



PIK GROUP 1Q 2014 Trading Update

MOSCOW, April 22, 2014 - PIK Group (LSE: PIK) released today its trading update for the three months ended March 31, 2014. The operational and financial data are based on management assessment only and have not been reviewed by external auditors.

1Q2014 key operational highlights:

- Total cash collections decreased by 8.0% to RUB 16.1 billion (1Q2013: RUB17.5 billion) primarily due to a planned decline in cash collections from wholesale transactions.
 - Cash collections from sale of real estate to individuals rose by 1.9% to RUB 13.5 billion (1Q2013: RUB 13.2 billion)
 - Cash collections from wholesale transactions decreased by 95.2% to RUB 0.08 billion (1Q2013: RUB 1.7 billion)
 - Cash collections from construction services and others stayed flat at RUB 2.5 billion
- New sales contracts to customers decreased by 10.5% to 137 th. sqm. (1Q2013: 153 th. sq. meters). New sales contracts decreased in line with the development schedule which envisages an increase in the number of new project launches not earlier than 2H2014.
- In 1Q2014, PIK launched sales at 11 new projects (including 9 project in Moscow Metropolitan Area) compared to 14 new projects in 1Q2013.
- Share of mortgage backed sales increased, reaching 37.2% in 1Q2014. Compared to 4Q2013, the share of mortgage backed deals declined slightly but stayed generally in line with the full year average for 2013.



Table 1 - Cash collections summary

<i>(in RUB MM)</i>	1Q2013	1Q2014	Change, %
TOTAL GROSS CASH COLLECTIONS ⁽¹⁾	17,533	16,133	(8.0%)
Cash collections from sale of real estate⁽¹⁾	15,007	13,593	(9.4%)
<i>including:</i>			
- Cash collections from retail real estate sales	13,234	13,492	1.9%
- Cash collections from wholesale real estate sales	1,692	80	(95.2%)
Cash collections from construction services activities and others	2,526	2,540	+0.6%

Note: In line with PIK's accounting policies, these cash collections will be recognized as sales revenue once the residential real estate properties have been completed, approved by the local State commission established for acceptance of finished buildings and the larger share of proceeds is received upon the completed unit.

(1) Including offsets with suppliers

Source: Management accounts

Table 2 – New sales contracts to customers

<i>in '000 sq. meters</i>	1Q 2013	1Q 2014	Change, %
New sales contracts to customers ⁽¹⁾	153	137	(10.5%)
<i>including:</i>			
New retail sales contracts to customers	152	135	(11.2%)

Note: including contracted retail and wholesales

Source: Management accounts

Table 3 – New sales contracts to customers by region

<i>in '000 sq. meters</i>	1Q2013	1Q2014	Change, %
Moscow	41	18	(56.0%)
New Moscow	8	20	150.0%
Moscow region	78	70	(10.3%)
Other regions	26	29	11.5%
Total	153	137	(10.5%)

Note: including contracted retail and wholesales

Source: Management accounts



Table 4 – Pre-sales launches summary table

No. of buildings	1Q2013	1Q2014	Change
Number of buildings launched for sale	14	11	-3

Source: Management accounts

Table 5 - Share of mortgage backed retail sales

In %	1Q2013	2Q2013	3Q2013	4Q2013	1Q2014
Share of mortgage backed transactions	34.6%	39.2%	42.2%	39.8%	37.2%

Note: Based on monthly averaged data from retail sales, calculated using apartments only

Source: Management accounts

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