

# OPERATING RESULTS 9M 2021



Progressive urban solutions



20

years on the real estate market

completed projects

22

2,3

mln sq m

put into operation

PIONEER GROUP

revenue for 2020\*

46,5

billion rubles

2,0

mln sq m

under design and construction

high credit ratings

BBB+(RU)  
ruBBB+  
A-|ru|

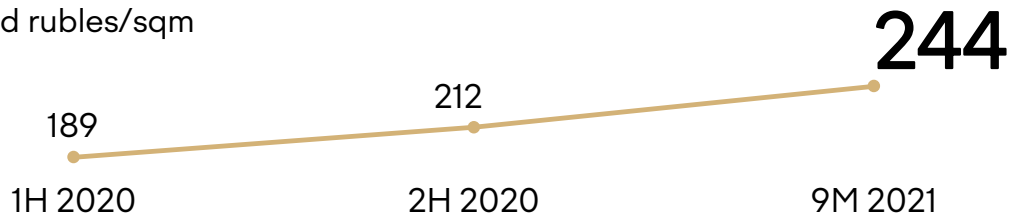
# OPERATING INDICATORS

SALES FOR 9m 2020-2021\*

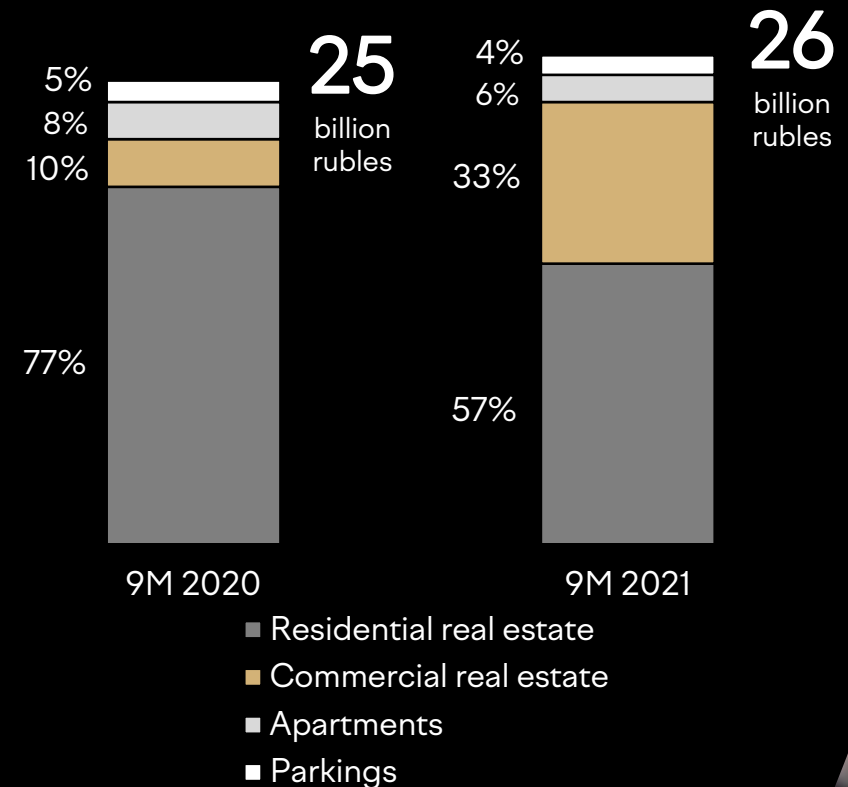


\* It doesn't include preliminary sales in project High Life Letnikovskaya, 11 (6,1 billion rubles or 14,2 thnd sqm for 9M 2021). These sales will be include in operating indicators for 4Q 2021.

AVERAGE RETAIL PRICE OF RESIDENTIAL REAL ESTATE  
thousand rubles/sqm

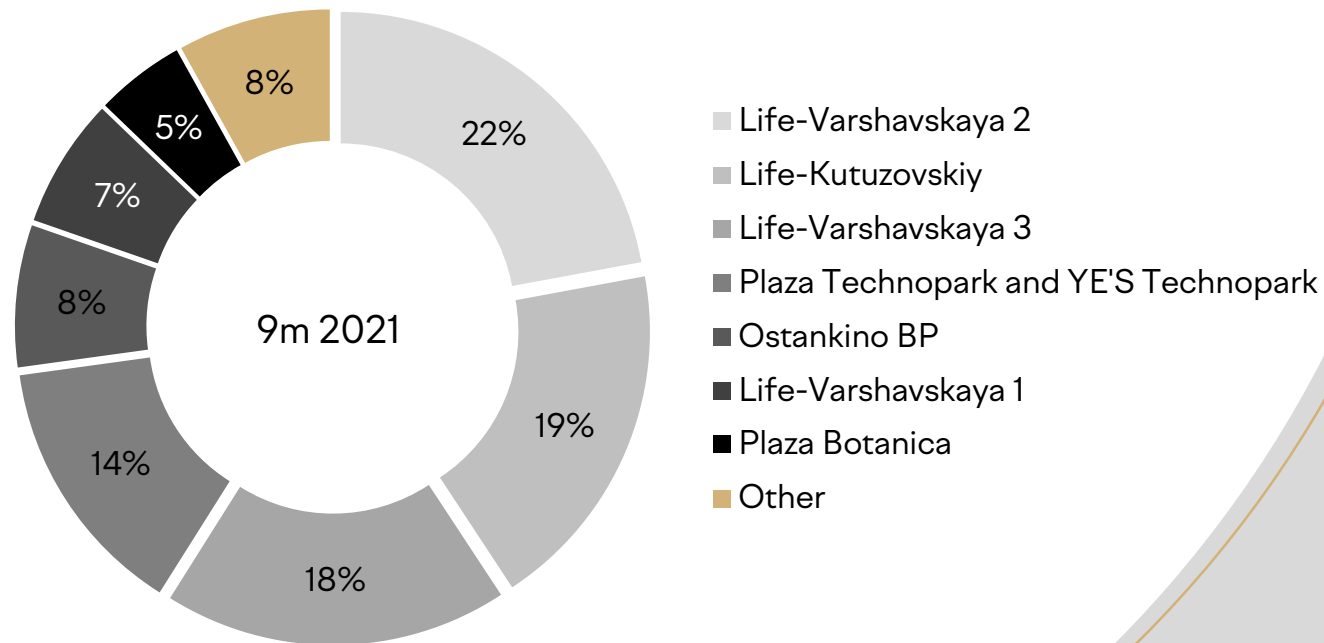


SALES FOR 9m 2020-2021 BY TYPES



# OPERATING INDICATORS

SALES FOR 9m 2021 BY PROJECTS



SHARE OF SALES WITH ESCROW  
(all types of real estate)

**69%** 9m 2021

40% 9m 2020

SHARE OF MORTGAGE SALES

**70%** 9m 2021

65% 9m 2020

# HIGHLIGHTS 3Q 2021



## TOP-4

Life-Varshavskaya was included in the ranking of the most saleable newly erected building of Moscow in the period of 9 months 2021 (by RBC Realty, Azbuka zhylya)



## 252 billion rubles

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



## Sales launching

The Group opened sales in new building of Life-Varshavskaya 3. It's eligible to reserve and buy apartments in buildings 3, 4 and 10, total amount of lots is more that 1000 apartments



## Additional financing

In 3<sup>rd</sup> quarter 2021 the Group opened credit lines as project financing for Life-Varshavskaya 3 and Ostankino business park (1<sup>st</sup> phase)

# HIGHLIGHTS 3Q 2021

## New project

In 3<sup>rd</sup> quarter the Group purchased a land plot in Moscow's Levoberezhny district (near to Rechnoy vokzal and Belomorskaya metro stations)



## Ostankino Business Park

In Ostankino Business Park was sold whole floor in 3<sup>rd</sup> building. The total gross building area of the deal was about 1 700 sqm



## Plaza Technopark

In September 2021 were concluded 2 big wholesales deals of selling of office real estate. The total gross building area of deals was about 3 200 sqm



## Offices

Since the beginning of the year the Group has sold more than 37 000 sqm of offices, that in 20 times more than in 9 months 2020 (2 000 sqm)





## RAEX-600

Pioneer Group customarily was included in TOP-600 the biggest company of Russia (by RAEX). The result was improved by 42 positions comparing previous year



## Handover of keys

Since September 27<sup>th</sup> handover of keys started in B7 building in Life-Varshavskaya



## YE'S Botanica

The handover on keys in apartment hotel YE'S Botanica was completed in 3<sup>rd</sup> quarter 2021 (permit for the commissioning was obtained in March 2021)



## Kitchen Garden

Modern public space has been opened in apartment hotel YE'S Marata and includes summer terrace, bar, relax zones and ping-pong tables

**HIGHLIGHTS**  
**3Q 2021**

# 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



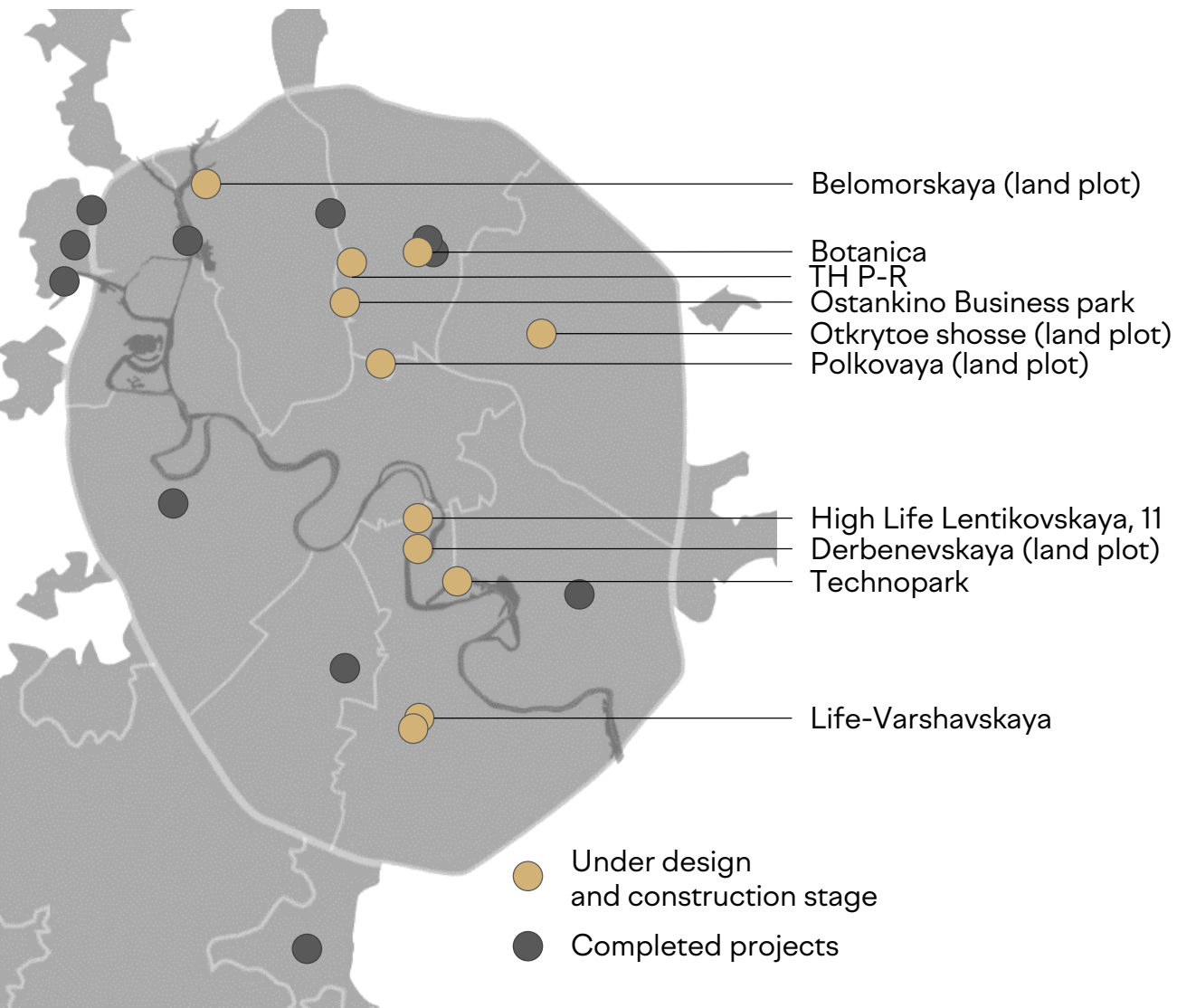
**Andrey Reus**  
NED



**Andrey Dementyev**  
NED



# PROJECTS



As at 30.09.2021

⤴ The area of objects under construction

**671** thnd sq m

⤴ The area of objects at the design stage

**1 360** thnd sq m

⤴ The area of completed objects

MOSCOW

**1 564** thnd sq m

SAINT-PERESBURG

**751** thnd sq m

# CONTACTS

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