

Operating results for 2Q and 1H of 2021



PIONEER

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

1,5

mln sq m

under design and construction

high credit ratings

BBB+(RU)

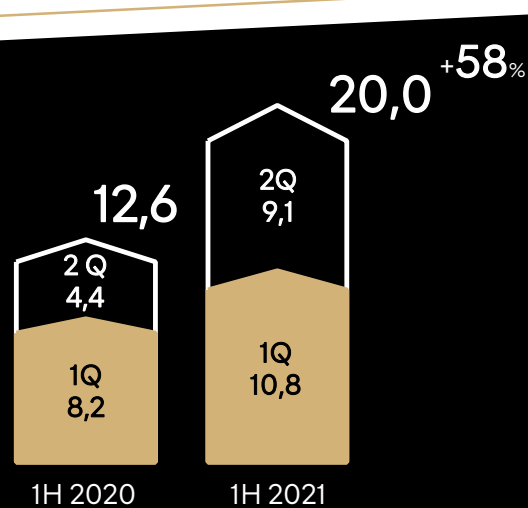
ruBBB+

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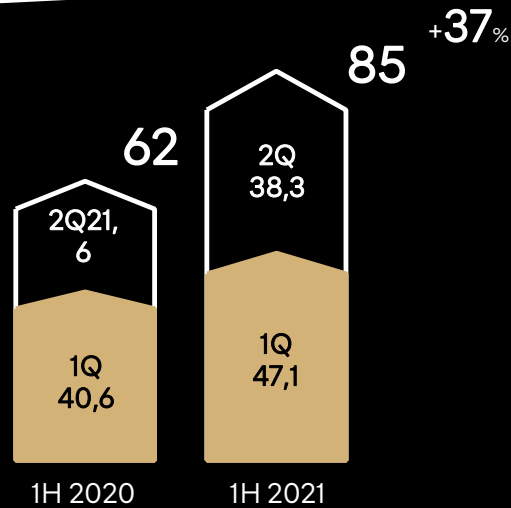
OPERATING RESULTS

Drivers of significant sales growth in 1H 2021 compared to 1H 2020:

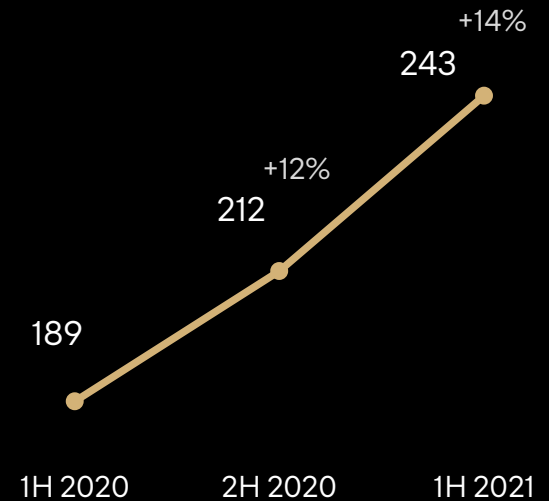
- ✓ Demand increasing due to implementation and subsequent extension of subsidy mortgage loans starting 3Q 2020.
- ✓ Organic price growth per sqm due to increased demand



Sales, billion rubles



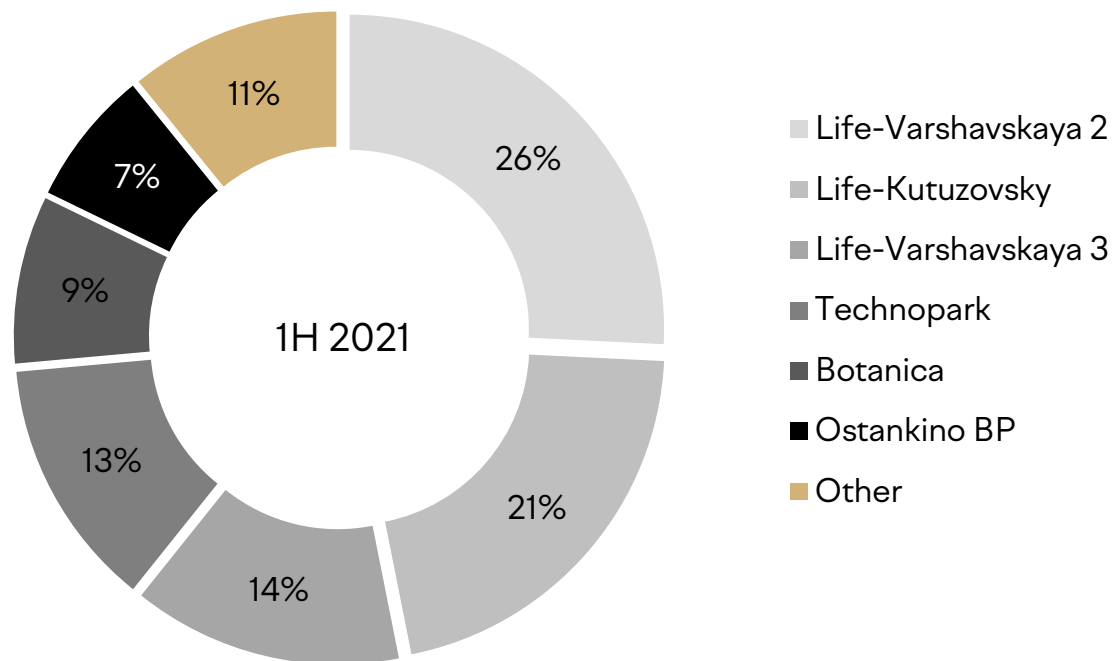
Sales volume, thousand sqm



Average retail price of residential real estate, thousand rubles/sqm

OPERATING RESULTS

Sales structure by projects



Share of sales with escrow

66% 1H 2021

36% 1H 2020

Share of mortgage sales

63% 1H 2021

66% 1H 2020



200 thousand sqm

Were obtained permits of construction in projects:
Life-Varshavskaya 3 and Ostankino Business Park (2 phase)



Plaza Technopark

In June were concluded a big wholesales deal of selling of whole floor of office real estate in Technopark Plaza. The total gross building area of the deal was 2 200 sqm



Ostankino Business Park

Two wholesale trades were concluded in Ostankino Business Park: 2 floors of 3rd building were purchased almost completely. The total gross building area of deals was about 3 300 sqm

**HIGHLIGHTS
2Q 2021**

HIGHLIGHTS 2Q 2021



Bond loan

In April 2021 the Group successfully repaid principal of 3rd bond series



262 billion rubles

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



Cashing escrow

The Group successfully and for the first time cashed escrow accounts after project Life-Varshavskaya 2 (1st phase) was commissioned in April



Additional financing

In June 2021 the Group opened credit lines as project financing for commercial real estate projects: Ostankino Business Park and Botanica Mall and Plaza

HIGHLIGHTS 2Q 2021



Reputation

Leonid Maximov, CEO of the Group, took the 1st place in the nomination «Owner» («Developer» category) in prestigious award Reputation



TOP-1

The Group became a winner in two nominations at Real Estate market Awards 2021: Company N°1 (Pioneer Group) and Commercial project N°1 (Ostankino Business Park)



TOP-4

Life-Botanichesky sad was included in TOP-4 of Moscow newbuilds as at 1st of June, 2021 (by ERZ)





HIGHLIGHTS 2Q 2021



Pioneer Group's Birthday

In the summer of 2021, the Group celebrates the 20th anniversary of the company's activity in the real estate market



Corporate Governance

In June 2021, the General Meeting of the Group decided to form a Board of Directors consisting of 7 members with the participation of two independent directors



Dividend Policy

The Board of Directors approved Dividend Policy that sets the amount of dividends of at least 10% and no more than 20% of the Group's Net Income under IFRS

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

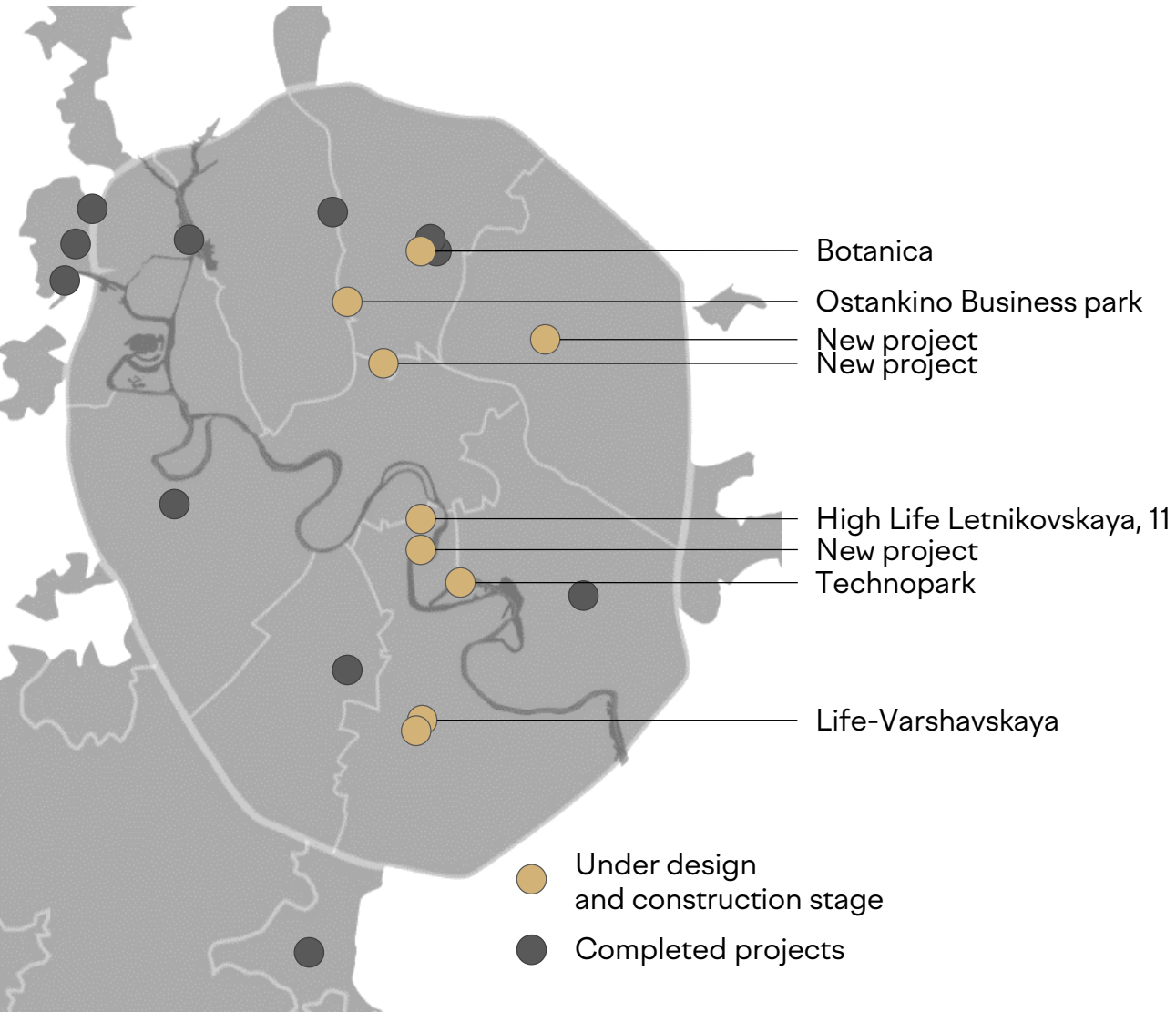


Andrey Reus
NED



Andrey Dementyev
NED

PROJECTS



⤴ The area of objects under construction

671 thnd sq m

⤴ The area of objects at the design stage

862 thnd sq m

⤴ The area of completed objects

MOSCOW

1 564 thnd sq m

SAINT-PETERSBURG

751 thnd sq m

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