



PIK GROUP 2Q 2015 Trading Update

MOSCOW, July 20, 2015 - PIK Group (LSE: PIK) released today its trading update for the six months ended June 30, 2015 (2Q2015). The operational and financial data are based on management assessment only and have not been reviewed by external auditors.

1H2015 key operational highlights:

- Total cash collections increased by 10.0% to RUB 30.0 billion (1H2014: RUB27.3 billion).
 - Cash collections from sale of real estate to individuals increased by 6.8% to RUB 22.9 billion (1H2014: RUB 21.5 billion).
 - Cash collections from construction services and others increased by 24.2% to RUB 7.0 billion (1H2014: RUB 5.6 billion)
- New sales contracts to customers increased by 4.6% to 228 th. sqm. (1H2014: 218 th. sq. meters).
- In 1H2015, PIK launched 17 new projects compared to 26 new projects in 1H2014. New sellable area in the buildings put on sale decreased by 12.3% to 308 th. sq. meters (1H2014: 351 th. sq. meters).
- Share of mortgage backed sales reached 39.4% in 2Q2015, growing back to the level of the early 2014 due to federal mortgage support program.



Table 1 - Cash collections summary

<i>(in RUB MM)</i>	2Q2014	2Q2015	Change, %	1H2014	1H2015	Change, %
TOTAL GROSS CASH COLLECTIONS ⁽¹⁾	11,121	12,840	15.5%	27,254	29,974	10.0%
Cash collections from sale of real estate ⁽¹⁾	8,064	9,553	18.5%	21,657	23,020	6.3%
<i>including:</i>						
- Cash collections from retail real estate sales	7,993	9,525	19.2%	21,484	22,946	6.8%
- Cash collections from wholesale real estate sales	3	0	(100%)	83	0	(100%)
Cash collections from construction services activities and others	3,057	3,287	7.5%	5,597	6,954	24.2%

Note: ⁽¹⁾ Including offsets with suppliers
Source: Management accounts

Table 2 – New sales contracts to customers

<i>in '000 sq. meters</i>	2Q 2014	2Q 2015	Change, %	1H2014	1H2015	Change, %
New sales contracts to customers ⁽¹⁾	81	118	45.7%	218	228	4.6%
<i>including:</i>						
New retail sales contracts to customers	81	118	45.7%	216	228	5.6%
Value of retail contracts for apartments and ground floors (in RUB mn)	7,134	9,977	40.0%	19,265	19,954	3.6%

Note: including contracted retail and wholesales
Source: Management accounts

Table 3 – New sales contracts to customers by region

<i>in '000 sq. meters</i>	2Q2014	2Q2015	Change, %	1H2014	1H2015	Change, %
Moscow	15	33	120%	51	56	7.8%
Moscow region	43	63	46.5%	113	130	15.0%
Other regions	23	22	(4.3%)	52	42	(19.2%)
Total	81	118	45.7%	218	228	4.6%

Note: including contracted retail and wholesales
Source: Management accounts



Table 4 – Pre-sales launches summary table

No. of buildings	1H2014	1H2015	Change
Number of buildings launched for sale	26	17	(9)
New sellable area, 000' sqm	351	308	(12.3%)

Source: Management accounts

Table 5 - Share of mortgage backed retail sales

In %	1Q2014	4Q2014	1Q2015	2Q2015
Share of mortgage backed transactions	37.2%	32.4%	25.3%	39.4%

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

Table 6 - Average PIK's net selling price dynamics

(in '000 RUB per sq. meter)	FY2013	FY2014	1H2015	Change, %
Moscow ⁽¹⁾	135.0	125.0	121.6	(2.7%)
Moscow region	81.0	85.6	86.5	1.1%
Other regions	47.8	49.3	46.6	(5.5%)

Note: PIK is preselling properties at different stages of construction. Selling prices vary depending on geographic location, size, floor location, stage of construction. Accordingly, average prices per square meters represent blended average price calculations of the above. Calculated on the basis of retail contracts on completed project and projects in active construction stage. Before 21 January 2014 the average price calculation methodology included only PIK's projects in active construction stage.

(1) Includes New Moscow region. The price decrease in 2014 is due to larger volumes of sales in the New Moscow region which has lower prices. The price decrease in 1H2015 is due to change in the product mix.
Source: Management accounts

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