

## **Biggest business deal in Orwak's history**

Orwak AB has recently, via its Russian distributor Proshop, entered the biggest contract in the company's history. It is a three-year supply agreement for balers signed with X5 Retail, the second largest and expanding Russian supermarket chain. The contract encompasses roll-out of Orwak compaction equipment to all new stores, which X5 Retail opens, in this period of time. Today, the chain operates 10,000 stores in Russia and a continued strong development is expected in the coming years.

X5 Retail has been a good customer for several years and 10,000 Orwak balers have so far been delivered to the stores. The new long-term contract confirms the commitment and an even stronger business relation.

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

"It is a very significant 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](http://www.orwak.com)*

*X5 Retail: X5 Retail Group, a 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 is a large business with a sustainable track record of more than 20 years. In 2016 the chain served more than 3 billion customers and the revenue amounted to 1033.7 billion RUB (approx. 15 billion EUR). <https://www.x5.ru/en>*