



PIK GROUP 2Q 2016 Trading Update

MOSCOW, July 18, 2016 - PIK Group (LSE: PIK) released today its trading update for the six months ended June 30, 2016 (2Q2016). The operational and financial data are based on management assessment only and have not been reviewed by external auditors.

1H2016 key operational highlights:

- Total cash collections increased by 39.5% to RUB 41.8 billion (1H2015: RUB30.0 billion).
 - Cash collections from sale of real estate to individuals increased by 55.3% to RUB 35.7 billion (1H2015: RUB 23.0 billion).
 - Cash collections from construction services and others decreased by 12.8% to RUB 6.1 billion (1H2015: RUB 7.0 billion)
- New sales contracts to customers increased by 77.6% to 405 th. sqm. (1H2015: 228 th. sq. meters).
- In 1H2016, PIK launched 22 new projects compared to 17 new projects in 1H2015. New sellable area in the buildings put on sale increased by 29.5% to 399 th. sq. meters (1H2015: 308 th. sq. meters).
- Share of mortgage-backed sales reached 49.0% in 2Q2016.



Table 1 - Cash collections summary

<i>(in RUB MM)</i>	2Q2015	2Q 2016	Change, %	1H2015	1H2016	Change, %
	12 840	21 288	65.8%	29 974	41 809	39.5%
TOTAL GROSS CASH COLLECTIONS						
<i>Including:</i>	9 553	18 487	93.5%	23 020	35 747	55.3%
Cash collections from sale of real estate	3 287	2 800	(14.8%)	6 954	6 062	(12.8%)

Table 2 – New sales contracts to customers

<i>in '000 sq. meters</i>	2Q2015	2Q2016	Change, %	1H2015	1H2016	Change, %
New sales contracts to customers	118	201	70.3%	228	405	77.6%
Value of retail contracts for apartments and ground floors (in RUB mn)	9 977	19 024	90.7%	19 954	38 262	91.8%

Table 3 – Pre-sales launches summary table

	1H2015	1H2016	Change
New sellable area, 000' sqm	308	399	29.5%
Number of buildings launched for sale	17	22	+5

Enquiries:

PIK Group
Investors

Media

Polina Kurshetsova
Tel: +7 495 505 97 33 ext. 3785
E-mail: ir@pik.ru

Natalia Mikhna
Tel: +7 909 913 14 70
E-mail: pressa@pik.ru



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