



PIK 1Q2021 Trading Update

MOSCOW, April 15, 2021 - PIK, the leading Russian residential real estate developer, released today its trading update for the three months ended March 31, 2021 (1Q2021).

1Q2021 key operational highlights:

- Value of new contract sales **increased by 32%** year-on-year to **RUB 86 billion** (518 th sqm) compared to RUB 65 billion (486 th sqm) in 1Q2020, including fee-development business segment of **RUB 19 billion** (91 th sqm), up **3 times** compared to 1Q2020.
- Total cash collections **increased by 31%** year-on-year to **RUB 106 billion**, compared to RUB 81 billion in 1Q2020
 - Cash collections to the escrow accounts **increased more than 3 times to RUB 37 billion**
 - Cash collections from construction services, fee-development and other operations **increased by 14%** year-on-year and amounted to **RUB 24 billion**.
- In 1Q2021, PIK put on sale:
 - **4 new projects** compared to 3 new projects in 1Q2020.
 - **39 new buildings** in Moscow area, Obninsk, St. Petersburg and Yaroslavl (1Q2021 – 20 new buildings)
 - Total area launched to the market amounted to **609 th sqm**
- Completions amounted to **232 th sqm** (304 th sqm in 1Q2020).
- Share of mortgage sales reached **77%** in 1Q2021.

Table 1 – New contract sales

	1Q2020	1Q2021	Change, %
New contract sales, th sqm	450	427	-5,1%
New contracts sales (fee-development), th sqm	36	91	152,8%
Total, th sqm	486	518	6,6%
Value of new contract sales, RUB million	59 151	67 099	13,4%
Value of new contract sales (fee-development), RUB million	6 100	18 684	206,3%
Total, RUB million	65 251	85 783	31,5%

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

<i>Thousand sqm</i>	1Q2020	1Q2021	Change, %
Moscow	237	295	24,5%
Moscow region	183	160	-12,6%
Other regions	66	63	-4,5%
Total	486	518	6,6%

Table 3 – Value of new contract sales by region (including fee-development in Moscow)

<i>RUB million.</i>	1Q2020	1Q2021	Change, %
Moscow	39 941	59 041	47,8%
Moscow region	20 641	21 015	1,8%
Other regions	4 669	5 727	22,7%
Total	65 251	85 783	31,5%

Table 4 – Cash collections

<i>млн рублей</i>	1Q2020	1Q2021	Change, %
Total gross cash collections	80 508	105 725	31,3%
Cash collections from real estate sales	59 171	81 429	37,6%
<i>including:</i>			
<i>Cash collections to the escrow accounts</i>	11 139	36 792	230,3%
Cash collections from construction services and other operations	21 337	24 296	13,9%
<i>including:</i>			
<i>Fee-development and construction services</i>	8 457	11 149	31,8%
<i>Maintenance and grids</i>	9 242	7 826	-15,3%
<i>Other</i>	3 638	5 320	46,2%

Table 5 – New building put on sale

	1Q2020	1Q2021
New sellable area, th. sqm	445	609
<i>including:</i>		
PIK projects	369	545
Fee-development	76	64
Number of projects launched for sale	3	4
<i>including:</i>		
PIK projects	2	4
Fee-development	1	0
Number of buildings launched for sale		
<i>including:</i>	20	39
PIK projects	18	36
Fee-development	2	3

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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 27 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>