

3Q 2018 Trading Volume Update

October 2018



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3Q 2018 HIGHLIGHTS

New contract sales

- New contract sales up 57% YOY in Q3 2018, to 262th sqm. The value of the contracts up 63%, to RUB 26bn.

Guidance

- 620 th sqm sold over 9m - 74% of the annual guidance for new contract sales . Fully on track to deliver the annual volume.

Share of mortgages

- The share of mortgage sales up to 56% across the company in Q3 2018.

Completions

- 47 th sqm completed in Q3 2018, up 24% YOY

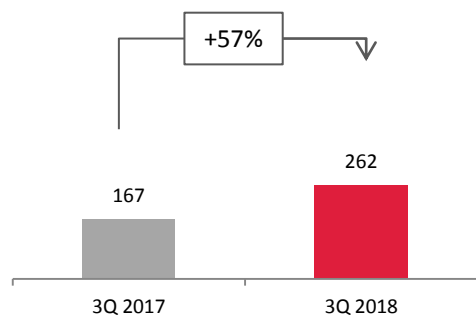
Aggregates

- Sales positively affected by the progress of the key infrastructure projects in North-West Federal District

REAL ESTATE DEVELOPMENT

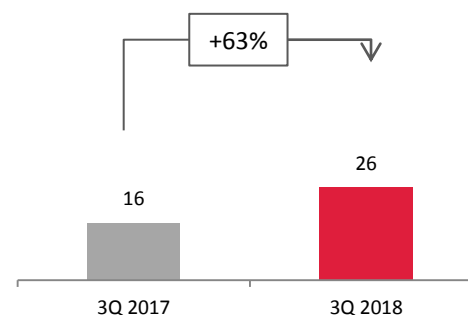
- In 3Q 2018 we entered into new contracts for the sale of 262th sqm (+57% YoY) with a total value of RUB 26bn (+63% YoY)
 - Average price per sqm was RUB 100th (+4% YoY)
 - 154 th sqm launched during the quarter
 - Completions amounted to 47 th sqm (+24%)
 - Share of mortgage contracts was 56% across the company

NEW CONTRACT SALES (TH. SQM)



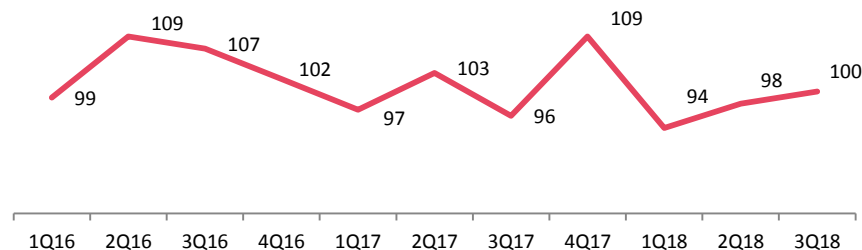
- In 3Q 2018, in all regions of our operations we entered into new contracts for the sale of 262 th sqm (+57% YOY)

NEW CONTRACT SALES (RUB BN)

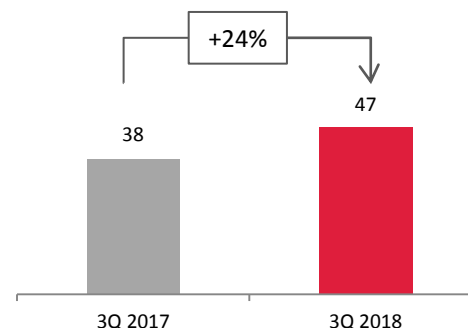


- The total value of the contracts for the sale of apartments and other premises in 3Q 2018 was ca. RUB 26bn (up 63% YOY)

AVERAGE PRICE (RUBk / SQM)



COMPLETIONS (TH. SQM)

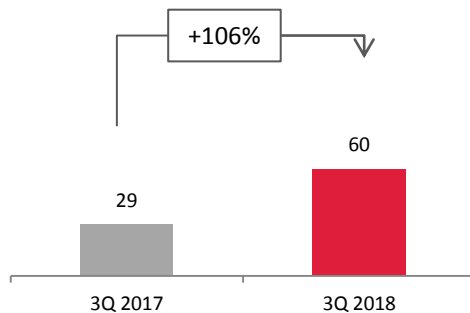


- In 3Q 2018, we completed 47 th sqm of net sellable area, in line with the construction schedule.

REAL ESTATE DEVELOPMENT: MOSCOW

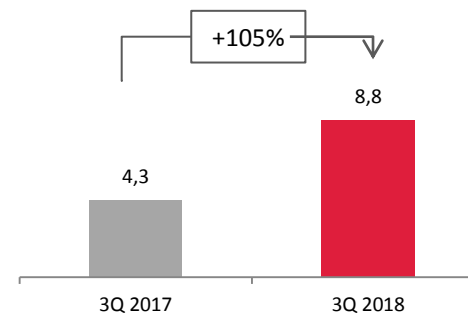
- In 3Q 2018 we entered into new contracts for the sale of 60 th sqm (+106% YoY) with a total value of RUB 8.8 bn
 - Average price per sqm was RUB 147 th
 - 29 th sqm launched during the quarter
 - Share of mortgage contracts was 50% in Moscow

NEW CONTRACT SALES (TH. SQM)



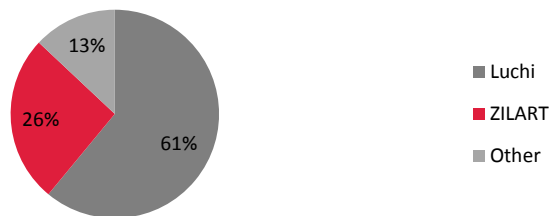
- In 3Q 2018, in Moscow, we entered into new contracts for the sale of 60 th sqm (+106% YOY)

NEW CONTRACT SALES (RUB BN)



- The total value of the contracts for the sale of apartments and other premises in 3Q 2018 was ca. RUB 8.8bn

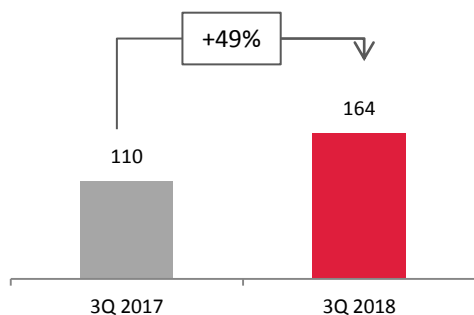
NEW CONTRACT SALES (% by volume)



REAL ESTATE DEVELOPMENT: ST. PETERSBURG

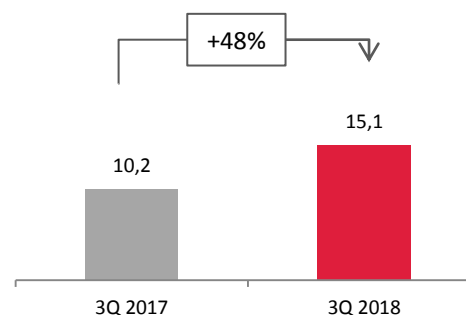
- In 3Q 2018 we entered into new contracts for the sale of 164 th sqm (+49% YoY) with a total value of RUB 15.1 bn (+48% YOY)
 - Average price per sqm was RUB 92 th (-1% YoY)
 - 79 th sqm launched during the quarter
 - Share of mortgage contracts was 57% in St. Petersburg

NEW CONTRACT SALES (TH. SQM)



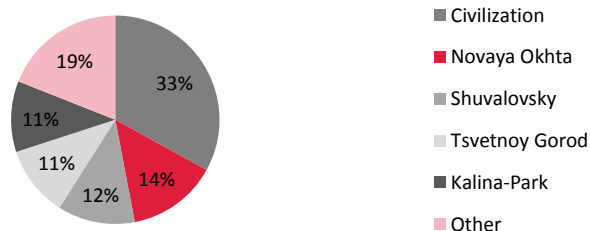
- In 3Q 2018, in St. Petersburg, we entered into new contracts for the sale of 164 th sqm (+49% YOY)

NEW CONTRACT SALES (RUB BN)



- The total value of the contracts for the sale of apartments and other premises in 3Q 2018 was ca. RUB 5.1bn (+48% YOY)

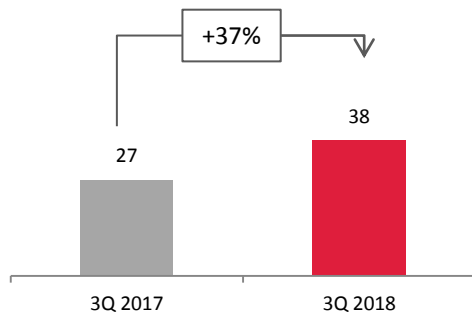
NEW CONTRACT SALES (% by volume)



REAL ESTATE DEVELOPMENT: YEKATERINBURG

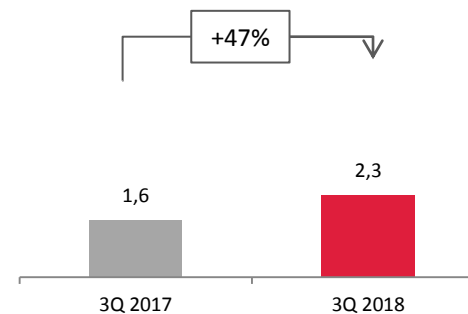
- In 3Q 2018 we entered into new contracts for the sale of 38 th sqm (+37% YoY) with a total value of RUB 2.3 bn (+47% YOY)
 - Average price per sqm was RUB 62 th (+7% YoY)
 - 46 th sqm launched during the quarter
 - Share of mortgage contracts was 58% in Yekaterinburg

NEW CONTRACT SALES (TH. SQM)



- In 3Q 2018, in Yekaterinburg, we entered into new contracts for the sale of 38 th sqm (+37% YOY)

NEW CONTRACT SALES (RUB BN)



- The total value of the contracts for the sale of apartments and other premises in 3Q 2018 was ca. RUB 2.3bn (+47% YOY)

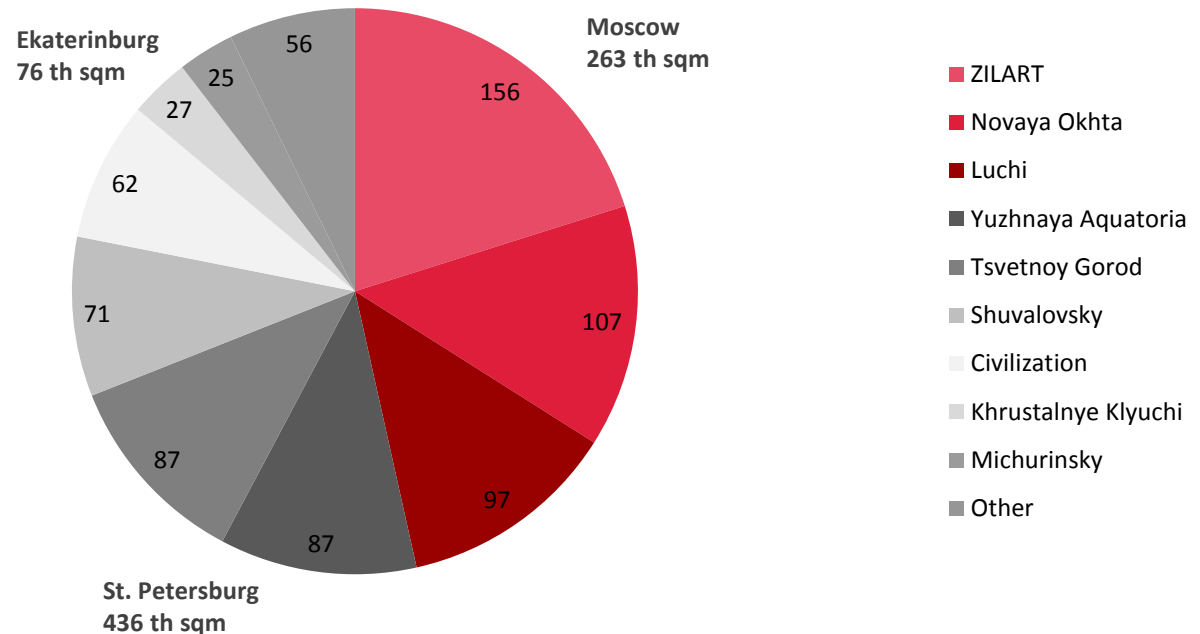
NEW CONTRACT SALES (% by volume)



Completions in 4Q 2018

- We expect more than 770 th sqm to be completed in 4Q 2018
- In St. Petersburg we plan to complete 436 th sqm in 4Q, including such projects as Novaya Okhta, Yuzhnaya Aquatoria, Tsvetnoy Gorod, Shuvalovsky, Civilization and Viva
- In Moscow we plan to complete 263 th sqm, including 156 th sqm in ZILART, 97 th sqm in Luchi and 10 th sqm in Nakhabino Yasnoe
- In Ekaterinburg we plan to complete 76 th sqm with major projects being Khrustalnye Klyuchi 27 th sqm and Michurinskiy 25 th sqm

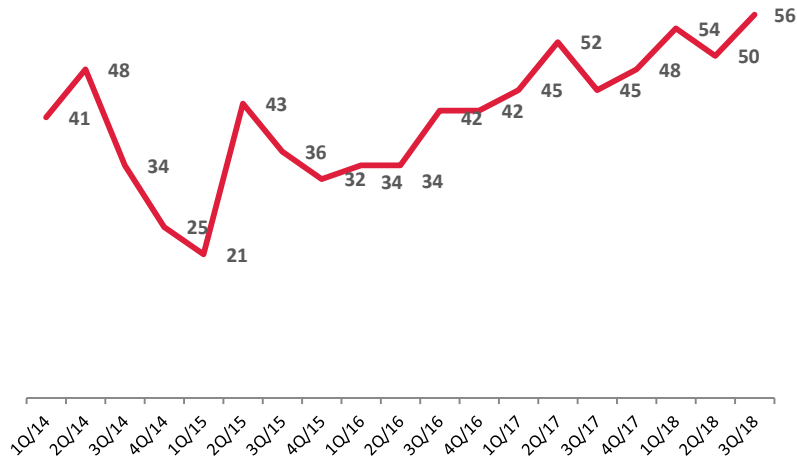
KEY COMPLETIONS IN 4Q 2018, TH SQ M



Mortgage Lending

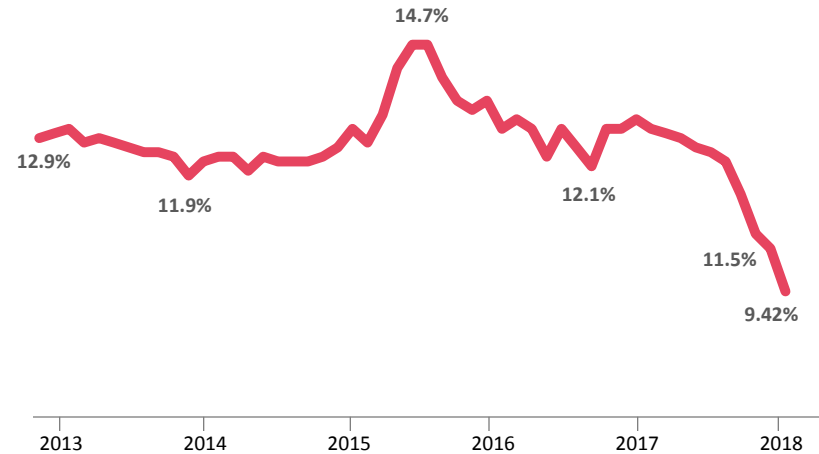
- 911.3 th mortgage loans were issued over 8M 2018 in Russia with total value of more than 1.8 tn rubles
- The average mortgage rate was 9.42% in Aug 2018
- The Bank of Russia raised the key rate by 0.25 pp to 7.50% p.a.
- The share of mortgage contracts is at 56% in Q3 2018 across the Company

LSR MORTGAGE SALES BY NUMBER OF CONTRACTS



Source: Company

AVERAGE MORTGAGE RATES IN RUSSIA



Source: AIZhK

BUILDING MATERIALS

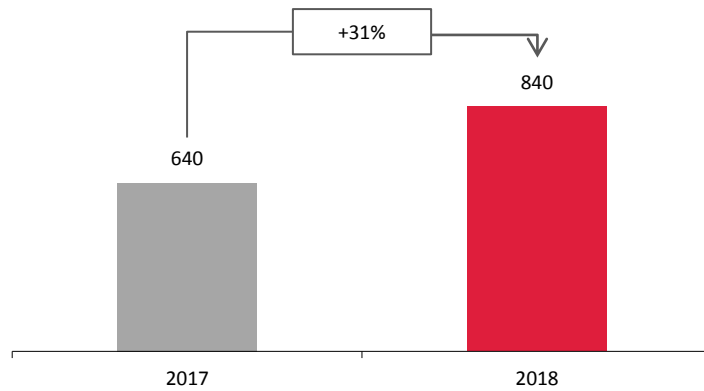
Sales by product	3Q 2017	3Q 2018	Change, %
Crushed granite, th cbm	1,892	2,236	18%
Sand, th cbm	2,128	3,250	53%
Ready-mix concrete, th cbm	302	323	7%
Bricks, mn units	89	91	2%
Aerated concrete, th cbm	492	479	(3%)



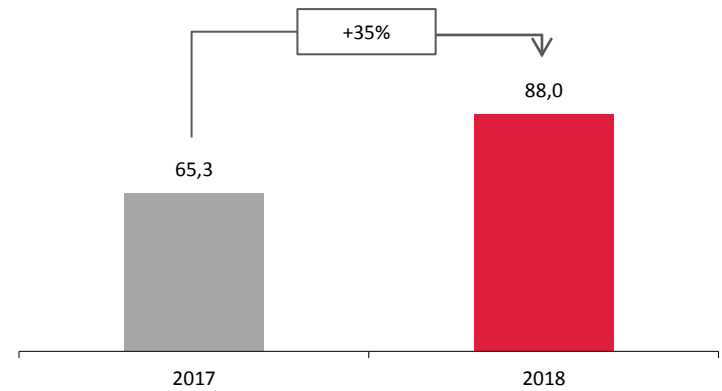
APPENDIX

OPERATING GUIDANCE 2018: REAL ESTATE

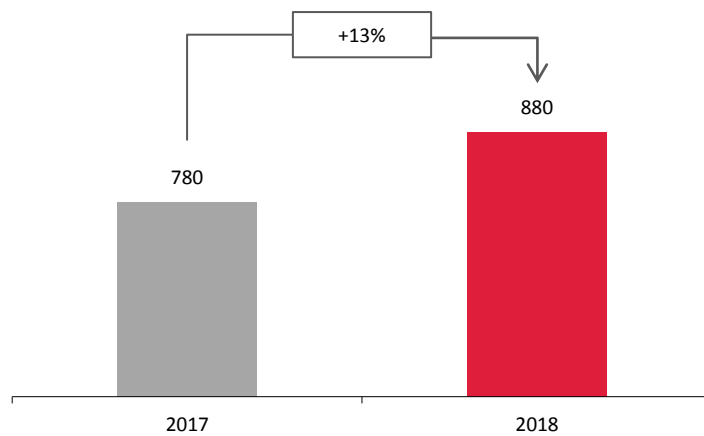
NEW CONTRACT SALES (TH. SQM)



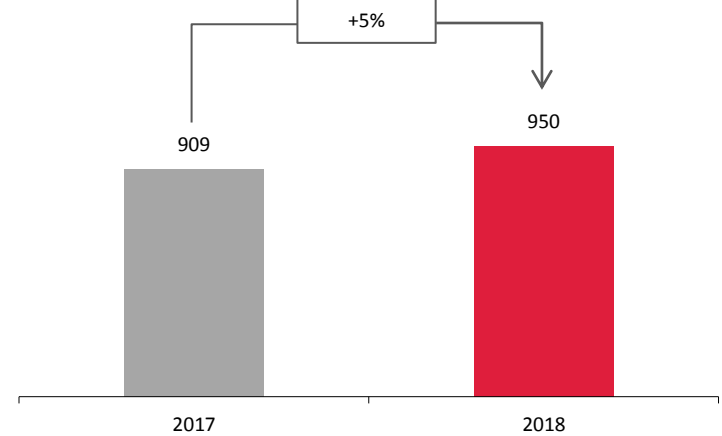
NEW CONTRACT SALES (RUB BN)



NEW LAUNCHES (TH. SQM)

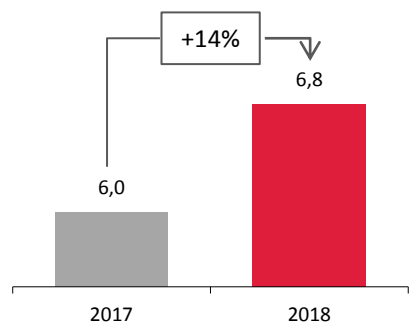


COMPLETIONS (TH. SQM)

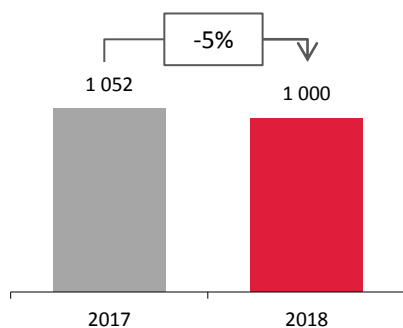


OPERATING GUIDANCE 2018: BUILDING MATERIALS

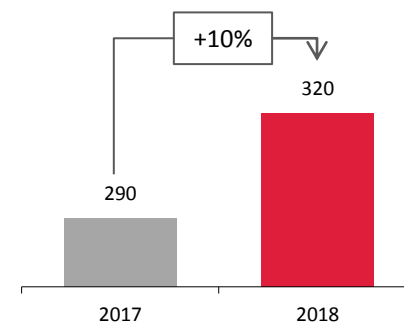
CRUSHED GRANITE (mn m³)



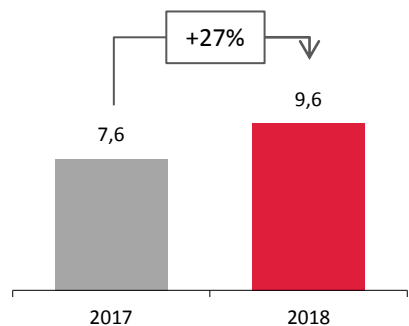
READY-MIX CONCRETE (th. m³)



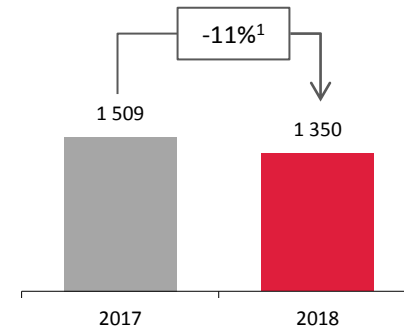
BRICKS (mn units)



SAND (mn m³)



AERATED CONCRETE (th. m³)



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