

Orwak gains long-term contract with X5 - Russia's largest food retailer

Orwak AB has recently via Proshop, its sister company and Russian distributor, entered into a new three-year supply agreement for balers with X5 Retail Group (X5), Russia's largest food retailer. The contract entails roll-out of approximately 8 000 balers to the chain's stores in this period of time.

X5 has displayed strong expansion and today, the chain operates more than 16 000 stores in Russia. With great promise for long-term development, it aims to lead the development of modern food retail format across the country.

X5 has been a loyal customer for several years and when signing the three-year supply agreement in 2017, it was the biggest business deal in Orwak's history. The new long-term contract confirms the commitment and reinforces the strong business relation.

Tomas Johansson, Sales & Marketing Director at Orwak, comments:

"We highly appreciate the confidence in us and value the long-term commitment. It is a very important business deal, which ensures a high production volume in our factory and strengthens the Orwak brand and market position in Russia."

Orwak: Orwak is a world leader in compaction and baling solutions and offers an innovative range of products that promotes sorting at source and make waste management more profitable. Orwak is headquartered in Sweden and is present in approximately 40 countries through subsidiaries and distributors. www.orwak.com

X5 Retail Group: X5 Retail Group, the leading Russian food retailer, creates, develops and actively manages a portfolio of retail formats with distinct value propositions and brands that together target all categories of Russian customers. X5 Retail Group is a large business with a sustainable track record of more than 20 years and today the chain is present in 7 of the 8 federal districts in Russia. In 2019, the stores received over 5.2 billion customer visits and the revenue amounted to 1734 billion RUB (approx. 19.5 billion EUR). <https://www.x5.ru/en>