

PIK Group

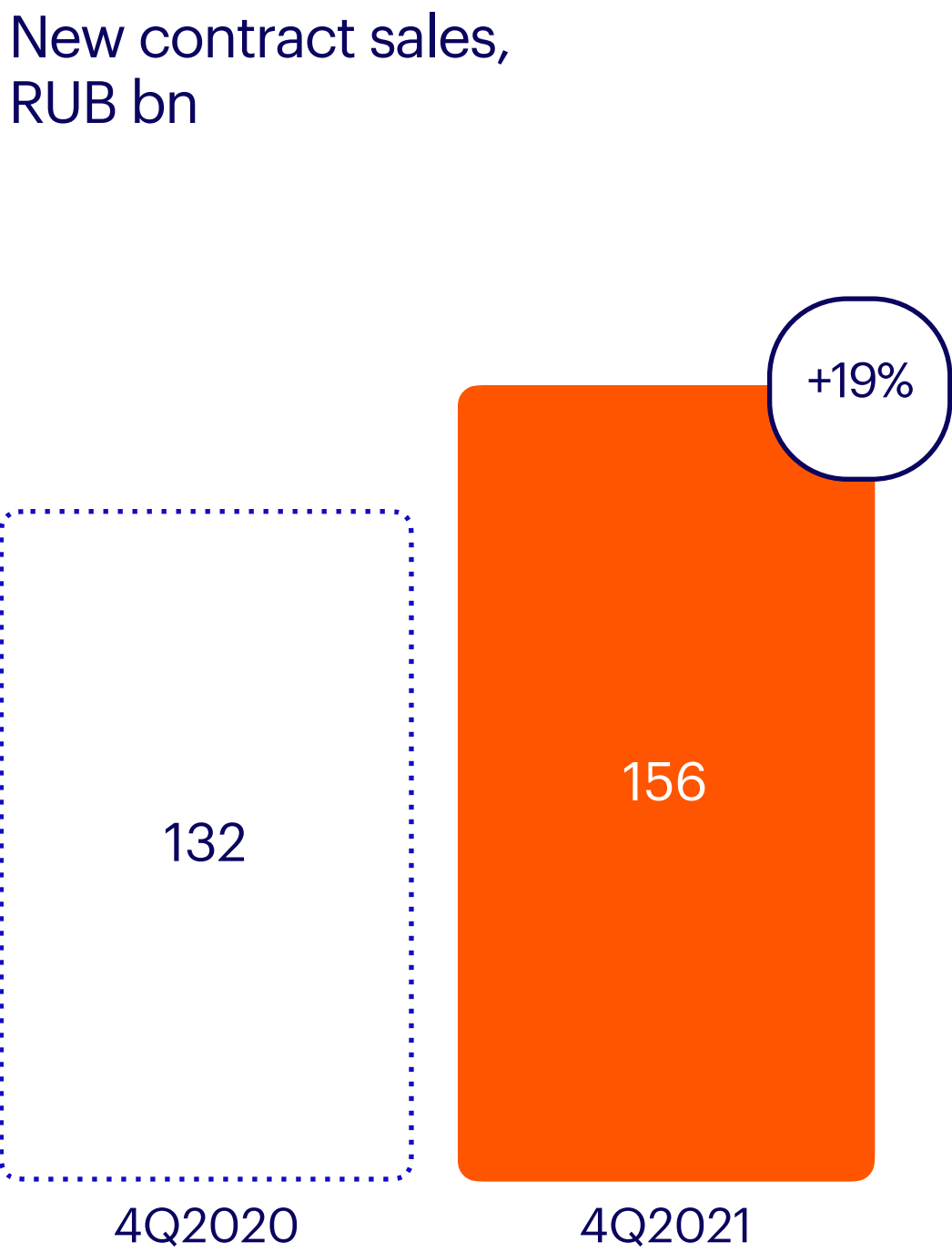
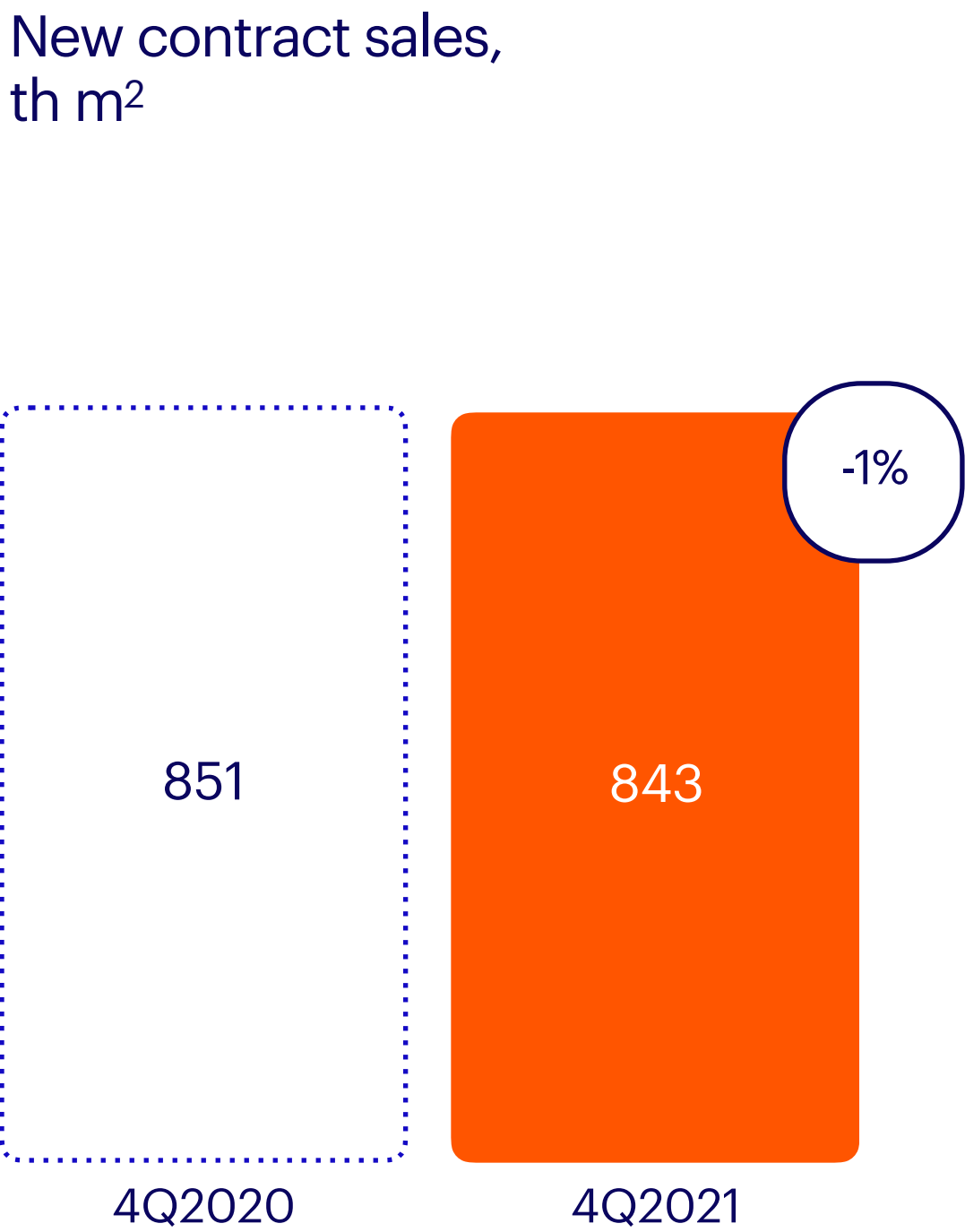
2021 operational results

January 2022

PIK



Real estate sales

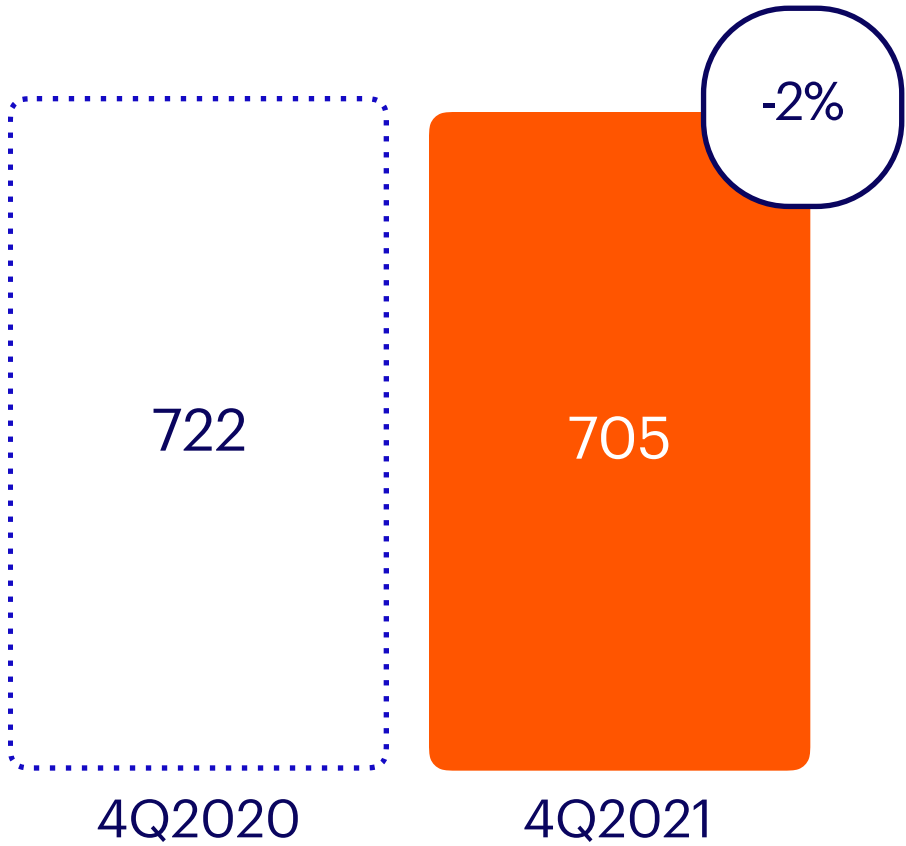


Share of mortgage sales — 75%

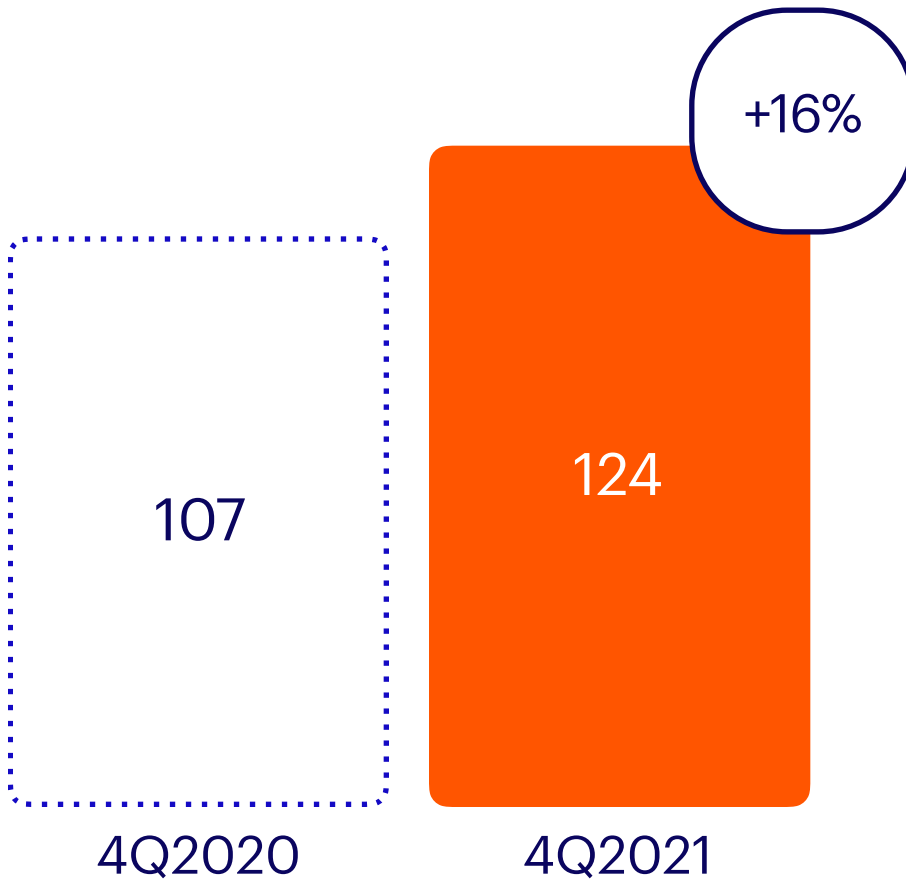
Real estate sales

by segment

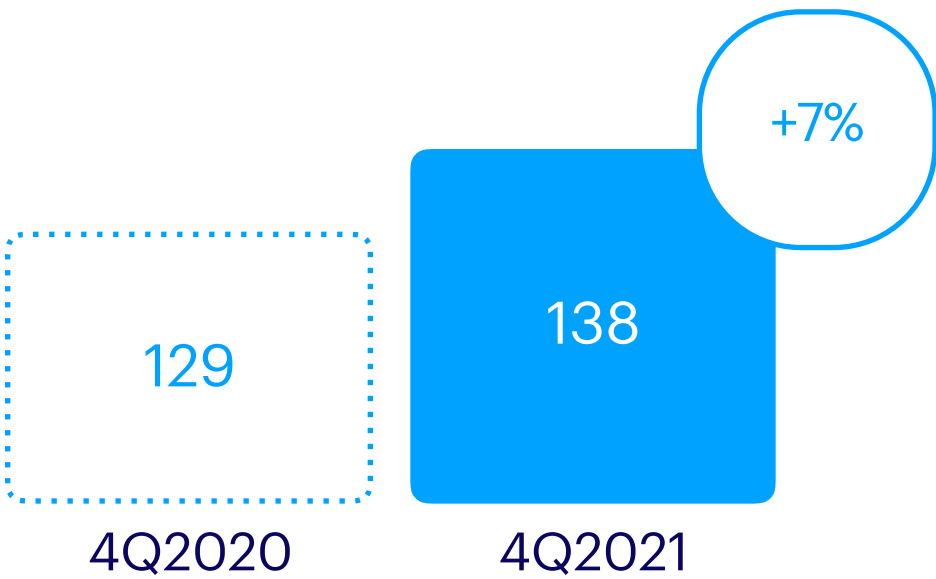
New contract sales, th m²



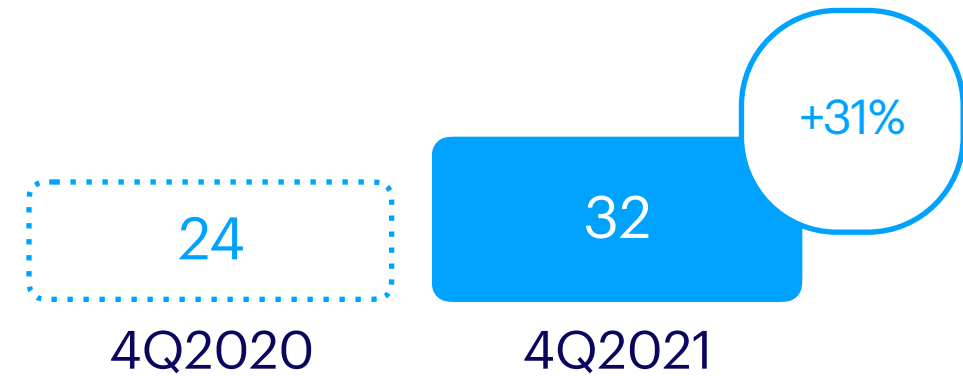
New contract sales, RUB bn



Fee-development, th m²



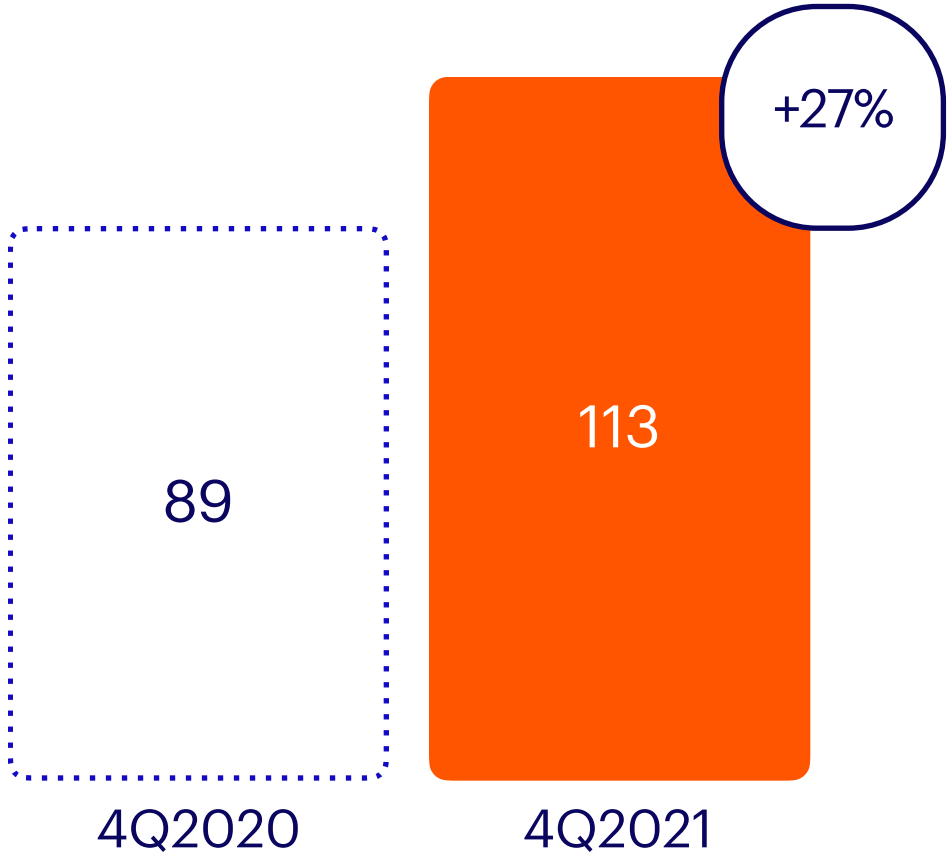
Fee-development, RUB bn



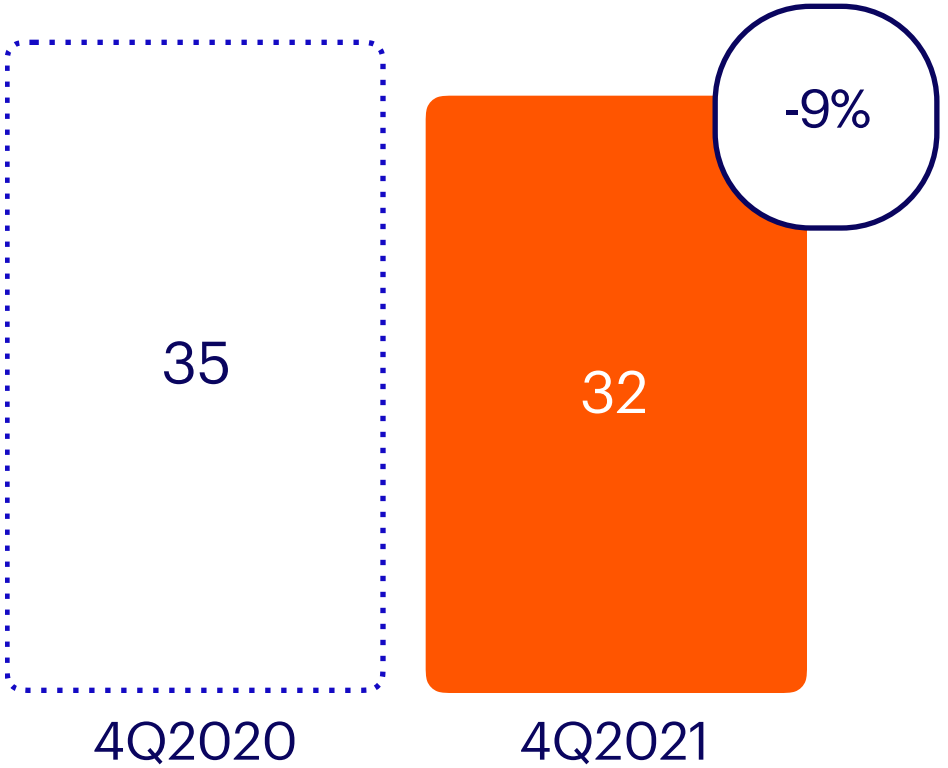
Real estate sales

by region

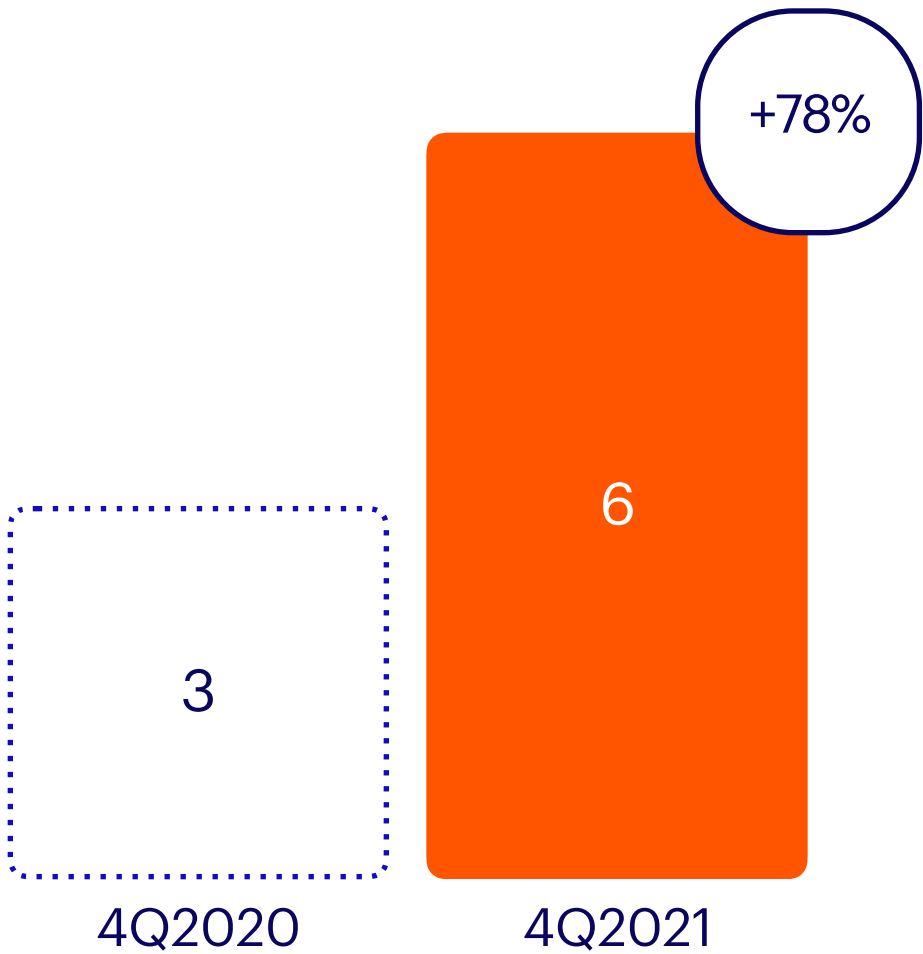
Moscow
RUB bn



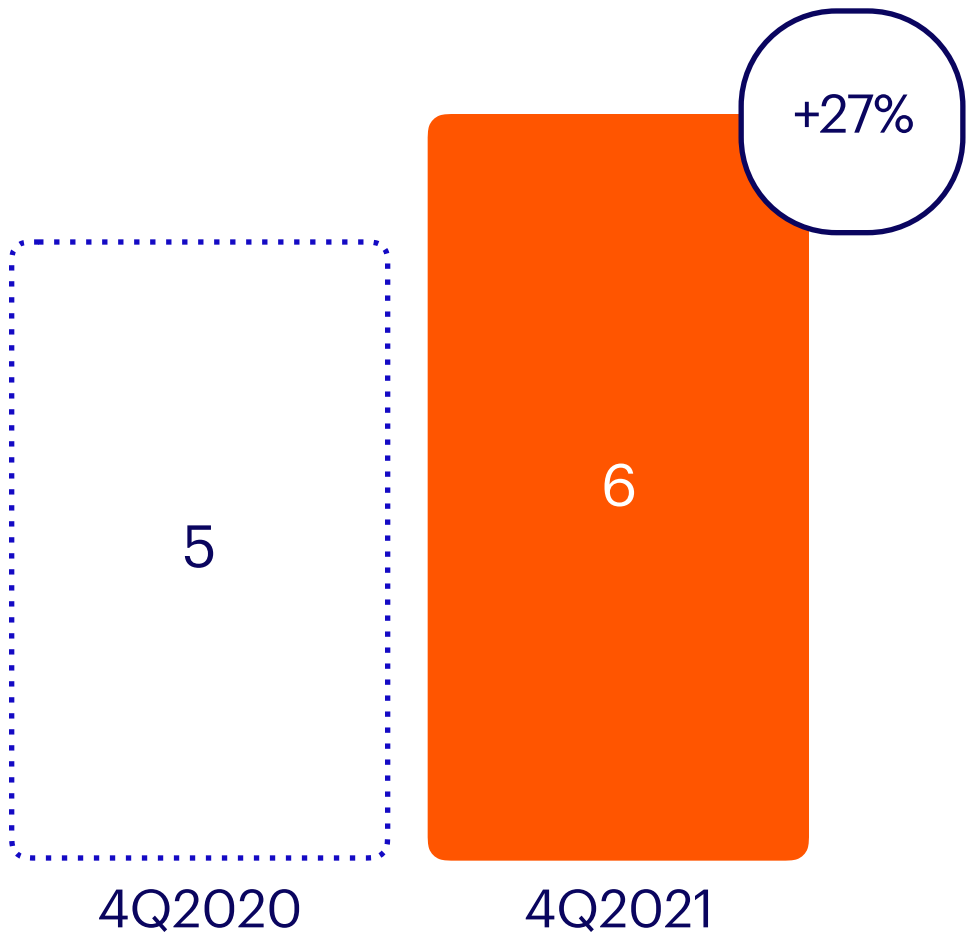
Moscow region
RUB bn



St Petersburg
RUB bn



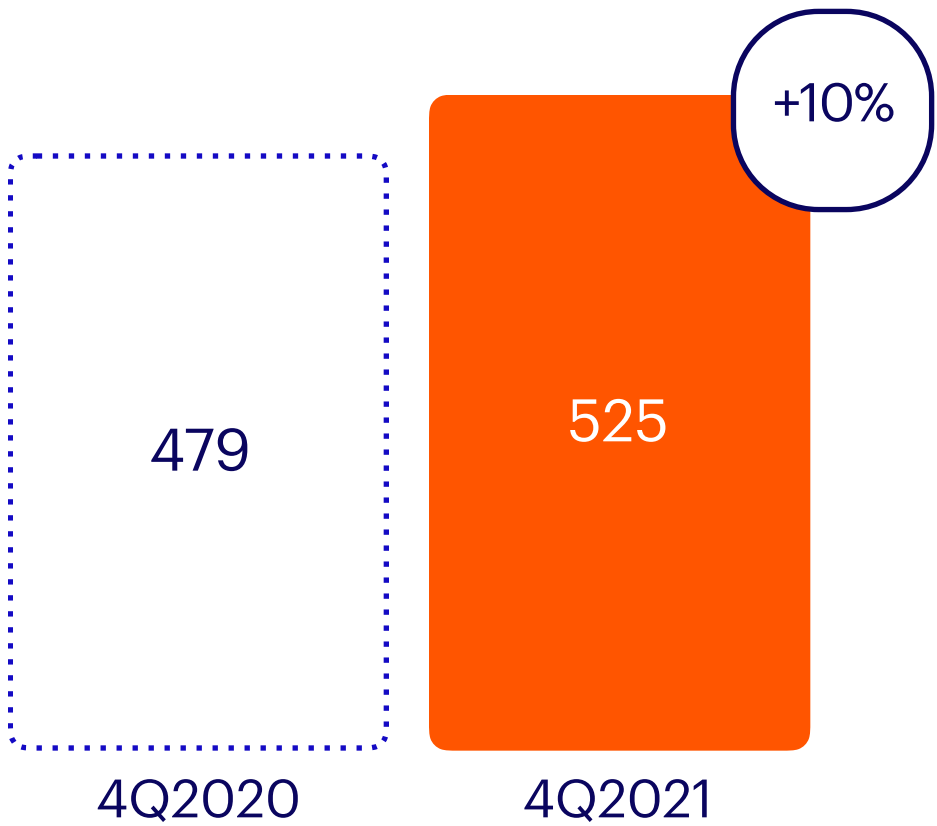
Other regions
RUB bn



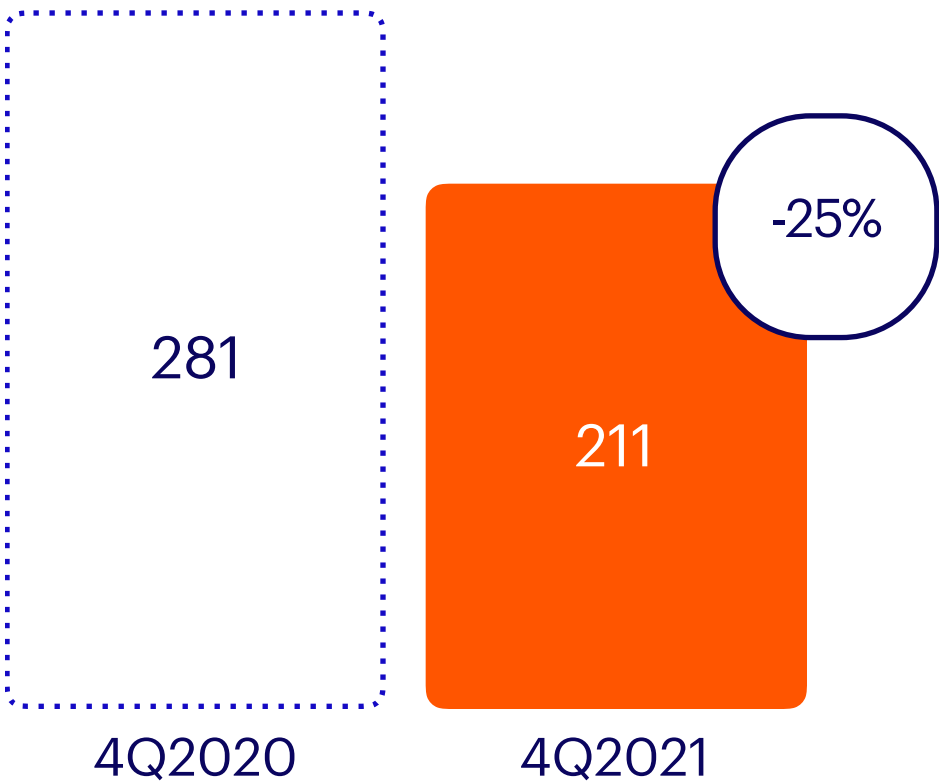
Real estate sales

by region

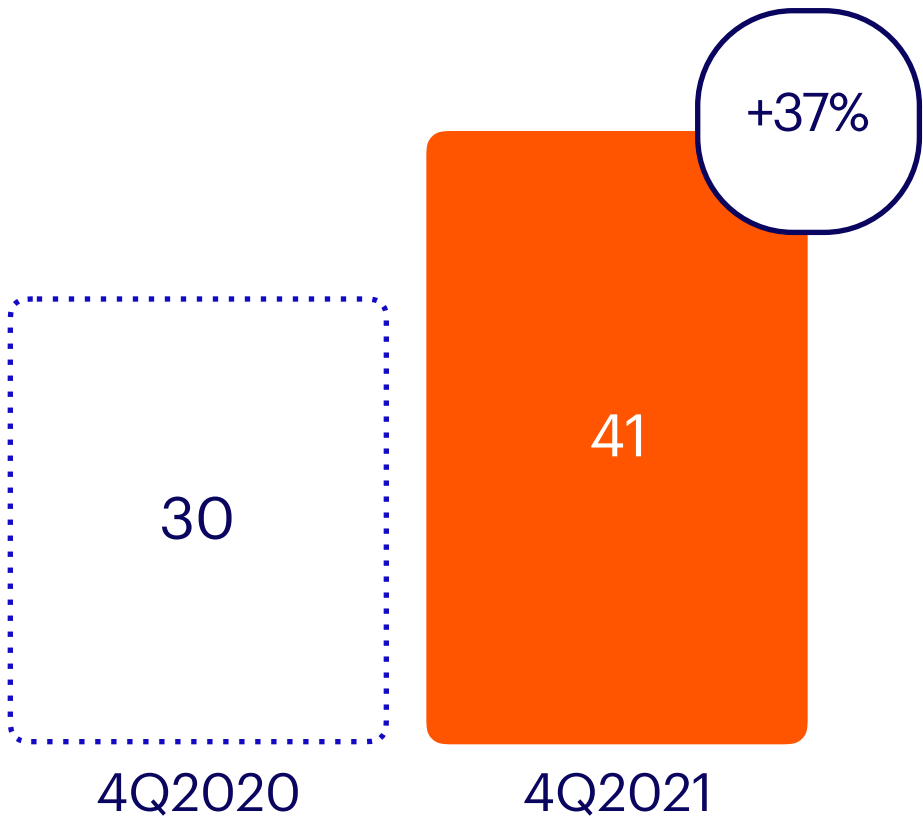
Moscow
th m²



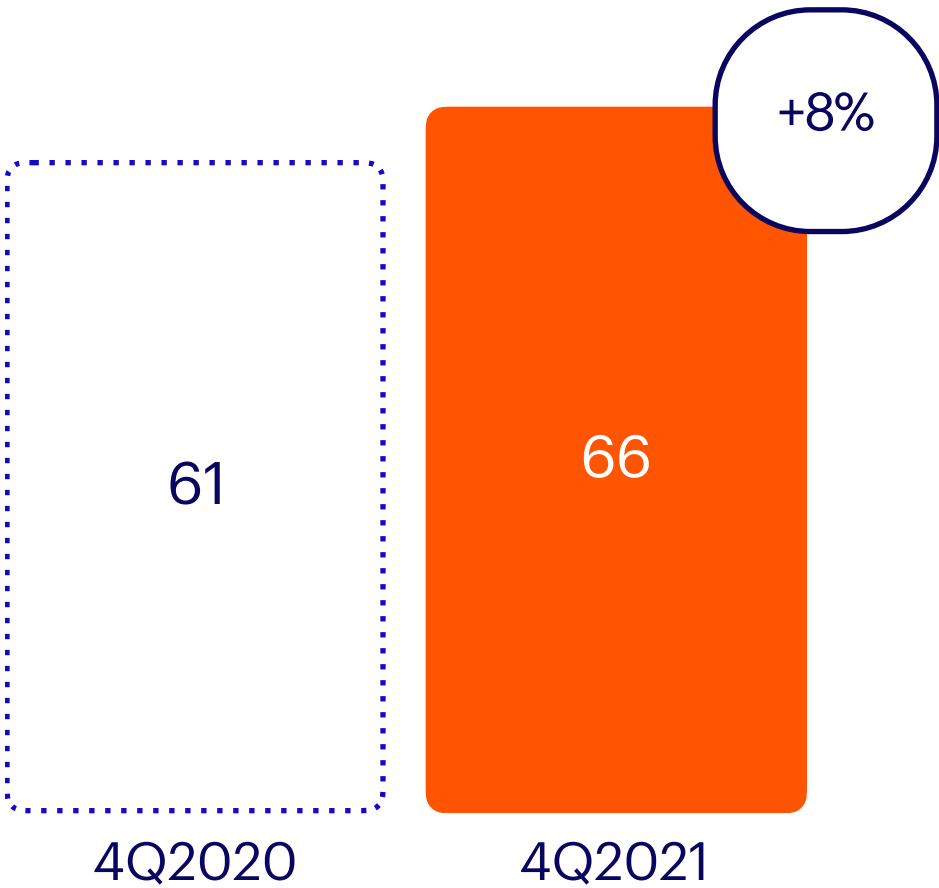
Moscow region
th m²



St Petersburg
th m²

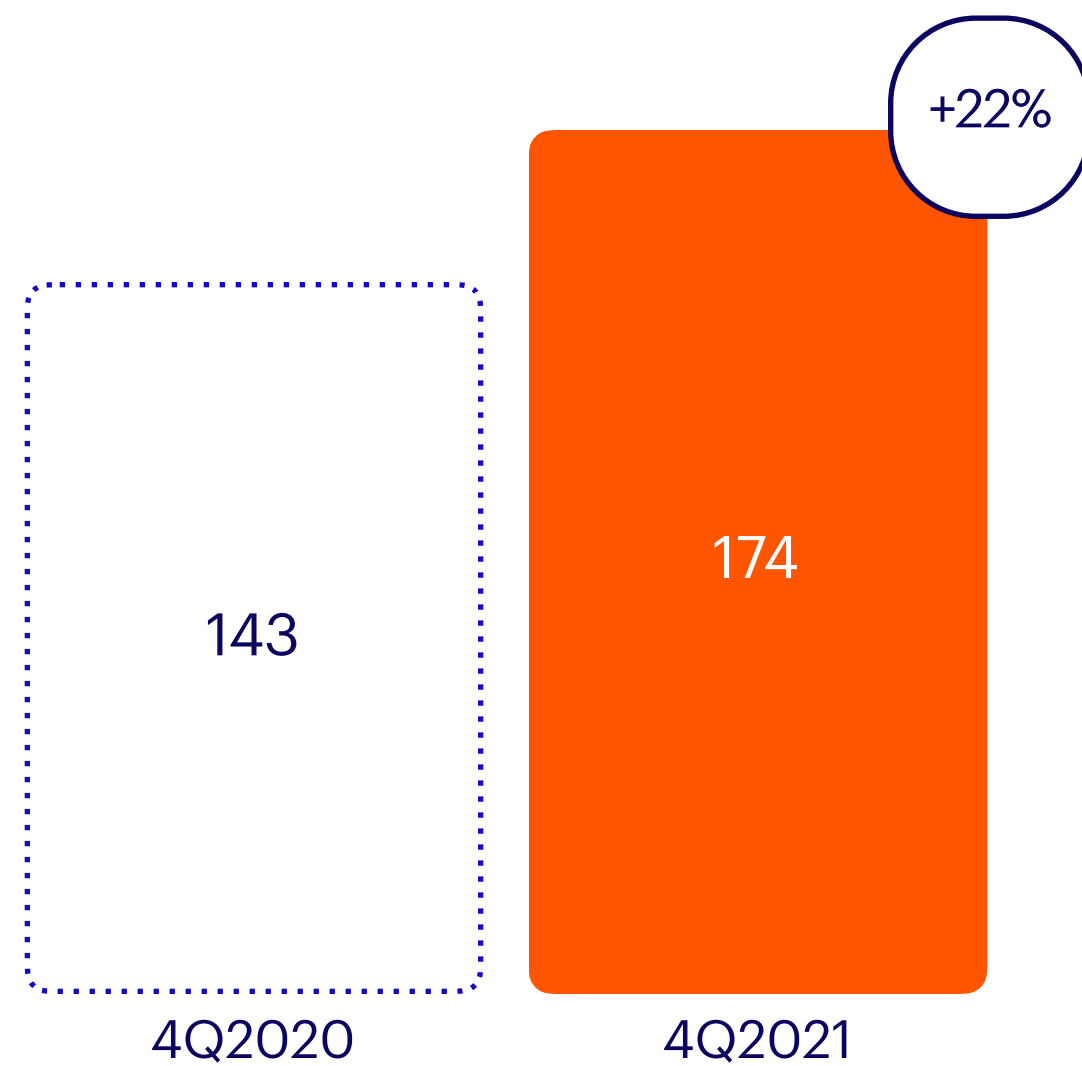


Other regions
th m²

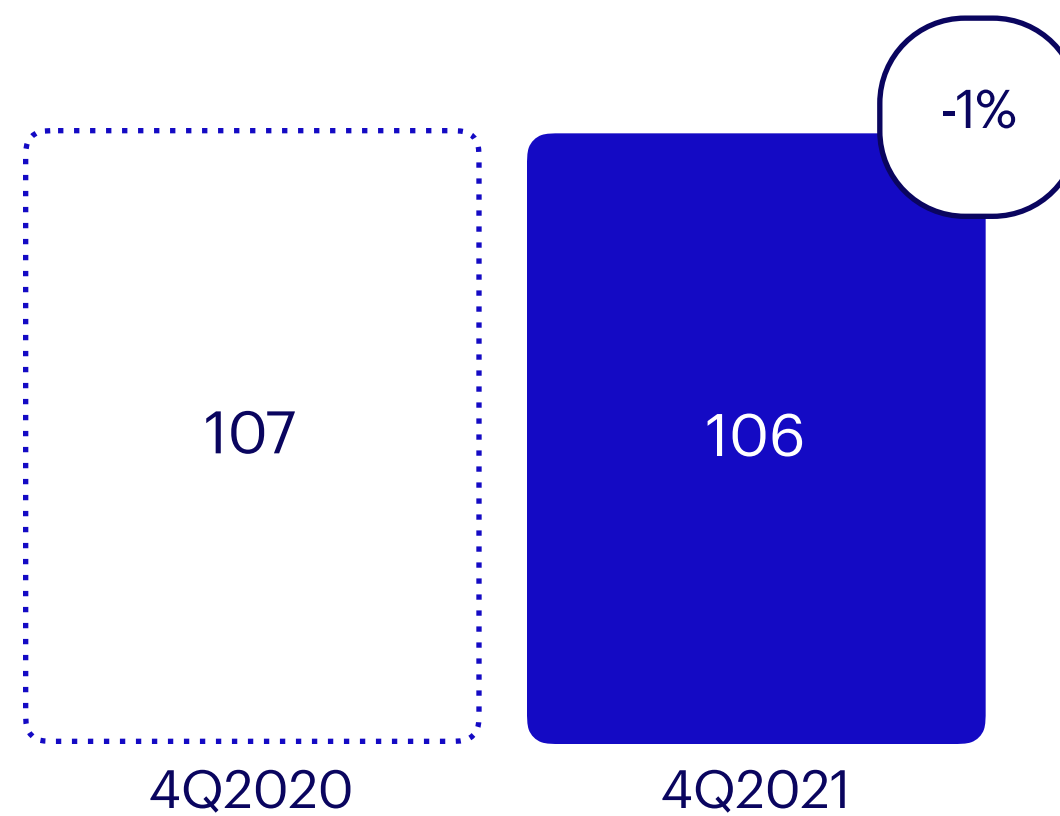


Cash collections

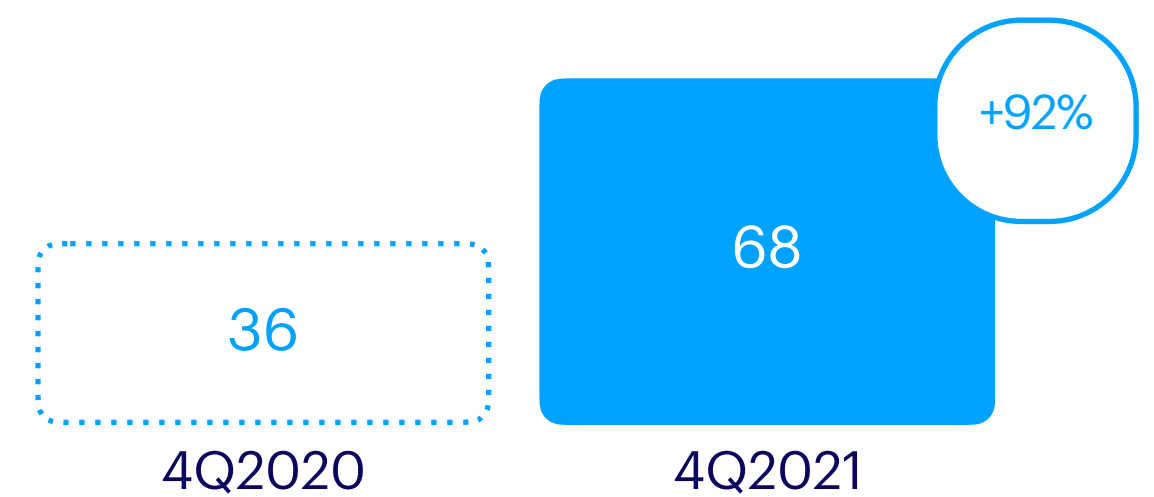
Cash collections,
RUB bn



Cash collections -
real estate, RUB bn

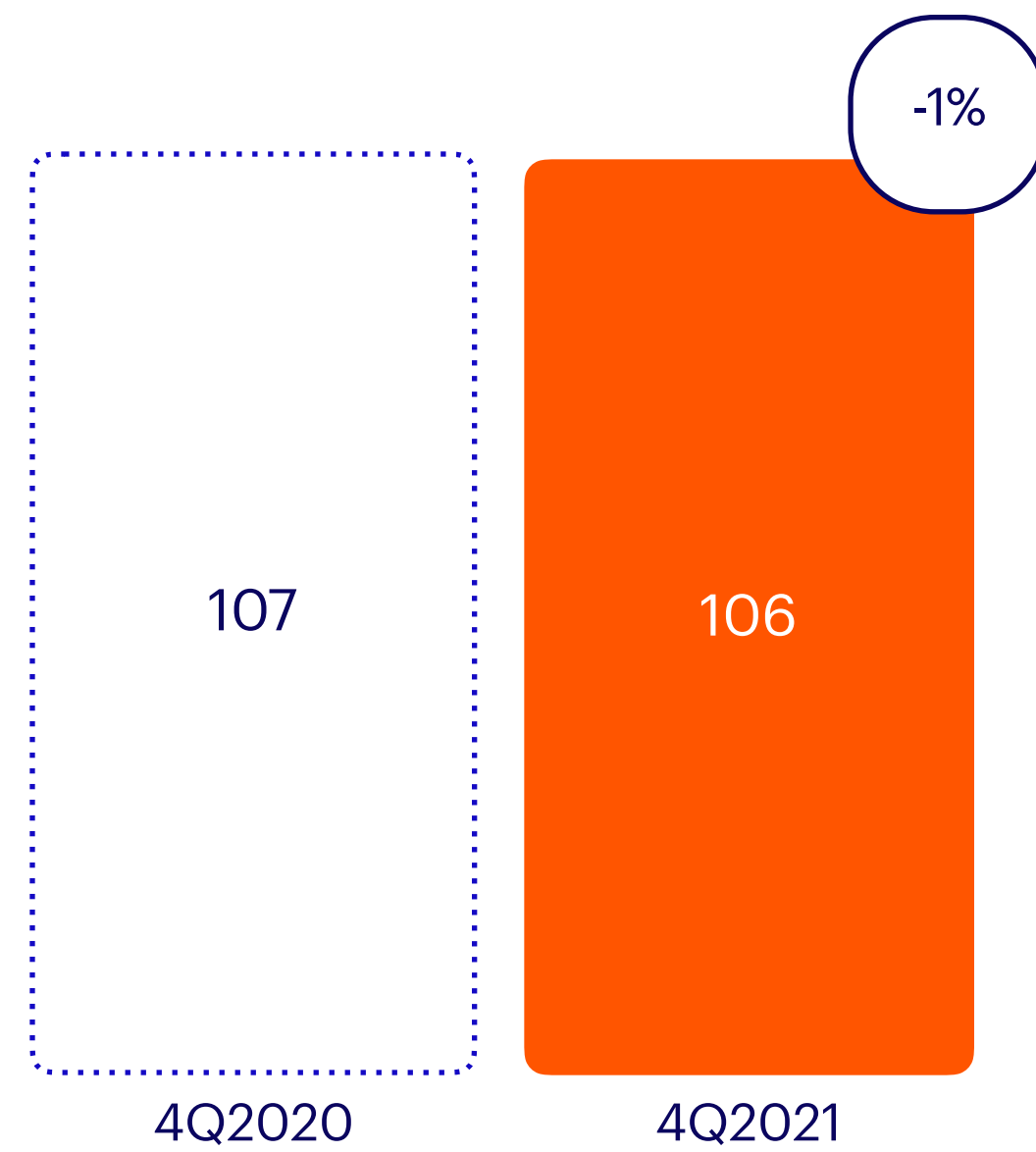


Cash collections -
other businesses,
RUB bn

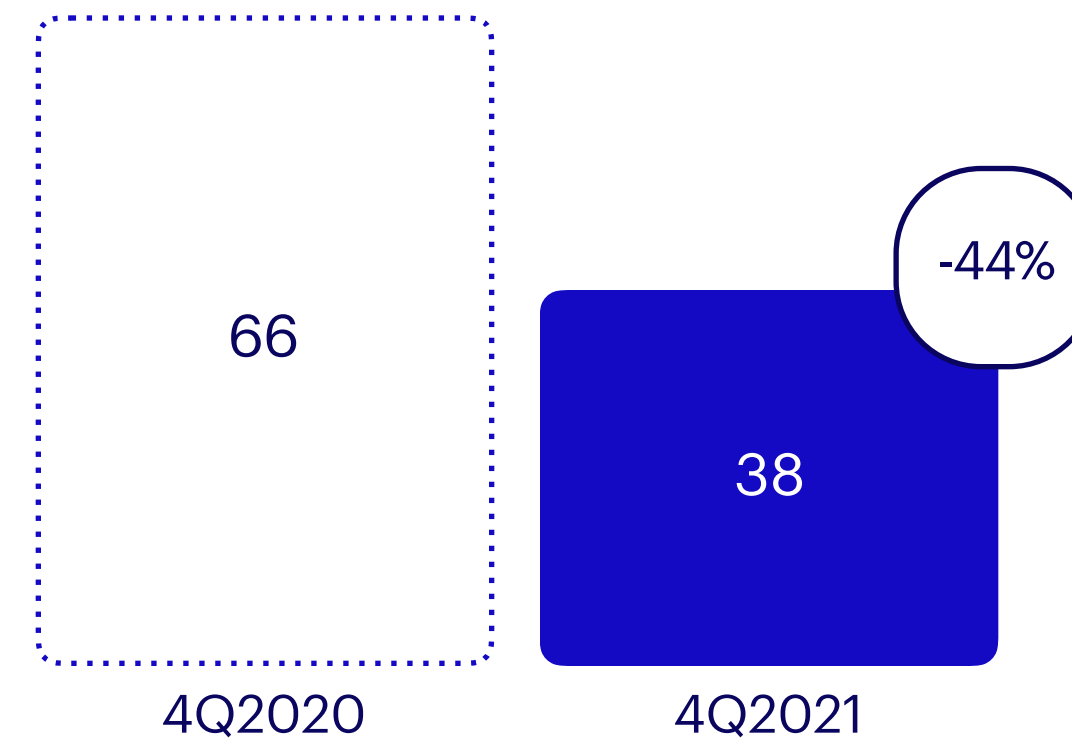


Cash collections

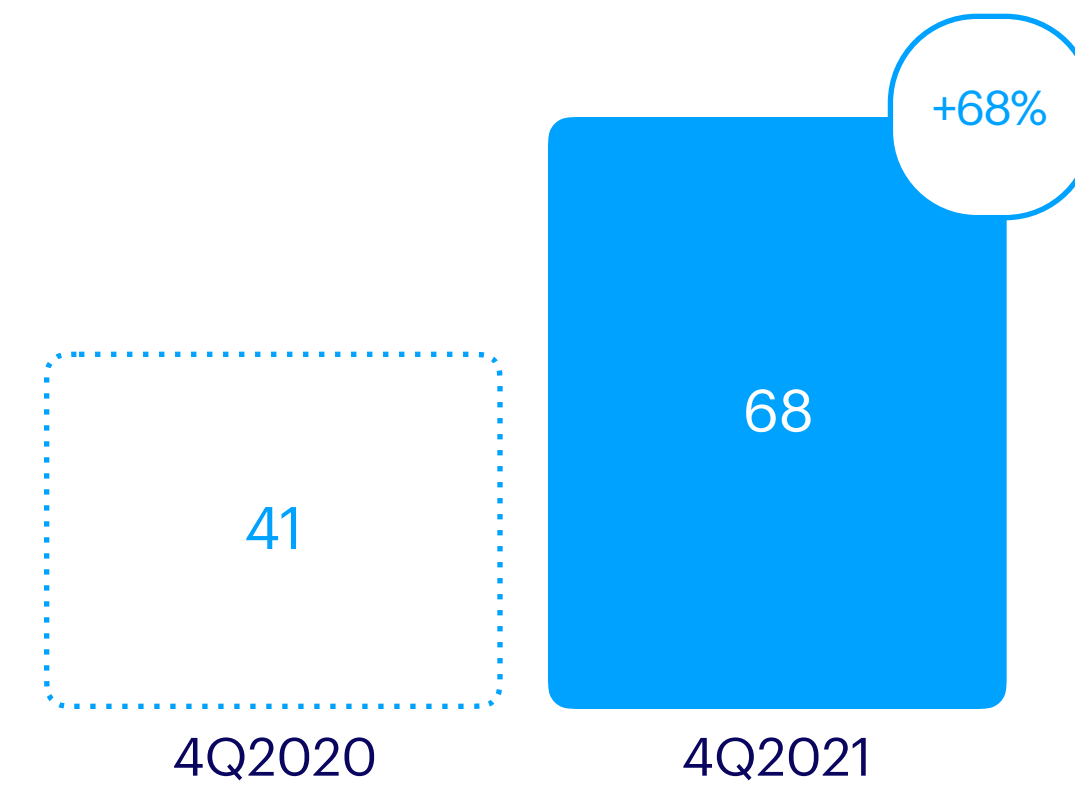
Cash collections -
real estate, RUB bn



Cash collections
(cash), RUB bn

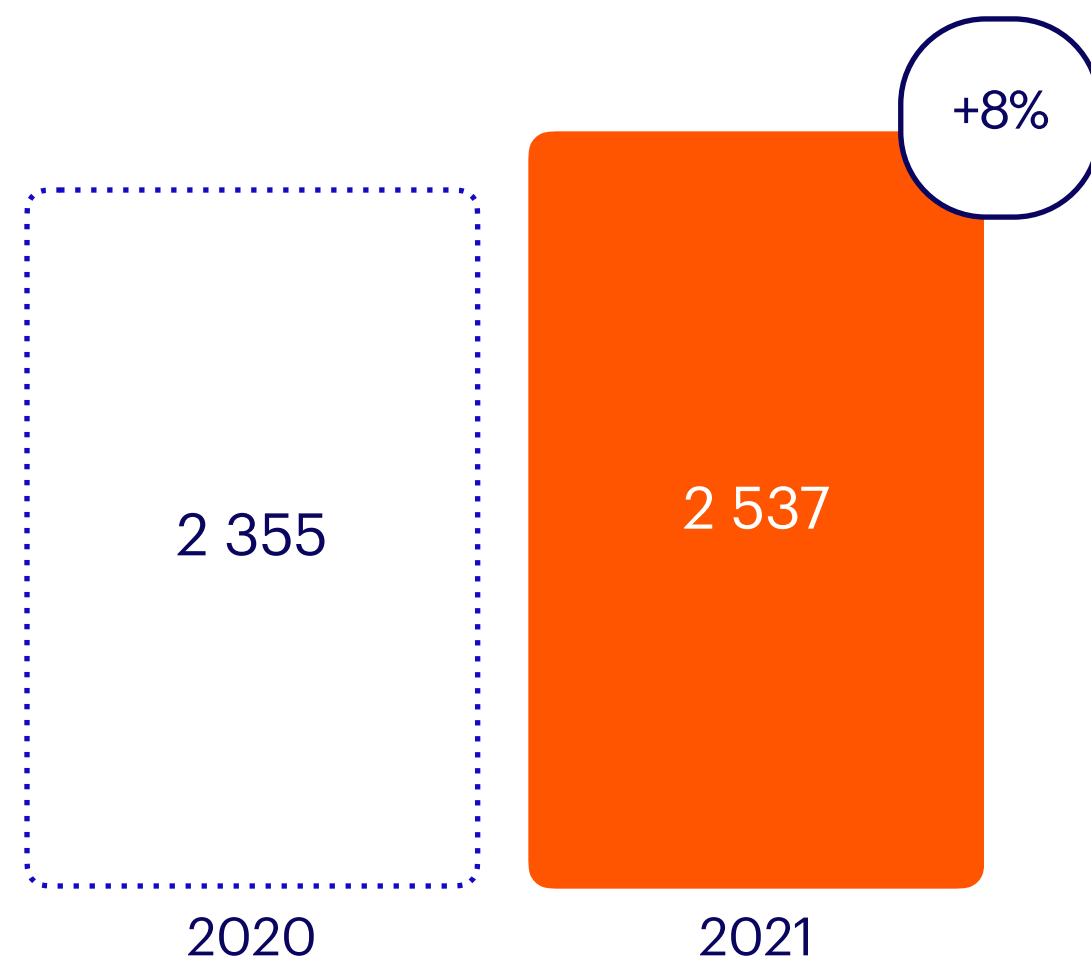


Cash collections
(escrow), RUB bn

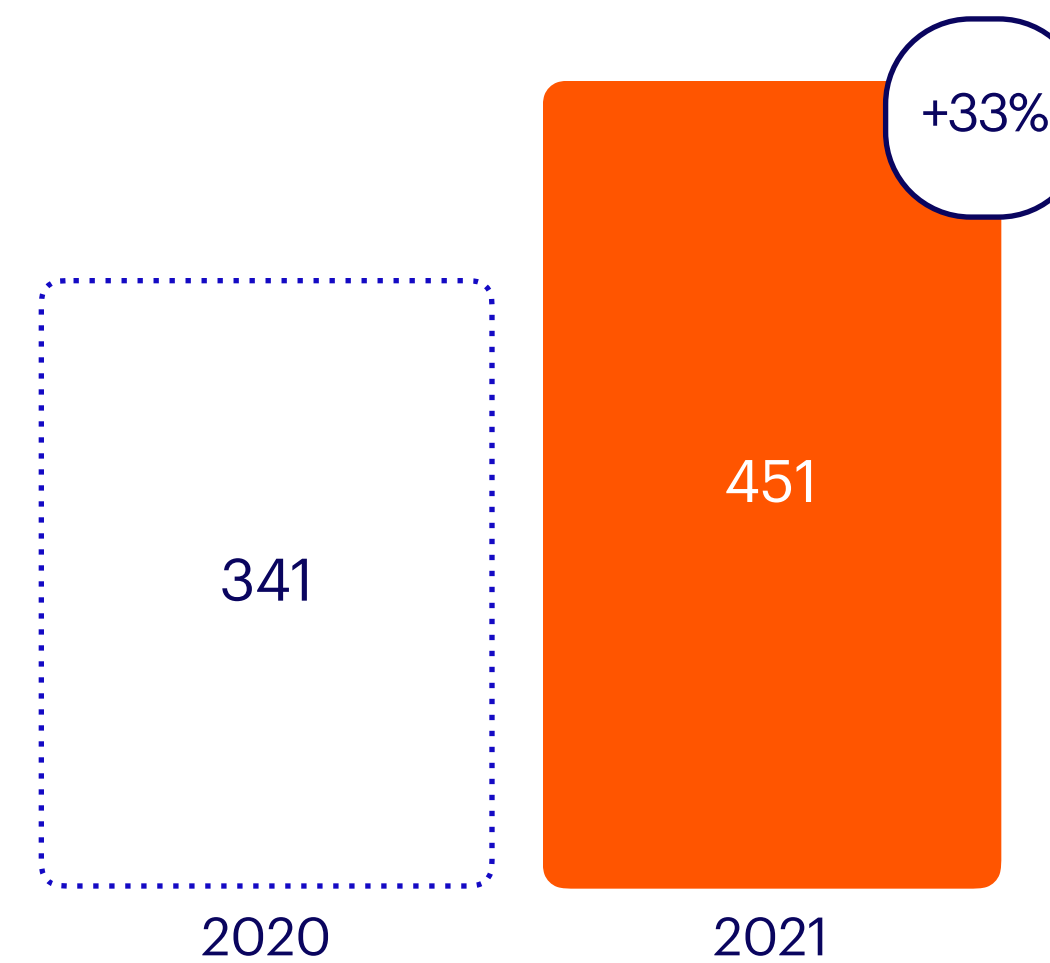


Real estate sales

New contract sales,
th m²



New contract sales,
RUB bn

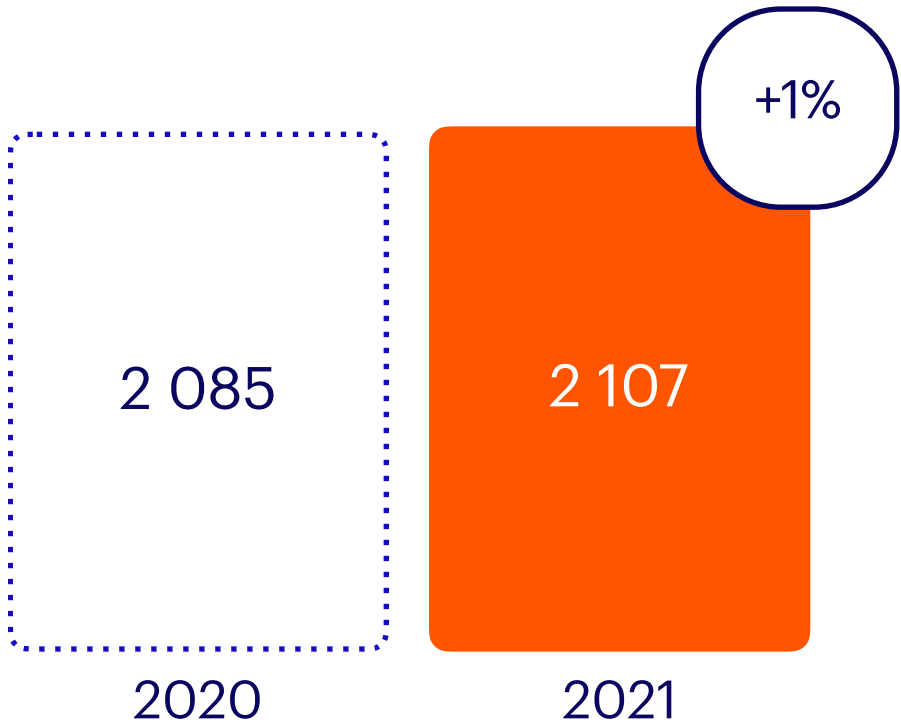


Share of mortgage sales — 76%

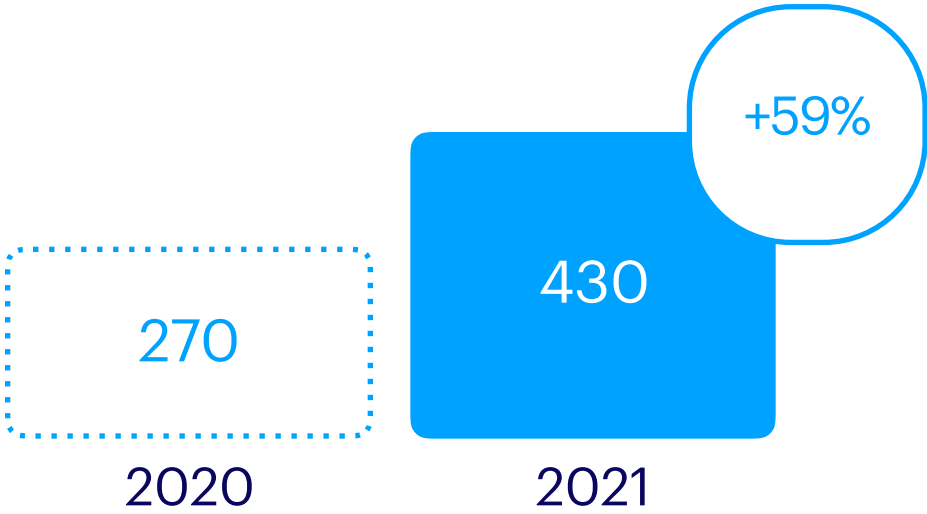
Real estate sales

by segment

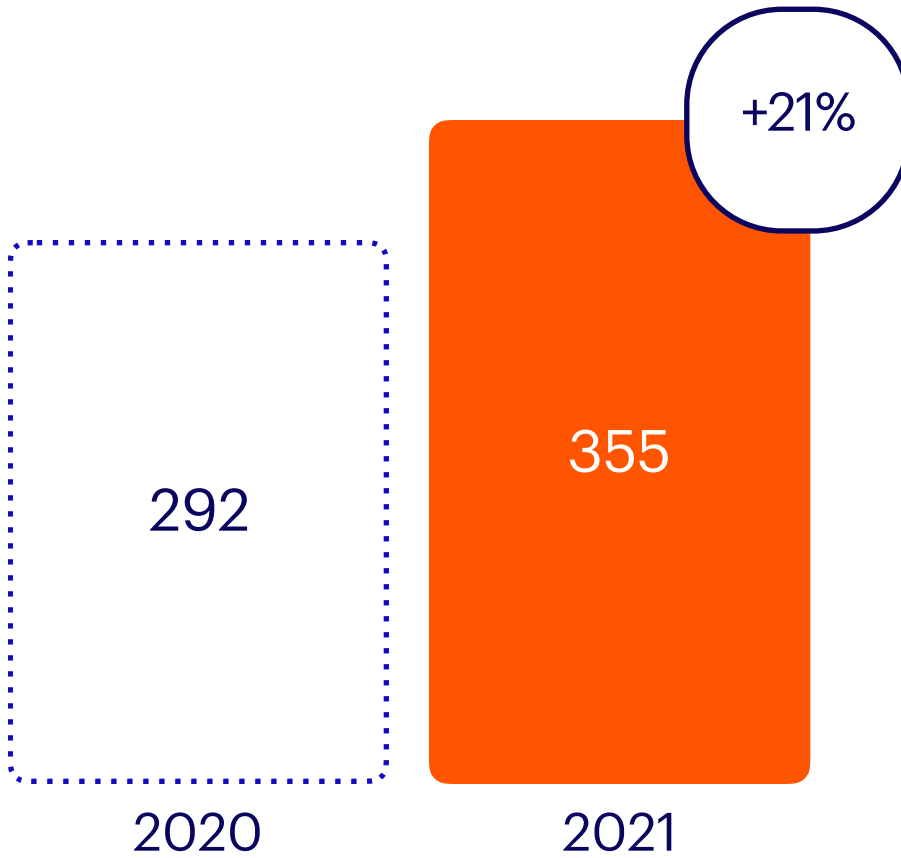
New contract sales, th m²



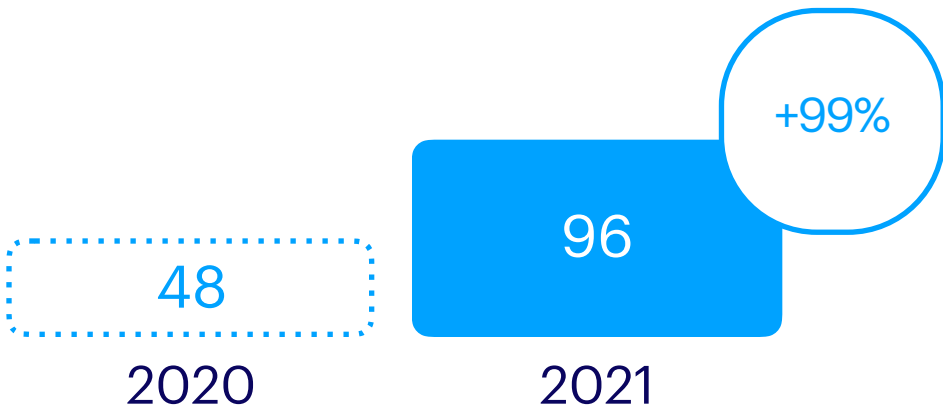
Fee-development, th m²



New contract sales, RUB bn



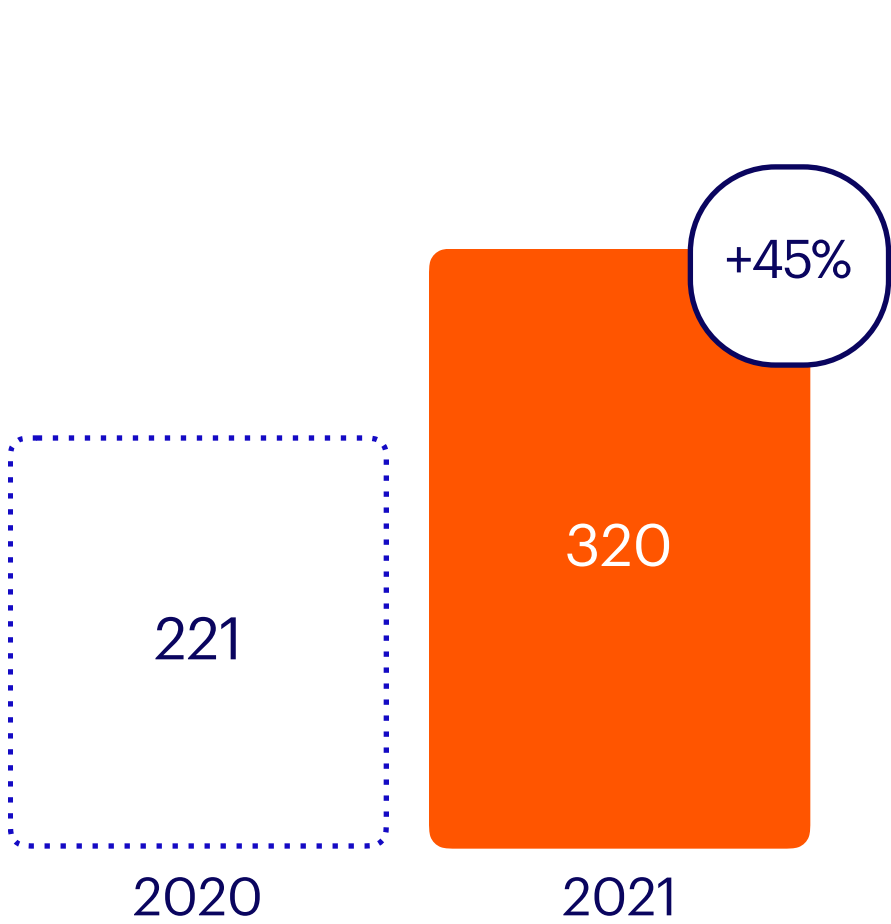
Fee-development, RUB bn



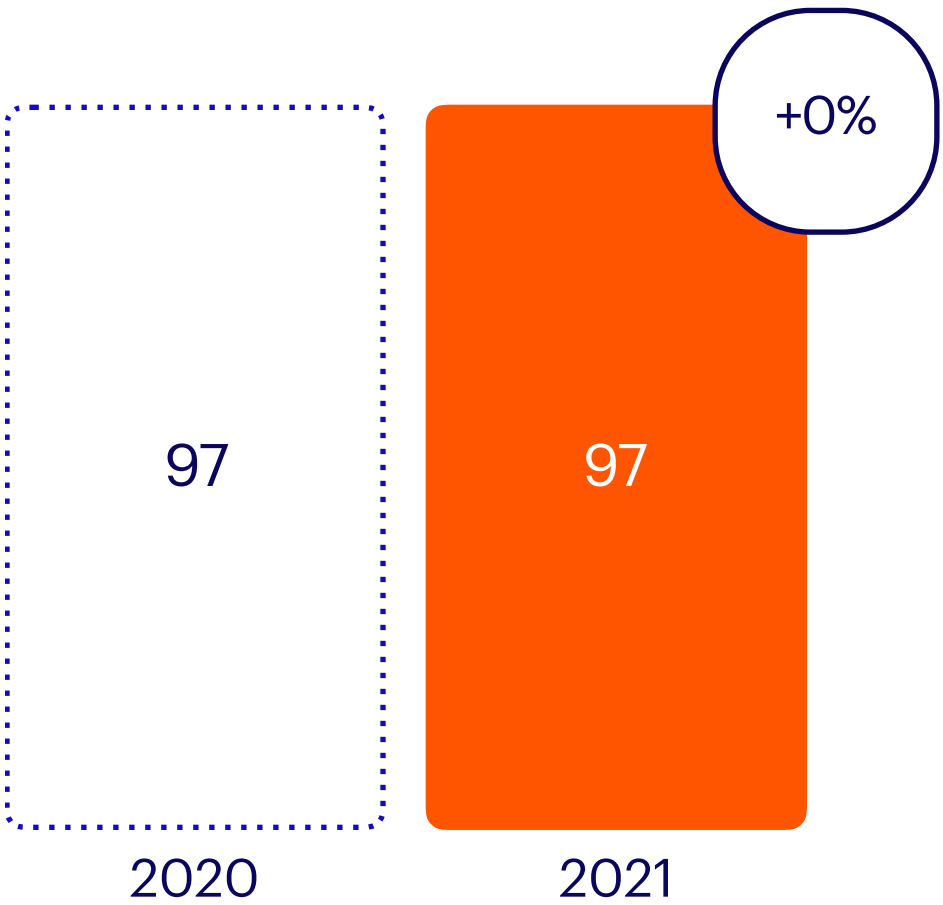
Real estate sales

by region

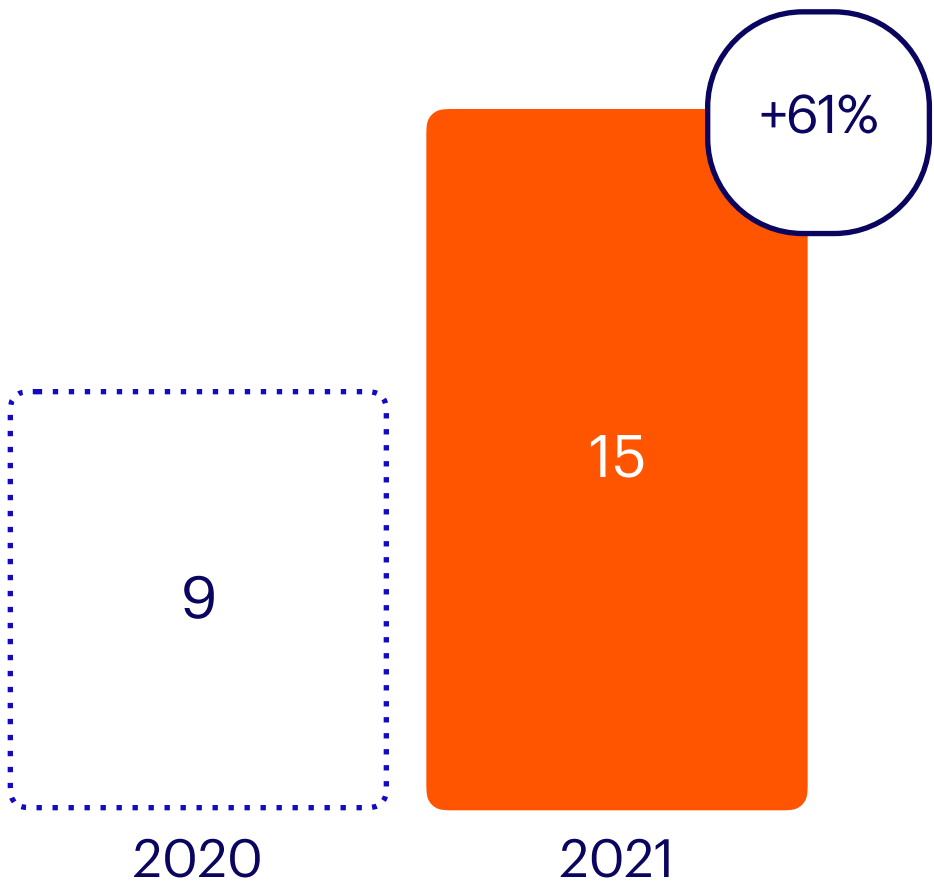
Moscow
RUB bn



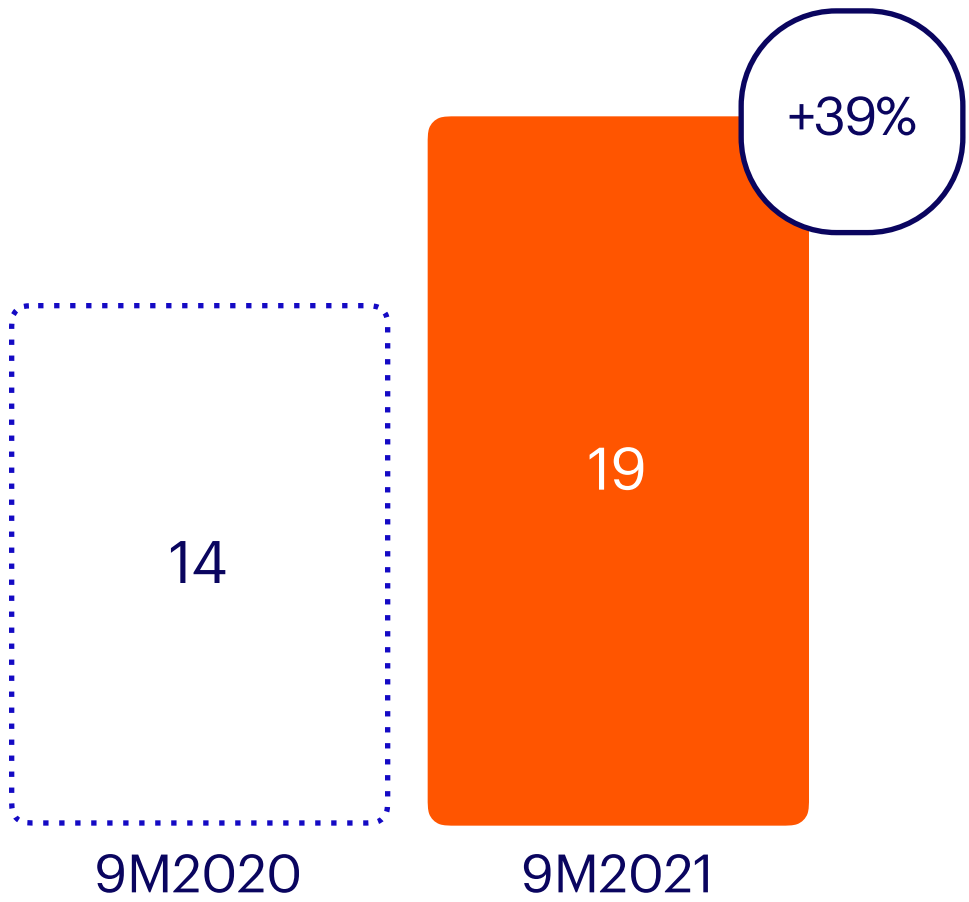
Moscow region
RUB bn



St Petersburg
RUB bn



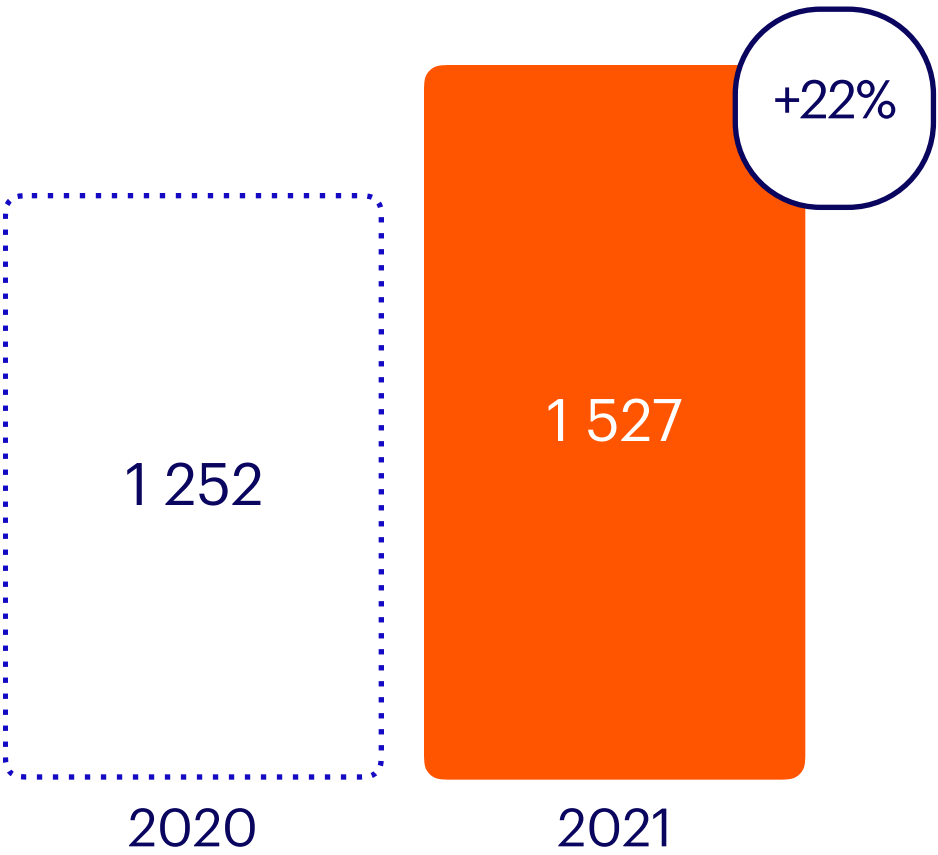
Other regions
RUB bn



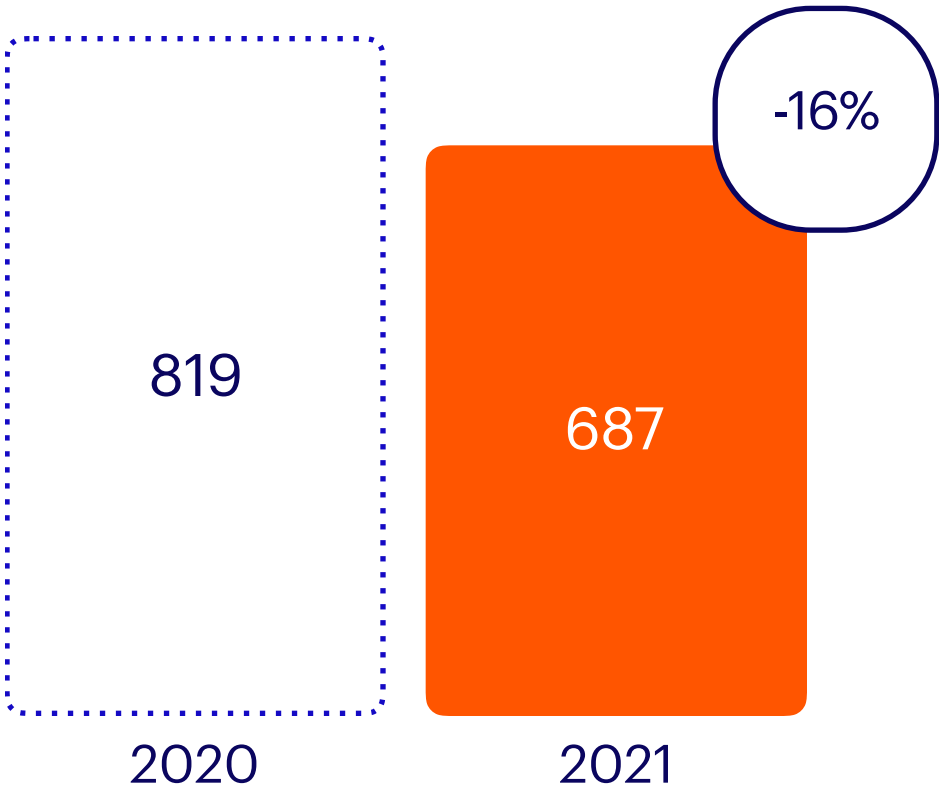
Real estate sales

by region

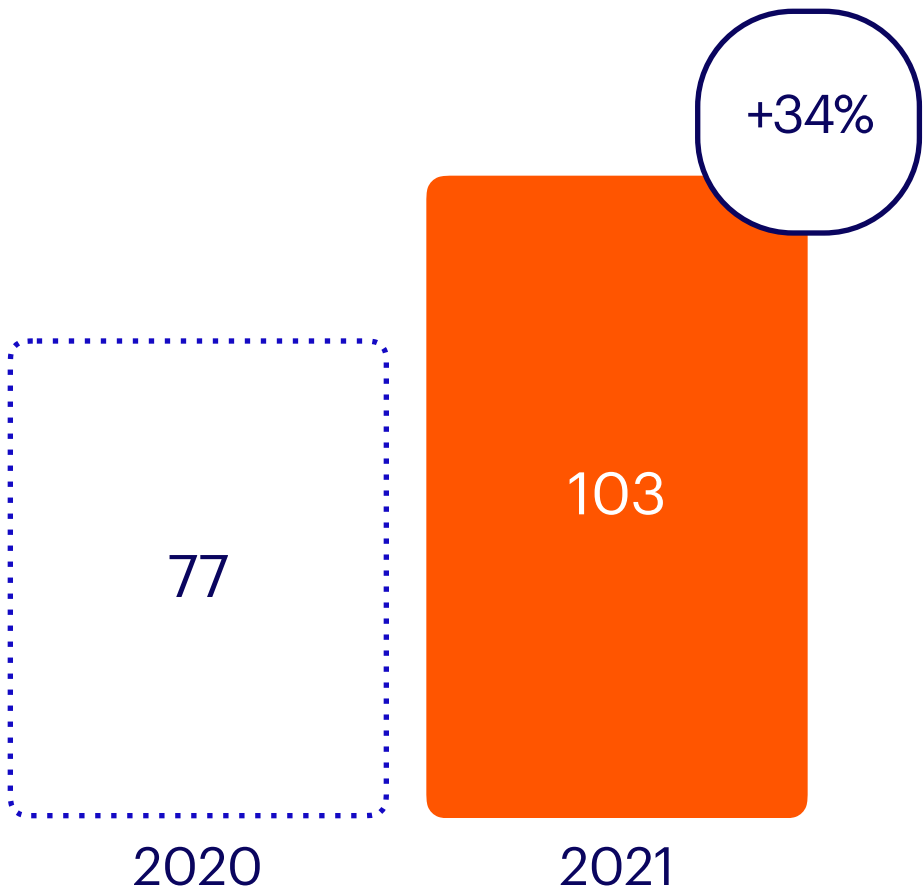
Moscow
th m²



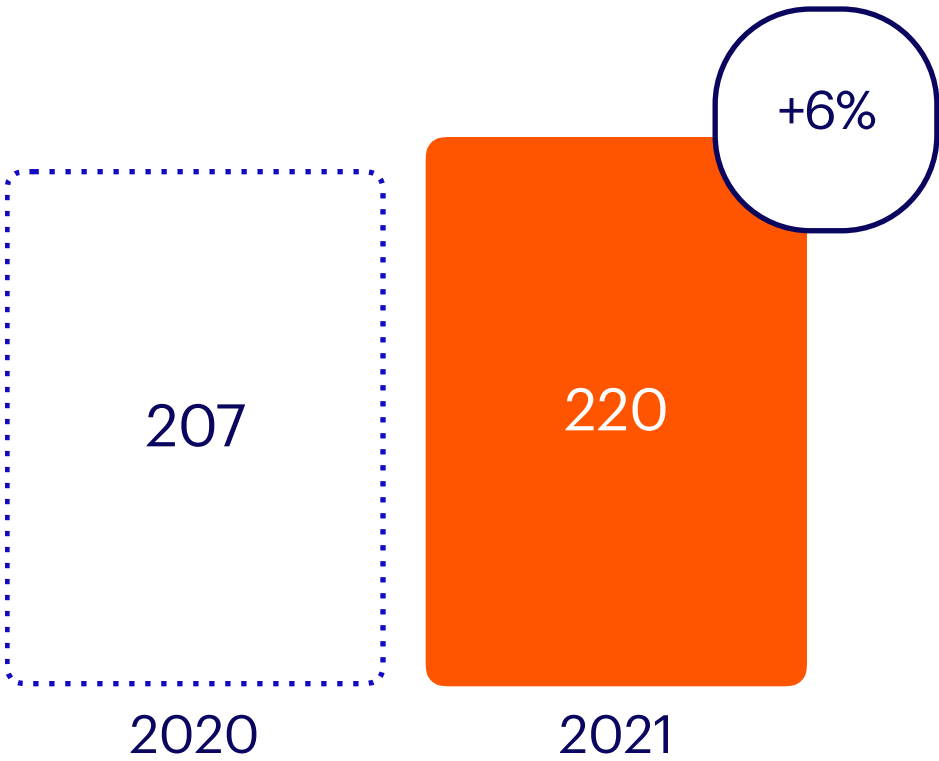
Moscow region
th m²



St Petersburg
th m²

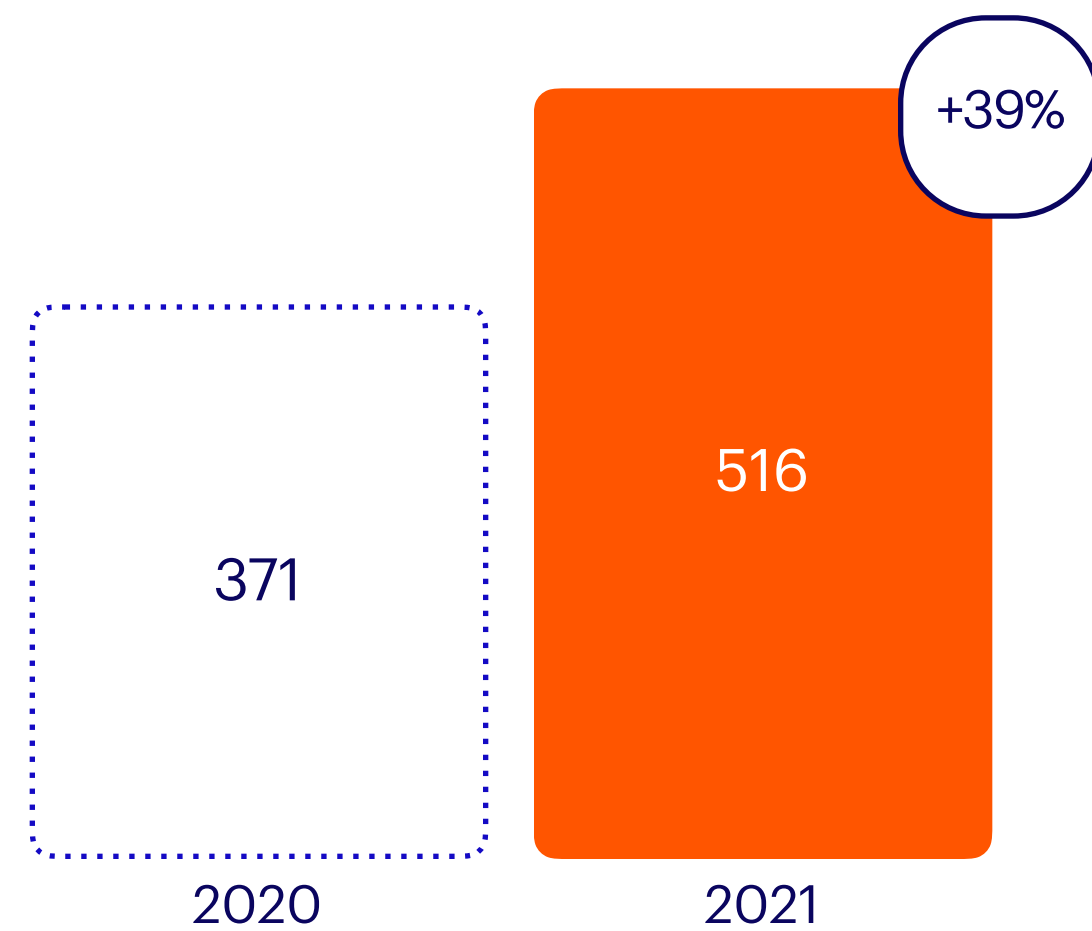


Other regions
th m²

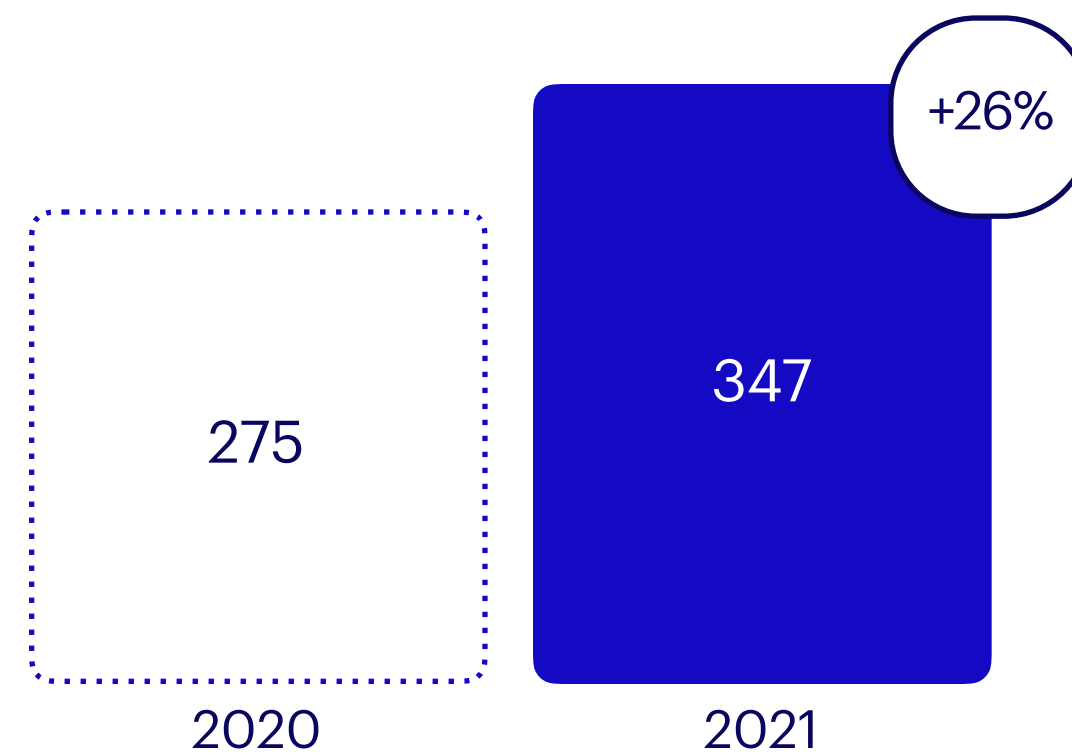


Cash collections

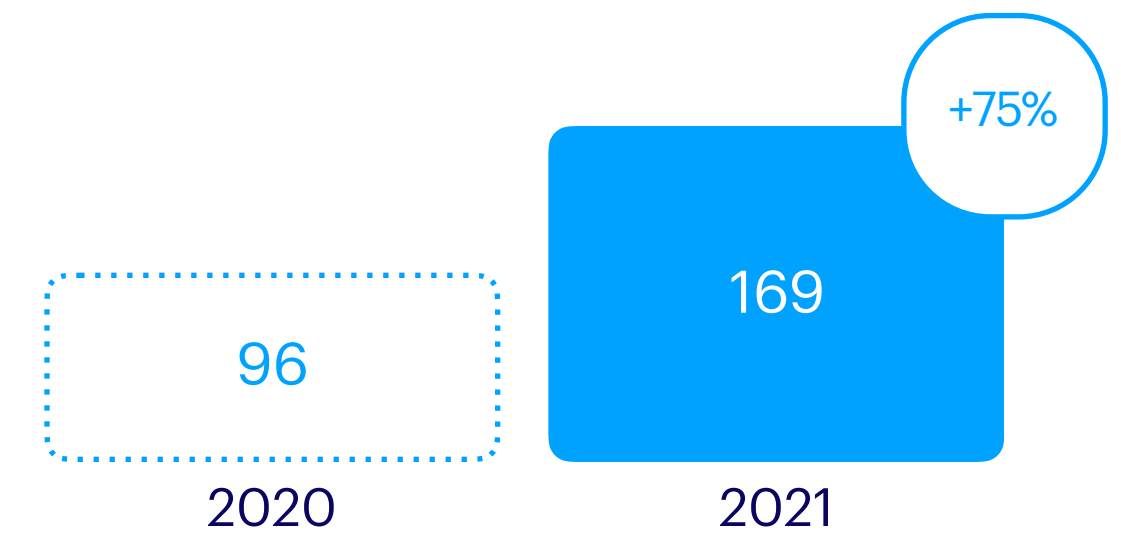
Cash collections,
RUB bn



Cash collections -
real estate, RUB bn

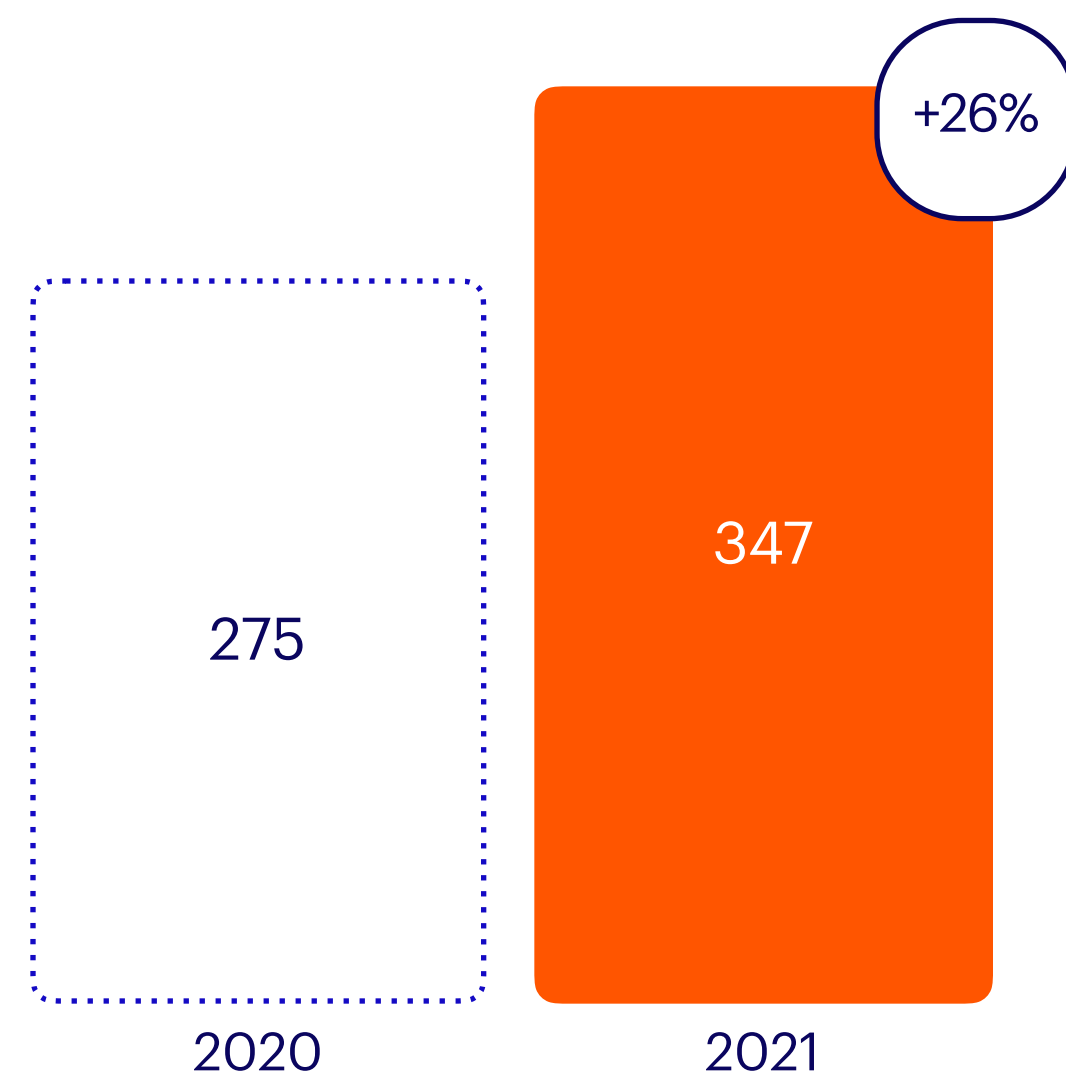


Cash collections -
other businesses,
RUB bn

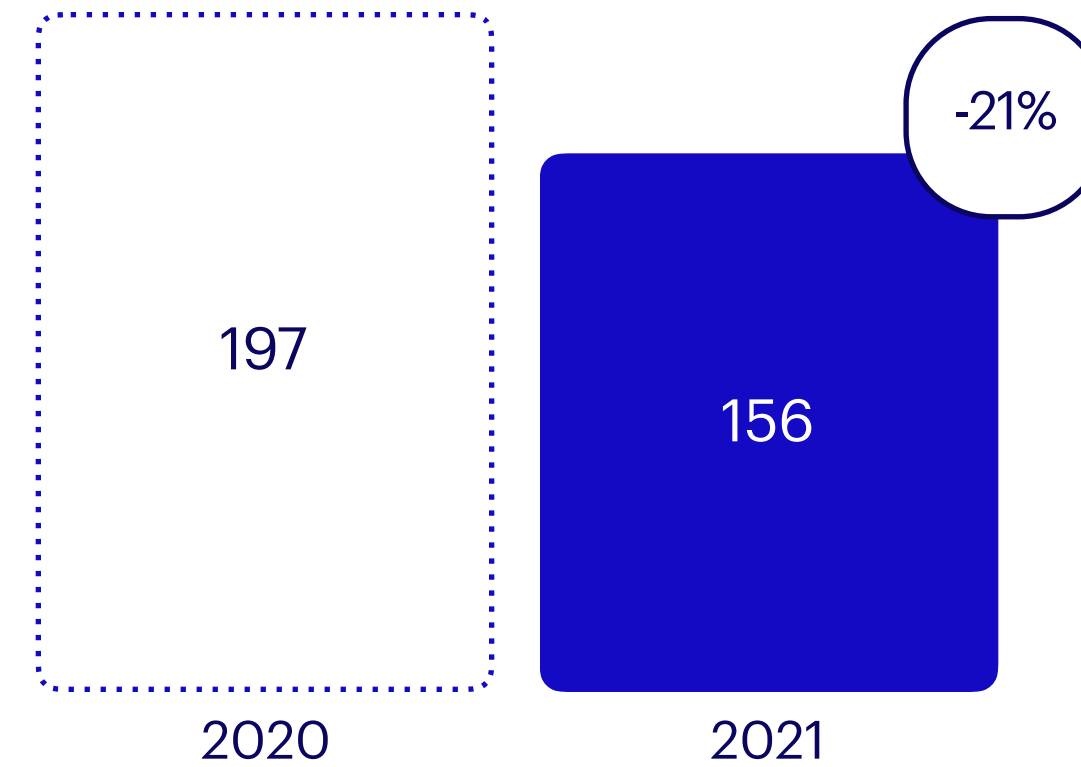


Cash collections

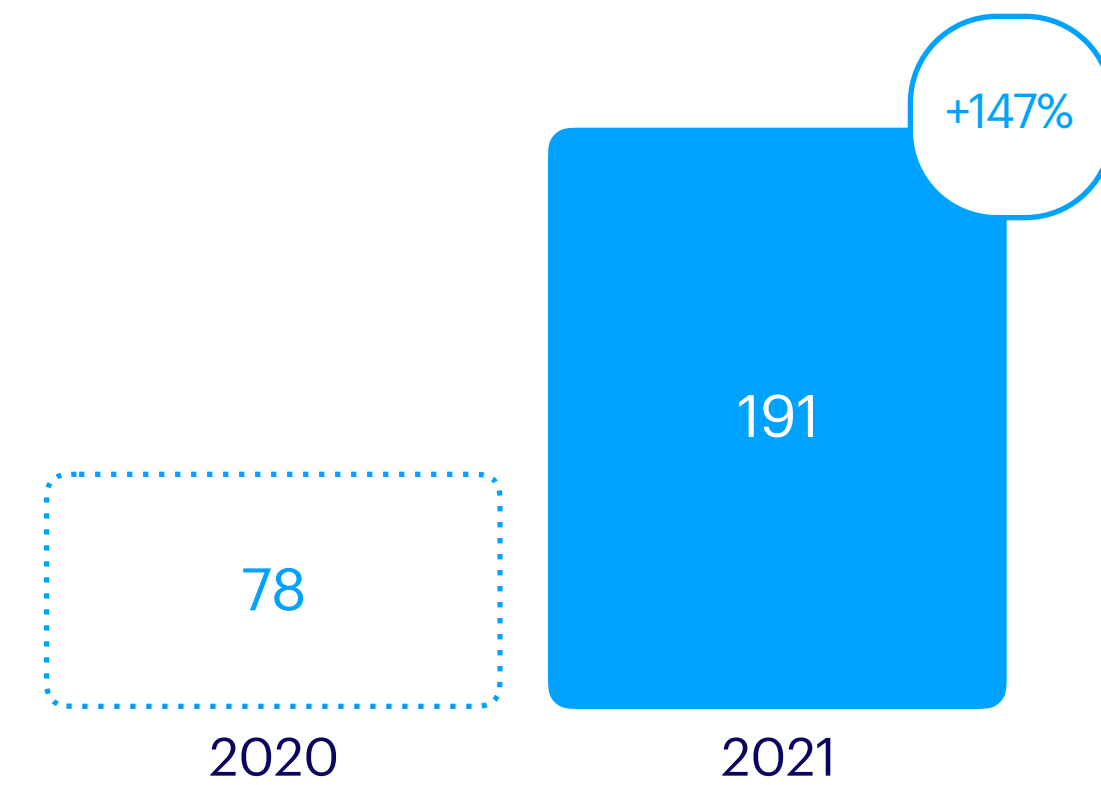
Cash collections -
real estate, RUB bn



Cash collections
(cash), RUB bn

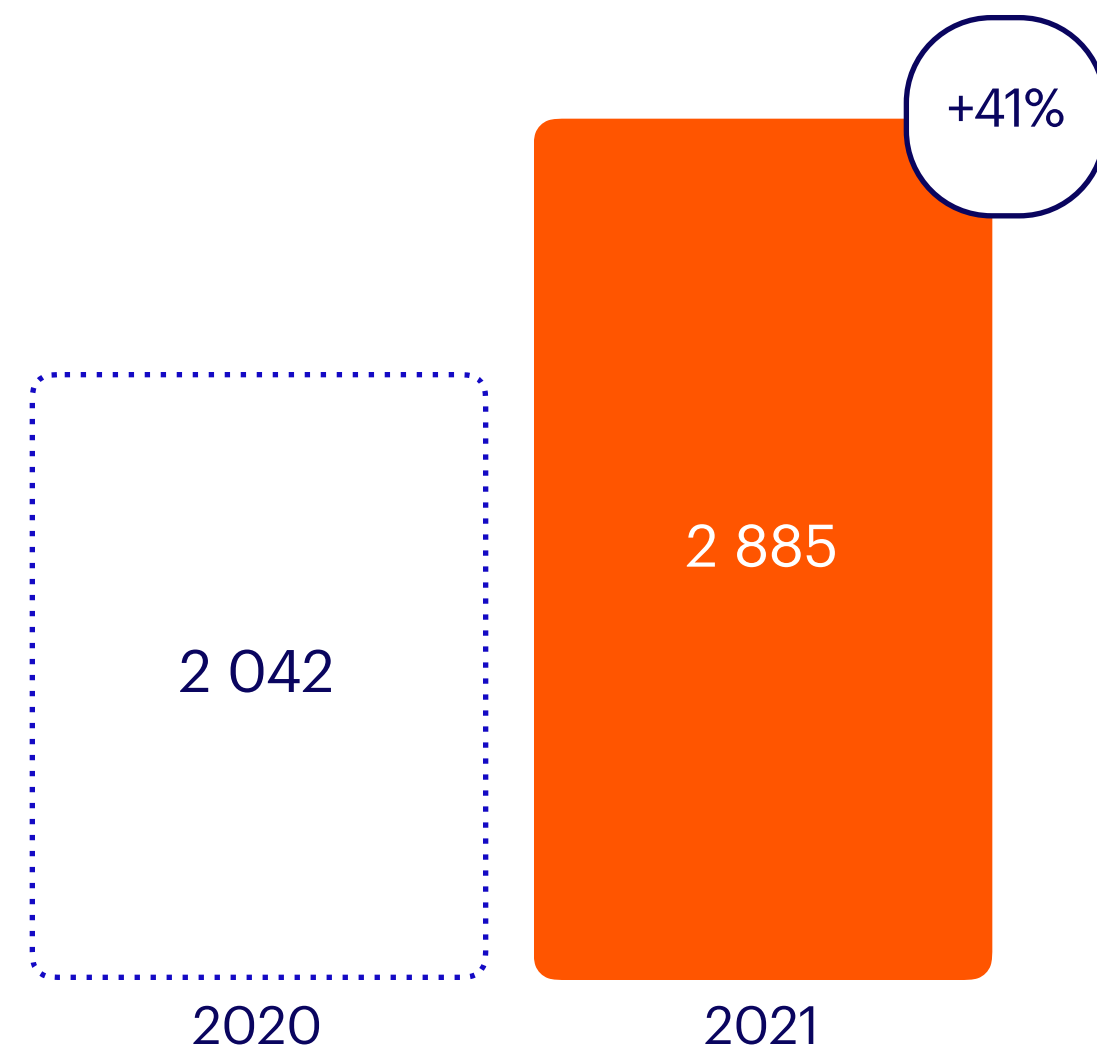


Cash collections
(escrow), RUB bn

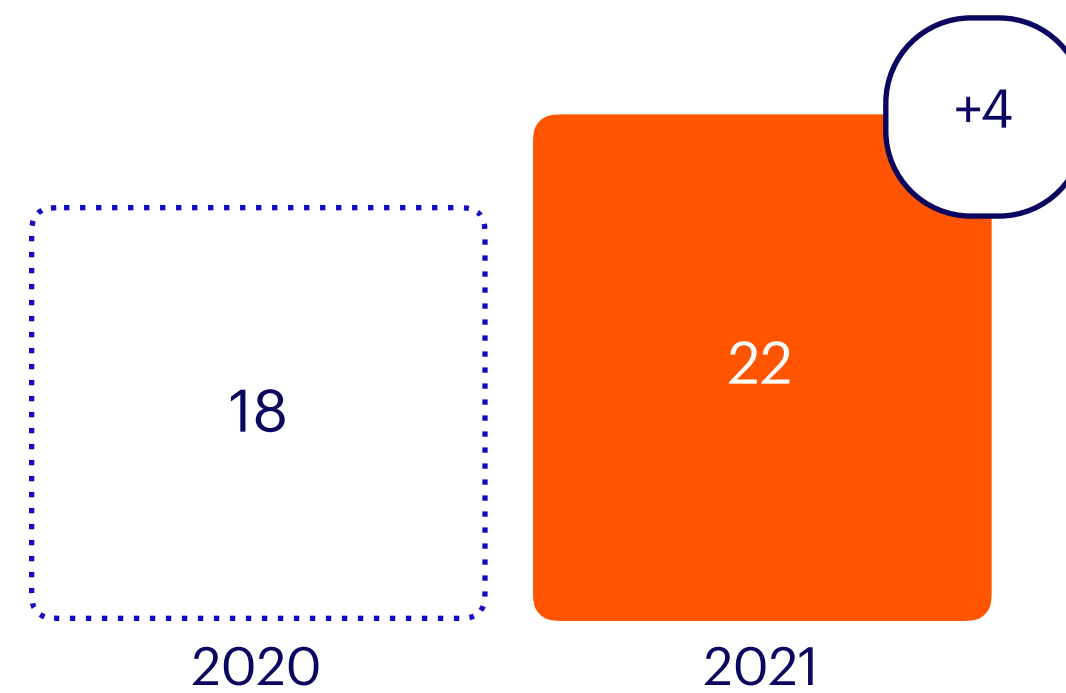


New project launches

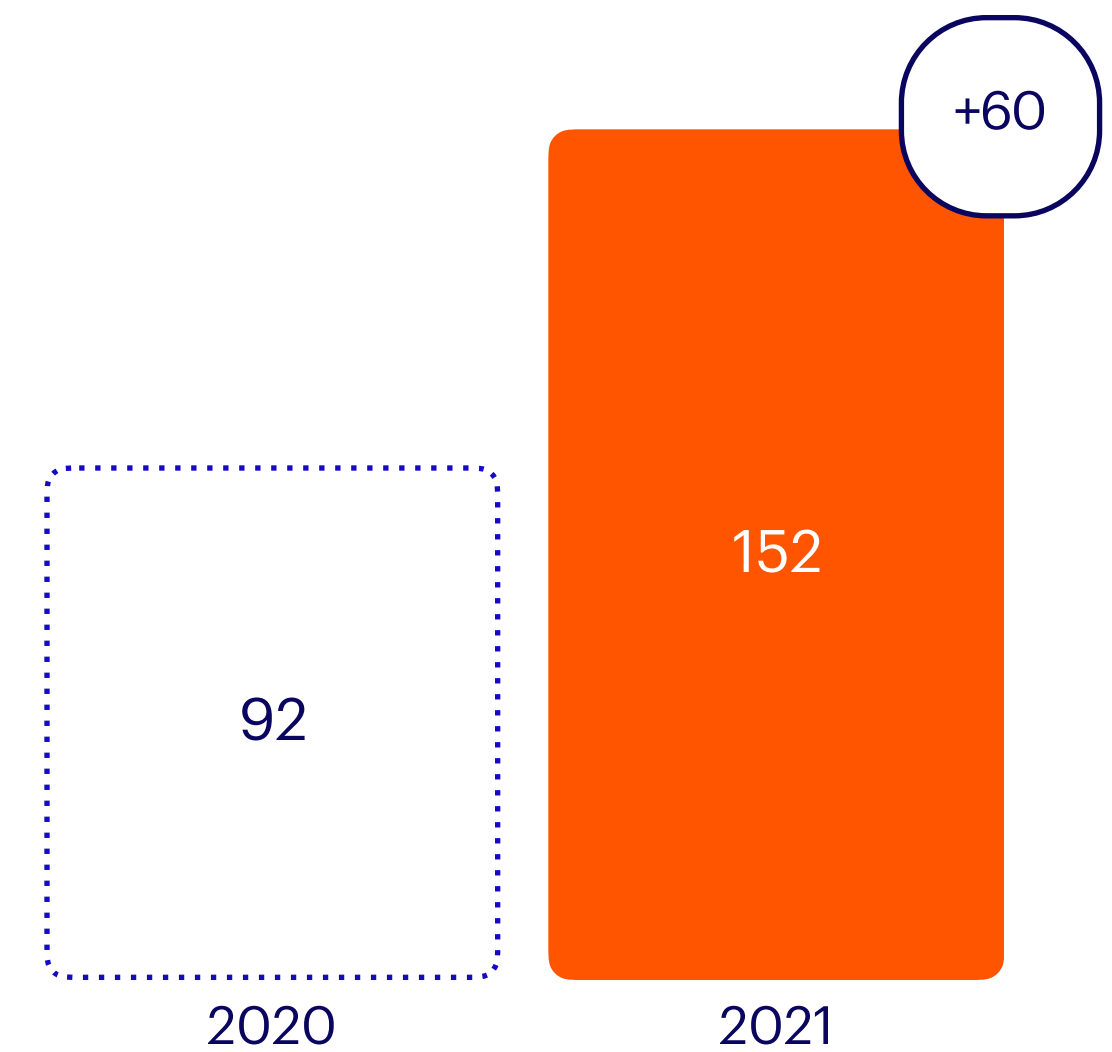
New supply,
th m²



New projects



New buildings



153 new buildings in the Moscow area, Obninsk, Ekaterinburg, St. Petersburg, Vladivostok, Yuzhno-Sakhalinsk, Yaroslavl, Tyumen, Nizhniy Novgorod and Philippines
14 new projects in Moscow, Ekaterinburg, St. Petersburg, Vladivostok, Yuzhno-Sakhalinsk, Nizhniy Novgorod and Philippines

Completions

