

Operating and financial results 2020



Progressive urban solutions



GROUP PROFILE



Financial stability

BBB+(RU)
stable
(ACRA,
November
2020)

ruBBB+
stable
(Expert RA,
November
2020)

A-|ru|
stable
(NRA,
December
2020)

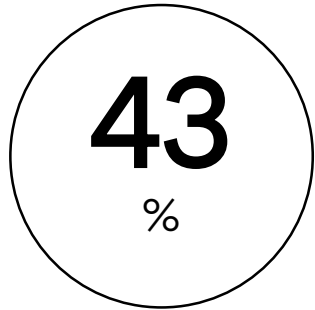
Recognition of professionals

TOP-3 of the biggest business-class developers in Russia (Forbes, October 2020)

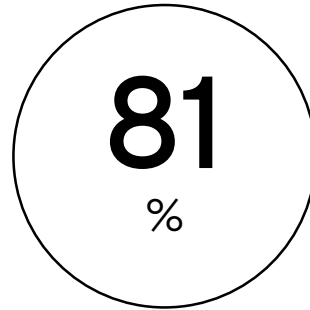
TOP-4 of the biggest developers by housing commissioning volume in Moscow (ERZ, results of 2020)

TOP-7 by sales volume in "old" Moscow (within the Moscow Ring Road) (Metrium, results of 2020)

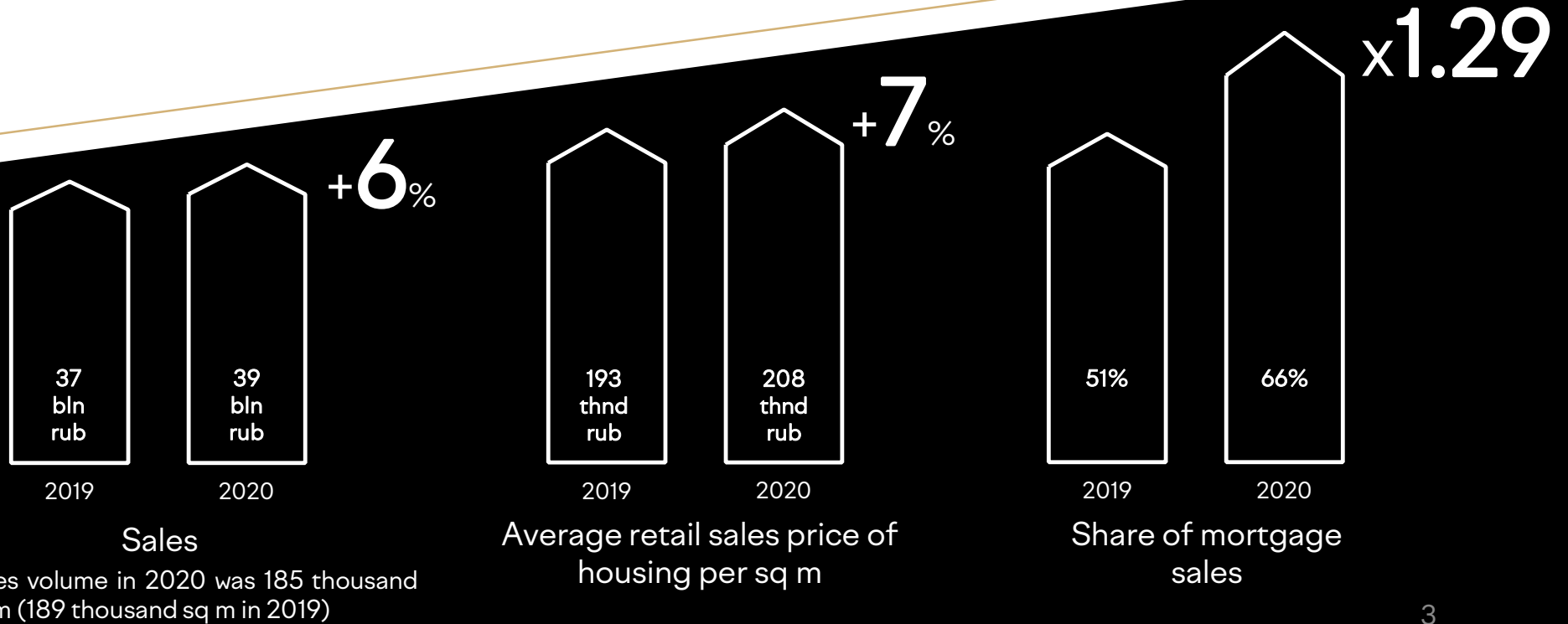
OPERATING RESULTS



Share of sales with escrow in 2020 (8% in 2019)



Share of sales with online registration in 2020 (64% in 2019)



OPERATING RESULTS

555 thnd sq m

Has commissioned in 2020 in Moscow and Saint-Petersburg (232% more than in 2019 (167 thnd sq m))

74,7 thnd sq m

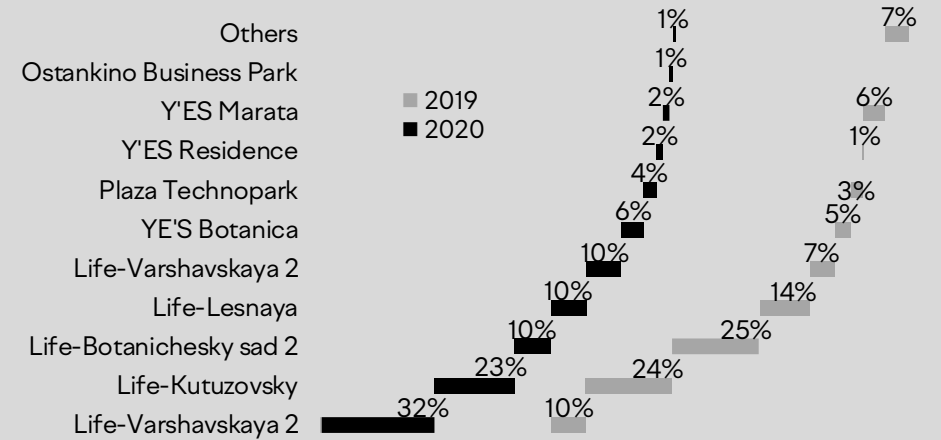
Building permits obtained in 2020:

- Life-Varshavskaya 1 (1st phase)
- Kindergarden in Life-Varshavskaya 2 project
- Ostankino Business Park (1st phase)

TOP-2

Life-Varshavskaya was included in TOP-2 by sales volume in comfort segment in 2020 according to Metrium rating. The share of sales was 3,8% of the total number of contracts in comfort segment.

Sales structure by projects



FINANCIAL RESULTS

According to the audited IFRS consolidated financial statements of the Group

46,5 ^{+16%}
billion rubles

Revenue **40,0** billion rubles



9,0 ^{+18%}
billion rubles

Net profit **7,6** billion rubles

13,8 ^{+19%}
billion rubles

EBITDA **11,6** billion rubles



2020
2019



7,0x ^{7,1x}

Interest coverage rate
EBITDA/interest expenses

29,6%

EBITDA
margin **28,9%**



-0,1x

Net debt*/
EBITDA LTM **0,05x**

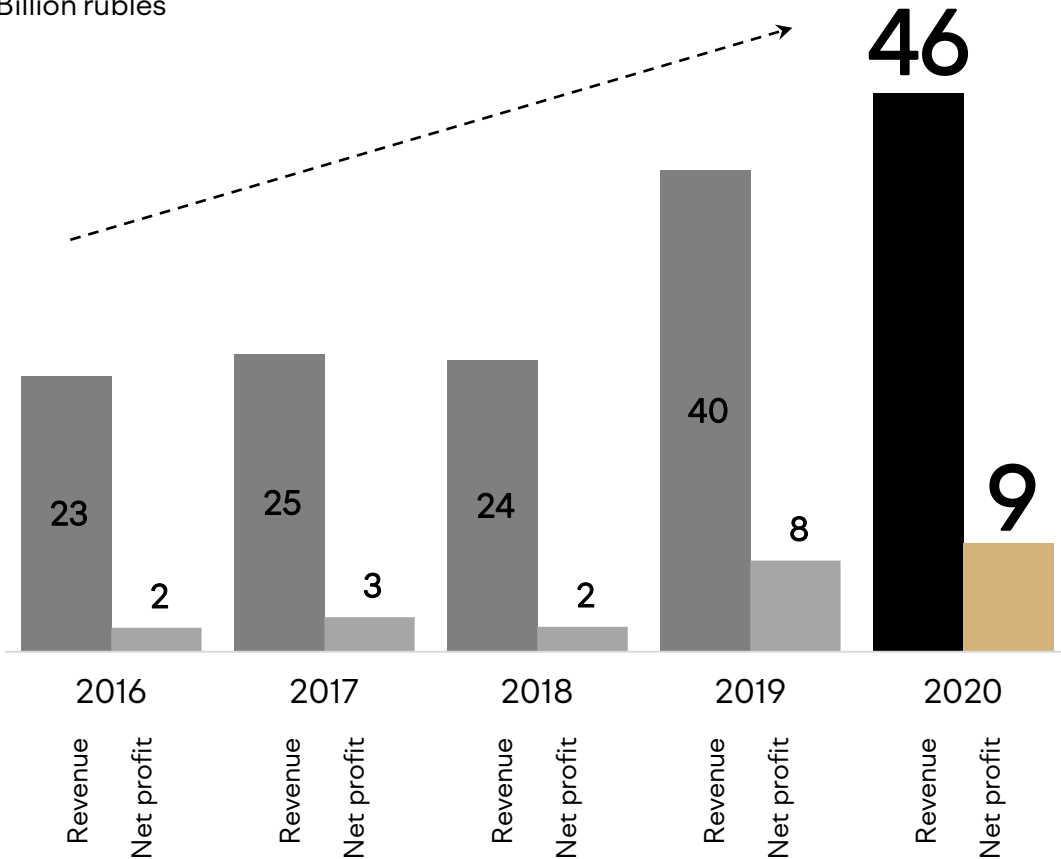
* Net debt including escrow balances and excluding non-recourse debt to the Group

FINANCIAL RESULTS

According to the audited IFRS consolidated financial statements of the Group

REVENUE (2x) AND NET PROFIT (4x) INCREASING OVER 5 YEARS

Billion rubles



Results 2020:

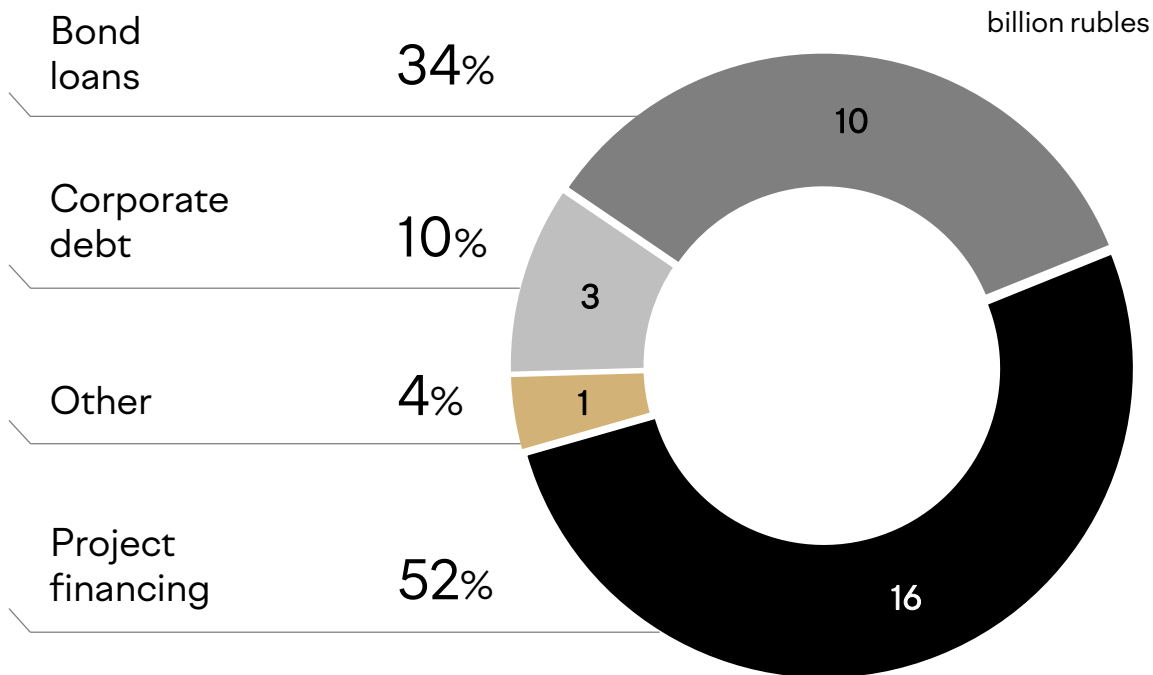
37% Gross margin

30% EBITDA margin

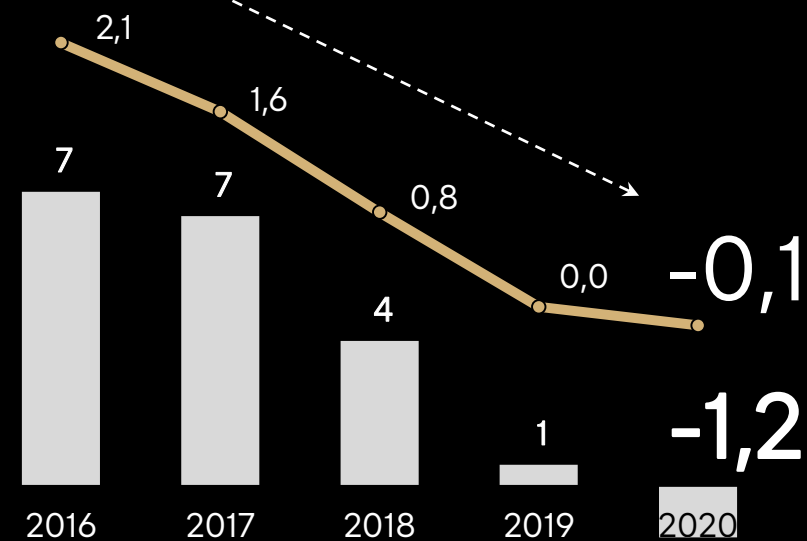
19% Net profit margin

DEBT LOAD

According to the audited IFRS consolidated financial statements of the Group



DEBT LOAD IN ABSOLUTE AND RELATIVE INDICATORS



■ Net debt*, billion rubles ■ Net debt*/EBITDA

* net debt including escrow balances and excluding non-recourse debt to the Group

HIGHLIGHTS 2020



32 million rubles

The Group opened credit line in bank DOM.RF for construction premium residential complex High Life Letnikovskaya, 11



5 projects

Were put into operation: LIFE-Botanichesky Sad 2, LIFE-Kutuzovsky, LIFE-Lesnaya (3 phase), YE`S Residence, YE`S Marata



82 thnd sq m

Purchasing of new project in Danilovsky district (Moscow)



Permitted use payment allowance

The Group was the first company among developers that concluded an agreement with Department of investing and industrial policy (ДИИПП) about permitted use payment allowances in residential real estate project Life-Varshavskaya (through construction workplaces in Ostankino Business Park)



Ostankino Business Park

Construction of multifunctional business park started. The park will consist of five 12-storey buildings and car-free territory.



Systemic company

Pioneer Group was included in the list of systemic companies of Russia

HIGHLIGHTS 2020



Confirming of high credit rating in November 2020

ruBBB+

forecast – stable

Expert RA

BBB+(RU)

forecast – stable

ACRA



New credit rating in December 2020

A-|ru|

forecast – stable

NRA

30
million
rubles

Volume of bond program 001P was increased up to 30 billion rubles

2,7
million
bond note

The Group successfully executed an offer to buy back bond series 001P-03



5 billion rubles
The coupon rate – 9,75%

New bond loan was issued in December 2020

- ✓ Organizers noticed high market demand
- ✓ More than 9,5 thousand deals were conducted during bonds issuing

AWARDS and ACHIEVEMENTS 2020



Urban Awards:

- LIFE-Varshavskaya • Best residential comfort-class complex under construction
- YE'S Technopark • Best comfort-class apartment complex
- LIFE-Lesnaya • Residential complex of the year in Saint-Petersburg (comfort-class)
- YE`S Residence • Best residential complex in Saint-Petersburg under construction (comfort-class)
- LIFE-Kutuzovsky • Complex with the best architecture
- LIFE-Kutuzovsky • Residential complex of the year (business-class)



Arendator Awards:

- YE'S Technopark • Multifunctional complex of the year
- YE'S Botanica • Best project of apartment hotel
- YE'S Marata • Best apartment hotel



Real estate market records

- LIFE-Varshavskaya • Best newbuild in Moscow
- LIFE-Kutuzovsky • Object's architecture №1

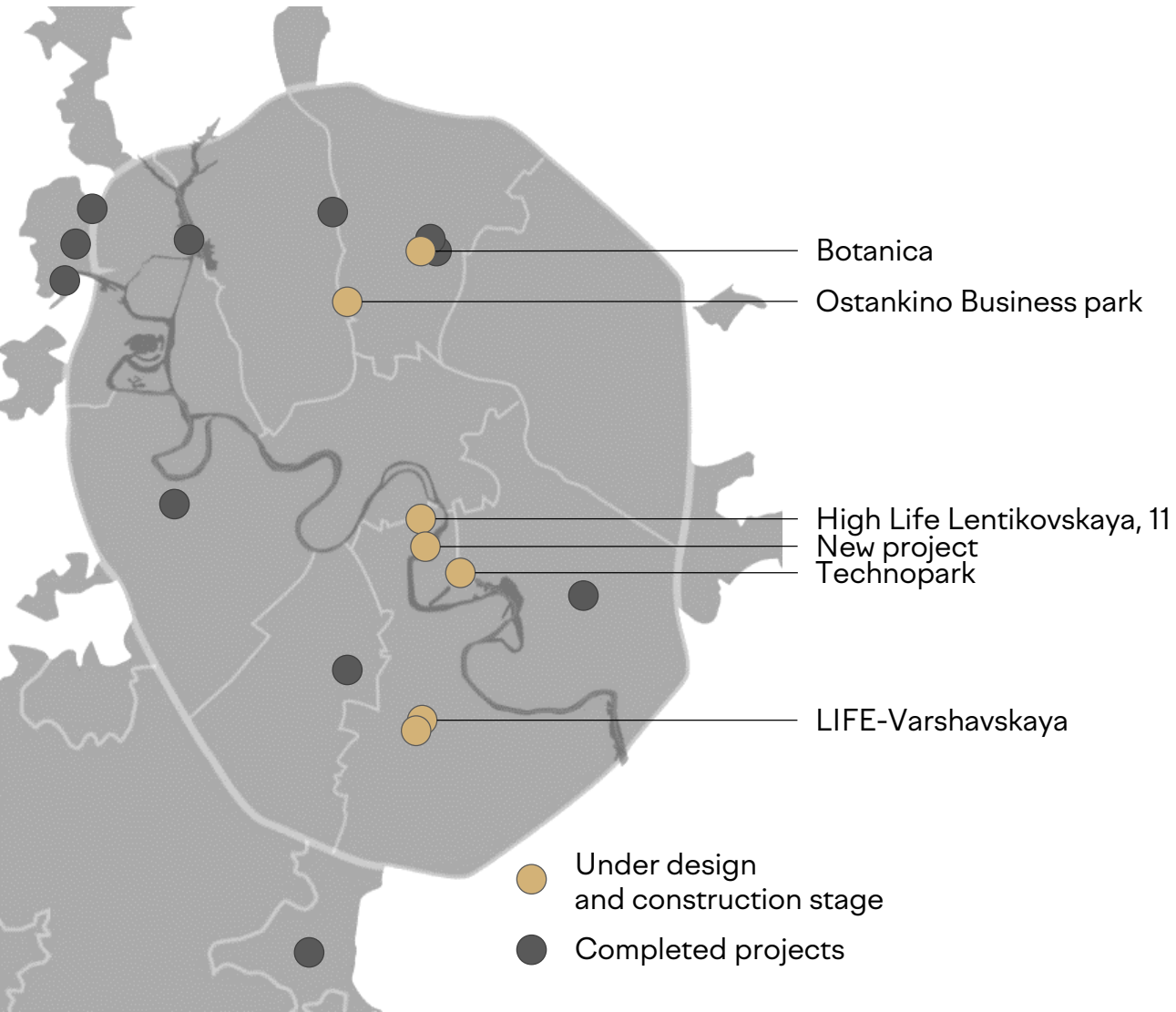


TOP ZhK

- LIFE-Botanichesky sad • Best newbuild residential complex in Moscow, 3rd place



PROJECTS



⤴ The area of objects under construction

447 thnd sq m

⤴ The area of objects at the design stage

776 thnd sq m

⤴ The area of completed objects

MOSCOW

1 480 thnd sq m

SAINT-PERESBURG

751 thnd sq m

ASTORIA. NEW YORK



Type	Apartments
Location	30-77 Vernon Blvd, Queens, NY, USA
Gross building area	522 000 sq ft (48,5 thnd sq m)
Apartments amount	534
Parking lots	276
Date of purchase	25/04/2018
Construction completion date	1 st half of 2022
Status	Completed monolith

In 3rd quarter new investor joined into the project (REIT UDR), as a results share of participation of the Group decreased to 52%. As a result all participants have joint control over the project (Joint venture under IFRS)

Construction progress:



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