

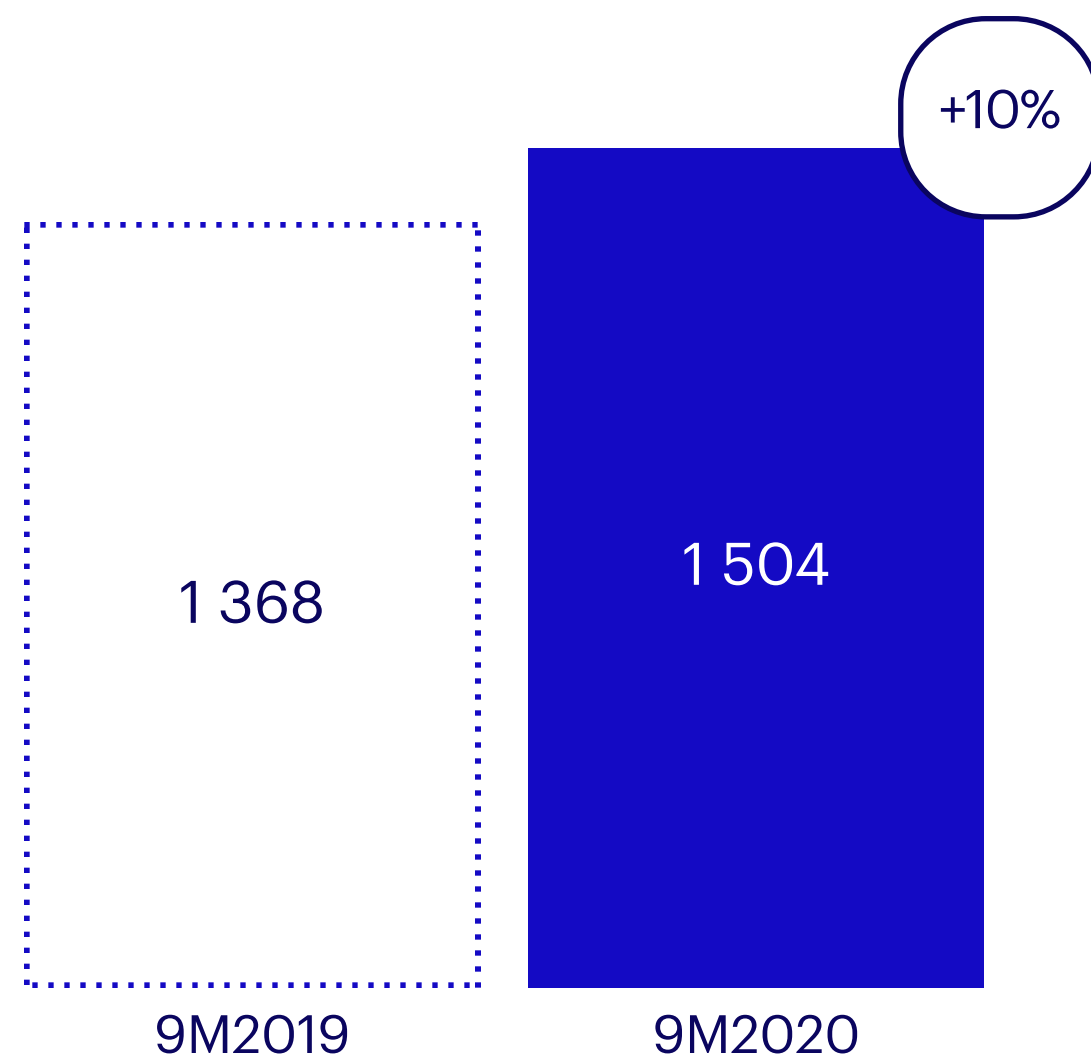
PIK Group

Operating results 9M 2020

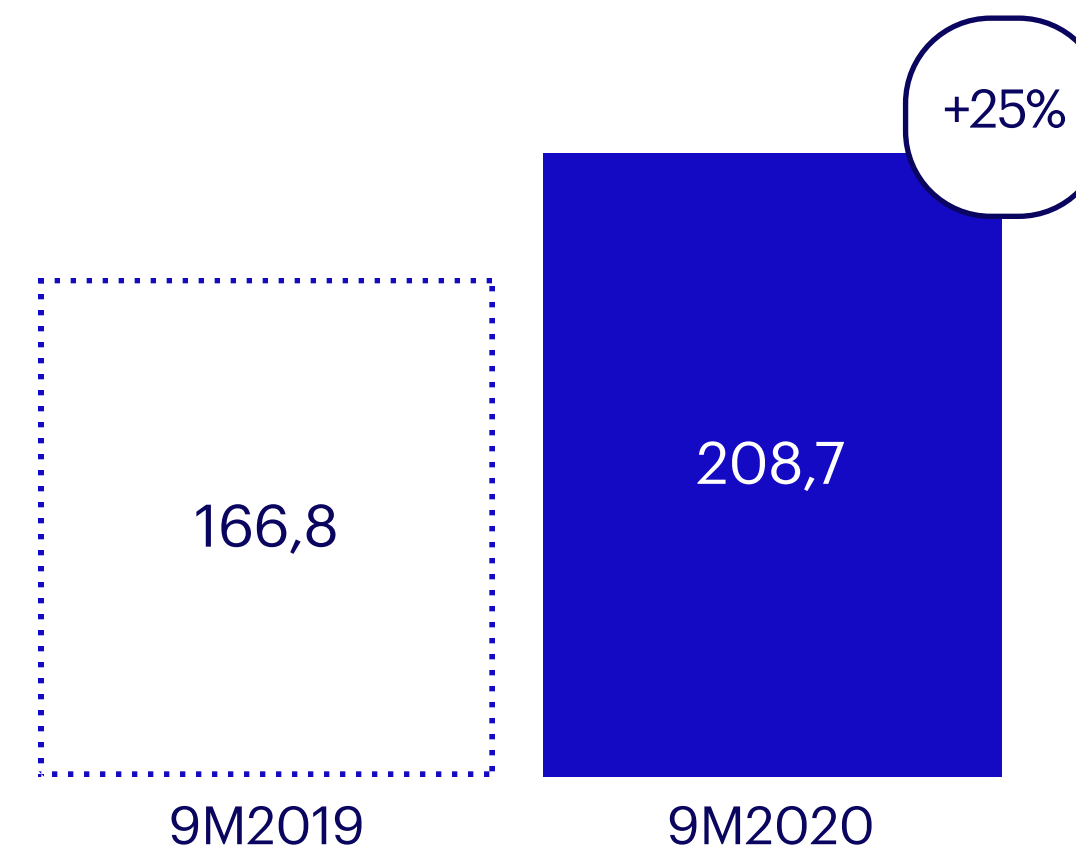
October 2020

Real estate sales

New contract sales,
th m²



New contract sales,
RUB bn

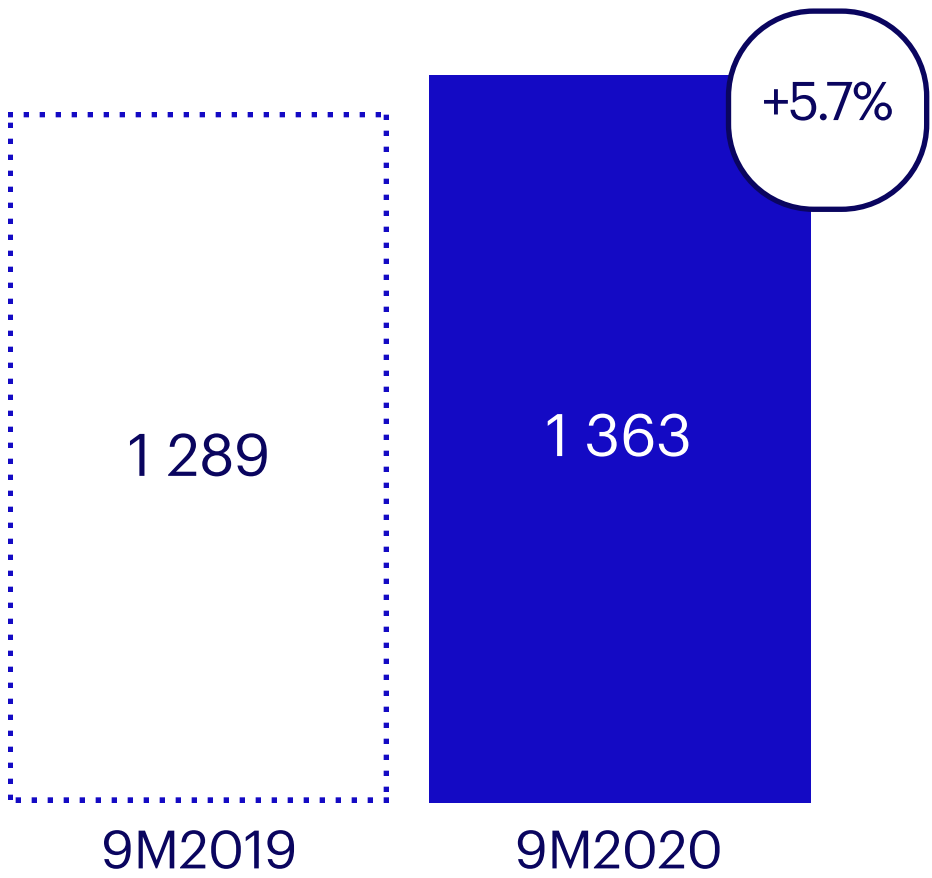


Share of mortgage sales — 77%

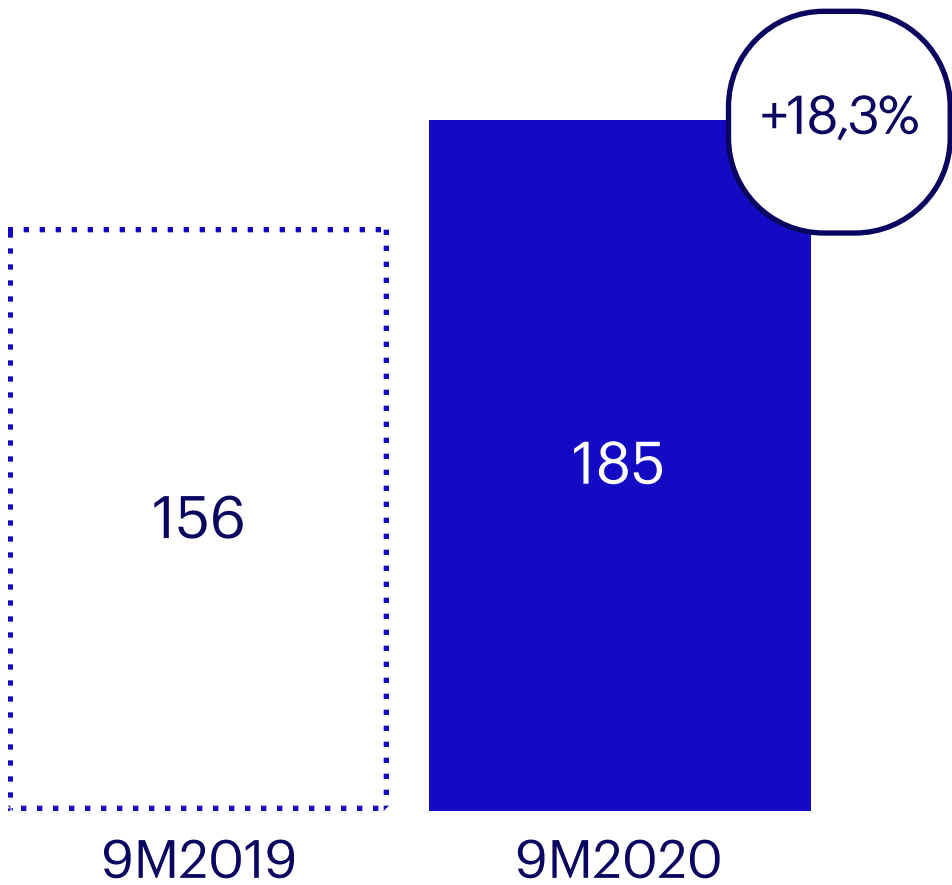
Real estate sales

by segment

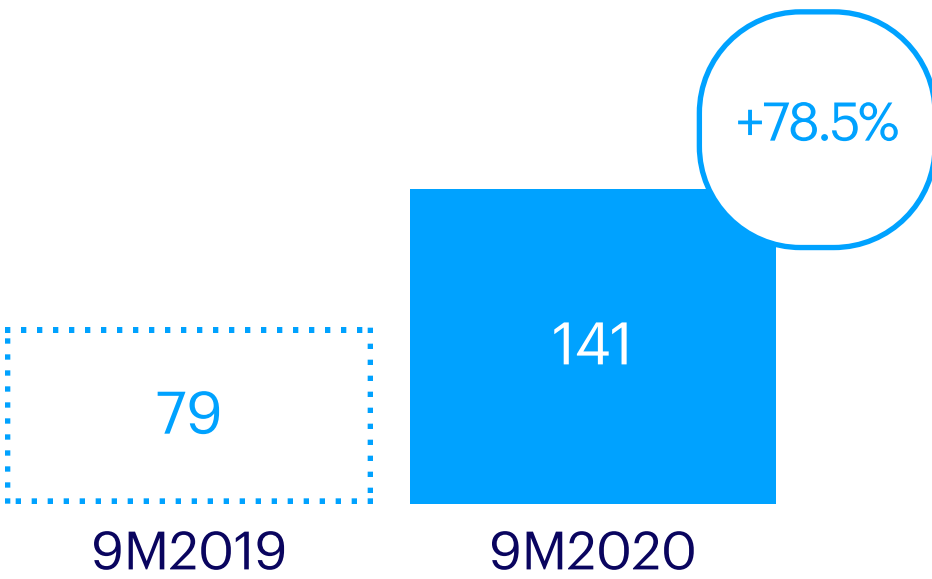
New contract sales, th m²



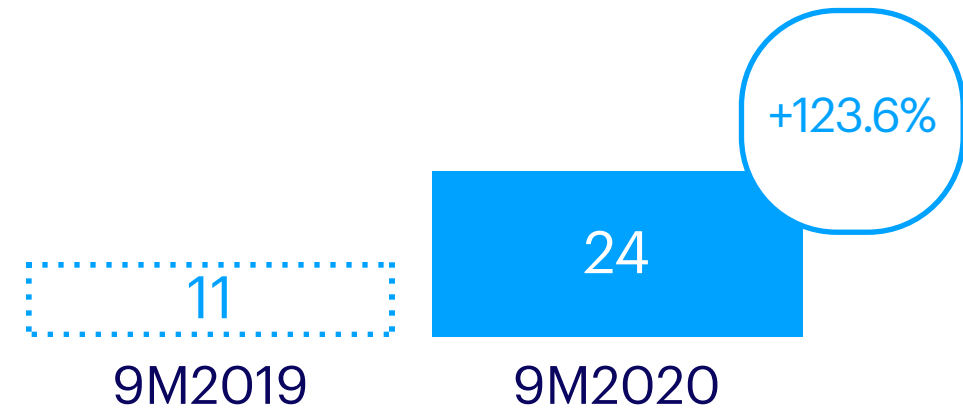
New contract sales, RUB bn



Fee-development, th m²



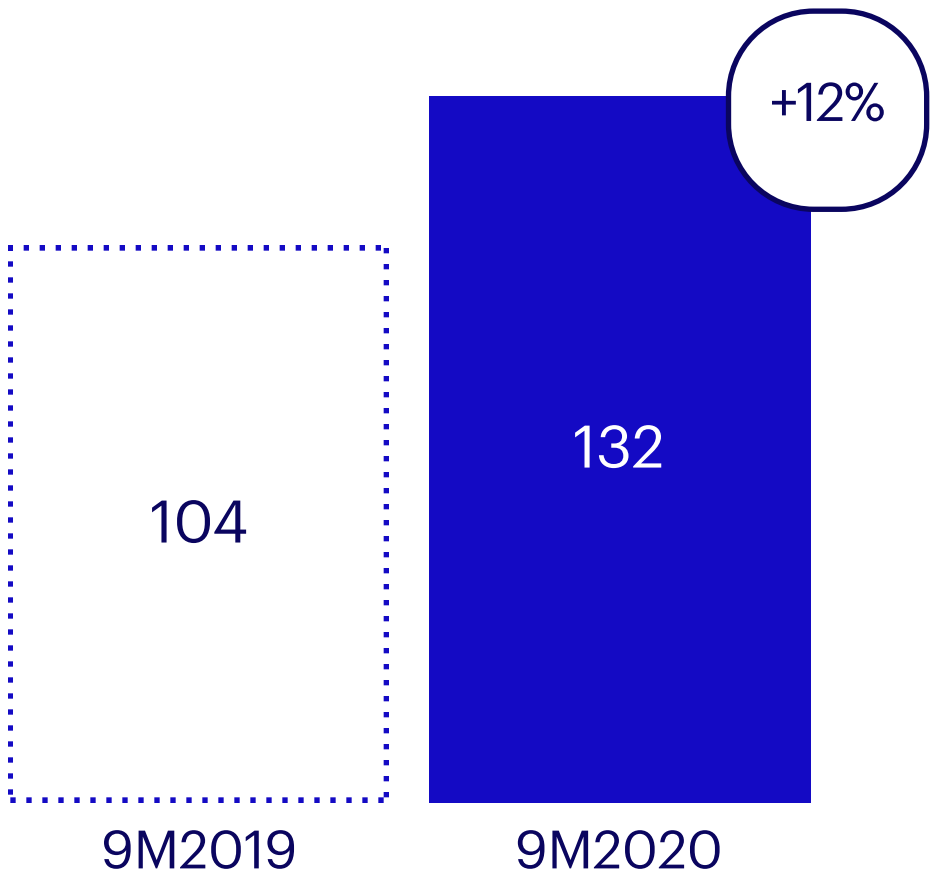
Fee-development, RUB bn



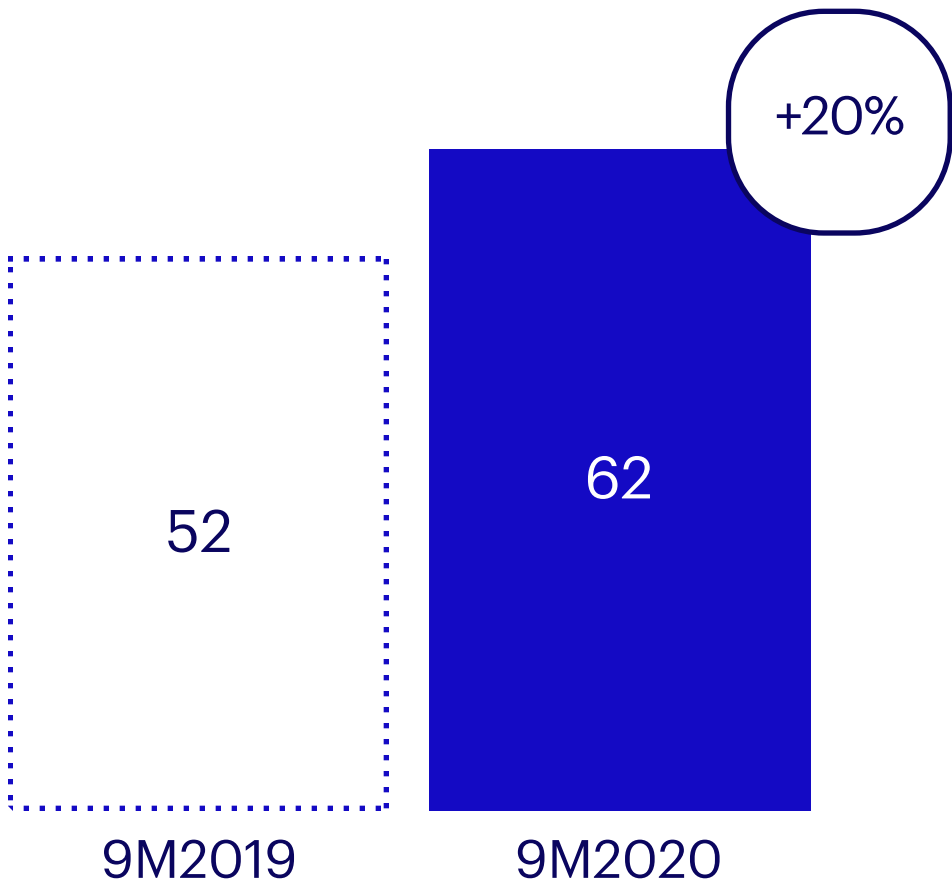
Real estate sales

by region

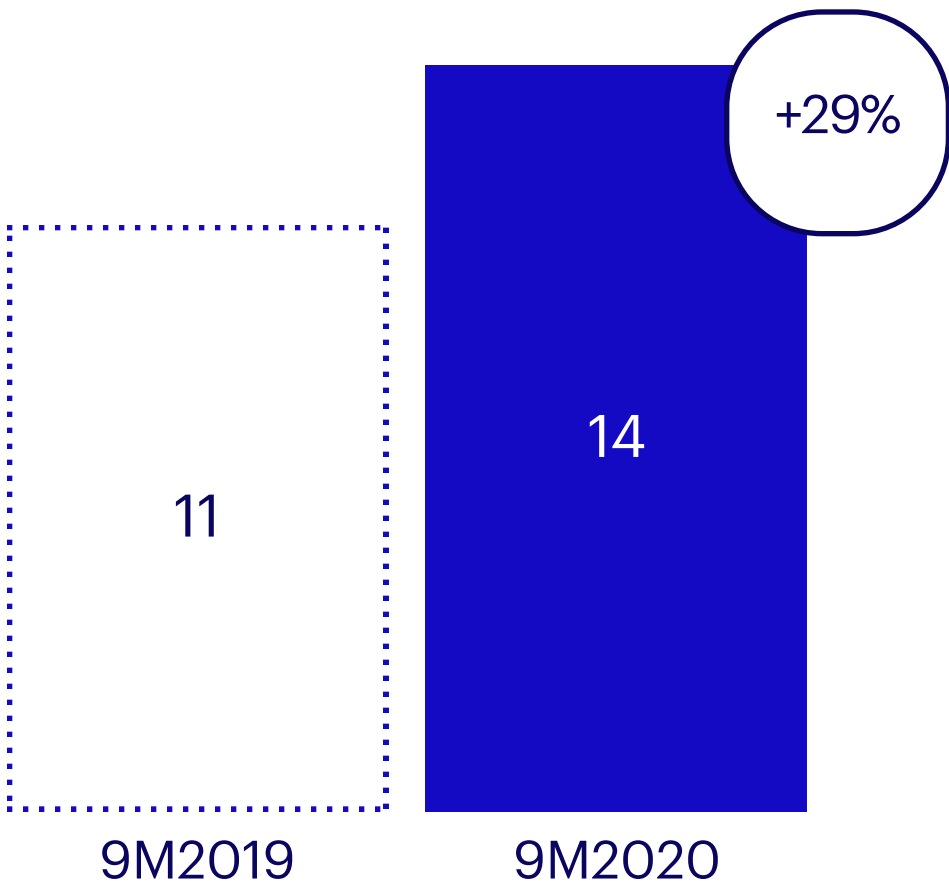
Moscow
RUB bn



Moscow region
RUB bn



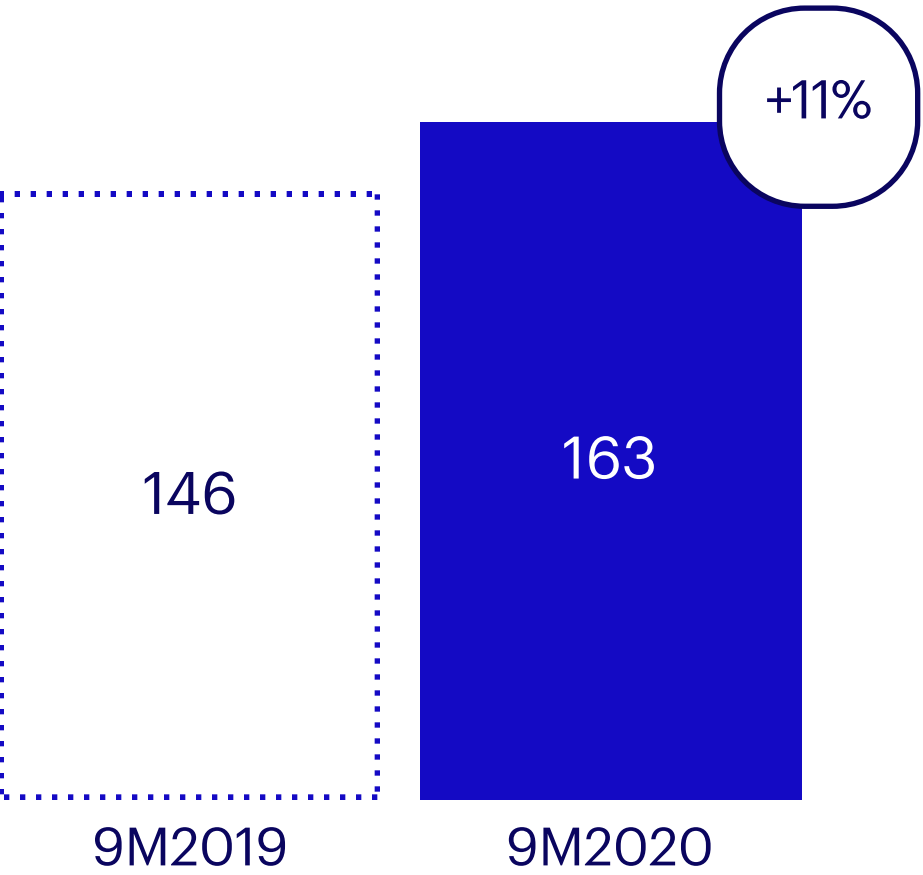
Other regions
RUB bn



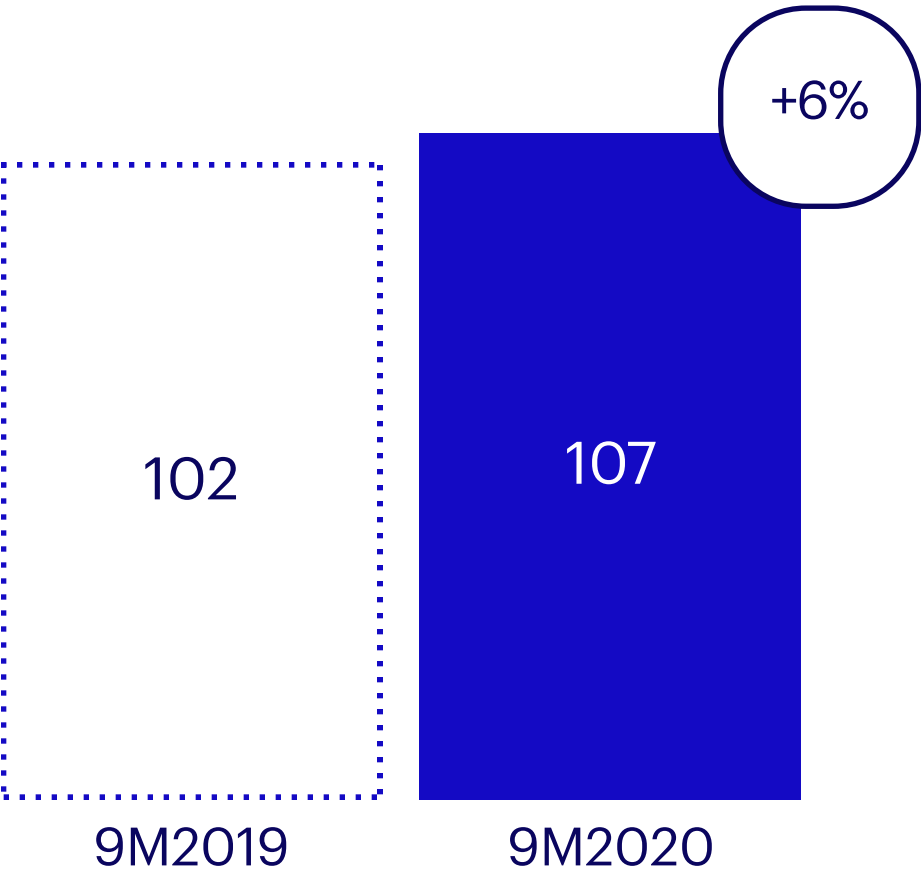
Average price dynamics

by region

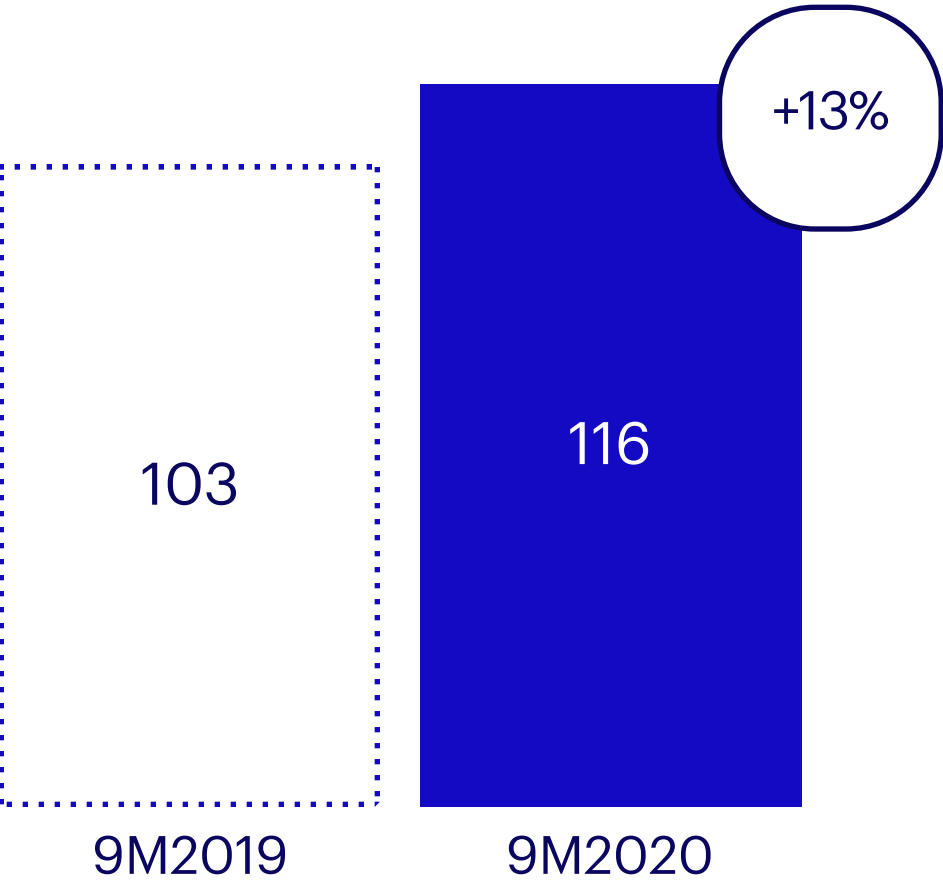
Moscow
Th rub/sqm



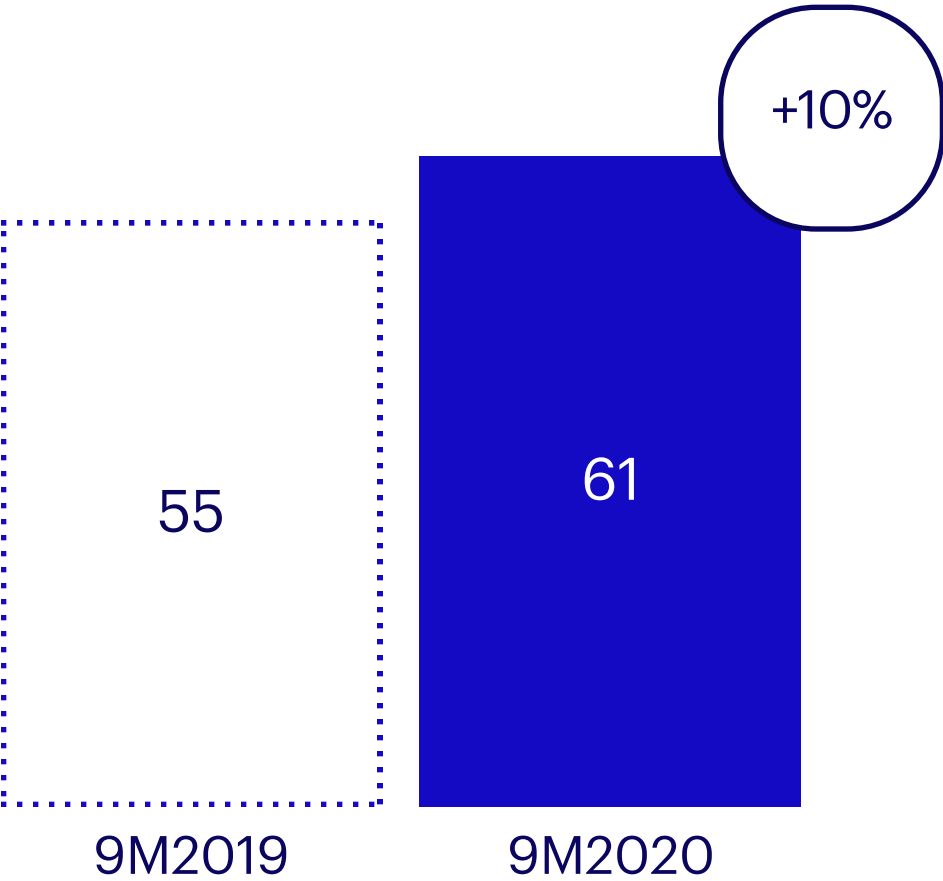
Saints Petersburg
Th rub/sqm



Moscow region
Th rub/sqm

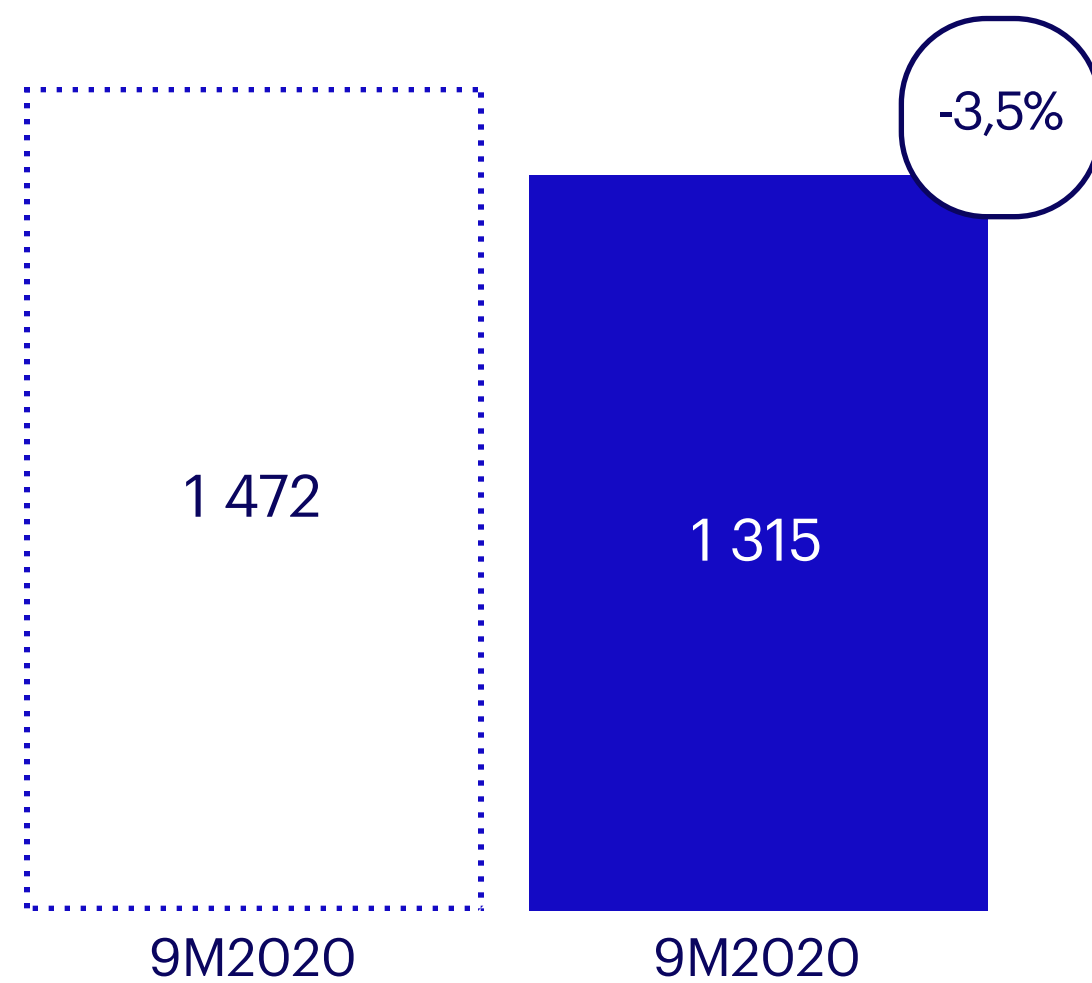


Other regions
Th rub/sqm

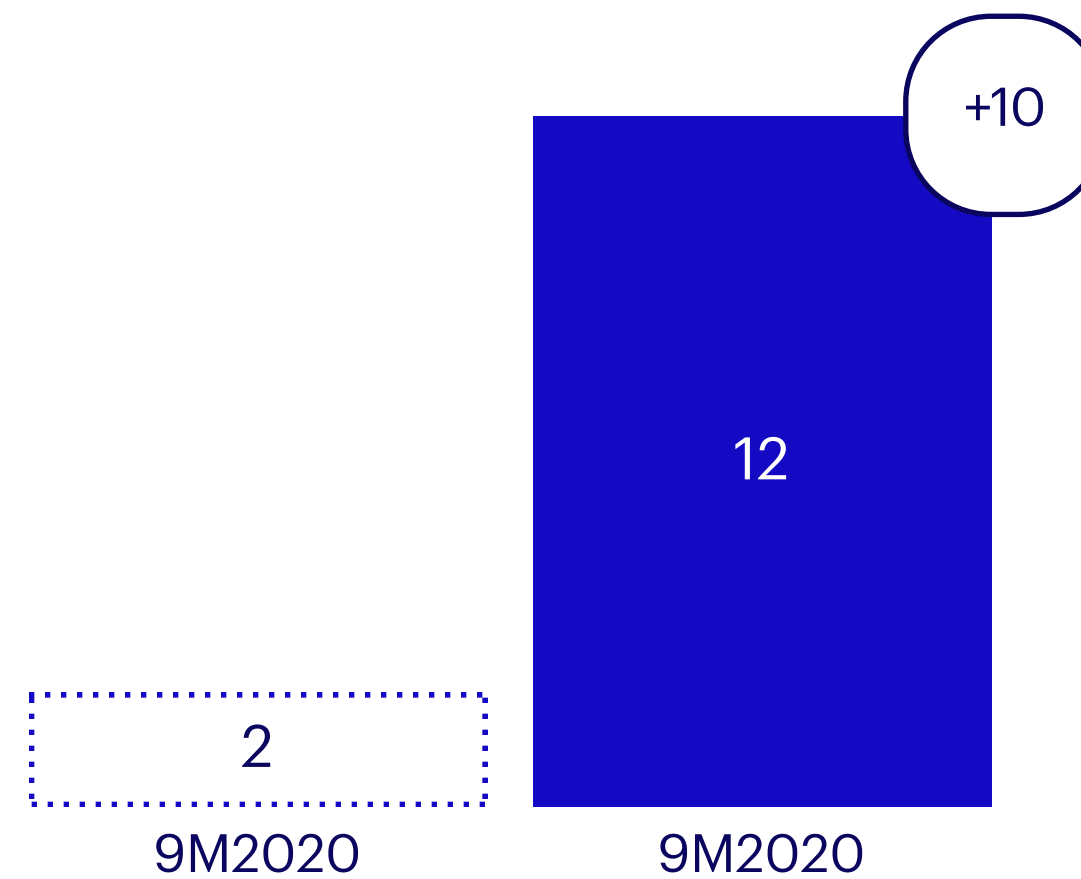


New project launches 9M2020

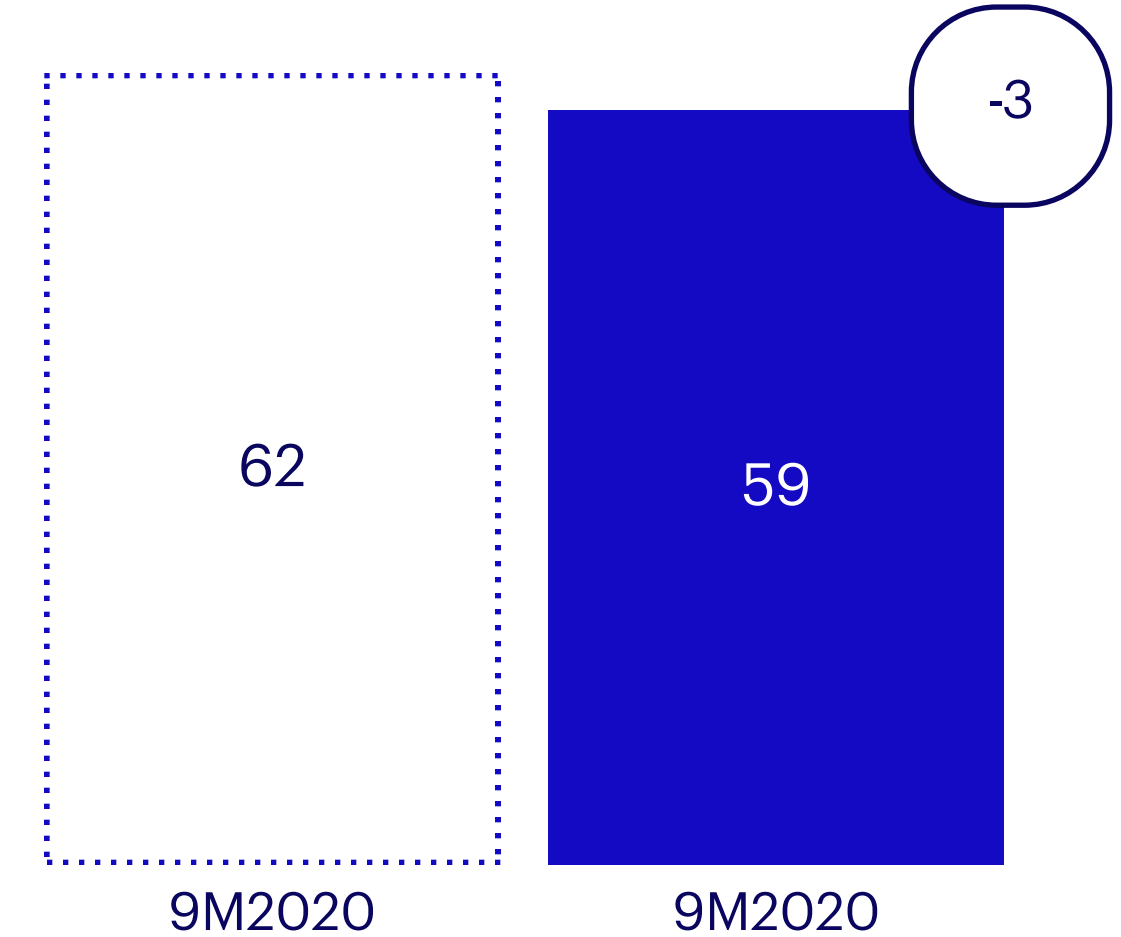
New supply,
th m²



New projects



New buildings

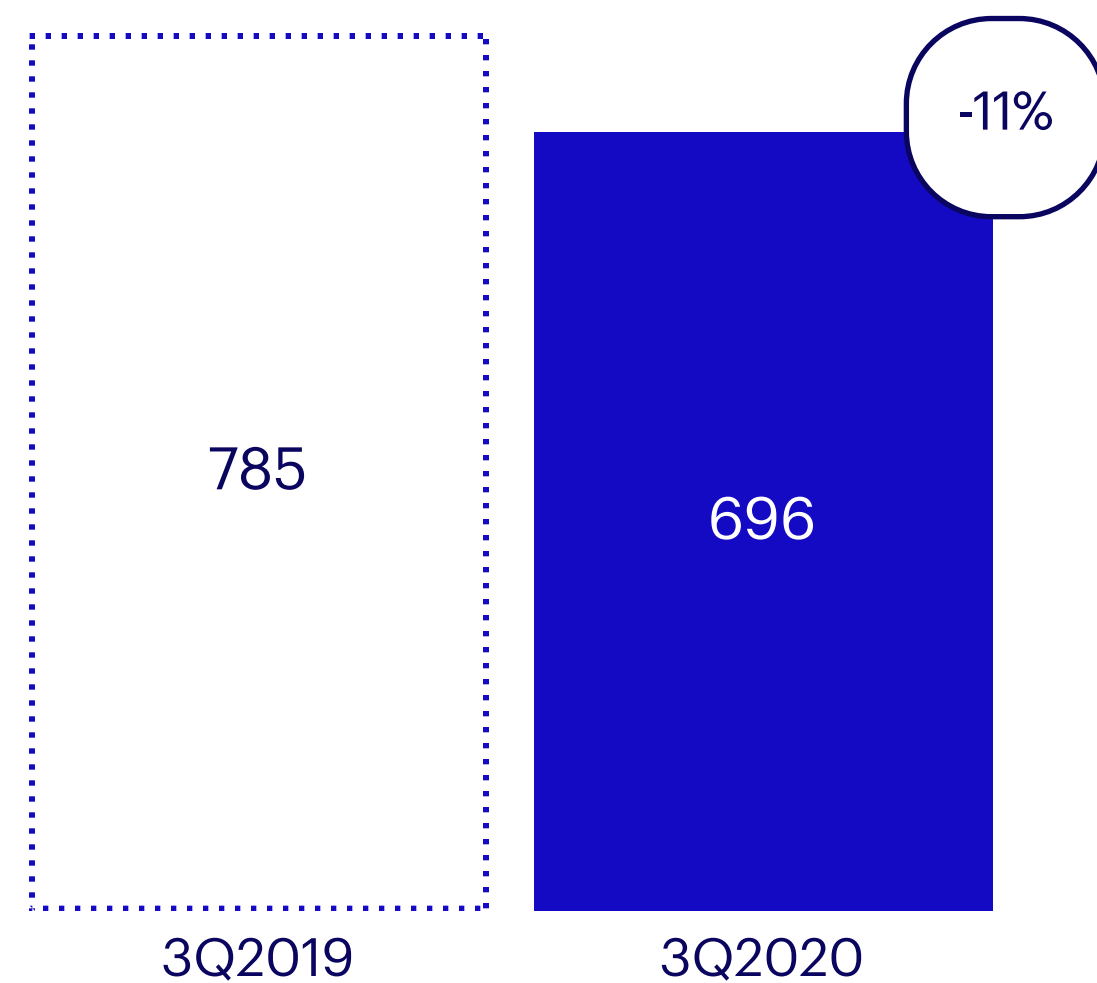


12 new projects in the Moscow area — Akademika Pavlova, Amursky park, Bolshaya Akademicheskaya 85, Bolshaya Ochakovskaya 2, Businovskiy park, Volokolamskoe, 24, Volgskiy park, Krasnokazarmennaya 15, Rustaveli 14, Serednevskiy les, Signalny 16 and Holland park

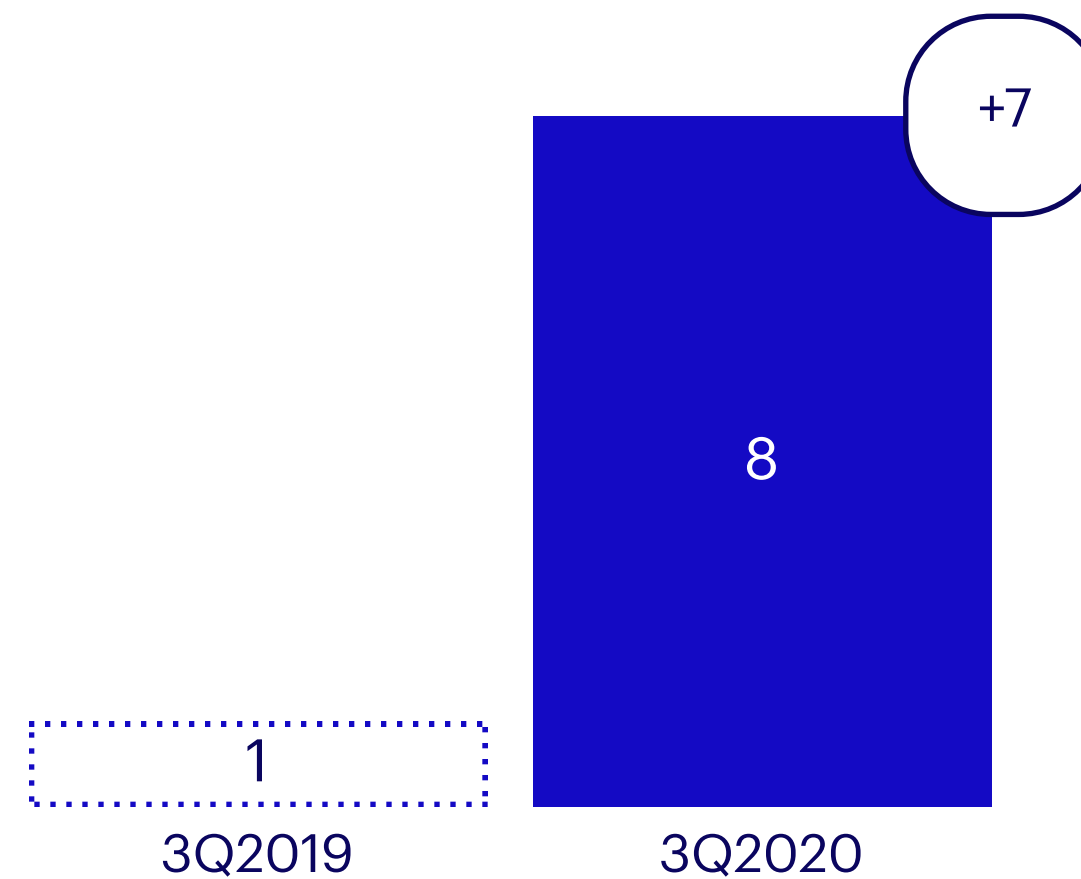
59 new buildings in the Moscow area, Kaluga, Tyumen and Novorossiysk

New project launches 3Q2020

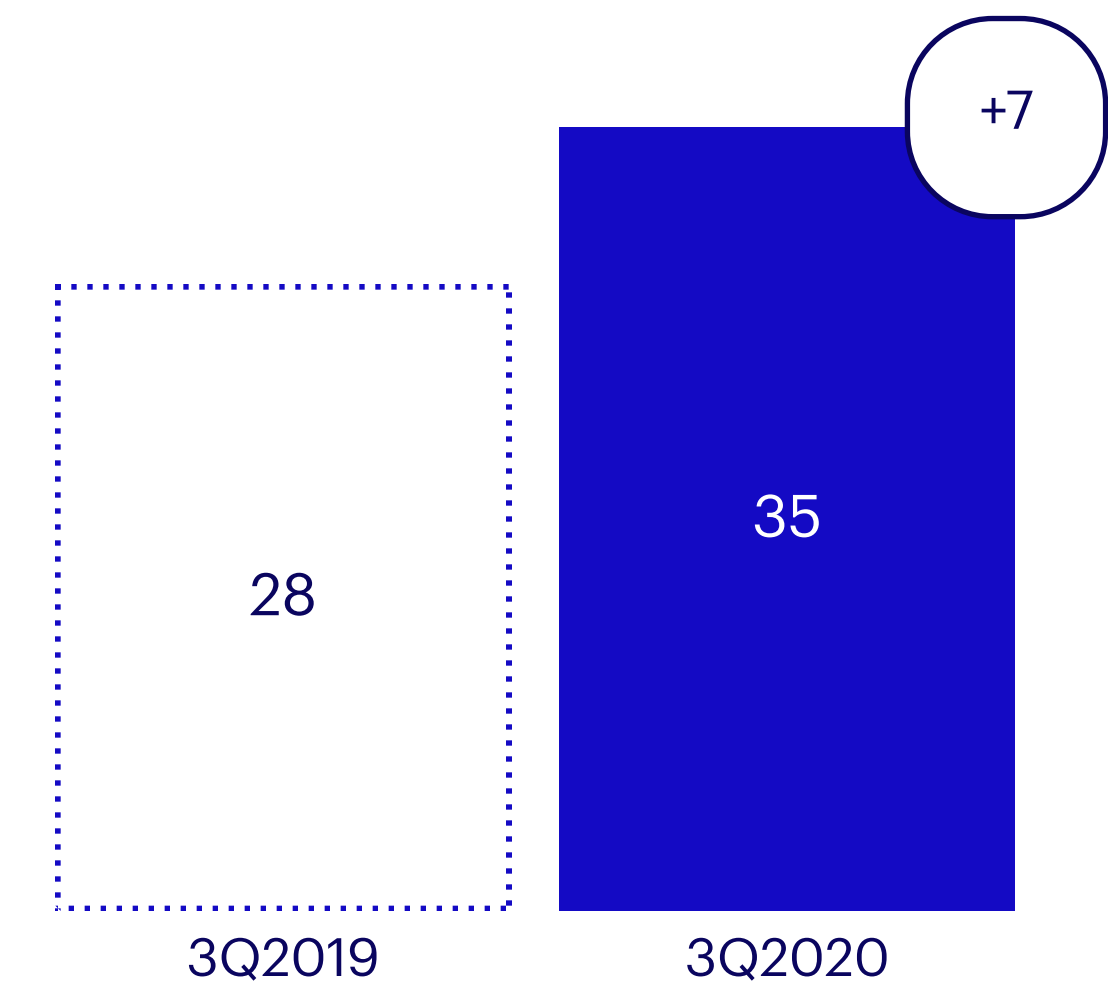
New supply,
th m²



New projects



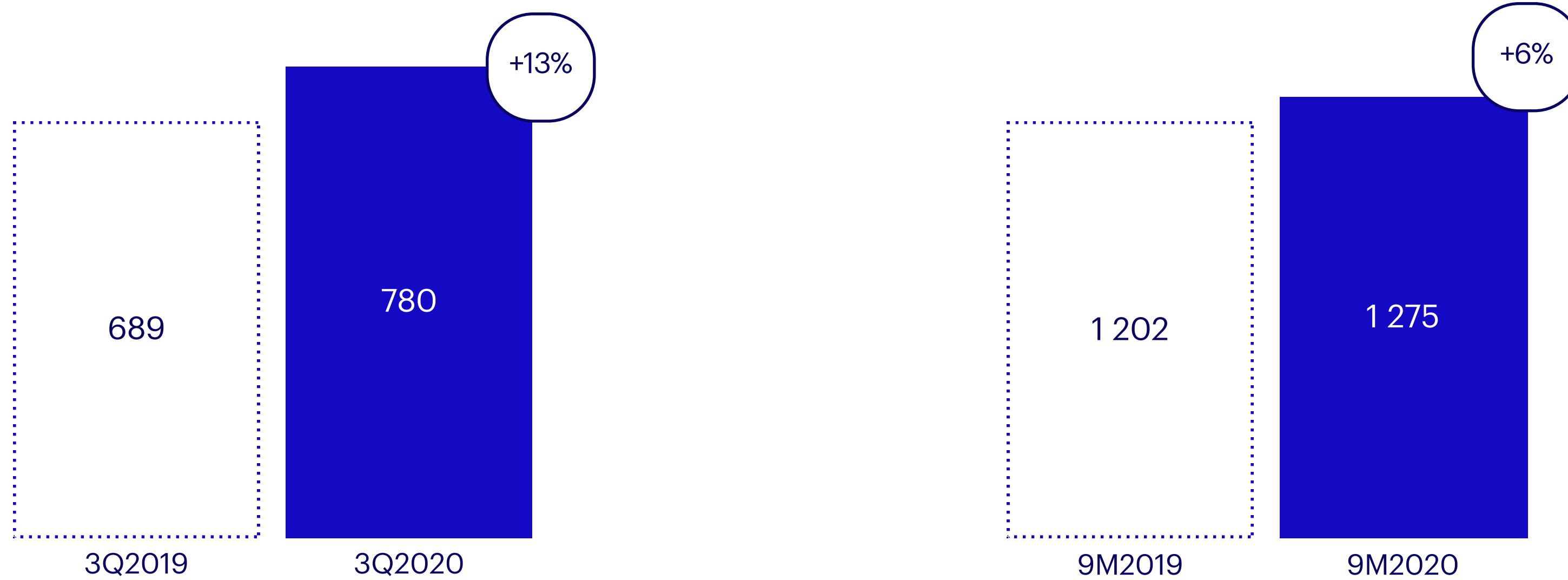
New buildings



8 new projects in the Moscow area — Akademika Pavlova, Amursky park, Bolshaya Akademicheskaya 85, Bolshaya Ochakovskaya 2, Businovsky park, Krasnokazarmennaya 15, Rustaveli 14, Signalny 16

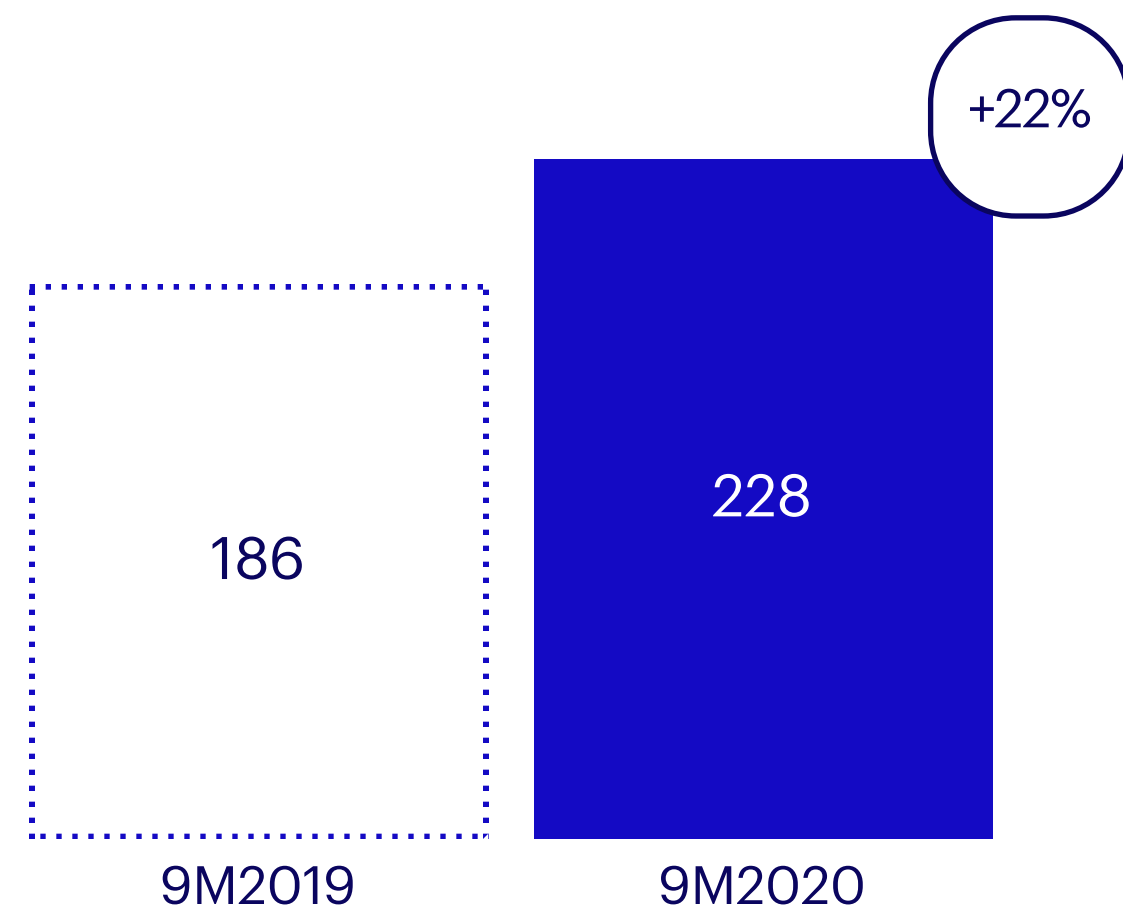
35 new buildings in the Moscow area, Kaluga, Tyumen and Novorossiysk

Completions

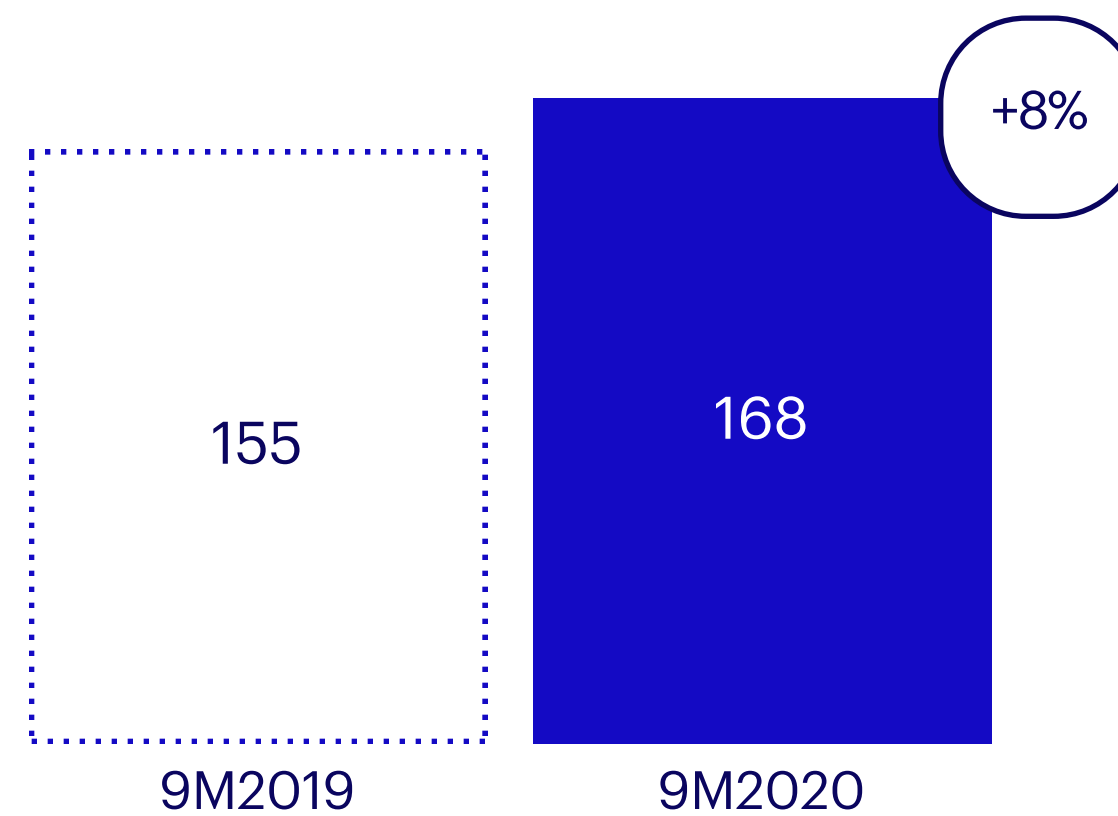


Cash collections

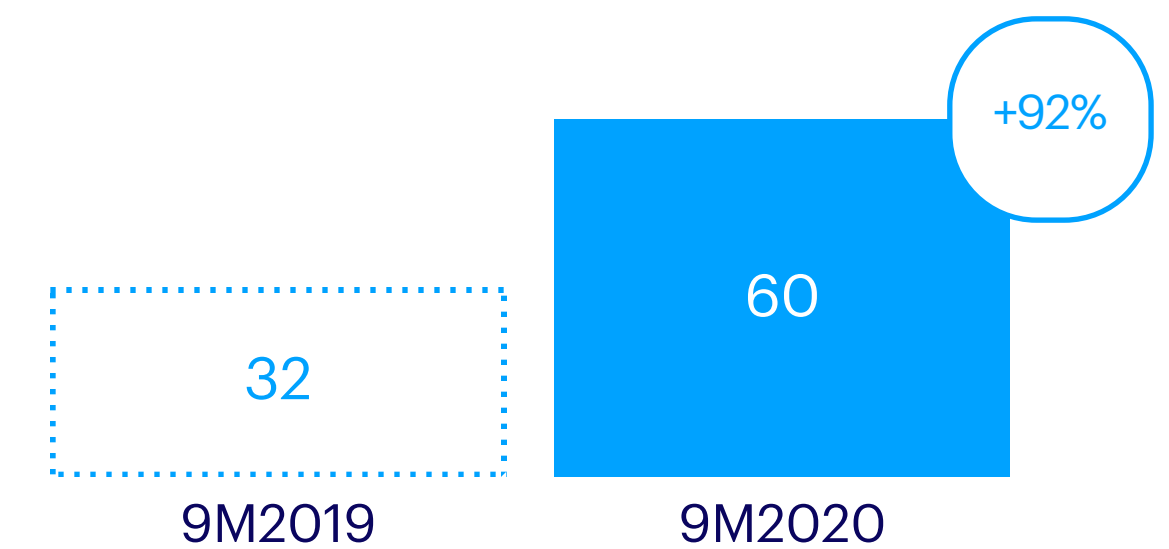
Cash collections,
RUB bn



Cash collections -
real estate, RUB bn

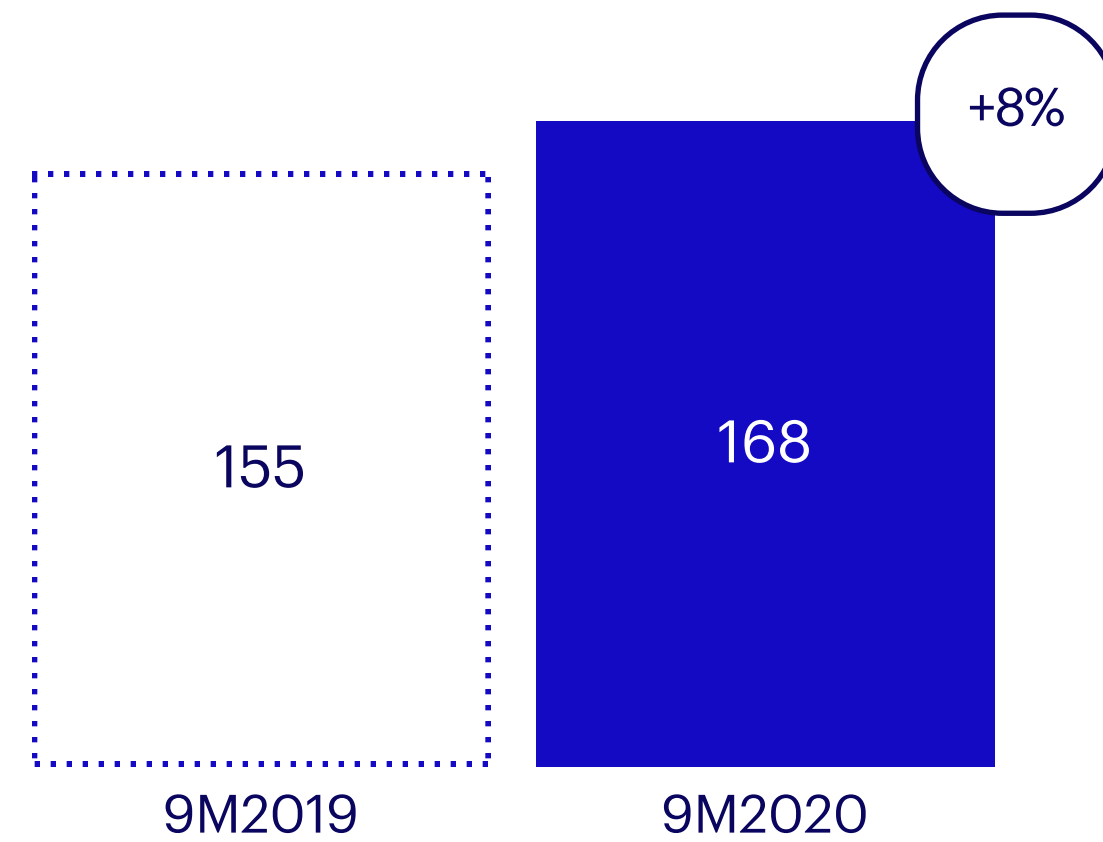


Cash collections -
other businesses,
RUB bn

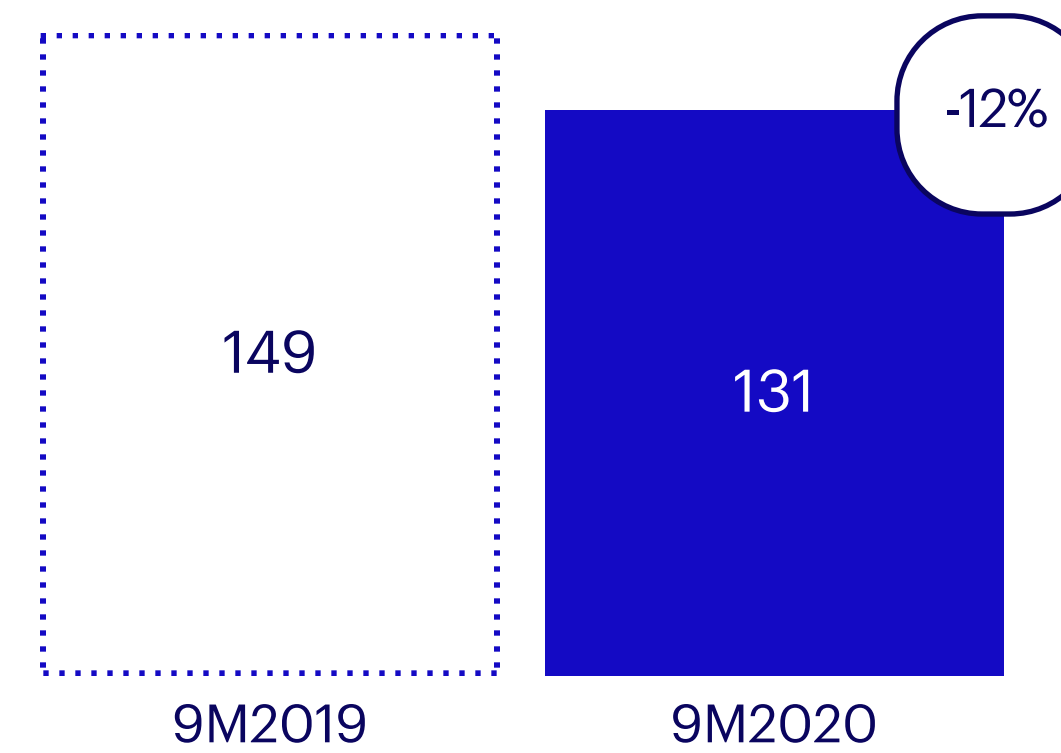


Cash collections

Cash collections -
real estate, RUB bn



Cash collections
(cash), RUB bn



Cash collections
(escrow), RUB bn

