

PIK Group

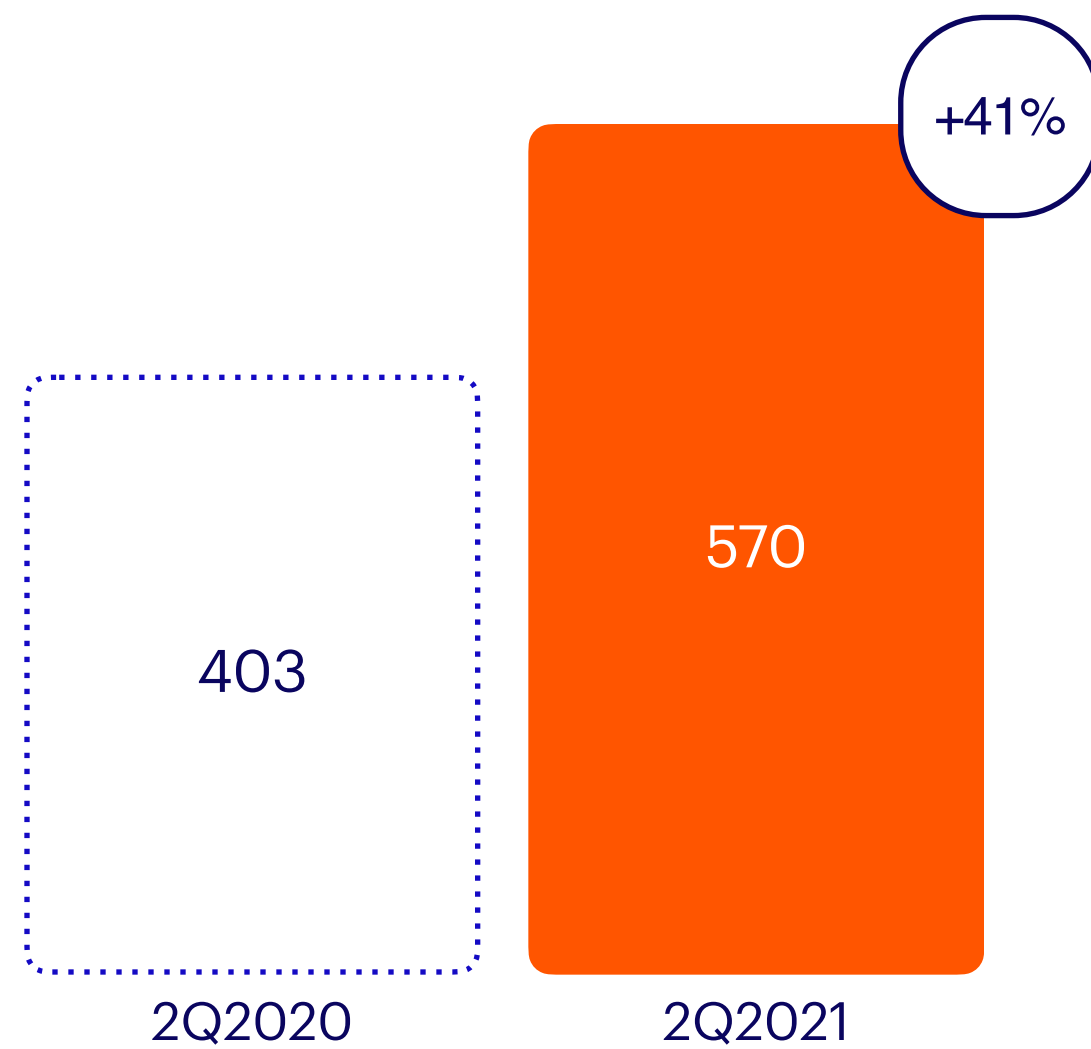
1H2021 operational results

July 2021

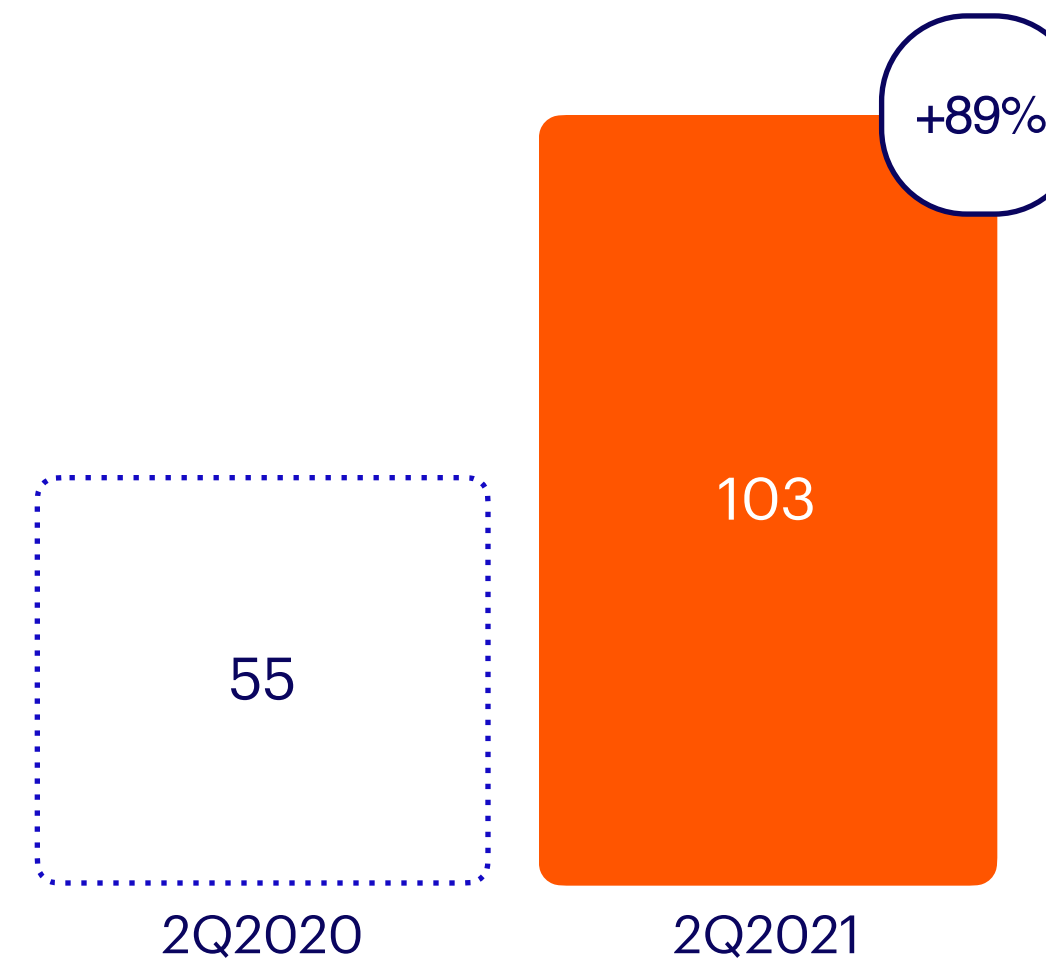
PIK
1

Real estate sales

New contract sales,
th m²



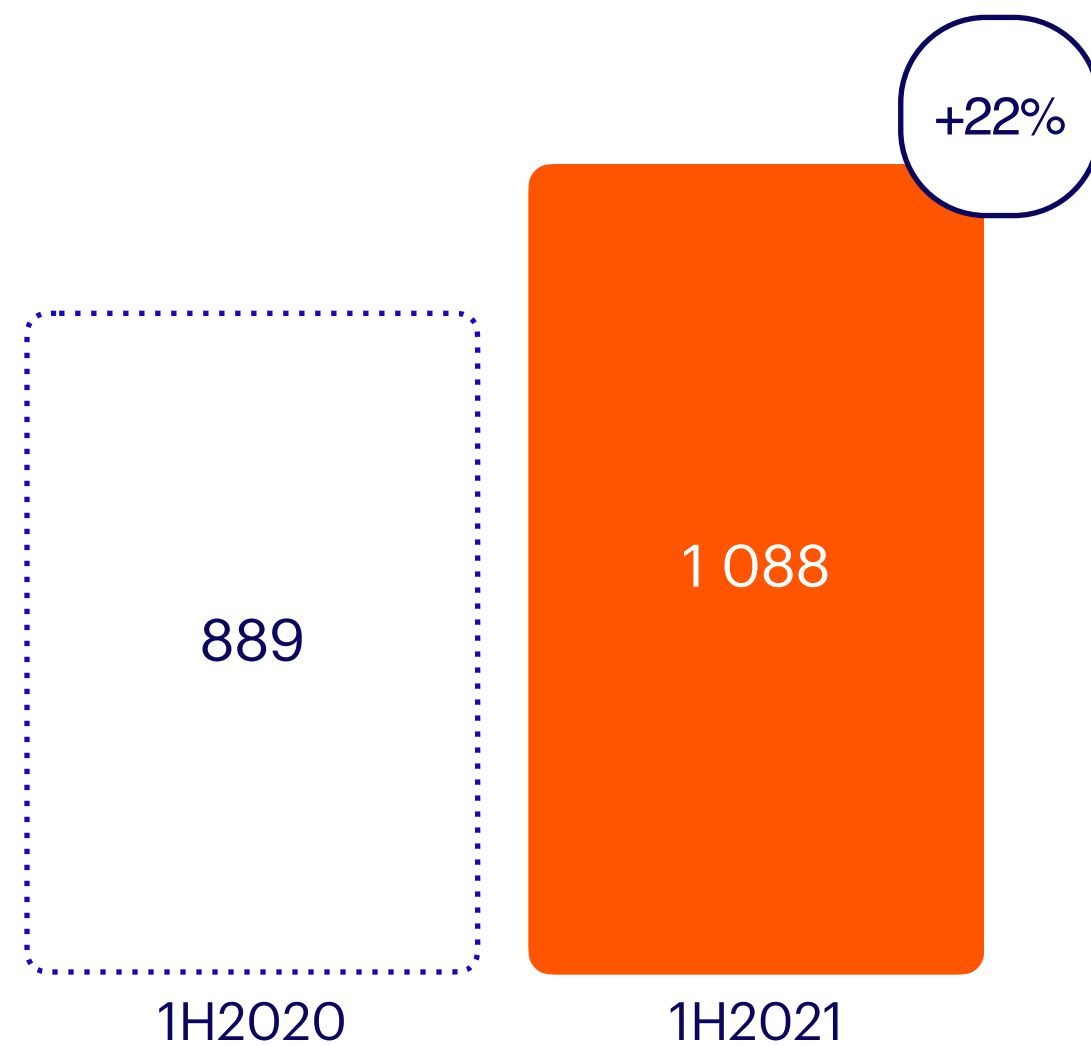
New contract sales,
RUB bn



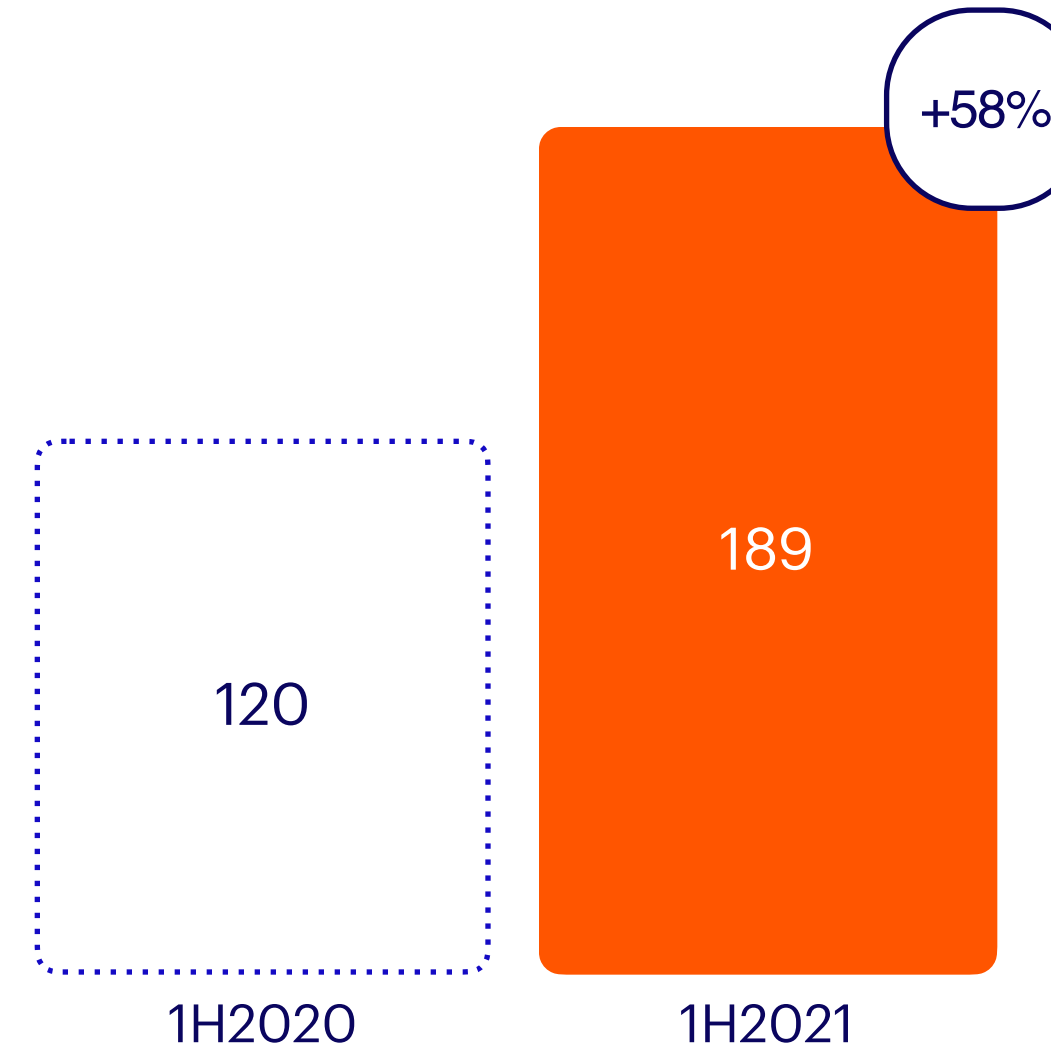
Share of mortgage sales — 79%

Real estate sales

New contract sales,
th m²



New contract sales,
RUB bn

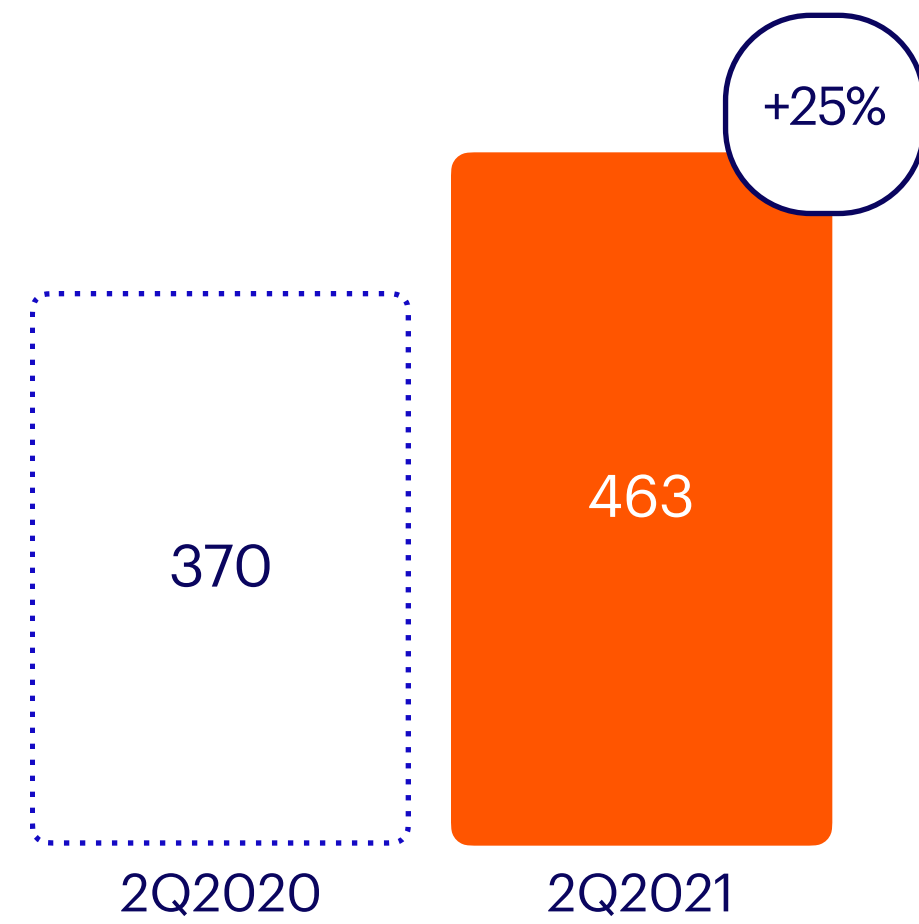


Share of mortgage sales — 79%

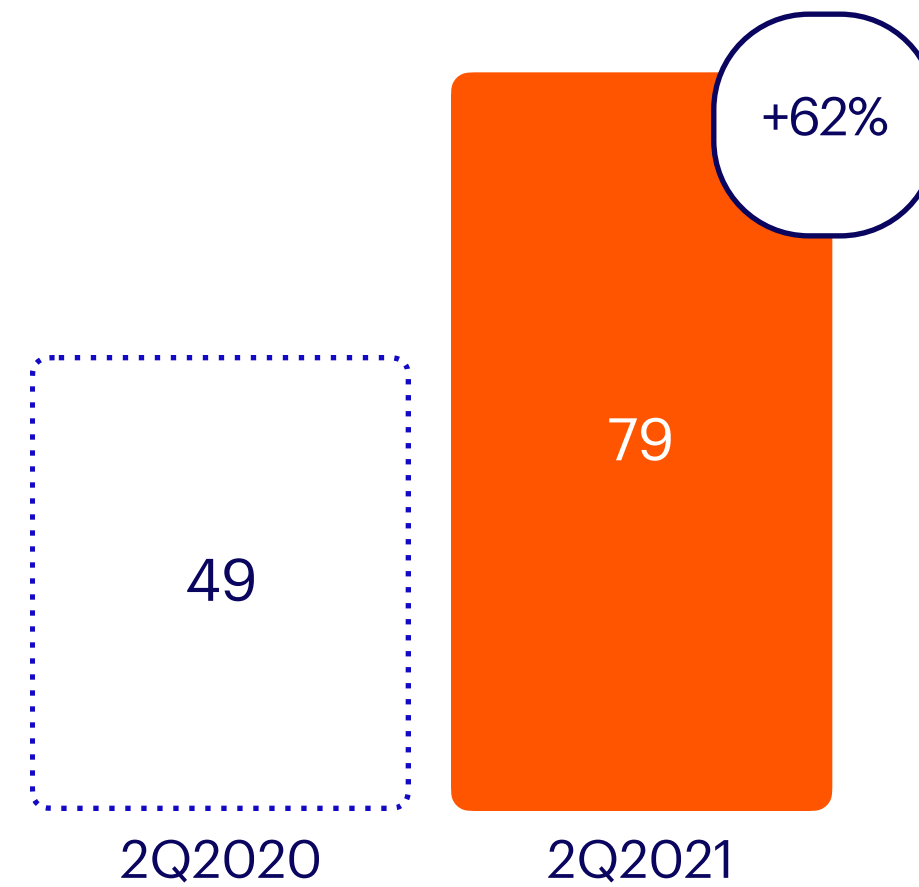
Real estate sales

by segment

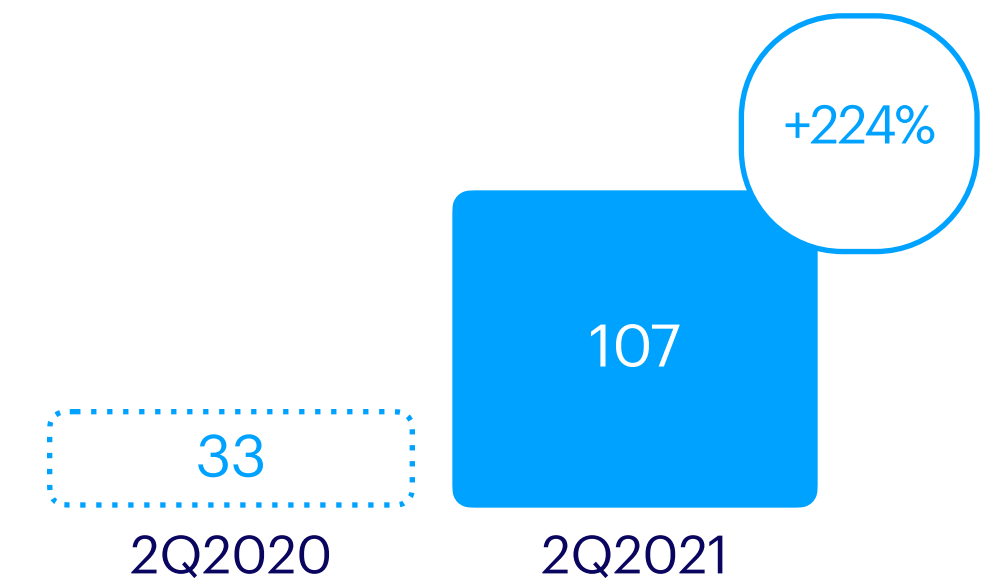
New contract sales, th m²



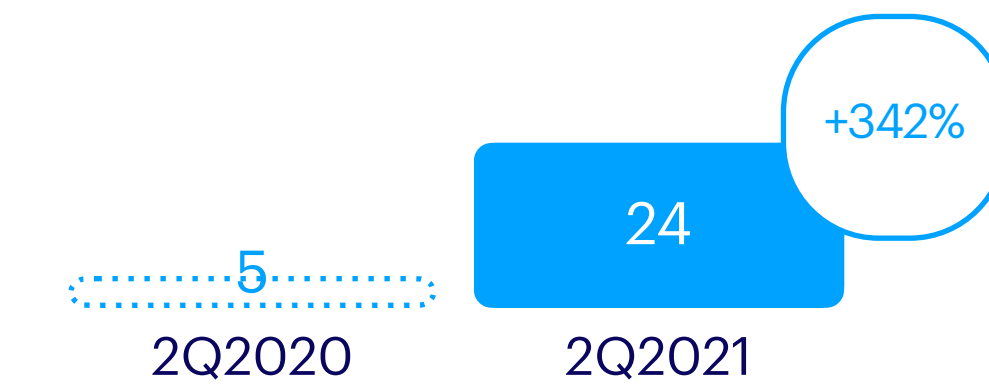
New contract sales, RUB bn



Fee-development, th m²



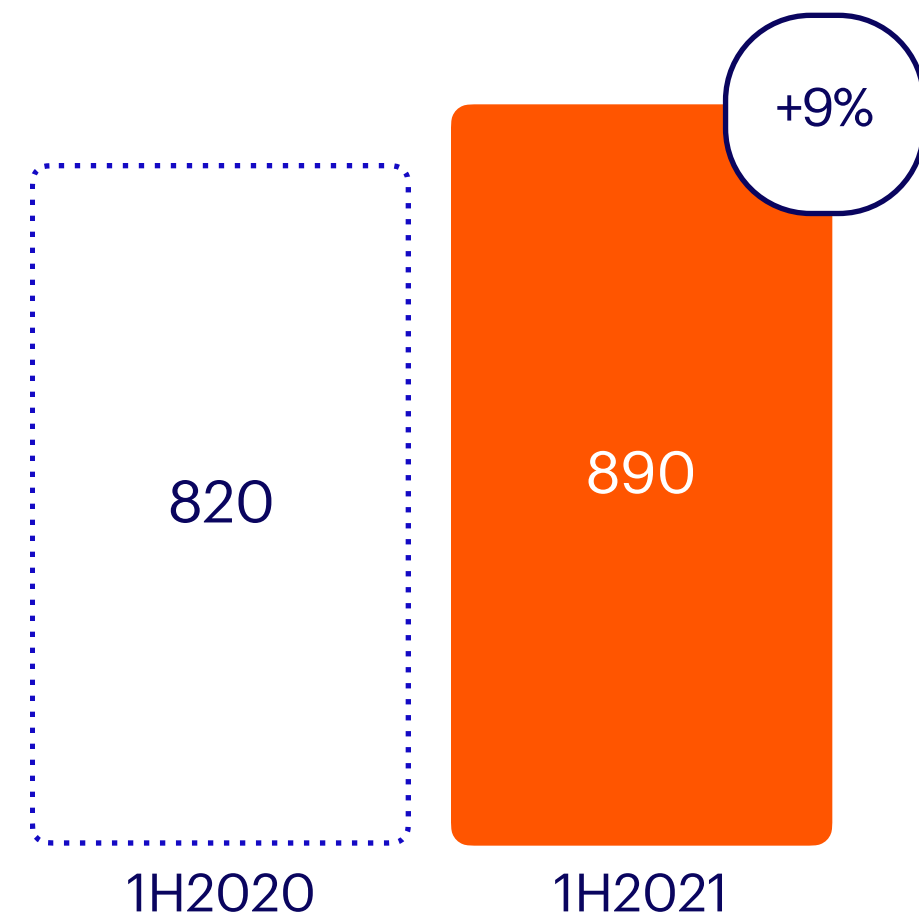
Fee-development, RUB bn



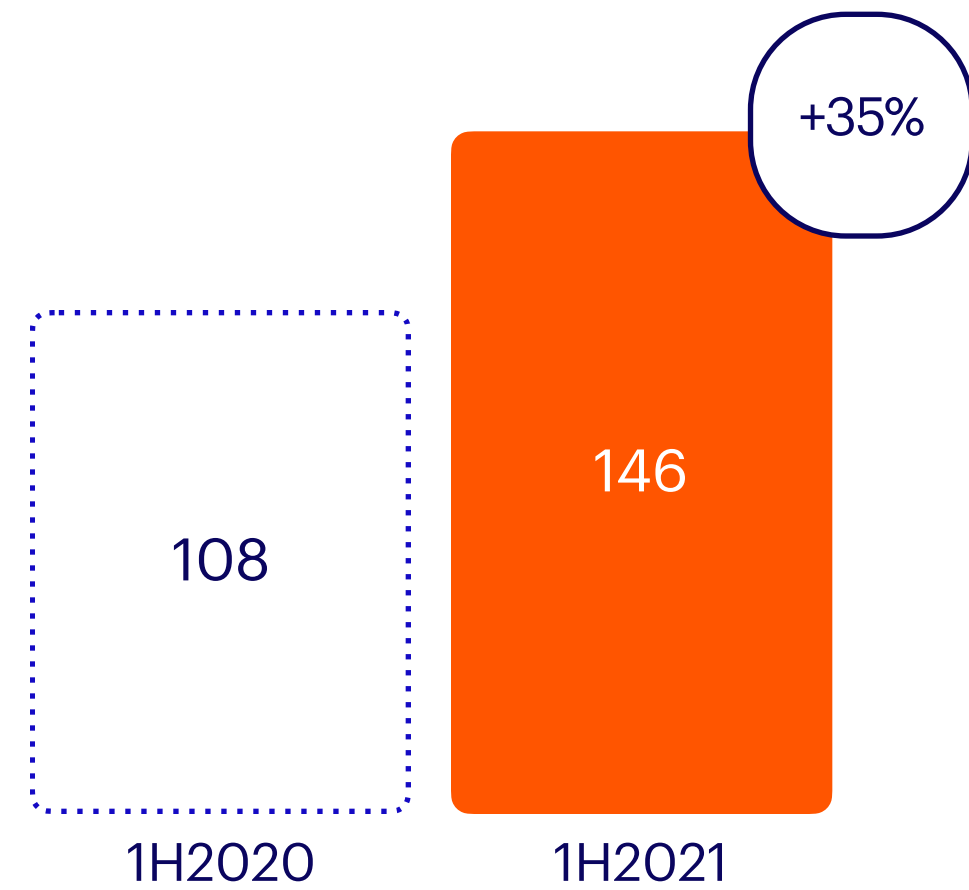
Real estate sales

by segment

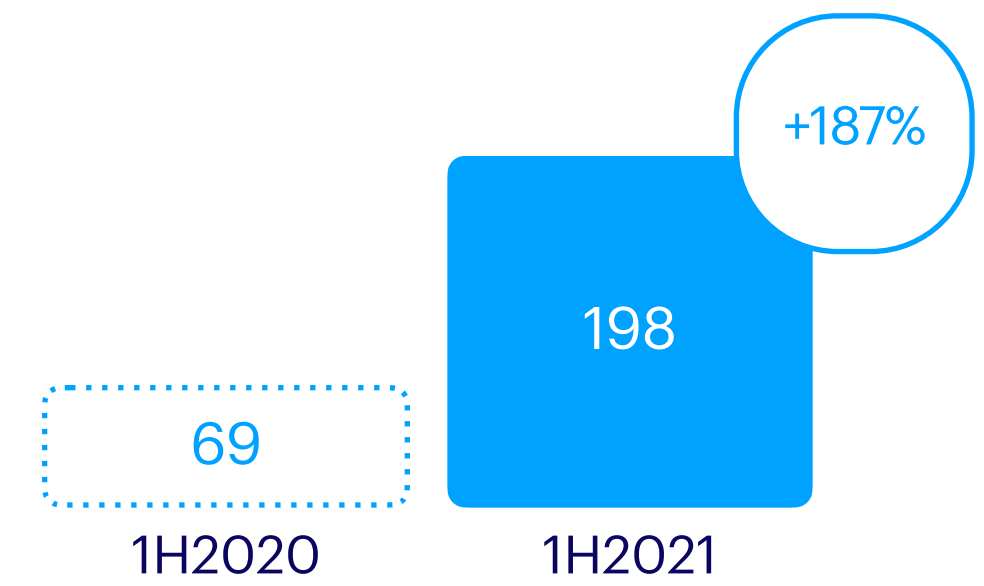
New contract sales, th m²



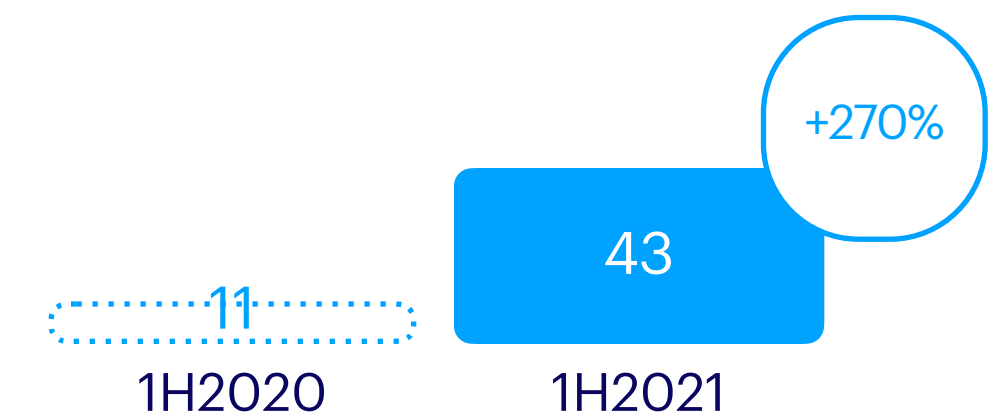
New contract sales, RUB bn



Fee-development, th m²

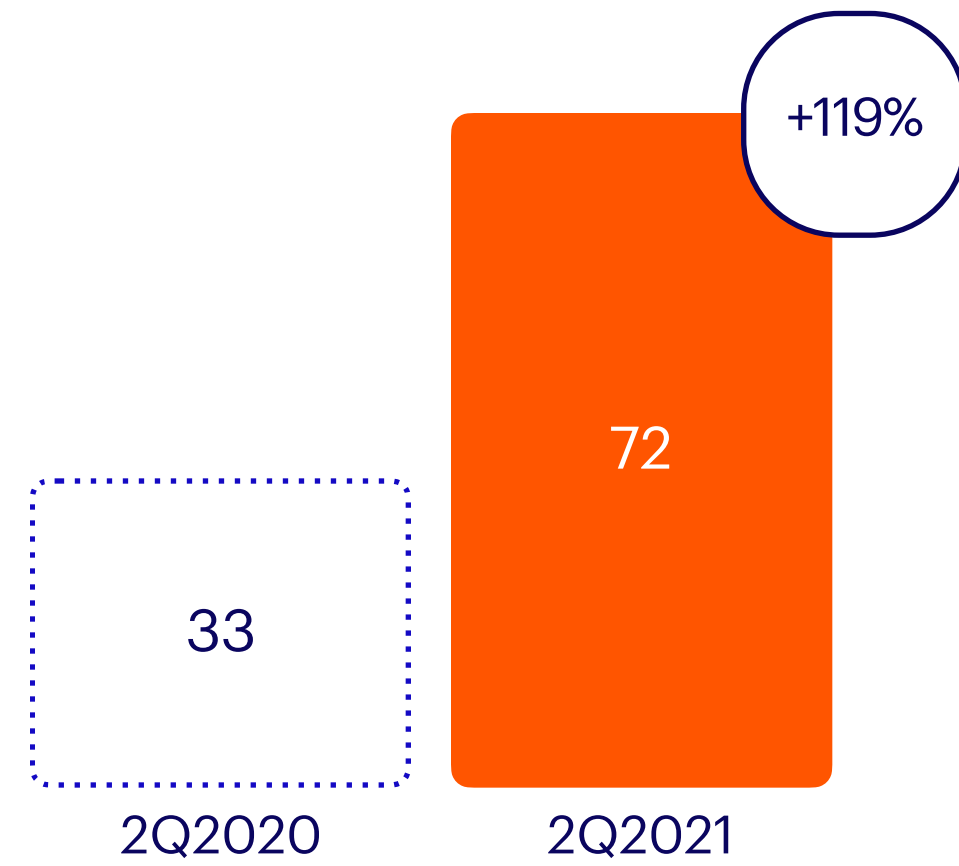


Fee-development, RUB bn

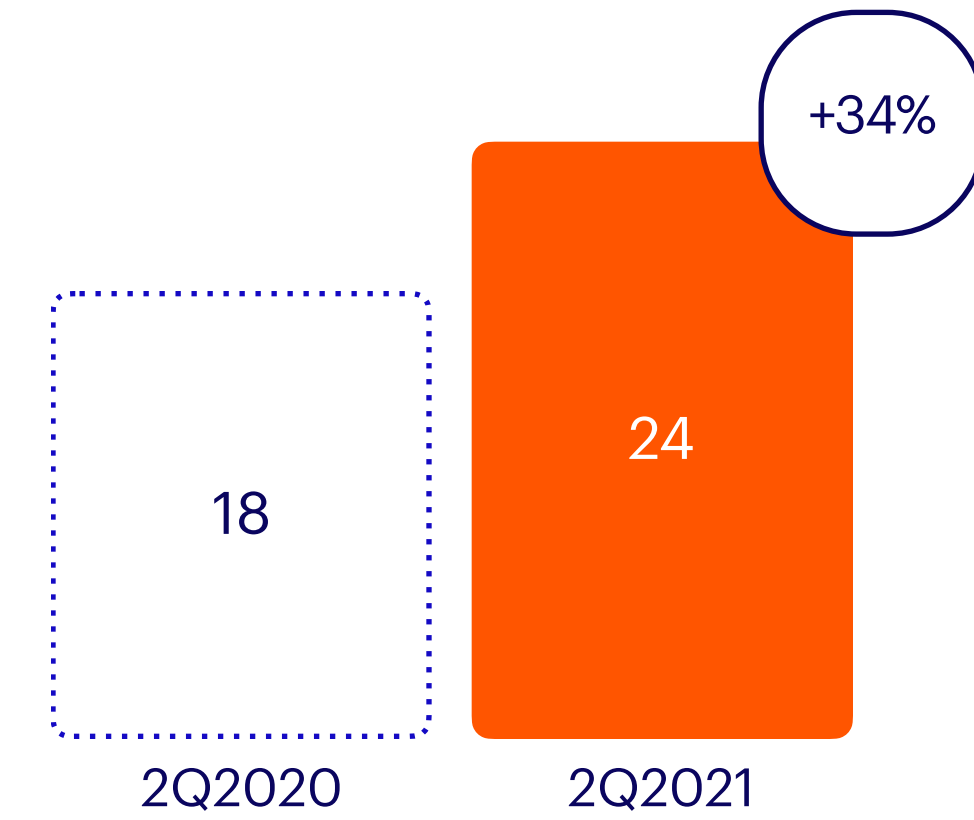


Real estate sales by region

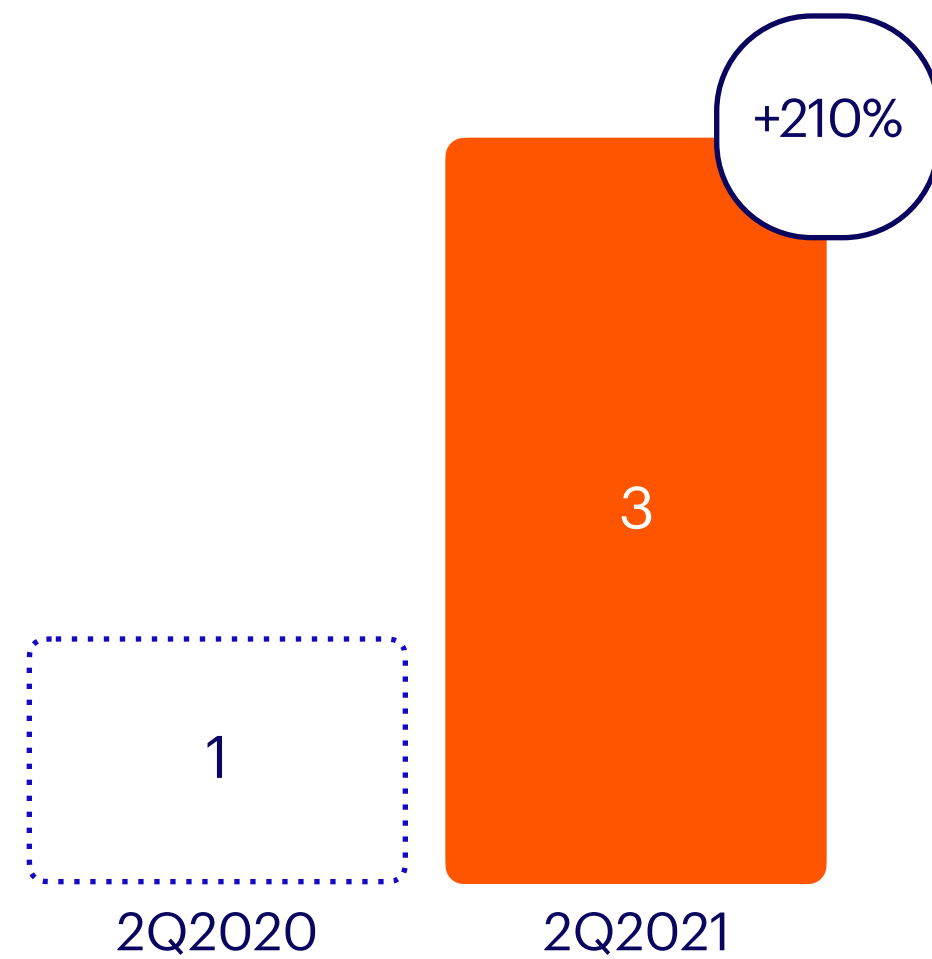
Moscow
RUB bn



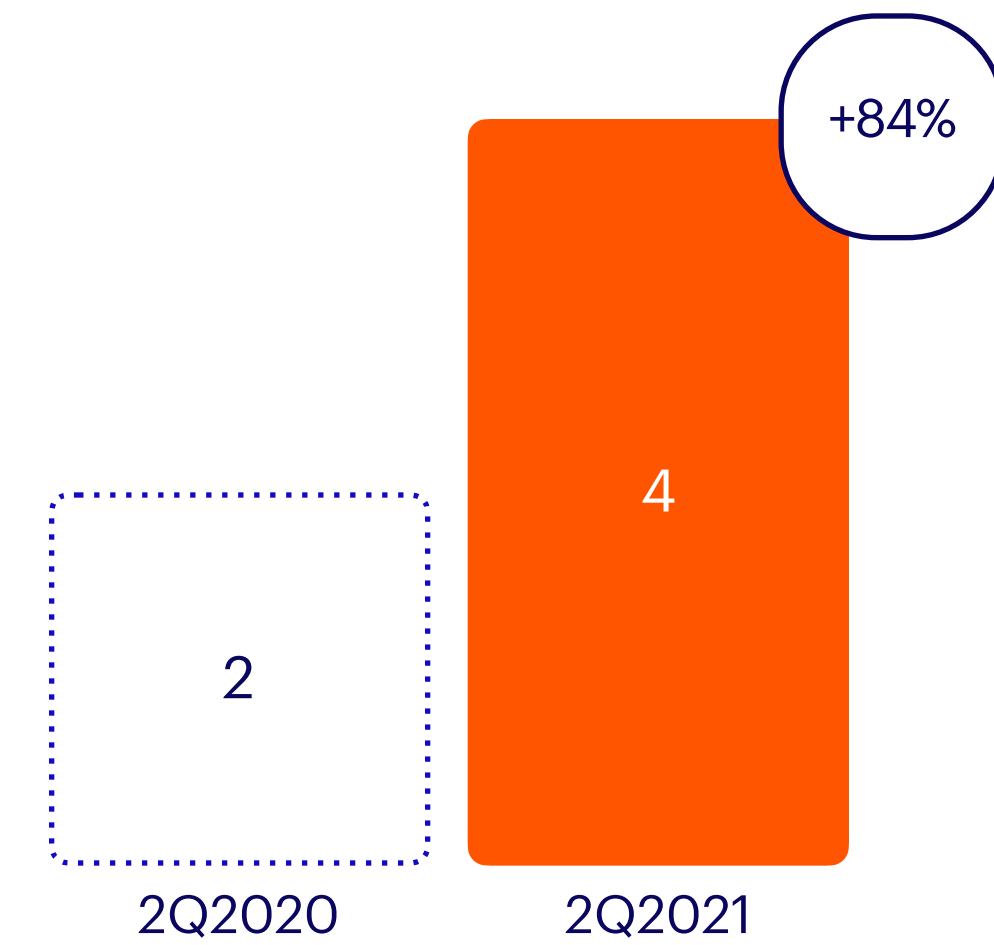
Moscow region
RUB bn



St Petersburg
RUB bn

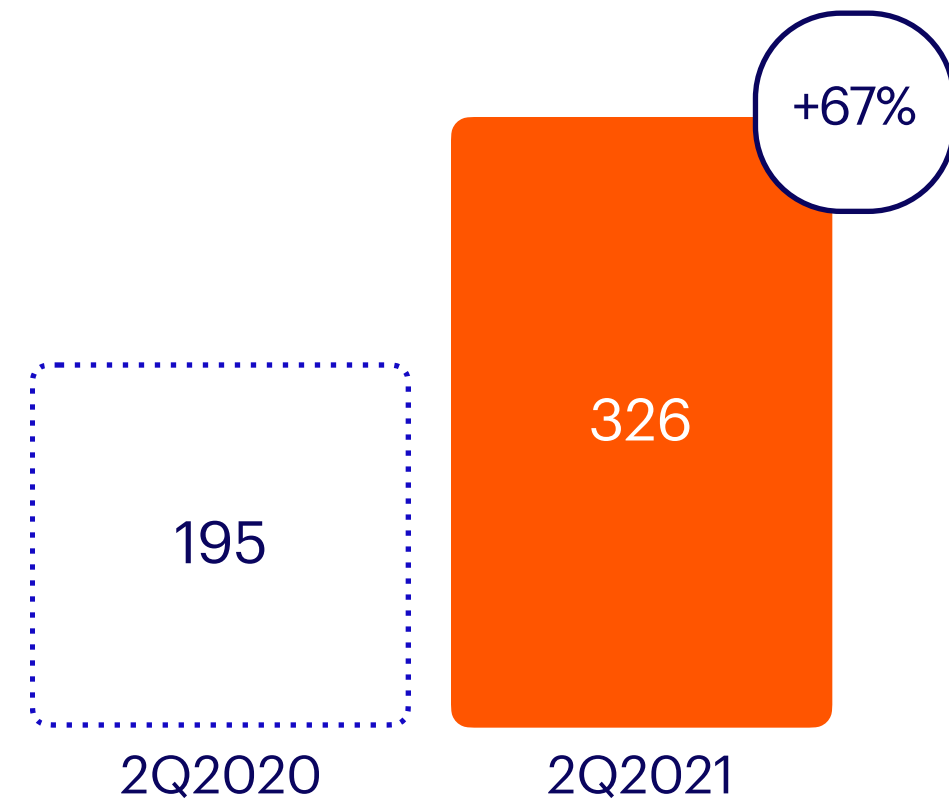


Other regions
RUB bn

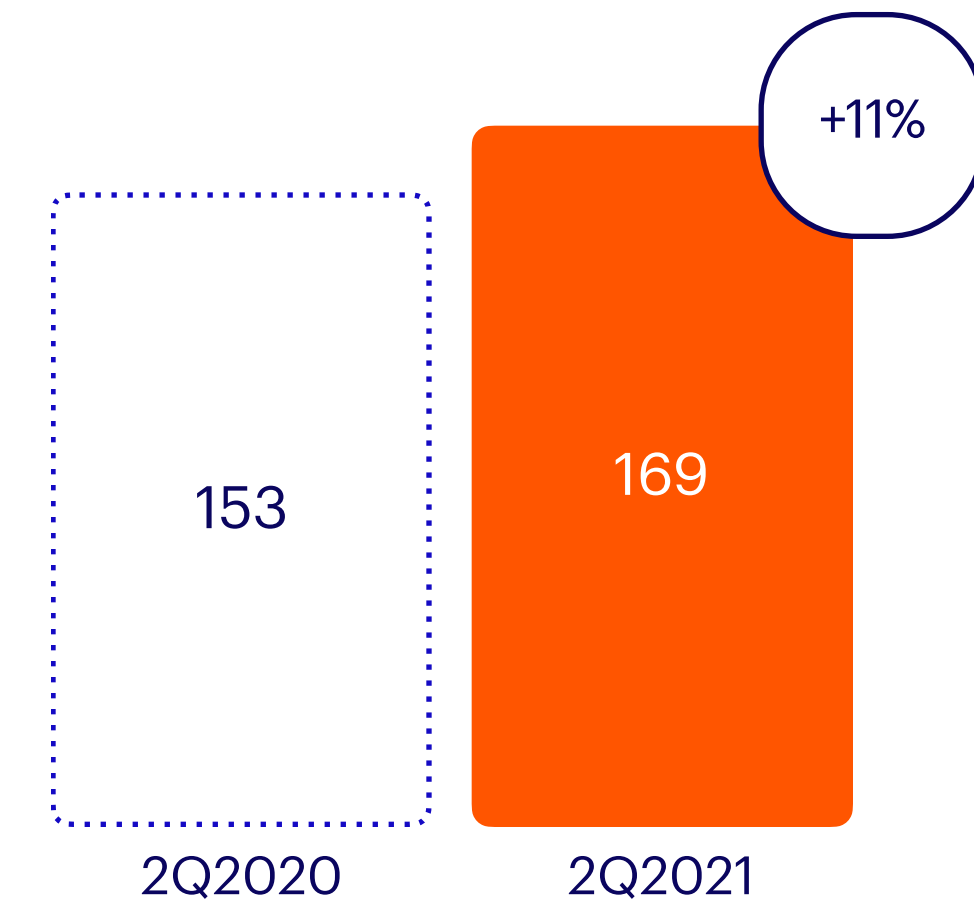


Real estate sales by region

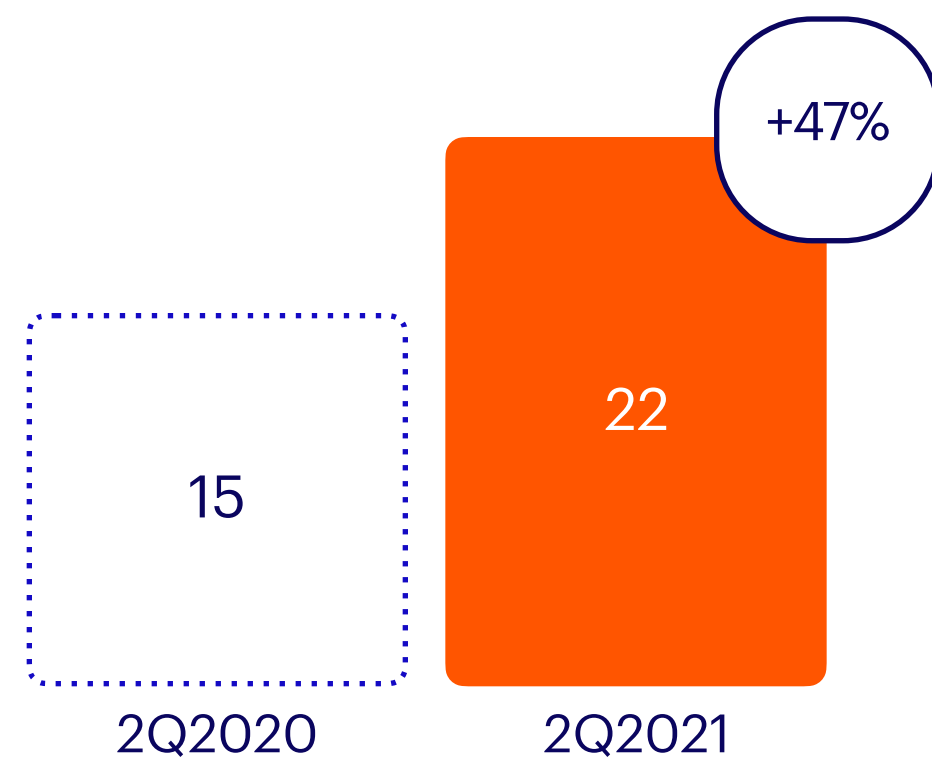
Moscow
th m²



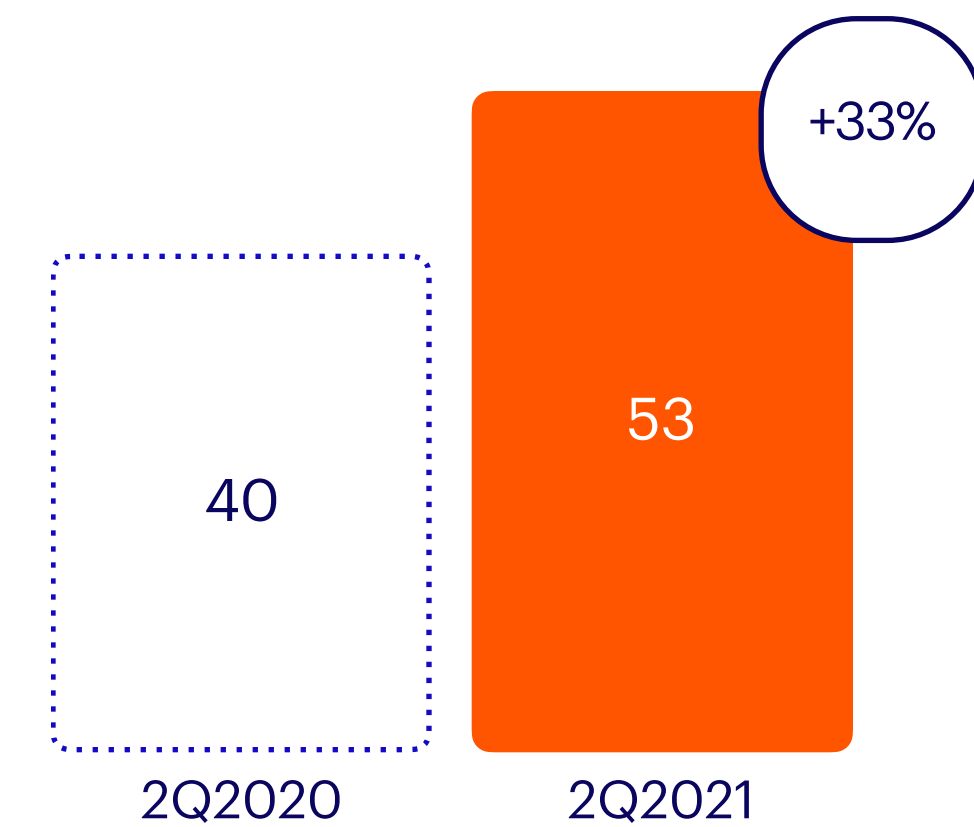
Moscow region
th m²



St Petersburg
th m²

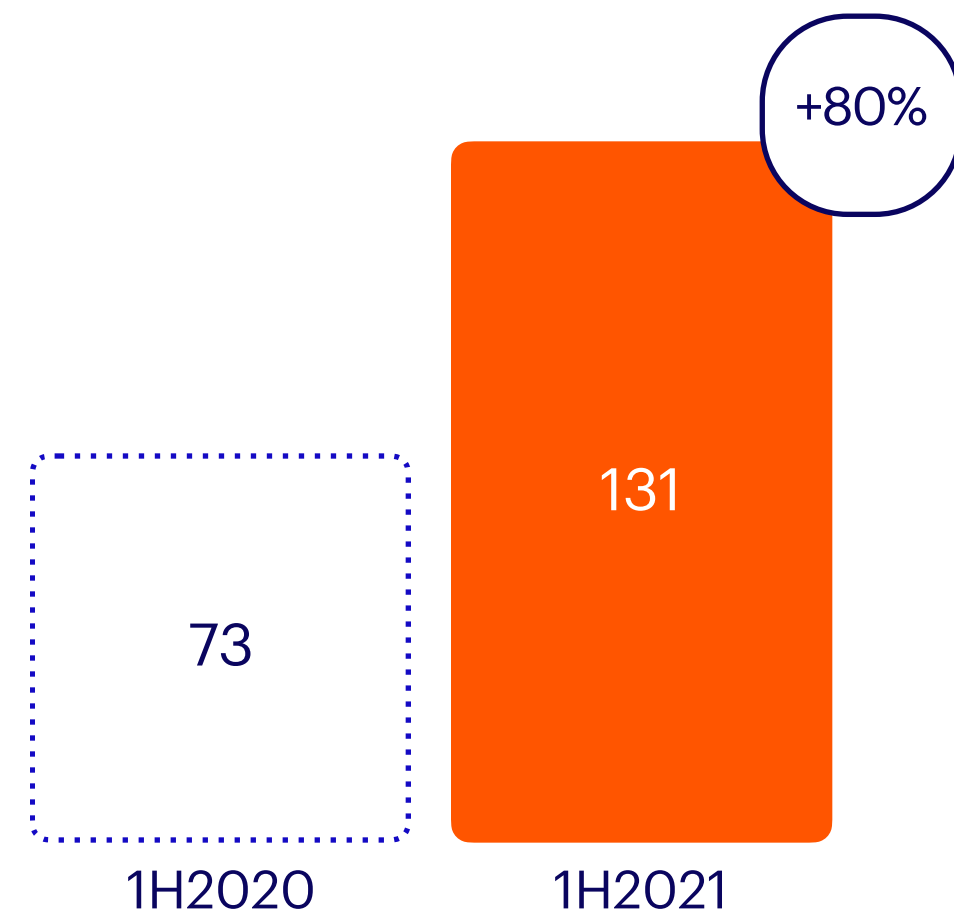


Other regions
th m²

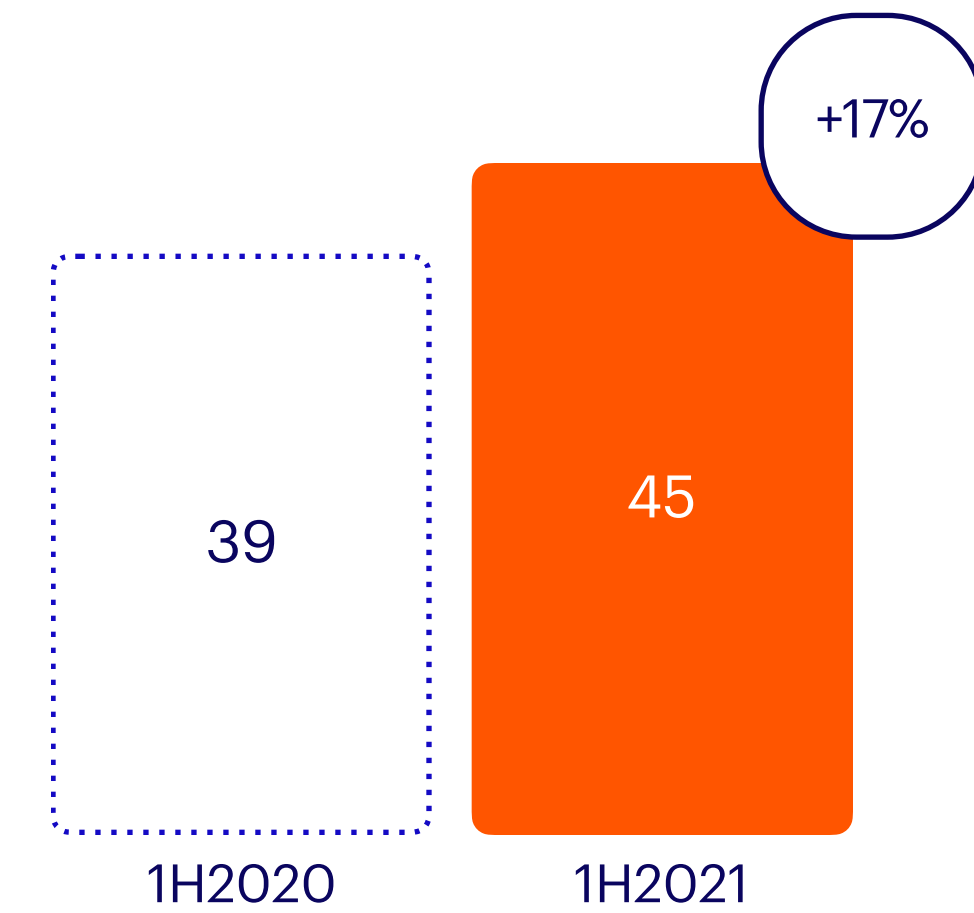


Real estate sales by region

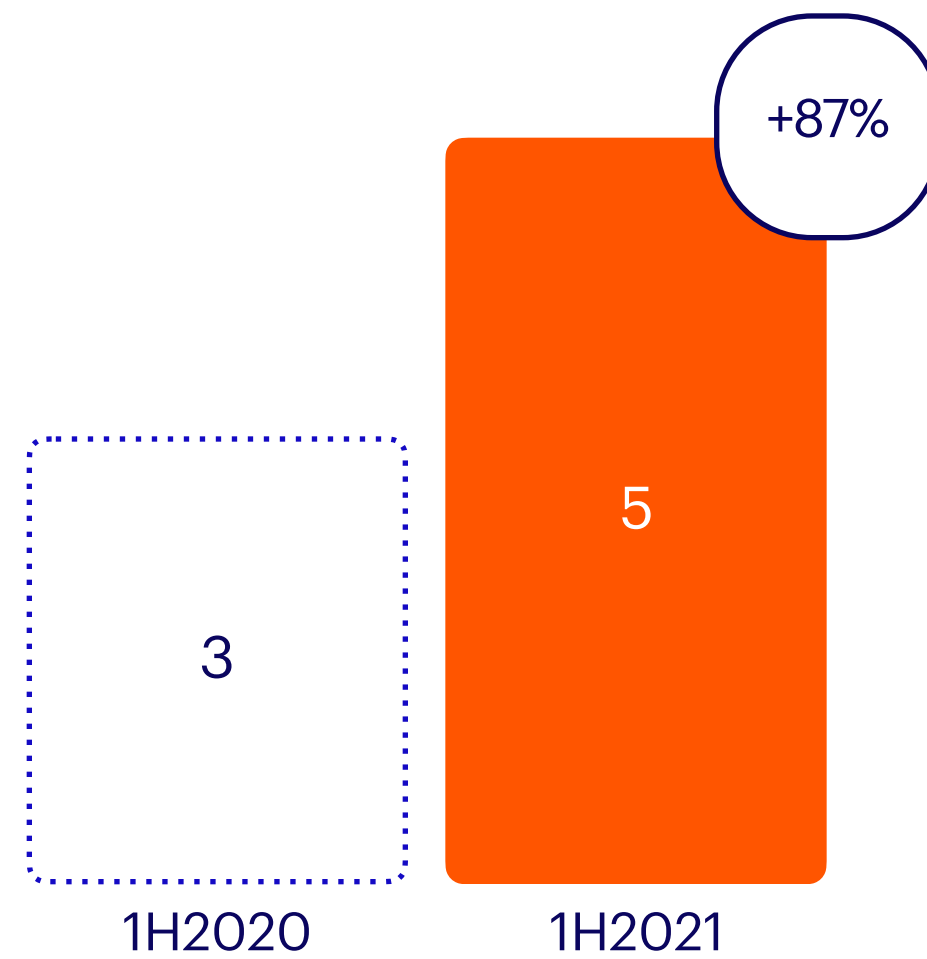
Moscow
RUB bn



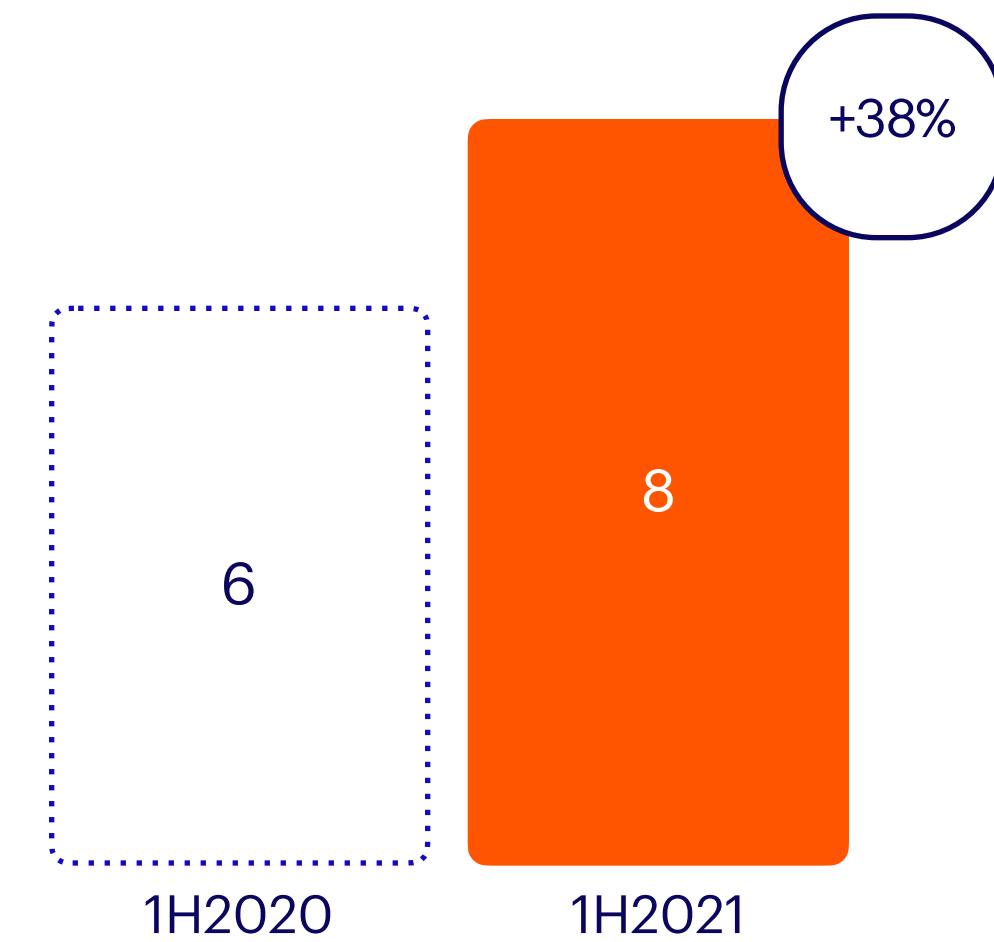
Moscow region
RUB bn



St Petersburg
RUB bn

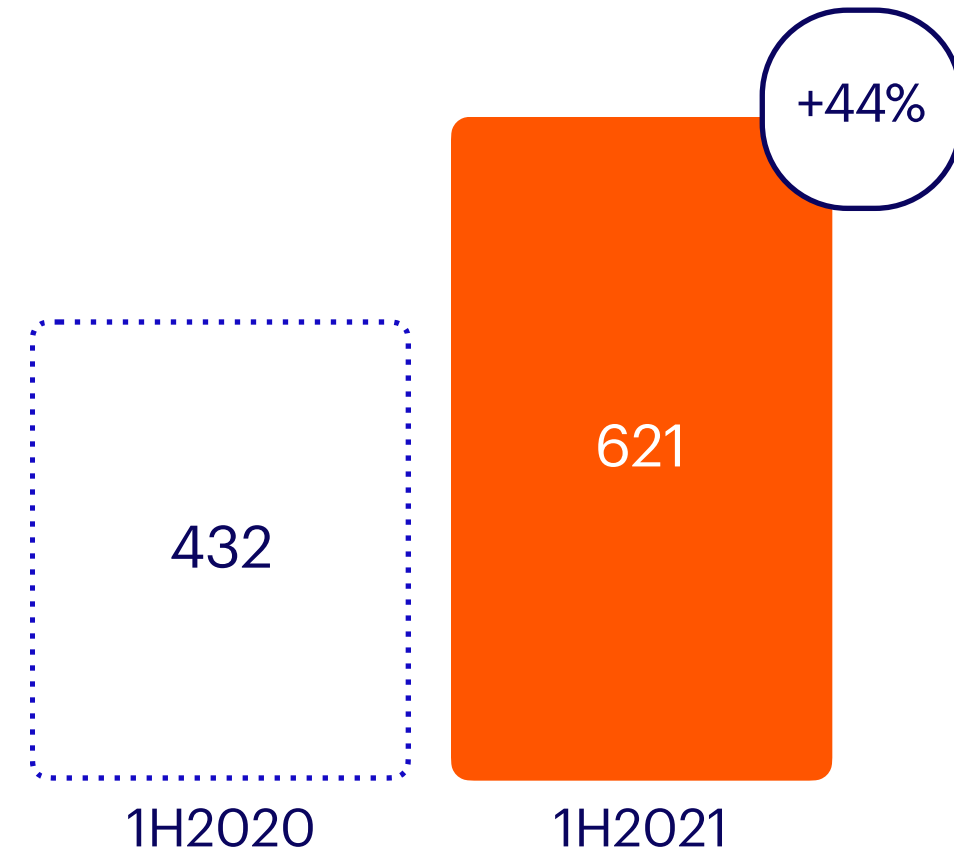


Other regions
RUB bn

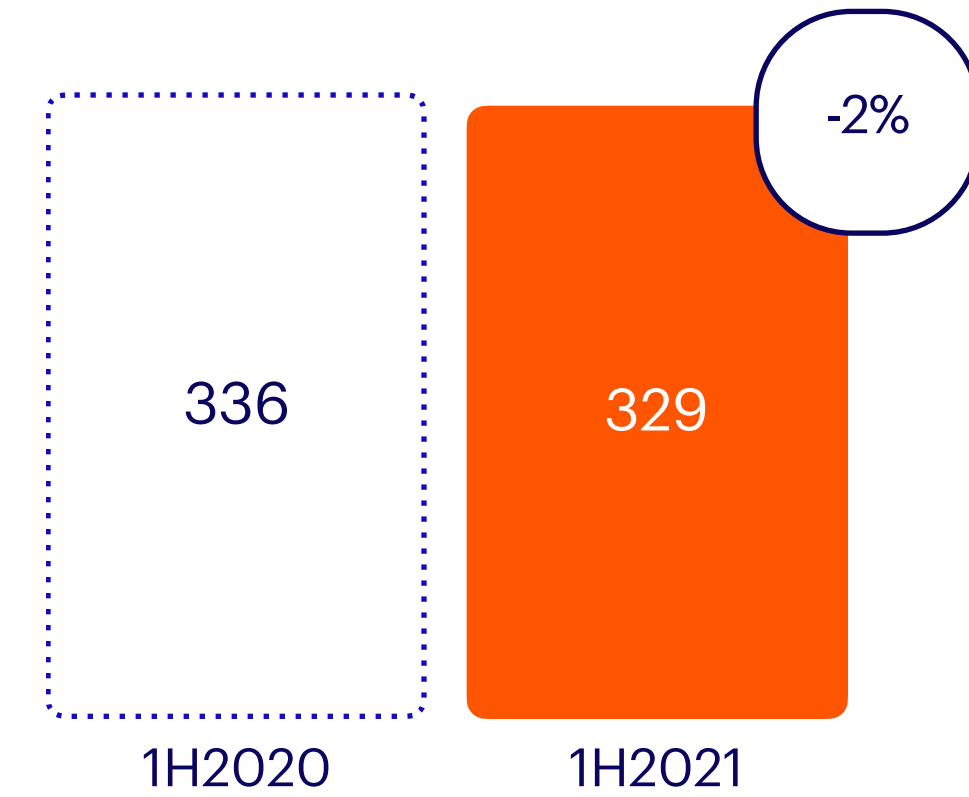


Real estate sales by region

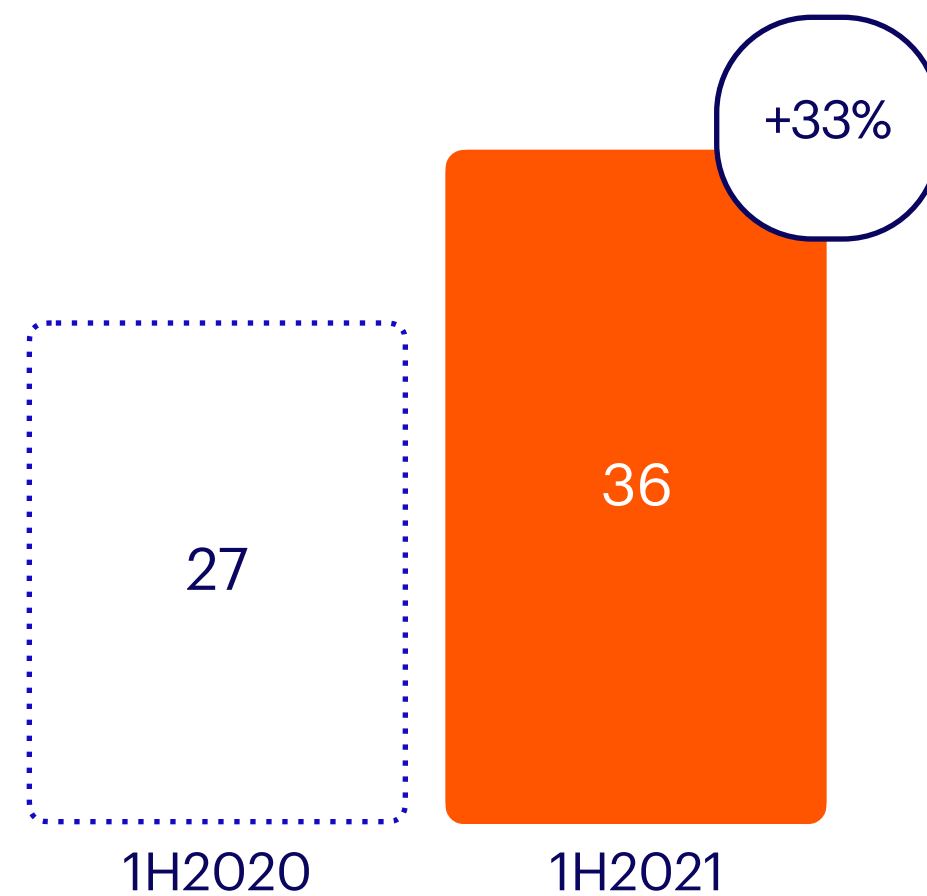
Moscow
th m²



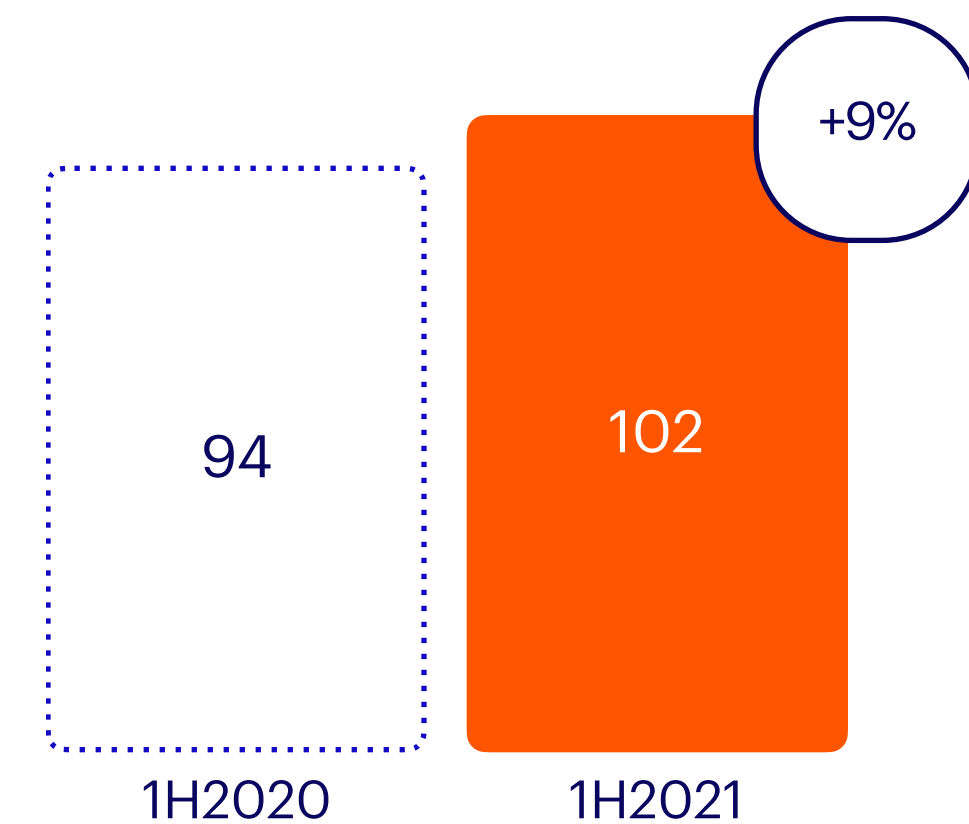
Moscow region
th m²



St Petersburg
th m²

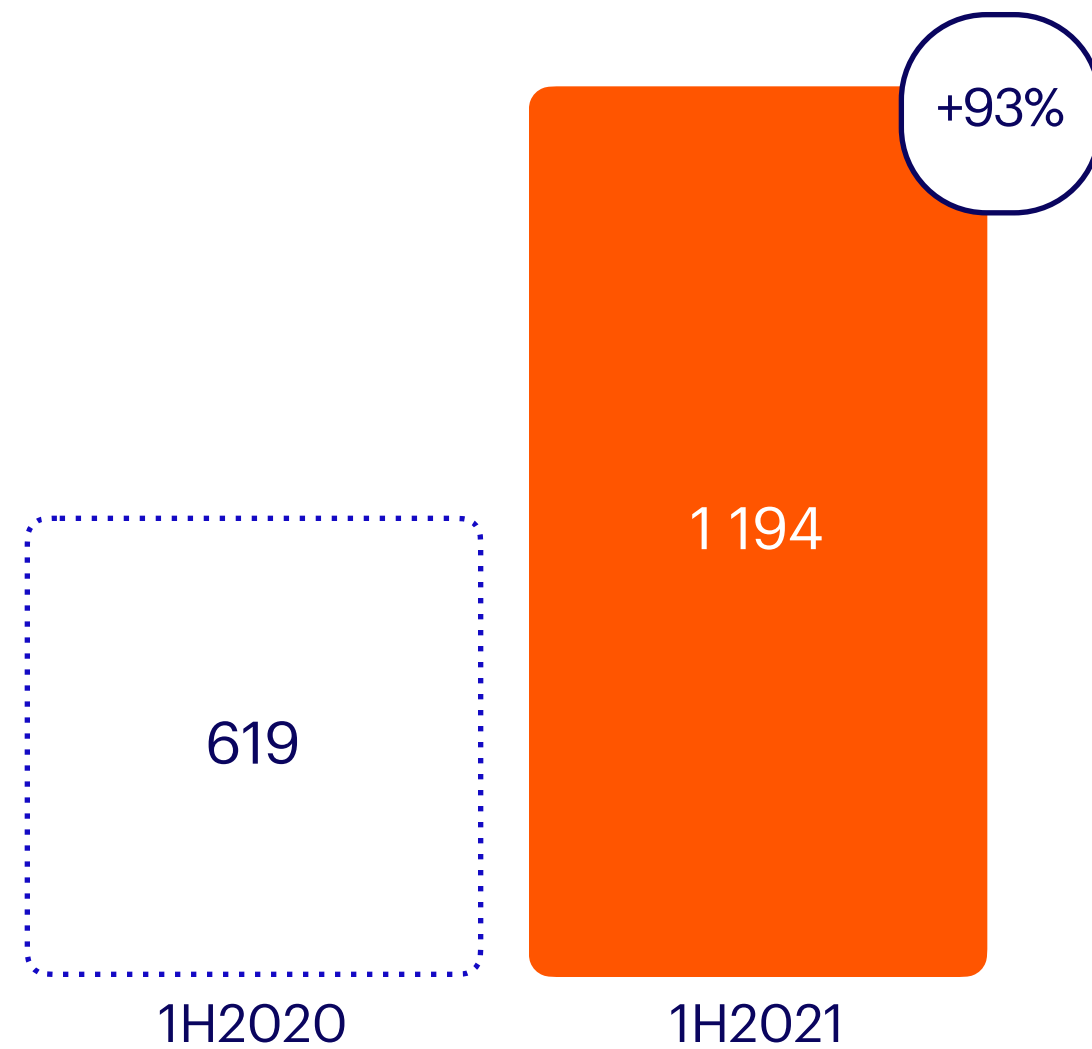


Other regions
th m²

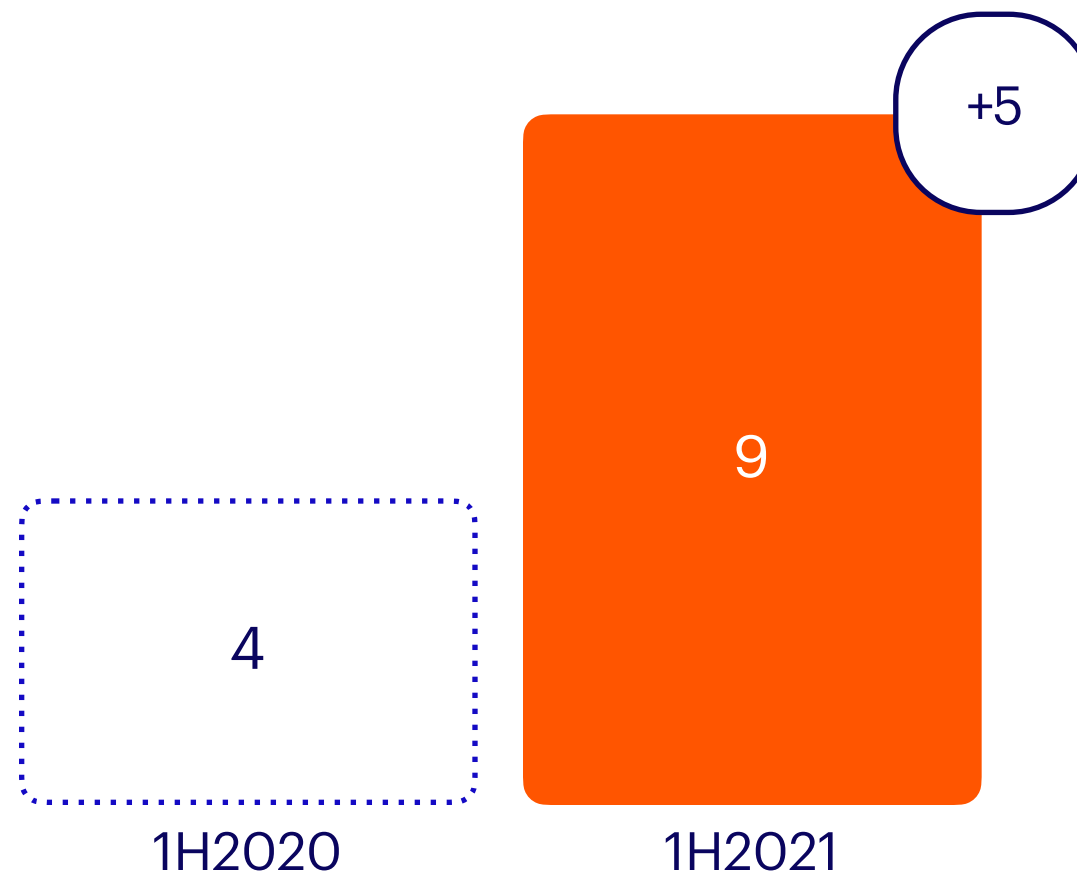


New project launches

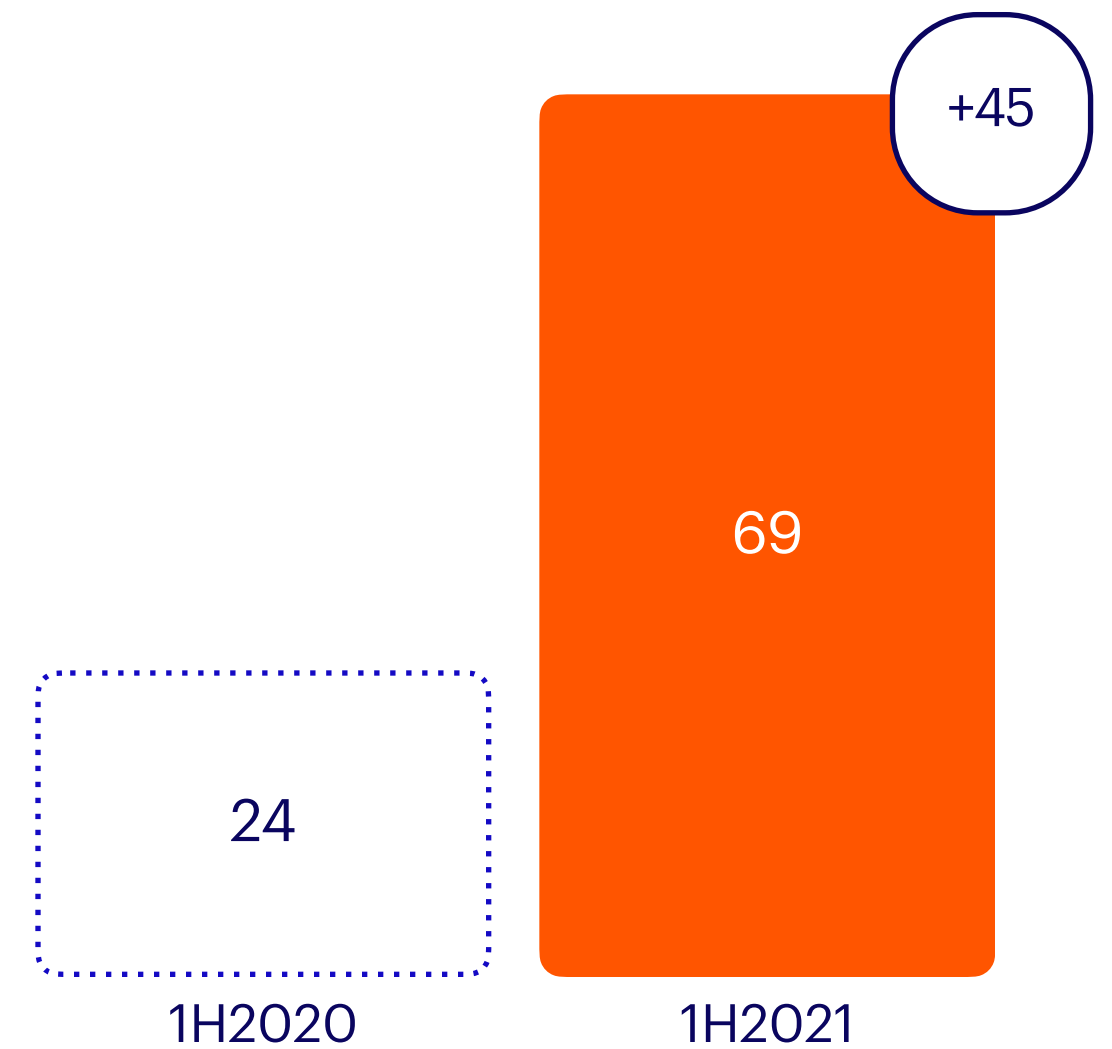
New supply,
th m²



New projects



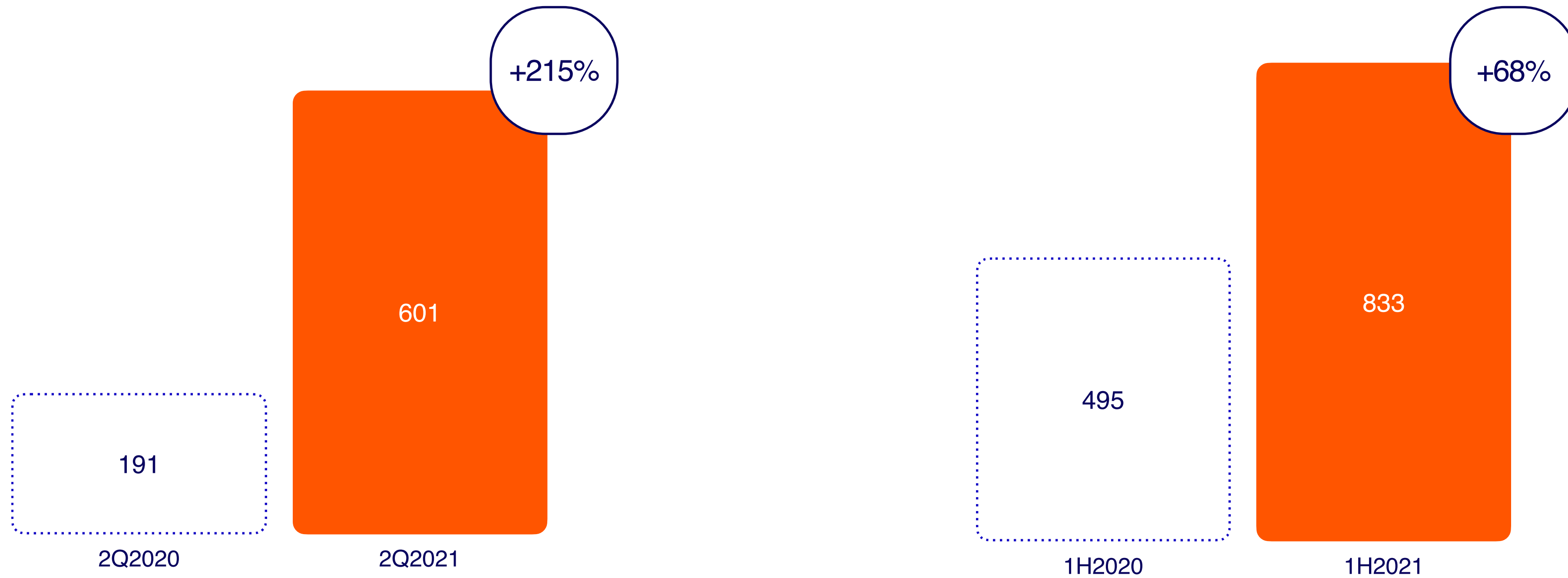
New buildings



39 new buildings in the Moscow area, Obninsk, Yekaterinburg, St. Petersburg and Yaroslavl

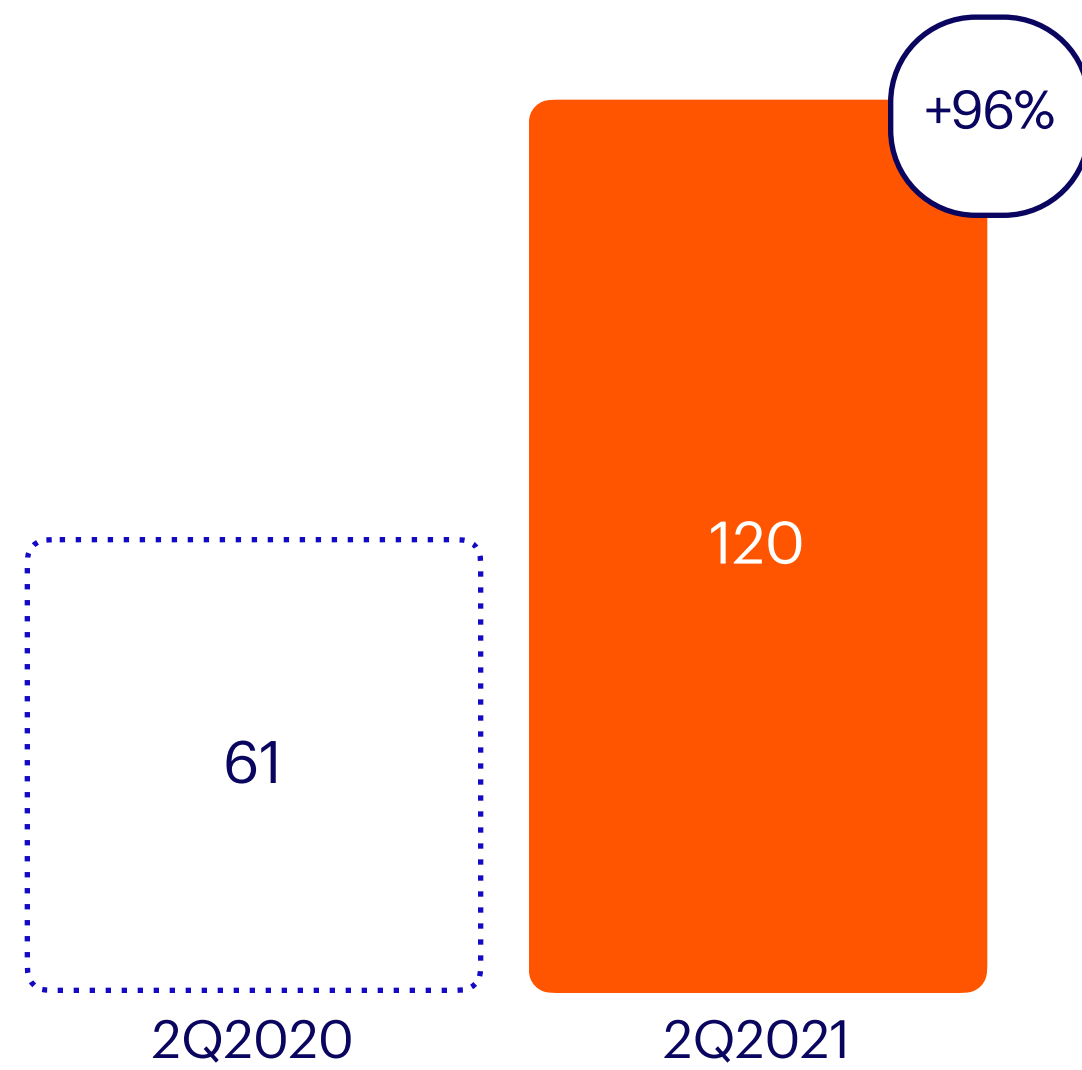
9 new projects in Moscow, Yekaterinburg, St. Petersburg and Philippines

Completions

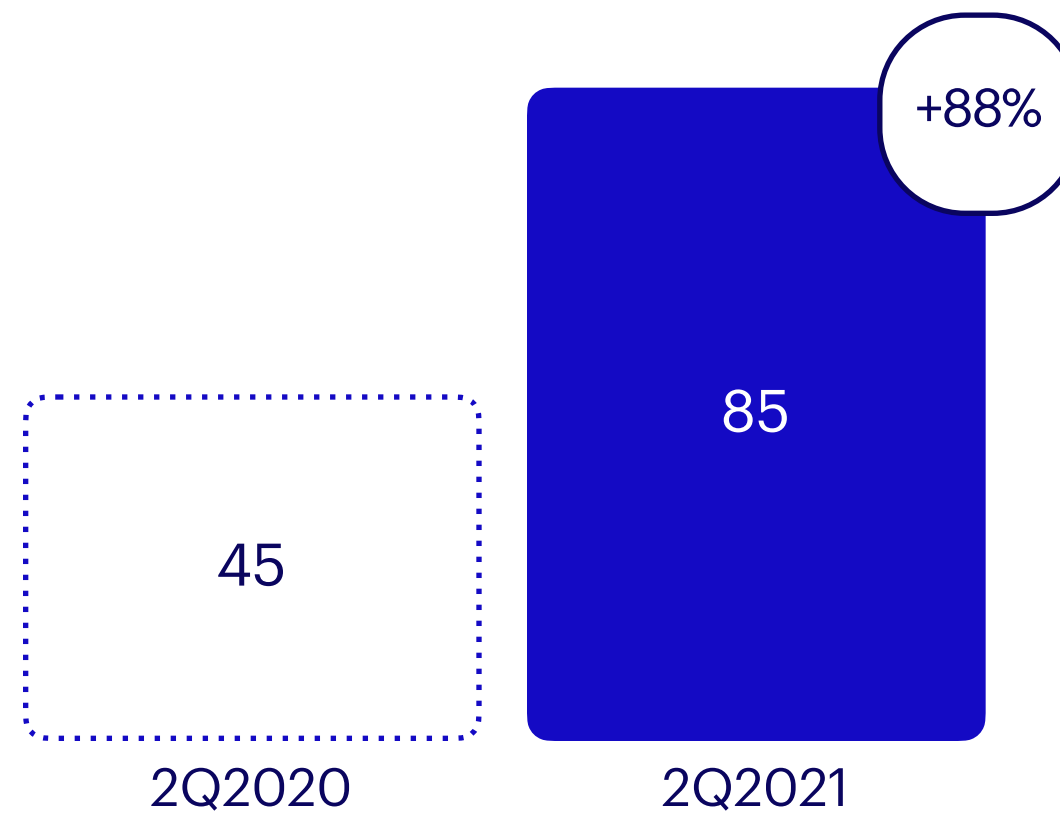


Cash collections

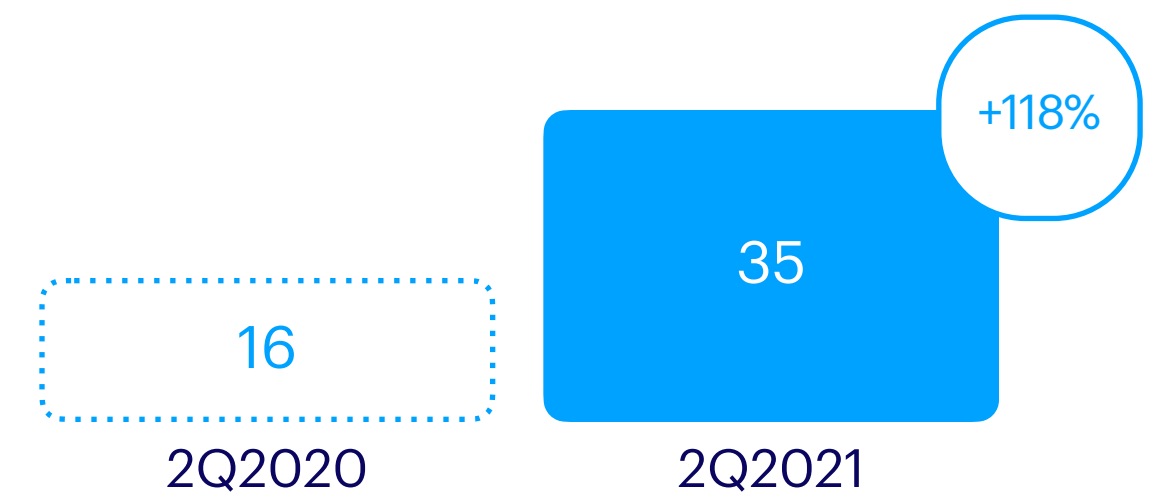
Cash collections,
RUB bn



Cash collections -
real estate, RUB bn

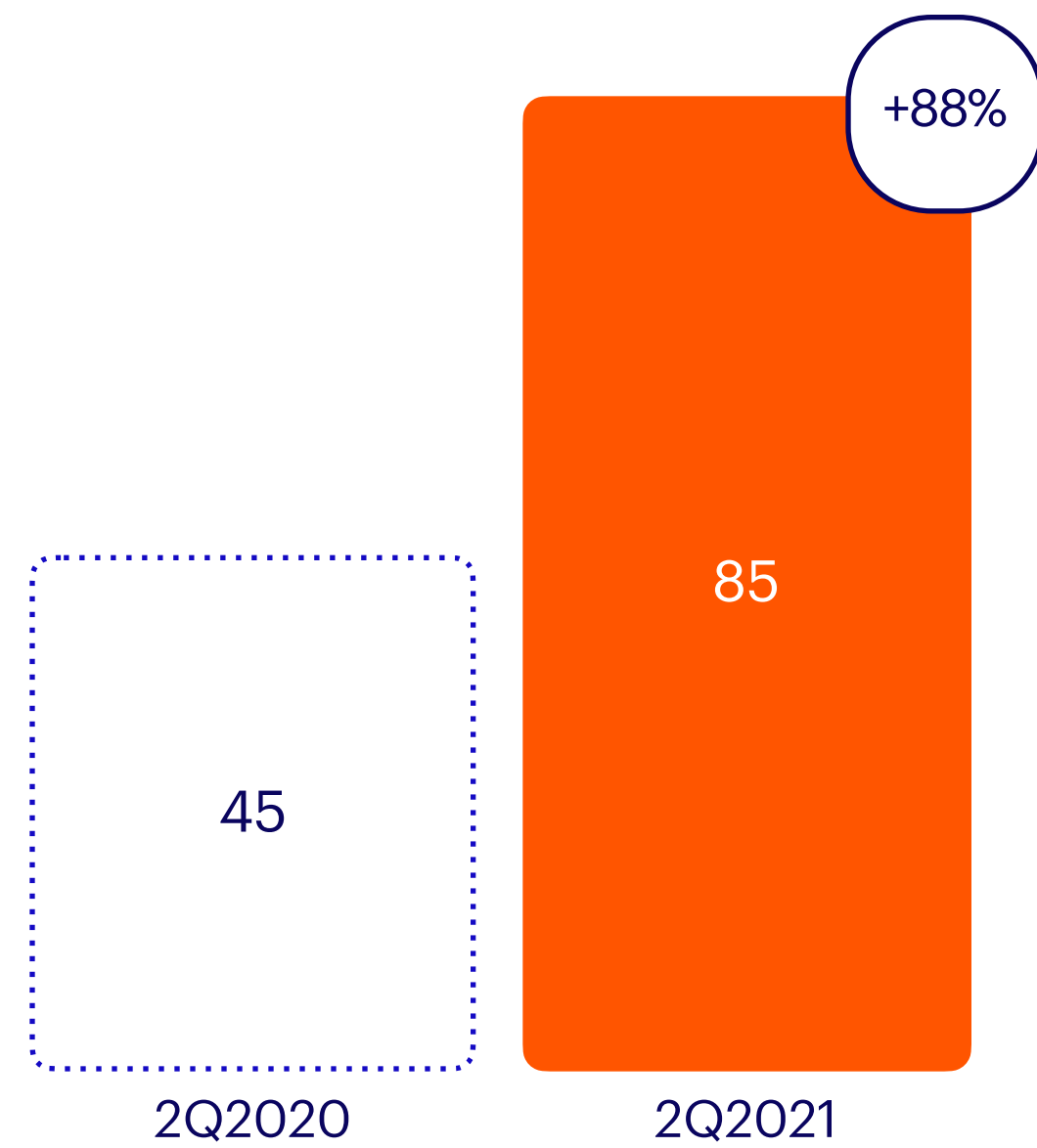


Cash collections -
other businesses,
RUB bn

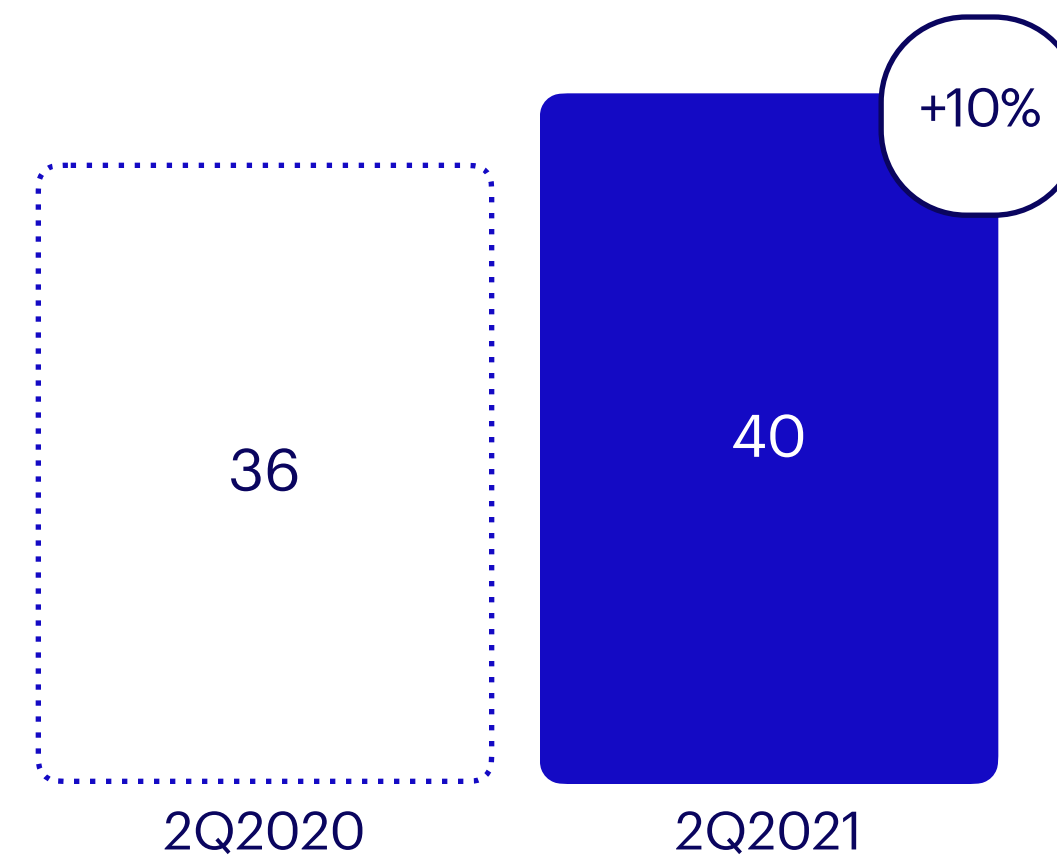


Cash collections

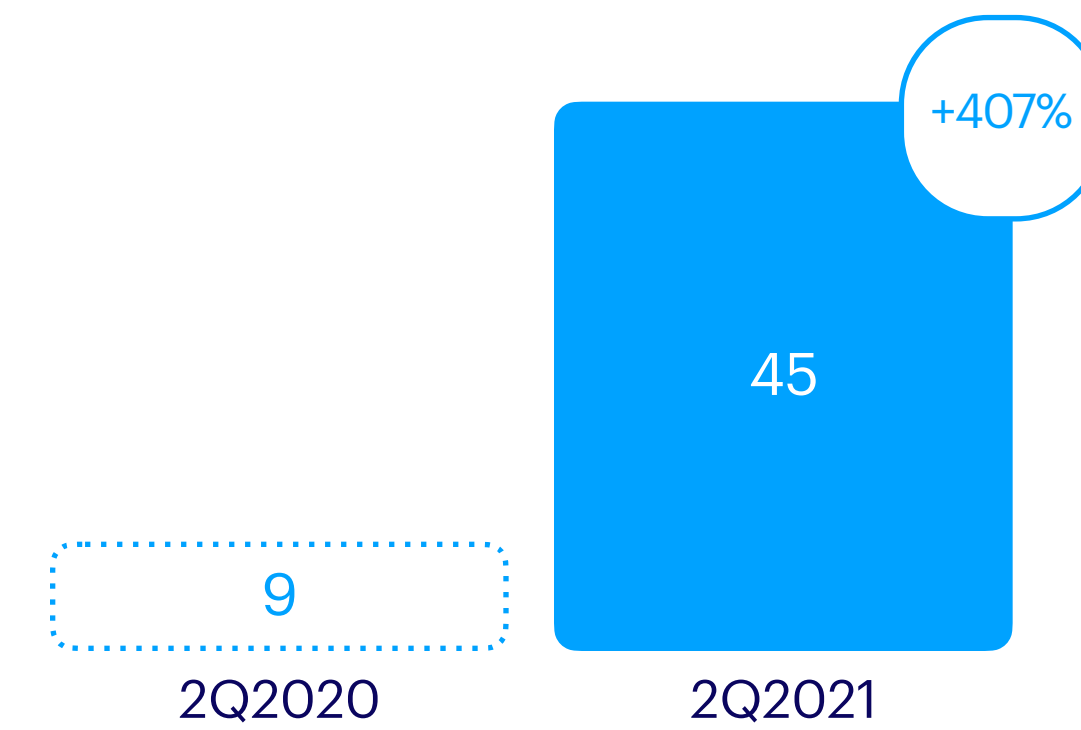
Cash collections -
real estate, RUB bn



Cash collections
(cash), RUB bn

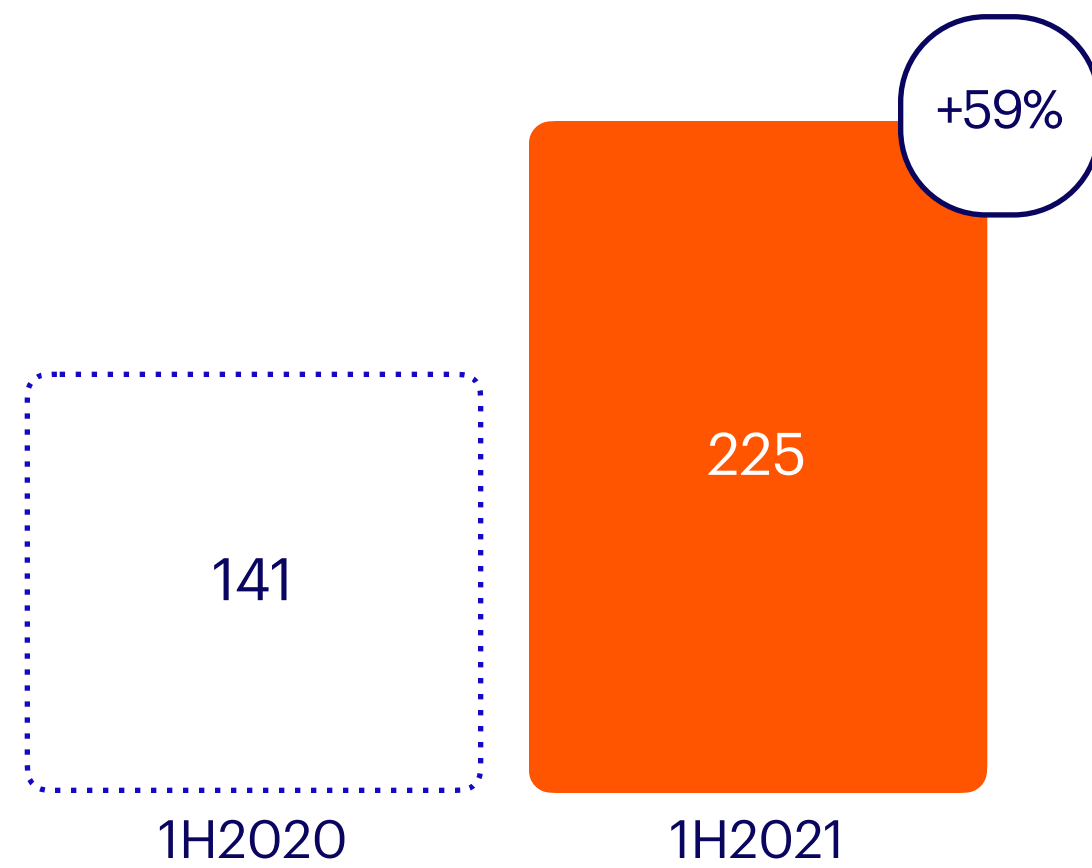


Cash collections
(escrow), RUB bn

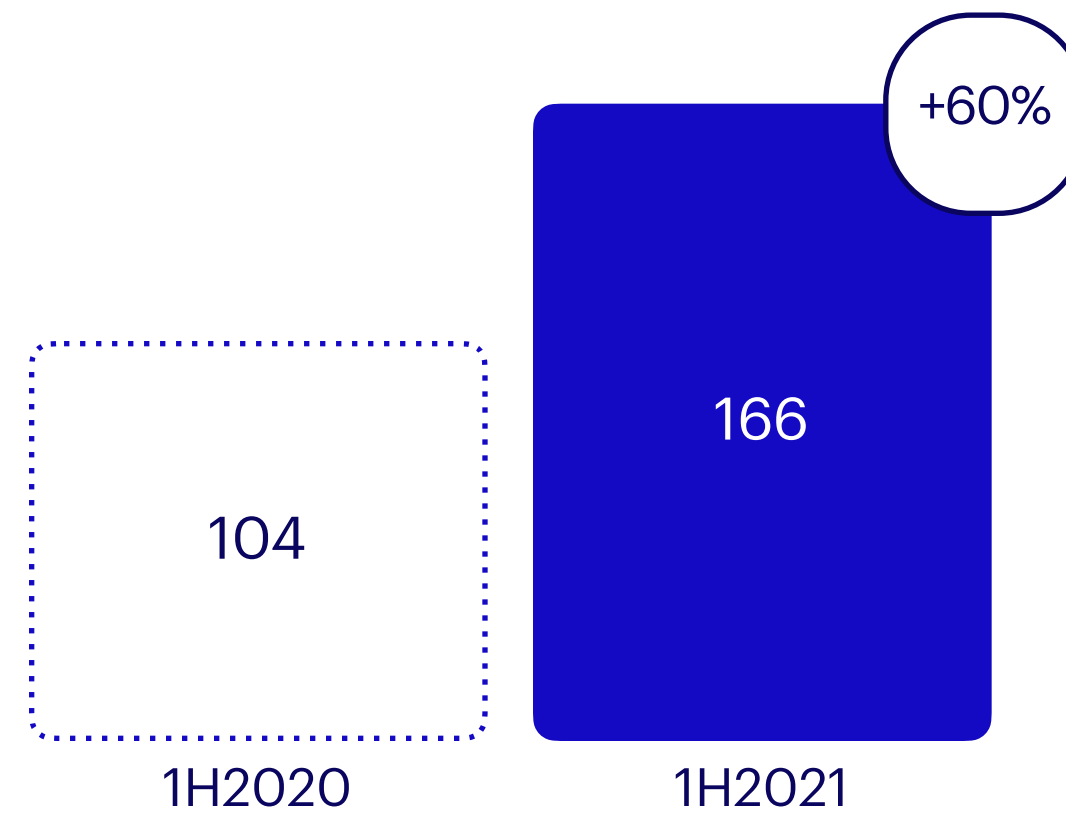


Cash collections

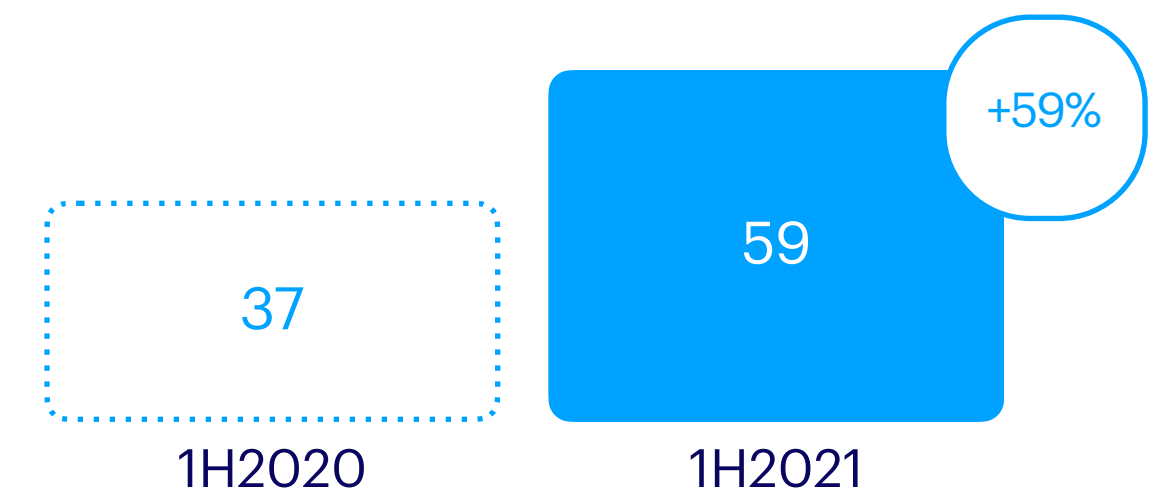
Cash collections,
RUB bn



Cash collections -
real estate, RUB bn

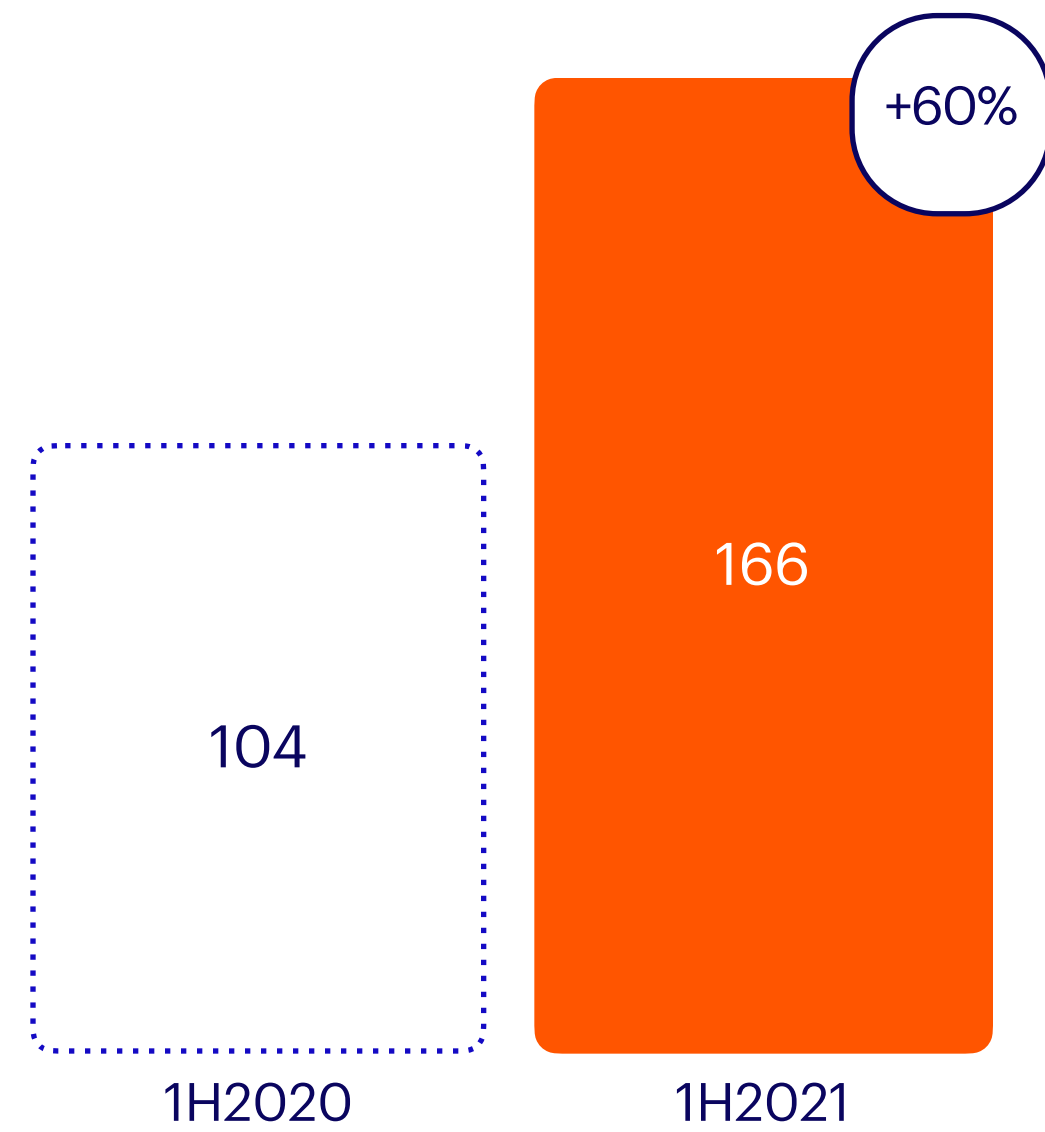


Cash collections -
other businesses,
RUB bn

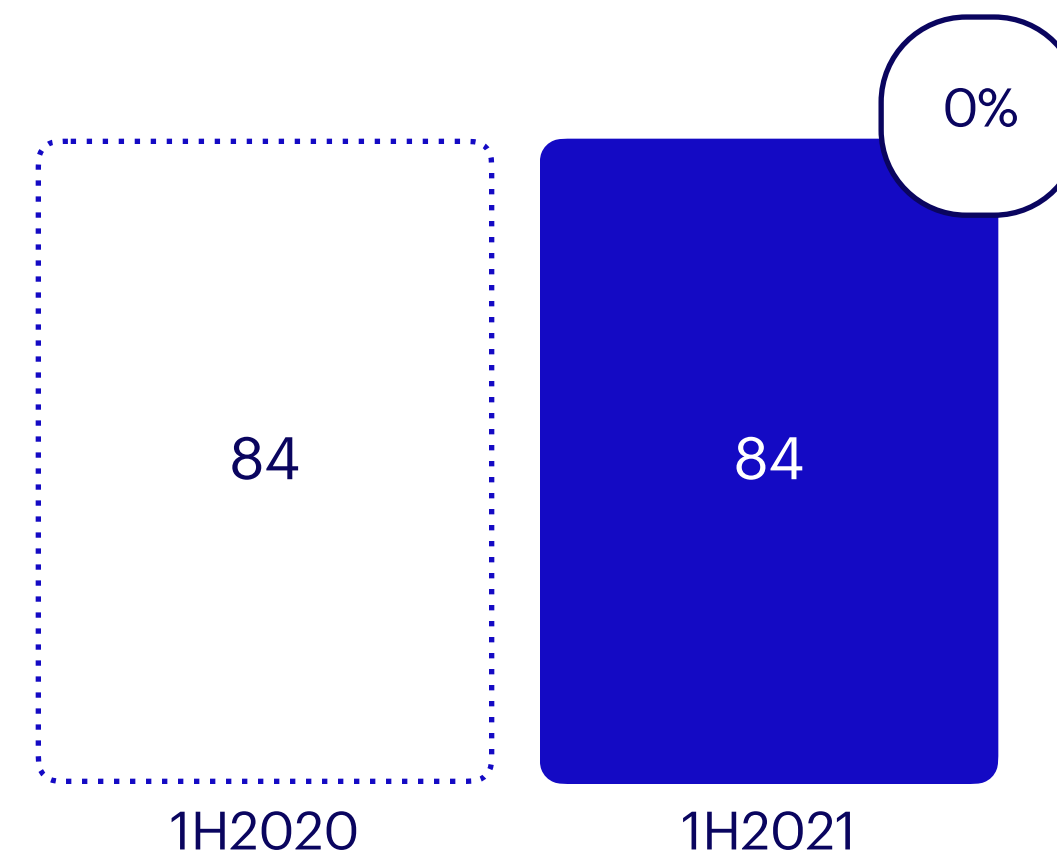


Cash collections

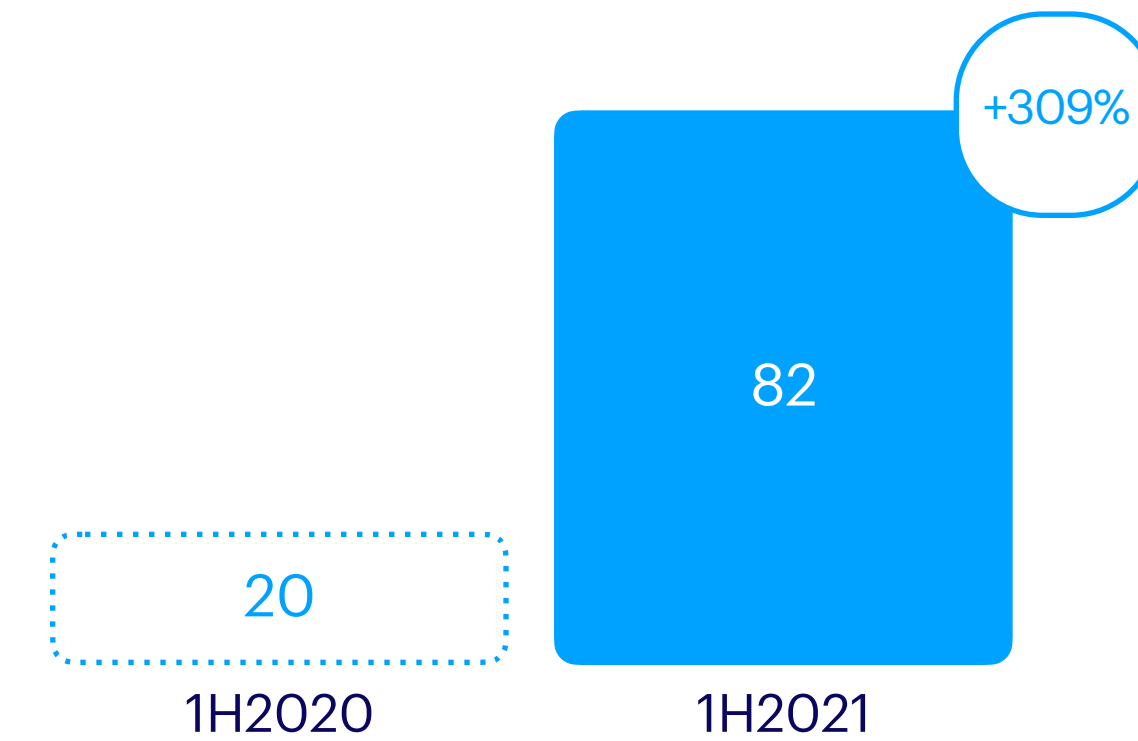
Cash collections -
real estate, RUB bn



Cash collections
(cash), RUB bn



Cash collections
(escrow), RUB bn



Corporate debt

Prudent financial policy and smooth implementation of escrow accounts from autumn 2018 resulted in consistent reduction of corporate debt and its cost

