

20 January 2021

# 2020 Trading volume update

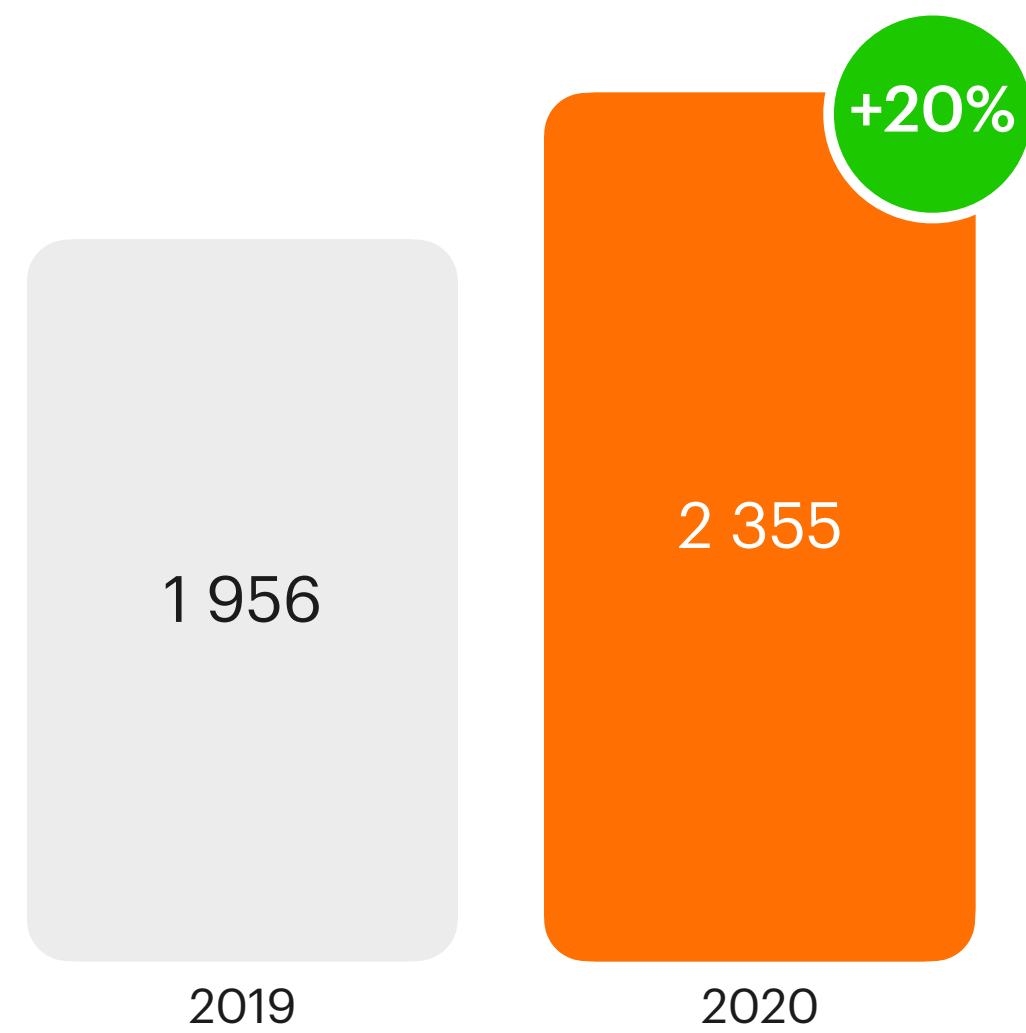


**PIK**

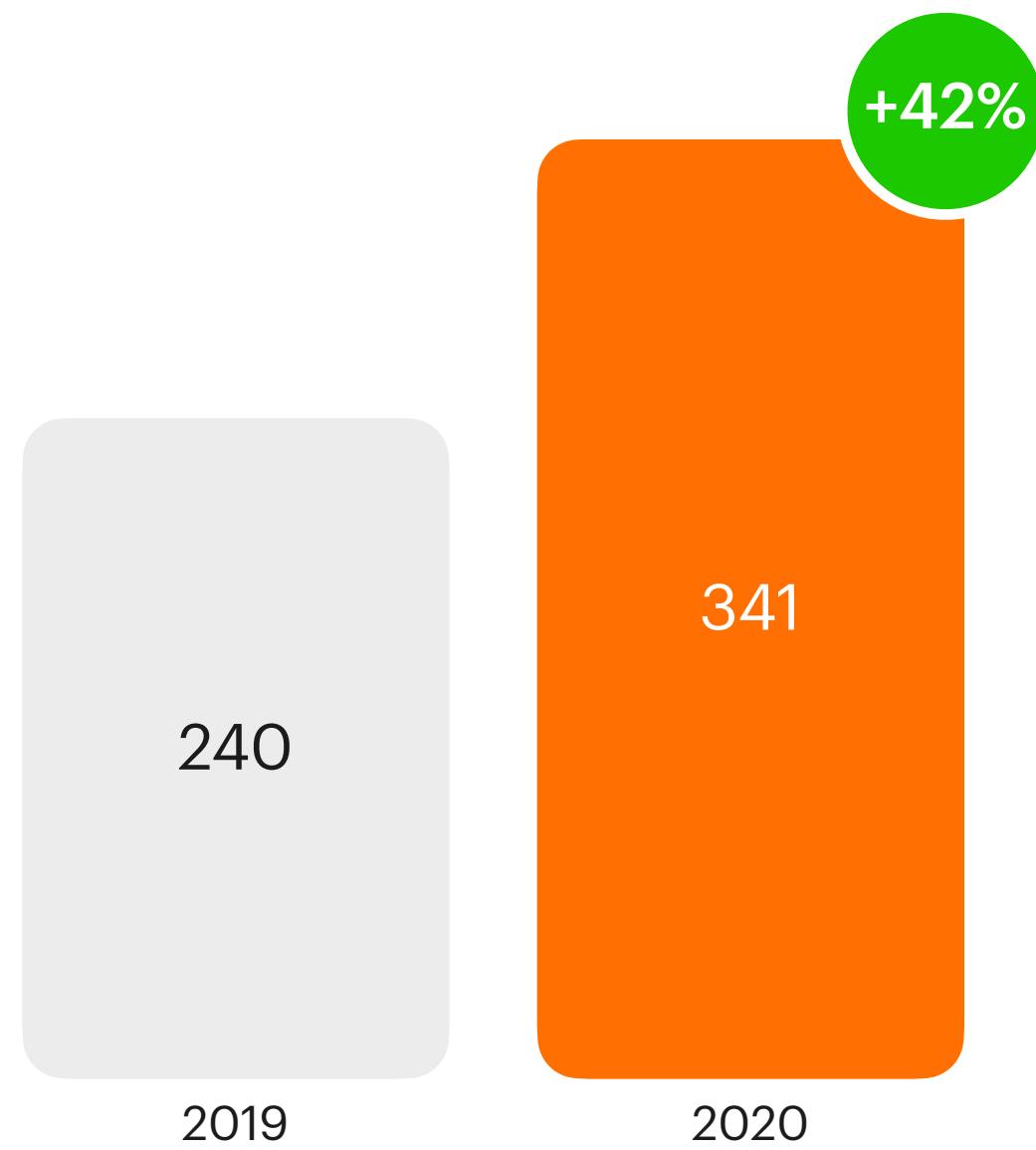


# Real estate sales

New contract sales,  
th m<sup>2</sup>



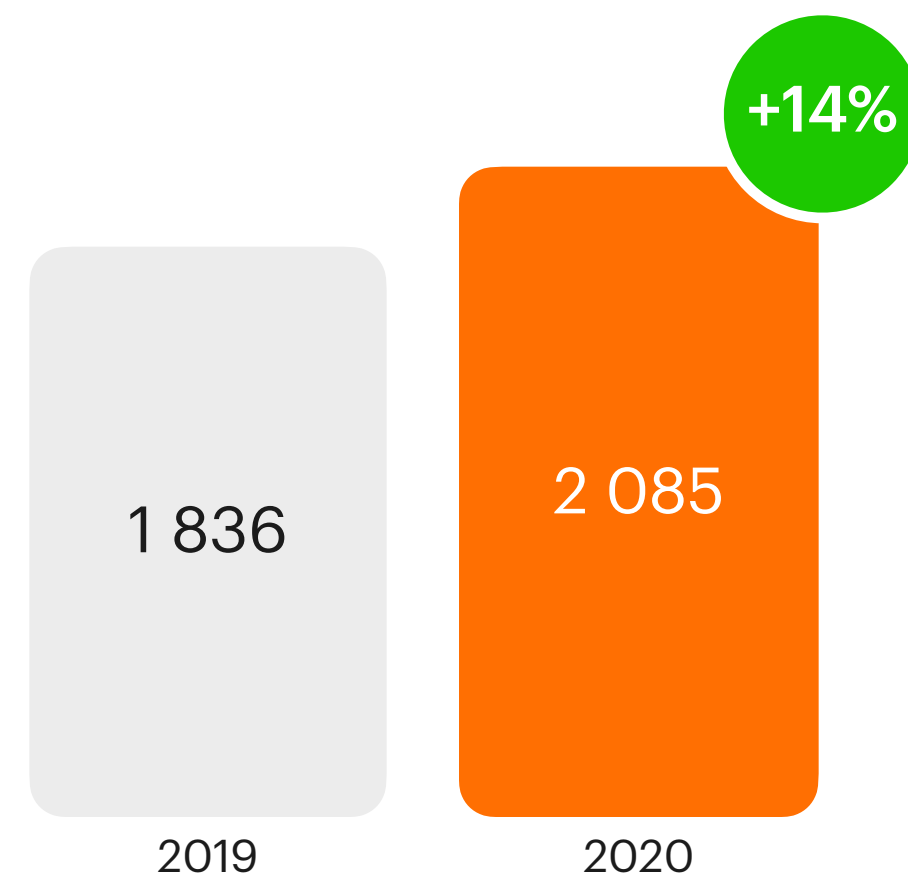
New contract sales,  
RUB bn



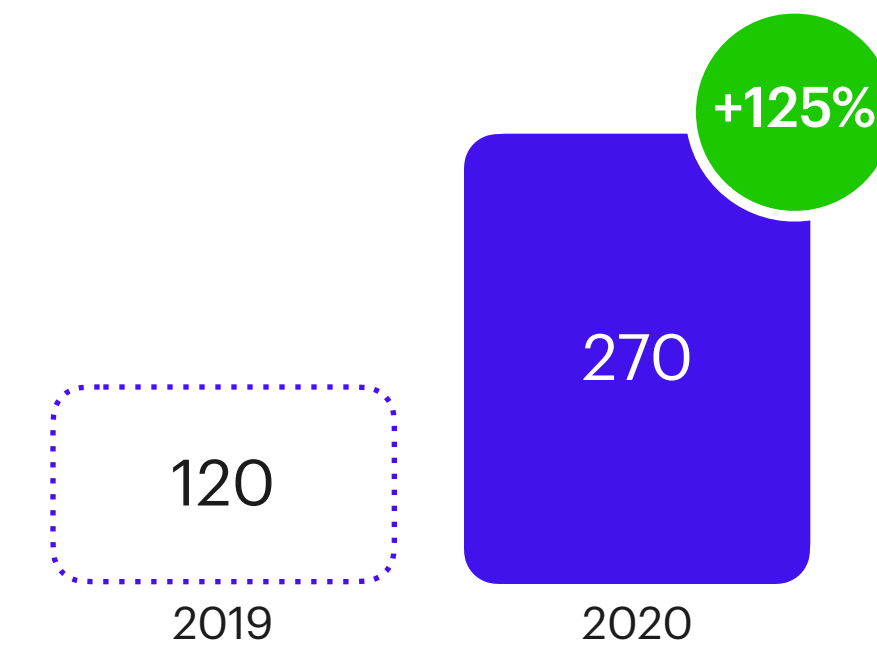
Share of mortgage sales — 76%

# Real estate sales by segment

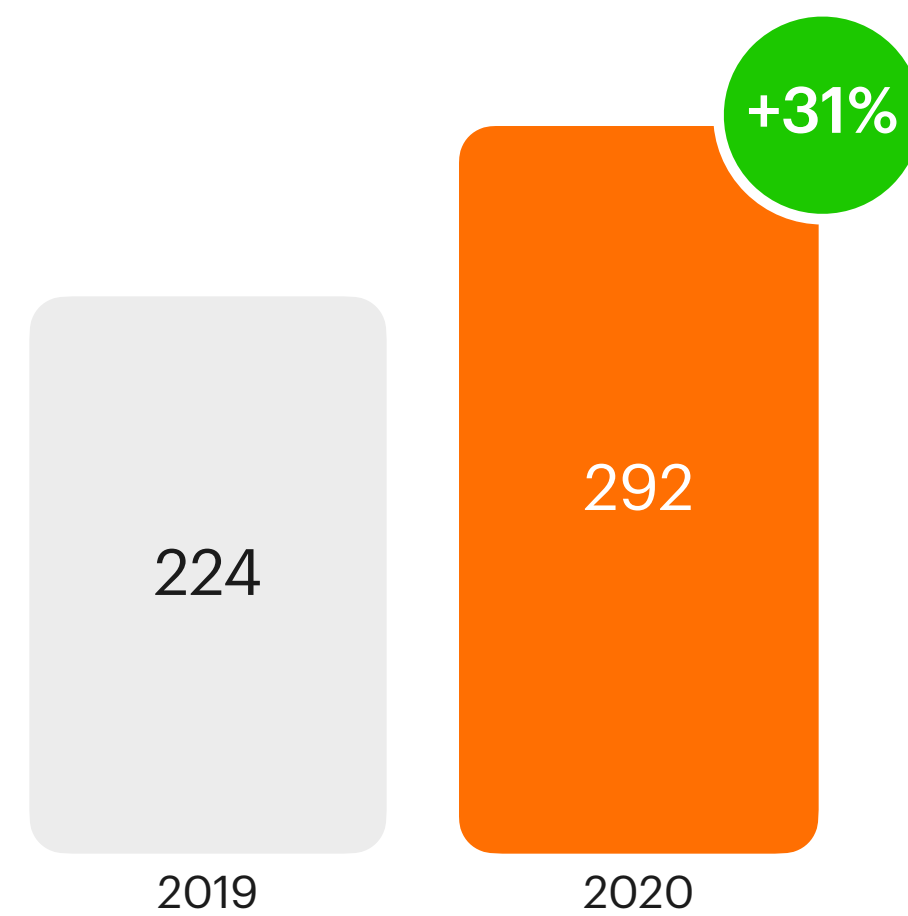
New contract sales,  
th m<sup>2</sup>



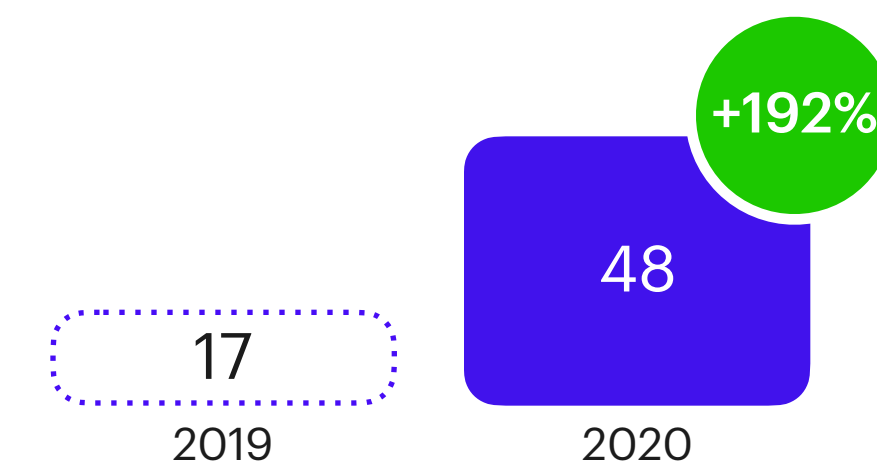
Fee-development,  
th m<sup>2</sup>



New contract sales,  
RUB bn

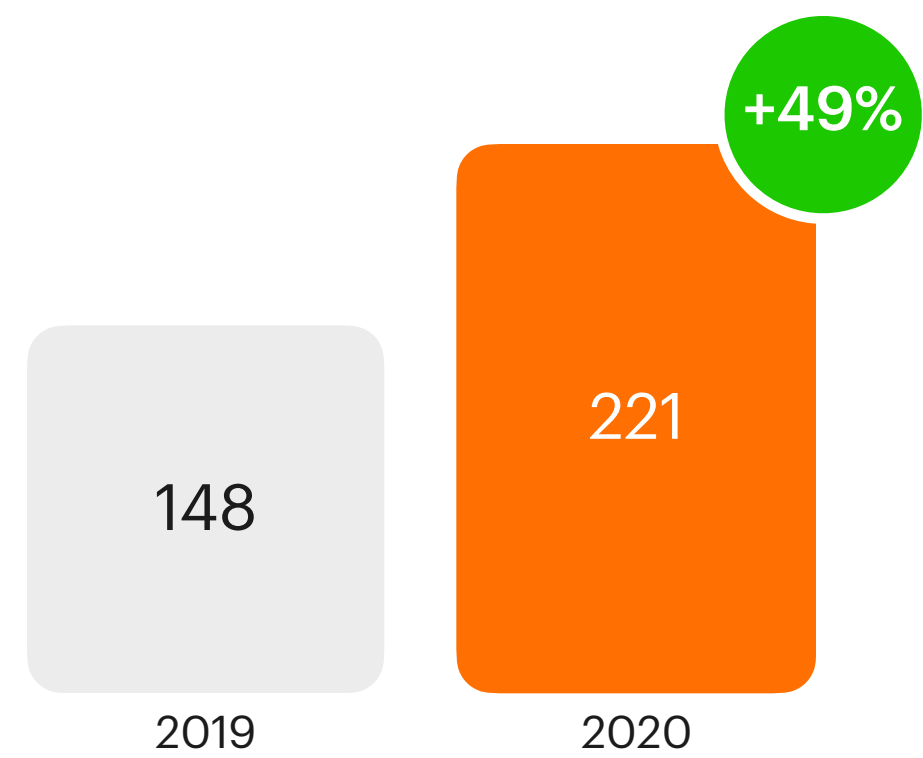


Fee-development,  
RUB bn

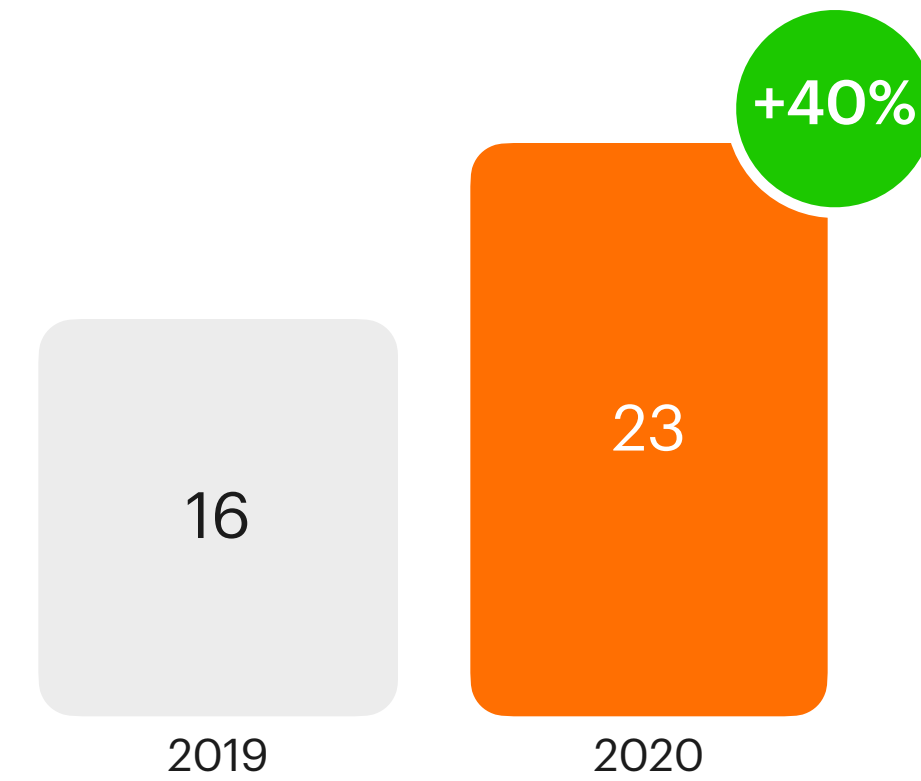


# Real estate sales by region

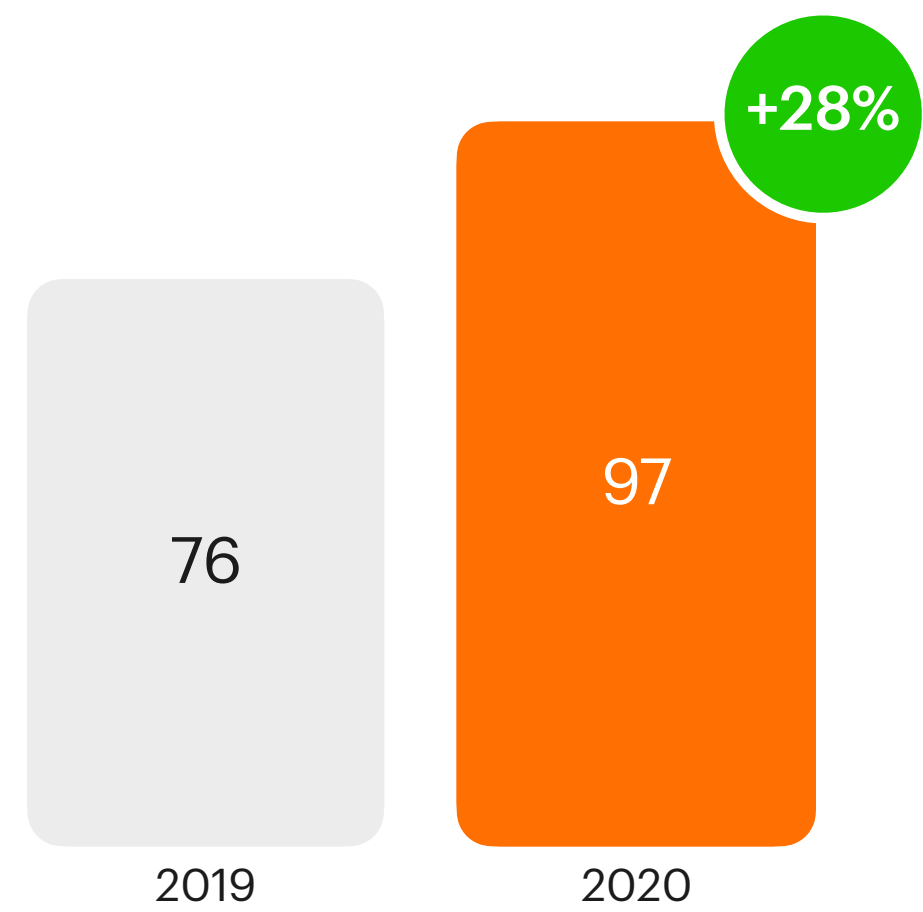
**Moscow  
RUB bn**



**Other regions  
RUB bn**



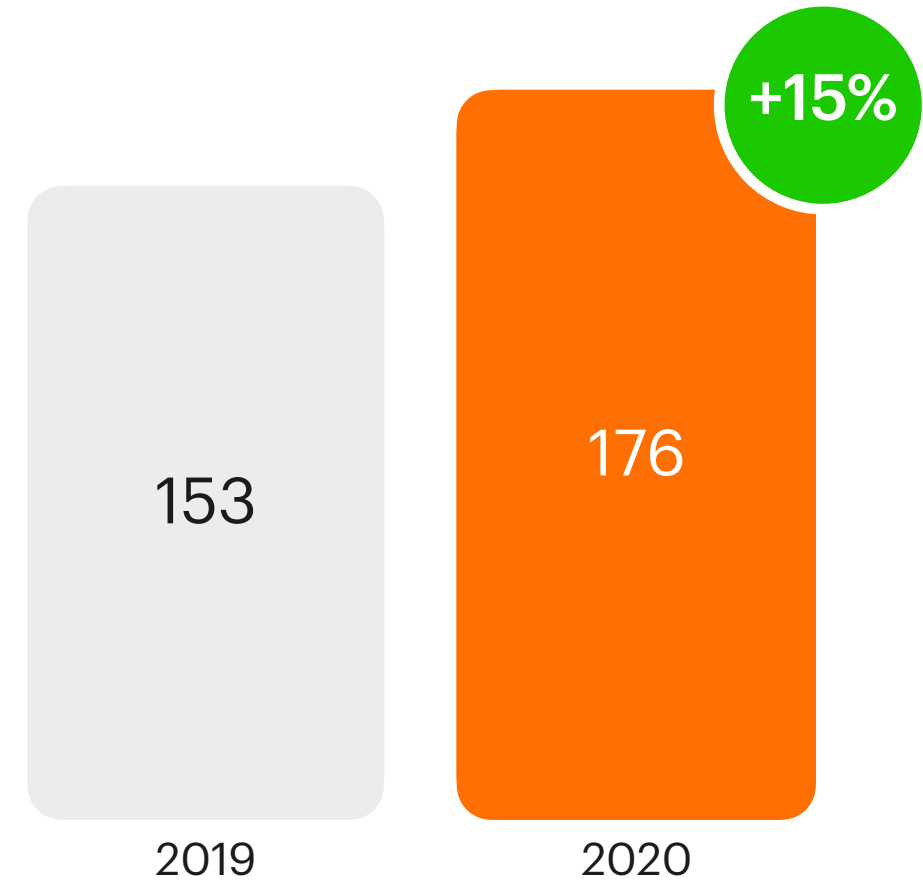
**Moscow region  
RUB bn**



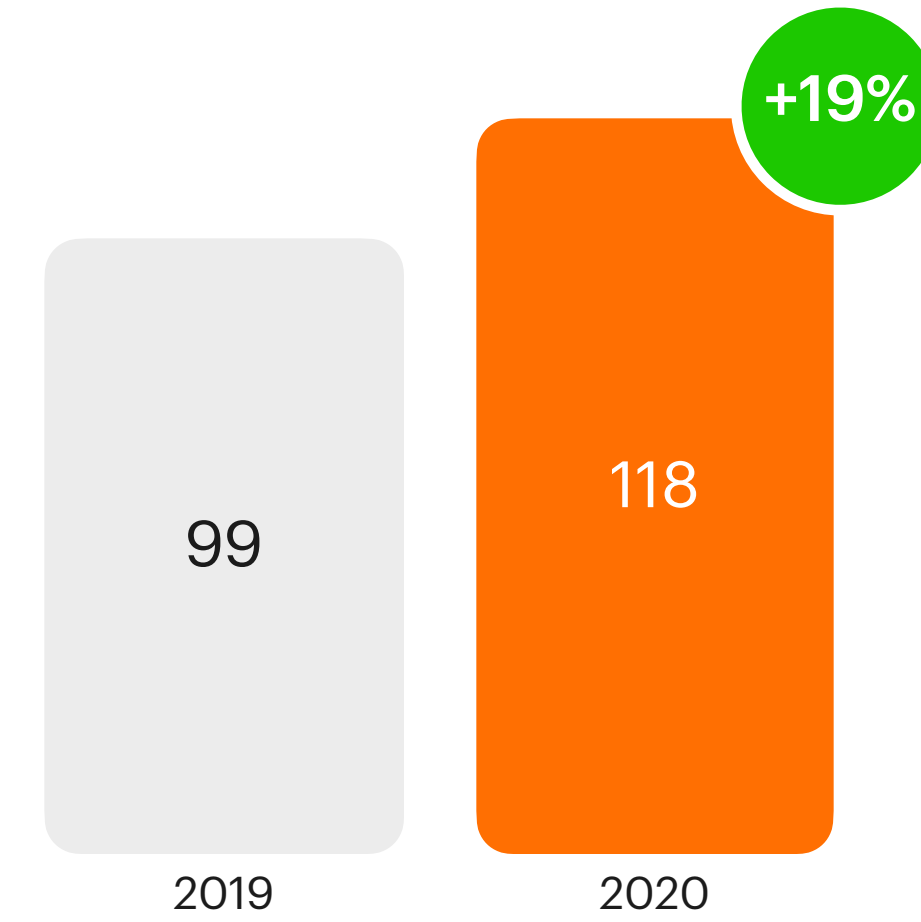


# Average price dynamics by region

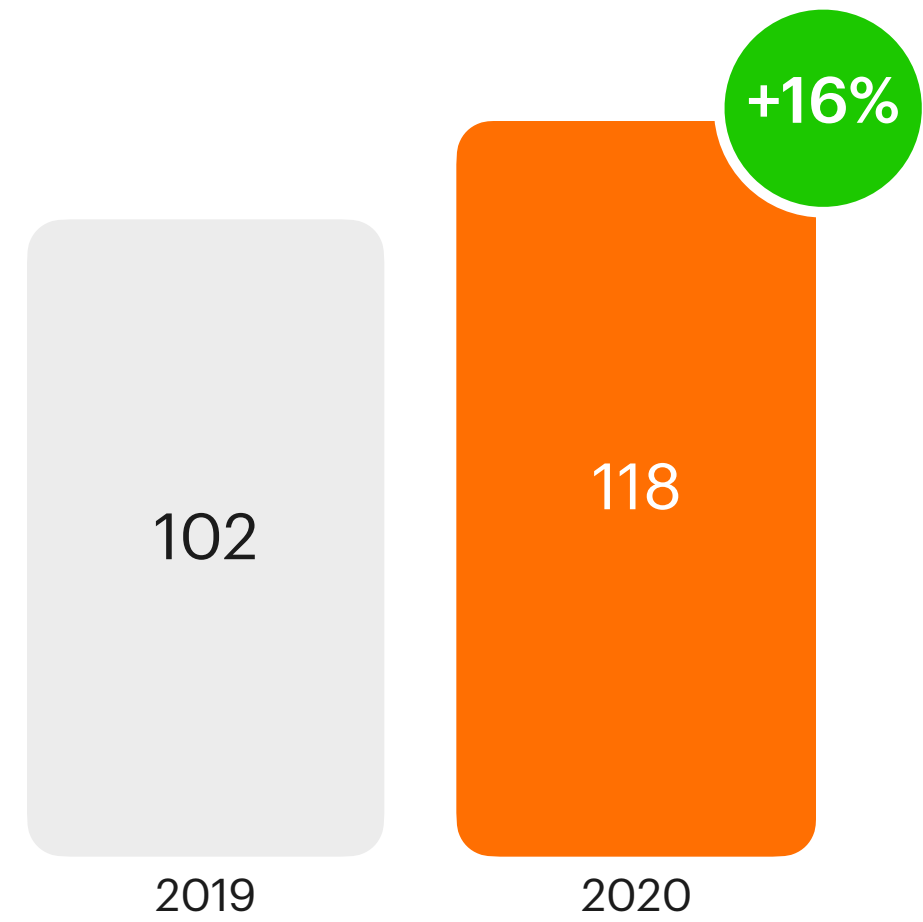
**Moscow**  
th rub/sqm



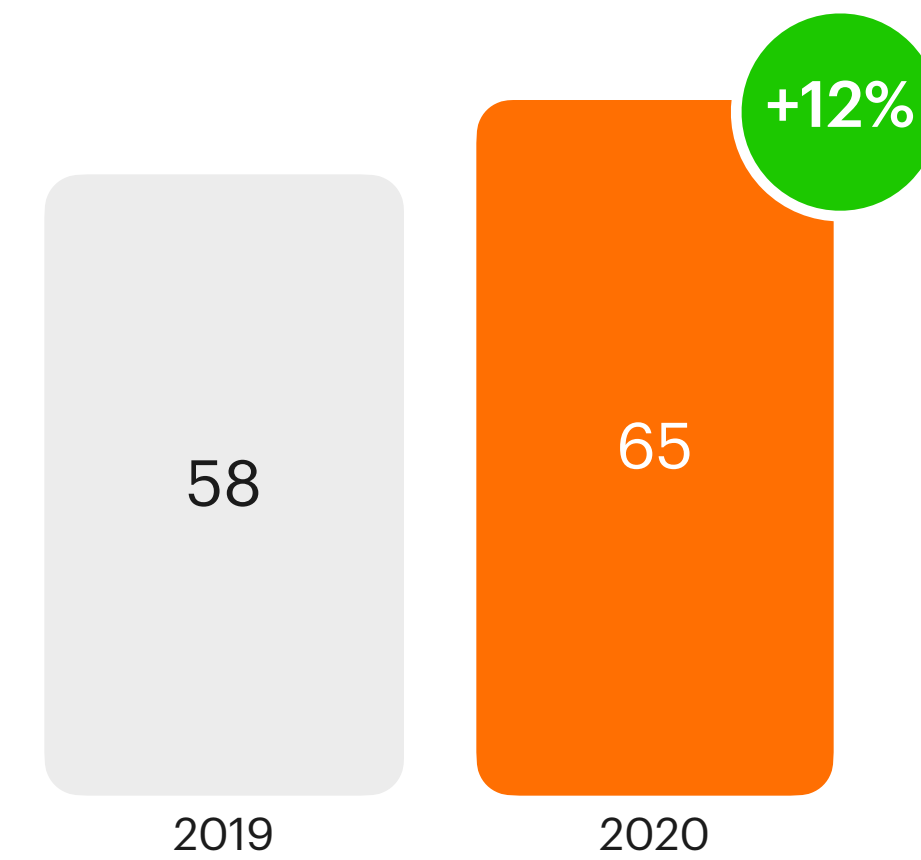
**Saint-Petersburg**  
th rub/sqm



**Moscow region**  
th rub/sqm



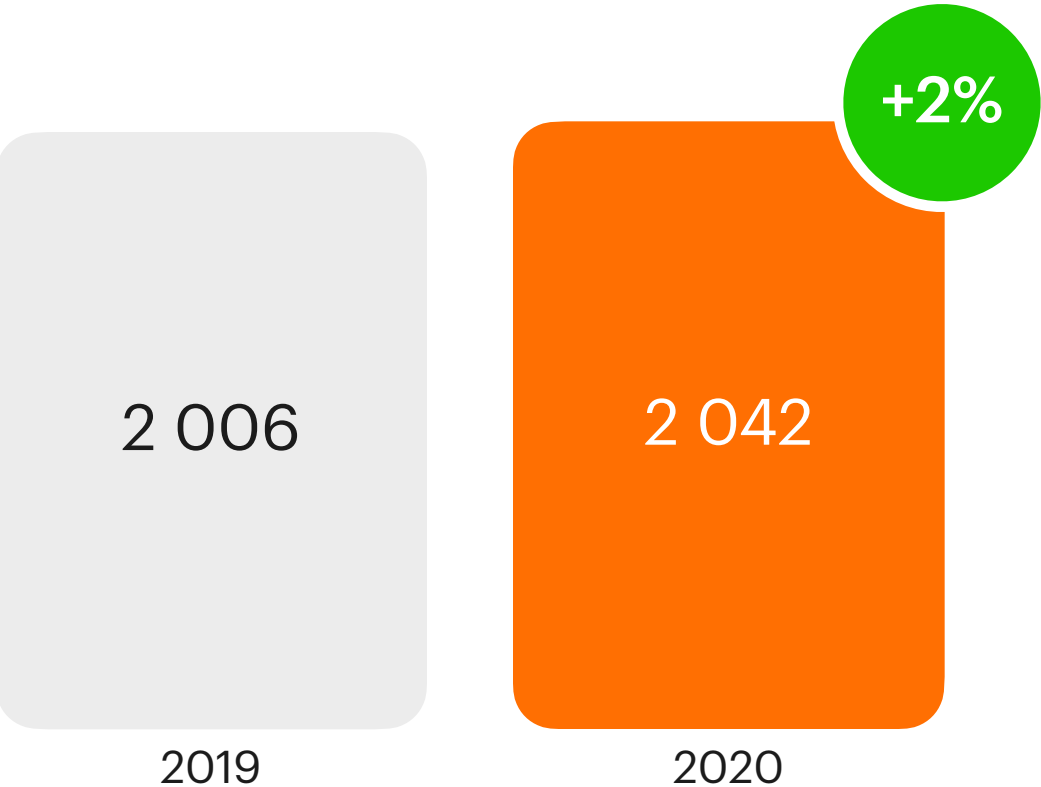
**Other regions**  
th rub/sqm



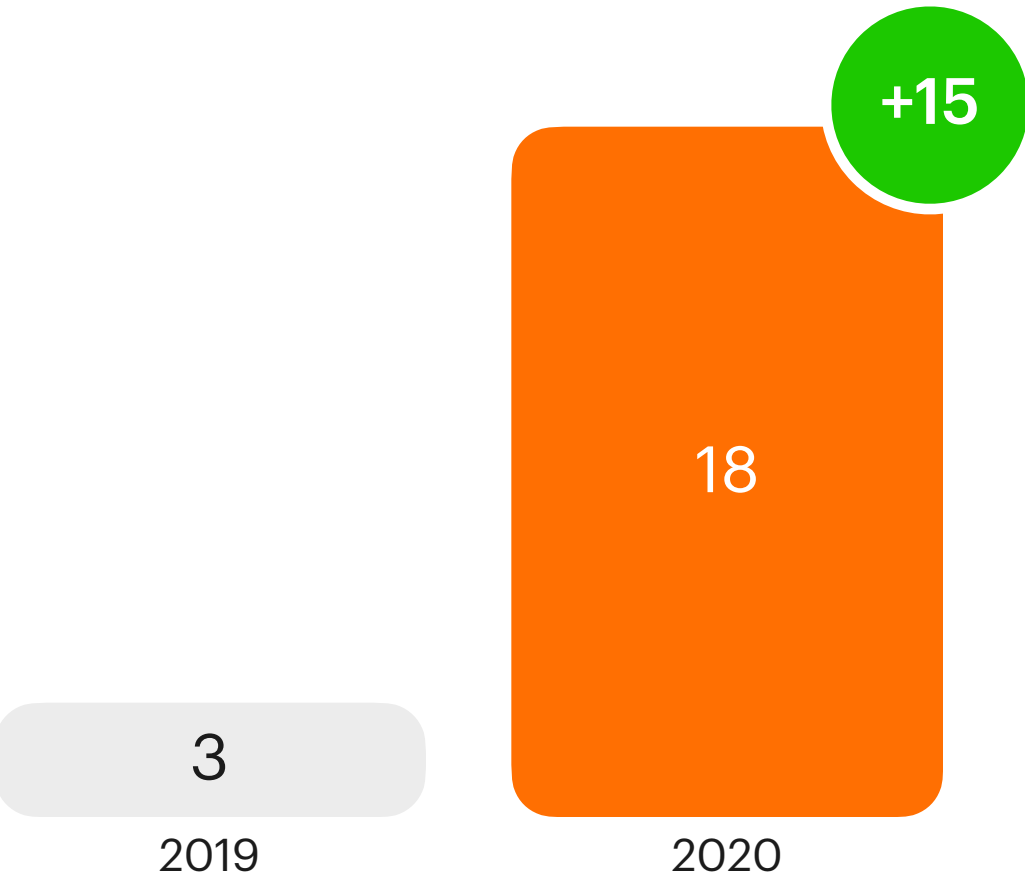


# New project launches 2020

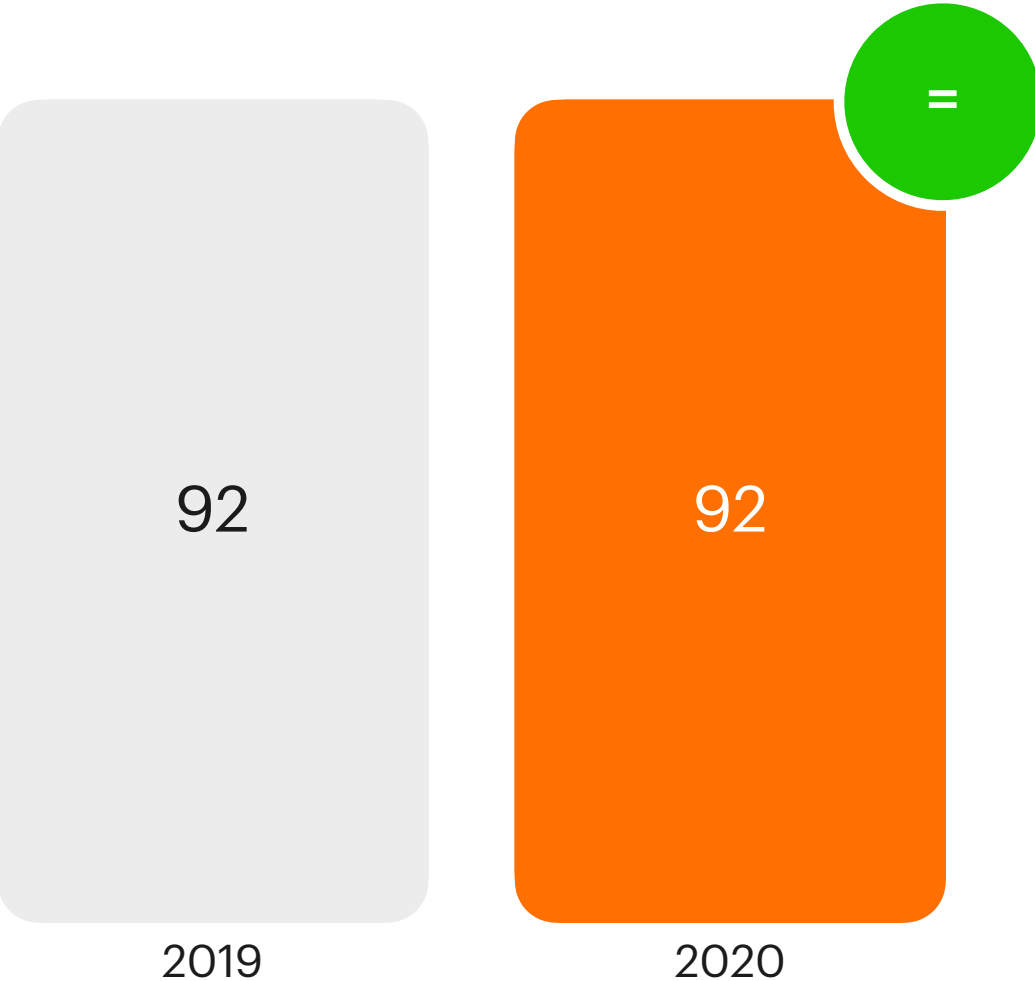
New supply, th m<sup>2</sup>



New projects



New buildings



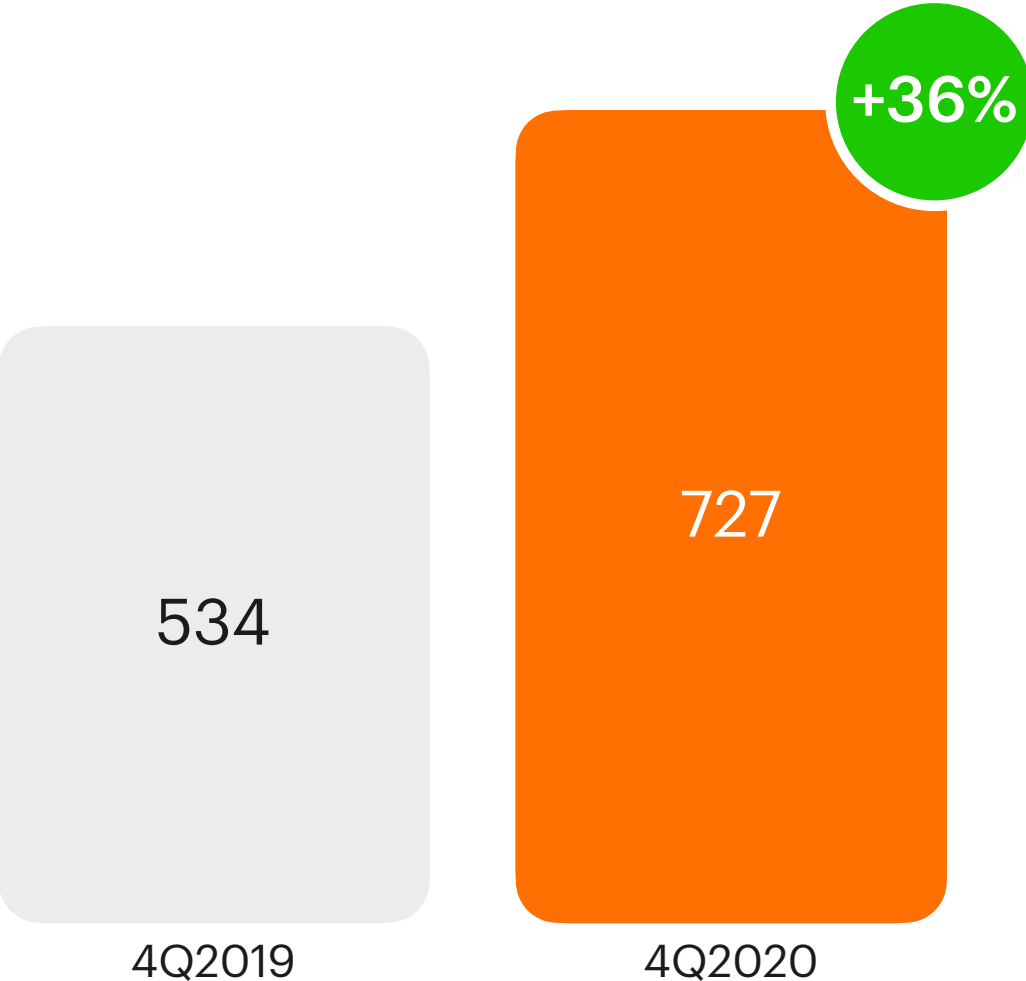
18 new projects in the Moscow area — Akademika Pavlova, Amursky park, Bolshaya Akademicheskaya 85, Bolshaya Ochakovskaya 2, Businovsky park, Volokolamskoe, 24, Volgsky park, Krasnokazarmennaya 15, Rustaveli 14, Serednevsky les, Signalny 16, Holland park, Kronshtadsky 9, Kronshtadsky 14, Novokhokhlovskaya 15, Perovskaya 2, Vtoroy Nagatinsky and Kantemirovskaya 11

92 new buildings in the Moscow area, Kaluga, Tyumen, Yekaterinburg, Saint-Petersburg, Yaroslavl and Novorossiysk



# New project launches 4Q2020

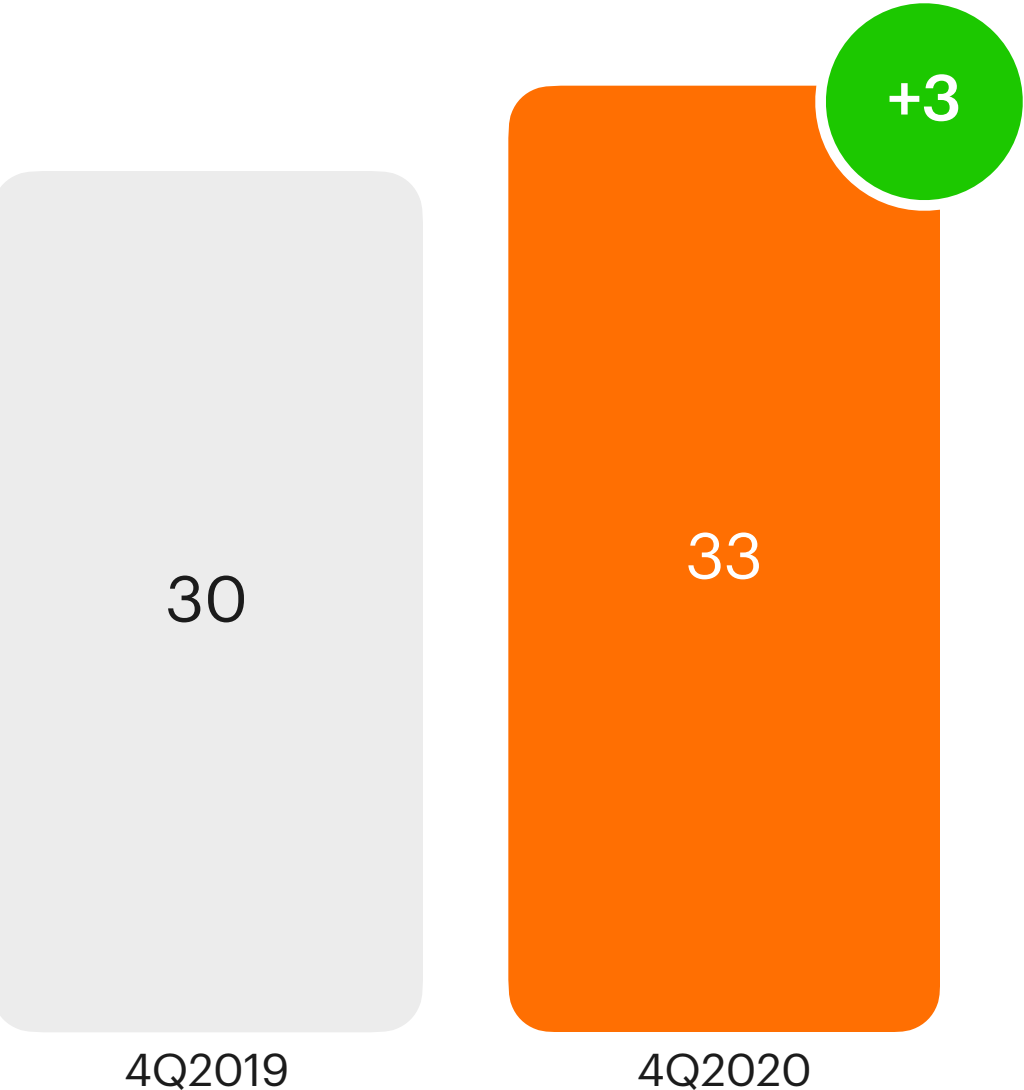
New supply, th m<sup>2</sup>



New projects



New buildings

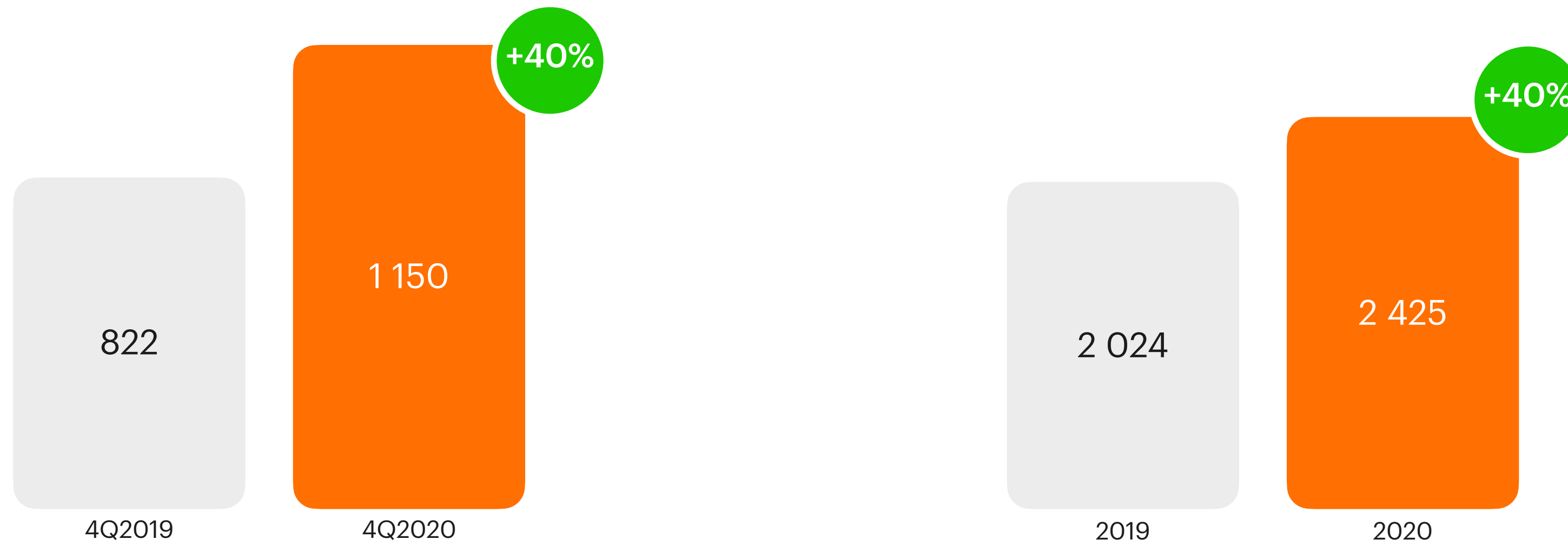


6 new projects in the Moscow area — Kronshtadsky 9, Kronshtadsky 14, Novokhokhlovskaya 15, Perovskaya 2, Vtoroy Nagatinsky and Kantemirovskaya 11

35 new buildings in the Moscow area, Yekaterinburg, Saint-Petersburg Tyumen and Novorossiysk



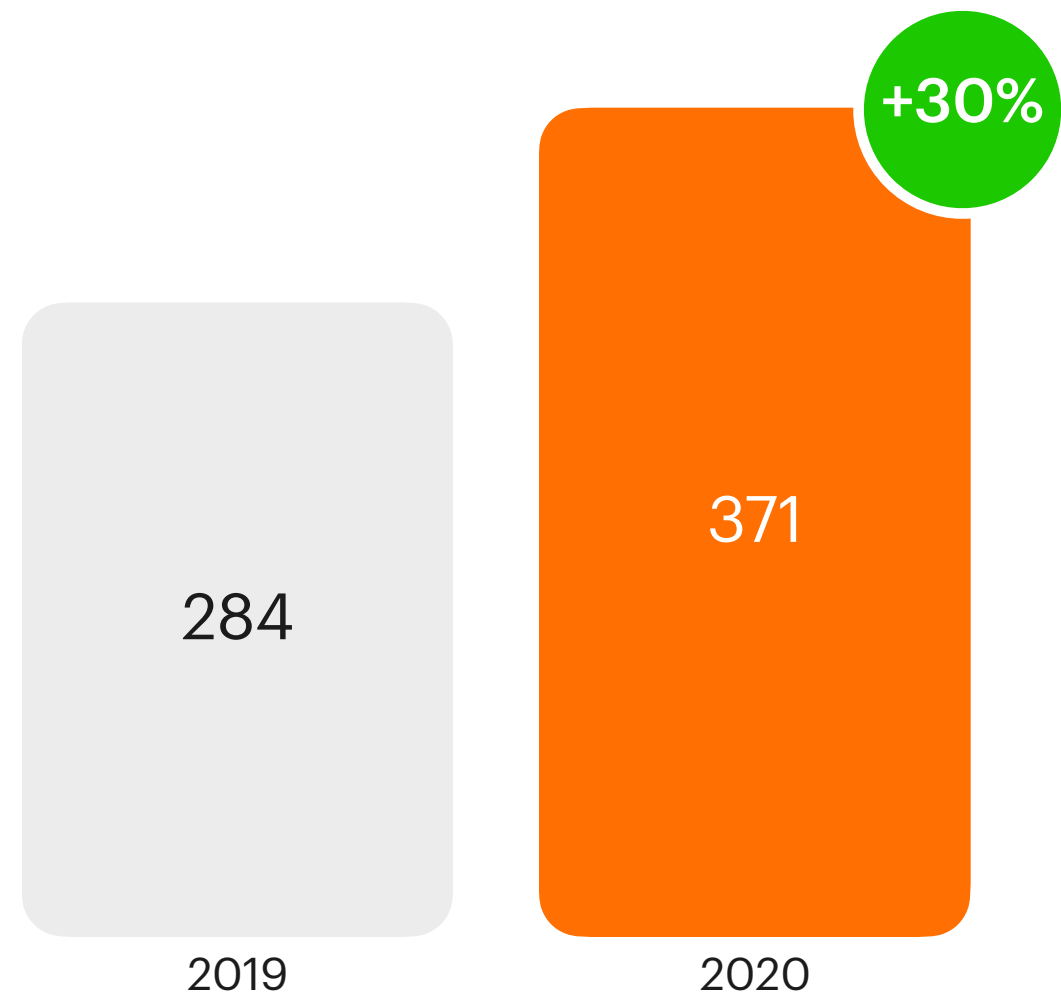
# Completions



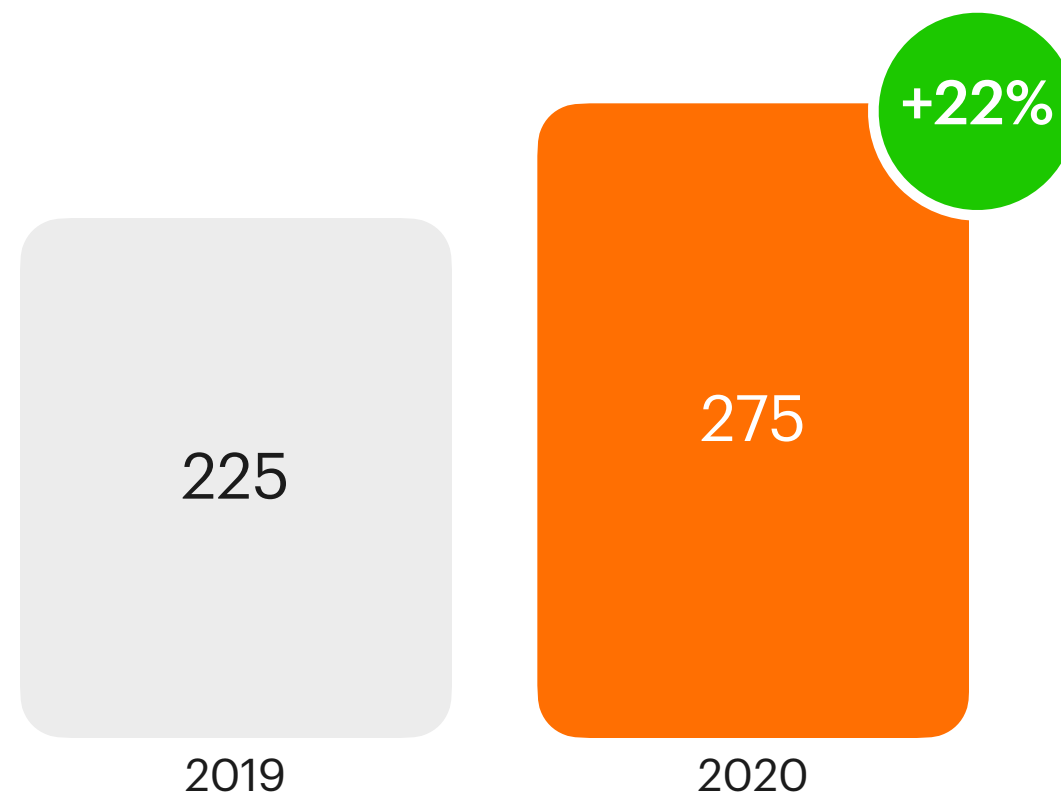


# Cash collections

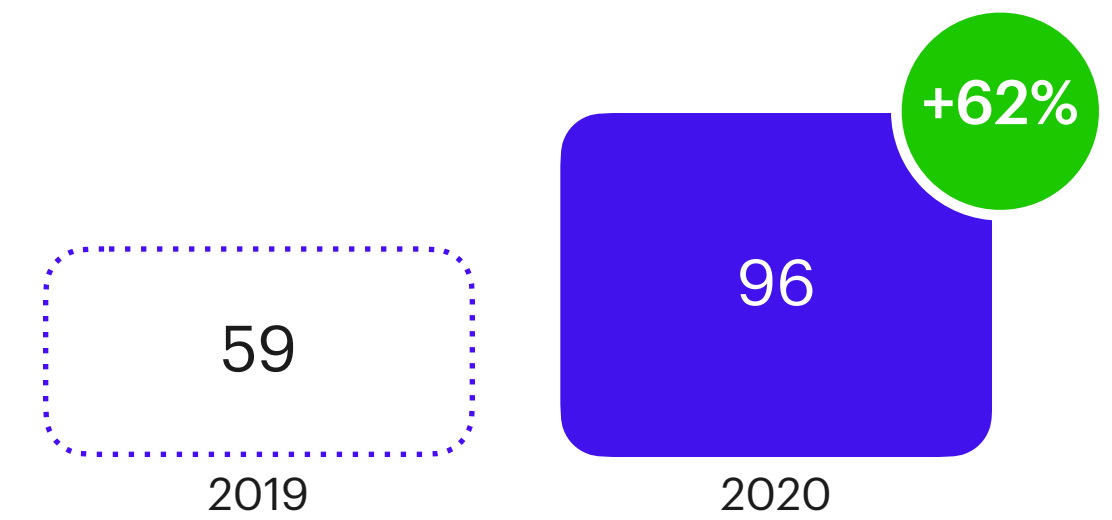
Cash collections,  
RUB bn



Cash collections -  
real estate, RUB bn



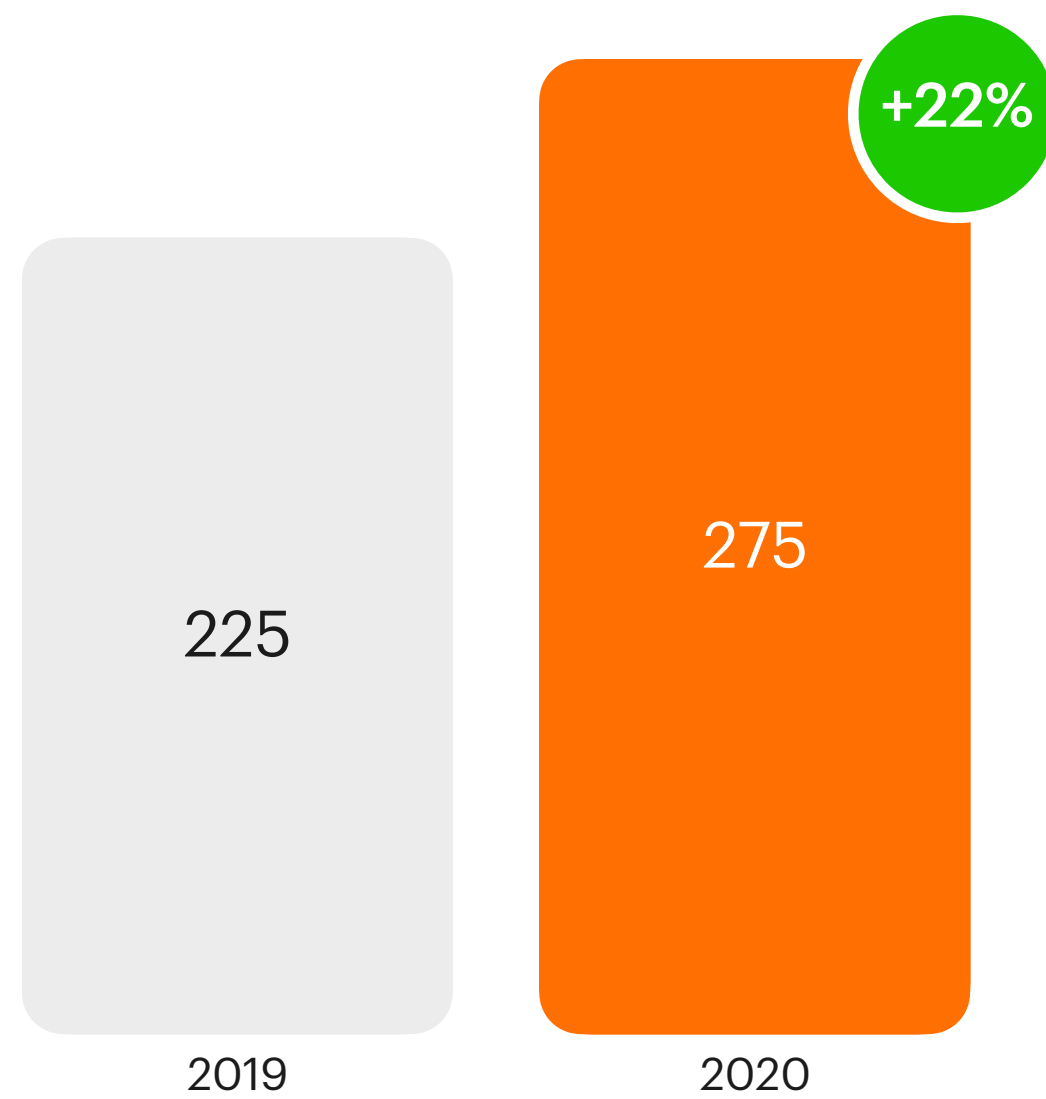
Cash collections -  
other businesses,  
RUB bn



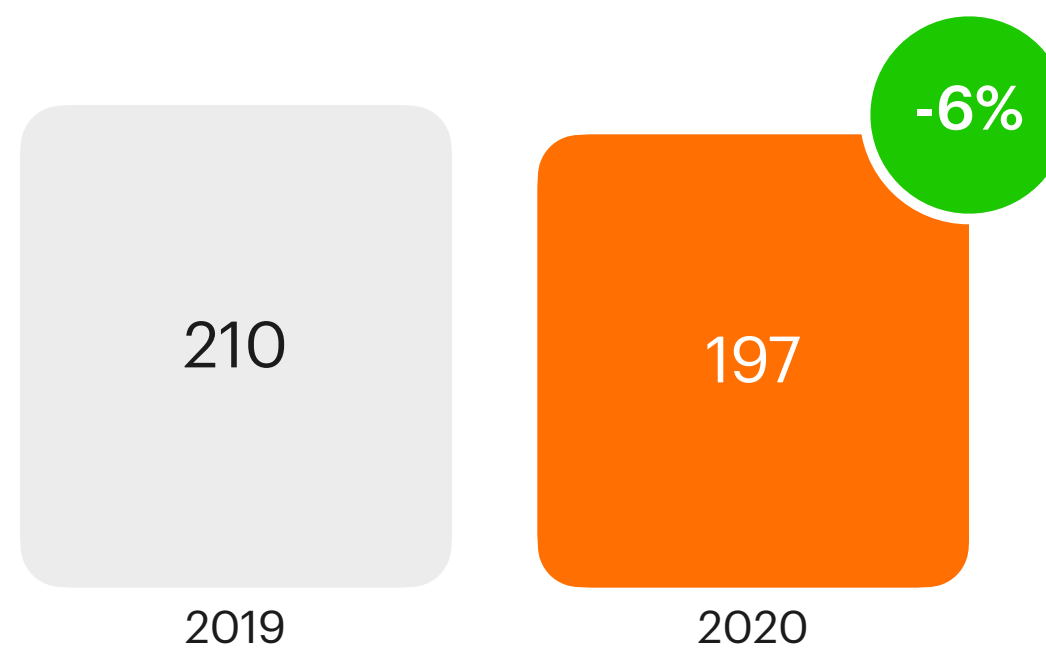


# Cash collections — real estate

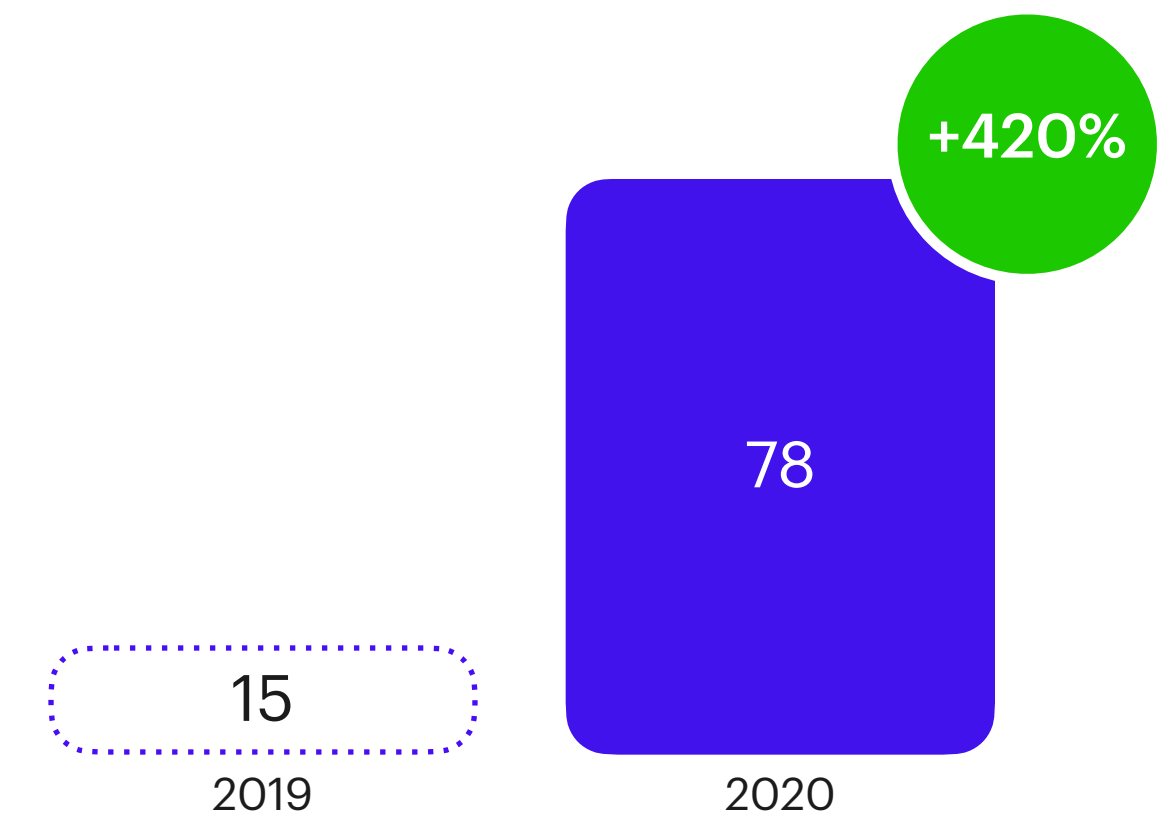
Cash collections -  
real estate, RUB bn



Cash collections  
(cash), RUB bn



Cash collections  
(escrow), RUB bn

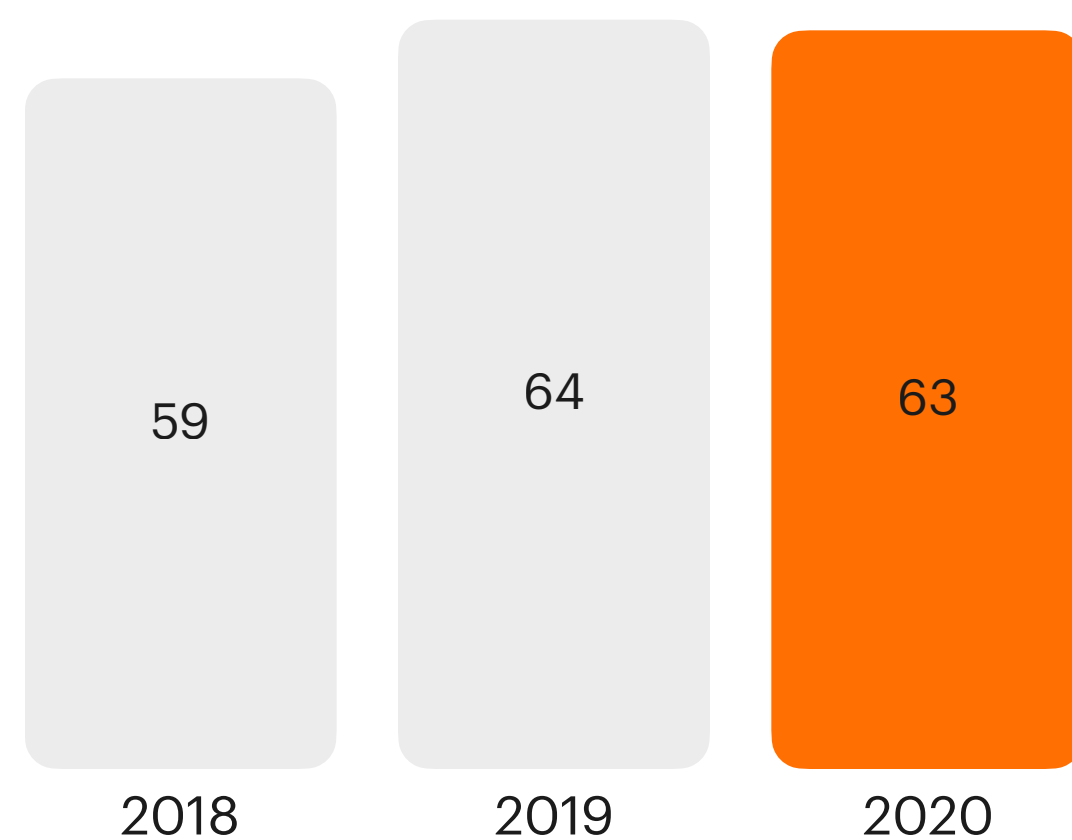




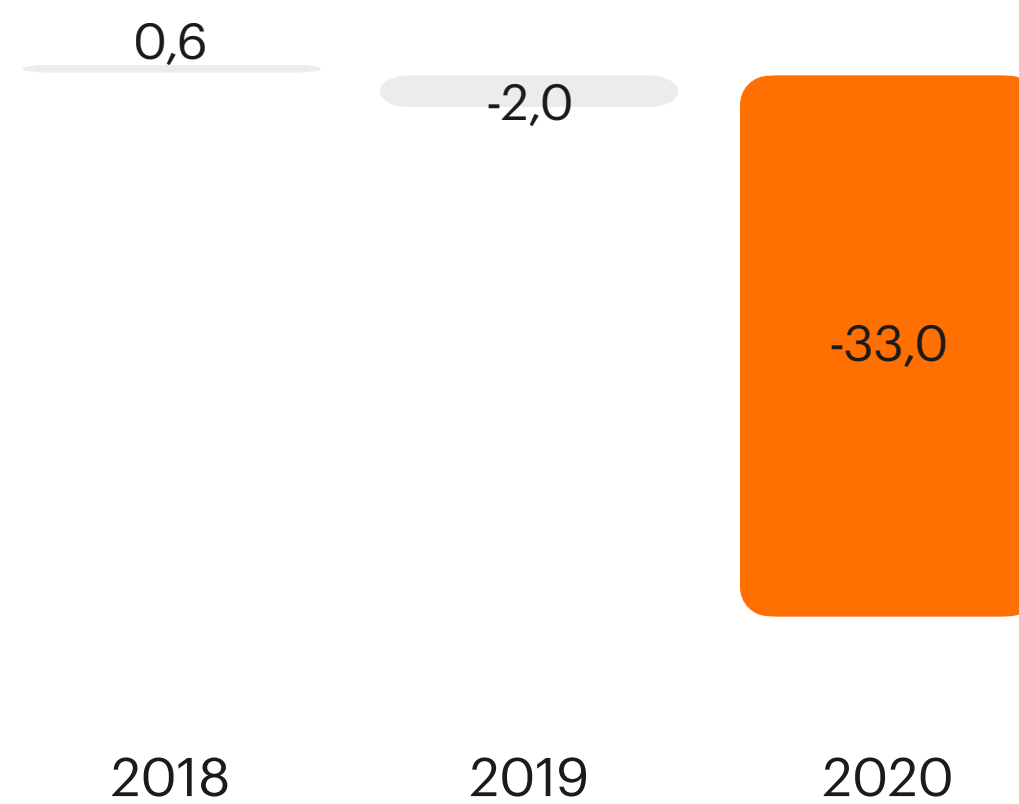
# Corporate debt

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

**Total debt  
RUB bn**



**Net debt  
RUB bn**



**Cost of debt  
%**

