

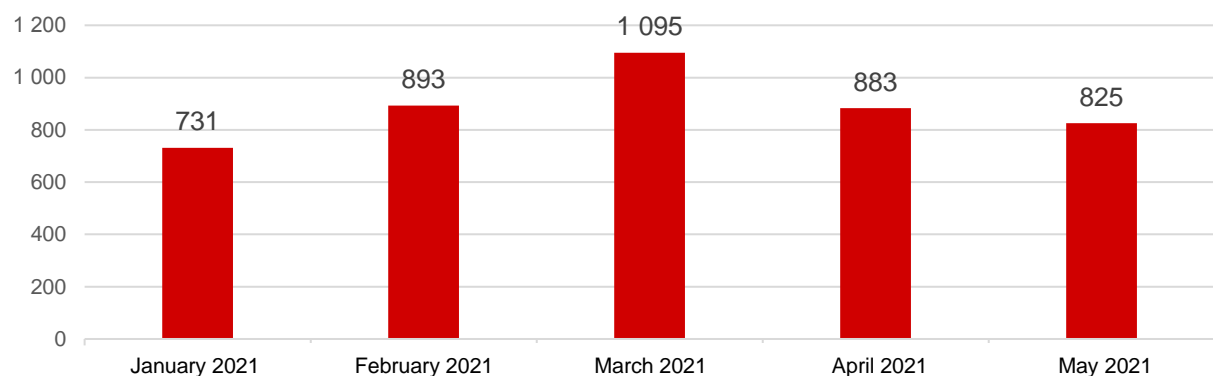
IN MAY, LFL SALES OF HOUSEHOLD GOODS SOARED 1.6 TIMES

29 June 2021, Novosibirsk, Russia: OR GROUP (MOEX: ORUP/ here in after the «Company» or ORG PJSC, together with its subsidiary and dependent companies the «Group»), is a modern selling platform which comprises the westfalika.ru marketplace, an ecosystem of services and a network of 824¹ selling and service points in 331 cities and towns of Russia, presents its preliminary operating results for May 2021.

KEY OPERATING HIGHLIGHTS OF MAY 2021:

- Gross merchandise value (GMV)² of OR GROUP in May 2021 amounted to RUB 825 mln.
- Unaudited revenue for May 2021 amounted to RUB 732 mln.
- In May 2021, the revenue of the westfalika.ru selling platform (sales of private-label goods and partner products (marketplace) in the retail network and on the westfalika.ru online platform) made up RUB 327 mln.
 - Including the westfalika.ru marketplace revenue which amounted to RUB 126 mln (39% of the westfalika.ru selling platform revenue). The number of marketplace partners at the end of May exceeded 1,000 companies
- In May 2021, wholesale revenue amounted to RUB 213 mln.
- In May 2021, online sales were RUB 55 mln. The share of online sales in the westfalika.ru selling platform revenue at the end of May 2021 amounted to 16.9%.
- In May 2021 more than 189 thousand parcels were issued.
- The revenue from cash loans amounted to RUB 192 mln. At the end of May, the portfolio on cash loans reached RUB 3.059 bln. The average loan amount in May slightly decreased to RUB 22,311.

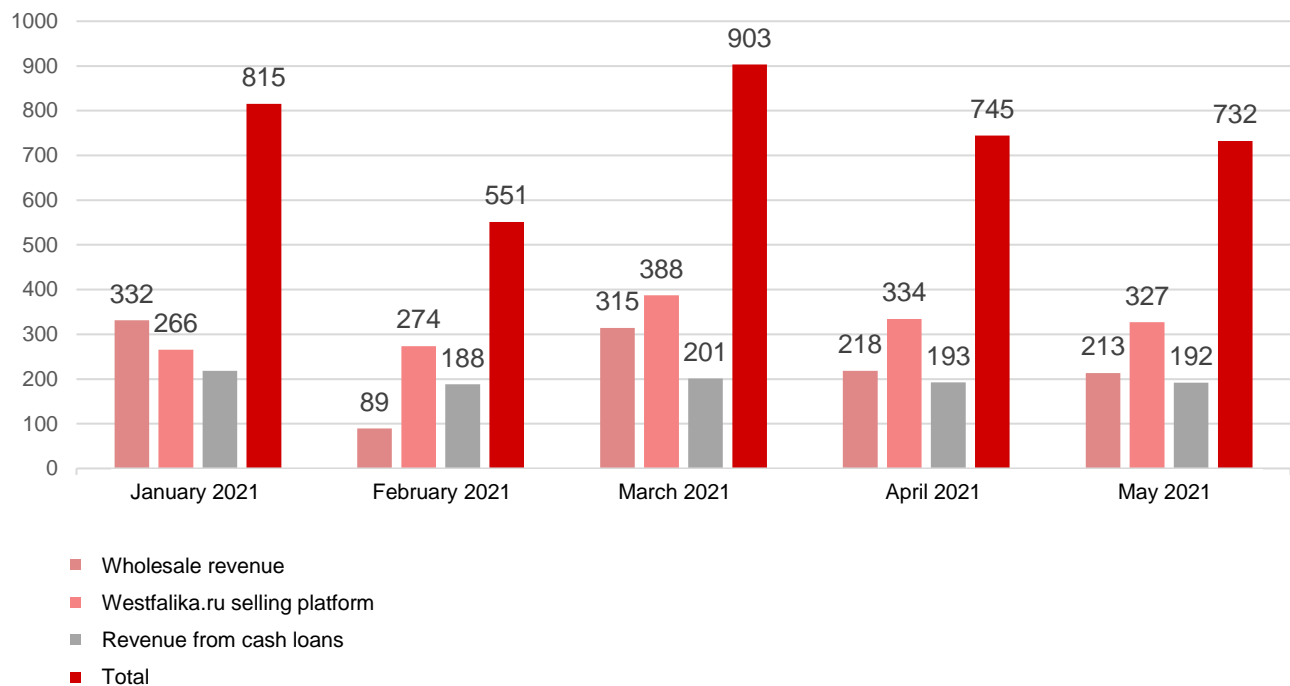
Monthly GMV of OR GROUP, RUB mln



¹ As of 29.06.2021.

² The gross merchandise value (GMV) is the total value of goods and orders sold via the OR Group selling platform, as well as VAT, instalment commission, the service turnover and other commission income.

Monthly unaudited revenue of OR GROUP, RUB mln



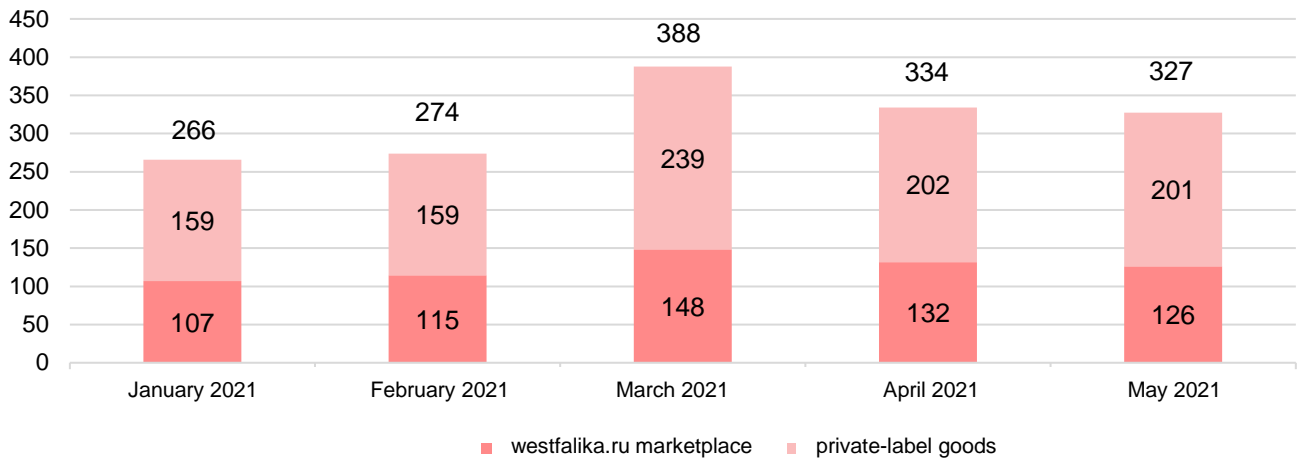
OR GROUP continues to develop its marketplace and online sales. In May 2021, the Company sold 260 thousand partners' products. Total, since the start of westfalika.ru marketplace operation, more than 3.5 mln products have been sold. The Company is observing a growing demand for sportswear that appeared on the marketplace last year, for hosiery and other products related to the casual style. The Group is planning further expansion of the stock, taking into account customers' preferences and the introduction of the top requested product categories involving new suppliers in the marketplace project. Household products are still one of the quickest growing product categories: in May, like-for-like sales in this group increased by 63% as compared to the same period in 2020.

OR GROUP facilitates cooperation with other e-commerce websites for selling products under its private labels. In May, the Company started dealing with the leading marketplace, OZON, using the FBS (fulfilment by the seller) system. Now, the available stock from Westfalika stores in Novosibirsk is automatically loaded to the marketplace. The Group plans to connect outlets from other regions to the project during the summer. Cooperation will allow the Company to attract new customers, expand the sales geography and enhance online sales. At the end of May 2021, the share of online sales in the Westfalika platform revenue increased to 16.9% compared with 11.3% in May 2020, with the sales volume reaching RUB 55 mln.

In May, OR GROUP had a 1.7 increase in the partner pickup points at sales outlets compared with the same period in 2020 – up to 3007 pickup points³ and issued 189 thousand parcels. In May, the traffic of clients who come to get partners' online orders made up 13.7% of the total traffic in stores. At present the Company has 16 partners, leading logistic operators and e-commerce marketplaces.

³ There may be several partner pickup points in one sales outlet.

Changes and structure of westfalika.ru selling platform revenue, RUB mln



Demand in Company's financial services remains high: as of the end of May, the Company's cash loan portfolio made up RUB 3.059 bln, having grown by 21% compared to the same period in 2020. In May, the volume of cash loan issuing increased by 13%, up to RUB 317 mln. The total amount of the instalment contracts soared 1.5 times to RUB 191 mln due to the low base effect: in May 2020, Company's retail stores were partially closed, and customers who use instalments prefer purchases in sales outlets.

The regular customers' database of OR GROUP continues growing as well. Over the 12 months, the number of Arifmetika loyalty program increased by 9%, up to 2.901 mln people as compared with 2.662 mln participants as of the end of May 2020. 62.6% of purchases in May 2021 were made using loyalty cards.

The Group carries out a strategy aimed at easing its debt burden. In May, OR GROUP announced the debt relief on preferential loans extended by VTB Bank to the Group members, OR LLC and OBUV ROSSII LLC, for RUB 324 mln. Credits were provided to the Company as a systemic company within the programme intended for the support of sectors hardest hit by the COVID-19 pandemic.

COMPANY PROFILE:

OR GROUP (MOEX: ORUP), a modern selling platform comprising the westfalika.ru marketplace, an ecosystem of services and a network of retail and service outlets under the Westfalika brand, which has 824⁴ outlets in 331 cities and towns of Russia.

In October 2017, OR GROUP raised RUB 5.9 bln during an IPO on the Moscow Exchange; ORG PJSC is the issuer.

In June 2021, the Expert RA rating agency confirmed a credit rating of OR GROUP at the ruBBB level and raised the rating forecast from «developing» to «stable».

In 2020, revenue amounted to RUB 10.8 bln, net profit was RUB 0.6 bln and EBITDA was RUB 2.3 bln (according to the Group's audited financial results under IFRS).

Additional information:

Media contacts:

Natalia Pauli,
PR Director of OR GROUP
+7 913 750-81-37
n.pauli@orgroup.ru

Contacts for investors:

Kirill Streblyansky,
Director for Capital Markets,
OR GROUP
+7 383 280-80-21
k.streblyanskiy@obuvrus.ru

Group's web-site: www.orgroup.ru

Marketplace: www.westfalika.ru

Telegram-channel: <https://t.me/obuvrossii>

Web-platform for suppliers:
www.продаем.рф