



PIK GROUP 1Q 2015 Trading Update

MOSCOW, April 16, 2014 - PIK Group (LSE: PIK) released today its trading update for the three months ended March 31, 2015 (1Q2015). The operational and financial data are based on management assessment only and have not been reviewed by external auditors.

1Q2015 key operational highlights:

- Total cash collections decreased by 5.2% to RUB 15.3 billion (1Q2014: RUB16.1 billion) primarily driven by lower cash collections from construction services provided to third parties.
 - Cash collections from sale of real estate to individuals was generally unchanged at RUB 13.3 billion (1Q2014: RUB 13.5 billion), whilst being materially affected by cash collections from record sales in 4Q2014.
 - Cash collections from construction services and others decreased by 25.3% to RUB 1.9 billion (1Q2014: RUB 2.5 billion)
- New sales contracts to customers decreased by 19.7% to 110 th. sqm. (1Q2014: 137 th. sq. meters). Homebuyers' activity in 1Q2015 was affected by a cooling-off period after a rush demand of 4Q2014 and higher mortgage interest rates.
- In 1Q2015, PIK launched 6 new projects compared to 11 new projects in 1Q2014. New sellable area in the buildings put on sale decreased by 28.1% to 82 th. sq. meters (1Q2014: 114 th. sq. meters).
- Share of mortgage backed sales reached 25.3% in 1Q2015 compared to 32.54% in 4Q2014 primarily due to increase in mortgage interest rates.



Table 1 - Cash collections summary⁽¹⁾

<i>(in RUB MM)</i>	1Q2014	1Q2015	Change, %
TOTAL GROSS CASH COLLECTIONS⁽²⁾	16 133	15 291	(5.2%)
Cash collections from sale of real estate	13 593	13 394	(1.5%)
<i>including:</i>			
- Cash collections from retail real estate sales	13 492	13 347	(1.1%)
- Cash collections from wholesale real estate sales	80	0	(100.0%)
Cash collections from construction services activities and others	2 540	1 897	(25.3%)

Notes: (1) 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.

(2) Including offsets with suppliers

Source: Management accounts

Table 2 – New sales contracts to customers

<i>in '000 sq. meters</i>	1Q 2014	1Q 2015	Change, %
New sales contracts to customers⁽¹⁾	137	110	(19.7%)
<i>including:</i>			
New retail sales contracts to customers	135	110	(18.5%)
Value of retail contracts for apartments and ground floors (in RUB mn)	12 122	9 977	(17.7%)

(1) Including contracted retail and wholesales

Source: Management accounts

Table 3 – New sales contracts to customers by region

<i>in '000 sq. meters</i>	1Q2014	1Q2015	Change, %
Moscow	38	23	(39.5%)
Moscow region	70	67	(4.3%)
Other regions	29	20	(31.0%)
Total	137	110	(19.7%)

Note: including contracted retail and wholesales

Source: Management accounts



Table 4 – Pre-sales launches summary table

	2014	2015	Change
Number of buildings launched for sale	114	82	(28.1%)
New sellable area, 000' sqm	11	6	(5)

Source: Management accounts

Table 5 - Share of mortgage backed retail sales

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

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

Enquiries:

PIK Group
Investors

Media

Investor Relations
Tel: +7 495 505 97 33 ext. 1157 / 1315
E-mail: ir@pik.ru

Natalia Mikhna
Tel: +7 495 505 97 33 ext. 1403
E-mail: pressa@pik.ru

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