



PIK FY2021 Trading Update

MOSCOW, 18 January 2022 - PIK released today its trading update for the twelve months ended December 31, 2021 (FY2021).

2021 key operational highlights:

- Total cash collections **increased by 39%** year-on-year to **RUB 516 billion**, compared to RUB 371 billion in 2020:
 - Cash collections from construction services, fee-development and other operations **increased by 75%** year-on-year and amounted to **RUB 169 billion**, which represented **33%** of total cash collections.
 - Cash collections to the escrow accounts **increased more than 2.5 times** to **RUB 192 billion**
- Value of new contract sales **increased by 33%** year-on-year to **RUB 451 billion** (2 537 th sqm) compared to RUB 341 billion (2 355 th sqm) in 2020, including:
 - Fee-development business segment of **RUB 96 billion** (430 th sqm), up **2 times** compared to 2020.
- Sales on the secondary real estate market through KVARTA platform amounted to **RUB 21.1 billion** (113 th sqm)
- In 2021, PIK put on sale:
 - **22 new projects** compared to 18 new projects in 2020.
 - **152 new buildings** compared to 92 new buildings 2020.
 - Total area launched to the market **increased by 41%** and amounted to **2 885 th sqm** (2 042 th sq m in 2020).
- Completions **increased by 25%** and amounted to **3 036 th sqm** (2 425 th sqm in 2020).
- Share of mortgage sales reached **76%** in 2021.

Table 1 – New contract sales

	4Q2020	4Q2021	Change, %	2020	2021	Change, %
New contract sales, th sqm	722	705	-2.4%	2 085	2 107	1.1%
New contracts sales (fee-development), th sqm	129	138	7.0%	270	430	59.3%
Total, th sqm	851	843	-0.9%	2 355	2 537	7.7%
Value of new contract sales, RUB million	107 434	124 333	15.7%	292 186	354 725	21.4%
Value of new contract sales (fee-development), RUB million	24 413	32 014	31.1%	48 358	96 368	99.3%
Total, RUB million	131 847	156 347	18.6%	340 544	451 093	32.5%

Table 2 – New contract sales by region (including fee-development in Moscow)

Thousand sqm	4Q2020	4Q2021	Change, %	2020	2021	Change, %
Moscow	479	525	9.6%	1 252	1 527	22.0%
Moscow region	281	211	-24.9%	819	687	-16.1%
St. Petersburg	30	41	36.7%	77	103	33.8%
Other regions	61	66	8.2%	207	220	6.3%
Total	851	843	-0.9%	2 355	2 537	7.7%

Table 3 – Value of new contract sales by region (including fee-development in Moscow)

RUB million.	4Q2020	4Q2021	Change, %	2020	2021	Change, %
Moscow	89 026	112 652	26.5%	220 939	320 449	45.0%
Moscow region	34 537	31 506	-8.8%	96 952	97 224	0.3%
St. Petersburg	3 248	5 772	77.7%	9 116	14 639	60.6%
Other regions	5 036	6 417	27.4%	13 537	18 781	38.7%
Total	131 847	156 347	18.6%	340 544	451 093	32.5%

Table 4. New contract sales on the secondary real estate market through KVARTA platform

	2021
Th sqm	113
RUB million	21 125

Table 5 – Cash collections

<i>RUB million.</i>	4Q2020	4Q2021	<i>Change, %</i>	2020	2021	<i>Change, %</i>
Total cash collections	142 874	174 157	21.9%	370 837	515 746	39.1%
Cash collections from real estate sales	107 187	105 711	-1.4%	274 764	347 251	26.4%
<i>including:</i>						
<i>Cash collections to the escrow accounts</i>	40 762	68 465	68.0%	77 580	191 504	146.8%
Cash collections from construction services and other operations	35 687	68 446	91.8%	96 073	168 496	75.4%
<i>including:</i>						
<i>Fee-development and construction services</i>	22 038	48 317	119.2%	47 884	107 324	124.1%
<i>Maintenance and grids</i>	9 343	8 602	-7.9%	34 366	32 922	-4.2%
<i>Other</i>	4 306	11 527	167.7%	13 823	28 250	104.4%

Table 5 – New supply

	2020	2021
New sellable area, th sqm	2042	2 885
<i>including:</i>		
PIK projects	1 532	2 342
Fee-development	510	543
Number of projects launched for sale	18	22
<i>including:</i>		
PIK projects	11	19
Fee-development	7	3
Number of buildings launched for sale	92	152
<i>including:</i>		
PIK projects	88	131
Fee-development	4	21

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ABOUT PIK

PIK has been operating in the market since 1994 and specializes in sales of affordable housing. Since its inception, the company has built about 27 million sqm of residential real estate. Since 2007, PIK is present on the stock market. The company adheres to best international standards of corporate governance. By the decisions of the Government of the Russian Federation PIK is included in the list of strategic enterprises of the Russian economy.

Press package: <https://drive.google.com/drive/folders/1GqRY-BL46HIWK53xN2WHDP4I9-B46Hol>

Youtube channel: <https://www.youtube.com/channel/UCIOYT0q47Qyzz1r1KJIIZDw/videos>