

OPERATING RESULTS 2024



Progressive urban solutions





As of 31.12.2024

26 PROJECTS

Completed in Moscow
and Saint Petersburg

3 MLN SQ M

Put into
operation

A- .ru A-(RU) ru A-

High credit ratings according to
the national rating scale

23 YEARS

On the real
estate market

1,6 MLN SQ M

At construction
and design stage

KEPT (ex-KPMG)

Auditor
since 2012



PROJECTS

As of 31.12.2024

⤴ The area of projects under constructions

609 thnd sq m

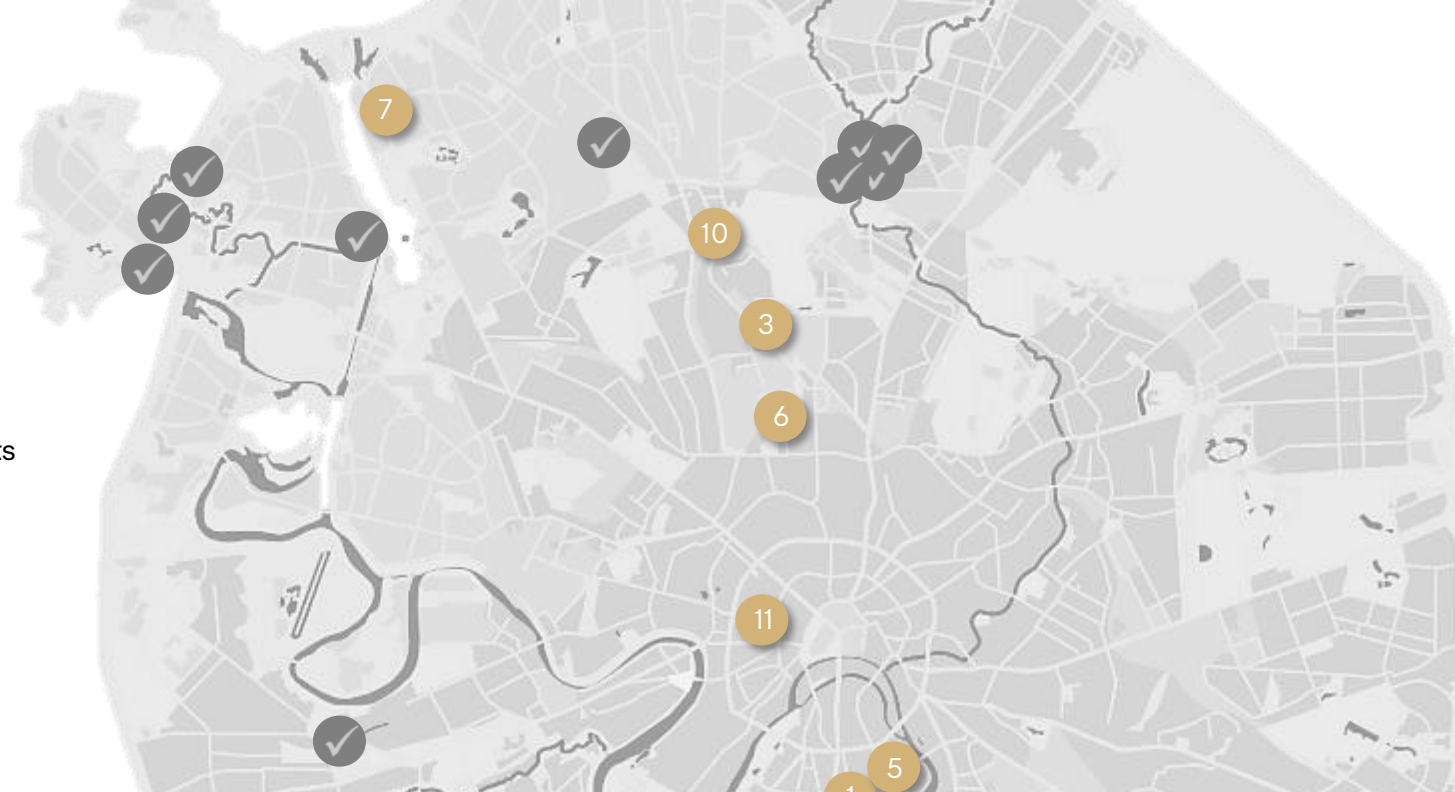
⤴ The area of projects at the design stage

1 019 thnd sq m

⤴ The area of completed projects

MOSCOW
2 258 thnd sq m

SAINT-PETERSBURG
751 thnd sq m



PROJECTS

- 1 HIGH LIFE
- 2 LIFE Varshavskaya
- 3 OSTANKINO BP
- 4 Varshavskaya BC
- 5 OPUS
- 6 PRIDE
- 7 Land plot Smolynaya
- 8 Kozhevnickeskaya CAD*
- 9 SHIFT
- 10 Petrovsko-Razumovskaya TH
- 11 Merzlyakovsky

● Under design and construction

✓ Completed projects

*comprehensive area development

CORPORATE GOVERNANCE

General shareholders meeting

└ Independent auditor (Kept, ex-KPMG)

Board of directors

- └ Investment committee
- └ Audit committee
- └ HR committee and remuneration
- └ Strategy committee

General manager

Management team

Ultimate beneficiary
Leonid Maksimov

BOARD OF DIRECTORS



Leonid
Maksimov
Chair of the Board
Co-founder



Aleksey
Miroshnikov
CEO



Artem
Eyramdzhants
IR Director



Viktor
Lisin
Deputy CEO



James
Corrigan
NED



Andrey
Reus
NED



Andrey
Dementyev
NED

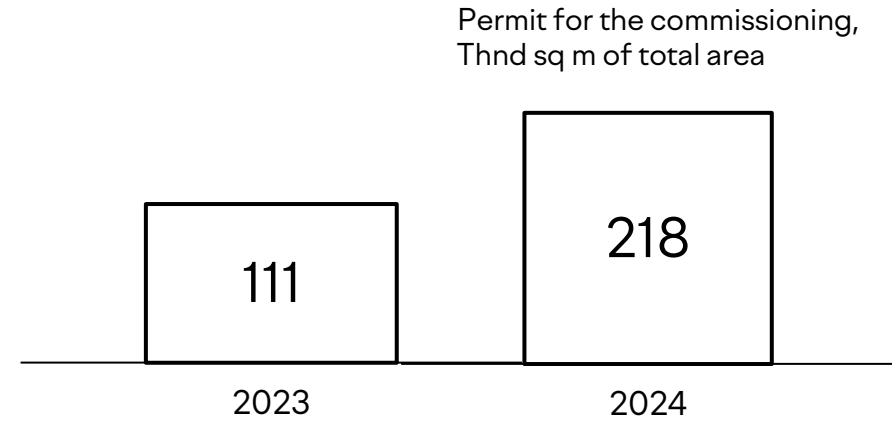


VOLUME OF CONSTRUCTION

Permit for the commissioning

218 thnd sq m:

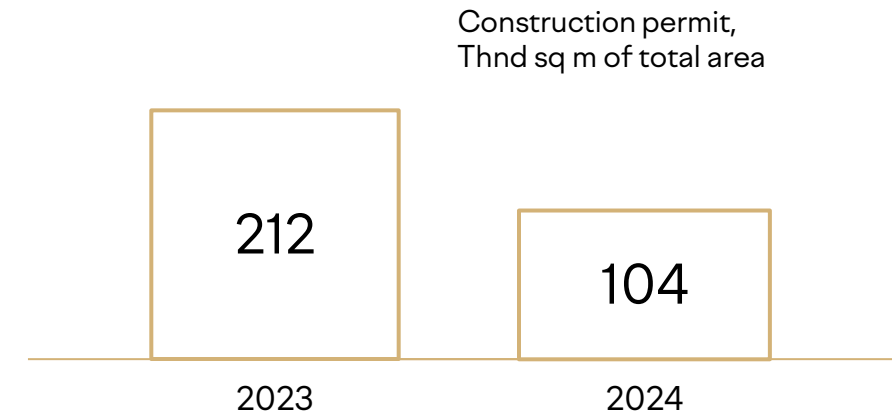
- OSTANKINO BP 3rd phase
- LIFE Varshavskaya 3 (4th and 5th Blocks)
- BOTANICA MFC



Permit for the construction

104 thnd sq m:

- SHIFT
- PRIDE (Kindergarten and School)

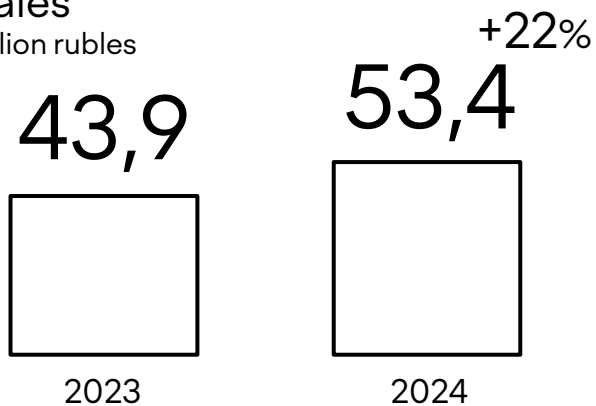


SALES

All types of real estate

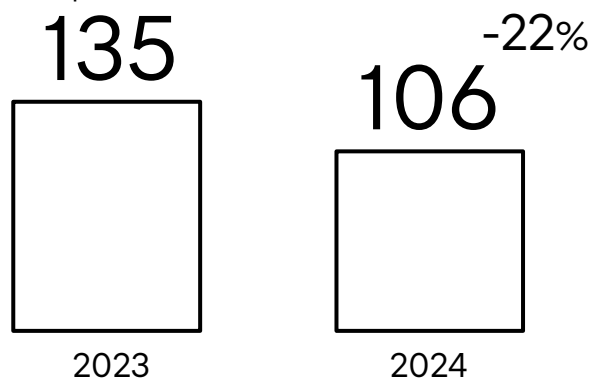
Sales

billion rubles



Sales volume

thnd sq m



Sales structure

27%

Commercial real estate

29% in 2023

69%

Residential real estate

69% in 2023

4%

Parking

2% in 2023

<1%

Apartments

<1% in 2023

2024
53,4
billion rubles

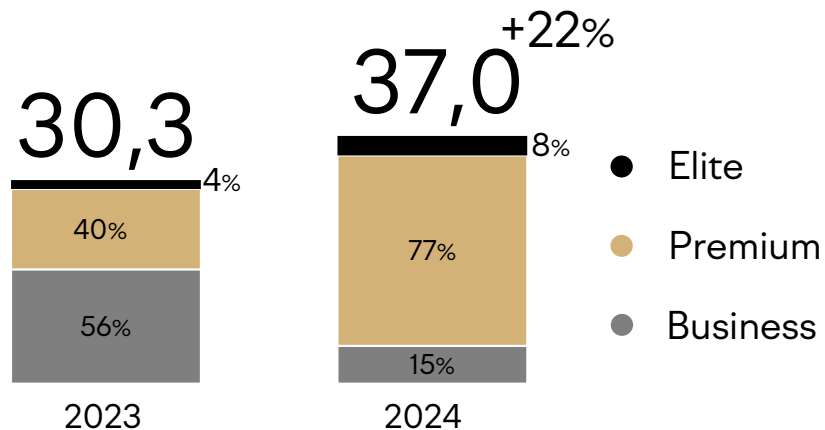
Share of sales with escrow by all types of real estate

95% 2024
97% 2023

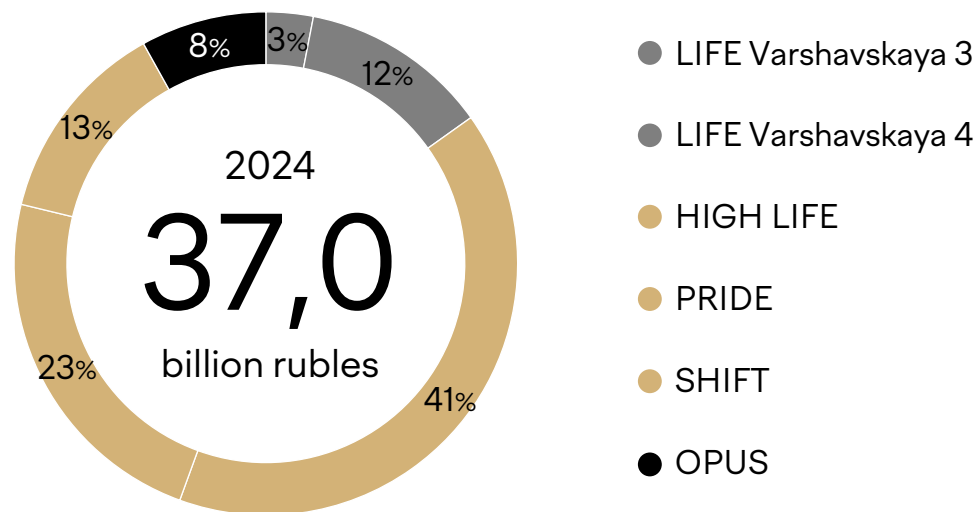
SALES

Residential real estate

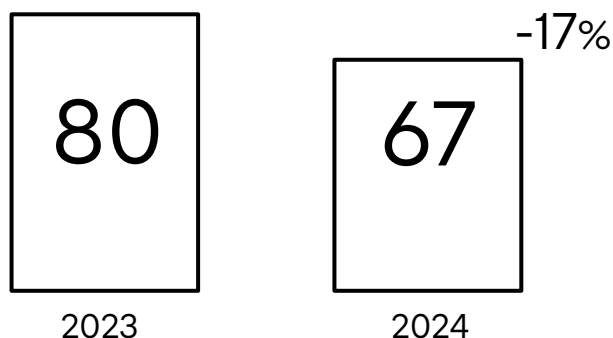
Sales of residential real estate billion rubles



Sales structure of residential real estate by projects



Sales volume of residential real estate thnd sq m

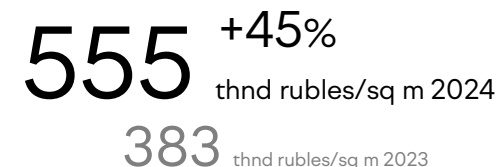


Active sales of Premium and Elite projects in 2024 became the main reason of sales growth in monetary terms compared 2023.

Increased share of Premium and Elite projects in whole sales made an impact on the average retail price growth and sales volume in physical terms.

Also increased share of Premium and Elite projects led to reduction of mortgage sales, due to low dependency of mortgage in these types of projects.

Average retail price of residential real estate



Share of mortgage sales

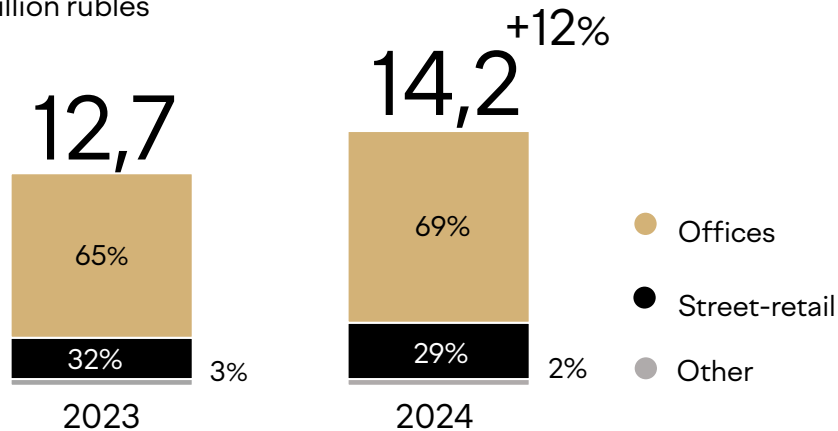


SALES

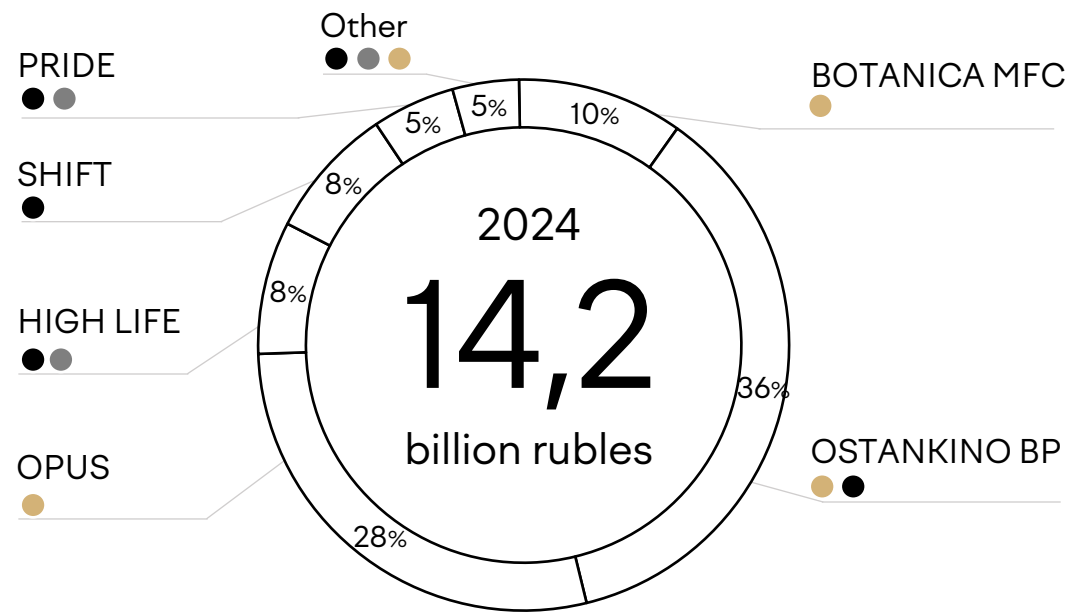
Commercial real estate

Sales of commercial real estate

billion rubles

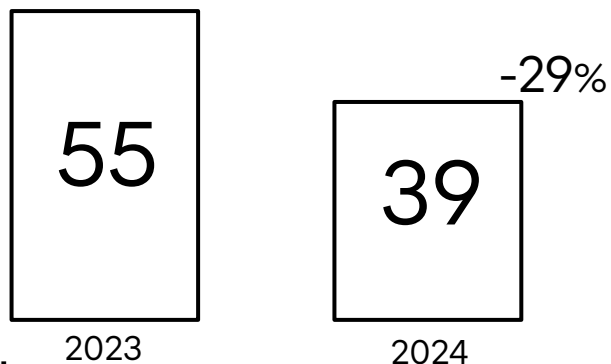


Sales structure of commercial real estate by projects



Sales volume of commercial real estate

thnd sq m



The launch of A class office space sales in the business center OPUS and street retail in the premium projects of the Company made a positive effect on the average retail price of commercial premises. This led to sales growth in monetary terms.

In 2023 Company made a big deal at wholesale price, which allowed to record significant sales in physical terms. While in 2024 more commercial premises were sold at retail.



HIGHLIGHTS 2024

LEONID MAKSIMOV

- PIONEER Shareholder Leonid Maksimov has been listed among the TOP-3 in leaders in the annual CRE 100 ranking of commercial property market.

PIONEER

- Recognized as «Developers of the year» by the CRE Awards 2024.
- Honoured with gold mark of Reliable Developer of Russia 2024 in safeguarding the legal rights and interests in shared-equity construction.
- Became the top-3 sustainable companies of office developers by the Forbes.

MOSCOW STATE UNIVERSITY OF CIVIL ENGINEERING

- PIONEER has concluded an agreement in the scientific and educational fields with Moscow State University of Civil Engineering (MGSU).

ASSOCIATION OF THE COMMERCIAL PROPERTY MARKET

- PIONEER joined ARKN – a professional network of developers working to establish a Russian “green” assessment and certification system for real estate, adhering to rigorous environmental standards.



HIGHLIGHTS 2024

OPUS

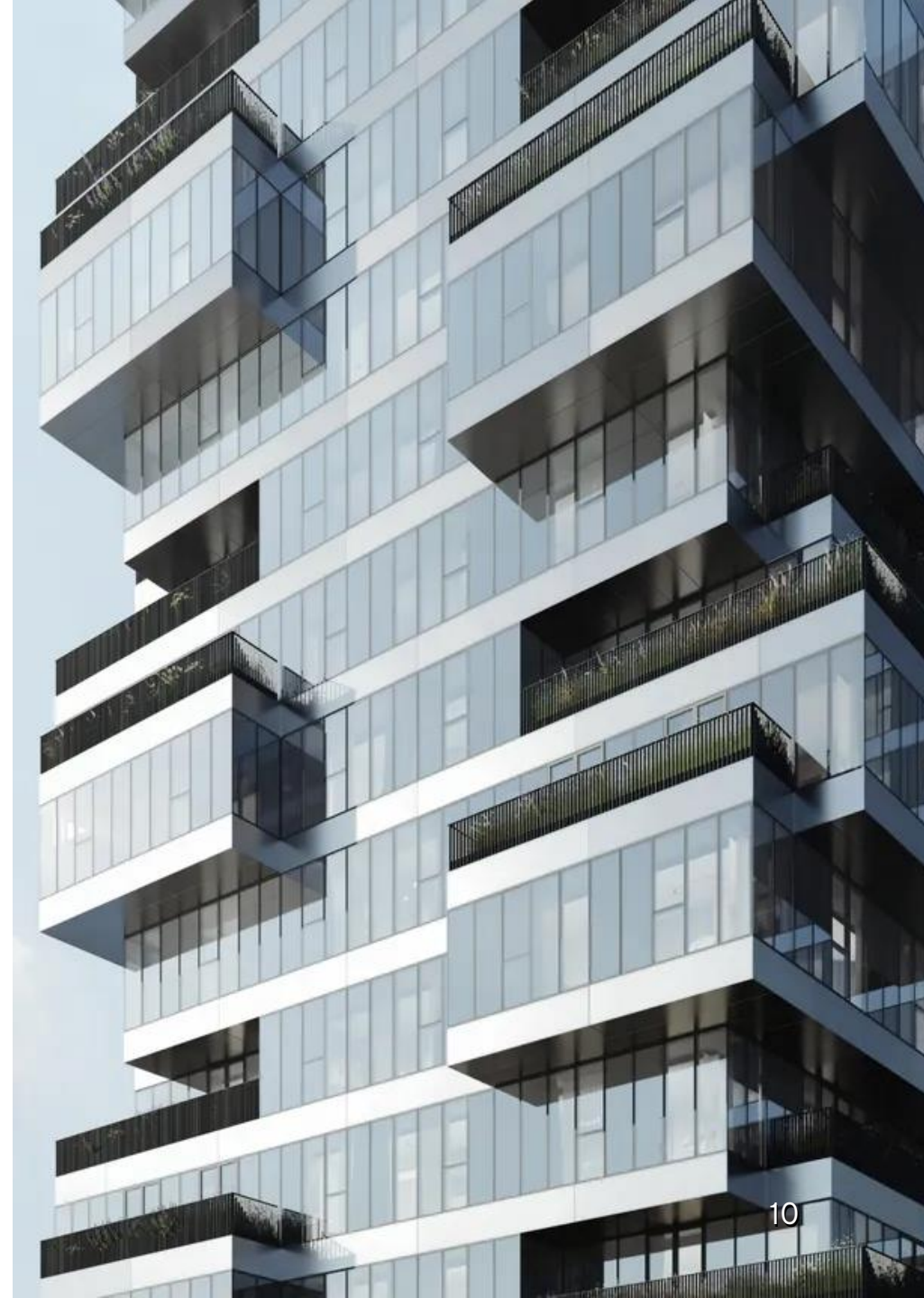
- Project has reached the final stage and was honoured at the International Architecture Awards 2024. The OPUS club residence, designed by “Tsimailo Lyashenko and Partners”, was recognized in the “Multifamily Housing”.
- Project received an award in the “Interior of the Year” according to URBAN AWARDS 2024.

HIGH LIFE

- Tender process for selecting general contractor for second phase of the premium complex HIGH LIFE has been completed. The construction will be carried out by ANTTEQ.

SHIFT

- FODD has been chosen as General Contractor for the SHIFT Residential Development. This is not the first time PIONEER collaborates with FODD. In 2023 FODD has begun work on the OPUS residential club.
- SHIFT residential complex won first place in the category of “Best Under-Construction Premium Residential Complex in Moscow” according to the URBAN 2024 Awards.



HIGHLIGHTS 2024

- **YE'S BOTANICA**
 - YE'S Botanica apart-hotel won "Apart-hotel" category and «Green brick in hotel real estate" according to CRE Awards 2024.
- **OSTANKINO BUSINESS PARK**
 - "The best completed developing project of office buildings in 2023" by the Best completed project in Moscow.
 - Project received "Green" Certification of Russian building assessment system CLEVER.
 - In 2024 PIONEER has sold commercial space as a single lot with total area more than 2 800 sq m.
- **SCHOOL LIFE VARSHAVSKAYA**
 - Winner in the "Best Educational Space" category according to prestigious URBAN AWARDS 2024.
 - "The best school in Russia from developers" according to the ERZ.



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