



**FIX**price

Public  
Joint Stock  
Company

## PJSC FIX PRICE OPERATING AND FINANCIAL HIGHLIGHTS FOR Q1 2026

Revenue

**73.1**

RUB billion

Net openings

**94**

stores

Gross margin

**31.8%**

EBITDA margin

**9.5%**

Net profit

**176**

RUB million

Net debt / EBITDA

IAS 17

**0.2x**

# PJSC FIX PRICE ANNOUNCES KEY OPERATING AND FINANCIAL RESULTS FOR Q1 2026

## Focus on financial resilience, development of popular categories and disciplined expansion

**30 April 2026, Moscow, Russia** – PJSC Fix Price (MOEX: FIXR; “Fix Price”, the “Company” or the “Group”), one of the world’s leading variety value retailers and the largest in Russia, announces its operating and IFRS financial results based on management accounts for the first quarter (Q1 2026) ended 31 March 2026.

### OPERATING AND FINANCIAL SUMMARY FOR Q1 2026

- The Company’s revenue grew by 2.5% y-o-y to RUB 73.1 billion in Q1 2026
  - Retail revenue increased by 4.5% to RUB 64.6 billion
  - Wholesale revenue was RUB 8.5 billion
- In Q1 2026, the LFL average ticket<sup>1</sup> rose by 5.8%, driven by effective assortment management and targeted loyalty programme activities. Group LFL sales were supported by strong demand in the food segment following the introduction of new trendy food items, such as Asian and healthy lifestyle products, and some recovery in certain non-food categories. These factors helped to almost fully mitigate pressure on LFL traffic, with total LFL sales down by 0.3%
- During the reporting period, the Company added 94 net new stores, including 81 Company-operated stores and 13 franchise outlets. As of 31 March 2026, PJSC Fix Price was operating a total of 7,912 stores, representing a y-o-y increase of 9.4%
- Total selling space increased by 21,097 sq. m during the quarter, reaching 1,712,697 sq. m as of 31 March 2026
- During the quarter, the total number of registered loyalty cardholders<sup>2</sup> grew by nearly 0.9 million, reaching 33.8 million members as of 31 March 2026 (+13.0 % y-o-y). The share of retail sales generated by loyalty card transactions rose to 74.6%, up from 67.1% in Q1 2025, driven by targeted promotions and tailored loyalty solutions. The average ticket for cardholders was nearly twice that of non-cardholders (RUB 490 vs RUB 248)
- In Q1 2026, gross profit grew by 5.7% y-o-y to RUB 23.3 billion. Gross margin rose by 96 bps y-o-y to 31.8%. The increase in the share of transportation costs and inventory write-downs in revenue was mitigated

<sup>1</sup> 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. LFL numbers exclude stores that were temporarily closed for seven or more consecutive days during the reporting period and/or comparable periods

<sup>2</sup> Here and hereinafter, loyalty programme data is calculated for Fix Price stores operating in Russia unless stated otherwise

by better purchasing terms on the back of thorough assortment management

- Selling, general and administrative expenses (SG&A), excluding LTIP<sup>3</sup> and D&A, grew to 22.4% of revenue, driven primarily by an increase in staff costs, as well as repair and maintenance, utilities, bank charges, advertising and other expenses, which were partially offset by a decrease in security services and rent
- In Q1 2026, adjusted EBITDA<sup>4</sup> under IFRS 16 amounted to RUB 7.0 billion, with a margin of 9.6%
- Under IFRS 16, EBITDA stood at RUB 7.0 billion. The EBITDA margin was 9.5%
- Adjusted EBITDA under IAS 17 amounted to RUB 2.8 billion, representing a margin of 3.8%
- In the reporting period, net profit was RUB 176 million
- The IAS 17-based net debt to EBITDA ratio stood at a conservative level of 0.2x as of 31 March 2026
- In Q1 2026, CAPEX was RUB 1.6 billion (2.2% of revenue), compared with RUB 2.1 billion (2.9% of revenue) in Q1 2025, and was used predominantly for new store openings, IT, renovations and other investments

## DIVIDENDS

- On 3 April 2026, the Board of Directors [recommended](#) a dividend of RUB 11 billion, or RUB 0.11 per ordinary share, representing 98% of the Company's IFRS net profit for 2025. This greatly exceeds the 50% target set out in the Company's dividend policy.

The proposal will be considered at the [EGM](#) on 8 May 2026.

The proposed dividend record date is set for 19 May 2026

<sup>3</sup> LTIP expense: expense related to the long-term incentive programme (LTIP)

<sup>4</sup> EBITDA adjusted for LTIP expense. EBITDA is calculated as profit for the respective period before income tax expense, net interest income/(expense), depreciation and amortisation expense, and foreign exchange gain/(loss)

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*Since the beginning of 2026, amid persistent inflationary pressure, a slowdown in the growth of real disposable income and widespread price increases, we have seen consumers in the Russian market become increasingly price-conscious. Maintaining low prices has therefore remained our priority, ensuring that customers across all income levels can access quality everyday products. At the same time, meticulous work with the assortment and suppliers enabled us not only to maintain our price positioning but also to improve our gross margin by 1 p.p. to 31.8% in the reporting period.*

*We continue working hard to develop popular categories in line with current trends. Bestsellers include trend-driven Asian food products and healthy items that we were among the first to introduce and offer at competitive prices. Food remains the key driver of sales, while the non-food segment overall continues to face pressure. At the same time, in the second half of the first quarter, we saw early signs of recovery in like-for-like sales in certain non-food categories, including apparel, items for parties and celebrations, seasonal goods, décor, DIY and pet products. This trend continued into April, alongside further improvement in gross margin, creating a foundation to support revenue growth and profitability.*

*According to INFOLine estimates, the market continues to offer significant potential for expansion of the variety value format: with the total whitespace estimated at around 15,600 stores in Russia and around 18,600 stores including Kazakhstan and Belarus.*

*The Company continues to expand its presence, including in remote regions, providing residents of smaller cities with access to a wide range of useful products at affordable prices. In 2026, we plan to open around 600 new stores and refurbish approximately 400 existing locations. This approach allows us to bolster our positions in key markets while improving the quality of the customer experience across our existing network. The store refurbishment programme has already demonstrated its efficiency: in 2025, we more than tripled the pace of the programme – from 52 stores to more than 170 – and have observed a positive impact on store traffic following refurbishment. The average refurbishment CAPEX in 2025 amounted to just over RUB 3 million per store.*

*Our loyalty programme remains a key tool for enhancing customer engagement and continues to demonstrate steady growth: as of the end of the first quarter of 2026, it had around 33.8 million registered members, up 13% year-on-year. Including international markets, total membership exceeded 36 million, with 1.2 million users in Kazakhstan and more than 1 million in Belarus.*

*The situation in the labour market remains challenging, which continues to exert significant pressure on staff costs and EBITDA margins. In this environment, we continue to optimise processes at our distribution centres and in our stores, which is helping to partially offset cost increases.*

*Thanks to a disciplined financial policy, our ratio of net debt to EBITDA under IFRS (IAS) 17 declined over the past year from 0.5x to 0.2x by the end of the first quarter of 2026. Stable cash flow and high operational efficiency have enabled us to expand our network using internal funding sources, while also providing a solid foundation for dividend payments to investors.*

*On 3 April 2026, the Company's Board of Directors recommended that the General Meeting of Shareholders of PJSC Fix Price approve dividends for 2025 in the amount of RUB 11 billion, or RUB 0.11 per ordinary share before taxes and fees, implying a dividend yield of approximately 16% based on the current share price. The recommended dividend corresponds to 98% of IFRS net profit for 2025 and greatly exceeds the 50% payout target set out in the Company's dividend policy. The matter is scheduled for consideration at an Extraordinary General Meeting of Shareholders on 8 May 2026.*

*In conclusion, I would like to thank our employees for their professionalism and dedication, our suppliers for being reliable partners, and our customers for their trust and for choosing our stores.*

**Vladimir Pogonin, CEO of PJSC Fix Price**

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## Store base, geographical coverage and selling space

	31 Mar 2026	31 Dec 2025	31 Mar 2025
<b>Total number of stores</b>	<b>7,912</b>	<b>7,818</b>	<b>7,235</b>
Russia	7,077	6,999	6,499
Kazakhstan	399	392	349
Belarus	383	375	341
Uzbekistan	28	27	24
Georgia	9	9	6
Kyrgyzstan	6	6	7
Mongolia	3	3	4
Armenia	7	7	5
<b>Number of Company-operated stores</b>	<b>6,472</b>	<b>6,391</b>	<b>5,899</b>
Russia	6,472	6,391	5,899
<b>Number of franchise stores</b>	<b>1,440</b>	<b>1,427</b>	<b>1,336</b>
Russia	605	608	600
Kazakhstan	399	392	349
Belarus	383	375	341
Uzbekistan	28	27	24
Georgia	9	9	6
Kyrgyzstan	6	6	7
Mongolia	3	3	4
Armenia	7	7	5
<b>Selling space (sq. m)</b>	<b>1,712,697</b>	<b>1,691,600</b>	<b>1,565,721</b>
Company-operated stores	1,390,698	1,372,564	1,266,101
Franchise stores	321,999	319,036	299,619

## Development of Company-operated stores

	Q1 2026	Q1 2025
Gross openings	117	142
Closures	36	41
<b>Net openings</b>	<b>81</b>	<b>101</b>

## OPERATING RESULTS

### Store network expansion

- As of 31 March 2026, the Company's total store count reached 7,912 outlets, representing a 9.4% y-o-y increase. The share of Company-operated stores grew to 81.8% of the total portfolio (+27 bps y-o-y)
- In Q1 2026, the Company added a net total of 94 new stores, including 81 Company-operated stores and 13 franchise stores
- In the first quarter of 2026, most of the net openings were located in the Company's core markets:
  - Russia – 83% (78 stores)
  - Belarus – 9% (8 stores)
  - Kazakhstan – 7% (7 stores)
- During the quarter, the chain's total selling space grew by 21,097 sq. m to 1,712,697 sq. m (+9.4% y-o-y). The average store selling space was 216 sq. m in Q1 2026
- Since the start of 2026, the Company has added 10 new localities in Russia to its store network coverage. As of 31 March 2026, the Group was operating in 8 countries

### LFL dynamics

- In Q1 2026, food, with LFL sales growth of 6.8% y-o-y, remained the key driver of the Group's LFL sales, as the Company continued to introduce new trendy Asian products as well as healthy lifestyle food items. Total LFL sales declined by 0.3% due to sustained pressure on the non-food segment in a highly competitive environment. Consumer behaviour remained cautious amid high inflationary expectations and a broad economic slowdown. Nonetheless, in Q1 2026 certain non-food categories, including party and apparel, showed some signs of recovery, returning to positive LFL territory
- In the reporting period, the LFL average ticket grew by 5.8%, supported by ongoing assortment refinement, the introduction of popular food products and targeted loyalty programme promotions. This growth almost fully mitigated a 5.8% decline in LFL traffic

### Assortment and category mix

- In the first quarter of 2026, the food category accounted for 31.7% of retail sales, compared to 29.5% in Q1 2025, as customers responded positively to the affordable, trend-led food assortment offered across the network
- The share of non-food stood at 43.1% of retail sales, versus 44.6% in Q1 2025. Within the category, the key drivers were the apparel & footwear and décor & celebration categories

- The share of cosmetics, hygiene products and household chemicals in retail sales declined slightly y-o-y and stood at 25.2% in Q1 2026, versus 25.9% in Q1 2025
- The share of imported goods in retail sales increased to 23.3% in Q1 2026, compared to 22.0% in Q1 2025, reflecting a growing share of imported Asian food and goods at higher price points
- The share of price points above RUB 100 in retail sales grew to 73.9%, up from 69.9% in Q1 2025. The share of price points above RUB 200 grew to 22.3%, up from 19.7% in Q1 2025. The Company is now testing the RUB 599 price point, remaining moderate and circumspect in the evolution of its higher price point structure
- The average ticket across all Company-operated stores stood at RUB 377 (+6.0% y-o-y)

### **Loyalty programme development**

- The loyalty programme, a core component of the Company's customer engagement strategy, saw its membership base continue to expand, with the number of registered cardholders reaching 33.8 million at the end of Q1 2026, representing a 13.0% y-o-y increase
- During the first quarter, nearly 0.9 million new registered cardholders were added, with active members<sup>5</sup> accounting for 40.7%<sup>6</sup> of the total loyalty cardholder base
- Driven by the introduction of tailored solutions for loyal customers and targeted promotional campaigns, transactions using loyalty cards rose to 74.6% of retail sales, up from 67.1% in Q1 2025
- Loyalty cardholders' average ticket was almost twice as high as that of non-cardholders (RUB 490 versus RUB 248), confirming their higher engagement

<sup>5</sup> Members of the loyalty programme who make at least one purchase per month

<sup>6</sup> Change in the calculation methodology: from Q2 2024, the total base of registered cardholders includes holders of virtual cards in Russia

## FINANCIAL RESULTS FOR Q1 2026

### Statement of comprehensive income highlights

RUB million	Q1 2026	Q1 2025	Change
<b>Revenue</b>	<b>73,117</b>	<b>71,299</b>	<b>2.5%</b>
Retail revenue	64,595	61,826	4.5%
Wholesale revenue	8,522	9,473	(10.0)%
Cost of sales	(49,835)	(49,279)	1.1%
<b>Gross profit</b>	<b>23,282</b>	<b>22,020</b>	<b>5.7%</b>
Gross margin, %	31.8%	30.9%	96 bps
SG&A (excl. LTIP and D&A)	(16,390)	(14,891)	10.1%
Other op. income and share of profit of associates	153	135	13.3%
<b>Adjusted EBITDA<sup>7</sup></b>	<b>7,045</b>	<b>7,264</b>	<b>(3.0)%</b>
Adjusted EBITDA margin, %	9.6%	10.2%	(55) bps
<b>EBITDA</b>	<b>6,970</b>	<b>7,189</b>	<b>(3.0)%</b>
EBITDA margin, %	9.5%	10.1%	(55) bps
D&A	(4,926)	(4,392)	12.2%
<b>Operating profit</b>	<b>2,044</b>	<b>2,797</b>	<b>(26.9)%</b>
Operating profit margin, %	2.8%	3.9%	(113) bps
Net finance costs	(1,221)	(1,371)	(10.9)%
FX (loss) / gain, net	(514)	967	n/a
<b>Profit before tax</b>	<b>309</b>	<b>2,393</b>	<b>(87.1)%</b>
Income tax expense	(133)	(700)	(81.0)%
<b>Profit for the period</b>	<b>176</b>	<b>1,693</b>	<b>(89.6)%</b>
Net profit margin, %	0.2%	2.4%	(213) bps

### Selling, general and administrative expenses<sup>8</sup>

RUB million	Q1 2026	Q1 2025	Change
Staff costs (excl. LTIP)	13,197	12,053	9.5%
% of revenue	18.0%	16.9%	114 bps
Bank charges	588	515	14.2%
% of revenue	0.8%	0.7%	8 bps
Rental expense	289	329	(12.2)%
% of revenue	0.4%	0.5%	(7) bps
Security services	277	418	(33.7)%

<sup>7</sup> EBITDA adjusted for LTIP expense

<sup>8</sup> The total may not equal the sum of the components due to rounding

RUB million	Q1 2026	Q1 2025	Change
% of revenue	0.4%	0.6%	(21) bps
Advertising costs	260	214	21.5%
% of revenue	0.4%	0.3%	6 bps
Repair and maintenance costs	467	326	43.3%
% of revenue	0.6%	0.5%	18 bps
Utilities	381	274	39.1%
% of revenue	0.5%	0.4%	14 bps
Other expenses	931	762	22.2%
% of revenue	1.3%	1.1%	20 bps
<b>SG&amp;A (excl. LTIP and D&amp;A)</b>	<b>16,390</b>	<b>14,891</b>	<b>10.1%</b>
<b>% of revenue</b>	<b>22.4%</b>	<b>20.9%</b>	<b>153 bps</b>
LTIP expense	75	75	-
% of revenue	0.1%	0.1%	(0) bps
Depreciation of right-of-use assets	3,283	2,951	11.3%
% of revenue	4.5%	4.1%	35 bps
Other depreciation and amortisation	1,643	1,441	14.0%
% of revenue	2.2%	2.0%	23 bps
<b>Total SG&amp;A</b>	<b>21,391</b>	<b>19,358</b>	<b>10.5%</b>
<b>% of revenue</b>	<b>29.3%</b>	<b>27.2%</b>	<b>211 bps</b>

In Q1 2026, the **Group's revenue** grew to RUB 73.1 billion (+2.5% y-o-y), on the back of a 4.5% increase in retail revenue.

**Retail revenue** of RUB 64.6 billion was mainly driven by new store openings. **Wholesale revenue** was 11.7% of total revenue (RUB 8.5 billion), down from 13.3% in Q1 2025.

**Gross profit** rose by 5.7% to RUB 23.3 billion, while **gross margin** grew by 96 bps to 31.8%, as the increase in transportation costs and inventory write-downs was mitigated by efficient assortment management, positively impacting the cost of goods sold.

**Transportation costs** rose to 2.3% of revenue (+23 bps y-o-y) due to the growing share of shipments to more remote regions with higher tariffs.

**Inventory write-downs** increased by 24 bps y-o-y to 0.9% of revenue in Q1 2026, reflecting higher accruals based on the results of the FY 2025 inventory count.

In Q1 2026, **selling, general and administrative expenses (SG&A), excluding LTIP and D&A expenses**, as a share of revenue grew by 153 bps to 22.4% on the back of higher costs for staff, repair and maintenance, utilities, bank charges, advertising and other expenses, partially offset by a decrease in security services and rent.

**Staff costs (excluding LTIP)** increased by 114 bps y-o-y to 18.0% of revenue, amid the continued indexation of wages for store personnel in a highly competitive labour market.

**LTIP accruals** stood at RUB 75 million in Q1 2026.

The share of **depreciation and amortisation (D&A) expenses** in revenue grew by 58 bps y-o-y to 6.7% in Q1 2026, mainly due to the expansion of the Company's store network. **Depreciation of right-of-use assets** increased by 35 bps y-o-y to 4.5% of revenue. The share of **other depreciation and amortisation expenses** increased by 23 bps to 2.2% of revenue.

**Rental expenses (under IFRS 16)** decreased by 7 bps y-o-y to 0.4% of total revenue (down 8 bps to 0.4% of retail revenue), as the variable component of lease payments declined on the back of slower revenue growth.

**Rental expenses (IAS 17)** rose to 6.1% of total revenue (+71 bps y-o-y). As a percentage of retail revenue, rental expenses grew by 69 bps to 7.0%, reflecting the growing impact of the fixed component under lease contracts.

The share of **security costs** in revenue declined by 21 bps y-o-y to 0.4% on the back of the ongoing optimisation programme.

The share of **repair and maintenance expenses** grew by 18 bps to 0.6% of revenue, and **bank charges** increased by 8 bps to 0.8% of revenue.

**Utilities** rose by 14 bps to 0.5% of revenue, while **advertising costs** stood at 0.4% of revenue.

**Other expenses** accounted for 1.3% of revenue.

In Q1 2026, the Group's **total SG&A** expenses rose by 211 bps y-o-y to 29.3% of revenue due to a 114 bps increase in staff costs (excluding LTIP) and a 58 bps increase in D&A, partially offset by lower security and rental expenses as a share of revenue.

In the reporting period, **other operating income and the share of profit of associates** were flat y-o-y at 0.2% of revenue.

## EBITDA IFRS 16 and IAS 17 reconciliation

RUB million	Q1 2026	Q1 2025	Change
<b>EBITDA (IFRS 16)</b>	<b>6,970</b>	<b>7,189</b>	<b>(3.0)%</b>
<i>EBITDA margin (IFRS 16), %</i>	9.5%	10.1%	(55) bps
LTIP expense	75	75	-
<b>Adjusted EBITDA (IFRS 16)</b>	<b>7,045</b>	<b>7,264</b>	<b>(3.0)%</b>
<i>Adjusted EBITDA margin (IFRS 16), %</i>	9.6%	10.2%	(55) bps
Rental expense	(4,205)	(3,545)	18.6%
Utilities	(83)	(67)	23.9%
<b>Adjusted EBITDA (IAS 17)</b>	<b>2,757</b>	<b>3,652</b>	<b>(24.5)%</b>
<i>Adjusted EBITDA margin (IAS 17), %</i>	3.8%	5.1%	(135) bps
LTIP expense	(75)	(75)	-
<b>EBITDA (IAS 17)</b>	<b>2,682</b>	<b>3,577</b>	<b>(25.0)%</b>
<i>EBITDA margin (IAS 17), %</i>	3.7%	5.0%	(135) bps

In Q1 2026, **adjusted EBITDA under IFRS 16** amounted to RUB 7.0 billion, representing an **adjusted EBITDA margin** of 9.6%, against the backdrop of rising SG&A expenses.

**IFRS 16 EBITDA** stood at RUB 7.0 billion, with a corresponding **margin** of 9.5%.

**Under IAS 17, adjusted EBITDA** was RUB 2.8 billion, with a reported **margin** of 3.8%.

In Q1 2026, **net finance costs** decreased to RUB 1,221 million from RUB 1,371 million in Q1 2025, driven by a reduction in interest rates and in the amount of loans and borrowings, partly offset by higher expenses on lease liabilities.

In Q1 2026, the Group reported an **FX loss** of RUB 514 million, compared to an FX gain of RUB 967 million in Q1 2025. Following the depreciation of the rouble, the Group recorded a loss on CNY-denominated trade payables, partially offset by a gain on the revaluation of foreign currency bank accounts.

**Income tax expense** fell by 81% y-o-y to RUB 133 million in Q1 2026, as a result of a lower tax base versus the previous period.

In Q1 2026, **net profit** was RUB 176 million, with a net profit margin of 0.2%.

## Statement of financial position highlights

RUB million	31 Mar 2026	31 Dec 2025	31 Mar 2025
Current loans and borrowings	6,416	9,131	11,268
Non-current loans and borrowings	1,827	3,436	3,283
Current lease liabilities	12,046	11,730	9,260
Non-current lease liabilities	12,708	11,829	5,485
Cash and cash equivalents	(3,353)	(9,505)	(2,057)
<b>Net debt</b>	<b>29,644</b>	<b>26,621</b>	<b>27,239</b>
<b>Net debt to EBITDA<sup>9</sup> (IFRS 16)</b>	<b>0.8x</b>	<b>0.7x</b>	<b>0.6x</b>
Current lease liabilities	(12,046)	(11,730)	(9,260)
Non-current lease liabilities	(12,708)	(11,829)	(5,485)
<b>IAS 17-based net debt</b>	<b>4,890</b>	<b>3,062</b>	<b>12,494</b>
<b>IAS 17-based net debt to EBITDA</b>	<b>0.2x</b>	<b>0.1x</b>	<b>0.5x</b>

Current loans and borrowings decreased by RUB 2.7 billion from the beginning of the year to RUB 6.4 billion, reflecting the Group's focus on deleveraging amid elevated interest rates, with non-current loans and borrowings down to RUB 1.8 billion from RUB 3.4 billion at the start of the year. **Total loans and borrowings** consequently decreased to RUB 8.2 billion from RUB 12.6 billion as of 31 December 2025. **Lease liabilities**, however, increased to RUB 24.8 billion at the end of Q1 2026, compared to RUB 23.6 billion at the beginning of the year, driven by store portfolio expansion, higher rent rates and an increased share of long-term contracts with obligatory renewals, which led to an extension of lease terms and, consequently, higher lease liabilities. As a result, **total loans, borrowings and lease liabilities** amounted to RUB 33.0 billion, an overall decrease of 8.7% since the beginning of 2026.

The Company's **net debt** (IAS 17) stood at RUB 4.9 billion as of 31 March 2026, compared to RUB 3.1 billion as of 31 December 2025. The **net debt to EBITDA ratio** remained at a conservative 0.2x, versus 0.1x at the end of 2025.

<sup>9</sup> Here and hereinafter, the calculation of net debt / (net cash) to EBITDA is based on EBITDA for the last 12 months

## Statement of cash flows highlights

RUB million	Q1 2026	Q1 2025
Profit before tax	309	2,393
Cash from operating activities before changes in working capital	7,724	7,740
Changes in working capital	(1,955)	(264)
<b>Net cash generated from operations</b>	<b>5,769</b>	<b>7,476</b>
Net interest paid	(1,157)	(1,415)
Income tax paid	(1,473)	(1,508)
<b>Net cash flows from operating activities</b>	<b>3,139</b>	<b>4,553</b>
<b>Net cash flows used in investing activities</b>	<b>(1,571)</b>	<b>(2,078)</b>
<b>Net cash flows used in financing activities</b>	<b>(7,713)</b>	<b>(6,756)</b>
Effect of exchange rate fluctuations on cash and cash equivalents	(7)	(148)
<b>Net decrease in cash and cash equivalents</b>	<b>(6,152)</b>	<b>(4,429)</b>

**Net trade working capital**<sup>10</sup> stood at RUB 23.9 billion (7.6% of revenue)<sup>11</sup> as of 31 March 2026, compared to RUB 22.6 billion (7.2% of revenue) as of 31 December 2025, mainly due to decreased payables.

**CAPEX** amounted to RUB 1.6 billion (2.2% of revenue), compared with RUB 2.1 billion (2.9% of revenue) in Q1 2025, and was focused predominantly on new store openings, IT, renovations and other investments.

<sup>10</sup> Net trade working capital is calculated as inventories plus receivables and other financial assets minus payables and other financial liabilities

<sup>11</sup> The calculation of the percentage of net trade working capital in revenue is based on revenue for the last 12 months

## ABOUT THE COMPANY

PJSC Fix Price (MOEX: FIXR), one of the world's leading variety value retailers and the largest in Russia, offers a wide and constantly updated assortment of non-food goods – including personal care and household products – as well as food items, all at low fixed price points.

As of 31 March 2026, PJSC Fix Price was operating 7,912 stores across Russia and other countries, each carrying approximately 2,000 SKUs in around 20 product categories. Fix Price offers a mix of its own private-label products, major brands, and items from smaller local suppliers. As of 31 March 2026, the Company was operating 12 DCs covering 81 regions of Russia and 7 other countries.

In 2025, the Company recorded revenue of RUB 313.3 billion, EBITDA of RUB 38.8 billion and net profit of RUB 11.2 billion, in accordance with IFRS.

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