



## PIK 9M2021 Trading Update

**MOSCOW, 11 October 2021** - PIK released today its trading update for the nine months ended September 30, 2021 (9M2021).

### 9M2021 key operational highlights:

- Total cash collections **increased by 50%** year-on-year to **RUB 342 billion**, compared to RUB 228 billion in 9M2020
  - Cash collections from construction services, fee-development and other operations **increased by 66%** year-on-year and amounted to **RUB 100 billion**, which represented **30%** of total cash collections.
  - Cash collections to the escrow accounts **increased more than 3 times to RUB 123 billion**
- Value of new contract sales **increased by 41%** year-on-year to **RUB 295 billion** (1 694 th sqm) compared to RUB 209 billion (1 504 th sqm) in 9M2020, including:
  - fee-development business segment of **RUB 64 billion** (292 th sqm), up **2.7 times** compared to 9M2020.
- Sales on the secondary real estate market through KVARITA platform amounted to **RUB 8 billion** (44 th sqm)
- In 9M2021, PIK put on sale:
  - **14 new projects** compared to 12 new projects in 9M2020.
  - **112 new buildings** compared to 59 new buildings 9M2021
  - Total area launched to the market increased by **51%** and amounted to **1986 th sqm** (1 315 th sq m in 9M2020)
- Completions amounted to **1 359 th sqm** (1 275 th sqm in 9M2020).
- Share of mortgage sales reached **77%** in 9M2021.

Table 1 – New contract sales

	3Q2020	3Q2021	Change, %	9M2020	9M2021	Change, %
<b>New contract sales, th sqm</b>	543	512	-5.7%	1 363	1 402	2.9%
<b>New contracts sales (fee-development), th sqm</b>	72	94	30.6%	141	292	107.1%
<b>Total, th sqm</b>	615	606	-1.5%	1 504	1 694	12.6%
<b>Value of new contract sales, RUB million</b>	76 432	83 902	9.8%	184 752	230 392	24.7%
<b>Value of new contract sales (fee-development), RUB million</b>	12 454	21 832	75.3%	23 945	64 354	168.8%
<b>Total, RUB million</b>	88 886	105 734	19.0%	208 697	294 746	41.2%

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

Thousand sqm	3Q2020	3Q2021	Change, %	9M2020	9M2021	Change, %
<b>Moscow</b>	341	381	11.7%	773	1 002	29.6%
<b>Moscow region</b>	202	147	-27.2%	538	476	-11.5%
<b>St. Petersburg</b>	20	26	30.0%	47	62	31.9%
<b>Other regions</b>	52	52	0.0%	146	154	5.5%
<b>Total</b>	615	606	-1.5%	1 504	1 694	12.6%

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

RUB million.	3Q2020	3Q2021	Change, %	9M2020	9M2021	Change, %
<b>Moscow</b>	59 359	77 239	30.1%	131 913	207 797	57.5%
<b>Moscow region</b>	23 764	20 496	-13.8%	62 415	65 718	5.3%
<b>St. Petersburg</b>	2 270	3 620	59.5%	5 073	8 867	74.8%
<b>Other regions</b>	3 493	4 379	25.4%	9 296	12 364	33.0%
<b>Total</b>	88 886	105 734	19.0%	208 697	294 746	41.2%

Table 4 – Value of new contract sales on secondary market through KVARTA

	9M2021
<b>Thousand sqm</b>	44
<b>RUB million</b>	7 707

Table 5 – Cash collections

<i>RUB million.</i>	3Q2020	3Q2021	<i>Change, %</i>	9M2020	9M2021	<i>Change, %</i>
<b>Total cash collections</b>	<b>87 179</b>	<b>116 099</b>	<b>33.2%</b>	<b>227 963</b>	<b>341 594</b>	<b>49.8%</b>
<b>Cash collections from real estate sales</b>	63 344	75 289	<b>17.0%</b>	167 577	241 540	<b>44.2%</b>
<i>including:</i>						
<i>Cash collections to the escrow accounts</i>	16 796	41 256	<b>145.6%</b>	36 818	123 040	<b>234.2%</b>
<b>Cash collections from construction services and other operations</b>	23 835	40 810	<b>71.2%</b>	60 386	100 054	<b>65.7%</b>
<i>including:</i>						
<i>Fee-development and construction services</i>	11 664	26 944	<b>131.0%</b>	25 846	59 006	<b>128.3%</b>
<i>Maintenance and grids</i>	8 094	8 250	<b>1.9%</b>	25 023	24 321	<b>-2.8%</b>
<i>Other</i>	4 077	5 616	<b>37.7%</b>	9 517	16 729	<b>75.8%</b>

Table 6 – New supply

	9M2020	9M2021
<b>New sellable area, th sqm</b>	<b>1 315</b>	<b>1 986</b>
<i>including:</i>		
PIK projects	926	1 677
Fee-development	389	309
<b>Number of projects launched for sale</b>	<b>12</b>	<b>14</b>
<i>including:</i>		
PIK projects	8	11
Fee-development	4	3
<b>Number of buildings launched for sale</b>	<b>59</b>	<b>112</b>
<i>including:</i>		
PIK projects	46	96
Fee-development	13	16

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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>