

## Etalon Group 4Q and FY 2018 Operating Results

### 4Q 2018 operating results

	4Q 2018	4Q 2017	Change, %
New sales, sqm	211,356	162,109	30%
New sales, mln RUB	24,446	16,676	47%
Number of contracts	4,245	3,182	33%
Average price, RUB/sqm	115,660	102,869	12%
Average price (apartments), RUB/sqm	131,331	115,806	13%
Cash collections, mln RUB	20,303	14,717	38%

### Quarterly operating performance

	4Q 2018	3Q 2018	2Q 2018	1Q 2018	4Q 2017
New sales, sqm	211,356	154,097	128,468	134,075	162,109
New sales, mln RUB	24,446	16,799	13,882	13,605	16,676
Number of contracts	4,245	2,962	2,532	2,573	3,182
Average price, RUB/sqm	115,660	109,015	108,055	101,474	102,869
Average price (apartments), RUB/sqm	131,331	125,889	120,589	114,297	115,806
Cash collections, mln RUB	20,303	15,011	14,694	12,778	14,717

### Mortgage contract developments

	4Q 2018	3Q 2018	2Q 2018	1Q 2018	4Q 2017
Share of mortgages	41%	41%	42%	40%	41%

### FY 2018 operating results

	2018	2017	Change, %
New sales, sqm	627,996	512,161	23%
New sales, mln RUB	68,731	50,240	37%
Number of contracts	12,312	9,916	24%
Average price, RUB/sqm	109,445	98,094	12%
Average price (apartments), RUB/sqm	124,113	113,160	10%
Cash collections, mln RUB	62,785	46,147	36%