

# OPERATING RESULTS 2025



As of 31.12.2025

## 28 PROJECTS

Completed in Moscow  
and Saint Petersburg

## 3,1 MLN SQ M

Put into  
operation

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

High credit ratings according to  
the national rating scale

## 24 YEARS

On the real  
estate market

## 1,5 MLN SQ M

At construction  
and design stage

## KEPT (ex-KPMG)

Auditor  
since 2012



# PROJECTS

As of 31.12.2025

ⓘ The area of projects under constructions

**505** thnd sq m

ⓘ The area of projects at the design stage

**~1 000** thnd sq m

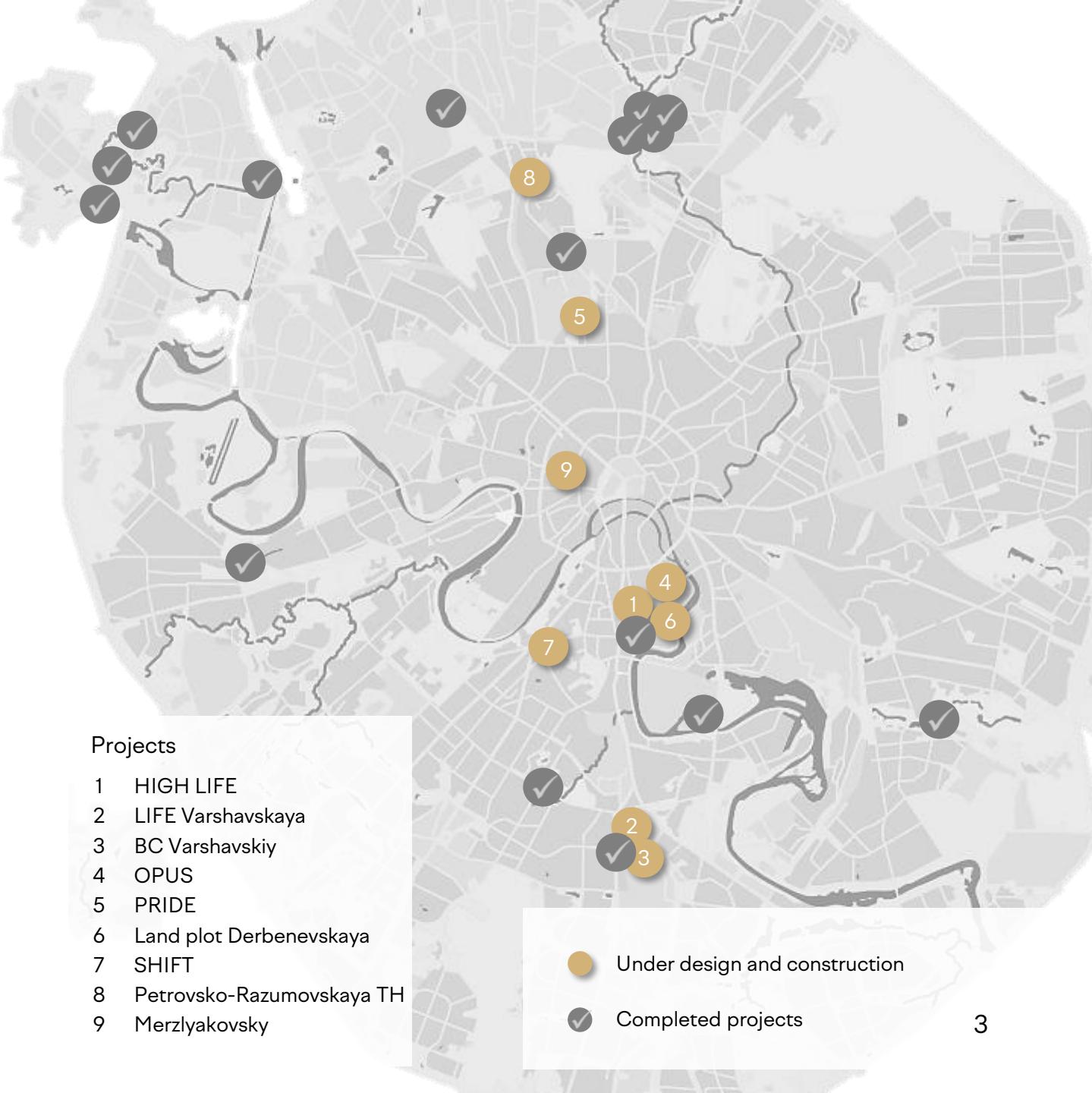
ⓘ The area of completed projects

MOSCOW

**2 370** thnd sq m

SAINT-PETERSBURG

**751** thnd sq m



# CORPORATE GOVERNANCE

## General shareholders meeting

- Independent auditor (Kept, ex-KPMG)

## Board of directors

- Investment committee
- Audit committee
- HR committee and renumeration
- Strategy committee

## General manager

## Management team

Ultimate beneficiary  
Leonid Maksimov



Aleksey  
Miroshnikov  
CEO



Ramil  
Guliev  
Business Development Executive



Maxim  
Gasiev  
NED

### BOARD OF DIRECTORS



Leonid  
Maksimov  
Chair of the Board  
Co-founder



Sergey  
Polikarpov  
NED



Andrey  
Reus  
NED

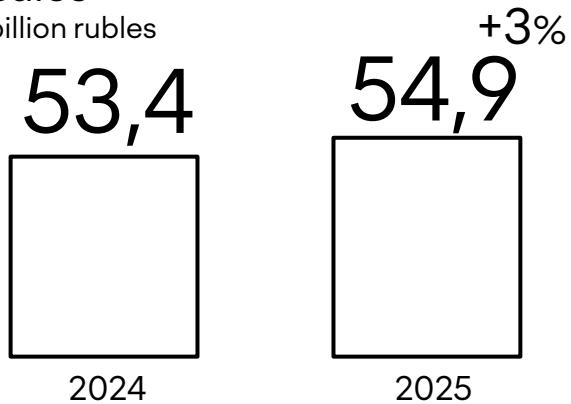


Andrey  
Dementyev  
NED

# SALES

All types of real estate

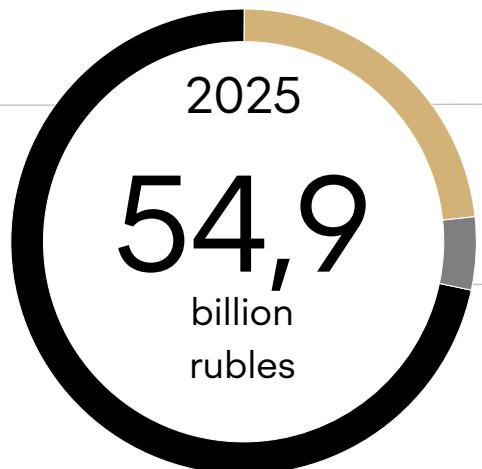
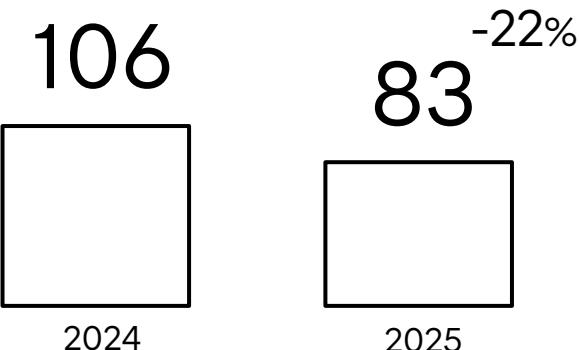
Sales  
billion rubles



Sales structure

78%  
Residential  
real estate  
69% in 2024

Sales volume  
thnd sq m



16%  
Commercial  
real estate  
27% in 2024

6%  
Parking  
4% in 2024

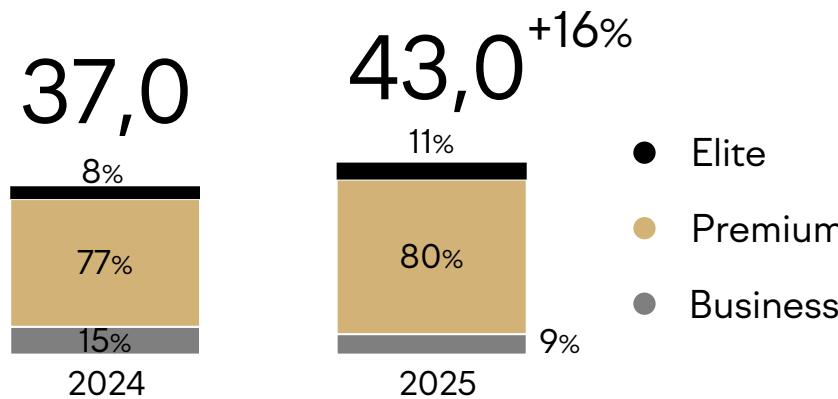
Share of sales with escrow by all  
types of real estate

89% 2025  
95% 2024

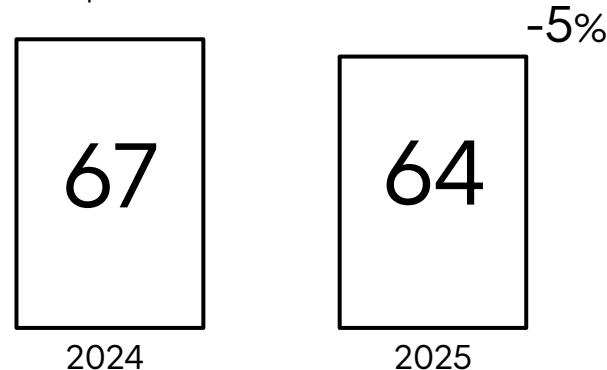
# SALES

## Residential real estate

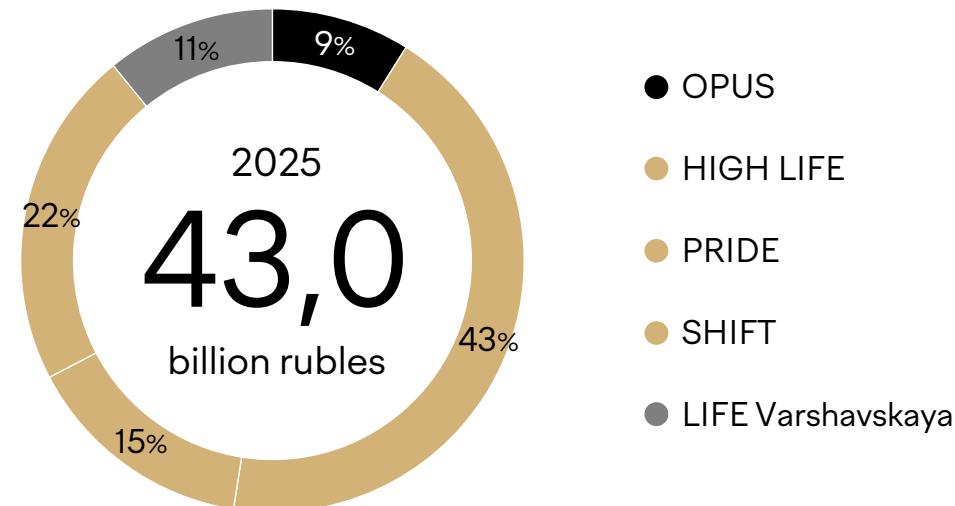
### Sales of residential real estate billion rubles



### Sales volume of residential real estate thnd sq m



### Sales structure of residential real estate by projects



### Average retail price of residential real estate



### Share of mortgage sales

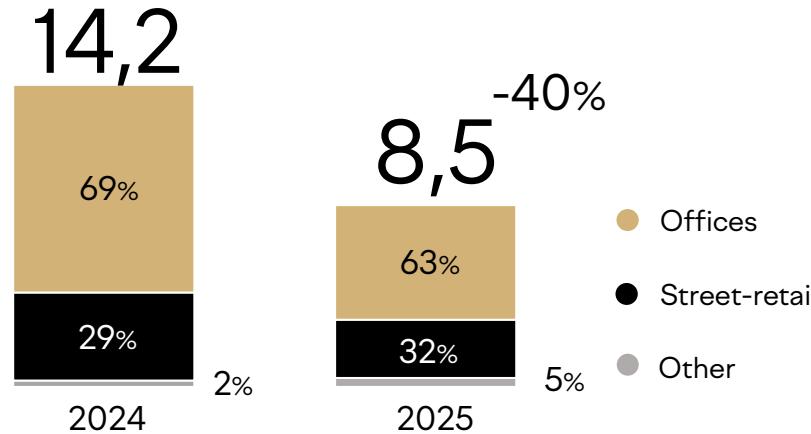


# SALES

## Commercial real estate

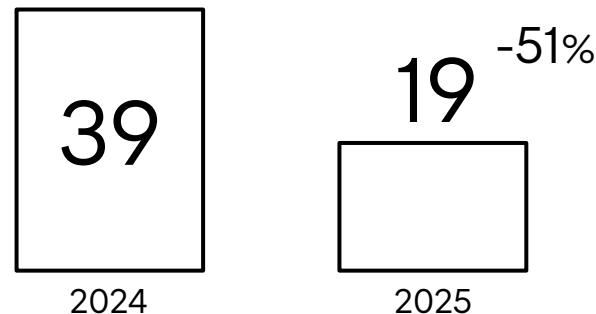
### Sales of commercial real estate

billion rubles

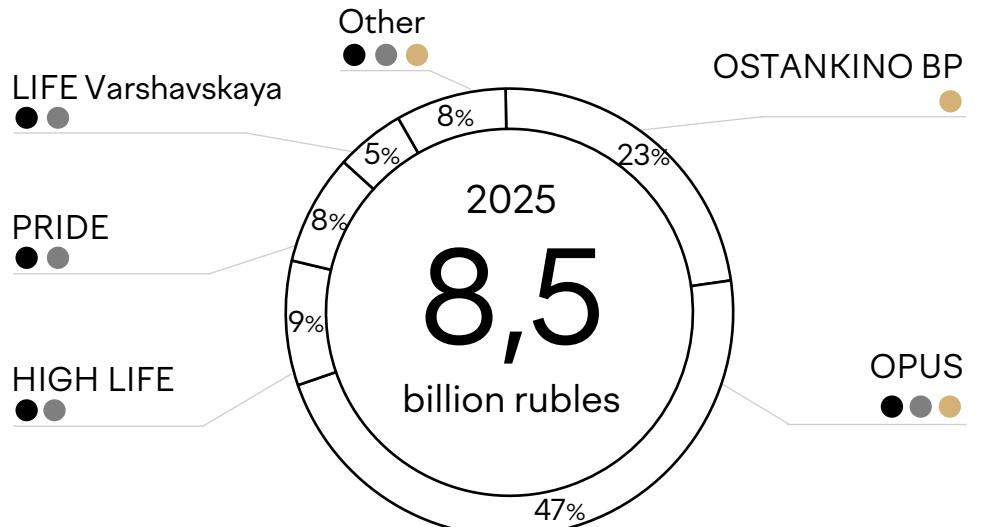


### Sales volume of commercial real estate

thnd sq m



### Sales structure of commercial real estate by projects



The main drivers of commercial real estate sales in 2024 were MFC BOTANICA and OSTANKINO BP 3<sup>rd</sup> phase, where almost all units were sold by the end of 2024.

In the 2025 the Group had active sales of the office spaces in the class "A" business center OPUS, OSTANKINO BP 4<sup>th</sup> phase and in the street retail of the Company's premium line.



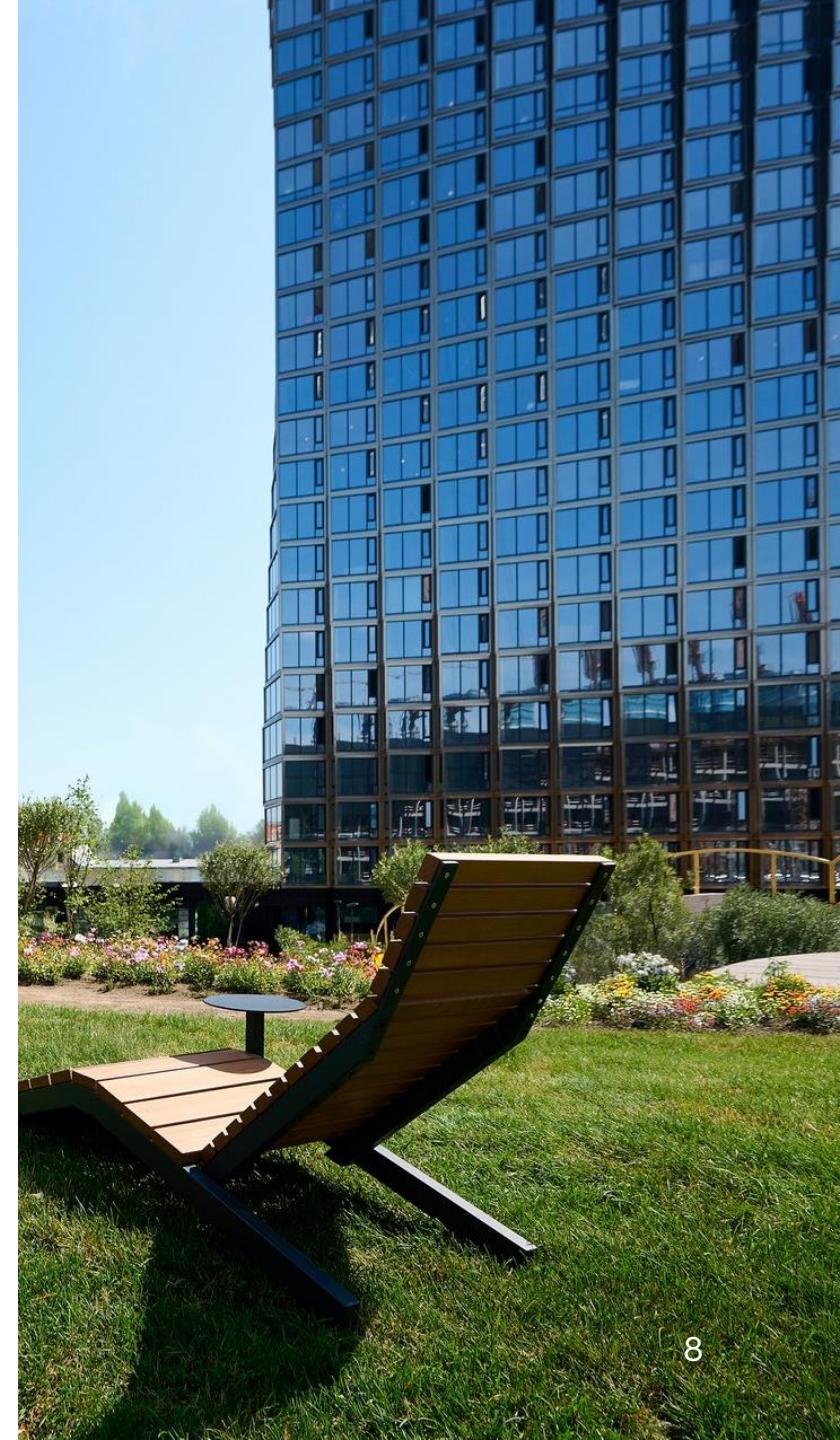
# HIGHLIGHTS 2025

## HIGH LIFE

- The first phase received official approval for the commissioning and became the first built premium residential project in the Paveletskaya area according to «Real Estate Market Records 2025».
- HIGH LIFE won Best Premium Residential Complex at the respected URBAN Awards 2025.

## OPUS

- The landscaping concept for the OPUS club residence recognized as one of the Top 5 Global Projects by Architizer A+Awards.
- The OPUS Club Residence received a special «International Jury's Choice» for innovation and alignment with global trends according to REPA.



# HIGHLIGHTS 2025

## BOTANICA

- BOTANICA business center awarded a Gold-level eco-certification under the national CLEVER green building standard.
- BOTANICA Shopping Centre was Moscow's first major retail launch of 2025. The launch took place in February and anchor tenants have already begun their work in BOTANICA.
- BOTANICA Multifunctional Complex triumphed in the «Multifunctional Real Estate» category according CRE Awards 2025.
- BOTANICA Multifunctional Complex took the first place among completed multifunctional developments according to REPA – the international architecture and property development awards.

## OSTANKINO BUSINESS PARK

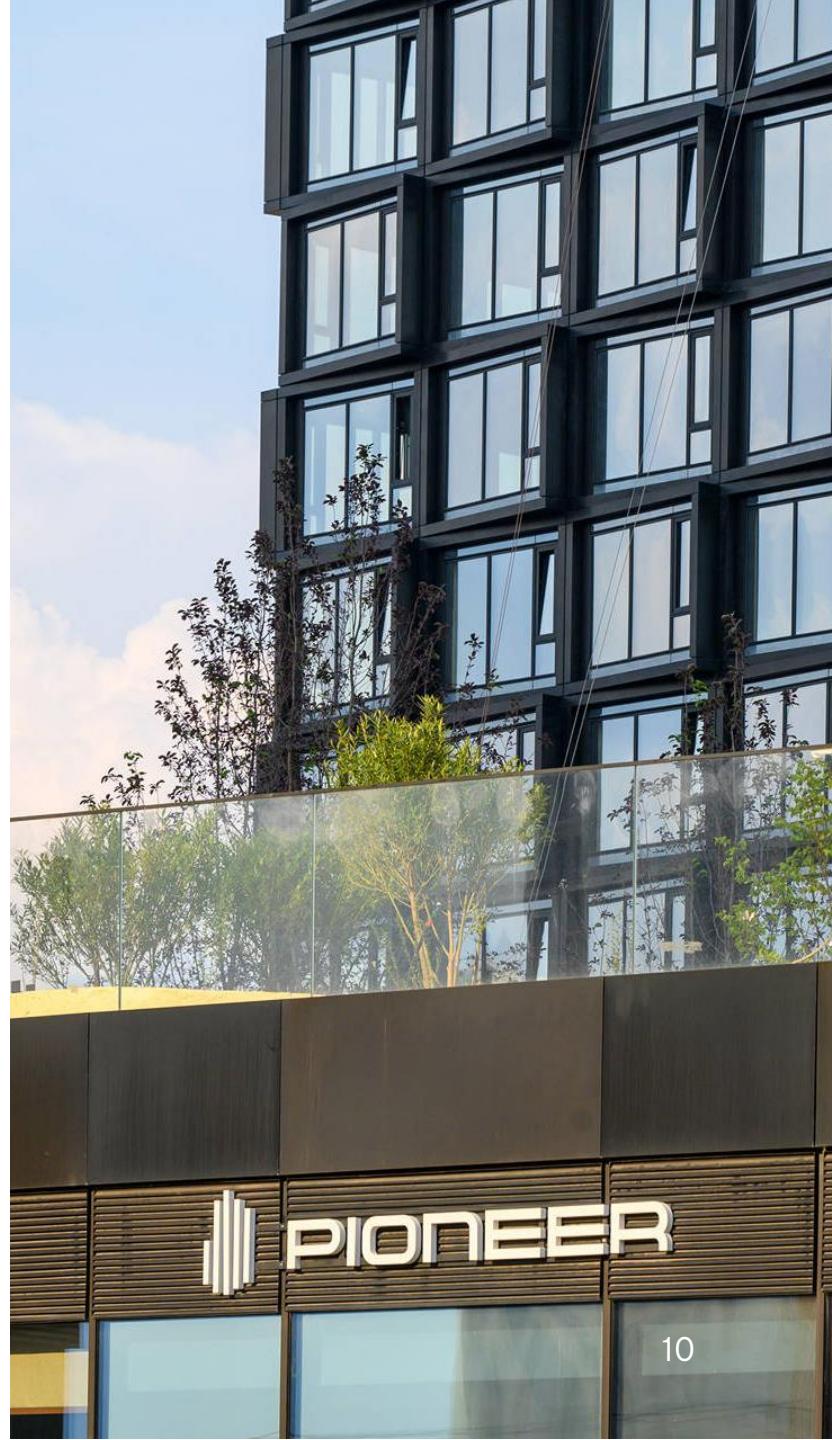
- Project affirmed its status as a project built to Russian environmental standards and received the Green Brick certification at the 2025 CRE Awards.
- PIONEER successfully completed sales of all office premises in OSTANKINO BUSINESS PARK. All sales were finalised before the complex was officially commissioned. The last building of OSTANKINO BUSINESS PARK was commissioned at the end of September 2025.



# HIGHLIGHTS 2025

## PIONEER

- Shareholder Leonid Maksimov was ranked among the top-3 most influent individuals in the Development category of the CRE 100.
- PIONEER was included in TOP-3 Developers selling offices in 2024 by RBC.
- PIONEER joined the CRE League – the professional community which brings together developers, asset managers, investment companies, consultants, constructions companies and other key players in the industry who set high standards of quality.
- The PIONEER team was honoured with the «Team of the Year» title for successful residential and commercial developments by REPA Awards 2025.
- PIONEER was included in the annual rating of RBC 500 largest companies.
- PIONEER and the National Research Moscow State University of Civil Engineering (NRU MGSU) launched the second academic year of their joint educational programme.
- PIONEER awarded the Gold Seal “Reliable Developer of Russia 2025”.



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