

Press release

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## O`KEY GROUP REPORTS NET RETAIL REVENUE FOR Q3 2025

O`KEY Group S.A. (MOEX, AIX: OKEY, the “Group” or the “Company”), one of Russia’s leading food retailers, has announced its unaudited operating results for the third quarter (Q3) and the nine months (9M) of 2025.

All materials published by the Group are available on its website at [www.okeygroup.ru](http://www.okeygroup.ru).

### Q3 2025 operating highlights

- Group net retail revenue<sup>1</sup> increased by 2.0% YoY to RUB 52.0 bn, driven by DA! chain net retail revenue growth.
- O`KEY hypermarkets’ net retail revenue declined by 2.7% YoY to RUB 32.4 bn, reflecting a closure of one hypermarket and a decrease in LFL net retail revenue of the segment.
- DA! discounters’ net retail revenue rose by 10.6% YoY to RUB 19.6 bn, led by a 7.8% LFL net retail revenue increase supported by selling space growth.
- DA! discounters’ share of Group revenue increased by 2.9 pps YoY to 37.7%.

### 9M 2025 operating highlights

- Group net retail revenue increased by 3.2% YoY to RUB 160.5 bn.
- Net retail revenue for O`KEY hypermarkets amounted at RUB 101.8 bn.
- DA! discounters’ net retail revenue rose by 11.0% YoY to RUB 58.7 bn, driven by an 8.7% LFL revenue growth as well as by the chain’s expansion.
- DA! discounters’ share of Group revenue for 9M 2025 reached 36.6%.

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<sup>1</sup> Hereinafter, net retail revenue, LFL net retail revenue, and the average ticket metrics are provided net of VAT.

## Group operating review

### Group Net Retail Revenue in Q3 and 9M 2025

Net Retail Revenue, RUB mln (excl. VAT)	Q3 2025	Q3 2024	YoY, %	9M 2025	9M 2024	YoY, %
<b>O'KEY Group</b>	<b>52,006</b>	<b>51,009</b>	<b>2.0%</b>	<b>160,512</b>	<b>155,576</b>	<b>3.2%</b>
O'KEY hypermarkets	32,404	33,287	(2.7%)	101,793	102,670	(0.9%)
DA! discounters	19,601	17,722	10.6%	58,719	52,907	11.0%

### Group Net Retail Revenue Dynamics in Q3 and 9M 2025

Net Retail Revenue, %	Q3 2025 vs Q3 2024			9M 2025 vs 9M 2024		
	Net retail revenue	Traffic	Average ticket	Net retail revenue	Traffic	Average ticket
<b>O'KEY Group</b>	<b>2.0%</b>	<b>(3.6%)</b>	<b>5.7%</b>	<b>3.2%</b>	<b>(2.9%)</b>	<b>6.3%</b>
O'KEY hypermarkets	(2.7%)	(6.4%)	4.0%	(0.9%)	(6.0%)	5.4%
DA! discounters	10.6%	(0.6%)	11.2%	11.0%	0.5%	10.5%

### Group LFL Net Retail Revenue Dynamics in Q3 and 9M 2025

LFL Net Retail Revenue, %	Q3 2025 vs Q3 2024			9M 2025 vs 9M 2024		
	LFL net retail revenue	LFL traffic	LFL average ticket	LFL net retail revenue	LFL traffic	LFL average ticket
<b>O'KEY Group</b>	<b>1.1%</b>	<b>(4.3%)</b>	<b>5.7%</b>	<b>2.5%</b>	<b>(3.6%)</b>	<b>6.3%</b>
O'KEY hypermarkets	(2.4%)	(6.0%)	3.9%	(0.8%)	(5.8%)	5.4%
DA! discounters	7.8%	(2.5%)	10.5%	8.7%	(1.0%)	10.0%

Note: Q3 2025 LFL metrics are calculated based on 76 O'KEY hypermarkets (as of the end of Q3 2025) and 216 DA! discounters.

In Q3 2025, Group net retail revenue increased by 2.0% YoY to RUB 52,006 mln. The growth came primarily from DA! discounters' LFL net retail revenue increase, as well as the chain's expansion.

Group net retail revenue for 9M 2025 increased by 3.2% YoY to RUB 160,512 mln.

O'KEY hypermarkets' net retail revenue declined by 2.7% YoY to RUB 32,404 mln in Q3 2025, primarily due to a 2.4% drop in LFL net retail revenue and the closure of one hypermarket.

For 9M 2025, O'KEY hypermarkets' net retail revenue slipped by 0.9% YoY to RUB 101,793 mln.

In Q3 2025, DA! discounters' net retail revenue rose by 10.6% YoY to RUB 19,601 mln, driven by a 7.8% LFL net retail revenue growth and new store openings.

For 9M 2025, DA! discounters' net retail revenue grew by 11.0% YoY to 58,719 mln. DA! discounters' share of Group net retail revenue reached 37.7% in Q3 2025.

## Group Stores and Selling Space in 9M 2025

Stores and Selling Space	9M 2025	9M 2024	Net change	Change, %
<b>Number of stores, EoP</b>	<b>303</b>	<b>296</b>	<b>7</b>	<b>2.4%</b>
O'KEY hypermarkets	76	77	(1)	(1.3%)
DA! discounters	227	219	8	3.7%
<b>Total selling space (sq m), EoP</b>	<b>658,890</b>	<b>659,973</b>	<b>(1,083)</b>	<b>(0.2%)</b>
O'KEY hypermarkets	505,779	512,329	(6,550)	(1.3%)
DA! discounters	153,111	147,644	5,467	3.7%

In Q3 2025, the Group opened one DA! discounter and closed one O'KEY hypermarket in Nizhny Novgorod and, as of 30 September 2025, operated 76 O'KEY hypermarkets and 227 DA! discounters with a total selling space of 658,890 sq m.

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## ABOUT O'KEY GROUP

O'KEY Group S.A. (AIX, MOEX: OKEY) is one of the leading grocery retailers in Russia, operating hypermarkets under the O'KEY brand and discounters under the DA! brand.

As of 30 September 2025, the Group operated 303 stores across Russia (76 hypermarkets and 227 discounters) with a total selling space of 658,890 sq m. O'KEY opened its first hypermarket in St Petersburg in 2002 and has since demonstrated continuous growth. It was the first Russian food retailer to launch e-commerce operations offering a full range of hypermarket products for home delivery. The Group operates e-commerce pick-up and delivery points in O'KEY hypermarkets across the regions of O'KEY presence. In 2015, we launched the first discount chain in Russia under the DA! brand. The Group operates five distribution centres in Russia – three in Moscow and two in St Petersburg – and employs over 19,000 people.

In 2024, the Group's revenue amounted to RUB 219.4 bn, and EBITDA reached RUB 20.5 bn.

The O'KEY Group shareholder structure is as follows: NISEMAX Co Ltd and its beneficial owners – 49.11%; GSU Ltd – 34.14%; free-float and other holders – 16.75%.

## DISCLAIMER

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