



## PIK GROUP 9M2020 Trading Update

**MOSCOW, October 15, 2020** - PIK Group, the leading Russian residential real estate developer, released today its trading update for the nine months ended September 30, 2020 (9M2020).

### 9M2020 key operational highlights:

- Value of new sales contracts to customers increased by **25.1%** to **RUB 208.7 billion** (1 504 th sqm) compared to RUB 166.8 billion (1 368 th sqm) in 9M2019, including fee development business segment of **RUB 23.9 billion** (141 th sqm), up **123.6%** compared to 9M2019.
- Total cash collections increased by **22.3%** to **RUB 228.0 billion**, compared to RUB 186.5 billion in 9M2019.
  - Cash collections from sale of real estate (including collections to the escrow accounts in the amount of RUB 36.8 billion) amounted to **RUB 167.6 billion**.
  - Cash collections from construction services, fee-development and other operations amounted to **RUB 60.4 billion**.
- In 9M2020, PIK put on sale:
  - **12 new projects** in Moscow area – Akademika Pavlova, Amursky park, Bolshaya Akademicheskaya 85, Bolshaya Ochakovskaya 2, Businovskiy park, Volokolamskoe, 24, Volgskiy park, Krasnokazarmennaya 15, Rustaveli 14, Serednevskiy les, Signalny 16 and Holland park compared to 2 new projects in 9M2019.
  - **59 new buildings** in Moscow area, Kaluga, Tyumen and Novorossiysk compared to 62 new buildings in 9M2019.
  - Total area of buildings launched to the market amounted to **1 315 th sqm**
- Completions amounted to **1 275 th sqm**, up 6.1% (9M2019: 1 202 th sqm).
- Share of mortgage sales reached **77%** in 9M2020.



Table 1 – New sales contracts

	3Q2019	3Q2020	Change, %	9M2019	9M2020	Change, %
<b>New sales contracts to customers, th sqm</b>	448	543	21.2%	1 289	1 363	5.7%
<b>New sales contracts to customers, fee development, th sqm</b>	27	72	166.7%	79	141	78.5%
<b>Total</b>	<b>475</b>	<b>615</b>	<b>29.5%</b>	<b>1 368</b>	<b>1 504</b>	<b>9.9%</b>
<b>Value of contracts for apartments and ground floors, RUB million</b>	54 889	76 432	39.2%	156 128	184 752	18.3%
<b>Value of contracts for apartments and ground floors, fee development, RUB million</b>	3 628	12 454	243.3%	10 707	23 945	123.6%
<b>Total</b>	<b>58 517</b>	<b>88 886</b>	<b>51.9%</b>	<b>166 835</b>	<b>208 697</b>	<b>25.1%</b>

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

Thousand sqm	3Q2019	3Q2020	Change, %	9M2019	9M2020	Change, %
<b>Moscow</b>	236	341	44.5%	688	773	12.4%
<b>Moscow region</b>	177	202	14.1%	512	538	5.1%
<b>Other regions</b>	62	72	16.1%	168	193	14.9%
<b>Total</b>	<b>475</b>	<b>615</b>	<b>29.5%</b>	<b>1 368</b>	<b>1 504</b>	<b>9.9%</b>

Table 3 – New sales contracts value by region (including fee-development in Moscow)

RUB million.	3Q2019	3Q2020	Change, %	9M2019	9M2020	Change, %
<b>Moscow</b>	36 143	59 359	64.2%	103 681	131 913	27.2%
<b>Moscow region</b>	18 296	23 764	29.9%	52 038	62 415	19.9%
<b>Other regions</b>	4 078	5 763	41.3%	11 116	14 369	29.3%
<b>Total</b>	<b>58 517</b>	<b>88 886</b>	<b>51.9%</b>	<b>166 835</b>	<b>208 697</b>	<b>25.1%</b>



Table 4 - Cash collections

<i>RUB million</i>	3Q2019	3Q2020	Change, %	9M2019	9M2020	Change, %
<b>Total gross cash collections</b>	<b>71 965</b>	<b>87 179</b>	<b>21.1%</b>	<b>186 464</b>	<b>227 963</b>	<b>22.3%</b>
<b>Cash collections from sale of real estate</b>	53 755	63 344	17.8%	154 932	167 577	8.2%
<i>Incl.:</i>						
<i>Cash collections to the escrow accounts</i>	3 296	16 796	409.6%	6 340	36 818	480.7%
<b>Cash collections from construction services and other operations</b>	18 210	23 835	30.9%	31 532	60 386	91.5%
<i>Incl.:</i>						
<i>Fee-development and construction services</i>	6 805	11 664	71.4%	13 094	25 846	97.4%
<i>Maintenance and grids</i>	9 373	8 094	-13.6%	12 694	25 023	97.1%
<i>Other</i>	2 032	4 077	100.6%	5 744	9 517	65.7%

Table 5 – New building put on sale

	9M2019	9M2020
<b>New sellable area, th. sqm</b>	<b>1 472</b>	<b>1 315</b>
<i>Incl.</i>		
PIK projects	1 456	926
Fee-development	16	389
<b>Number of projects launched for sale</b>	<b>2</b>	<b>12</b>
<i>Incl.</i>		
PIK projects	2	8
Fee-development	-	4
<b>Number of buildings launched for sale</b>	<b>62</b>	<b>59</b>
<i>Incl.</i>		
PIK projects	61	46
Fee-development	1	13

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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 25 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>