



PIK GROUP 3Q 2016 Trading Update

MOSCOW, October 20, 2016 - PIK Group (LSE: PIK) released today its trading update for the nine months ended September 30, 2016 (3Q2016). The operational and financial data are based on management assessment only and have not been reviewed by external auditors.

9M2016 key operational highlights:

- Total cash collections increased by 49.3% to RUB 67.9 billion (9M2015: RUB 45.5 billion).
 - Cash collections from sale of real estate increased by 65.9% to RUB 58.7 billion (9M2015: RUB 35.4 billion).
 - Cash collections from construction services and others decreased by 9.3% to RUB 9.1 billion (9M2015: RUB 10.1 billion)
- New sales contracts to customers increased by 55.7% to 632 th. sqm. (9M2015: 406 th. sq. meters).
- In 9M2016, PIK launched 33 new projects, (9M2015: 32 new projects). New sellable area in the buildings put on sale increased by 5.6% to 644 th. sq. meters (9M2015: 610 th. sq. meters).
- Share of mortgage-backed sales reached 50.0% in 3Q2016.



Table 1 - Cash collections summary

<i>(in RUB MM)</i>	3Q2015	3Q2016	Change, %	9M2015	9M2016	Change, %
TOTAL GROSS CASH COLLECTIONS	15 510	26 080	68.1%	45 484	67 889	49.3%
<i>Including:</i>						
Cash collections from sale of real estate	12 379	22 997	85.8%	35 399	58 744	65.9%
Cash collections from construction services and others	3 131	3 083	(1.5%)	10 085	9 145	(9.3%)

Table 2 – New sales contracts to customers

<i>in '000 sq. meters</i>	3Q2015	3Q2016	Change, %	9M2015	9M2016	Change, %
New sales contracts to customers	178	227	27.5%	406	632	55.7%
Value of retail contracts for apartments and ground floors (in RUB mn)	16 286	24 719	51.8%	36 240	62 981	73.8%

Table 3 – Pre-sales launches summary table

	9M2015	9M2016	Change
New sellable area, 000' sqm	610	644	5.6%
Number of buildings launched for sale	32	33	+1

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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