



ETALON

1Q 2022

OPERATING RESULTS

27 April 2022

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OPERATING RESULTS

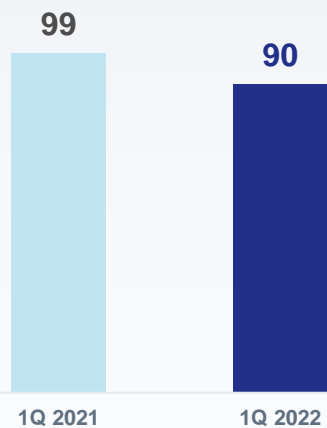


1Q 2022

OPERATING RESULTS

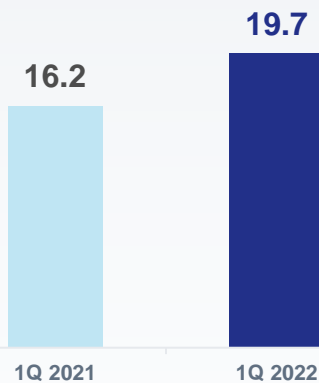
NEW CONTRACT SALES
ths sqm

▼ -8%



NEW CONTRACT SALES
RUB bln

▲ +21%



TOTAL CASH COLLECTIONS
RUB bln

▲ +18%



- The number of new contracts amounted to **1,899 in 1Q 2022**
- Deliveries in 1Q 2022 amounted to **176 ths sqm**, up from 3 ths sqm in 1Q 2021

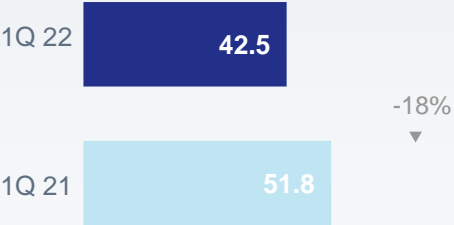
1Q 2022 OPERATING RESULTS: BREAKDOWN BY REGION

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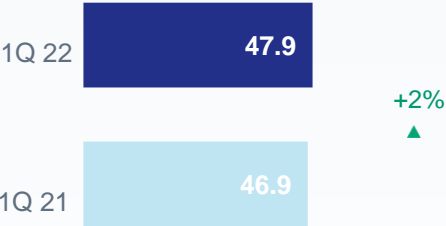
1Q 2022 OPERATING RESULTS

NEW CONTRACT SALES ths sqm

MOSCOW



ST PETERSBURG

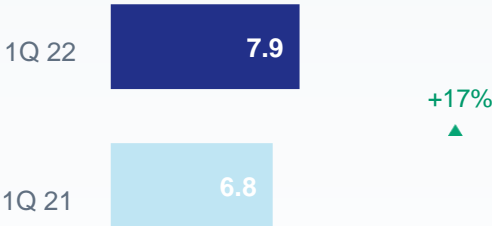


NEW CONTRACT SALES RUB bln

MOSCOW

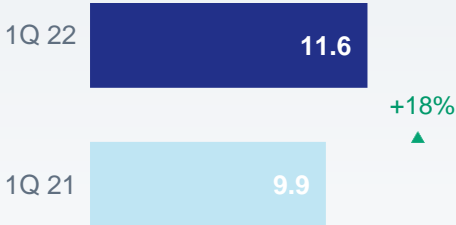


ST PETERSBURG

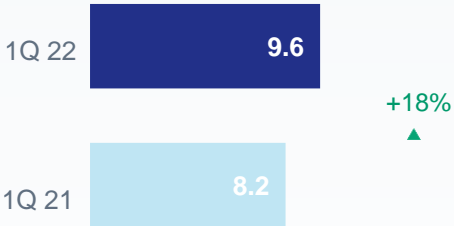


TOTAL CASH COLLECTIONS RUB bln

MOSCOW



ST PETERSBURG



- Despite a decrease in sqm, new contract sales in monetary terms increased by 25% in Moscow, due to a **48% increase in apartment prices** in the region
- Total cash collections in Moscow grew by 18% y-o-y

Source: Company data; change was calculated without rounding

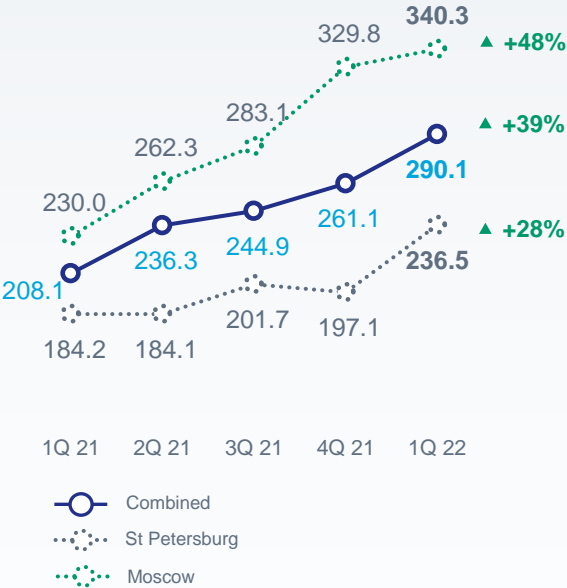
AVERAGE PRICE AND DOWNPAYMENT PERFORMANCE

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1Q 2022 OPERATING RESULTS

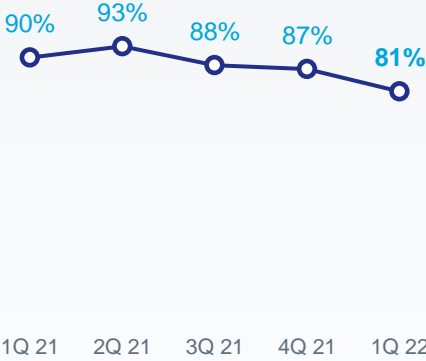
AVERAGE PRICE
RUB ths/sqm



AVERAGE APARTMENT PRICE
RUB ths/sqm



AVERAGE DOWN PAYMENT
%

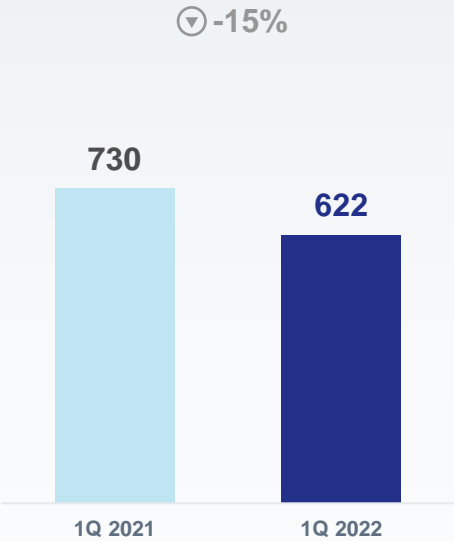


- Average price for apartments **increased by 39% year-on-year to a record high RUB 290.1 ths/sqm**
- **Continued use of dynamic pricing** in St Petersburg supported average apartment price growth of 28% year-on-year
- Average down payment remains at a high level of 81%

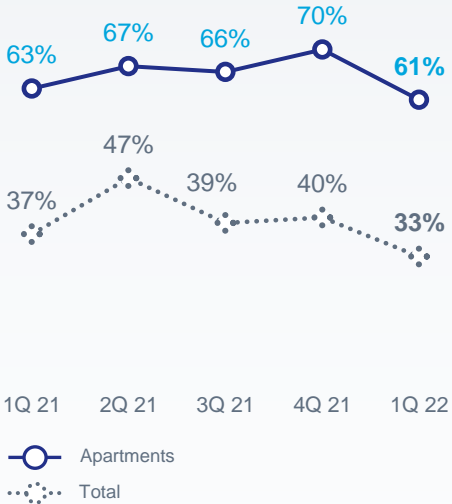
Source: Company data; change was calculated without rounding

MORTGAGE SALES

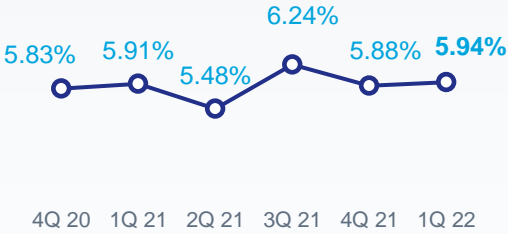
NUMBER OF MORTGAGE CONTRACTS SIGNED



MORTGAGE CONTRACTS AS A SHARE OF SALES



AVERAGE MORTGAGE RATE IN RUSSIA⁽¹⁾



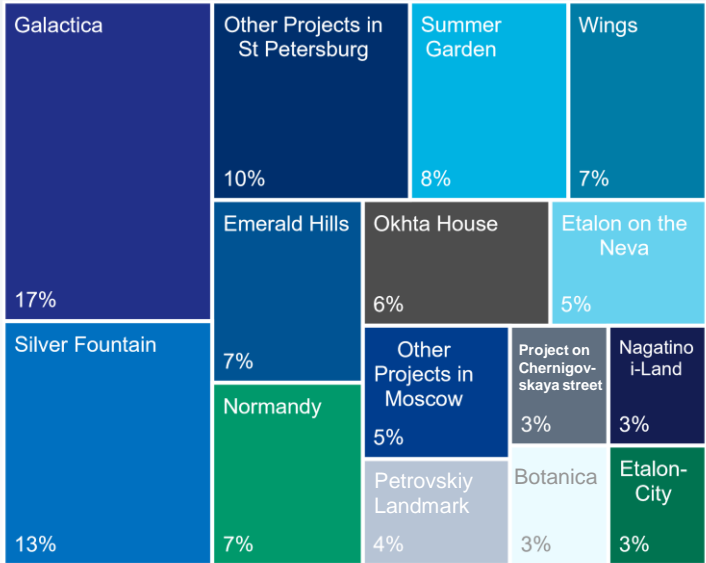
- Despite the recent hike of the key rate, **mortgage rates** in Russia are still at **record lows**, driven by the **State support programme**
- Mortgage contracts as a share of **apartment sales** are at **61%**, which is on par with the **1Q 2021** level

Source: Company data; change was calculated without rounding

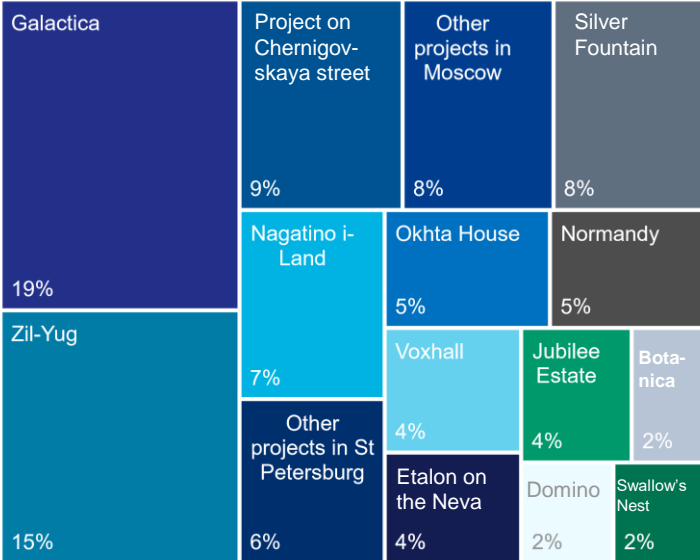
⁽¹⁾ Weighted average interest rate on mortgage loans given to residents of Russia for acquisition of apartments on the primary market during the month, based on CBR data

SALES PORTFOLIO

1Q 2021 NEW CONTRACT SALES BY PROJECT
sqm



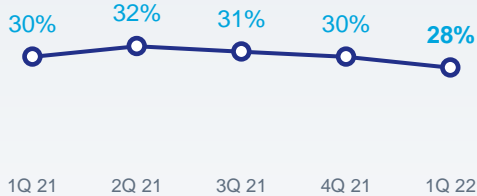
1Q 2022 NEW CONTRACT SALES BY PROJECT
sqm



- Zil-Yug became the second largest project in terms of new contract sales and the first in terms of NCS in monetary terms
- Galactica remains the largest project in terms of new contract sales with a 19% share of total NCS
- The share of business class projects reached **40% and 58%** in sqm and monetary terms, respectively
- New contract sales in St Petersburg and Moscow respectively amounted to 53% and 47% in sqm terms, and 40% and 60% in monetary terms

REGIONAL SALES PERFORMANCE

SHARE OF REGIONAL BUYERS



ETALON GROUP'S REGIONAL SALES GEOGRAPHY⁽¹⁾

REGION	SHARE OF TOTAL CONTRACTS
Leningrad region	3.3%
Krasnoyarsk Krai	1.2%
Krasnodar Krai	1.0%
Bashkortostan	0.9%
Murmansk region	0.9%
Novosibirsk region	0.8%
Khabarovsk Krai	0.8%
Khanty-Mansi AD	0.8%
Yakutia	0.8%
Other Russian regions	16.9%
Foreigners	0.5%
TOTAL	27.8%

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
- Key markets: St Petersburg and Moscow
- 59 cities covered by 29 sales offices nationwide
- External professional marketing and sales service agents engaged nationwide

⁽¹⁾ Company data for 1Q 2021; change was calculated without rounding

ETALON

SELECTED PROJECTS

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1Q 2022 OPERATING RESULTS



GALACTICA



APRIL 2022

TOTAL NSA
744 ths sqm

OPEN MARKET VALUE⁽¹⁾
RUB 21,760 mln

INCOME FROM SALES⁽¹⁾
RUB 86,967 mln



DECEMBER 2021



REGION
St Petersburg

⁽¹⁾ Colliers International estimate as of 31.12.2021.

PROJECT ON CHERNIGOVSKAYA STREET

APRIL 2022



TOTAL NSA
136 ths sqm

OPEN MARKET VALUE⁽¹⁾
RUB 7,005 mln

INCOME FROM SALES⁽¹⁾
RUB 21,277 mln

DECEMBER 2021



REGION
St Petersburg

⁽¹⁾ Colliers International estimate as of 31.12.2021.

DOMINO

APRIL 2022



TOTAL NSA
39 ths sqm

OPEN MARKET VALUE⁽¹⁾
RUB 3,642 mln

INCOME FROM SALES⁽¹⁾
RUB 8,755 mln

DECEMBER 2021



REGION
St Petersburg

⁽¹⁾ Colliers International estimate as of 31.12.2021.

ZIL-YUG

APRIL 2022

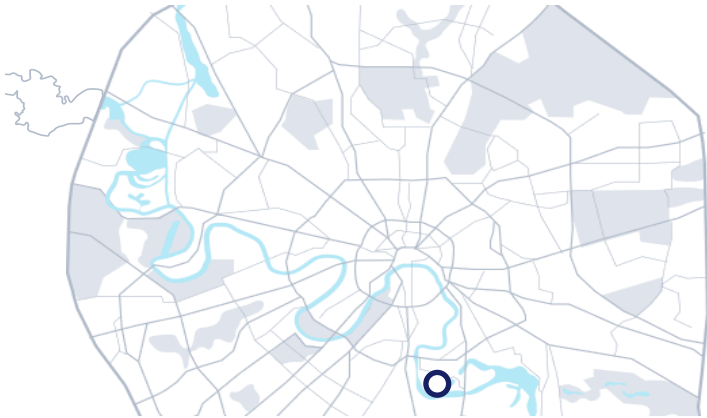


TOTAL NSA
1,197 ths sqm

OPEN MARKET VALUE⁽¹⁾
RUB 95,560 mln

INCOME FROM SALES⁽¹⁾
RUB 428,503 mln

DECEMBER 2021



REGION
Moscow

⁽¹⁾ Colliers International estimate as of 31.12.2021.

NAGATINO I-LAND

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1Q 2022 OPERATING RESULTS

APRIL 2022



TOTAL NSA
270 ths sqm

OPEN MARKET VALUE⁽¹⁾
RUB 24,167 mln

INCOME FROM SALES⁽¹⁾
RUB 79,707 mln

DECEMBER 2021



REGION
Moscow

⁽¹⁾ Colliers International estimate as of 31.12.2021.

SILVER FOUNTAIN

APRIL 2022



TOTAL NSA
206 ths sqm

OPEN MARKET VALUE⁽¹⁾
RUB 11,360 mln

INCOME FROM SALES⁽¹⁾
RUB 47,223 mln

DECEMBER 2021



REGION
Moscow

⁽¹⁾ Colliers International estimate as of 31.12.2021.

SCHASTYE NA LOMONOSOVSKOM

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1Q 2022 OPERATING RESULTS

APRIL 2022

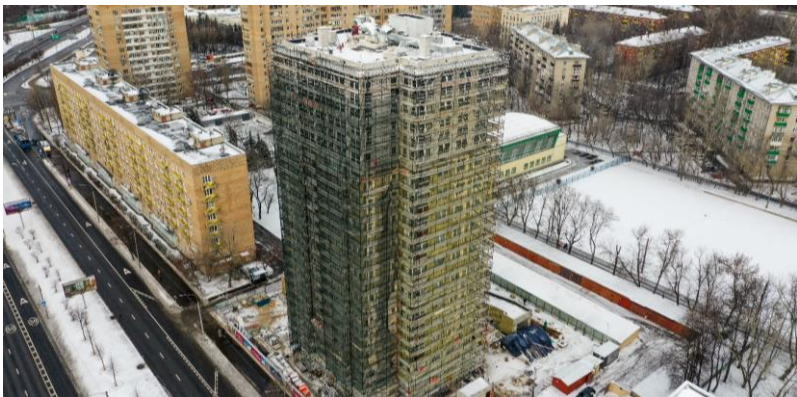


TOTAL NSA
6 ths sqm

OPEN MARKET VALUE⁽¹⁾
RUB 966 mln

INCOME FROM SALES⁽¹⁾
RUB 2,392 mln

DECEMBER 2021



REGION
Moscow

⁽¹⁾ Colliers International estimate as of 31.12.2021.

An architectural rendering of a modern, multi-story brick residential building complex. The building features large, dark-framed windows and a mix of brickwork. In the foreground, a paved courtyard area is filled with lush greenery, including trees and flowering plants. A playground with orange and black equipment is visible, where several children are playing. A few adults are also present, sitting on a bench or standing near the entrance. The sky is blue with scattered white clouds. The overall atmosphere is bright and sunny.

ETALON

OPERATING
RESULTS
1Q 2022