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### The largest European and the largest non-REIT real estate IPO globally

## Successful Russian real estate IPO







US\$1.93bn IPO



The largest European real estate IPO; and The largest non-REIT real estate IPO globally

Issuer PIK Group

Size US\$1.93bn

Pricing Date 1 June 2007

Listing London Stock Exchange, MICEX, RTS

Issued securities GDRs and ordinary shares (1 GDR = 1 share)

Offer Structure Reg S and 144A to QIBs

Pricing US\$25 per GDR and US\$25 per ordinary share

New / existing capital 50% primary and 50% secondary

Free float Approx. 16%

Major shareholders Approx 42% - Mr. Pisarev; approx 42% - Mr. Zhukov

Valuation US\$12.3bn at offer price

Use of proceeds 1. Expand landbank; 2. Pursue return-driven acquisitions; 3. Rationalize capital structure

- PIK's investor base represents high quality of long-term investors with broad geographical spread;
- Shares were placed under difficult market conditions (RTS index declined by appr. 8% during one and a half week preceding the date of pricing of the Offering)

### **Post-IPO Performances**



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#### PIK has outperformed the markets...



Index	Performance since 1st of June 2007
PIK	+22.0%
RTS	+25.2%
MSCI World	-2.2%
MSCI EM	+20.8%
MSCI Europe Real Estate -27.7%	
Source: Bloomberg, all market data as of 31 Dec 2007 (LSE closing)	

## ...and its main competitors



#### Performance since 1st of June 2007 **Company** PIK +22.0% +26.5% **Open Investments GTC** -6.1% -19.5% **AFI** Development -28.3% **Immoeast** Sistema-Hals -29.9% -51.6% Meinl Source: Bloomberg, all market data as of 31 Dec 2007 (LSE closing)

- PIK Group is included into MSCI EM and MSCI Russia indexes
- Clear market over-performance of most competitors by PIK post IPO