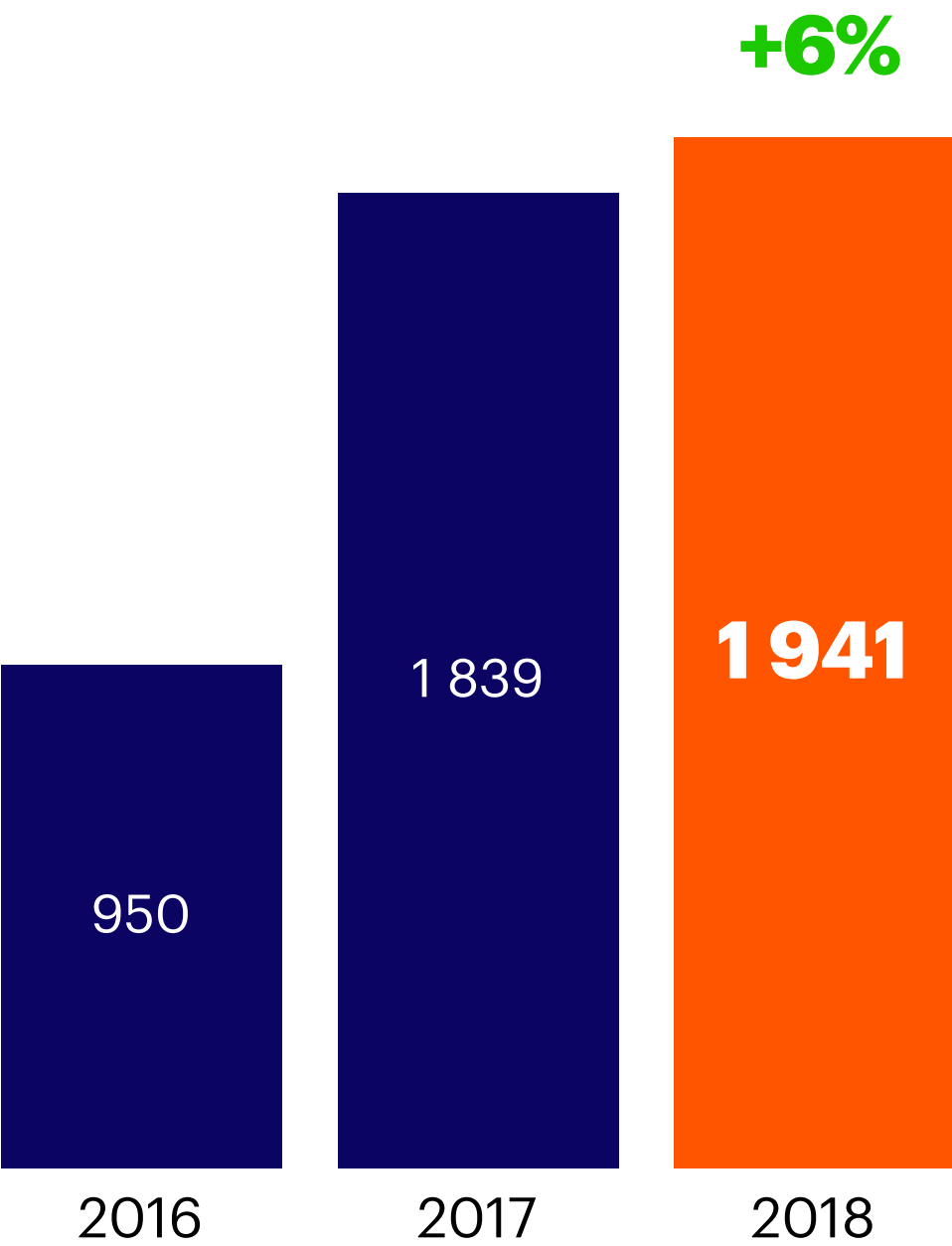


2018 results highlights

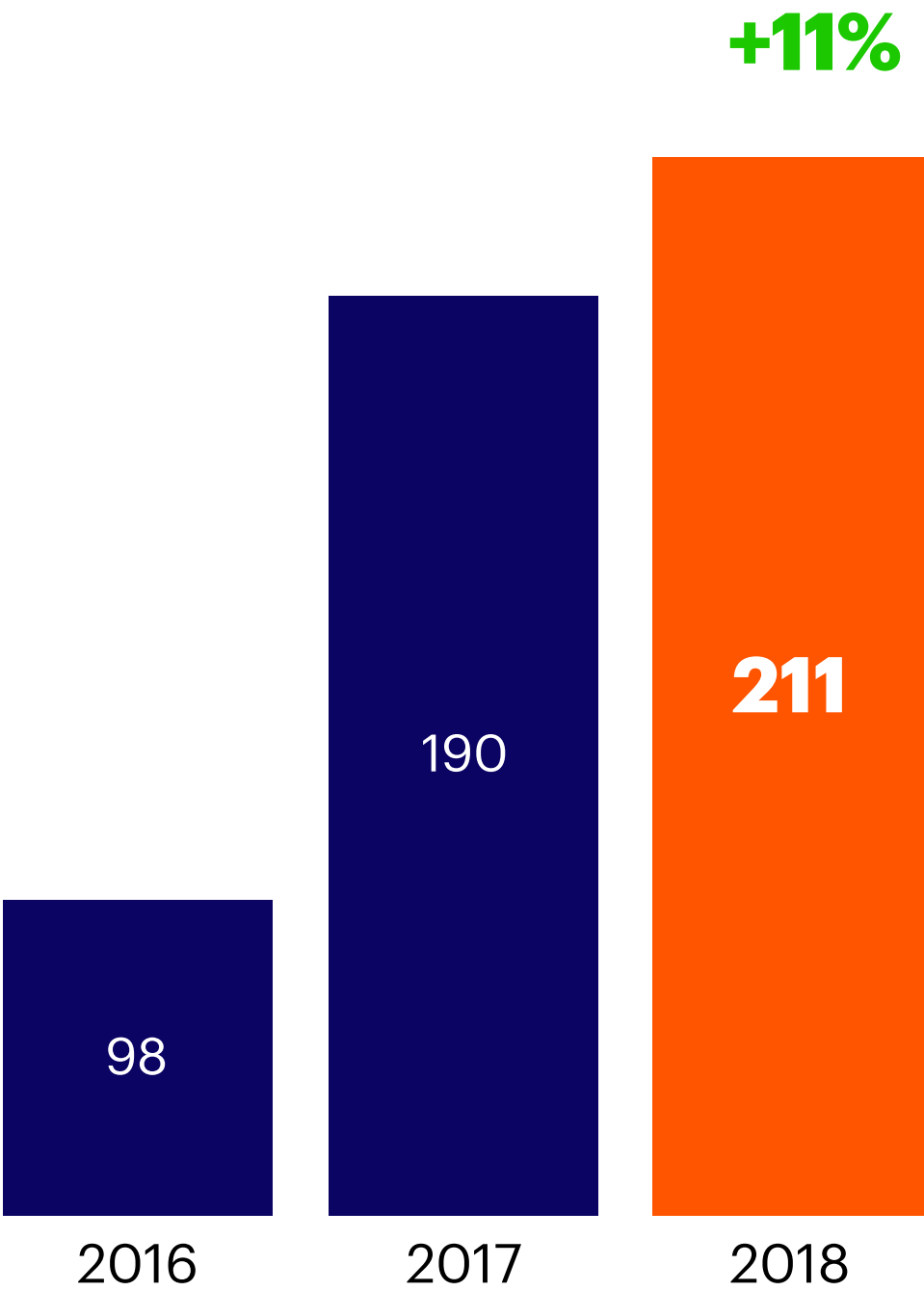
- 1. Real estate contract sales increased by 6% in m² and by 11% in RUB**
- 2. Cash collections from sale of real estate increased by 17%**
- 3. Completions amounted to 2.0 mln. m²**
- 4. Two new regional markets: Ekaterinburg and Tyumen**
- 5. Net debt decreased to 2.6 bln. RUB**
- 6. First large project in Russia on project financing using escrow accounts**

Sale of real estate 2018

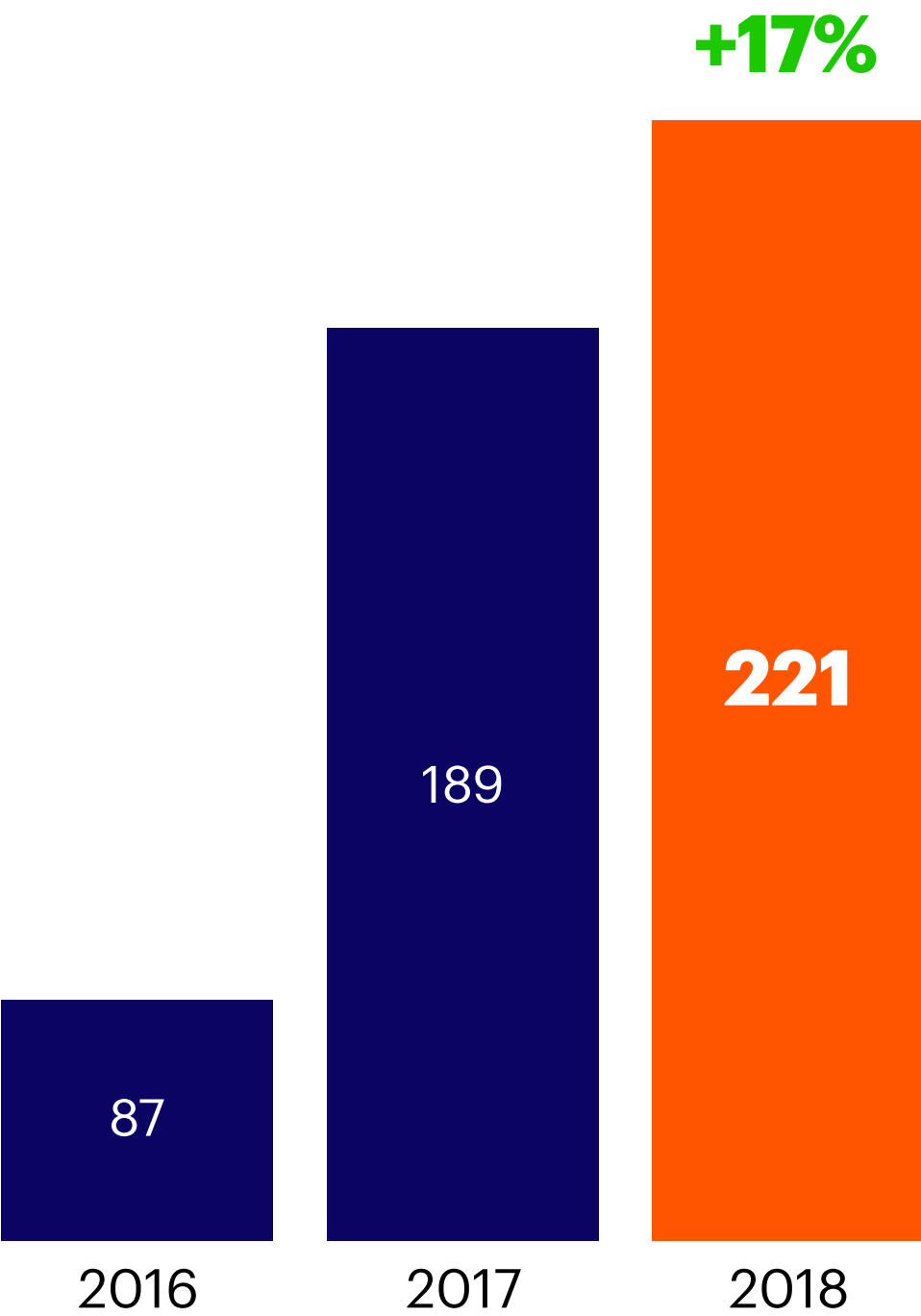
Real estate contract sales,
th. m²



Real estate contract sales,
RUB bln



Cash collections from sale of
real estate, RUB bln

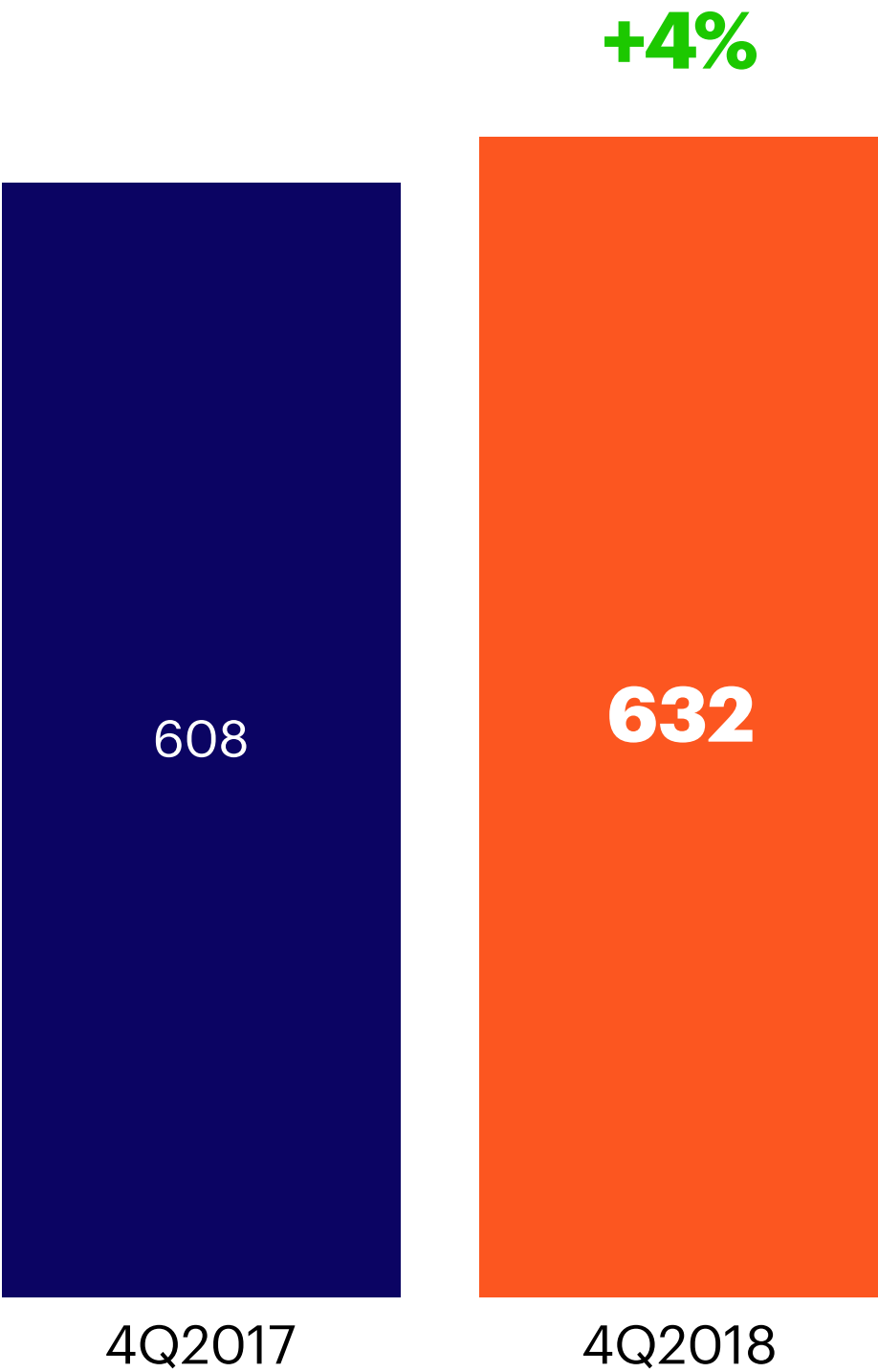


Share of mortgage sales: 65%

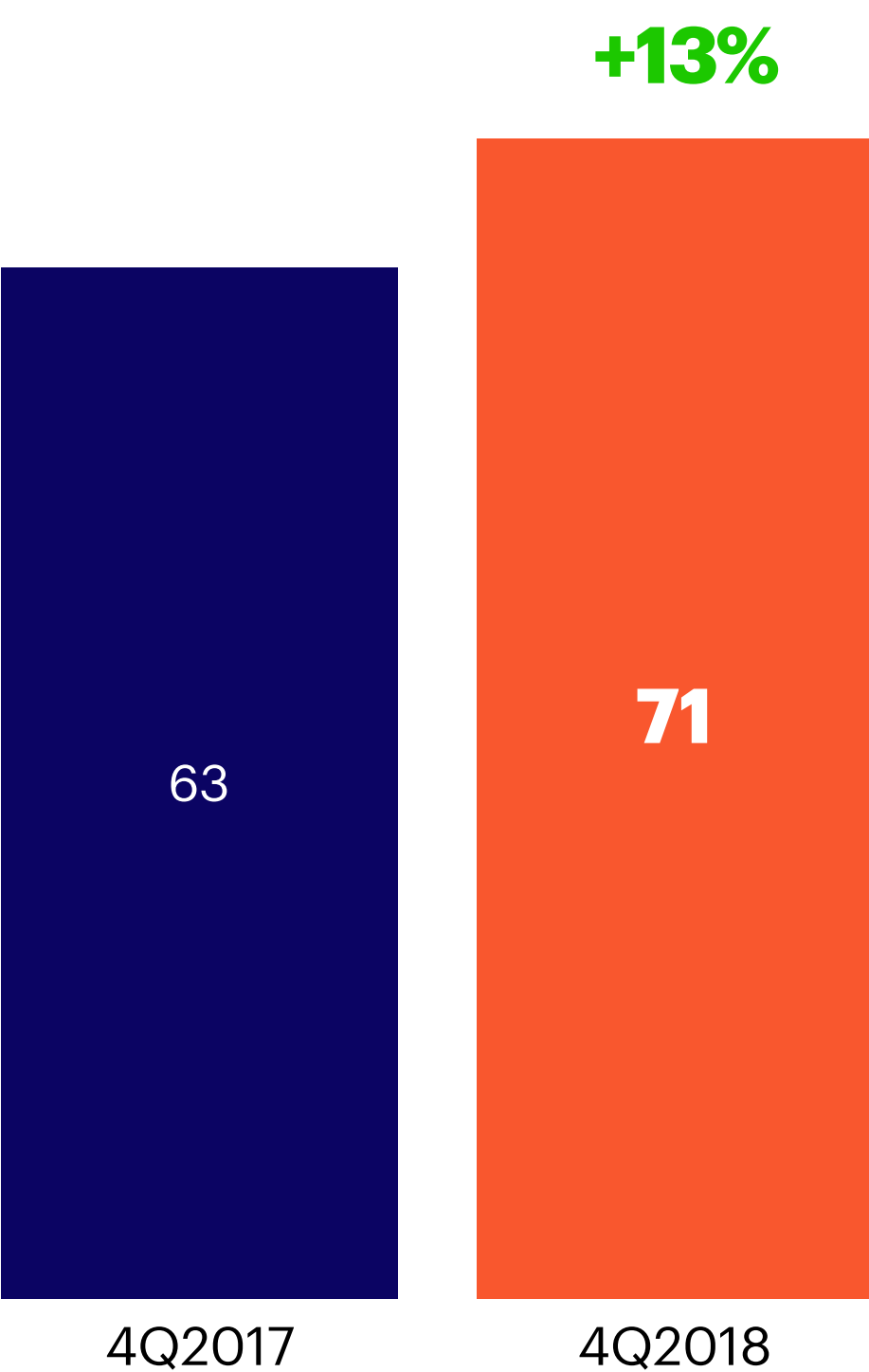
Note: Cash collections include collections to the escrow accounts

Sale of real estate 4Q2018

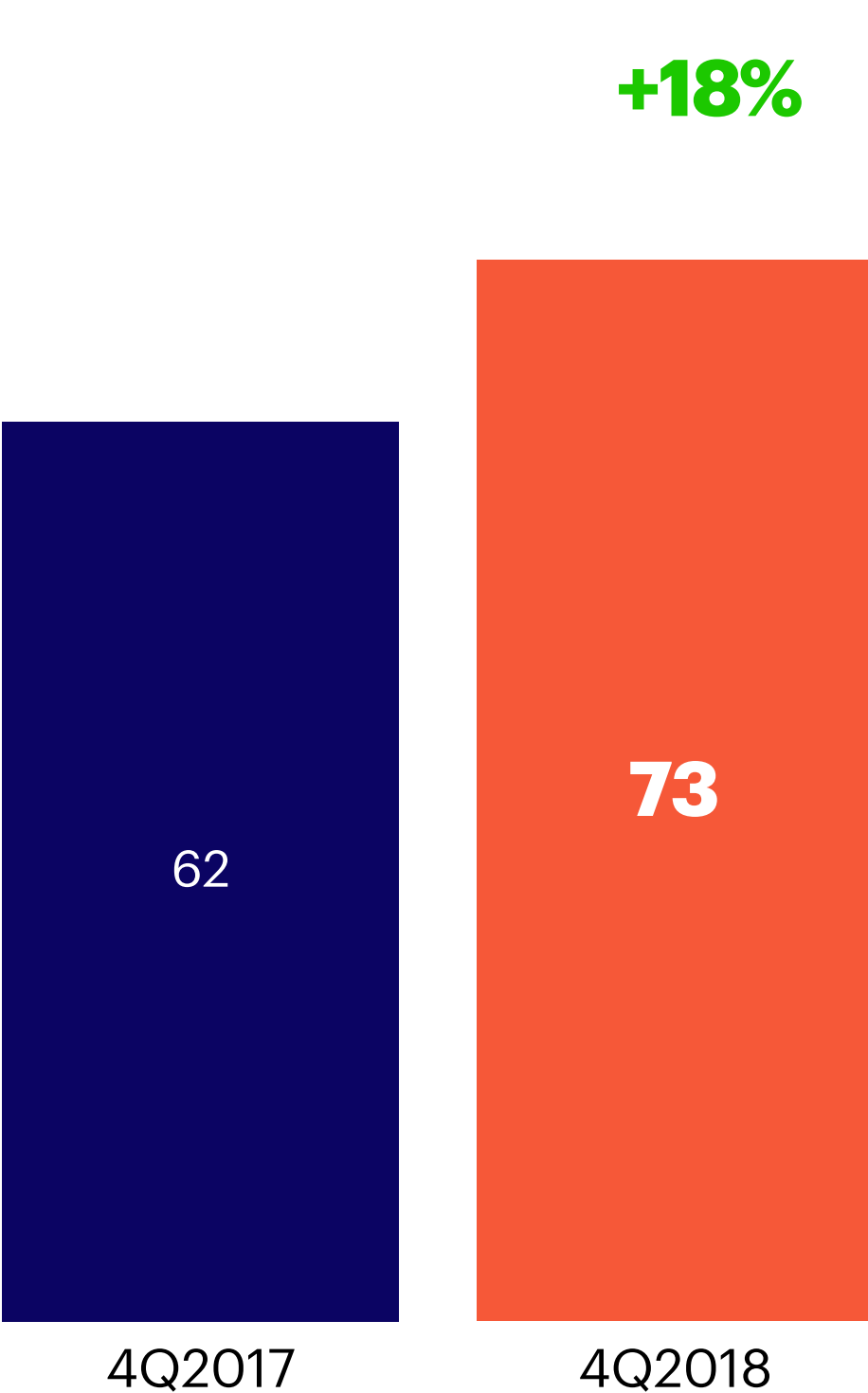
Real estate contract sales,
th. m²



Real estate contract sales,
RUB bln



Cash collections from sale of
real estate, RUB bln

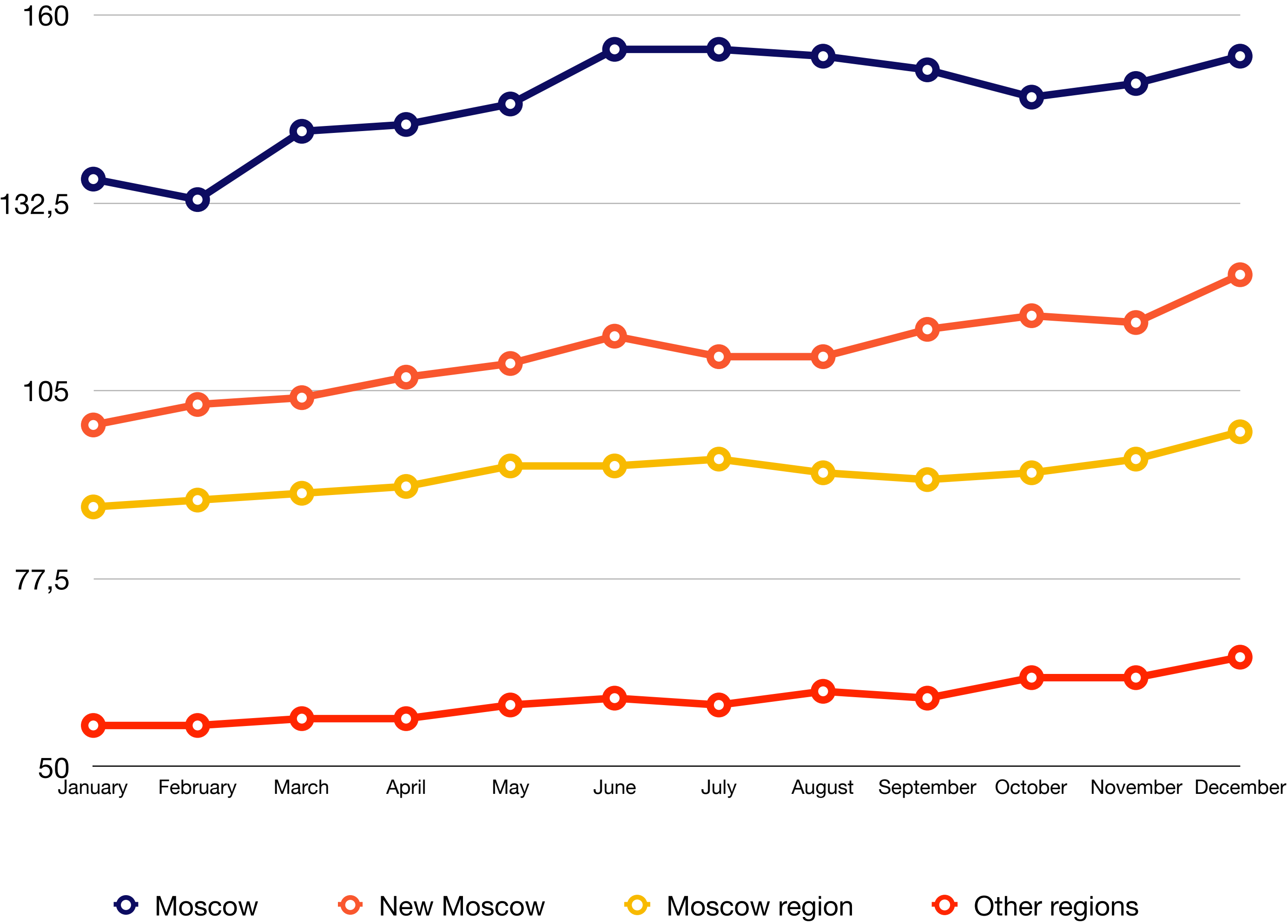
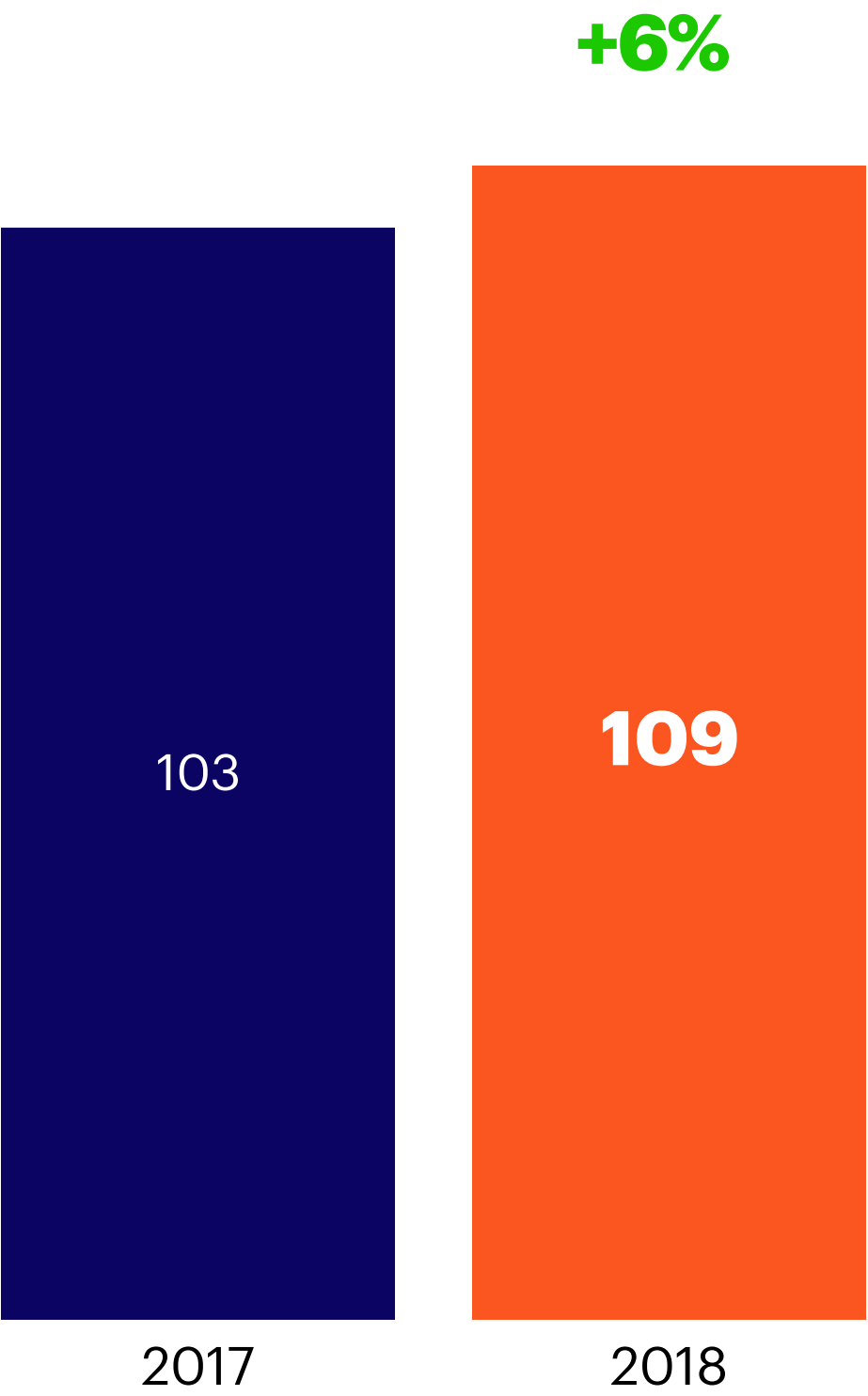


Share of mortgage sales: 65%

Note: Cash collections include collections to the escrow accounts

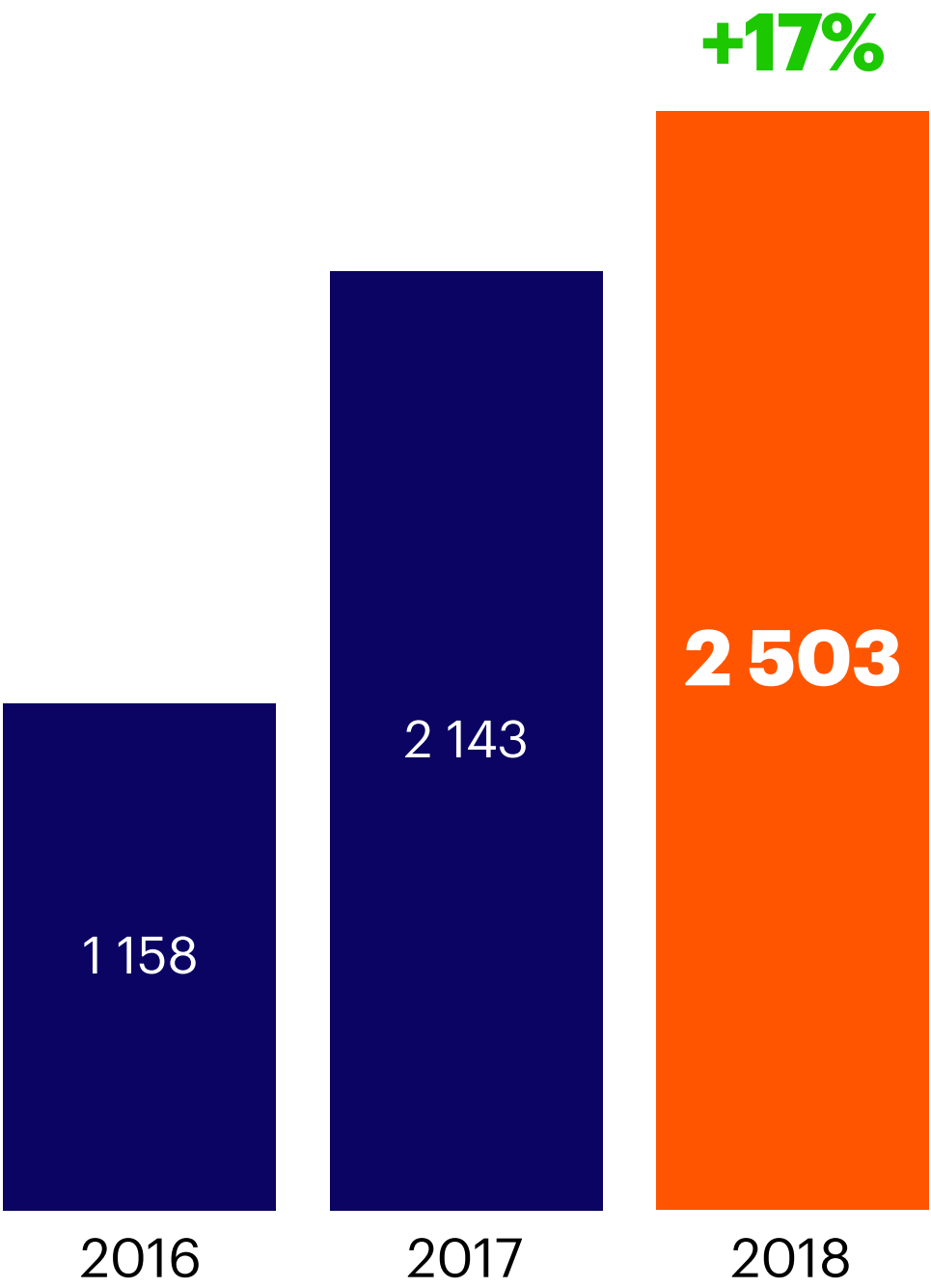
Average sale price dynamics 2018

Average sale price, RUB th/m²

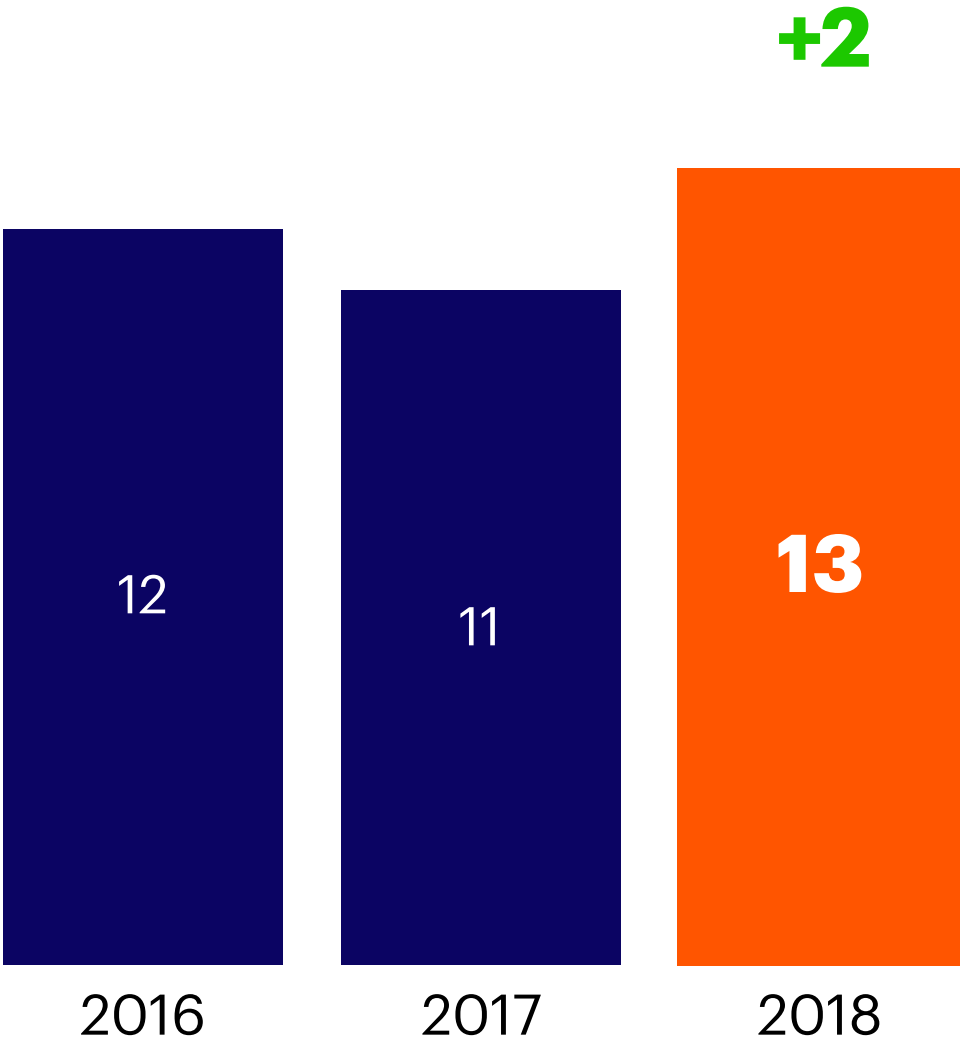


New launches

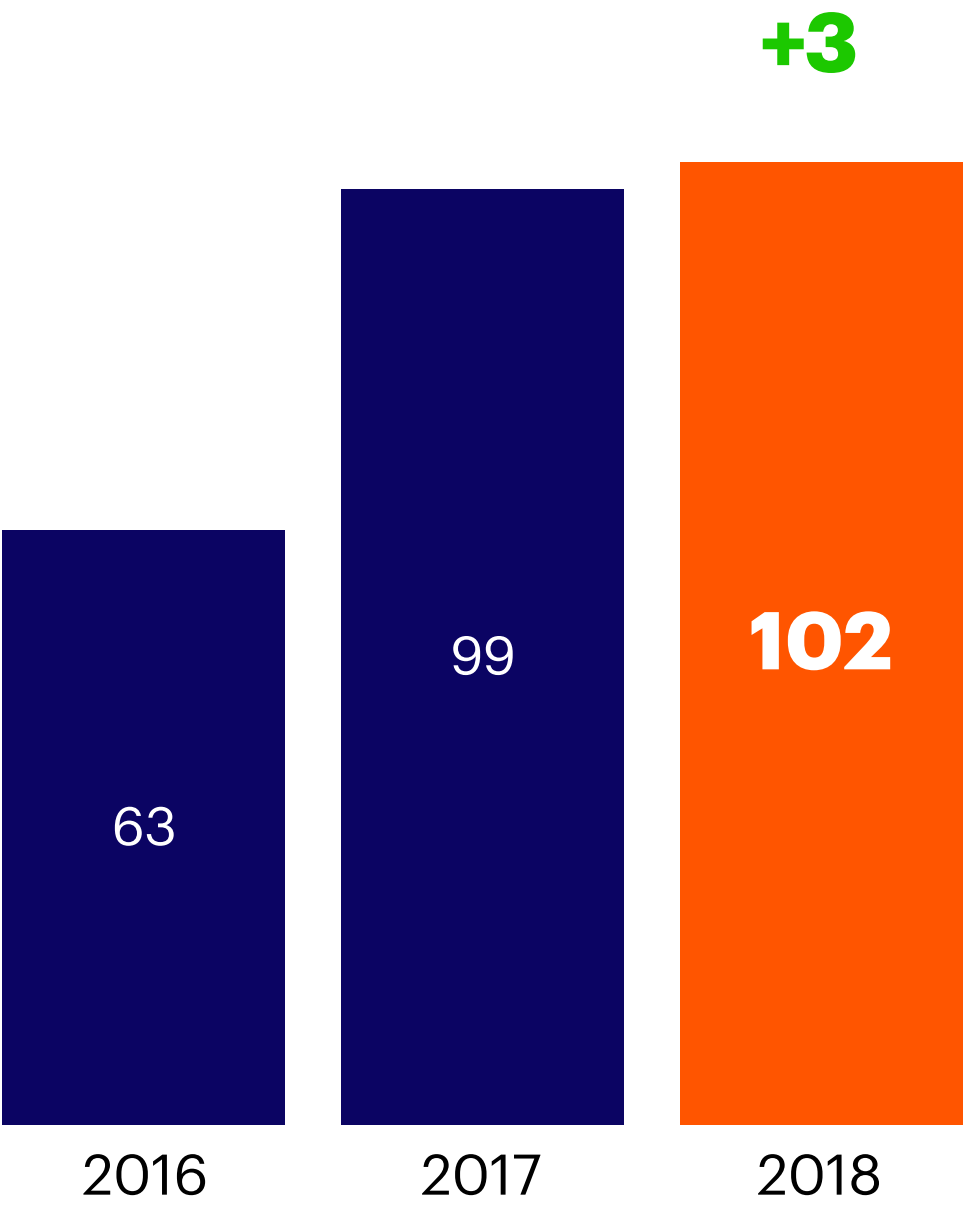
New buildings put on sale, th. m²



New projects put on sale



New buildings put on sale



New projects: Dmitrovsky park, Belaya Dacha park, West port, Sheremetyevsky, Pavlova 40, Izmaylovsky 11, Myakinino park, Zhulebino park, Lyubertsy park, Orange park-2, Kuzminsky les, Kosmonavtov 11 (Ekaterinburg), Ozerny park (Tyumen)

New projects - Dmitrovsky park

Location:

Moscow

NSA:

193 th. sqm.

End of construction:

3Q 2022

First large project using
escrow accounts in Russia.



New projects - Belaya Dacha park

Location:

Moscow region

NSA:

736 th. sqm.

End of construction:

1Q 2022



New projects - West port

Location:

Moscow

NSA:

222 th. sqm.

End of construction:

4Q 2022



New projects - Sheremetyevsky

Location:

Moscow

NSA:

175 th. sqm.

End of construction:

4Q 2022



New projects - Kosmonavtov 11, Ekaterinburg

Location:

Ekaterinburg

NSA:

303 th. sqm.

End of construction:

1Q 2025

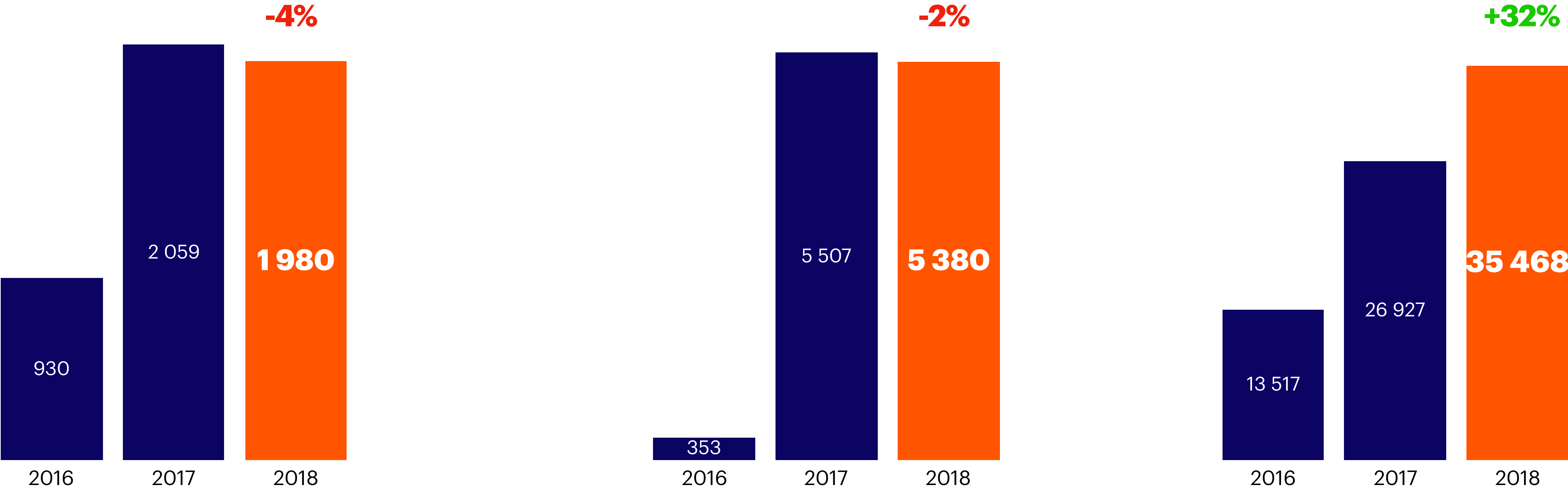


Completions

Completions, th. m²

Completions, parking lots

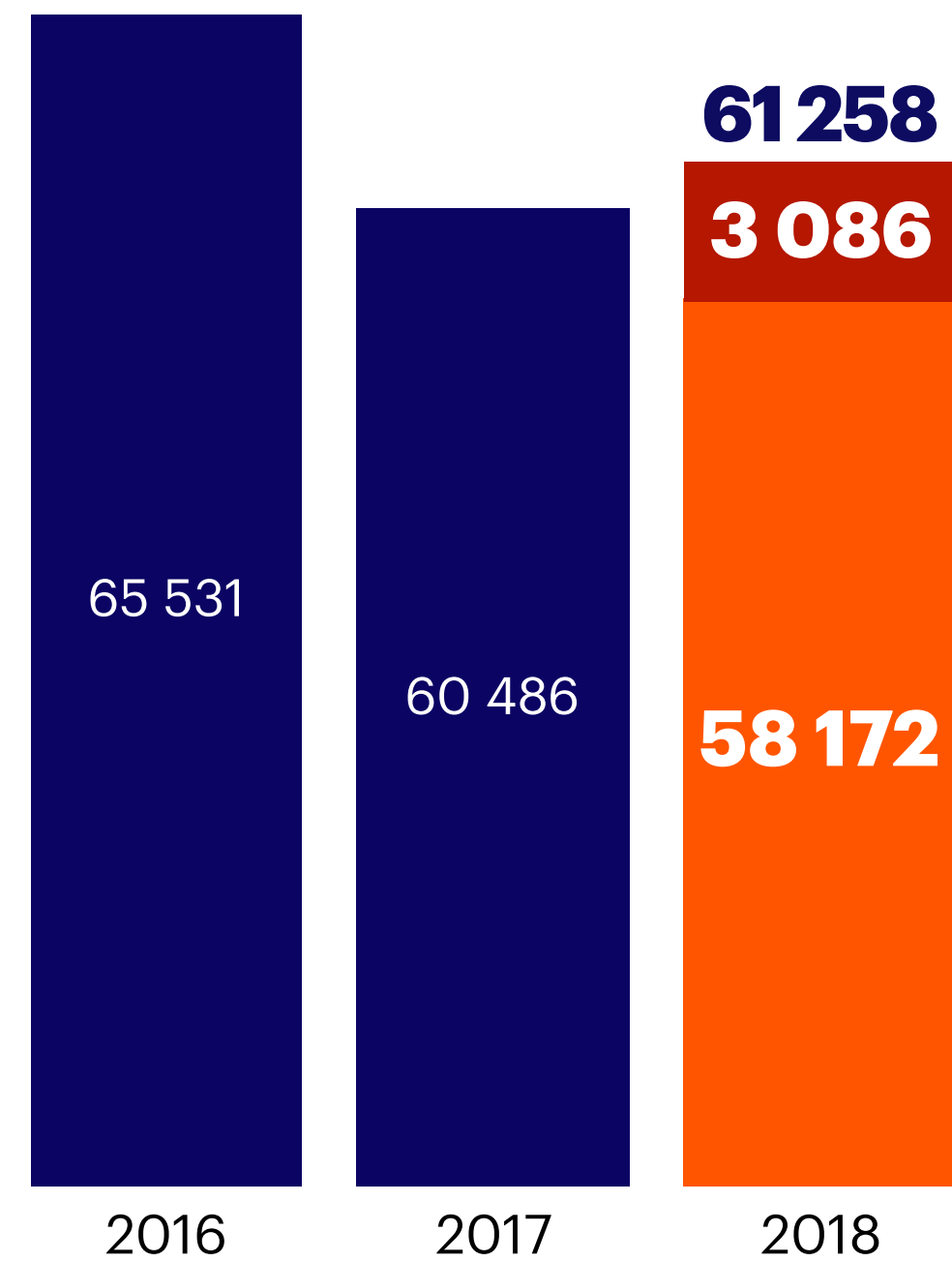
Deliveries of apartments



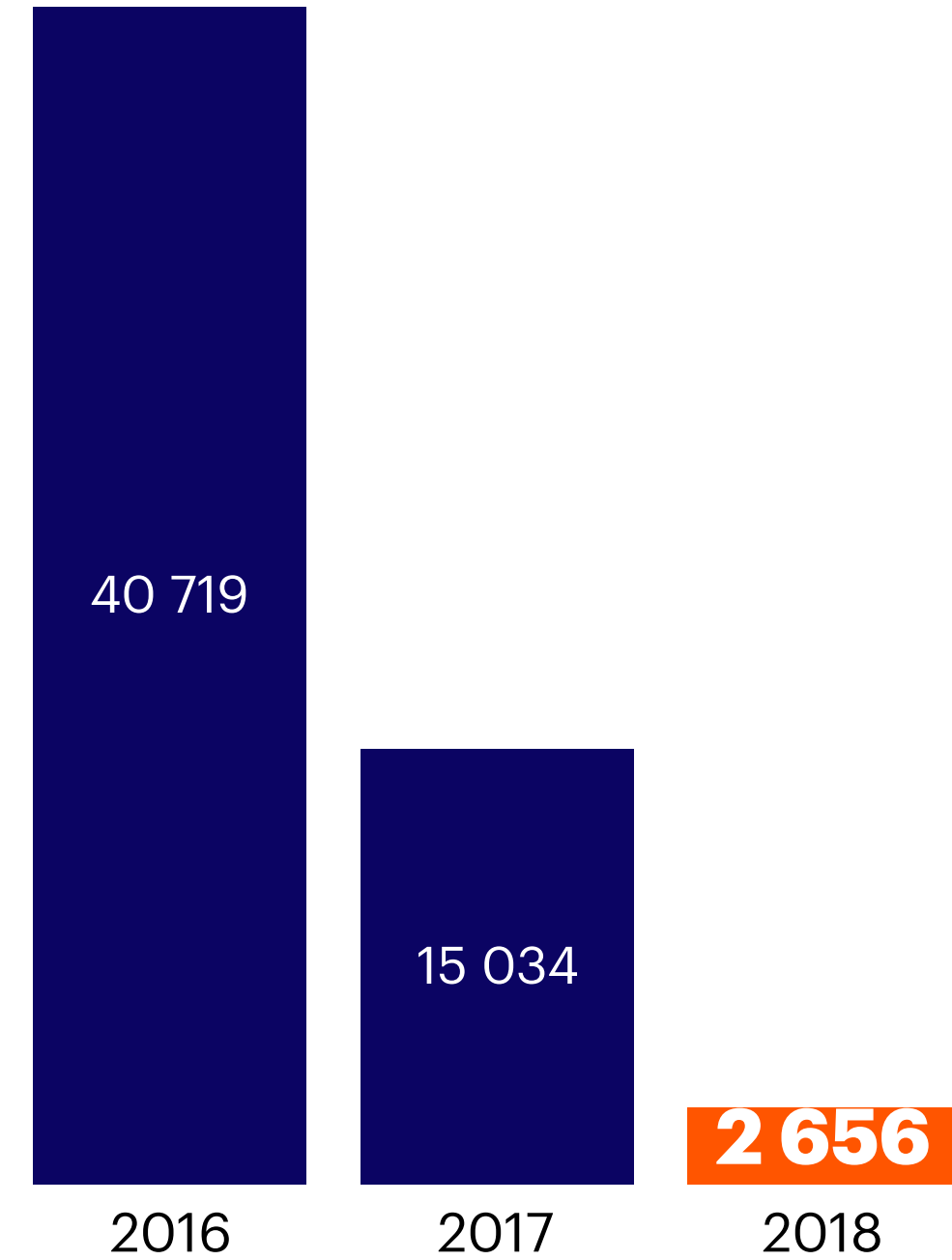
Projects: Annino park, Buninskie luga, Green park, Levoberegny, Meschersky les, Novokurkino, Odintsovo-1, Orange park, Yaroslavsky, Butovo park 2, Vlyunlino, Vostochnoe Butovo, Zhemchuzhina Zelenograda, Ilinskiye luga, Lyuberetsky, Putilkovo, Severny, Salaryevo park, Vander Park, Petr 1, Rimskogo-Korsakova 11, Volga park (Yaroslavl), Lesnoy (Kaluga), Moscovskiy kvartal (Obninsk), Pryokskiy (Obninsk), NORD (Rostov on Don), Chernomorsky (Novorossiysk)

Debt portfolio

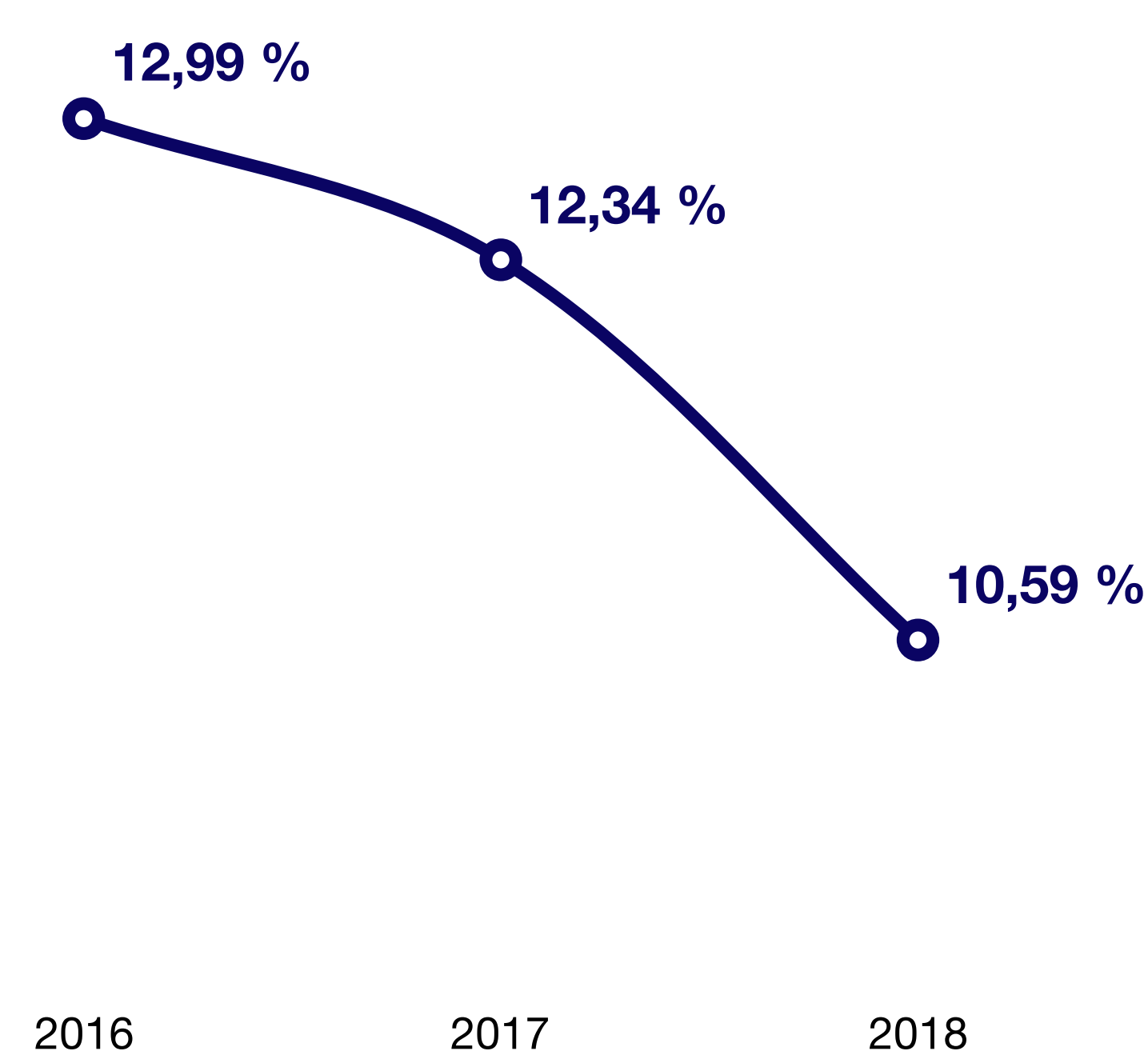
Total debt, RUB mln



Net debt, RUB mln



Cost of debt, %



Total debt as of end of 2018 includes 3.1 RUB bln of project financing

Note: Total debt and net debt in 2018 do not include interest accrued according to IFRS

Corporate developments in 2018

- 1. Prefabricated factories**
- 2. New products**
- 3. IT - automatization and digitalization**

Prefab factories

1. Completion of modernization for the release of a new product - **15 000** unique units
2. Effectiveness growth:
 - Construction **+50%**
 - Production **+30%**
3. Improved quality - reduced the number of complaints by **2.5** times
4. New production line for **Acotec** panels

The largest industrial construction facility - **5** plants

Number of employees - more than **10 000** people

New products

1. Elevators - MEL plant, full production cycle
2. Full production cycle of windows - PIK-Profile. **The most technologically advanced line** in Eastern Europe
3. Serial production of sanitary cabins was launched - bulk modules with full finishing. Allows to reduce the construction period by **1 month**
4. Production of small architectural forms - Park Pro. More than **1 000** items per month

Number of employees - more than **1 000**

IT

1. Automation and digitalization of business processes throughout the company: from production to sales - in a number of areas the share of electronic documents reaches **99%**
2. **Proprietary** IT solutions for project and business process management. More than **200** IT-developers in the Company.
3. New platforms launched:
 - online sales
 - online registration of contracts - **90%** are registered electronically
 - customer feedback to improve quality of product, construction and service - **NPS> 63**

Bank portal

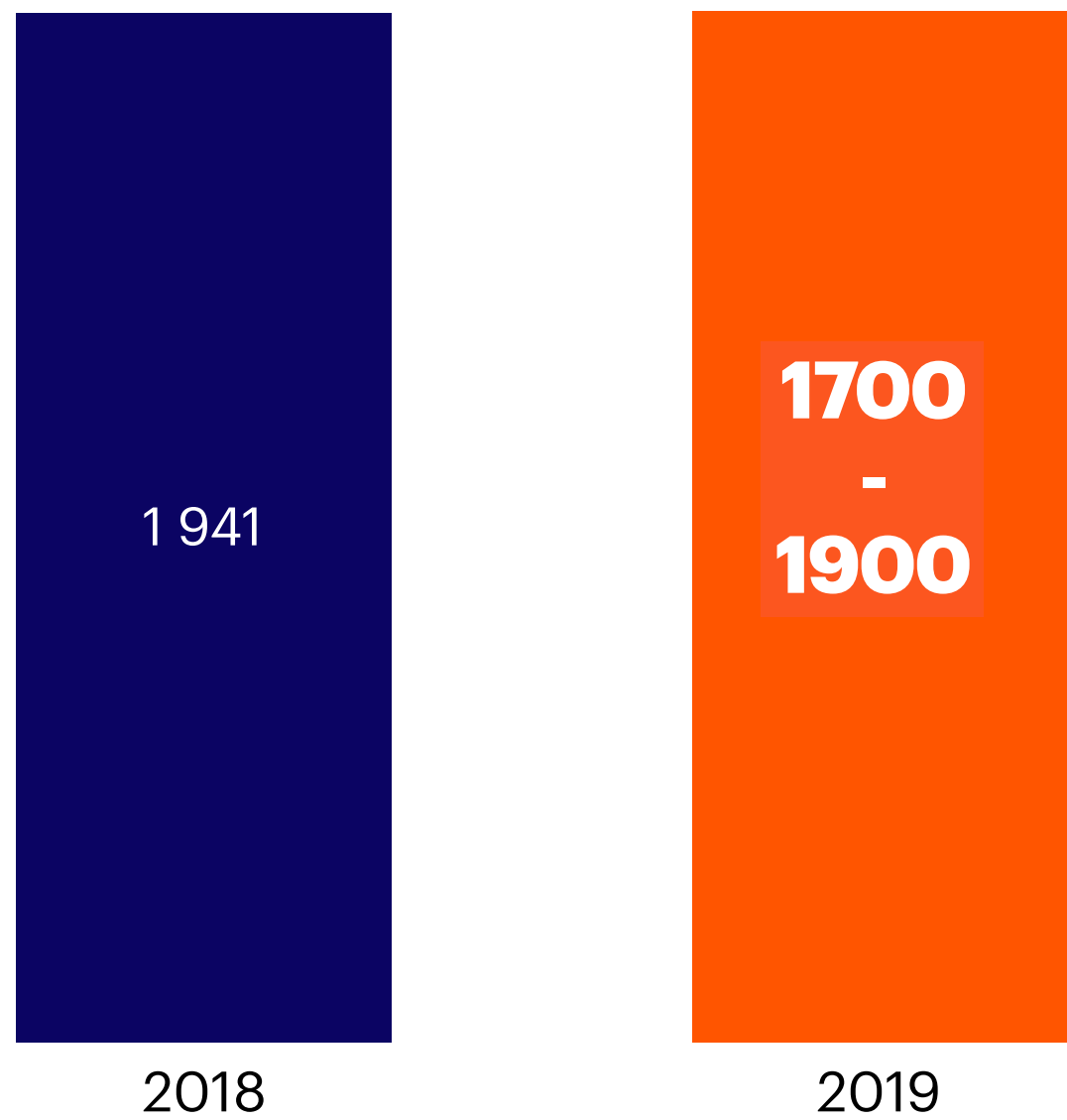
Proprietary IT solution for the implementation of project financing with the use of escrow accounts.

- 1. Elimination of paper document flow between the developer and the bank.**
- 2. Smart monitoring of the project implementation by the bank**

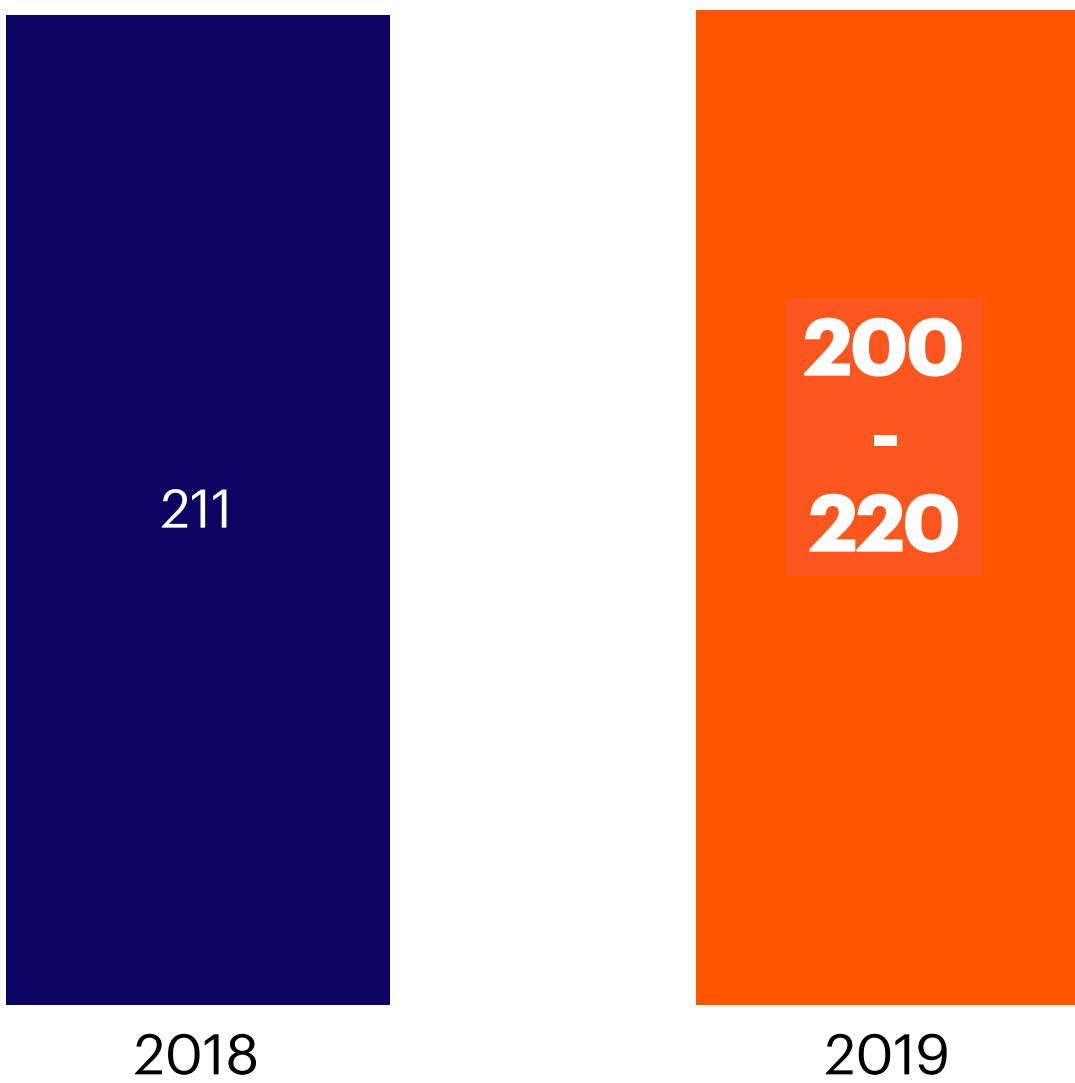
Russia's **first major project financing deal in October 2018 - the Dmitrovsky Park project, RUB 20 bln.**

2019 guidance

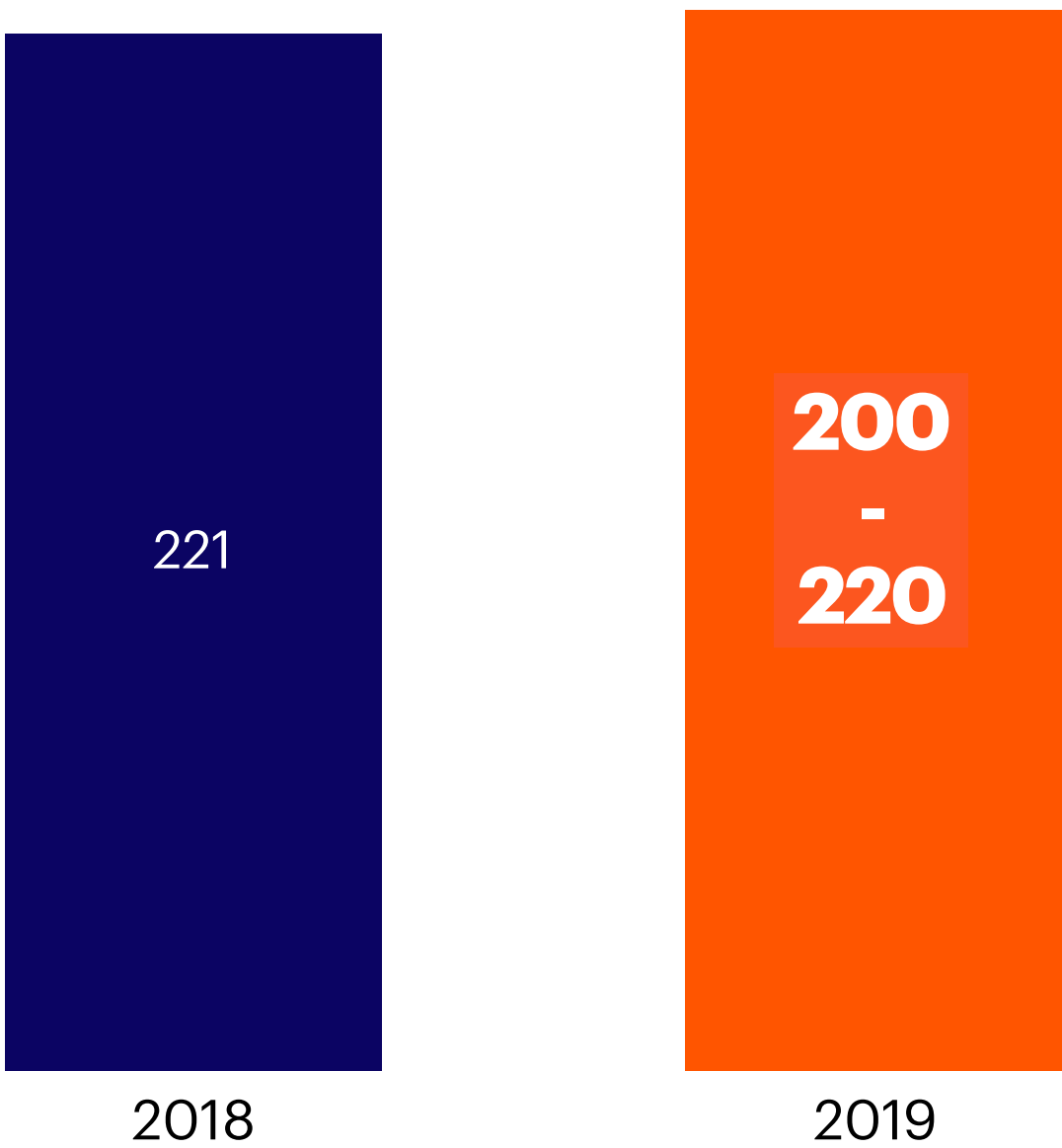
Real estate contract sales,
th. m²



Real estate contract sales,
RUB bln



Cash collections from sale of
real estate, RUB bln



Note: Cash collections include collections to the escrow accounts

