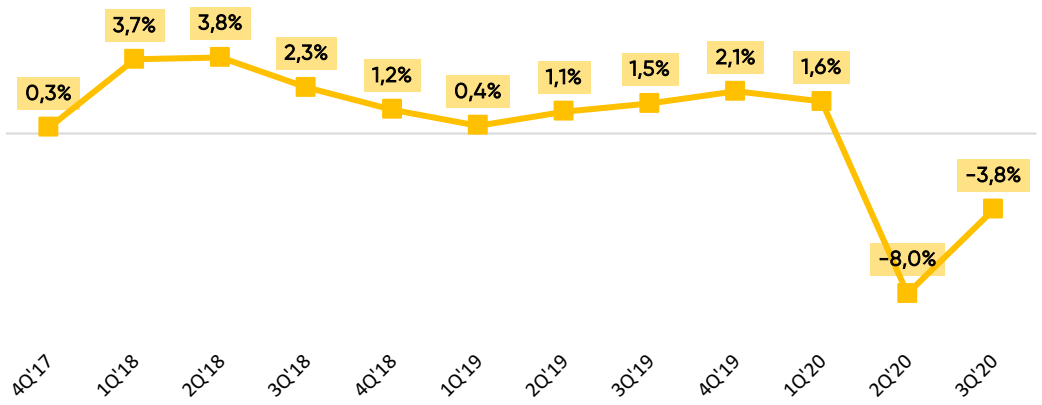
QUARTERLY OPERATIONAL DATA

	4Q'18	FY'18	1Q'19	2Q'19	3Q'19	4Q'19	FY'19	1Q'20	2Q'20	3Q'20	4Q'20	FY'20
Total sales, Rub bn	119.6	413.6	99.0	100.2	100.4	117.9	417.5	106.0	111.0	104.4	124.2	445.5
Retail sales	115.5	392.2	97.1	97.8	97.8	115.3	408.0	104.4	109.1	102.3	121.8	437.5
Hypermarkets	*106.4*	*364.8*	*88.5*	*89.3*	*89.7*	*105.5*	*373.0*	*94.5*	*99.7*	*93.3*	*111.7*	*399.3*
Supermarkets	*9.1*	*27.4*	*8.6*	*8.5*	*8.1*	*9.8*	*35.0*	*9.8*	*9.4*	*8.9*	*10.1*	*38.2*
Wholesales	4.1	21.3	2.0	2.4	2.5	2.6	9.5	1.7	1.9	2.1	2.4	8.1
Number of stores	379	379	375	377	375	380	380	380	379	386	393	393
Hypermarkets	*244*	*244*	*244*	*246*	*246*	*249*	*249*	*249*	*248*	*250*	*254*	*254*
Supermarkets	*135*	*135*	*131*	*131*	*129*	*131*	*131*	*131*	*131*	*136*	*139*	*139*
Selling space, K sqm	1,467	1,467	1,464	1,473	1,472	1,489	1,489	1,489	1,482	1,494	1,519	1,519
Hypermarkets	*1,353*	*1,353*	*1,354*	*1,363*	*1,362*	*1,379*	*1,379*	*1,379*	*1,371*	*1,379*	*1,401*	*1,401*
Supermarkets	*114*	*114*	*111*	*110*	*109*	*110,7*	*110,7*	*110,7*	*111,1*	*115*	*118*	*118*
LFL retail sales growth	2.1%	1.3%	5.0%	0.8%	-0.5	-3.6%	0.1%	4.0%	10.1%	3.0%	4.0%	5.4%
Hypermarkets	*1.8%*	*1.3%*	*4.0%*	*-0.2%*	*-1.3%*	*-4.3%*	*-0.7%*	*3.2%*	*10.0%*	*2.7%*	*4.3%*	*5.1%*
Supermarkets	*7.6%*	*1.2%*	*21.8%*	*15.8%*	*9.3%*	*4.7%*	*11.8%*	*12.4%*	*11.6%*	*5.6%*	*0.6%*	*9.5%*
LFL traffic growth	0.0%	0.5%	3.8%	0.6%	-2.0%	-1.8%	0.0%	2.0%	-11.3%	-5.7%	-8.1%	-5.5%
Hypermarkets	*-0.6%*	*0.4%*	*1.7%*	*-1.4%*	*-3.3%*	*-3.1%*	*-1.6%*	*0.4%*	*-10.8%*	*-5.6%*	*-7.4%*	*-5.8%*
Supermarkets	*4.7%*	*1.6%*	*19.1%*	*13.6%*	*5.7%*	*5.3%*	*10.0%*	*9.6%*	*-14.0%*	*-5.9%*	*-11.6%*	*-3.9%*
LFL ticket growth	2.1%	0.8%	1.2%	0.2%	1.5%	-1.9%	0.1%	2.0%	24.2%	9.2%	13.2%	11.6%
Hypermarkets	*2.4%*	*0.9%*	*2.2%*	*1.2%*	*2.1%*	*-1.2%*	*0.9%*	*2.8%*	*23.2%*	*8.8%*	*12.6%*	*11.6%*
Supermarkets	*2.8%*	*-0.4%*	*2.3%*	*1.9%*	*3.4%*	*-0.6%*	*1.6%*	*2.6%*	*29.8%*	*12.3%*	*13.7%*	*14.0%*

MARKET – INFLATION AND INCOME TRENDS

REAL GDP IN 2017-2020*

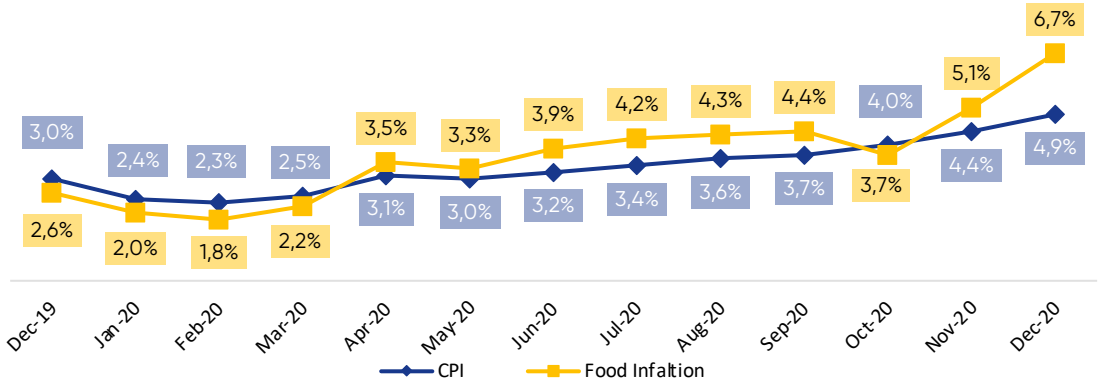
Quarterly dynamics YoY, %



** GDP figures for 4Q 2020 have not yet been published*

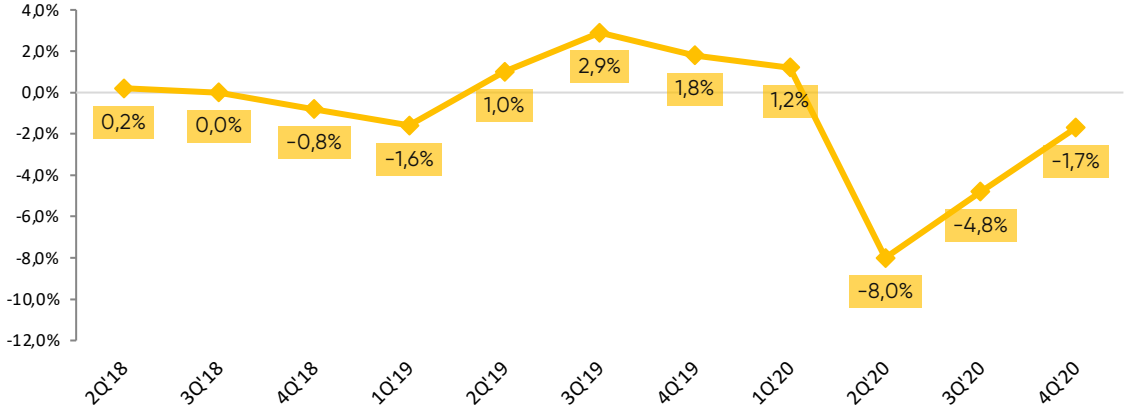
CPI AND FOOD INFLATION

Monthly dynamics YoY, %



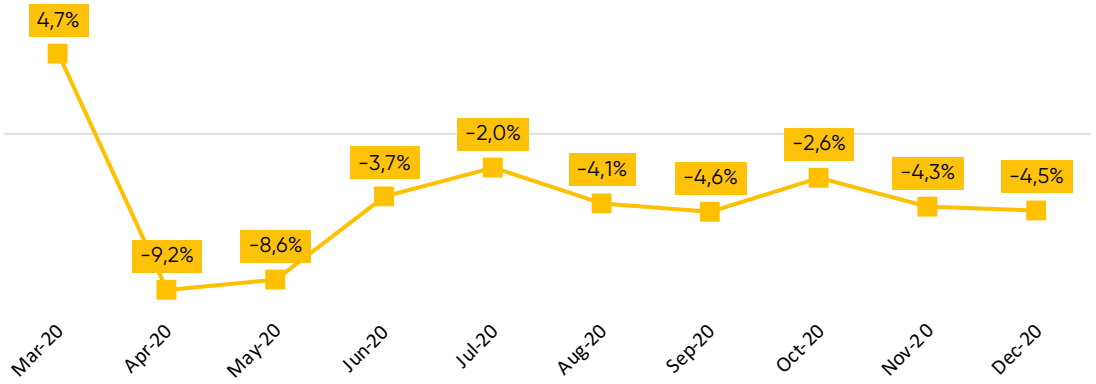
PER CAPITA REAL DISPOSABLE INCOME

Quarterly dynamics YoY, %



REAL FOOD RETAIL SALES

Monthly dynamics YoY, %



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