

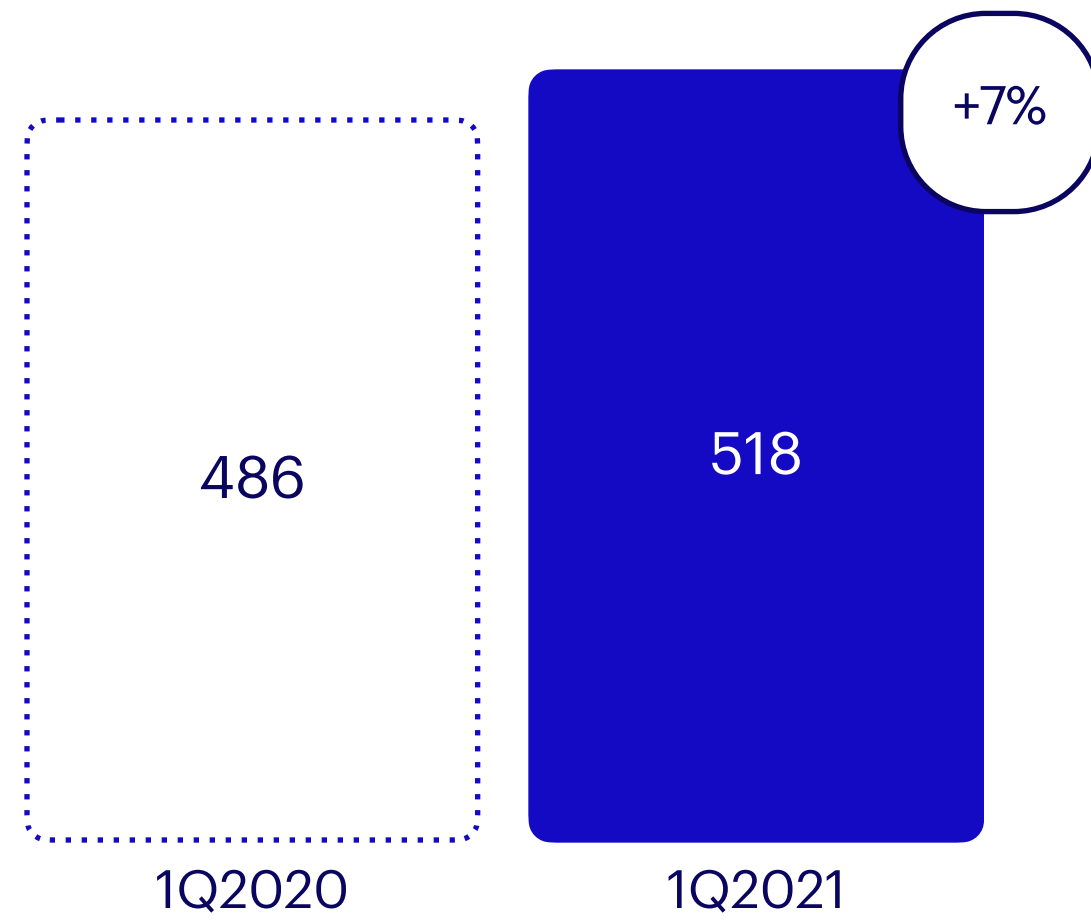
15 April 2021

1Q2021 Operational results

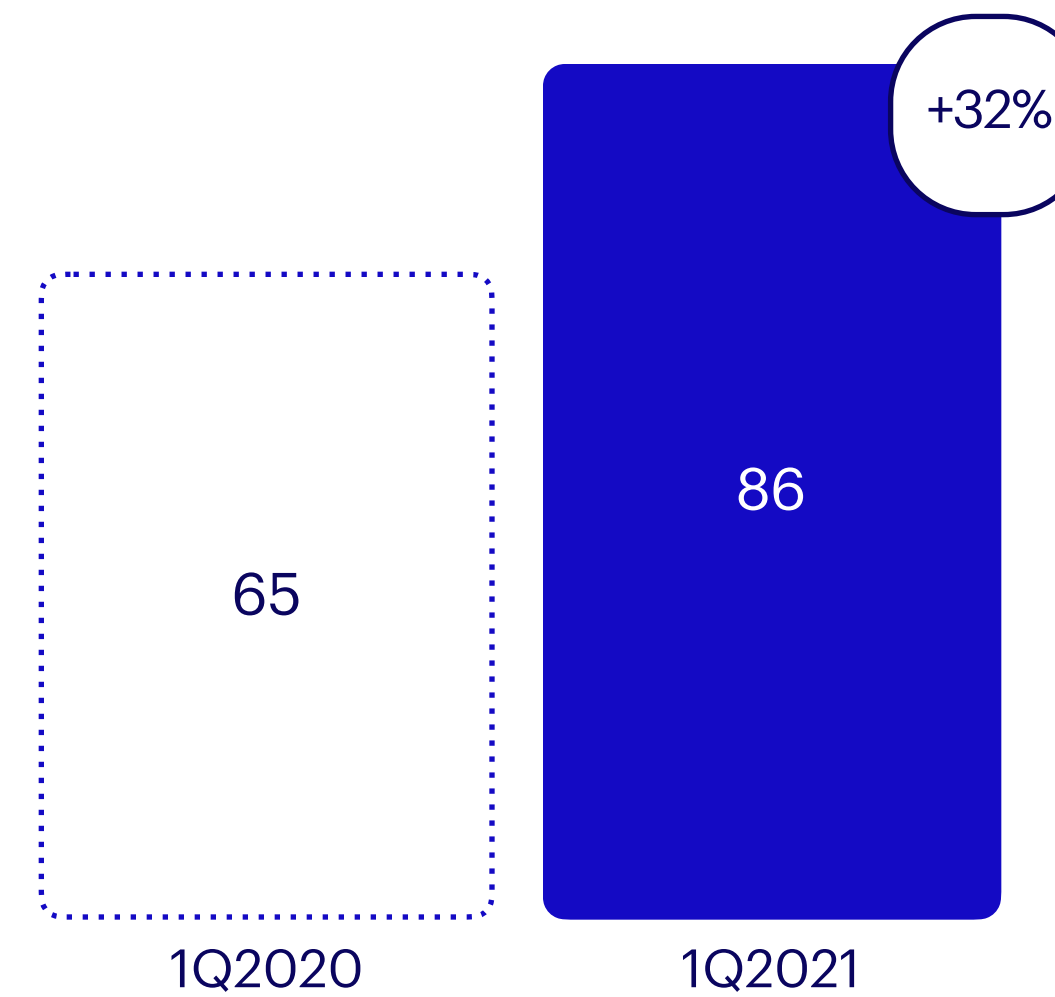
PIK

Real estate sales

New contract sales,
th m²



New contract sales,
RUB bn

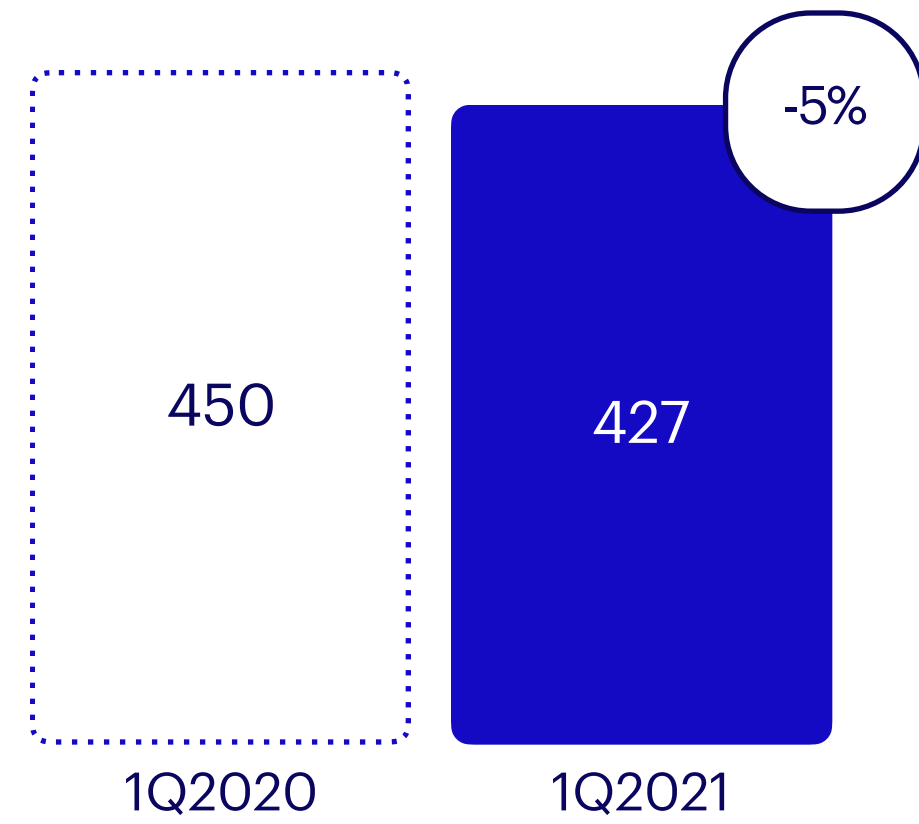


Share of mortgage sales — 77%

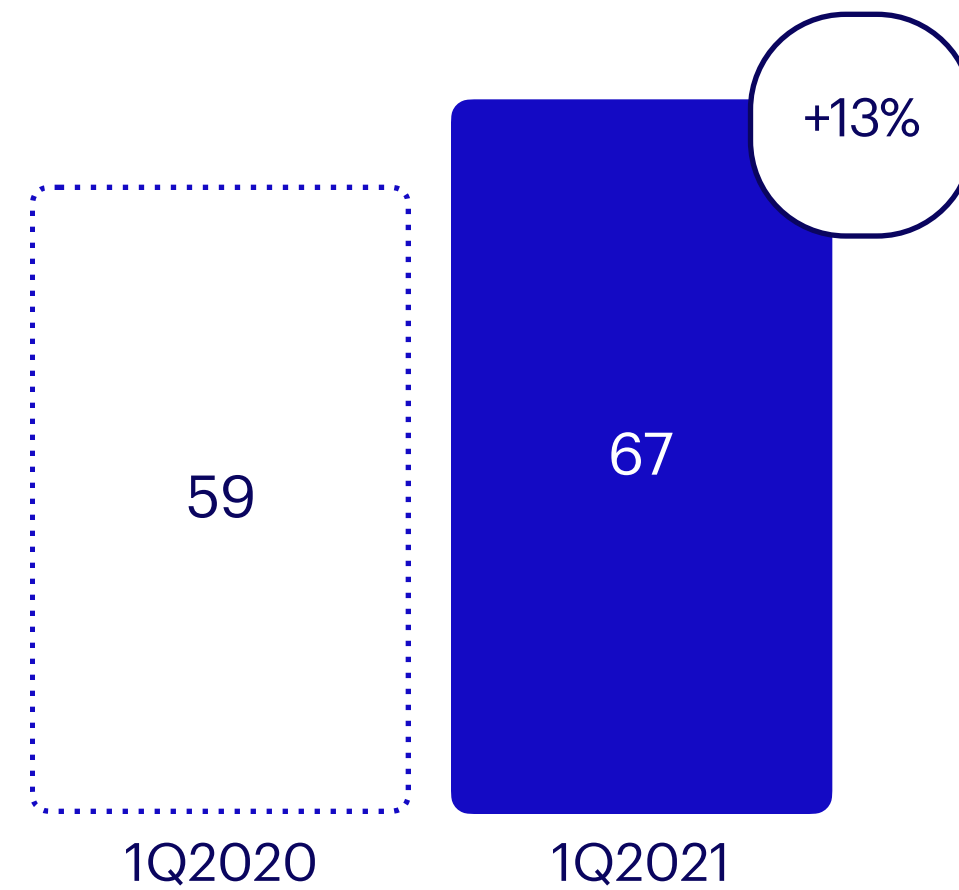
Real estate sales

by segment

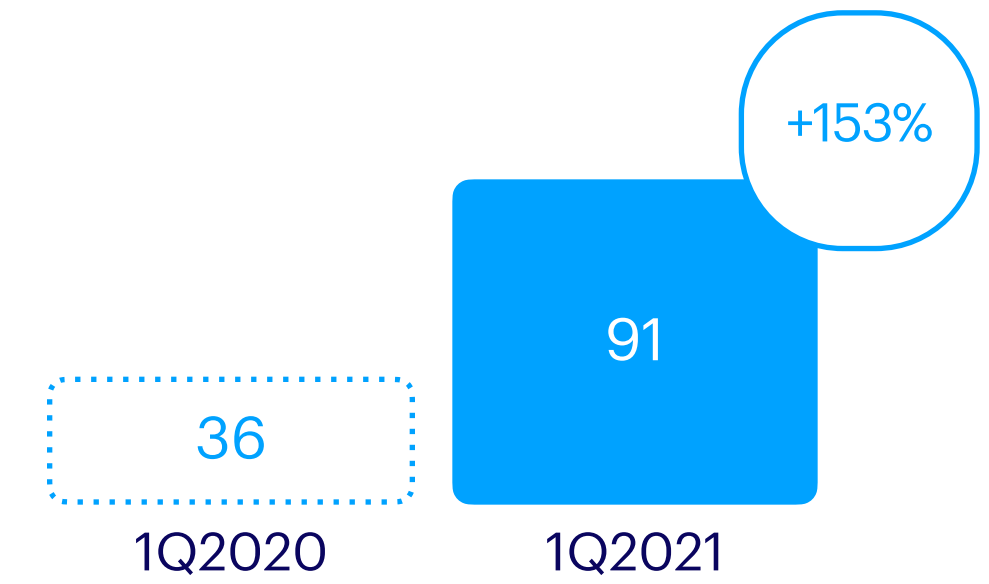
New contract sales, th m²



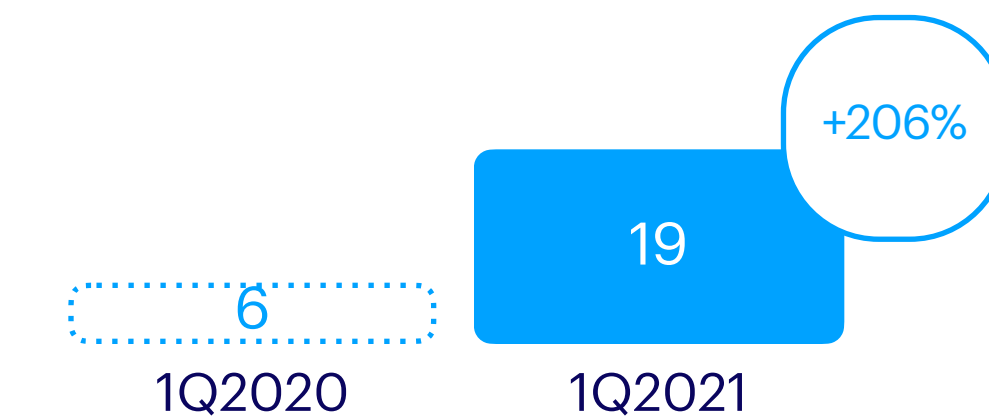
New contract sales, RUB bn



Fee-development, th m²

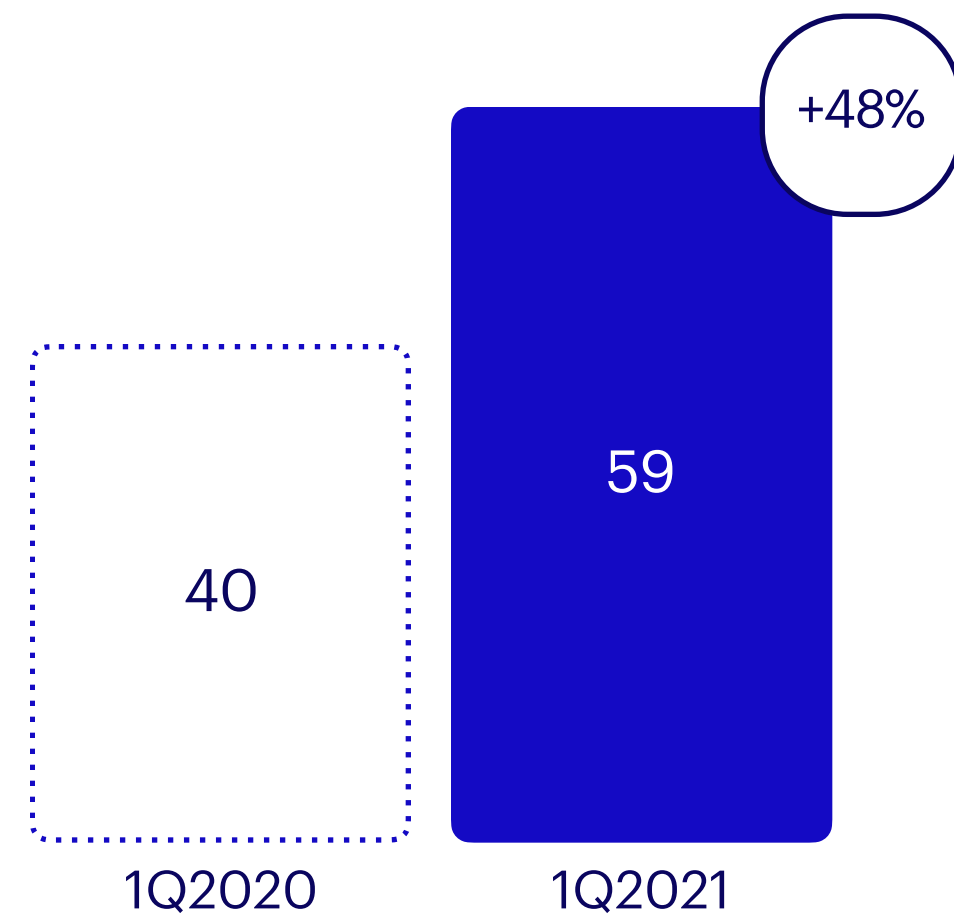


Fee-development, RUB bn

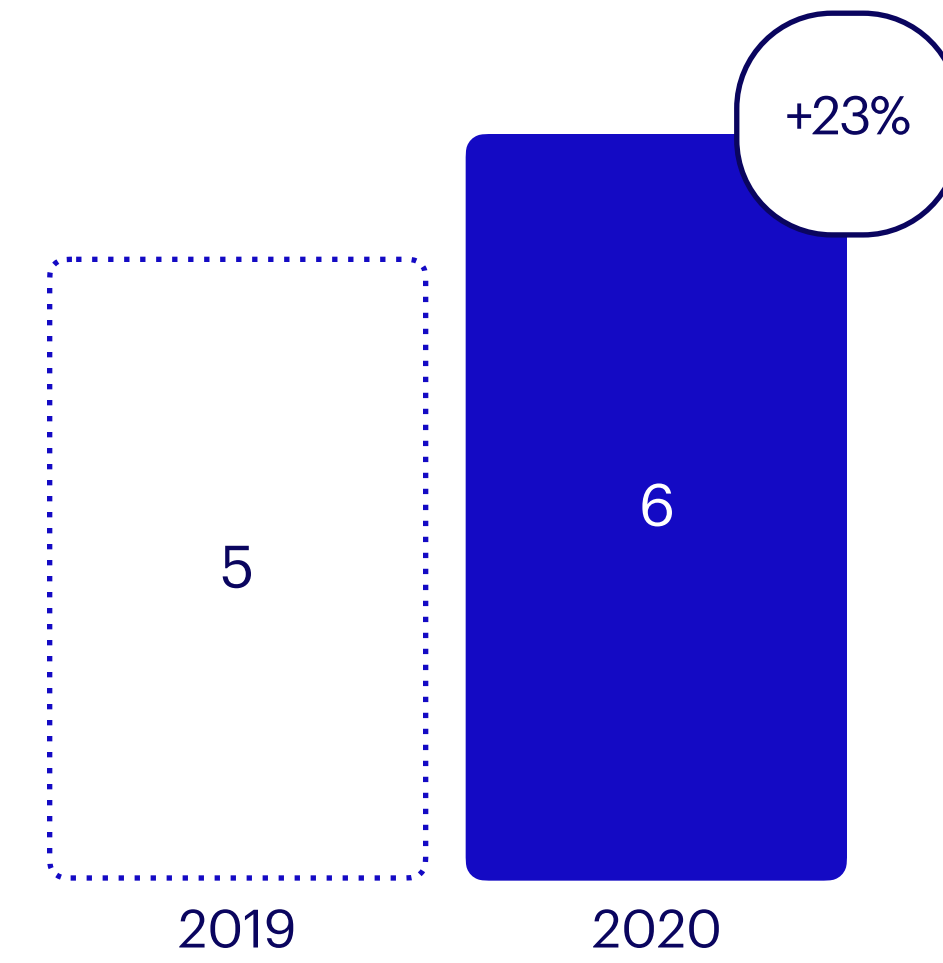


Real estate sales by region

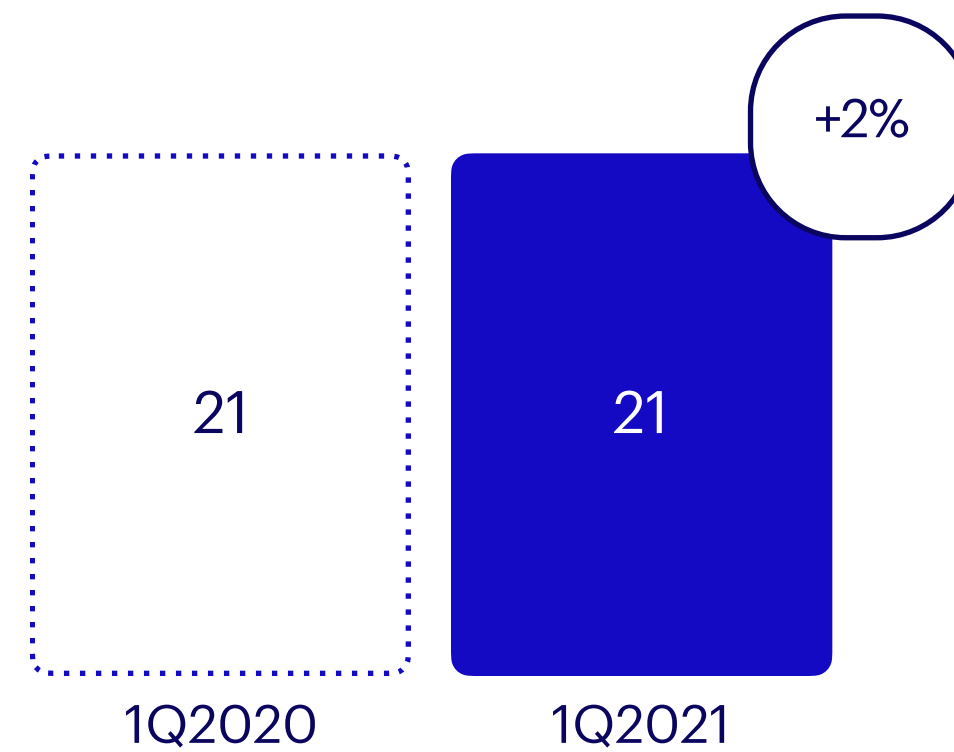
Moscow
RUB bn



Other regions
RUB bn

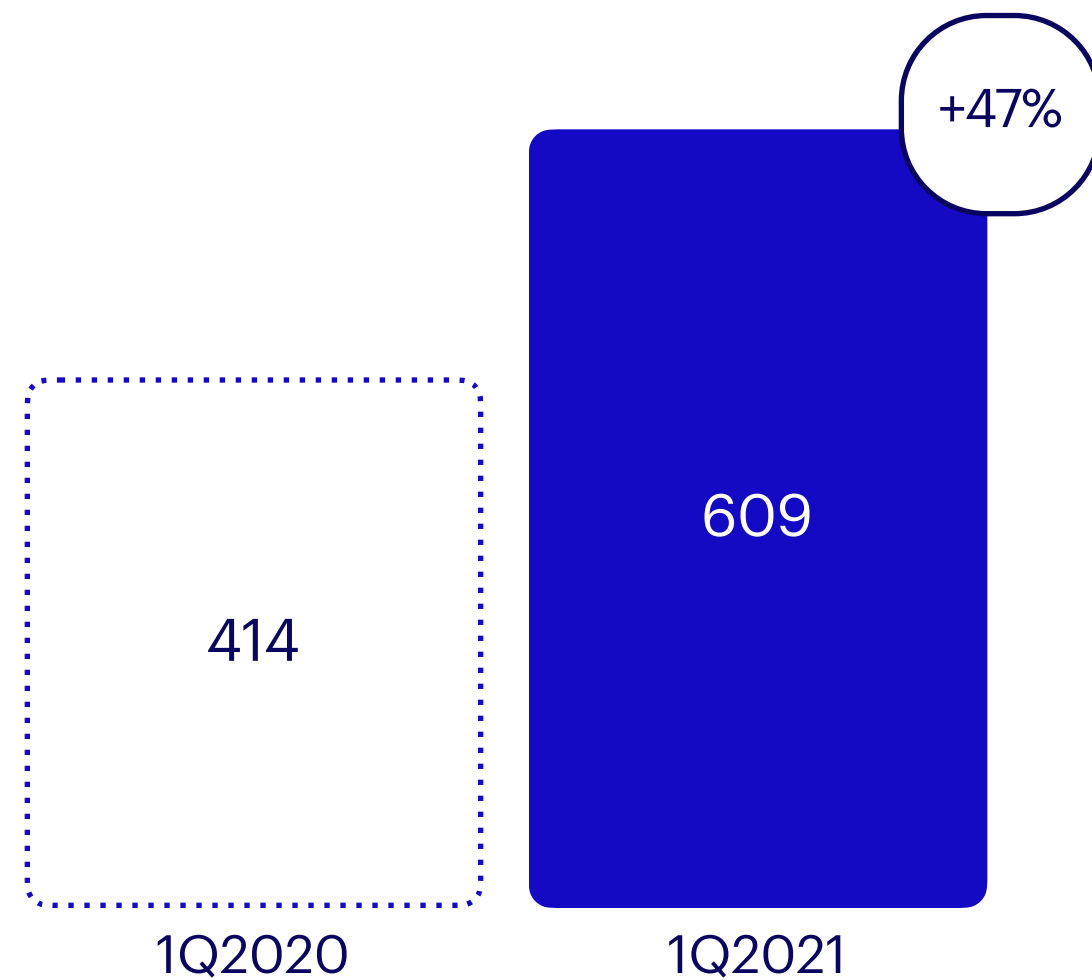


Moscow region
RUB bn

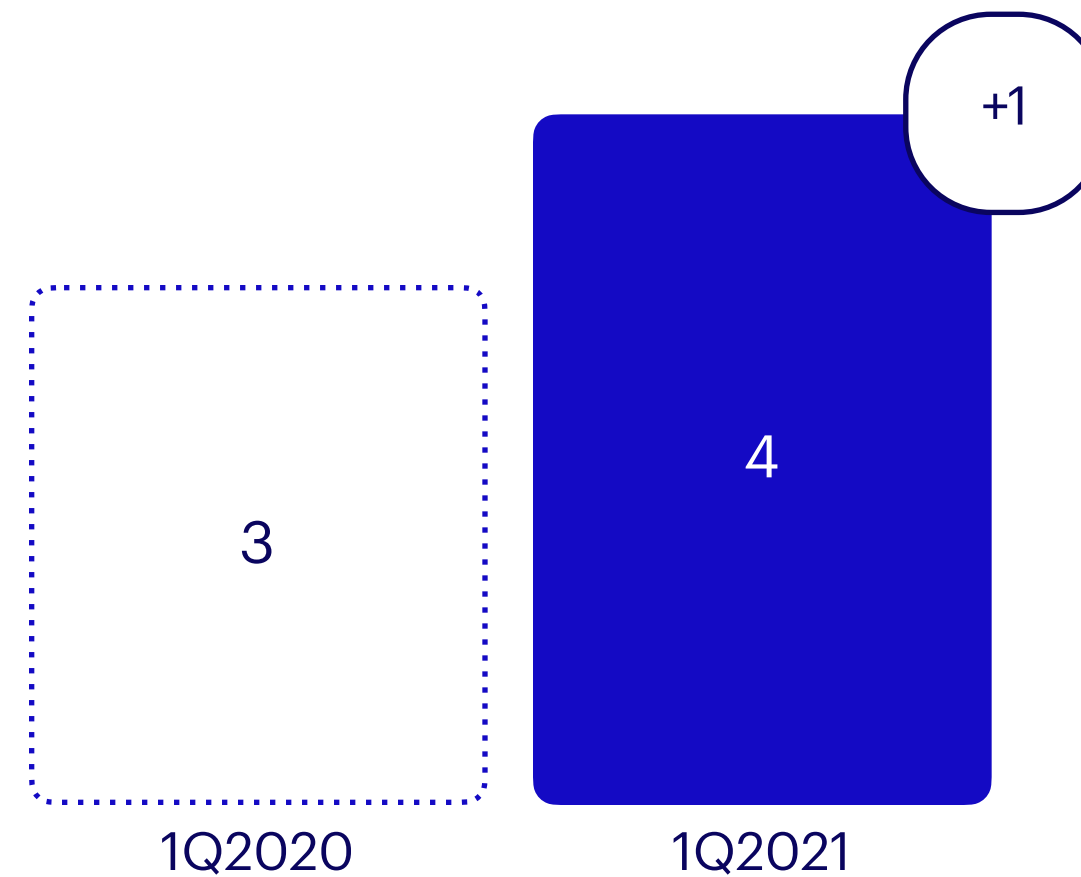


New project launches

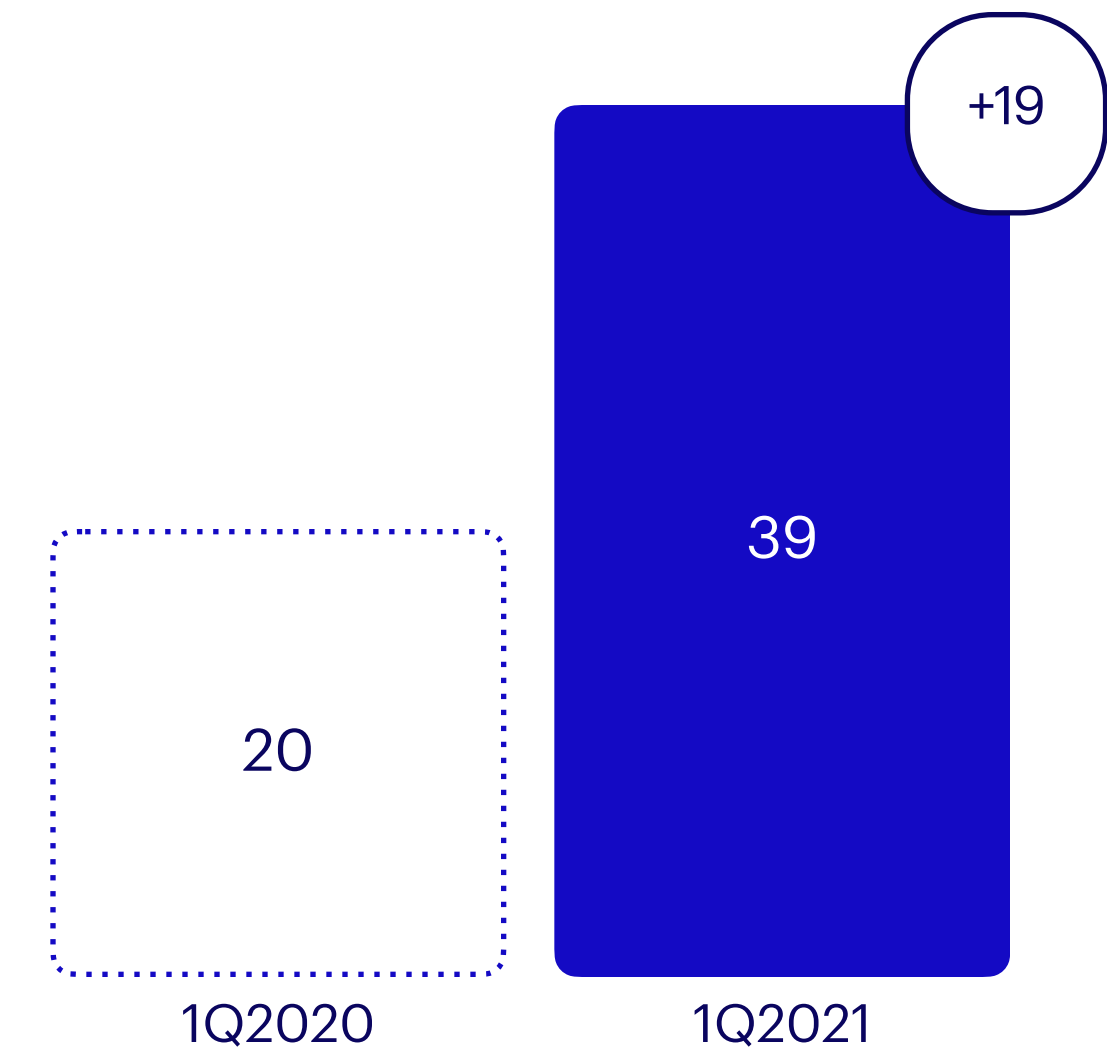
New supply,
th m²



New projects

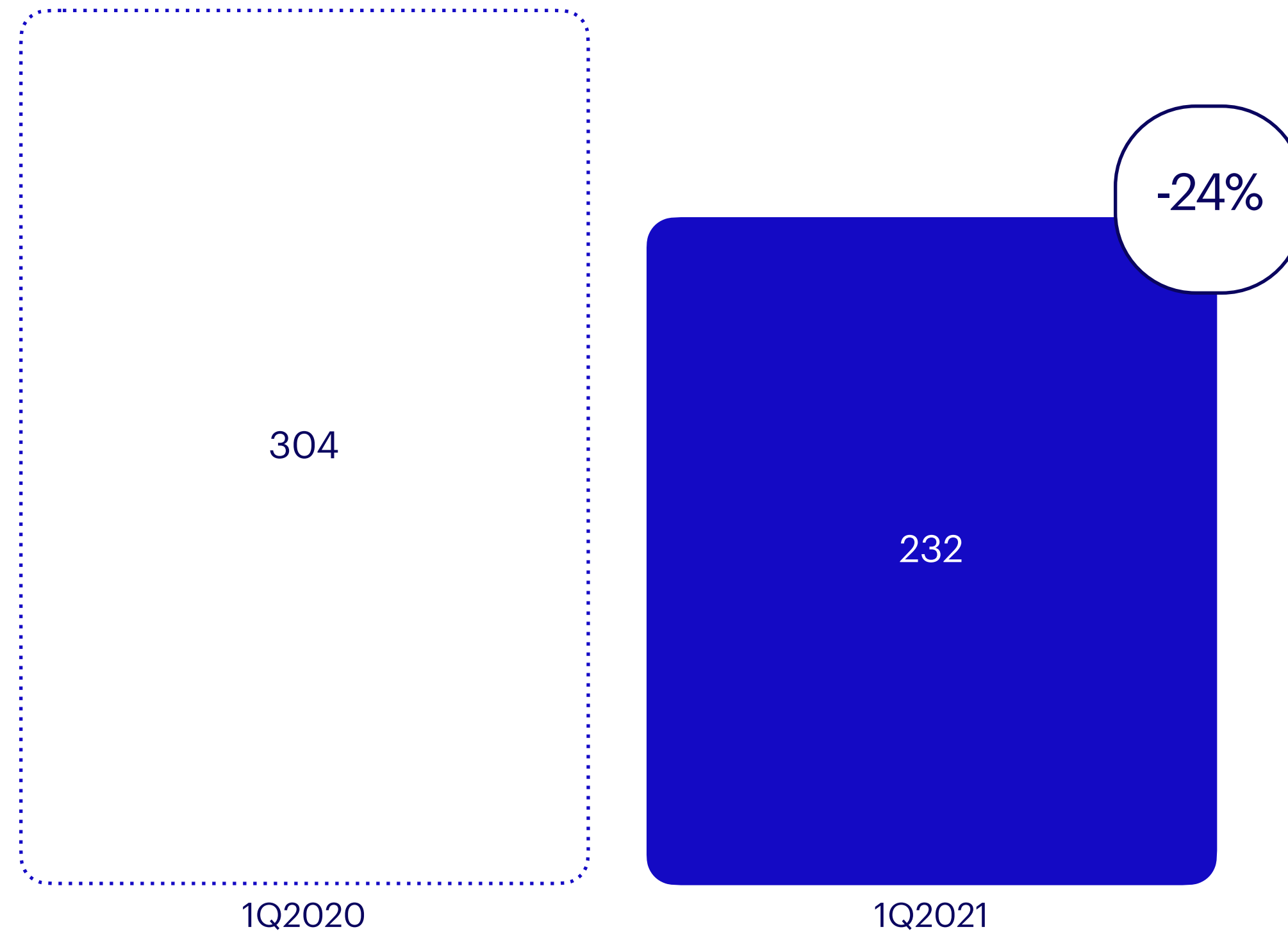


New buildings



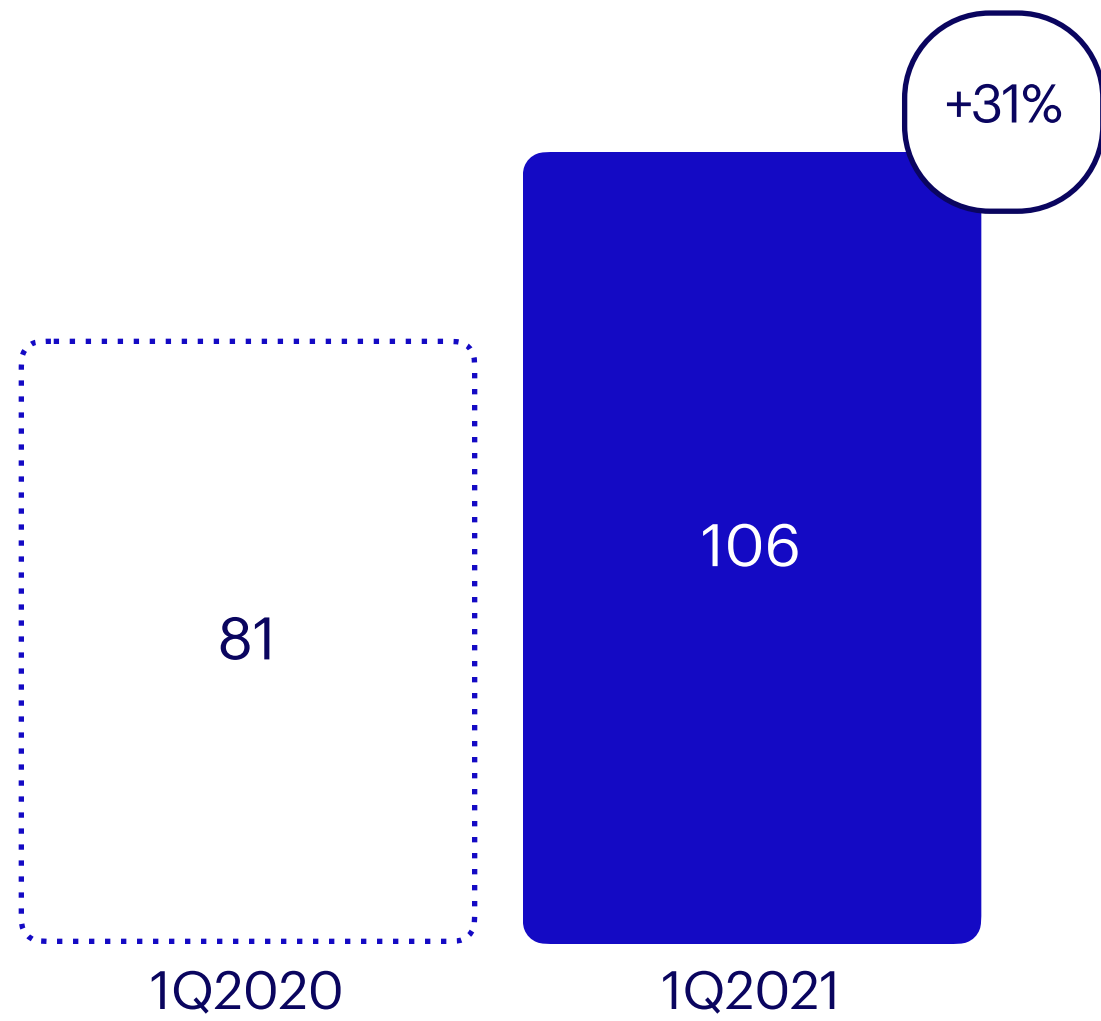
39 new buildings in the Moscow area, Obninsk, Yekaterinburg, St. Petersburg and Yaroslavl

Completions

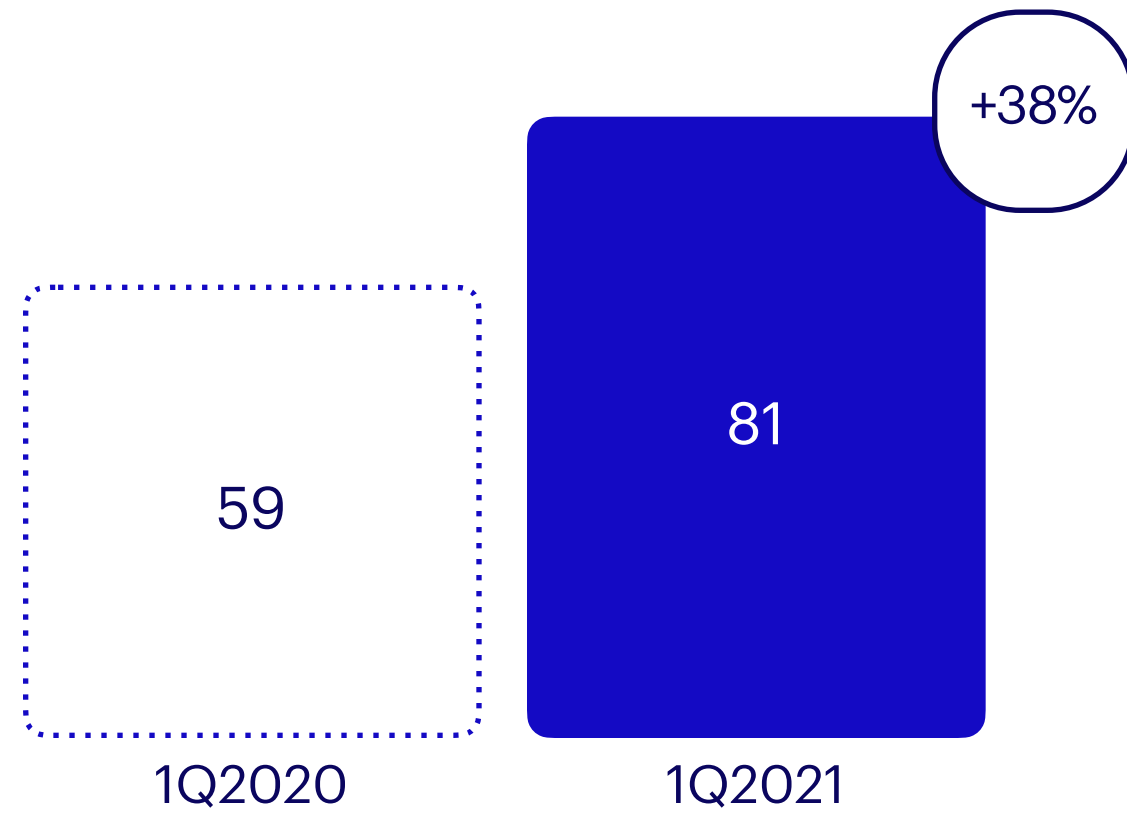


Cash collections

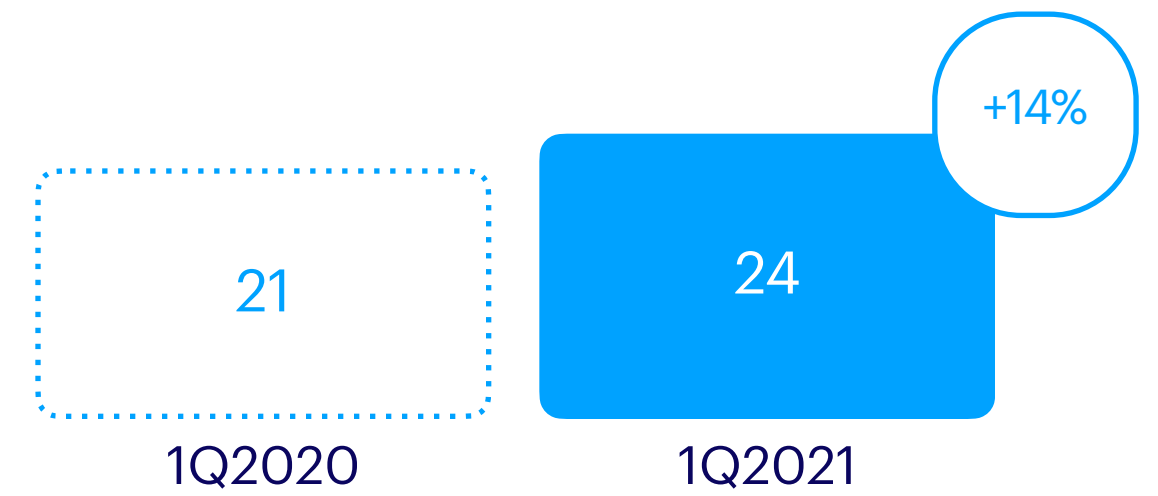
Cash collections,
RUB bn



Cash collections -
real estate, RUB bn

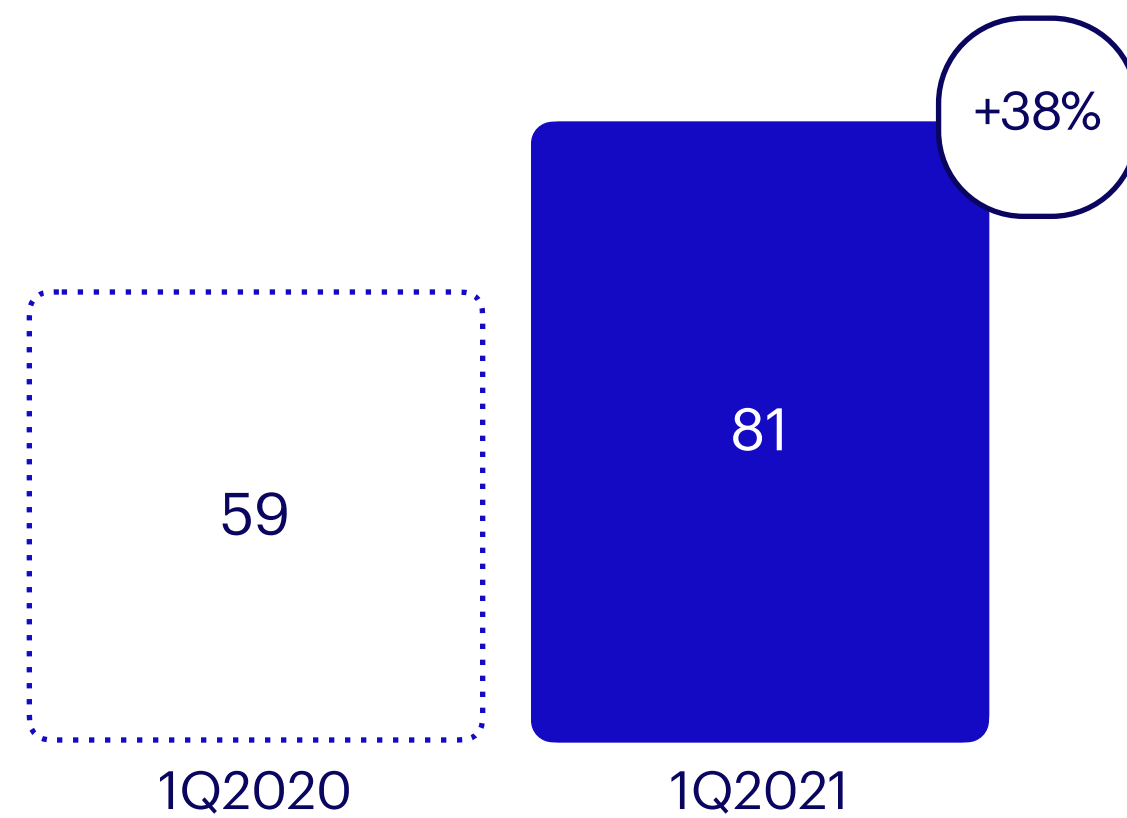


Cash collections -
other businesses,
RUB bn

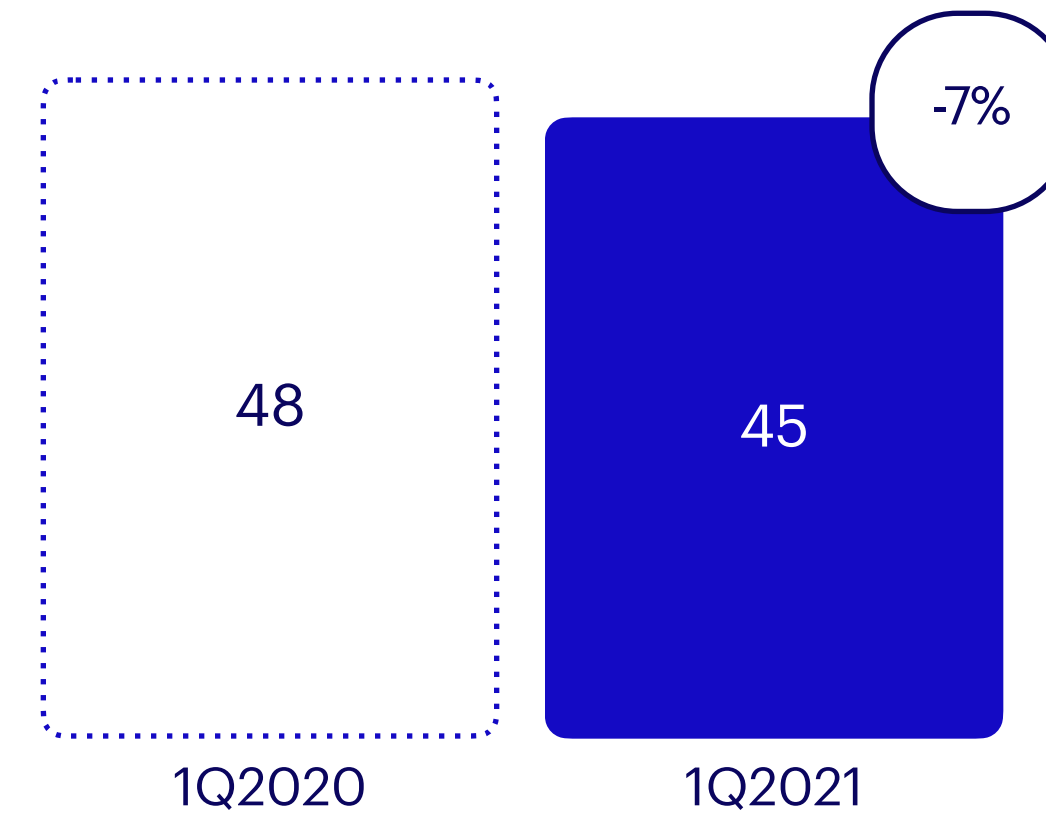


Cash collections

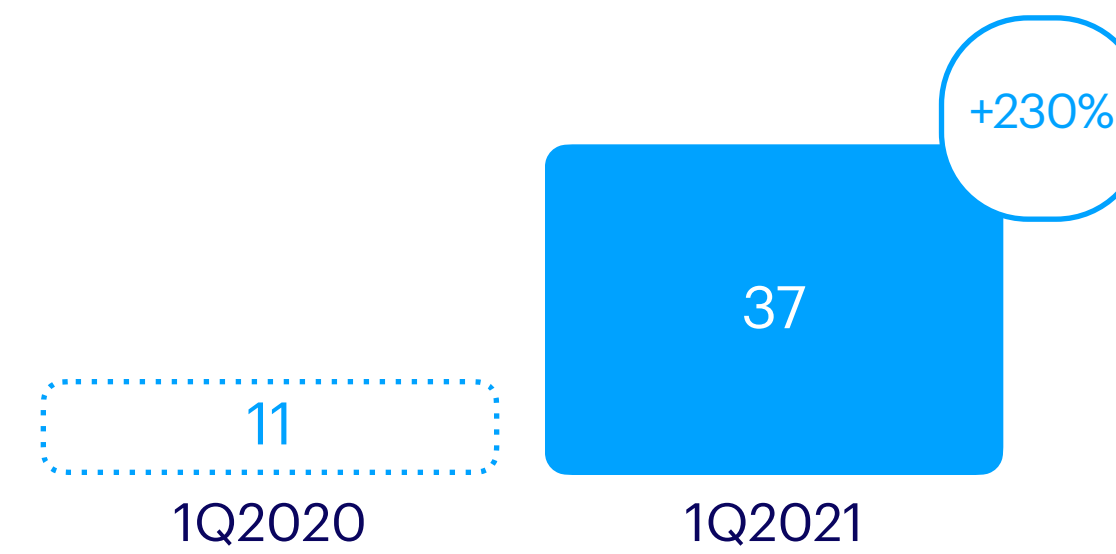
Cash collections -
real estate, RUB bn



Cash collections
(cash), RUB bn



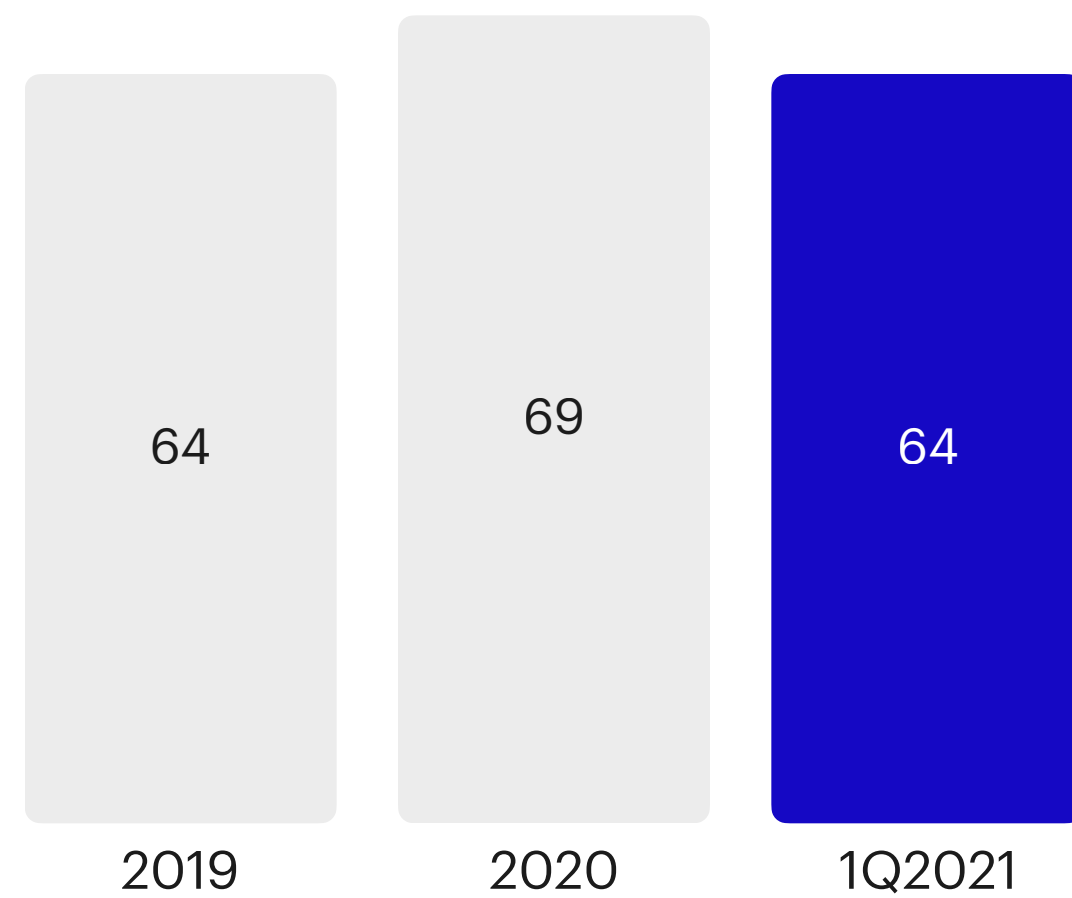
Cash collections
(escrow), RUB bn



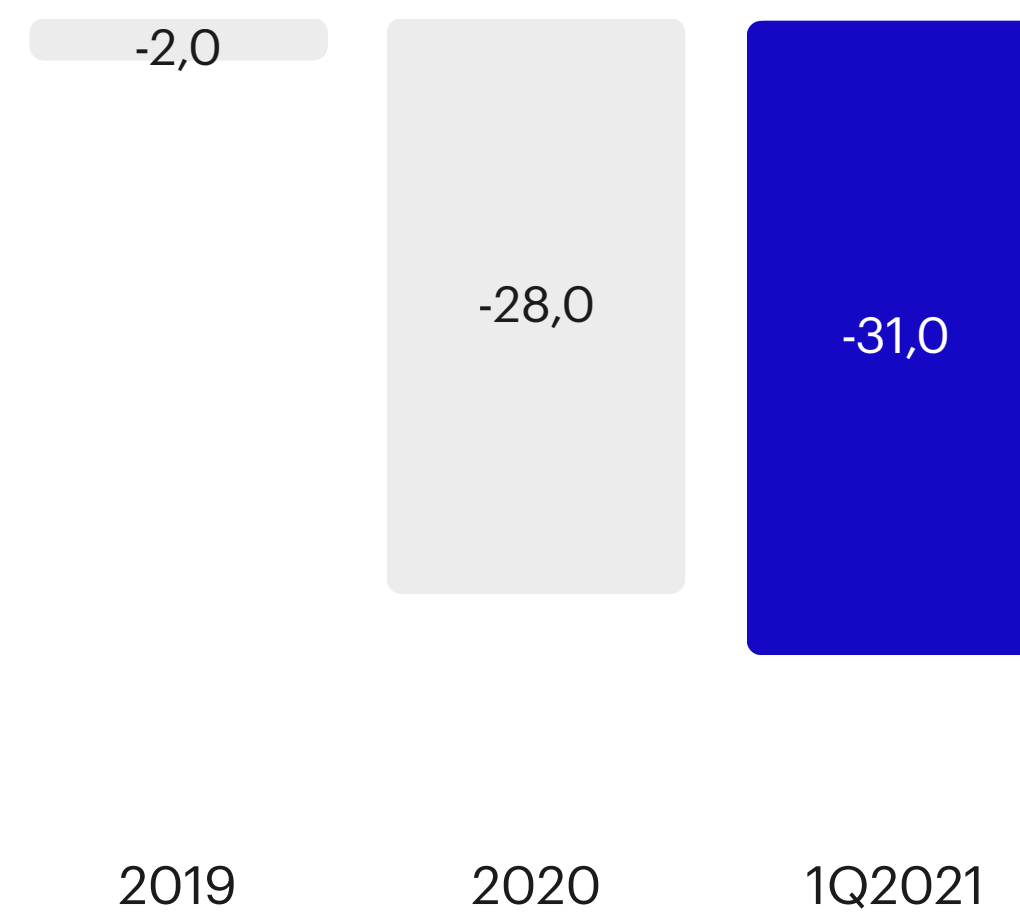
Corporate debt

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
%

