



ETALON

1H AND 2Q 2023
**OPERATING
RESULTS**

August 2023

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CONTENTS

1	OPERATING RESULTS	4
2	SELECTED PROJECTS	16



KEY TAKEAWAYS

1

▲ +16% Y-o-Y

1H 2023 NEW SALES

34 RUB
bln

NCS SAW A DOUBLE-DIGIT
GROWTH ON THE BACK OF
EXTENDED OFFER AT
REGIONAL PROJECTS

2

▲ +28% Y-o-Y

1H 2023 NEW SALES

184 ths
sqm

SALES DEMONSTRATE
28% GROWTH, IN LINE
WITH ETALON GROUP'S
STRATEGIC GOALS

3

▲ +113% Y-o-Y

NEW SALES IN 2Q 2023

20.6 RUB
bln

NEW CONTRACT SALES
DOUBLED IN BOTH RUB
AND SQM TERMS: +113%
AND 109%, RESPECTIVELY

4

REGIONAL PROJECTS

33% of NCS

WITH THE FIRST PROJECT
LAUNCHED IN 2Q 2022,
REGIONAL PROJECTS
NOW ACCOUNT FOR 33%
OF NEW SALES IN SQM
TERMS AND 21% IN RUB
TERMS

5

▲ +151% Y-o-Y

RECORD NCS IN JULY 2023

8.0 RUB
bln

IN JULY 2023, SALES WERE
41.1 THS SQM (+141% Y-O-Y);
AND RUB 8 BLN (+151% Y-O-Y);
CASH COLLECTIONS GREW BY
129% TO RUB 6.8 BLN

6

NET DEBT / EBITDA

0.8x

SOLID FINANCIAL POSITION,
WITH NET CORPORATE
DEBT/PRE-PPA EBITDA
WELL BELOW 2-3X, EVEN
DESPITE A SIGNIFICANT
PIPELINE OF PROJECTS

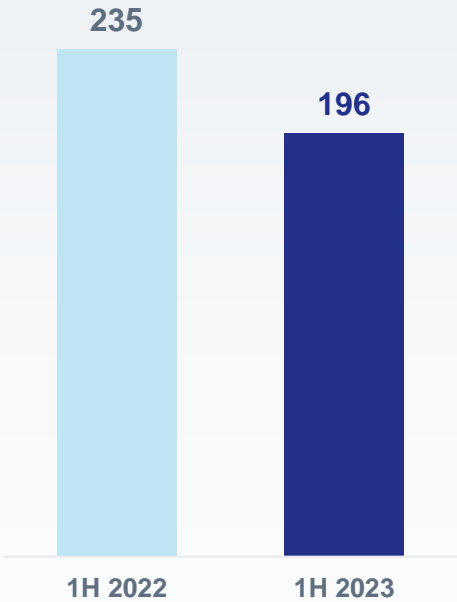
OPERATING RESULTS



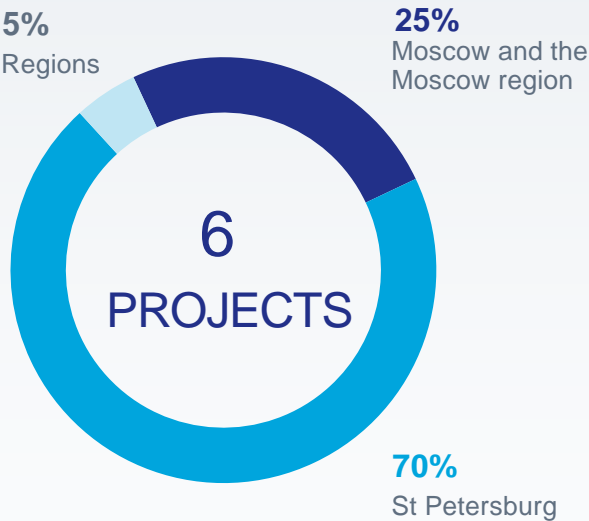
DELIVERIES IN 1H 2023

ETALON DELIVERED ITS PROJECTS IN ACCORDANCE WITH ITS PLAN, 1H 2023 DELIVERIES WERE SECOND ONLY TO RECORD 1H 2022 LEVELS

DELIVERIES
ths sqm



1H 2023 DELIVERIES BY REGION



1H 2023 DELIVERY BREAKDOWN⁽¹⁾

PROJECT	NSA, ths sqm
St Petersburg	
Galactica	117
Tarmo	2
iLona	10
Wellamo	8
Moscow	
Nagatino i-Land	49
Regions	
City Life	9
TOTAL	196

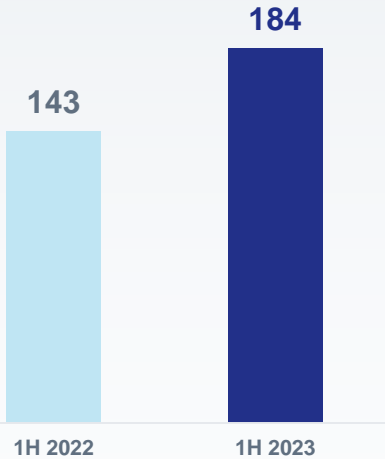
Source: Company data. NSA – net sellable area
⁽¹⁾Total may not add up due to rounding

1H 2023 OPERATING RESULTS

SALES IN 1H 2023 RETURNED TO HEALTHY GROWTH TRAJECTORY DRIVEN BY REGIONAL EXPANSION AND RECOVERY IN CONSUMER CONFIDENCE: NCS WERE UP BY 28% Y-O-Y IN SQM TERMS AND BY 16% Y-O-Y ON MONETARY TERMS

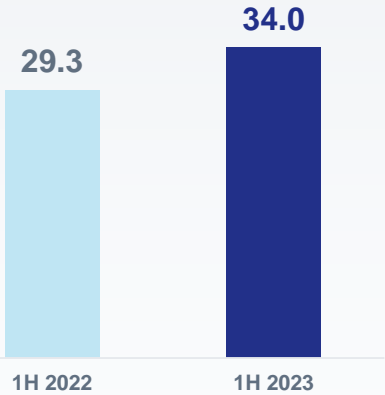
NEW CONTRACT SALES
ths sqm

⬆️ +28%



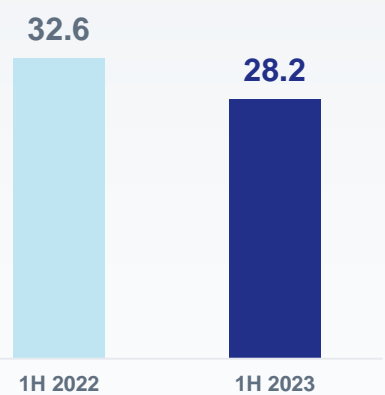
NEW CONTRACT SALES
RUB bln

⬆️ +16%



TOTAL CASH COLLECTIONS
RUB bln

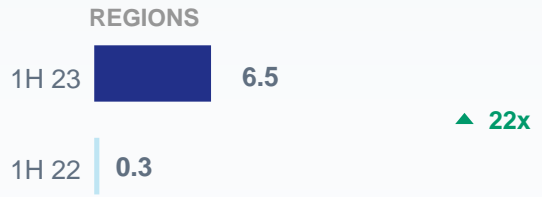
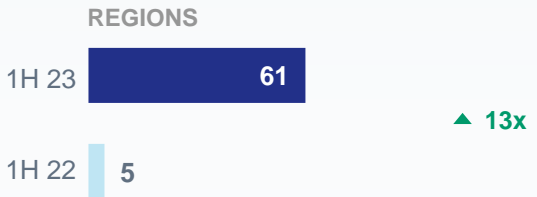
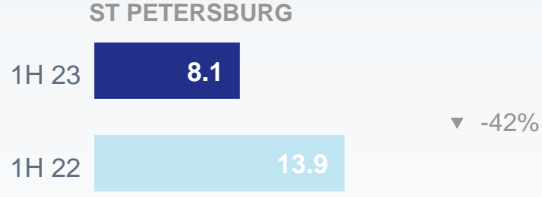
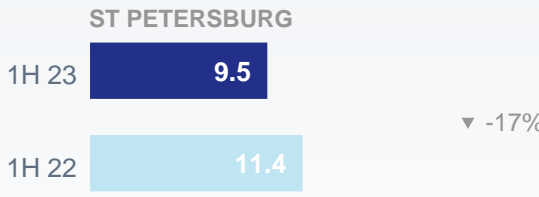
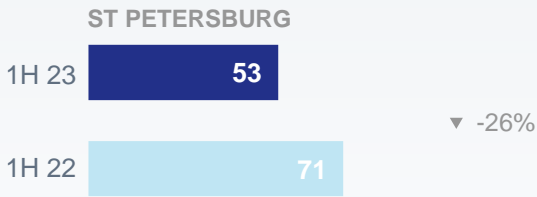
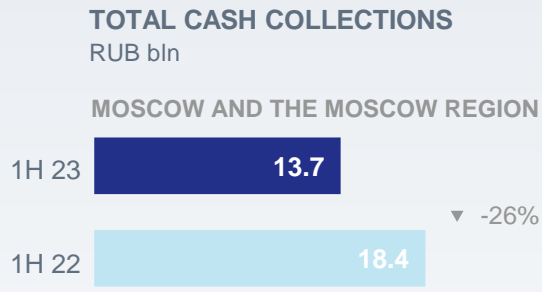
⬆️ -14%



- The number of new contracts amounted to **3,820** in 1H2023, up by 23% y-o-y
- New sales showed **double-digit growth** y-o-y to 184 ths sqm and RUB 34 bln
- Share of **regional projects** reached **33%** in sqm terms and **21%** in RUB terms
- Total cash collections lag behind NCS due to the extension of instalment programmes, with the cash for property under development stored in escrow accounts and expected to reach 100% of the contract cost closer to delivery and disclosure of escrow accounts

1H 2023 OPERATING RESULTS: BREAKDOWN BY REGION

REGIONAL SALES HAVE INCREASED SIGNIFICANTLY, TO 33% OF NCS IN SQM TERMS AND 21% IN MONETARY TERMS (UP FROM 3% AND 1% RESPECTIVELY IN 1H 2022)



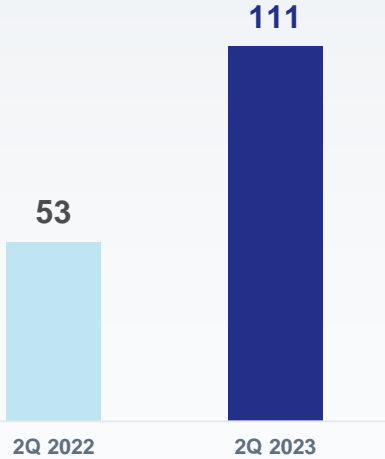
- With the expansion of regional portfolio and the shift to more affordable product, Etalon's **sales mix has been rebalanced towards regional projects**
- Thus, **regional projects** now constitute around **1/3 of total sales**, with a decreasing share of projects in higher price segments in St Petersburg and Moscow

2Q 2023 OPERATING RESULTS

NEW SALES IN 2Q 2023 DOUBLED YEAR-ON-YEAR, DEMONSTRATING A HEALTHY GROWTH TREND

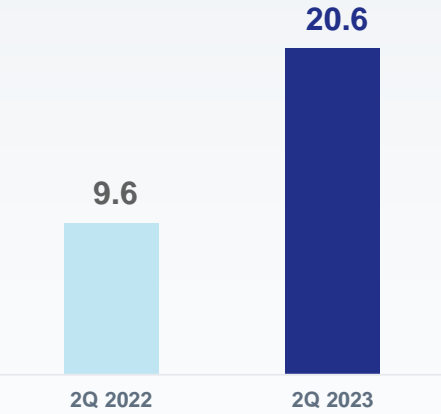
NEW CONTRACT SALES
ths sqm

⬆️ +109%



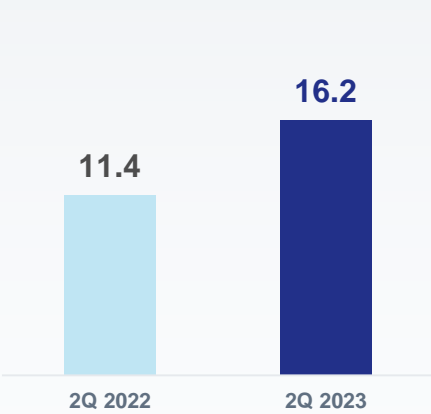
NEW CONTRACT SALES
RUB bln

⬆️ +113%



TOTAL CASH COLLECTIONS
RUB bln

⬆️ +42%



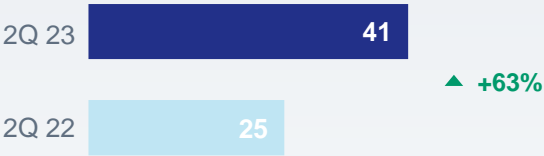
- The number of new contracts **increased by 86%** y-o-y to **2,265** in 2Q 2023
- New contract sales doubled from RUB 9.6 bln in 2Q 2022 to **almost RUB 21 bln** in 2Q 2023

2Q 2023 OPERATING RESULTS: BREAKDOWN BY REGION

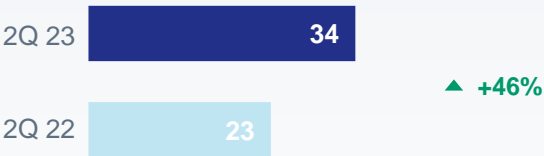
IN 2Q 23 REGIONAL SALES SHOWED STRONG UPWARD DYNAMICS AND ARE MAKING AN INCREASINGLY SIGNIFICANT CONTRIBUTION TO ETALON GROUP'S PERFORMANCE

NEW CONTRACT SALES ths sqm

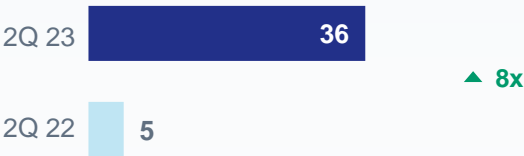
MOSCOW AND THE MOSCOW REGION



ST PETERSBURG



REGIONS

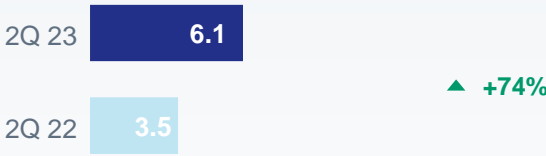


NEW CONTRACT SALES RUB bln

MOSCOW AND THE MOSCOW REGION



ST PETERSBURG



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TOTAL CASH COLLECTIONS RUB bln

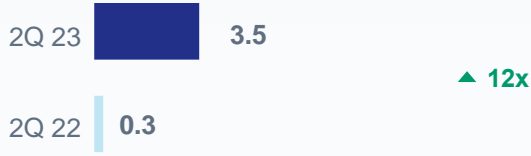
MOSCOW AND THE MOSCOW REGION



ST PETERSBURG



REGIONS

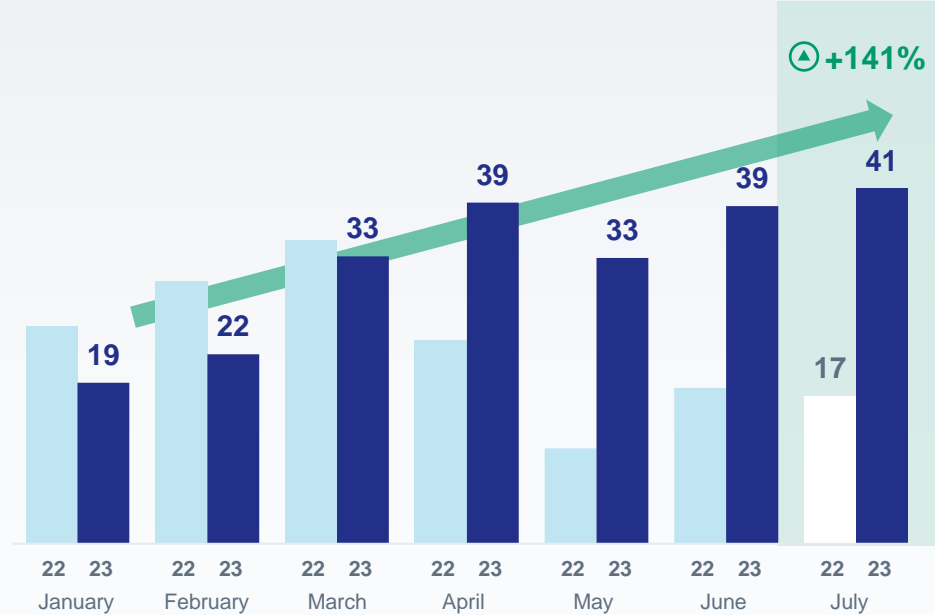


- In Moscow new contract sales in monetary terms **grew by 81%**, while total cash collections **increased by 16% y-o-y**, supported by new launches and a **recovery** in consumer confidence
- In St Petersburg new contract sales in monetary terms **increased by 74%**
- The **share of regional projects** in the overall sales portfolio **skyrocketed** year-on-year from 9% to 32% in sqm terms and from 4% to 20% in RUB terms

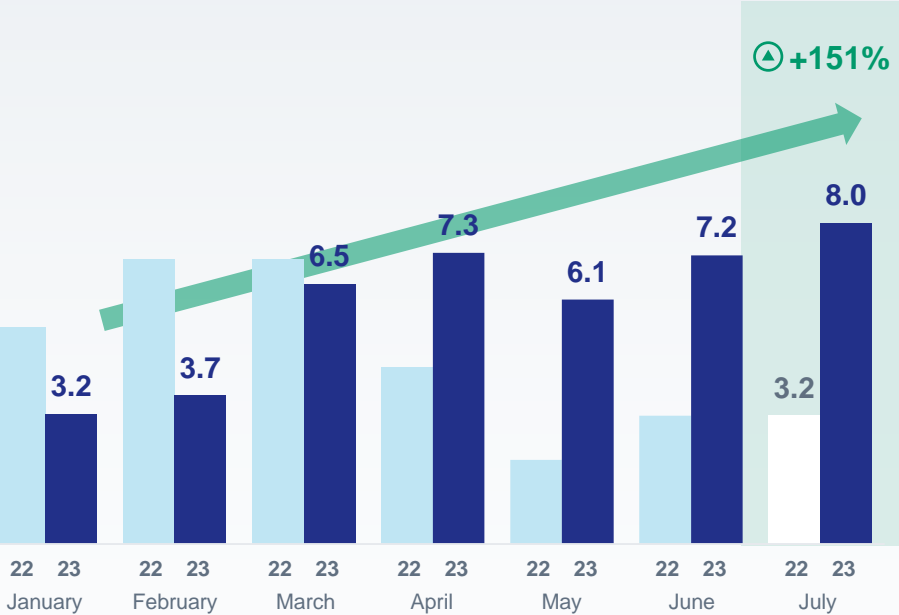
JULY 2023 SALES SET NEW RECORD

SALES IN THE EARLY 3Q 2023 DEMONSTRATE RECORD LEVELS, WITH NCS IN RUB AND SQM TERMS UP BY 2.5x YEAR ON YEAR

NEW CONTRACT SALES
ths sqm



NEW CONTRACT SALES
RUB bln



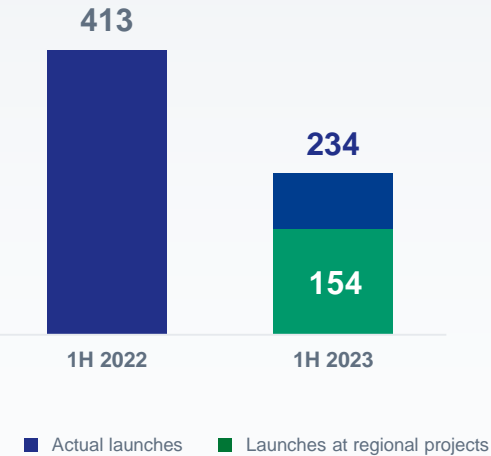
- 7M 2023 sales amounted to 225 ths sqm (+40% y-o-y) and RUB 42 bln (+29% y-o-y), showing a steady recovery month-on-month
- In July 2023, new sales amounted to **RUB 8 bln**, becoming the **best result** since January 2022
- Cash collections in July 2023 were at RUB 6.8 bln, up by 129% y-o-y

Source: Company data; change was calculated without rounding

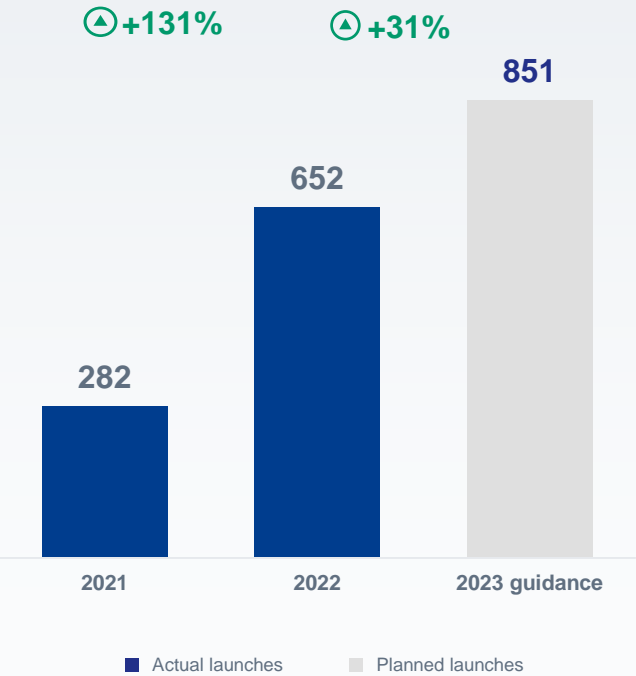
NEW LAUNCHES

WILL BE A DRIVER OF NCS GOING FORWARD

PERFORMANCE IN 1H 2023
Launched NSA, ths sqm⁽¹⁾



NEW LAUNCHES
NSA, ths sqm⁽¹⁾



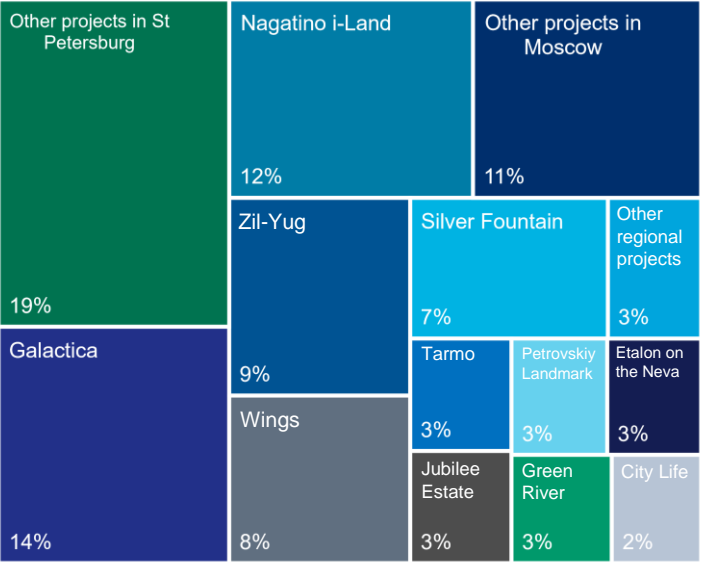
- Over 230 ths sqm launched during 1H 2023, which constitutes around 27% of launches planned for 2023
- The Company expects to launch **851 ths sqm in its key and regional markets** in 2023 to support further sales growth
- **Over 40%** of all planned launches in 2023 are launches of **regional projects**
- The expansion of more affordable product offering will **drive up the sales** in the future

Source: Company data. Total may not add up due to rounding
⁽¹⁾ Net sellable area
NCS – New contract sales

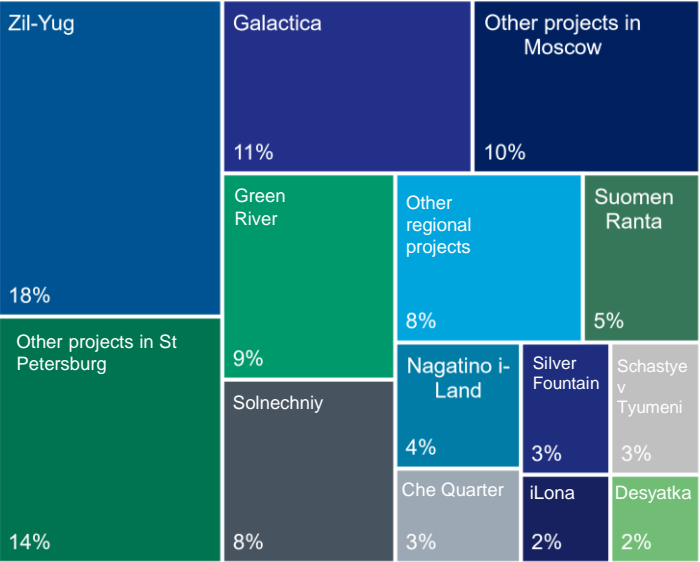
SALES PORTFOLIO

A STEADILY INCREASING SHARE OF REGIONAL PROJECTS IN ETALON'S SALES PORTFOLIO

2Q 2022 NEW CONTRACT SALES BY PROJECT
sqm



2Q 2023 NEW CONTRACT SALES BY PROJECT
sqm



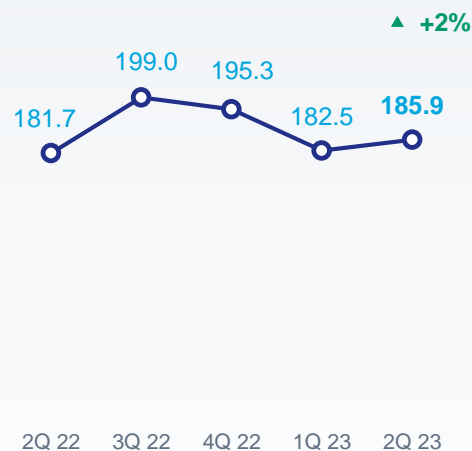
- **Zil-Yug** is the largest project in terms of new contract sales in both sqm and monetary terms. **Galactica** remains the second-largest project in sqm terms.
- **Green River** became the largest regional project in terms of NCS in sqm
- The share of **comfort class** projects reached **68% and 48%** in sqm and monetary terms, respectively
- Regional projects reached 32%, up by 24 p.p. year-on-year

(1) Share calculated based on all sales. Land plots for sales are not included in the chart and the total may not add up to 100%
Source: Company data; Total may not add up due to rounding

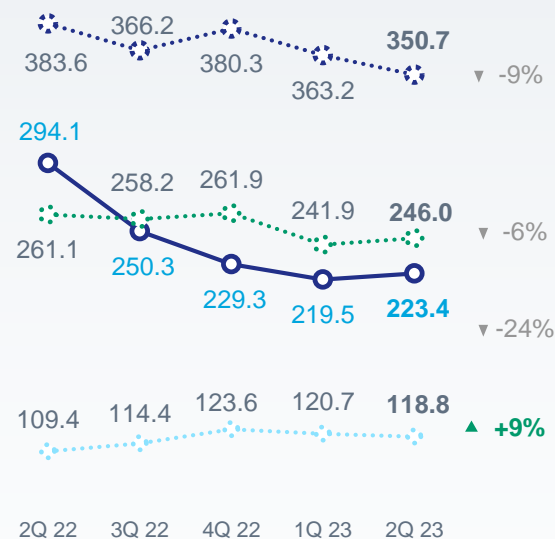
AVERAGE PRICE AND DOWN PAYMENT PERFORMANCE

AVERAGE PRICES SHOW HEALTHY DYNAMICS, WITH COMBINED PRICE INFLUENCED BY THE STRUCTURE OF PROJECT MIX

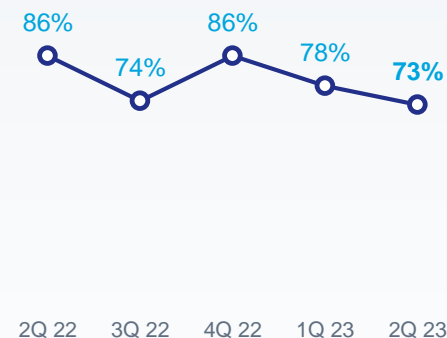
AVERAGE PRICE
RUB ths/sqm



AVERAGE APARTMENT PRICE
RUB ths/sqm



AVERAGE DOWN PAYMENT
%

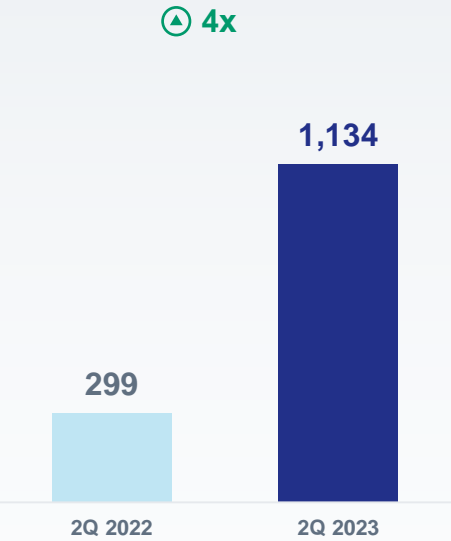


- The average price **increased by 2%** year-on-year to **RUB 185.9 ths/sqm**
- Average price of apartments decreased to RUB 223 ths/sqm due to the **affordability of projects in regional markets**
- The average down payment was **73%**
- In our **regional markets**, the average apartment price **increased by 9%**

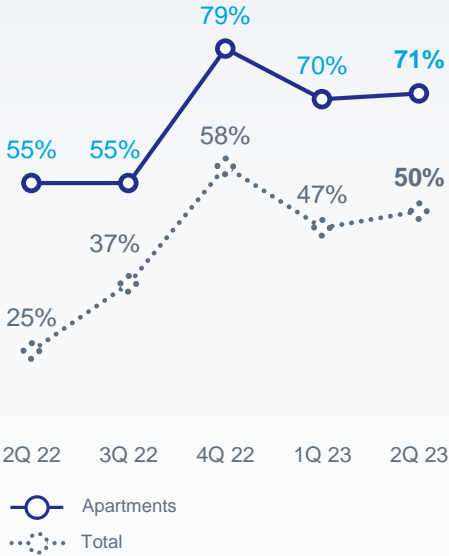
MORTGAGE SALES

MORTGAGE LENDING REMAINS A STRONG DRIVER OF SALES IN THE PRIMARY REAL ESTATE MARKET

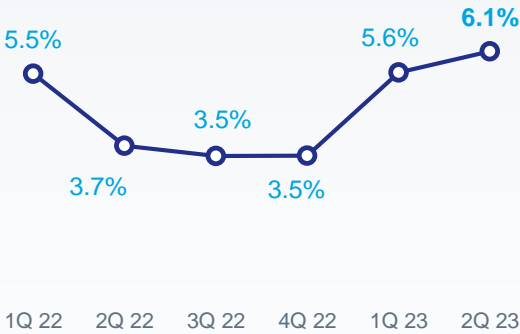
NUMBER OF MORTGAGE CONTRACTS SIGNED



MORTGAGE CONTRACTS AS A SHARE OF SALES



AVERAGE MORTGAGE RATE IN RUSSIA⁽¹⁾



- **Mortgage rates** in Russia are still at affordable levels, driven by the state support programme and a key rate of 8.5%
- Mortgage contracts as a share of **apartment sales** are at **71%** amid affordable mortgage rates

Source: Company data; change was calculated without rounding

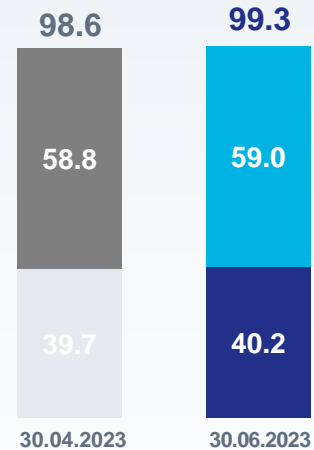
⁽¹⁾ Weighted average interest rate on mortgage loans given to residents of Russia for acquisition of apartments on the primary market during the month, based on CBR data

SUSTAINABLE FINANCIAL POSITION ENABLES FUTURE GROWTH

FINANCIAL POSITION REMAINS STABLE, WITH NET DEBT/PRE-PPA EBITDA AT A COMFORTABLE LEVEL BELOW 1X, EVEN DESPITE SIGNIFICANT PIPELINE OF PROJECTS UNDER DEVELOPMENT

TOTAL DEBT
RUB bln

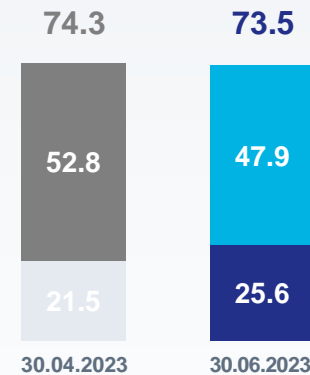
⬆️ +1%



● Project debt
● Corporate debt

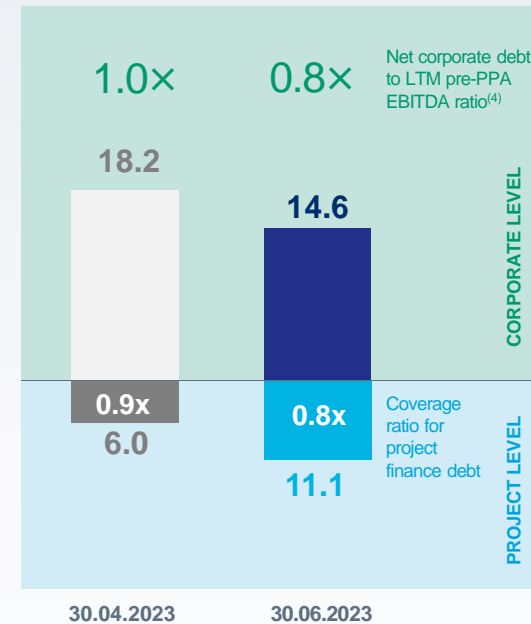
CASH AND CASH EQUIVALENTS
RUB bln

⬇️ -1%



● Cash in escrow accounts
● Cash & cash equivalents⁽¹⁾

NET DEBT
RUB bln



● Net project debt (cash)⁽²⁾
● Net corporate debt
● X.Xx net corporate debt to LTM pre-PPA EBITDA
● X.Xx coverage ratio for project finance debt⁽³⁾

- Net corporate debt / pre-PPA EBITDA in the last 2 months decreased to **0.8x** and is **well below the target range of 2-3x**

Source: IFRS financial statements, Company data; y-o-y change and net debt level were calculated without rounding

⁽¹⁾ Including bank deposits over 3 months; excluding cash collections in escrow accounts

⁽²⁾ Project finance debt less cash in escrow accounts

⁽³⁾ Project debt used in calculation of coverage ratio includes escrow adjustments

⁽⁴⁾ IFRS 2022 pre-PPA EBITDA used for calculating net corporate debt/EBITDA

SELECTED PROJECTS



DOMINO

JUNE 2023



TOTAL NSA
40 ths sqm

OPEN MARKET VALUE⁽¹⁾
RUB 3,175 mln

INCOME FROM SALES⁽¹⁾
RUB 10,604 mln

DECEMBER 2022



REGION
St Petersburg

⁽¹⁾ Nikoliers estimate as of 31.12.2022

JUNE 2023



TOTAL NSA
23.3 ths sqm

OPEN MARKET VALUE⁽¹⁾
RUB 3,212 mln

INCOME FROM SALES⁽¹⁾
RUB 6,437 mln

⁽¹⁾ Nikoliers estimate as of 31.12.2022

DECEMBER 2022



REGION
St Petersburg

NOVOORLOVSKIY

JUNE 2023



TOTAL NSA
49.3 ths sqm

OPEN MARKET VALUE⁽¹⁾
RUB 1,570 mln

INCOME FROM SALES⁽¹⁾
RUB 9,563 mln

DECEMBER 2022



REGION
St Petersburg

⁽¹⁾ Nikoliers estimate as of 31.12.2022

MONOGRAPH

JUNE 2023



TOTAL NSA
36 ths sqm

OPEN MARKET VALUE⁽¹⁾
RUB 1,679 mln

INCOME FROM SALES⁽¹⁾
RUB 6,746 mln

DECEMBER 2022



REGION
St Petersburg

⁽¹⁾ Nikoliers estimate as of 31.12.2022

VOXHALL

JUNE 2023



TOTAL NSA
65.7 ths sqm

OPEN MARKET VALUE⁽¹⁾
RUB 8,005 mln

INCOME FROM SALES⁽¹⁾
RUB 32,910 mln

NOVEMBER 2022



REGION
Moscow

⁽¹⁾ Nikoliers estimate as of 31.12.2022

DESYATKA

JUNE 2023



TOTAL NSA
31.8 ths sqm

OPEN MARKET VALUE⁽¹⁾
RUB 1,943 mln

INCOME FROM SALES⁽¹⁾
RUB 8,144 mln

DECEMBER 2022

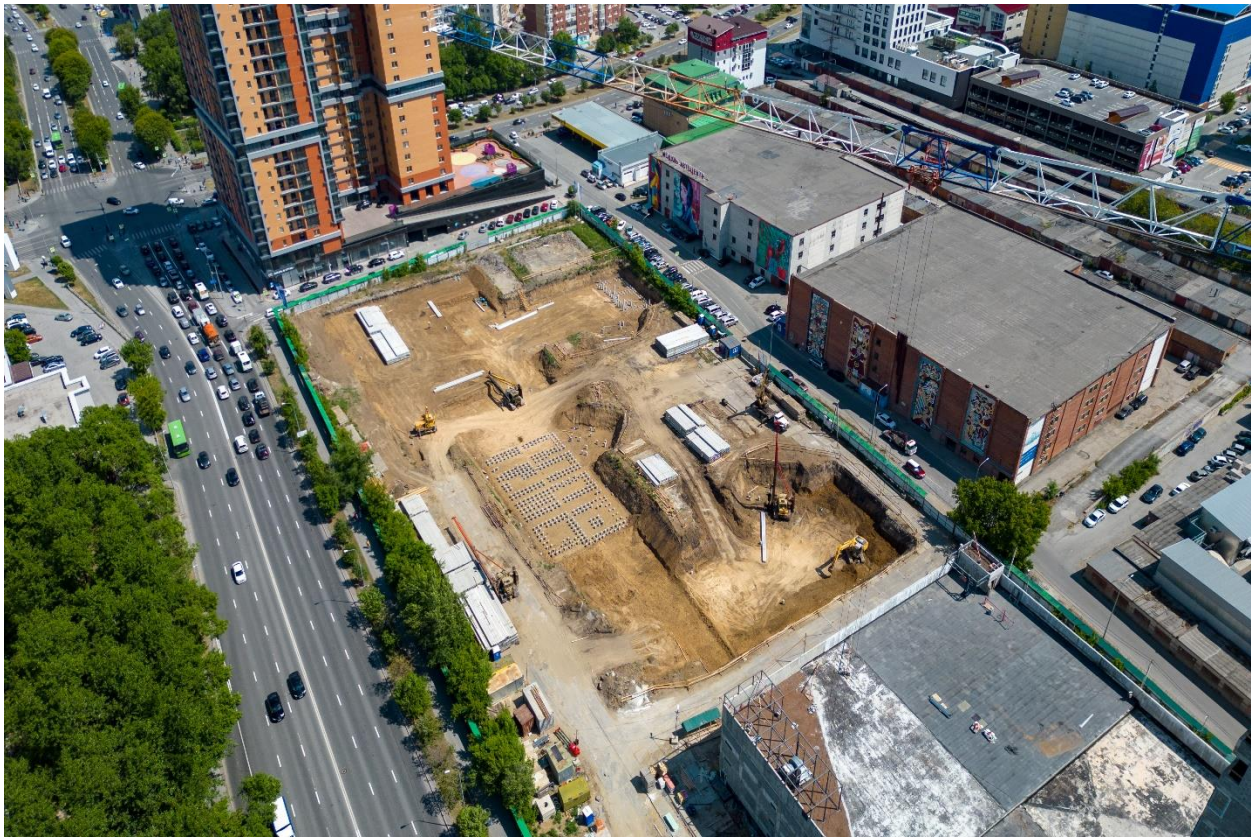


REGION
Moscow region

⁽¹⁾ Nikoliers estimate as of 31.12.2022

SCHASTYE V TYUMENI

JUNE 2023

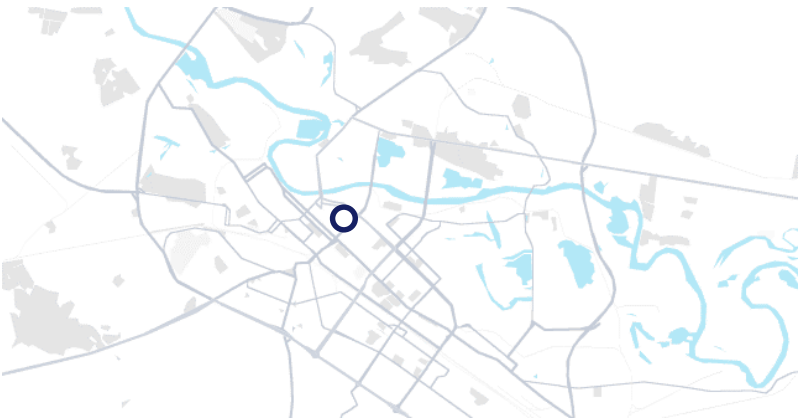


TOTAL NSA⁽¹⁾
38 ths sqm

OPEN MARKET VALUE⁽²⁾
RUB 889 mln

INCOME FROM SALES⁽²⁾
RUB 5,454 mln

DECEMBER 2022



REGION
Tyumen

⁽¹⁾ The property is evaluated as a part of the City Zen project ⁽²⁾Nikoliers estimate as of 31.12.2022

An architectural rendering of a modern residential complex. The scene features two multi-story brick buildings with large, dark-framed windows. The buildings are arranged around a central courtyard. In the foreground, there is a paved area with a playground featuring orange wooden structures and a net. Several people, including children and adults, are shown in the courtyard, some sitting on large beanbag chairs. The courtyard is landscaped with trees, shrubs, and purple flowers. The sky is blue with some clouds. The overall atmosphere is bright and sunny.

ETALON

OPERATING
RESULTS
1H AND 2Q 2023