

Business model

GRI 2-6 FB-FR-000.C

Focus on caring for our customers

Our stakeholders

 Customers ~17 million customers daily	 Employees 357.2 thous. employees ¹	 Suppliers >5 thous. of suppliers
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Magnit's strategic sustainability framework establishes an ambitious goal to integrate sustainability principles into all aspects of the Company's operations and processes in five key areas.

Employer No. 1 in the industry 	Leadership in reducing environmental impact 	Building a completely responsible supply chain 	Positive impact on the quality of life in the country 	Improving the quality of life of consumers and local communities
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 Shareholders ~300 thous. investors	 Government and regulators The Company builds relations with executive and legislative authorities at the federal and regional level in accordance with the legislation requirements and as industry leading expert	 Local communities Magnit strives to integrate sustainability principles into all aspects of its business
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Our advantages

Multi-format and omni-channel retail chain

>29 thous. stores, including convenience stores, supermarkets, drogeries, discounters and pharmacies

76.4 million participants in the cross-format loyalty programme

42% of customers visit stores of two or more formats

>12 million MAU of the Magnit mobile application

Recognised for supreme quality and breadth of range

~5,5 thous. private labels

20% share in sales

175 quality control laboratories

3,590 laboratory tests per year



Own production capabilities and private labels

6 agricultural facilities

>50 private labels

14 production facilities

One of Russia's largest logistics chains

1.9 million sq.m of warehouse space

5.7 thous. trucks

45 distribution centres

in 7 federal districts

Value for stakeholders

<p>Caring for our customers</p> <ul style="list-style-type: none"> Adaptation and creation of store formats that meet the needs of customers in specific localities Implementation of CVM tools Development of online sales and delivery services Improving availability of goods by leveraging new technology and communications development <p>RUB 7 billion as discounts received by senior people in 2023</p> <p>1,078 Magnit stores were redesigned in 2023</p>	<p>Rewarding our employees</p> <ul style="list-style-type: none"> Stable wages A comprehensive system of benefits and social support Professional and career growth opportunities for employees at all levels <p>38 hours of training at Magnit Corporate Academy per employee per year</p> <p>81% employee satisfaction</p>	<p>Supplier engagement</p> <ul style="list-style-type: none"> Engaging local suppliers Work of supplier representatives at Magnit offices Special terms of cooperation for farms <p>86 business events for suppliers</p> <p>>2.5 thous. local suppliers</p> <p>>170 partner farms</p>	<p>Delivering returns to our shareholders</p> <ul style="list-style-type: none"> Strict discipline in capital management with a focus on profitability when making investment decisions <p>42% ROI</p> <p>RUB 42 billion amount of dividends declared in 2023 and paid after the reporting date</p>	<p>Economic contribution</p> <ul style="list-style-type: none"> Supporting social and economic development in the regions of operation Hosting regional procurement sessions Making timely tax payments <p>RUB 172 billion taxes paid in 2023</p>	<p>Supporting local communities</p> <ul style="list-style-type: none"> New jobs Social and charitable programmes in the regions where we operate Mitigation of environmental impact <p>RUB 598.5 million invested in social and charity projects</p> <p>1,530 tonnes of products – volume of in-kind donations</p> <p>31% CO₂ emission reduction against 2019</p>
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¹ Without data on Magnit Market LLC (formerly KazanExpress LLC). For more information about the reporting boundaries, see the section "About the Report". With Magnit Market LLC, the number of employees is 361 thousand.