



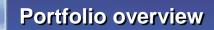
## Property Portfolio Overview as of July 1 2010

October 04 2010



- Total net selling area <sup>(1)</sup> decreased by approximately 7% to 10.76mln square meters (January 01 2010: 11.59mln sq meters), of which 97% is represented by residential area;
- Decrease of 832,000 sq meters was mainly due to:
  - pre-sales of approx. 159,000 sq meters (including retail sales of approx 94,000 sqm as reported on July 7 2010) for the first six months ended June 30 2010;
  - changed master plans for certain residential projects located in the Moscow metropolitan area for the total amount of approx. 383,000 net selling sq meters<sup>(2)</sup>;
  - reduction of interest in a number of low margin regional projects at an early stage of predevelopment, totaling approx. 290,000 net selling sq meters;
- Post these disposals, the market value of the remaining portfolio increased by 3% to US\$2.56bn (January 01 2010: US\$2.48bn) as more active development activities triggered value accretion.
- Market portfolio value per square meter was up by 11% increased to US\$238 (January 01 2010: US\$214).
- Average discount rates on projects went down by 1ppt (19% on average for properties in the course of development vs. 20% as of January 01 2010; 26% on average for properties held for future development vs. 27% as of January 01 2010);
- Operational horizon at around 5 years in Moscow and Moscow region remains appropriate and safe.

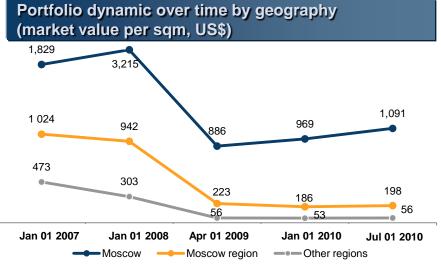
(1) unsold area; (2) master plan changes were driven by replacing poured concrete with pre-fabricated buildings, which are faster and cheaper to build, but have lower NSA



### Landbank highlights as of July 1 2010



Moscow

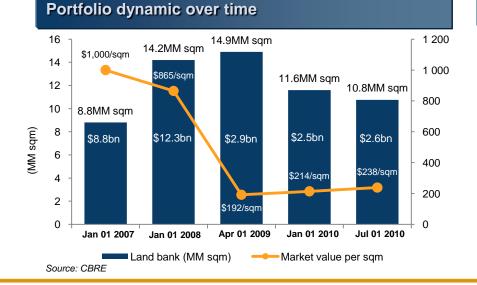


Project portfolio split by geography



Source: CBRE

Source: CBRE



#### Major changes in portfolio since 01/01/10

As of January 01 2010 (000' sqm unsold NSA)	11,594
- Pre-sales (retail and wholesale)	159
- Change in NSA due to changes in master plans	383
- Yaroslavsky	29
- Novokurkino	330
- Krasnaya Gorka	24
- Reduction of interest in projects	280
- Novorossiysk, 15, 16 mcr.	161
- Omsk, mcr.5, phase III	119
- Other cumulative changes in NSA	10
As of July 01 2010	10,762

### **CBRE** valuation highlights



**Post-crisis** 

Valuation Report as of January 01 2008

Pre-crisis

- RUB exchange rate: 24.5462 RUB/USD
- Price growth estimates:

_	2008	2009	2010	2011	2012
Moscow	12%	12%	10%	10%	8%
Moscow Region	10-15%	10-15%	10-12%	10%	8%
Rostov Region	15%	12%	10%	10%	8%
Kaliningrad Region	12-20%	10-15%	8-12%	0-10%	0-8%
Kaluga Region	15%	12%	10%	10%	8%
Omsk Region	20%	15%	10%	10%	8%
Permsky Area	15%	12%	10%	10%	8%
Yaroslavl Region	15%	12%	10%	10%	8%
Nizhny Novgorod Region	12%	12%	10%	10%	8%
Novorossiysk	20%	15%	12%	10%	8%

Price growth estimates

Construction cost growth estimates:

n cost	growth	estimates		
2008	2009	2010	2011	2012
10%	10%	8%	8%	7%
10%	10%	8%	8%	7%
10%	10%	8%	8%	7%
10%	10%	8%	8%	7%
10%	10%	8%	8%	7%
10%	10%	8%	8%	7%
10%	10%	8%	8%	7%
10%	10%	8%	8%	7%
10%	10%	8%	8%	7%
10%	10%	8%	8%	7%
	2008 10% 10% 10% 10% 10% 10% 10%	2008         2009           10%         10%           10%         10%           10%         10%           10%         10%           10%         10%           10%         10%           10%         10%           10%         10%           10%         10%           10%         10%           10%         10%           10%         10%	10%         10%         8%           10%         10%         8%           10%         10%         8%           10%         10%         8%           10%         10%         8%           10%         10%         8%           10%         10%         8%           10%         10%         8%           10%         10%         8%           10%         10%         8%           10%         10%         8%           10%         10%         8%           10%         10%         8%           10%         10%         8%	2008         2009         2010         2011           10%         10%         8%         8%           10%         10%         8%         8%           10%         10%         8%         8%           10%         10%         8%         8%           10%         10%         8%         8%           10%         10%         8%         8%           10%         10%         8%         8%           10%         10%         8%         8%           10%         10%         8%         8%           10%         10%         8%         8%           10%         10%         8%         8%           10%         10%         8%         8%

- Estimates of the financing terms for the properties construction:
  - 100% equity
- Discount rate:
  - Average rate of 22% for properties held for future development (range 12-27%);
  - Average rate of 18% for properties in the course of development (range 12-25%).

- Valuation Report as of July 01 2010
  - RUB exchange rate: 31.2554 RUB/USD
- Price growth estimates:

Price grov	vth esti	mates			
	2010	2011	2012	2013	2014+
Moscow	0%	8.7%	10.6%	9.0%	0%
Moscow Region	0%	2.6%	10.6%	9.7%	0%
Rostov Region	0%	0.0%	10.3%	9.7%	0%
Kaliningrad Region	0%	3.0%	8.9%	7.6%	0%
Kaluga Region	0%	3.6%	11.1%	8.0%	0%
Krasnodar Area	0%	5.3%	8.9%	7.1%	0%
Omsk Region	0%	1.0%	8.3%	6.1%	0%
Permsky Area	0%	5.5%	9.2%	6.8%	0%
St. Petersburg	0%	0.8%	11.0%	9.7%	0%
Udmurt Republic	0%	3.1%	8.9%	5.9%	0%
Nizhny Novgorod Region	0%	4.6%	9.3%	6.5%	0%
Yaroslavl Region	0%	11.6%	8.9%	6.1%	0%

Construction cost growth estimates:

Constructi	on cost	growth	estimat	tes	
	2010	2011	2012	2013	2014-
Moscow	0%	5.8%	7.0%	6.0%	0%
Moscow Region	0%	1.9%	7.5%	6.8%	0%
Rostov Region	0%	0.0%	6.8%	6.2%	0%
Kaliningrad Region	0%	2.0%	7.4%	6.3%	0%
Kaluga Region	0%	2.3%	7.2%	5.2%	0%
Krasnodar Area	0%	4.0%	6.7%	5.3%	0%
Omsk Region	0%	0.8%	6.8%	5.0%	0%
Permsky Area	0%	4.6%	7.7%	5.6%	0%
St. Petersburg	0%	0.0%	7.8%	6.6%	0%
Udmurt Republic	0%	2.0%	5.9%	3.9%	0%
Nizhny Novgorod Region	0%	3.2%	8.0%	5.1%	0%
Yaroslavl Region	0%	9.8%	7.5%	5.2%	0%

- Estimates of the financing terms for the properties construction:
  - 60% debt (14% interest on loan during, 12% interest on loan after construction)
  - 40% equity
- Discount rate:
  - Average rate of 26% for properties held for future development (range 18-33%);
  - Average rate of 19% for properties in the course of development (range 12-30%).
- Based upon sensitivity analysis conducted by CB Richard Ellis:
  - 2% decrease in the discount rate leads to an increase in portfolio value by 8.6%;
  - 5% decrease in the discount rate leads to an increase in portfolio value by 23.7%;

### Top 15 by value projects account for 77% of value and 33% of unsold NSA



Rating	Project	Phase	Туре	Location	Est. completion	NSA, '000 sqm	PIK share,	Unsold area,	Market value,	Market value,	Development cost to completion, excl. inflation,	Remaining revenue, excl. inflation,
					date		'000 sqm	'000 sqm	US\$MM	US\$/ sqm	US\$MM	US\$MM
1 (3)	Mantulinskaya St., 7	predevelopment	High-end Residential /Commercial	Moscow	4Q2021 (4Q2021)	254	254 (252)	254 (252)	326 (184)	1,283 (729)	876	2,301
2 (1)	Mytnaya, 13 (English Town)	active construction	High-end Residential	Moscow	1Q2012 (1Q2012)	101	70 (70)	49 (48)	307 (357)	6,315 (7,370)	172	625
3 (3)	Mytischi, Yaroslavsky	active construction	Mass Market Residential	Moscow Region	1Q2019 (2Q2019)	1,154	838 (868)	697 (726)	235 (190)	337 (262)	1,671	1,924
4 (6)	Kuntsevo	active construction	Mass Market Residential	Moscow	2Q2018 (4Q2017)	169	166 (165)	164 (163)	168 (150)	1,022 (922)	343	794
5 (2)	Khimki, Novokurkino	active construction	Mass Market Residential	Moscow Region	4Q2015 (4Q2014)	836	835 (1,134)	321 (650)	163 (311)	507 (478)	508	832
6 (5)	Kommunarka, plot #27	predevelopment	Mass Market Residential	Moscow Region	3Q2027 (1Q2027)	1,089	1,089 (1,023)	1,089 (1,023)	147 (158)	135 (155)	1,320	2,488
7 (7)	Khimki, Sovkhoznaya str.	active construction	Mass Market Residential	Moscow Region	4Q2016 (4Q2016)	406	328 (334)	306 (318)	104 (104)	340 (328)	497	703
8 (8)	Michurinsky pr-t., district 5- 6	active construction	High-end Residential	Moscow	2Q2014 (4Q2013)	399	65 (65)	65 (62)	94 (95)	1,456 (1,464)	177	331
9 (9)	Perovskaya str., 66	predevelopment	Mass Market Residential	Moscow	3Q2016 (1Q2016)	139	139 (139)	139 (139)	89 (82)	640 (589)	240	505
10 (10)	Kutuzovsky prospekt, 14A (Park-City)	predevelopment	High-end Residential/ Commercial	Moscow	4Q2016 (2Q2017)	196	64 (101)	64 (101)	76 (81)	1,190 (799)	387	733
11 (15)	South Chertanovo, districts 17-18	predevelopment	Mass Market Residential	Moscow	1Q2016 (1Q2016)	134	89 (87)	86 (85)	56 (43)	647 (507)	226	365
12 (11)	Marshala Zakharova st., 7	predevelopment	Mass Market Residential	Moscow	2Q2014 (3Q2014)	74	74 (68)	74 (68)	53 (51)	717 (419)	180	318
13 (12)	Varshavskoe highway, own. 141	predevelopment	Mass Market Residential	Moscow	4Q2019 (4Q2019)	121	115 (115)	115 (115)	53 (49)	460 (426)	194	445
14 (14)	Ak. Vinogradova str., own. 7	active construction	High-end Residential	Moscow	1Q2013 (1Q2013)	83	82 (81)	56 (46)	50 (45)	896 (975)	126	258
15 (13)	Mironovskaya str.46	predevelopment	Mass Market Residential	Moscow	4Q2013 (2Q2013)	43	43 (43)	43 (43)	45 (48)	1,043 (1,119)	69	200
	Subtotal					5,198	4,251	3,522 (33% of total)	1,966 (77% of total)		6,986	12,822
	<u>Total</u>					16,554	13,484	10,762	2,564		15,085	
Source: C	BRF											

Source: CBRE

# Project portfolio as of July 01 2010



	Total unsold area, '000 sqm	as of total, %	Market value, US\$ MM	as of total, %	Market value US\$ per sqm
Total	10,762	100%	2,564	100%	238 🔺
Moscow	1,358	13%	1,482	58%	1,091 🔺
Moscow region	3,916	36%	774	30%	198 🔺
Other regions	5,488	51%	308	12%	56 🔺
Moscow, including	1,358	13%	1,482 🔺	58%	1,091 🔺
Mantulinskaya str., own.7	254	2.4%	326 🔺	12.7%	1,283 🔺
Mitnaya, 13 (English Town)	49	0.5%	307 🔻	12.0%	6,315 🔻
Kuntsevo	164	1.5%	168 🔺	6.6%	1,022 🔺
Michurinsky prospekt, district 5-6, Ramenki	65	0.6%	94 🔻	3.7%	1,456 🔻
Perovskaya str., 66	139	1.3%	89 🔺	3.5%	640 🔺
Park-City	64	0.6%	76 🔻	3.0%	1,190 🔺
South Chertanovo, districts 17-18	86	0.8%	56 🔺	2.2%	647 🔺
Marshala Zakharova str., own.7	74	0.7%	53 🔺	2.1%	717 🔻
Varshavkoe highway, own.141	115	1.1%	53 🔺	2.1%	460 🔺
Akademika Vinogradova str., own.7	56	0.5%	50 🔺	2.0%	896 🔻
Others	292	2.7%	210 🔻	8.2%	719 🔺
Moscow region, including	3,916	36%	774 🔻	30%	198 🔺
Mytischi, Yaroslavsky	697	6.5%	235 🔺	9.2%	337 🔺
Khimki, Novokurkino	321	3.0%	163 🔻	6.4%	507 🔻
Kommunarka	1,089	10.1%	147 🔻	5.7%	135 🔻
Khimki, Sovkhoznaya str. (Levy Bereg)	306	2.8%	104 —	4.1%	340 🔺
Others	1,503	14.0%	125 🔺	4.9%	83 🔺
Other regions, including	5,488	51%	308 🔻	12.8%	56 🔺
Obninsk, mcr.55	165	1.5%	32 —	1.2%	196 —
Svetlogorsk, Otradnoe	304	2.8%	30 🔻	1.2%	97 🔺
Others	5,019	46.6%	246 🔻	9.6%	49 🔻

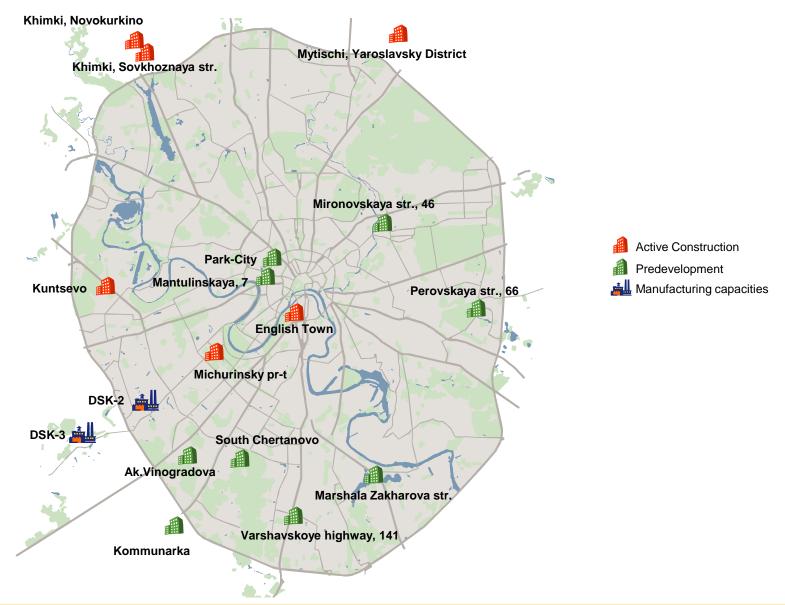


# Selected major projects overview

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### **Top-15 projects location**







#### Moscow, Mitnaya, 13 (English Town)

Mitnaya, 13 (English Town)					
NSA (PIK share), "000 sqm	70				
Unsold area, '000 sqm	49				
Market value, US\$ mln	307				
Pre-sales launch	on sale				
Estimated completion date	1Q2012				
Development cost to completion, US\$ mln	172				
Remaining revenue, US\$ mIn	625				
Source: CBRE					







December 2008

September 2010

Area, Ha:	4.58	Туре:	Poured concrete	Class:	High-end Residential	
English Town is	one of the lorge	at alita raaidaat	ial complexes in Messey	It is situated in Messour's h	aistoriaal contor a fow quartera	

English Town is one of the largest elite residential complexes in Moscow. It is situated in Moscow's historical center, a few quarters away from the Ring Road and close to more than 20 foreign embassies. The project's scale is its key difference from an ordinary residential complex. A large area of more than 4 ha allows to create a unique oasis in the center of Moscow, where people with the same status and income level will comfortably live.

Water plan		April 2009	July 201	v v
Area, Ha:	3.39 Type:	Poured concrete	Class:	High-end Residential

The Property is situated between Profsoyuznaya Street and Leninsky Prospect close to the Moscow Outer Ring Road (MKAD). The nearest metro station, Teply Stan, is located slightly beyond walking distance. The location is very popular in terms of access, amenities and quality of residential buildings in the area. Access to the Property is convenient by both public and private transport.

#### Moscow, Ak.Vinogradova

Akademika Vinogradova						
NSA (PIK share), "000 sqm	82					
Unsold area, '000 sqm	56					
Market value, USD mln	50					
Pre-sales launch	on sale					
Estimated completion date	1Q2013					
Development cost to completion, US\$ mln	126					
Remaining revenue, US\$ mln	258					
Source: CBRE						

Source: CBRE



#### Moscow region, Khimki, Novokurkino

Khimki, Novokurkino						
NSA (PIK share), "000 sqm	835					
Unsold area, '000 sqm	321					
Market value, US\$ mln	163					
Pre-sales launch	on sale					
Estimated completion date	4Q2015					
Development cost to completion, US\$ mln	508					
Remaining revenue, US\$ mIn	832					
Source: CBRE						



Oktyabsrkaya Railroad, and the Moscow River. Russia's largest airport, Sheremetyevo 2, is also in the Khimki region not far from the site. Access to the Property is convenient by both public and private transport. This project is the first largescale development of PIK Group in Moscow Region

#### Moscow region, Mytischi, Yaroslavsky

Mytischi, Yaroslav	sky	
NSA (PIK share), "000 sqm	838	
Unsold area, '000 sqm	697	
Market value, US\$ mln	235	
Pre-sales launch	on sale	
Estimated completion date	1Q2019	
Development cost to completion, US\$ mln	1,671	
Remaining revenue, US\$ mln	1,924	
Source: CBRE		







Area, Ha:	114.3	Туре:	KOPE Parus KOPE Tower Poured Concrete DOM/DOM 17/02	Class:	Mass Residential	
			P3M/P3M-17/23			

The city of Mytischi is located next to the Moscow Outer Ring Road (MKAD). Mytischi is conveniently accessed by way of Yaroslavskoye, Dmitrovskoye and Ostashkovskoye highways. Trains connect Mytischy with the Yaroslavsky railway station in Moscow (Komsomolskaya metro station). Access to the Property is convenient by both public and private transport.



#### Moscow region, Khimki, Sovkhoznaya str. Levy Bereg

Khimki, Sovkhoznaya str.		
NSA (PIK share), "000 sqm	328	
Unsold area, '000 sqm	306	
Market value, US\$ mln	104	
Pre-sales launch	on sale	
Estimated completion date	4Q2016	
Development cost to completion, US\$ mln	497	
Remaining revenue, US\$ mln	703	
Source: CBRE		



Khimki lies at the intersection of important transport corridors of Russia, namely the Moscow-St. Petersburg highway, the Oktyabsrkaya Railroad, and the Moscow River. The largest airport of Russia, Sheremetyevo 2, is also in the Khimki region. Access to the Property is convenient by both public and private transport.



#### Moscow, Kutuzovsky prospect, Park-City

Kutuzovsky prospect, Park-City		
NSA (PIK share), "000 sqm	64	
Unsold area, '000 sqm	64	
Market value, US\$ mln	76	
Estimated completion date	4Q2016	
Development cost to completion, US\$ mln	387	
Remaining revenue, US\$ mln	733	
Source: CBRE		



 Area, Ha:
 14.3
 Type:
 Poured concrete
 Class:
 High-end Residential

 The Property is located between the Garden Ring and the Third Ring, on one of Moscow's main streets, Kutuzovsky
 Prospect, between Ukrainsky Boulevard and Tarasa Schevchenko Embankment. Access to the Property is convenient by private transport. Prospect is highly in demand among office and residential users. This street is also one of city's most prestigious retail corridors with a host of upper-end brands.

#### Moscow, Mantulinskaya str., own. 7

Mantulinskaya str., own.7		
NSA (PIK share), "000 sqm	254	
Unsold area, '000 sqm	254	
Market value, US\$ mln	326	
Estimated completion date	4Q2021	
Development cost to completion, US\$ mln	876	
Remaining revenue, US\$ mln	2,301	
Source: CBRE		



The Property is situated in central Moscow on Mantulinskaja Street near the Garden Ring Road and 1905 Goda Street The 1905 Goda metro station is within a 20-minute walk from the site. Moscow City, Expocenter and World Trade Centre office developments are located in the vicinity. The area is under great demand among office users. Access to the Property is convenient by both public and private transport.

### Other projects (selected from Top15 list)



Moscow region, Kommunarka		
Area, ha	127.8	
Туре	Pre-fabricated	
Class	Mass Residential	
NSA (PIK share), "000 sqm	1,089	
Unsold area, '000 sqm	1,089	
Market value, US\$ mln	147	
Estimated completion date	3Q2027	
Development cost to completion, US\$ mIn	1,320	
Remaining revenue, US\$ mln	2,488	
Source: CBRE		

Moscow, Kuntsevo			
Area, ha	0.95		
Туре	Poured concrete		
Class	Mass Residential		
NSA (PIK share), "000 sqm	166		
Unsold area, '000 sqm	164		
Market value, US\$ mln	168		
Estimated completion date	2Q2018		
Development cost to completion, US\$ mln	343		
Remaining revenue, US\$ mIn	794		
Source: CBRE			

Moscow, Michurinsky prospect, Ramenki		
Area, ha	19.0	
Туре	Poured concrete	
Class	Mass Residential	
NSA (PIK share), "000 sqm	65	
Unsold area, '000 sqm	65	
Market value, US\$ mln	94	
Estimated completion date	2Q2014	
Development cost to completion, US\$ mIn	177	
Remaining revenue, US\$ mIn	331	
Source: CBRE		

Moscow, Perovskaya str.		
Area, ha	15.32	
Туре	Pre-fabricated	
Class	Mass Residential	
NSA (PIK share), "000 sqm	139	
Unsold area, '000 sqm	139	
Market value, US\$ mln	89	
Estimated completion date	3Q2016	
Development cost to completion, US\$ mIn	240	
Remaining revenue, US\$ mIn	505	

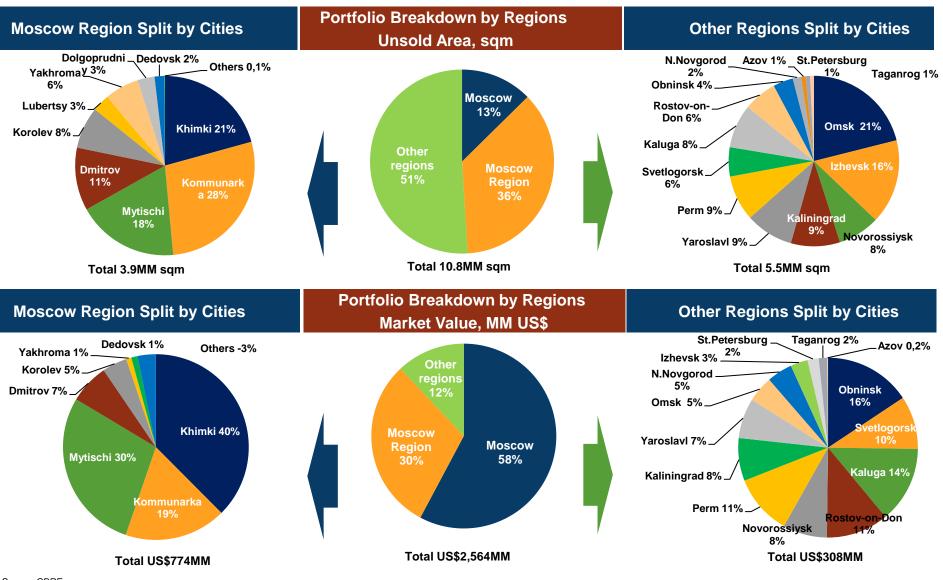
Source: CBRE



# Appendix

### **Portfolio Geography**









#### **PIK Group Headquarters**

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