

## Major transactions

During the reporting year, there were no transactions that are recognised as major transactions in accordance with the Federal Law On Joint-Stock Companies.

## Related party transactions

During the reporting year, there were no transactions that are recognised as related party transactions in accordance with the Federal Law On Joint-Stock Companies.

## Glossary

**Average ticket** is the average ticket amount calculated by dividing total sales at all stores during the relevant period by the number of tickets in that period.

**CAPEX (capital expenditures)** are funds used by a company to buy, maintain, or improve its fixed assets, such as buildings, vehicles, equipment, or land.

**Cloud-based technologies** are a means of offering computer system resources as an online service.

**CPI (Consumer Price Index)** is a price index that measures changes in the price level of a weighted average market basket of consumer goods and services for a certain period of time.

**CSI (Customer Satisfaction Index)** is a metric that reflects the overall customer satisfaction with products, services, customer experience, and interaction with the company.

**Custodian** is a financial agent (usually bank) that holds a customer's securities for safekeeping.

**Dark store** is a warehouse store that is used for picking and fulfilling online orders and is not available to customers.

**Discounter** is a store that sells products at less than market average prices.

**Distribution** is the process of making products available across a chain of stores and setting up sales and relevant services.

**Drogerie** is a retail store selling beauty, hygiene and household related products as well as certain non-prescription medications.

**E-commerce** is the buying and selling of goods and services over the Internet.

**End-to-end (E2E) process** is a process that takes a service from its beginning to its end, delivering a complete functional solution.

**LFL (like-for-like)** is the method of comparing current year sales figures to prior year's sales figures excluding the expansion effect.

**Merchant acquiring** is a means of collecting card-based payments for goods and services using POS terminals.

**Net debt** is a liquidity metric used to determine how well a company can pay all of its debts if they were due immediately.

**Platon Electronic Toll Collection (ETC) system** is a Russian electronic toll collection system which collects tolls from trucks over 12 tonnes, with the proceedings going to a federal fund for road maintenance.

**Private label** is a brand owned not by a manufacturer or producer but by a retailer or supplier, who gets its goods made by a contract manufacturer under its own label.

**Real disposable income (RDI)** is the post-tax and benefit income available to households after an adjustment has been made for price changes.

**Real GDP** is an inflation-adjusted measure that reflects the value of all goods and services produced by an economy.

**Real wage** is the amount of goods and services that can be bought with a nominal wage; basically the purchasing power of a nominal wage.

**Regulatory Sandbox Regime (RSR)** is cancellation of the general regulatory regime and introduction of special rules and regulations within a pre-defined territory as a way to pilot test new technologies and innovations.

**Sales density** is the revenue generated for a given area of sales space, presented as a monetary value per square metre.

**Selling space** is the area inside stores used to sell products, excluding areas rented out to third parties, own-production areas, storage areas and the space between store entry and the cash desk line.

**SKU (stock keeping unit)** is a number assigned to a particular product to identify the price, product options and manufacturer of the merchandise.

**Sustainable development** is the development that meets the needs of the present without compromising the ability of future generations to meet their own needs.

**Traffic** is the number of tickets issued for a specific period.