



## PIK GROUP 1H 2017 Trading Update

MOSCOW, July 14, 2017 - PIK Group (LSE: PIK), the leading Russian residential developer, released today its trading update for the six months ended June 30, 2017 (1H2017). The operational and financial data are based on management assessment only and have not been reviewed by external auditors.

### 1H2017 key operational highlights:

- Total cash collections increased by 125.9% to RUB 94.4 billion (1H2016: RUB41.8 billion).
  - Cash collections from sale of real estate to individuals increased by 131.4% to RUB 82.7 billion (1H2016: RUB 35.7 billion).
  - Cash collections from construction services and others increased by 93.4% to RUB 11.7 billion (1H2016: RUB 6.1 billion)
- New sales contracts to customers increased by 90.4% to 771 th. sqm. (1H2016: 405 th. sq. meters).
- In 1H2017, 52 new buildings were put on sale compared to 22 new buildings in 1H2016.
  - New sellable area in the buildings put on sale increased by 170.7% to 1080 th. sq. meters (1H2016: 399 th. sq. meters).
- In 1H2017, PIK Group put on sale 5 new projects compared to 2 new projects in 1H2016
- Completions increased by 114.5% to 399 th. sqm. (1H2016: 186 th. sqm.)
- Share of mortgage-backed sales reached 57.0% in 1H2017.



## 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

*Table 1 - Cash collections summary*

<i>(in RUB MM)</i>	2Q2016	2Q2017	Change, %	1H2016	1H2017	Change, %
<b>TOTAL GROSS CASH COLLECTIONS</b>	21 288	49 501	132,5%	41 809	94 445	125,9%
<i>Including:</i>						
<b>Cash collections from sale of real estate</b>	18 487	43 392	134,7%	35 747	82 722	131,4%
<b>Cash collections from construction services and others</b>	2 800	6 109	118,2%	6 062	11 723	93,4%

*Table 2 – New sales contracts to customers*

<i>in '000 sq. meters</i>	2Q2016	2Q2017	Change, %	1H2016	1H2017	Change, %
<b>New sales contracts to customers</b>	201	391	94,5%	405	771	90,4%
Value of retail contracts for apartments and ground floors (in RUB mn)	19 024	40 000	110,3%	38 262	78 880	106,2%

*Table 3 – New sales contracts to customers by region*

<i>in '000 sq. meters</i>	2Q2016	2Q2017	Change, %	1H2016	1H2017	Change, %
<b>Moscow</b>	79	187	136,7%	157	388	147,1%
<b>Moscow region</b>	94	177	88,3%	186	331	78,0%
<b>Other regions</b>	28	27	(3,6%)	62	52	(16,1%)
<b>Total</b>	201	391	94,5%	405	771	90,4%



*Table 4 – Pre-sales launches summary table*

	1H 2016	1H 2017	Change
<b>Number of buildings launched for sale</b>	399	1 080	170,7%
<b>New sellable area, 000' sqm</b>	22	52	+30

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