

# FY 2019 AND 4Q 2019 OPERATING RESULTS

20 January 2020



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# RESULTS SUMMARY

## DELIVERIES

+30%



622

THS SQM

In 2019, Etalon Group delivered 622 ths sqm of NSA, up by 30% y-o-y

## NEW CONTRACT SALES

+13%



77.6

BLN RUB

In FY 2019, new contract sales reached an all-time high and amounted to RUB 77,627 mln, up by 13% y-o-y

## CASH COLLECTIONS

+24%



77.7

BLN RUB

Cash collections rose by 24% y-o-y to a record-high RUB 77,713 mln

## AVERAGE APARTMENT PRICE

+19%



156

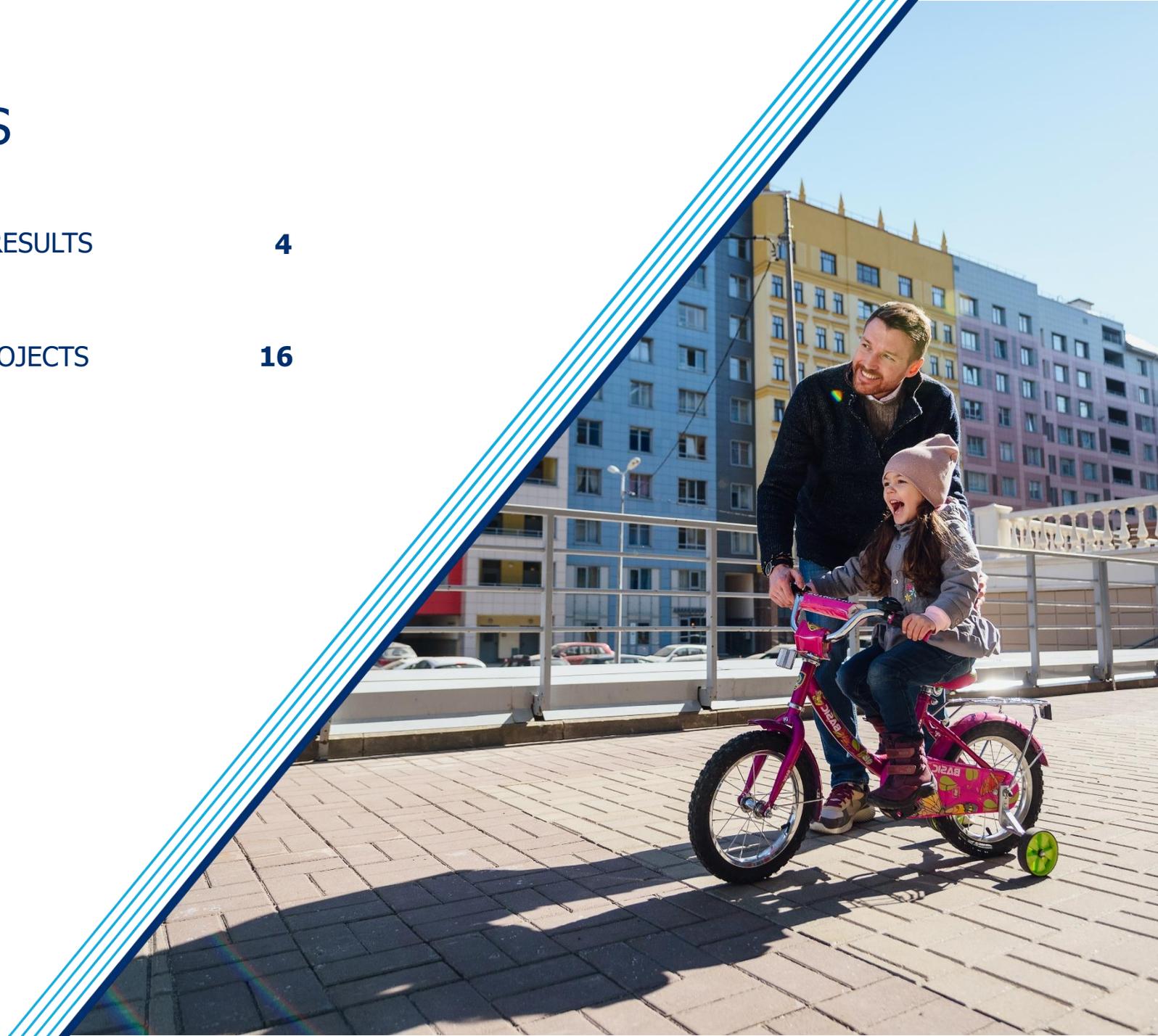
THS RUB/SQM

In 4Q 2019, average price for apartments reached a new high of 156,271 RUB/sqm, up by 19% y-o-y

# CONTENTS

**1** / OPERATING RESULTS **4**

**2** / SELECTED PROJECTS **16**



# OPERATING RESULTS

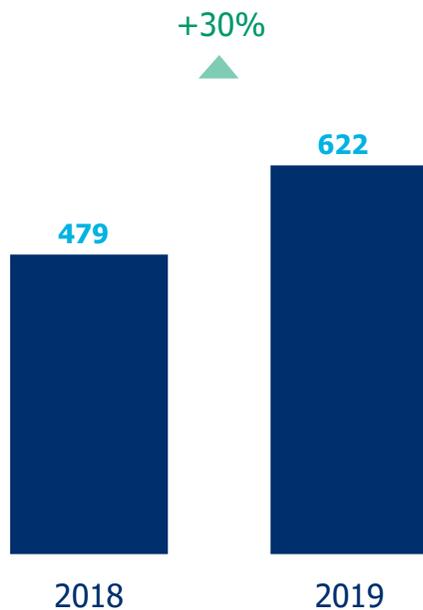


# DELIVERIES IN FY 2019

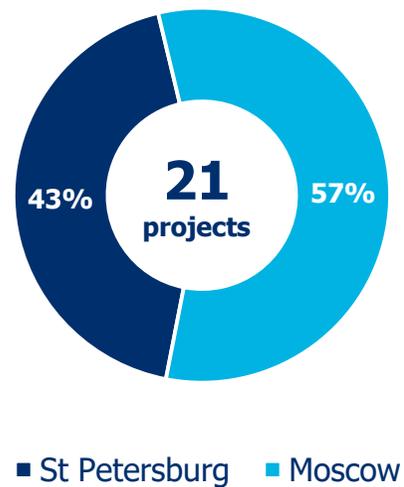


ETALON GROUP DELIVERED AN ALL-TIME  
HIGH 622 THS SQM OF NSA IN FY 2019

**DELIVERIES**  
ths sqm



**2019 DELIVERIES BREAKDOWN**  
ths sqm

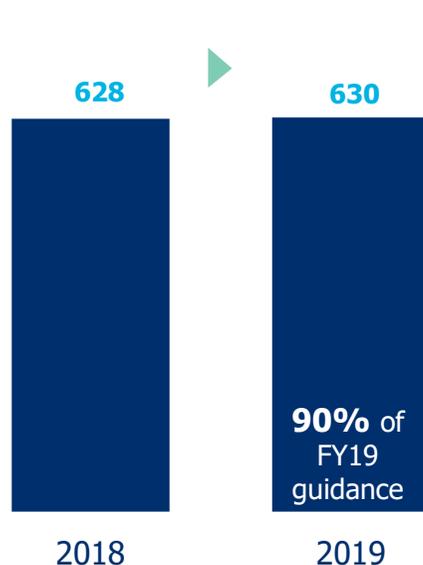


# FY 2019 OPERATING RESULTS

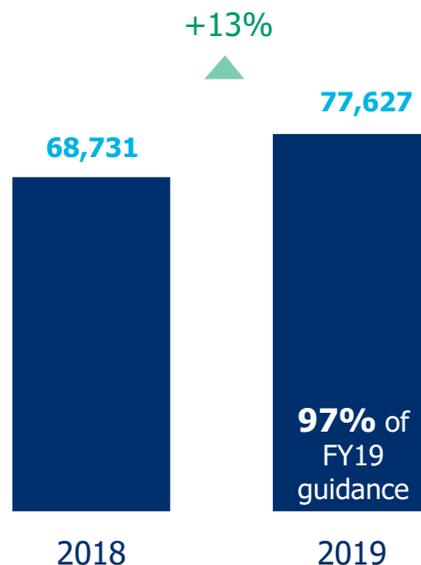


ETALON GROUP DELIVERED RECORD PERFORMANCE ACROSS ALL KEY METRICS IN FY 2019

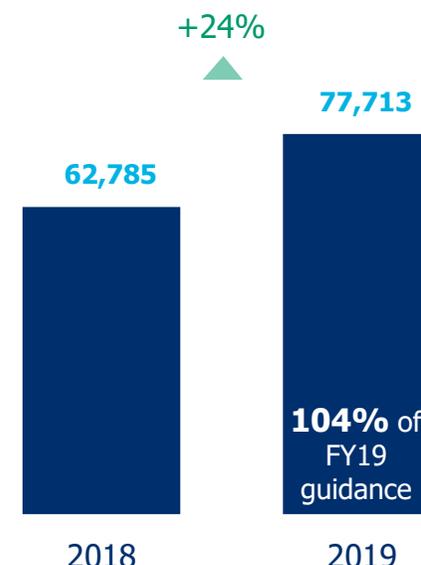
## NEW CONTRACT SALES ths sqm



## NEW CONTRACT SALES mln RUB



## TOTAL CASH COLLECTIONS mln RUB



- The number of new contracts amounted to **12,040 in FY 2019**
- Cash collections in escrow accounts reached **RUB 692 mln (1% of FY 2019 cash collections)**

Source: Company data; y-o-y change was calculated without rounding.

# FY 2019 OPERATING RESULTS: BREAKDOWN BY REGIONS



CASH COLLECTIONS AND NCS IN MOSCOW REACHED RECORD LEVELS OF RUB 46 BLN AND 43 BLN, RESPECTIVELY

## NEW CONTRACT SALES ths sqm

### Moscow

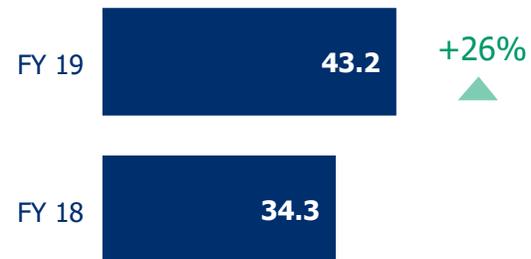


### St Petersburg

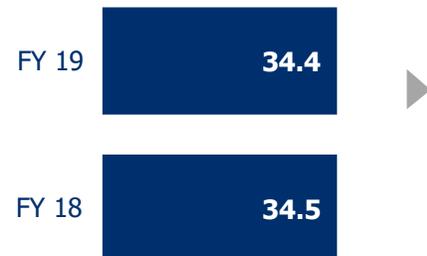


## NEW CONTRACT SALES bln RUB

### Moscow

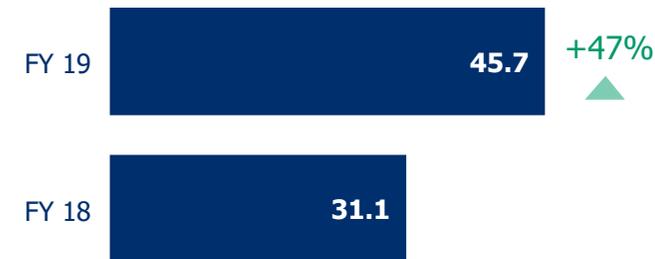


### St Petersburg

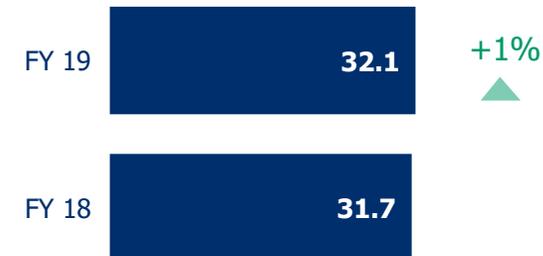


## TOTAL CASH COLLECTIONS bln RUB

### Moscow



### St Petersburg



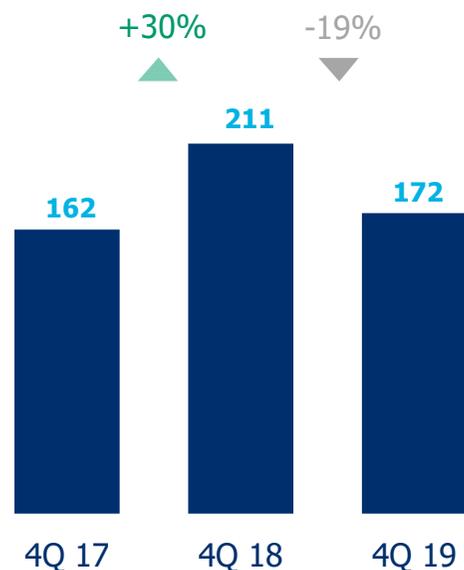
Source: Company data; y-o-y change was calculated without rounding.

# 4Q 2019 OPERATING RESULTS

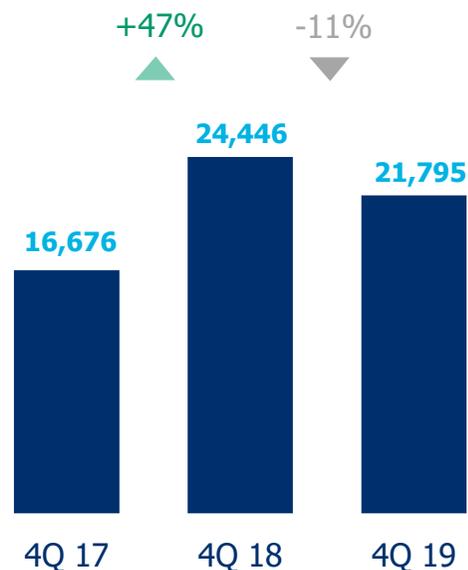


FRONT-LOADED DEMAND IN 4Q 2018, DRIVEN BY EXPECTATIONS OF NEW INDUSTRY REGULATION AND UNCERTAINTY AROUND MORTGAGE RATES, CREATED A HIGH BASE

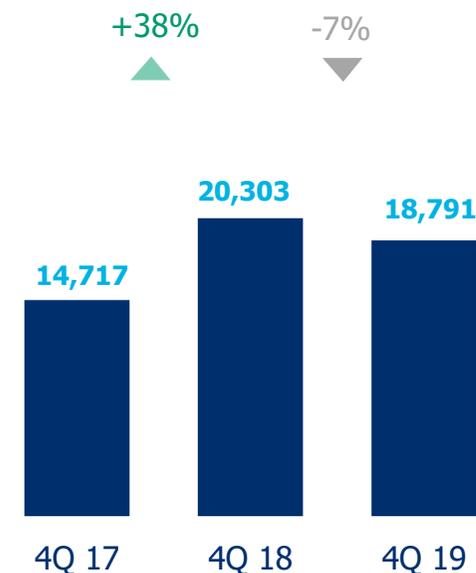
**NEW CONTRACT SALES**  
ths sqm



**NEW CONTRACT SALES**  
mln RUB



**TOTAL CASH COLLECTIONS**  
mln RUB



- The number of new contracts amounted to **2,931 in 4Q 2019**
- Cash collections in escrow accounts reached **RUB 692 mln (4% of 4Q 2019 cash collections)**

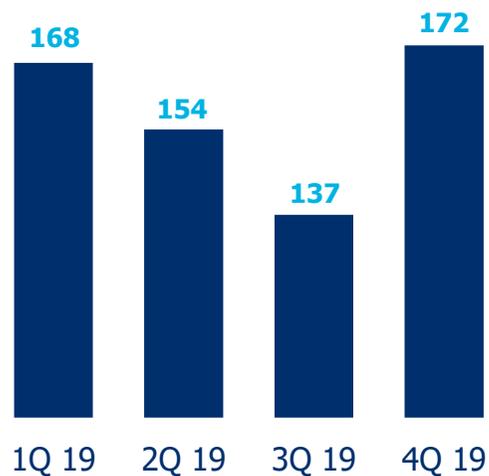
Source: Company data; y-o-y change was calculated without rounding.

# QUARTERLY SALES PERFORMANCE

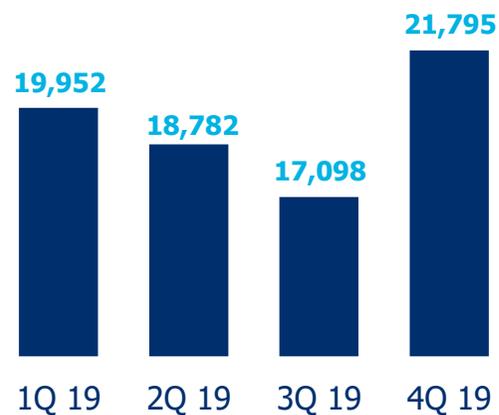


ETALON SHOWED THE STRONGEST QUARTERLY NEW CONTRACT SALES PERFORMANCE IN 4Q 2019

**NEW CONTRACT SALES**  
ths sqm



**NEW CONTRACT SALES**  
mln RUB



# 4Q 2019 OPERATING RESULTS: BREAKDOWN BY REGIONS



## NEW CONTRACT SALES ths sqm

### Moscow



### St Petersburg

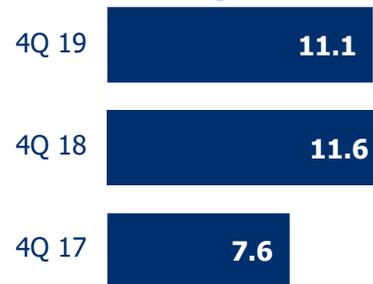


## NEW CONTRACT SALES bln RUB

### Moscow

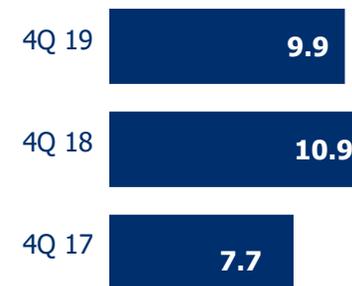


### St Petersburg



## TOTAL CASH COLLECTIONS bln RUB

### Moscow



### St Petersburg



# AVERAGE PRICE AND DOWN PAYMENT PERFORMANCE



AVERAGE PRICE FOR APARTMENTS INCREASED BY 19% YEAR-ON-YEAR

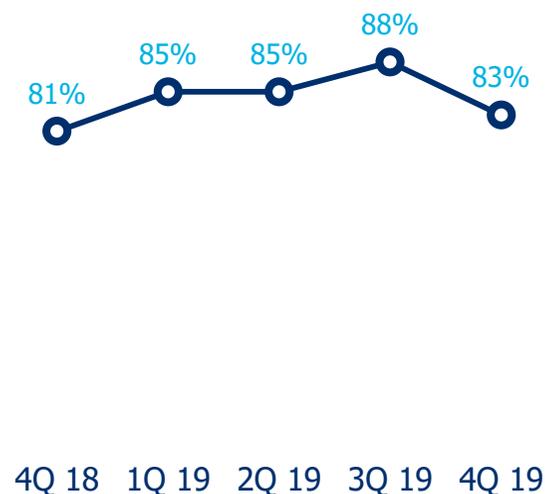
**AVERAGE PRICE**  
ths RUB/sqm



**AVERAGE PRICE APARTMENTS**  
ths RUB/sqm



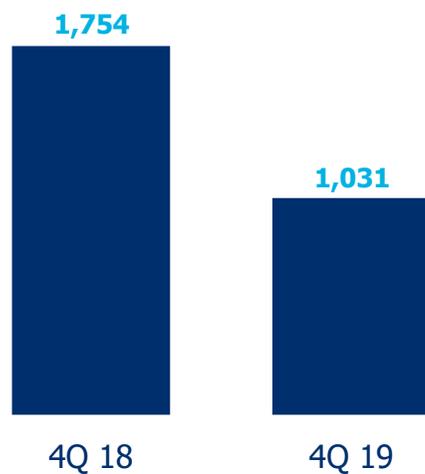
**AVERAGE DOWN PAYMENT**  
%



Source: Company data

# MORTGAGE SALES

## NUMBER OF MORTGAGE CONTRACTS SIGNED



## MORTGAGE CONTRACTS AS A SHARE OF SALES



## AVERAGE MORTGAGE RATE IN RUSSIA<sup>(1)</sup>



Source: Company data

<sup>(1)</sup> Weighted average interest rate on mortgage loans given to residents of Russia for acquisition of apartments on the primary market during the month, based on CBR data

# SALES PORTFOLIO



LEADER-INVEST PROJECTS AMOUNTED TO 21% AND 28% OF SALES IN SQM AND MONEY TERMS, RESPECTIVELY

## 4Q 2018 NEW CONTRACT SALES BY PROJECT

sqm



## 4Q 2019 NEW CONTRACT SALES BY PROJECT

sqm



- Galactica remains the largest project in terms of new contract sales
- Nagatino i-Land sales reached 3% since its launch in November 2019
- The share of business class projects reached 22% and 36% in sqm and money terms, respectively

Source: Company data; percentages may not add up due to rounding.

# REGIONAL SALES PERFORMANCE



NATIONWIDE SALES & MARKETING NETWORK SUPPORTS SUSTAINABLE CONTRACT SALES FOR ETALON GROUP PROJECTS

## SHARE OF REGIONAL BUYERS



1Q 19 2Q 19 3Q 19 4Q 19

## ETALON GROUP'S REGIONAL SALES GEOGRAPHY<sup>(1)</sup>

REGION	SHARE OF TOTAL CONTRACTS
Leningrad region	3.3%
Krasnoyarsk Krai	1.7%
Khanty-Mansi AD	1.5%
Khabarovskiy Krai	1.2%
Nenets AD	1.1%
Arkhangelsk region	0.9%
Samara region	0.8%
Perm Krai	0.8%
Kabardino-Balkaria	0.8%
Other Russian regions	19.0%
Foreigners	0.8%
<b>TOTAL</b>	<b>31.9%</b>

## REGIONAL POPULATION ACTIVELY BUYS APARTMENTS IN MOSCOW AND ST PETERSBURG



- Etalon Group's sales force focuses on regions with the highest per capita income levels
- Leader-Invest projects are now sold via Etalon Group's regional sales network
- Key markets: St Petersburg and Moscow
- 58 cities covered by 25 sales offices nationwide
- External professional marketing and sales service agents engaged nationwide

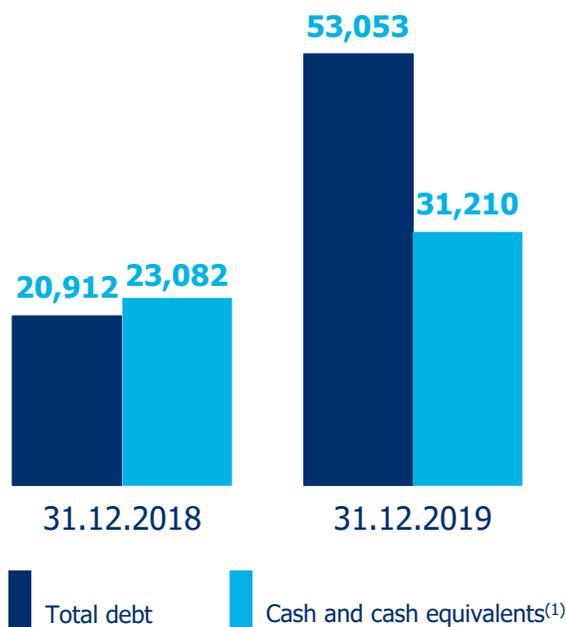
<sup>(1)</sup> Company data for 4Q 2019

# MAINTAINING A STRONG BALANCE SHEET

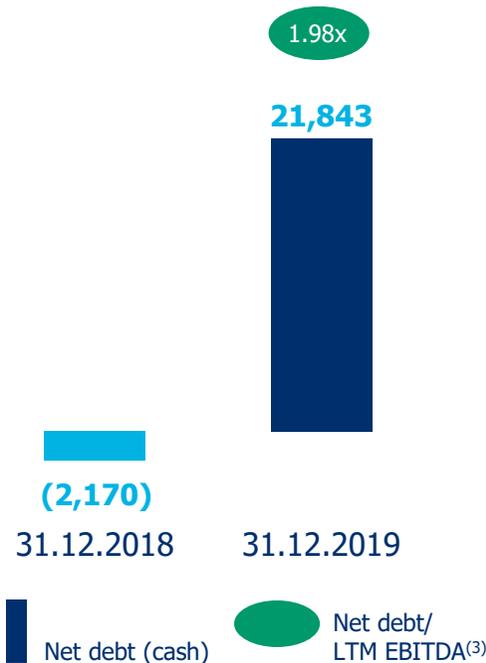


ETALON NET DEBT AMOUNTED TO RUB 22 BLN AT THE END OF 2019

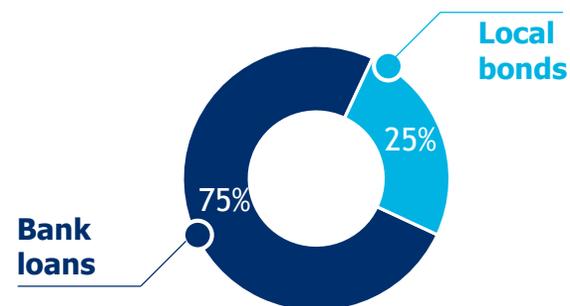
## STRONG LIQUIDITY POSITION mln RUB



## NET DEBT (CASH) mln RUB



## BALANCED GROSS DEBT COMPOSITION<sup>(2)</sup>



- 100% of debt denominated in RUB
- Average cost of borrowings declined from 9.85% at the end of 2018 to 9.40% at the end of 2019

Source: Company data

<sup>(1)</sup>Including bank deposits over 3 months

<sup>(2)</sup>As of 31.12.2019

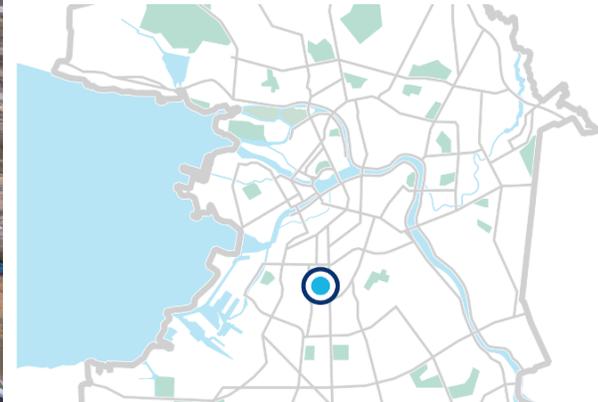
<sup>(3)</sup>LTM EBITDA as of 30.06.2019

# SELECTED PROJECTS



JANUARY 2020

DECEMBER 2018



Total NSA  
809 ths sqm

Open Market Value<sup>(1)</sup>  
RUB 17,268 mln

Income from sales<sup>(1)</sup>  
RUB 78,386 mln

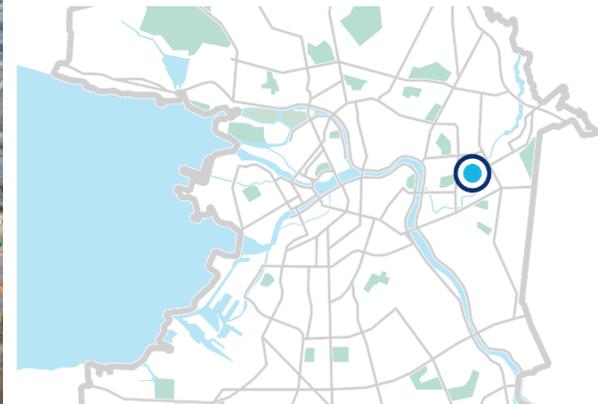
St Petersburg

<sup>(1)</sup> Knight Frank estimate as of 31.12.2018

# OKHTA HOUSE

JANUARY 2020

DECEMBER 2018



Total NSA  
133 ths sqm

Open Market Value<sup>(1)</sup>  
RUB 5,469 mln

Income from sales<sup>(1)</sup>  
RUB 19,036 mln

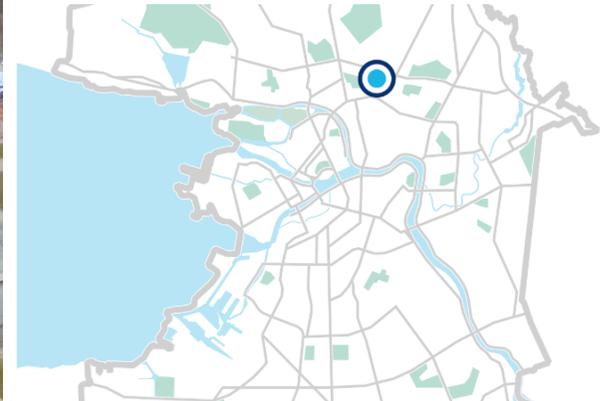
St Petersburg

<sup>(1)</sup> Knight Frank estimate as of 31.12.2018

# HOUSE ON BLYUKHERA

JANUARY 2020

DECEMBER 2018



Total NSA  
105 ths sqm

Open Market Value<sup>(1)</sup>  
RUB 2,500 mln

Income from sales<sup>(1)</sup>  
RUB 8,938 mln

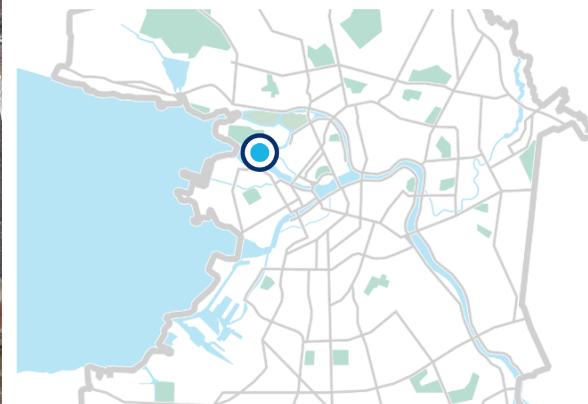
St Petersburg

<sup>(1)</sup> Knight Frank estimate as of 31.12.2018

# PETROVSKIY LANDMARK

JANUARY 2020

DECEMBER 2018



Total NSA  
89 ths sqm

Open Market Value<sup>(1)</sup>  
RUB 5,115 mln

Income from sales<sup>(1)</sup>  
RUB 15,409 mln

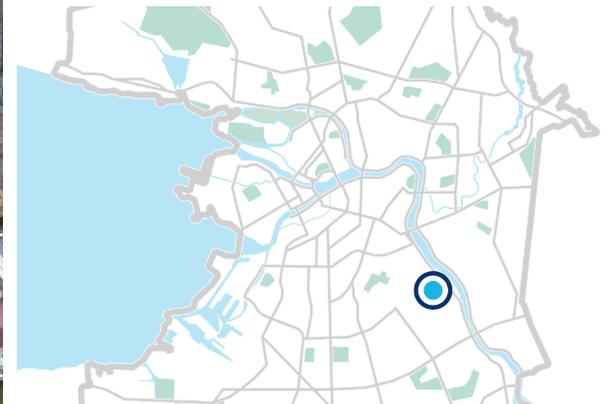
St Petersburg

<sup>(1)</sup> Knight Frank estimate as of 31.12.2018

# ETALON ON THE NEVA

JANUARY 2020

DECEMBER 2018



Total NSA  
76 ths sqm

Open Market Value<sup>(1)</sup>  
RUB 2,928 mln

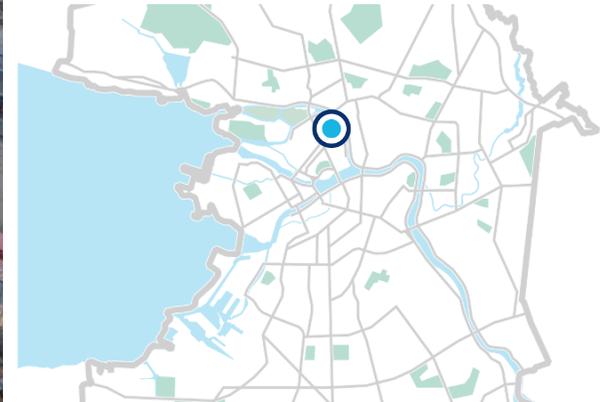
Income from sales<sup>(1)</sup>  
RUB 8,980 mln

St Petersburg

<sup>(1)</sup> Knight Frank estimate as of 31.12.2018

JANUARY 2020

DECEMBER 2018



Total NSA  
47 ths sqm

Open Market Value<sup>(1)</sup>  
RUB 2,699 mln

Income from sales<sup>(1)</sup>  
RUB 7,519 mln

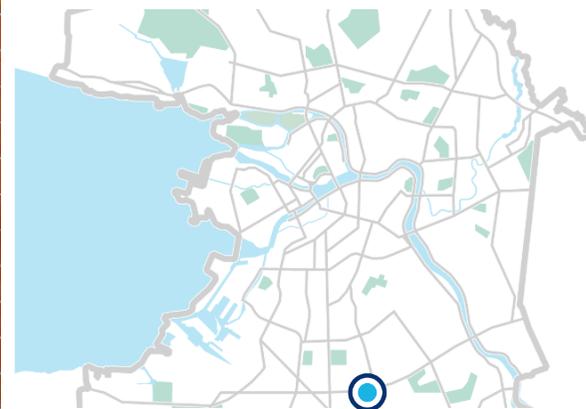
St Petersburg

<sup>(1)</sup> Knight Frank estimate as of 31.12.2018

# HOUSE ON KOSMONAVTOV

JANUARY 2020

DECEMBER 2018



Total NSA  
27 ths sqm

Open Market Value<sup>(1)</sup>  
RUB 1,129 mln

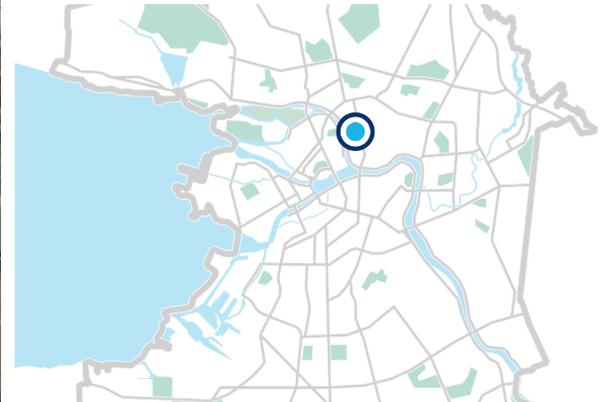
Income from sales<sup>(1)</sup>  
RUB 2,364 mln

St Petersburg

<sup>(1)</sup> Knight Frank estimate as of 31.12.2018

JANUARY 2020

DECEMBER 2018



Total NSA  
14 ths sqm

Open Market Value<sup>(1)</sup>  
RUB 831 mln

Income from sales<sup>(1)</sup>  
RUB 2,199 mln

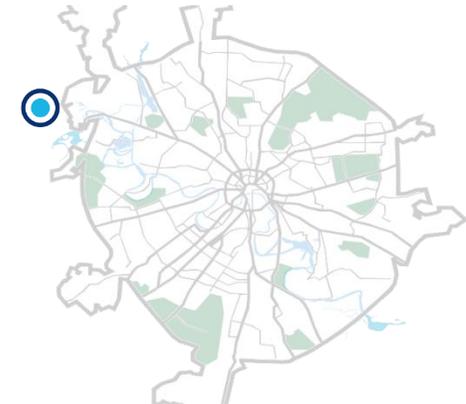
St Petersburg

<sup>(1)</sup> Knight Frank estimate as of 31.12.2018

# EMERALD HILLS

JANUARY 2020

DECEMBER 2018



Total NSA  
855 ths sqm

Open Market Value<sup>(1)</sup>  
RUB 8,673 mln

Income from sales<sup>(1)</sup>  
RUB 60,108 mln

Moscow region

<sup>(1)</sup> Knight Frank estimate as of 31.12.2018

# SUMMER GARDEN

JANUARY 2020

DECEMBER 2018



Total NSA  
294 ths sqm

Open Market Value<sup>(1)</sup>  
RUB 6,696 mln

Income from sales<sup>(1)</sup>  
RUB 35,947 mln

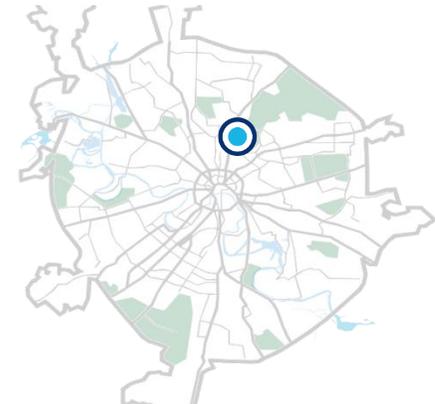
Moscow

<sup>(1)</sup> Knight Frank estimate as of 31.12.2018

# SILVER FOUNTAIN

JANUARY 2020

DECEMBER 2018



Total NSA  
226 ths sqm

Open Market Value<sup>(1)</sup>  
RUB 11,111 mln

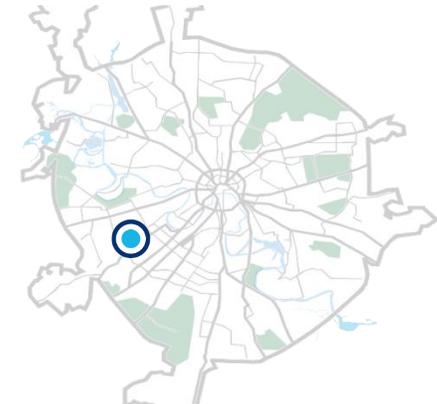
Income from sales<sup>(1)</sup>  
RUB 42,121 mln

Moscow

<sup>(1)</sup> Knight Frank estimate as of 31.12.2018

JANUARY 2020

DECEMBER 2018



Total NSA  
186 ths sqm

Open Market Value<sup>(1)</sup>  
RUB 10,234 mln

Income from sales<sup>(1)</sup>  
RUB 37,045 mln

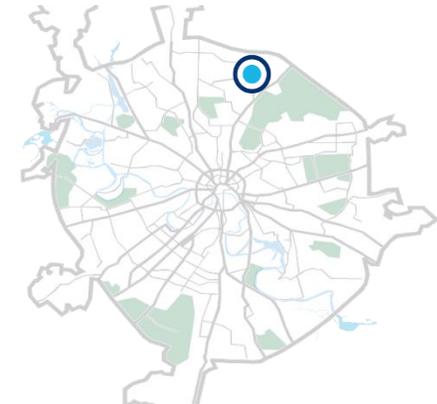
Moscow

<sup>(1)</sup> Knight Frank estimate as of 31.12.2018

# NORMANDY

JANUARY 2020

DECEMBER 2018



Total NSA  
129 ths sqm

Open Market Value<sup>(1)</sup>  
RUB 5,889 mln

Income from sales<sup>(1)</sup>  
RUB 16,522 mln

Moscow

<sup>(1)</sup> Knight Frank estimate as of 31.12.2018

# SCHASTYE NA VOLGOGRADKE

JANUARY 2020

DECEMBER 2018



Total NSA  
14 ths sqm

Open Market Value<sup>(1)</sup>  
RUB 473 mln

Income from sales<sup>(1)</sup>  
RUB 1,674 mln

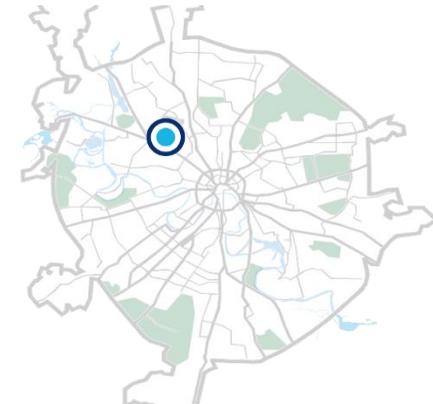
Moscow

<sup>(1)</sup> Knight Frank estimate as of 31.12.2018

# SCHASTYE NA SOKOLE

JANUARY 2020

DECEMBER 2018



Total NSA  
8 ths sqm

Open Market Value<sup>(1)</sup>  
RUB 224 mln

Income from sales<sup>(1)</sup>  
RUB 1,742 mln

Moscow

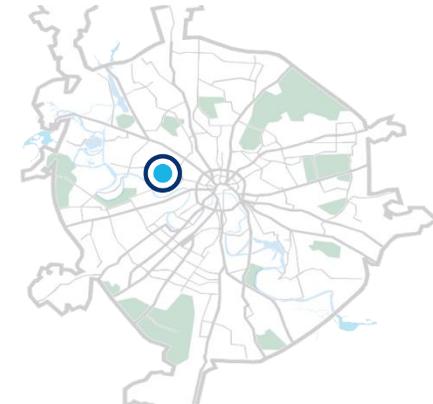
<sup>(1)</sup> Knight Frank estimate as of 31.12.2018

# SCHASTYE NA PRESNE



JANUARY 2020

DECEMBER 2018



Total NSA  
6 ths sqm

Open Market Value<sup>(1)</sup>  
RUB 394 mln

Income from sales<sup>(1)</sup>  
RUB 1,456 mln

Moscow

<sup>(1)</sup> Knight Frank estimate as of 31.12.2018

# SCHASTYE V KUSKOVO

JANUARY 2020

DECEMBER 2018



Total NSA  
6 ths sqm

Open Market Value<sup>(1)</sup>  
RUB 464 mln

Income from sales<sup>(1)</sup>  
RUB 848 mln

Moscow

<sup>(1)</sup> Knight Frank estimate as of 31.12.2018



## FY 2019 AND 4Q 2019 OPERATING RESULTS

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