



Mail.ru Group and Sberbank joint venture acquired controlling stake in Samokat e-grocery service

- **The share of the JV in the service is 75.6%**
- **Samokat will be integrated into Mail.ru Group and Sberbank ecosystems**

May 21, 2020. The joint venture between Mail.ru Group and Sberbank focused on transportation and food closed the acquisition of the controlling stake in Samokat, the grocery and home goods express delivery service.

After purchasing the share of the project's financial investors and receiving approval from corporate and regulatory bodies, including Russia's Federal Antimonopoly Service, the share of the JV in the service amounts to 75.6%. The company's founders and management remain its co-owners with minority stakes.

Samokat will be integrated into the ecosystems of Mail.ru Group and Sberbank. Samokat team will have access to its partners' tech and operational know-how, as well as the expertise of the other businesses of the joint platform.

A number of integrations have already been implemented: for example, users from Moscow, Moscow Region and St. Petersburg can use Delivery Club app to place an order for groceries and household goods delivery with Samokat.

Boris Dobrodeev, Mail.ru Group CEO:

"Samokat had been growing at a fast pace of 30% monthly even before the self-isolation regime was introduced in Moscow and St. Petersburg. The purchase is fully in line with our strategy to meet all people's food-related needs. Now Samokat has become a vital service, and the team is doing everything to ensure that people can quickly order and get the necessary goods without leaving home. At the same time, we are confident that the habit of ordering quick grocery delivery will remain with us even after all restrictions have been removed".

Lev Khasis, First Deputy Chairman of the Executive Board of Sberbank:

"Since its inception in 2018, Samokat's business model has proven its high efficiency. Today, Samokat processes over 40,000 orders daily, delivering orders within 15 to 20 minutes on average and being a market leader in the express delivery of food. Amid the pandemic and millions of people being forced to self-isolate and stay in quarantine the number of Samokat customers has grown dramatically and the Company is striving to

prove they were right placing their trust in it while supporting the high quality of its services despite the rapidly climbing demand.”

Samokat delivers groceries and basic consumer goods within 15-30 minutes. The service’s network currently comprises 168 ‘dark stores’, or warehouses in Moscow and St. Petersburg, the range of goods exceeds 2,500 units. The service delivers around 40,000 orders daily and the average check has shown 30 % increase during the last month. Delivery is free for customers.

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Mail.ru Group

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About Mail.ru Group

Mail.ru Group (MAIL, listed since November 5, 2010) is the largest internet business in Russia in terms of total daily audience (Mediascope WEB-Index Desktop&Mobile, Russia 0+, population aged 12+, February 2020).

Mail.ru Group is developing the leading domestic internet communications and entertainment platform. The company owns Russia’s two largest Russian language social networks, VKontakte (VK) and Odnoklassniki (OK), leading email service, one of Russia’s largest internet portals (Mail.ru), and four instant messaging services. The company also holds the international gaming brand MY.GAMES, with a portfolio of hundreds of popular games for a range of platforms and over 605 million users worldwide. In 2019, Mail.ru Group Tech Lab was launched with a primary focus on technology and innovation development.

Mail.ru Group is a shareholder of AliExpress Russia JV along with Alibaba Group, MegaFon and Russian Direct Investment Fund. The company partners with Sberbank to jointly develop O2O service platform targeting food delivery and transportation markets.

Sberbank

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Sberbank is Russia's largest bank and a leading global financial institution. Sberbank holds almost one third of aggregate Russian banking sector assets, it is the key lender to the national economy and the biggest deposit taker in Russia. The Central Bank of the Russian Federation is the founder and principal shareholder of Sberbank owning 50% of the bank's authorised capital plus one voting share, with the remaining 50% held by domestic and international investors. Sberbank has customers in 18 countries. Sberbank has the largest distribution network in Russia with about 14,000 branches, and its international operations include the UK, US, CIS, Central and Eastern Europe, India, China, and other countries.

The bank holds general banking licence No. 1481 issued by the Bank of Russia.

Official websites of the Bank: www.sberbank.com (Sberbank Group website), www.sberbank.ru.