

OPERATING RESULTS 2021



Progressive urban solution



20

years on the real estate market

completed projects

23

2,5
mln sq m

put into operation

PIONEER GROUP

high credit ratings

A-(RU)
ruA-
A-|ru|

2,2
mln sq m

under design and construction

the auditor of the Group since 2012

KPMG

Progressive urban solution

PROJECTS

As at 31.12.2021

⊕ The area of objects under construction

645 thnd sq m

⊕ The area of objects at the design stage

1 524 thnd sq m

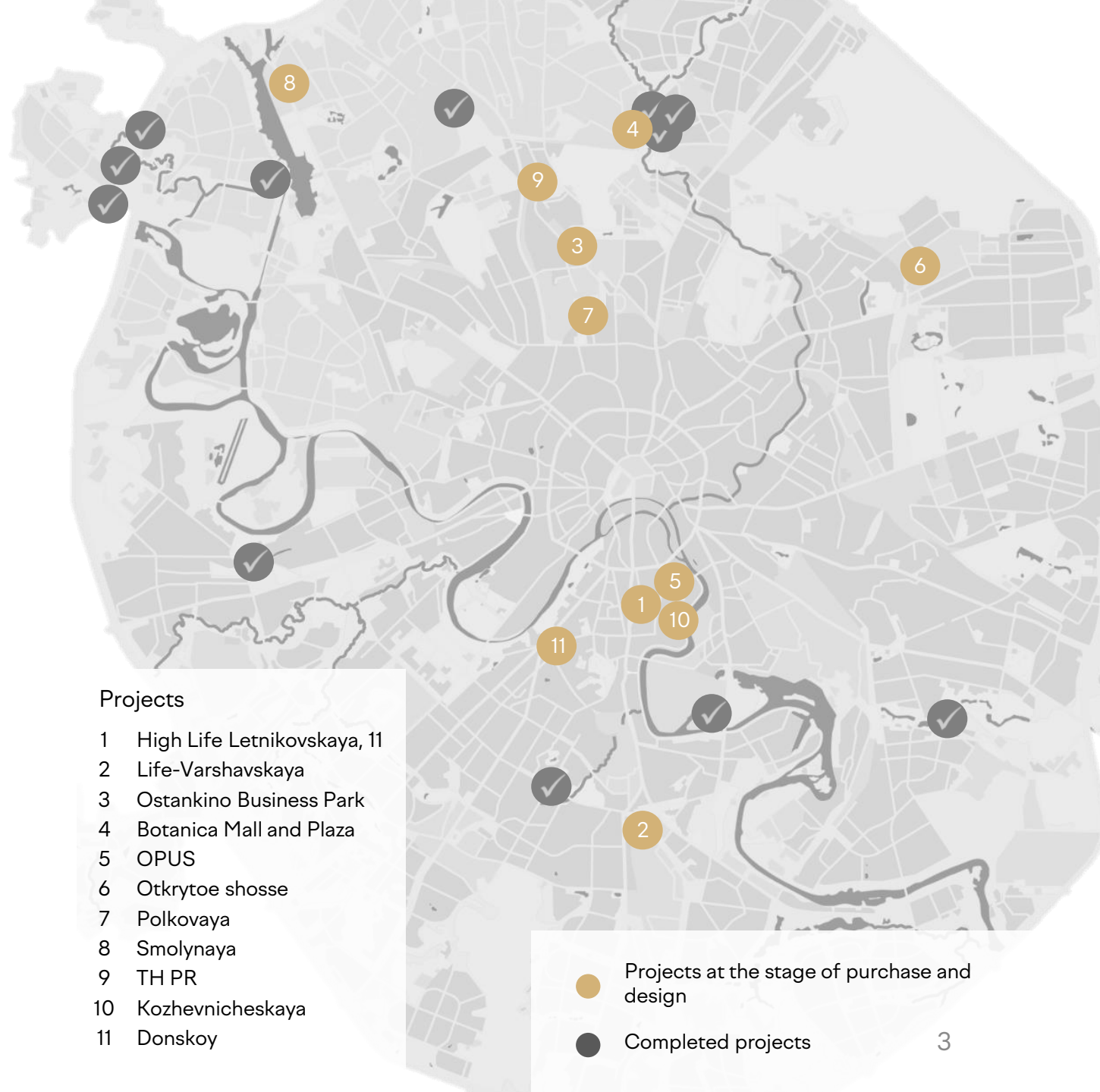
⊕ The area of completed objects

MOSCOW

1 700 thnd sq m

SAINT-PETERSBURG

751 thnd sq m



Projects

- 1 High Life Letnikovskaya, 11
- 2 Life-Varshavskaya
- 3 Ostankino Business Park
- 4 Botanica Mall and Plaza
- 5 OPUS
- 6 Otkrytoe shosse
- 7 Polkovaya
- 8 Smolynaya
- 9 TH PR
- 10 Kozhevnickeskaya
- 11 Donskoy

- Projects at the stage of purchase and design
 - Completed projects
- 3

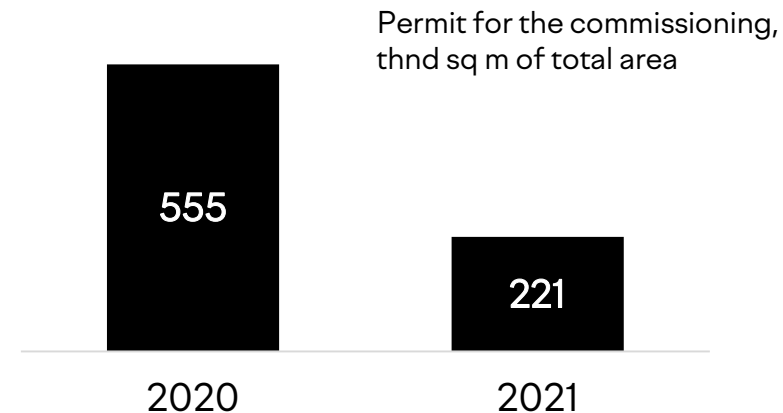
VOLUME OF CONSTRUCTION



Permit for the commissioning

221 thnd sq m were put into operation in 2021:

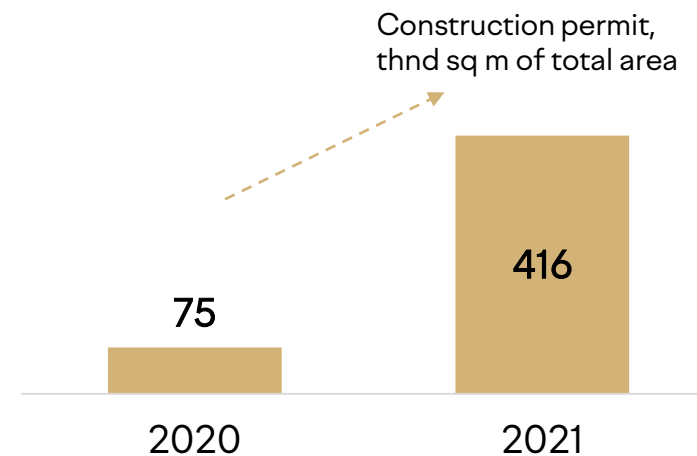
- YE'S Botanica (apartments)
- Life-Varshavskaya 1 (1st phase)
- Life-Varshavskaya 2 (1st phase)
- Multifunctional complex YE'S Technopark



Permit for the construction

416 thnd sq m were launched in 2021:

- Botanica Mall and Plaza
- Life-Varshavskaya 3
- Ostankino Business Park (2nd and 3rd phase)
- High Life Letnikovskaya, 11 (1st phase)



SALES 2021

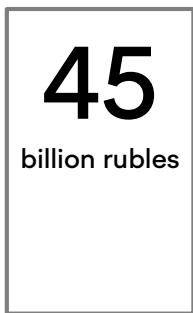
All types of real estate

Sales, billion rubles

+15%



2020



2021

Sales volume, thousand sqm

+5%



2020



2021

Sales structure

36%

Commercial
real estate

10% in 2020

4%

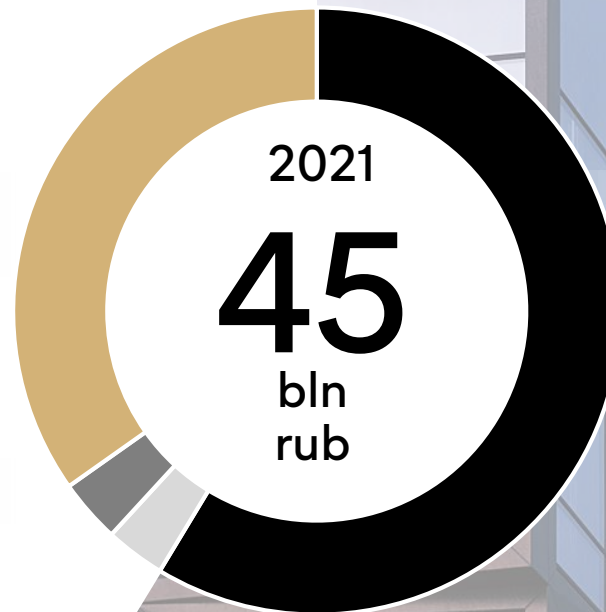
Apartments

10% in 2020

2%

Parking

6% in 2020



58%

Residential
real estate

74% in 2020

Share of sales with
escrow (all types of
real estate)

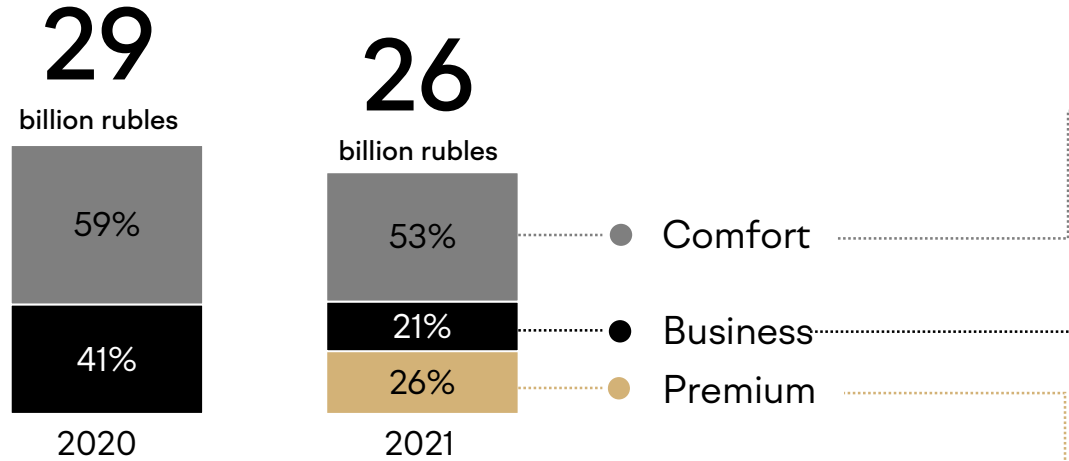
82% 2021

43% 2020

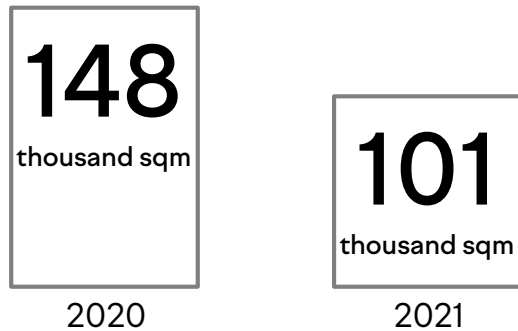
SALES 2021

Residential real estate

Sales of residential real estate, billion rubles

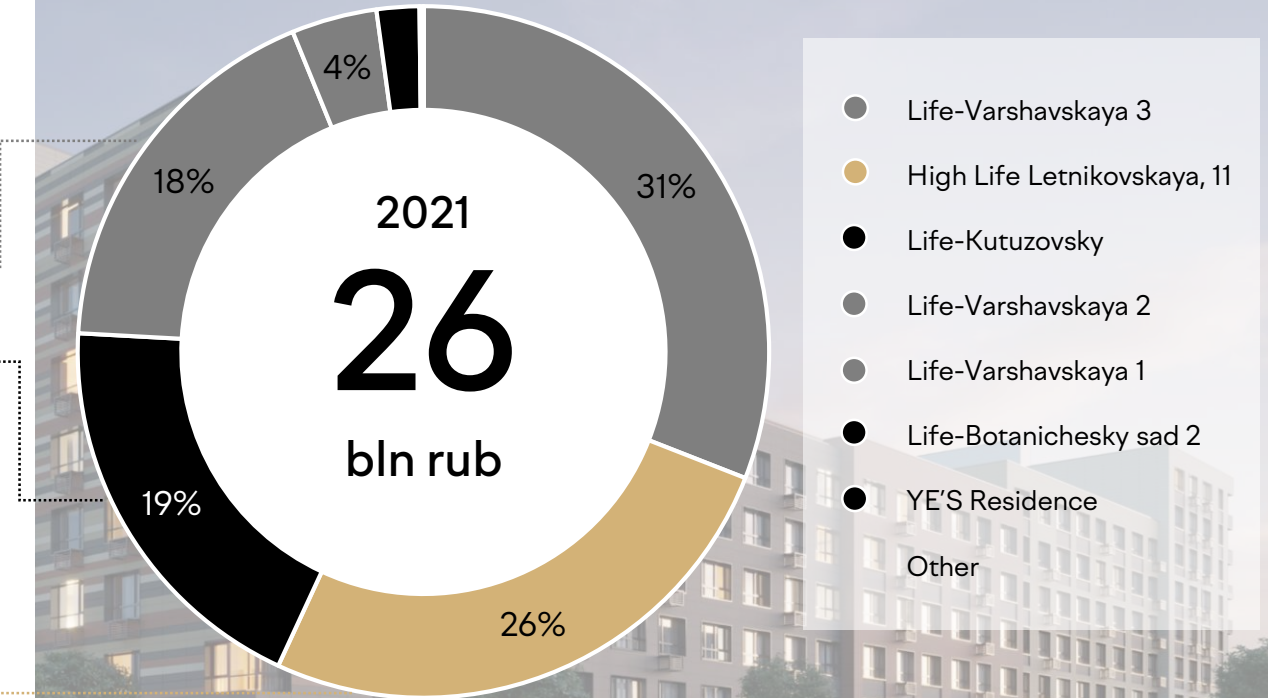


Sales volume of residential real estate, thnd sq m



In 2021 sales of the main volume in residential real estate projects, that were commissioned in 2020-2021, were finished. Sales of about 149 thousand sqm in High Life Letnikovskaya, 11 and Life-Varshavskaya 3 were started in the second half of 2021. The Group plans to put on sale more than 370 thousand sqm of residential real estate in 2022.

Sales structure of residential real estate by projects



Share of mortgage sales

65% 2021

66% 2020

Average retail price of residential real estate

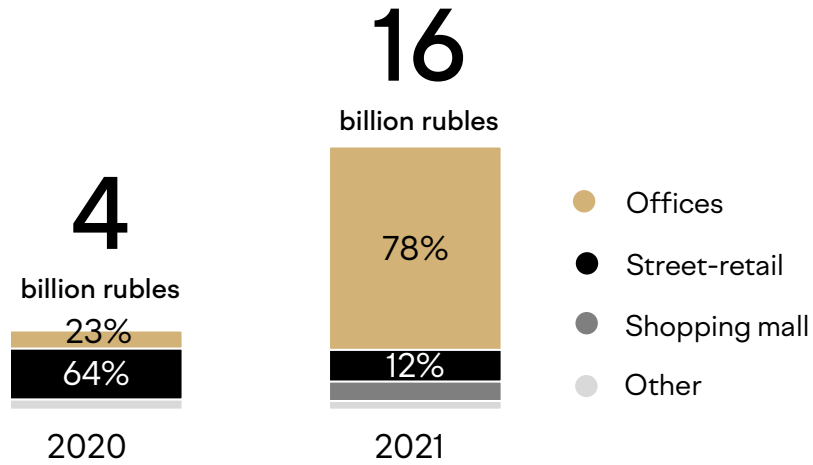
277 ^{+33%} thousand rubles/sqm 2021

208 thousand rubles/sqm 2020

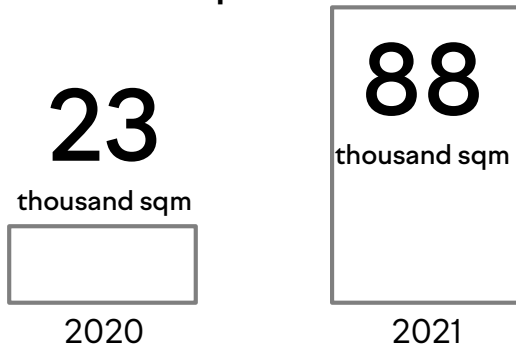
SALES 2021

Commercial real estate

Sales of commercial real estate, billion rubles

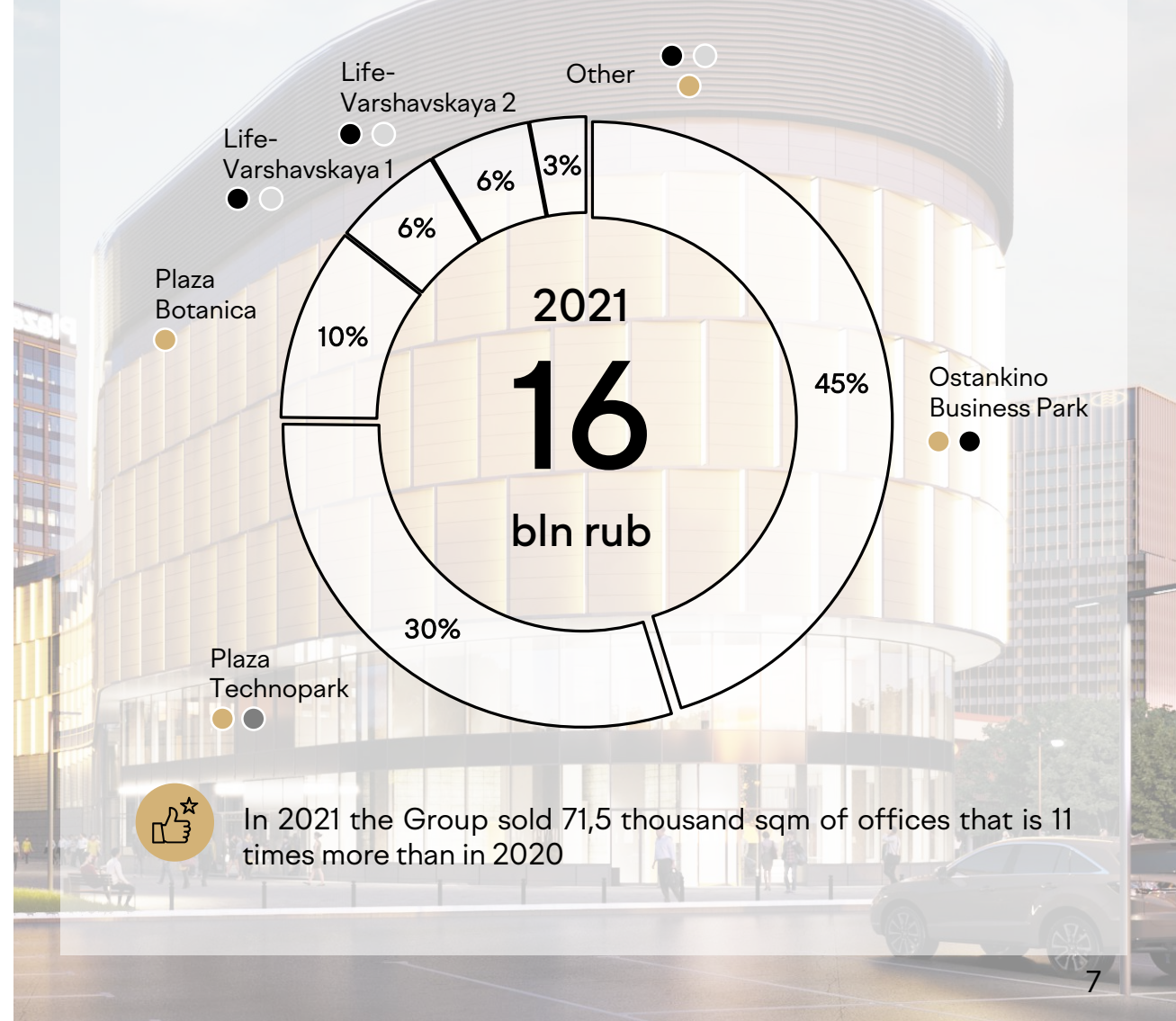


Sales volume of commercial real estate, thousand sqm



At the end of 2018 the Group made a decision of business diversification and increasing its presence in the commercial real estate market. In 2021 commercial real estate sales of the Group increased more than triple comparing to 2020 and amounted to 16 bln rubles.

Sales structure of commercial real estate by projects



In 2021 the Group sold 71,5 thousand sqm of offices that is 11 times more than in 2020

HIGHLIGHTS 4Q 2021



ACRA and Expert RA rating agencies have raised the credit rating on the Group to A- with the rating outlook as 'stable'. National Rating Agency has confirmed credit rating on A- level and changed rating outlook to 'positive'

ACRA
A-(RU)

● stable
[press release](#)

Expert RA
ruA-

● stable
[press release](#)

NRA
A-|ru|

● positive
[press release \(rus\)](#)

Agencies highlighted the following:

- ✓ Strengthening of market positions
- ✓ Low leverage and very high coverage indicators
- ✓ Strong assessment of the Group's liquidity



252 million rubles

was paid as a coupon yield to bonds holders. All obligations were met and repaid within the deadline and in full manner



3 billion rubles

The coupon rate – 11,75%

New bond loan was issued in December 2021

- ✓ High demand for notes indicated the overbooking
- ✓ Historically minimum spread to Federal loan bond was recorded

HIGHLIGHTS 4Q 2021



3,7 ha

Land plots were purchased for the future construction of residential and commercial real estate



YE'S Technopark

Multifunctional complex YE'S Technopark was put into operation in December 2021. The complex consists of apartment hotel YE'S Technopark, shopping center and offices Plaza Technopark



The debut of the year

HIGH LIFE Letnikovskaya , 11

The Group received the permit for the construction for the 1st phase of the first premium project of the Group portfolio. The sales started as well.



Life-Varshavskaya

Was obtained statement of conformity for 3 units of Life-Varshavskaya 2 (2nd phase). Gross building area is 158 thnd sq m and consists 1 323 apartments. Permit for the commissioning was obtained in January 2022



Ostankino Business Park

The whole building was sold by single deal in December 2021. Gross building area of the deal was about 22 000 sqm



Plaza Technopark

In December 2021 shopping center Plaza Technopark was sold by single deal. Gross building area was about 5 000 sqm



AWARDS and ACHIEVEMENTS 2021

RAEX

Pioneer Group qualified for RAEX index of 600 largest companies in Russia jumping 42 places

Forbes

Pioneer Group became one of 4 largest developers in business segment in 2020 and 1st quarter of 2021

RBK 500

Pioneer Group entered index of 500 largest companies in Russia by the revenue earned in 2020

Репутация (ReputatioN) 2021

Maximov L. – won in the nomination «best owner», within the «Development» category

Metrium

LIFE-Varshavskaya became one of top 3 most sold new-built projects in Moscow in 3rd Quarter 2021

Urban Awards

LIFE-Varshavskaya won “best living quarters” and “best living quarters under construction within comfort segment”

RBK

Pioneer Group was named leader among developers for completed volume of commercial real estate in 2020-2021

ARENDATOR AWARDS 2021

YE'S Management Company won “best property management company in the apartment hotel sector”

Proestate & TOBY AWARDS

Pioneer Group became “developer of the year” within commercial real estate Projects LIFE-Kutuzovskiy and LIFE-Varshavskaya were named “best projects in business and comfort segments”

Real Estate Market Records 2021

Pioneer group won “Company №1” Ostankino BP won “Commercial project №1”

Best for Life Design 2021

High Life Letnikovskaya, 11 won “best project of the year within premium segment”

RE MOVIE AWARDS

Ad for apartment hotel YE'S won “best video showcase” and “most creative ad”

Unified Resource of Developers

Pioneer Group became one of 100 most reliable developers in Russia by the volume of completed projects



CORPORATE GOVERNANCE

General shareholders meeting

Independent auditor (KPMG)

Board of directors

Investment committee

Audit committee (decided to create)

General manager

Management team

Final beneficiary

Leonid Maximov
Ownership ratio: 100%

Board of directors



Artem Eyramdzhants
Chair of the Board
Deputy CEO



Leonid Maximov
CEO



Victor Lisin
Deputy CEO



Alexey Miroshnikov
CFO



Evgeniy Borkin
Deputy CEO



Andrey Reus
NED



Andrey Dementyev
NED

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