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PIK GROUP (“The Group” or “PIK”)

PIK STARTS 2012 WITH STRONG SALES IN THE FIRST QUARTER

(LONDON, April 17 2012) - PIK Group (LSE: PIK), one of Russia’s leading residential real estate developers, is pleased to publish today a trading update for the three months ended March 31, 2012 based upon management accounts.

1Q2012 key highlights:

- Total gross cash collections up by 55% to RUB12.5billion (1Q11: RUB 8.1 billion)
 - cash collections from sale of apartments surged 89% to RUB10.0billion (1Q11: RUB5.3billion) driven mostly by sales volume and price growth.
 - cash collections from construction services increased by 19% to RUB2.3billion (1Q11:RUB1.9billion)
- New sales contracts to customers grew 58% to 128,000 square meters, driven by underlying demand for affordable housing;
- Average selling prices for PIK’s mass market properties under construction continued to grow and reached RUB121 thousand per square meter in Moscow (+9% yoy), RUB74 thousand per square meter in Moscow region (+10.4% yoy);
- PIK launched 9 new projects (1Q11: 8) of which 8 were in its core Moscow Metropolitan Area (MMA);
- 1Q12 sales figures showed a 67% year-on-year increase; this good start to the year gives management confidence that PIK’s segment of the market is intact and that further growth can be expected in 2012
- 1Q12 mortgage backed sales since 3Q11 consolidated at around 28.5% of total sales;

Table 1 - Cash collections summary⁽¹⁾

<i>(in RUB MM)</i>	1Q2011	1Q2012	Change, %
TOTAL GROSS CASH⁽²⁾ COLLECTIONS	8,066	12,517	55.2%
TOTAL NET CASH COLLECTIONS⁽³⁾	7,218	12,344	71.0%
<i>including:</i>			
Cash collections from residential real estate sales activities	5,293	10,017	89.2%
<i>comprising:</i>			
- Cash collections from retail real estate sales	4,927	9,356	90.0%
- Cash collections from wholesale real estate sales	366	661	80.6%
Cash collections from construction services activities and others	1,925	2,290	19.0%

Note:(1) In line with PIK's accounting standards, these cash collections will be recognized as sales revenue once the residential real estate properties have been completed and third party acceptance acts (formal building certification provided by authorities) are received upon the completed unit

(2) Including offsets with suppliers

(3) Excluding offsets with suppliers

Source: Management accounts

Table 2 - New sales contracts to customers

000' sqm	1Q2012	1Q2011	Change, %
Total new real estate sales contracts to customers⁽¹⁾	128	81	58%

Note: (1) including contracted retail and wholesales

Source: Management accounts

Table 3 - 1Q2011 pre-sales launches summary

Project	Location	Start of sales
Khimki, 'Novokurkino'	Moscow region	
- bldg 9		March 2012
Mytischki 'Yaroslavsky'	Moscow region	
- bldg 22		March 2012
- bldg 23		March 2012
Lubertsy	Moscow region	
- bldg 7		February 2012
- bldg 37		February 2012
Pykhtino	Moscow region	
- bldg 24		March 2012
- bldg 25		March 2012
- bldg 26a		March 2012
Obninsk	Central Russia	

Table 4 - Share of mortgage funded retail sales

000' sqm	1Q11	2Q11	3Q11	4Q11	1Q2012
Share of sales funded by mortgages ⁽¹⁾	12.4%	25.3%	29.5%	29.7%	28.5%

Note: (1) based upon retail sales, calculated as per flats

Source: Management accounts

Table 5 - New sales contracts to retail customers (contracted retail volume)

New sales contracts to customers	1Q2011	1Q2012	Change, %
Value, apartments and ground floors (in RUB MM)	5,341	8,954	67.7%
size (in thousand sqm)	66	121	83.3%
Value, parking lots (in RUB MM)	161	224	39.3%
Units, parking lots	229	199	-13.1%

Source: Management accounts

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