



## PIK GROUP 1Q 2016 Trading Update

MOSCOW, April 18, 2016 - PIK Group (LSE: PIK) released today its trading update for the three months ended March 31, 2016 (1Q2016). The operational and financial data are based on management assessment only and have not been reviewed by external auditors.

### 1Q2016 key operational highlights:

- Total cash collections increased by 19.8% to RUB 20.5 billion (1Q2015: RUB17.1 billion).
  - Cash collections from sale of real estate to individuals increased by 28.9% to RUB 17.3 billion (1Q2015: RUB 13.3 billion).
  - Cash collections from construction services and others decreased by 12.8% to RUB 3.3 billion (1Q2015: RUB 3.9 billion)
- New sales contracts to customers increased by 85.5% to 204 th. sqm. (1Q2015: 110 th. sq. meters).
- In 1Q2016, PIK launched 14 new projects compared to 6 new projects in 1Q2015. New sellable area in the buildings put on sale increased by 228.0% to 269 th. sq. meters (1Q2015: 82 th. sq. meters).
- Share of mortgage-backed sales reached 45.0% in 1Q2016 compared to 39.1% in 2015.



*Table 1 - Cash collections summary*

<i>(in RUB MM)</i>	1Q2015	1Q2016	Change, %
<b>TOTAL GROSS CASH COLLECTIONS <sup>(2)</sup></b>	<b>17 134</b>	<b>20 521</b>	<b>19.8%</b>
<i>Including:</i>			
<b>Cash collections from sale of real estate</b>	<b>13 394</b>	<b>17 260</b>	<b>28.9%</b>
<b>Cash collections from construction services activities and others</b>	<b>3 740</b>	<b>3 262</b>	<b>(12.8%)</b>

*Table 2 – New sales contracts to customers*

<i>in '000 sq. meters</i>	1Q 2015	1Q 2016	Change, %
<b>New sales contracts to customers</b>	<b>110</b>	<b>204</b>	<b>85.5%</b>
Value of retail contracts for apartments and ground floors (in RUB mn)	9 977	19 238	92.8%

*Table 3 – Pre-sales launches summary table*

	1Q 2015	1Q 2016	Change
<b>Number of buildings launched for sale</b>	82	269	228,0%
<b>New sellable area, 000' sqm</b>	6	14	+8

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