



PIK GROUP FY 2016 Trading Update

MOSCOW, January 18, 2017 - PIK Group (LSE: PIK) released today its trading update for the twelve months ended December 31, 2016 (FY2016). The operational and financial data are based on management assessment only and have not been reviewed by external auditors.

FY2016 key operational highlights:

- Total cash collections increased by 47.2% to RUB 101.2 billion (2015: RUB 68.7 billion).
 - Cash collections from sale of real estate increased by 58.9% to RUB 87.4 billion (RUB 55.0 billion).
 - Cash collections from construction services and others increased by 0.4% to RUB 13.8 billion (2015: RUB 13.7 billion)
- New sales contracts to customers increased by 52.0% to 950 th. sqm. (2015: 625 th. sq. meters).
- In 2016, PIK Group put on sale 12 new projects, the same amount as in 2015. In 4Q2016 alone 7 new projects were put on sale, which contributed to the increase in sales in 4Q2016
- In 2016, 63 new buildings were put on sale, (2015: 50 new buildings).
 - New sellable area in the buildings put on sale increased by 27.4% to 1 158 th. sq. meters (2015: 909 th. sq. meters).
- Share of mortgage-backed sales reached 50.0% in 2016.



2017 Outlook

- PIK Group intends to maintain a leading position in the residential real estate market and provides the following guidance for 2017:
 - Total new sales to customers between the range of 1.7 – 1.9 million sq. m
 - Total cash collections of RUB 190 - 200 billion

Sergey Gordeev, PIK Group's President commented:

“In 2016 PIK has demonstrated record growth by all indicators. The acquisition of Morton Group was a new important step for the evolution of PIK Group. The synergies from combining the two largest real estate companies opens great opportunities for business growth. In 2017, we plan to become the industry leader in terms of operational results and market capitalization, develop the most beautiful and innovative homes and significantly improve the quality of client services.”



Table 1 - Cash collections summary

<i>(in RUB MM)</i>	4Q2015	4Q2016	Change, %	2015	2016	Change, %
TOTAL GROSS CASH COLLECTIONS	23 220	33 263	43.3%	68 704	101 152	47.2%
<i>Including:</i>						
Cash collections from sale of real estate	19 590	28 634	46.2%	54 989	87 378	58.9%
Cash collections from construction services and others	3 630	4 629	27.5%	13 715	13 774	0.4%

Table 2 – New sales contracts to customers

<i>in '000 sq. meters</i>	4Q2015	4Q2016	Change, %	2015	2016	Change, %
New sales contracts to customers	218	318	45.9%	625	950	52.0%
Value of retail contracts for apartments and ground floors (in RUB mn)	20 310	33 386	64.4%	56 550	96 367	70.4%

Table 3 – New sales contracts to customers quarterly

<i>in '000 sq. meters</i>	1Q	2Q	3Q	4Q	YTD
2016	204	201	227	318	950
2015	110	118	178	218	625
Change, %	85.5%	70.3%	27.5%	45.9%	52.0%

Table 4 – New sales contracts to customers in Q4 monthly

<i>in '000 sq. meters</i>	October	November	December*	4Q2016
2016	95	80	143	318
2015	66	65	87	218

* Increase of new sales to customers in December was due to a larger number of new projects put on sale (total of 6 new projects were put on sale) and doesn't include sales in Morton's projects which amounted to 40 th. sq. meters)

Table 5 – New sales contracts to customers by region

<i>in '000 sq. meters</i>	4Q2015	4Q2016	Change, %	2015	2016	Change, %
Moscow	84	160	90.5%	197	420	113.2%
Moscow region	97	127	30.9%	318	410	28.9%
Other regions	37	31	(16.2%)	110	120	9.1%
Total	218	318	45.9%	625	950	52.0%



Table 6 – Pre-sales launches summary table

	2015	2016	Change
New sellable area, 000' sqm	909	1 158	27.4%
Number of buildings launched for sale	50	63	+13

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