



2007 IFRS Financial Results Presentation

19 May 2008

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PIK Group Overview



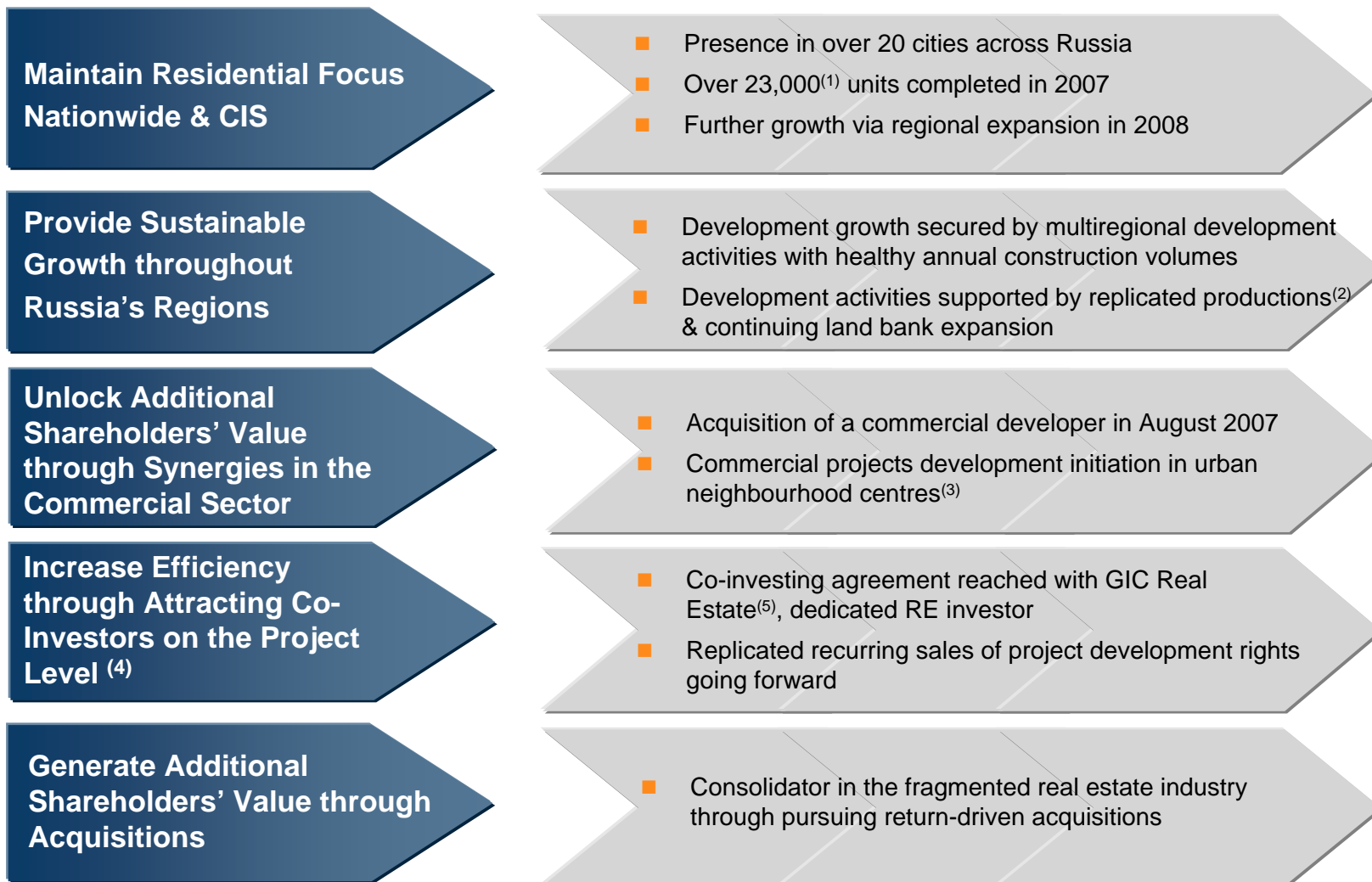
- Leading residential nationwide developer in Russia, focusing on mass market communities
- Proven track record in real estate development, since inception completed over 6.5MM square meters of housing (equivalent to about 110,000 units)
- Vertically integrated business model
- Founded in 1994
- Successful IPO in June 1 2007, representing the largest ever in the sector in Europe and non-REIT globally:
 - \$1.93 BN offer size listed on LSE, Micex, RTS
 - \$12.3 BN market capitalization at offer price (\$25 /GDR (1 GDR : 1 ordinary share)
 - Approx. 16% free float; 84% owned by two individuals (evenly)
- FY07 Sales of \$2.7BN, EBITDA of \$938MM (IFRS)
- Market portfolio value of \$12.3BN as per CB Richard Ellis as of January 1 2008 up by 40% yoy



Novokurkino

Important: Note: Information provided on area represent net sellable area (not gross buildable space)

- Acquired Storm Properties, a dynamically growing commercial developer with the intention to enter into the commercial market place
- Sold 25% stake in a mass market residential project in the Moscow Region to dedicated real estate investor, GIC Real Estate that opened future potential investment opportunities on project levels
- Added over 6.5MM sq meters of land predominantly in Russia's Regions which led to 61% increase in land bank
- Rationalized capital structure, reduced cost of debt by 1% to approximately 9,3%
- Acquired small and middle sized regional prefabricated facilities with the aim to roll out vertical integration
- Included into the MSCI EM and FTSE Russia IOB Indexes which gave additional stock liquidity
- Assigned 'BB-' credit rating by Fitch Ratings, which is the highest in the sector in Russia
- Commenced to implement the Group's sustainable long-term growth strategy and
 - proceeded with the Groups operational structure reorganization
 - commissioned to modernize four existing regional prefabricated facilities
 - started to develop advanced internal IT systems



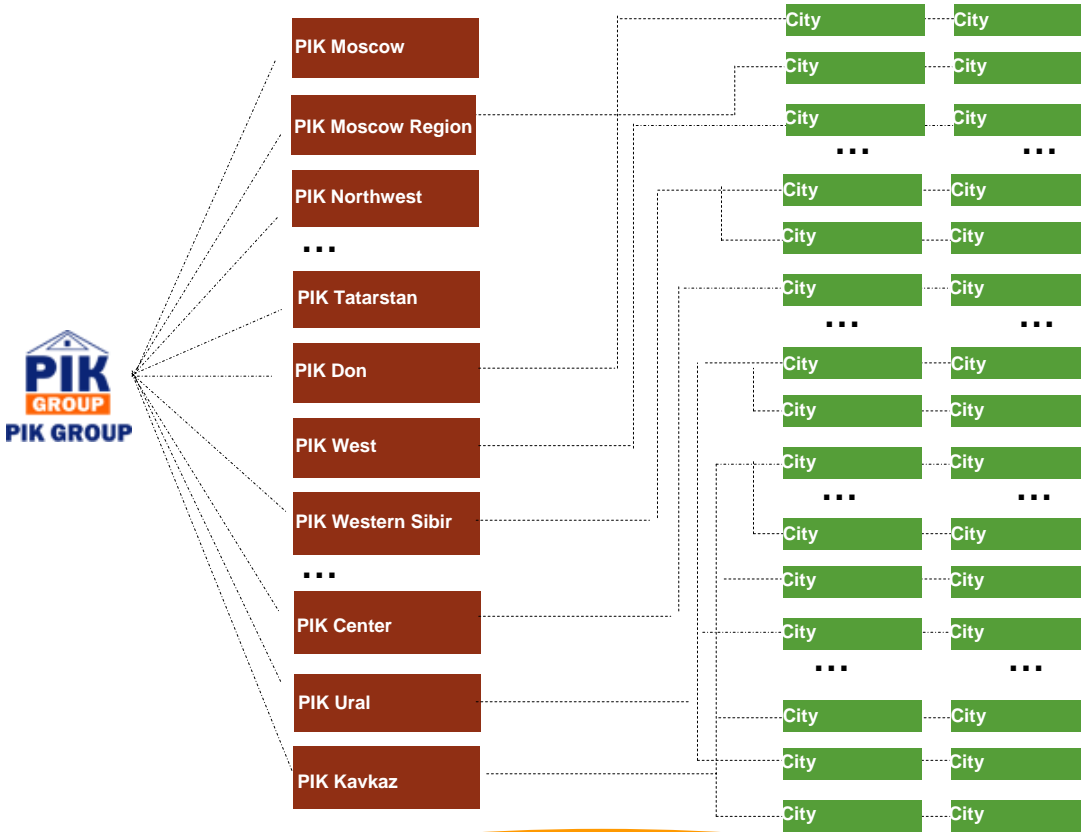
Note: (1) equivalent to over 1.5MM sqm of net sellable space

(2) e.g. precast plants

(3) which are being under development by PIK

(4) and provide sufficient risk management for PIK shareholders

(5) real estate investment arm of the Singaporean Government with assets over \$100bn



PIK = 19 ⁽¹⁾ Geographically Diversified Business Units & Presence in around 66 Regional Cities ⁽²⁾

- PIK in 2015 perspectives ⁽¹⁾ :
 - 1 holding company;
 - 19 geographically diversified regional development companies⁽⁴⁾;
 - presence of each regional development company in around 4-6 regional cities;
- By the end of 2015, PIK sees itself in around 66 regional cities with annual development volumes of 50 000 sqm per city, giving an overall annual run rate of 4.5MM ⁽²⁾⁽³⁾;
- In order to achieve the above annual construction volumes shall increase 15-20%.

Note: (1) excluding presence outside Russia, such as CIS countries

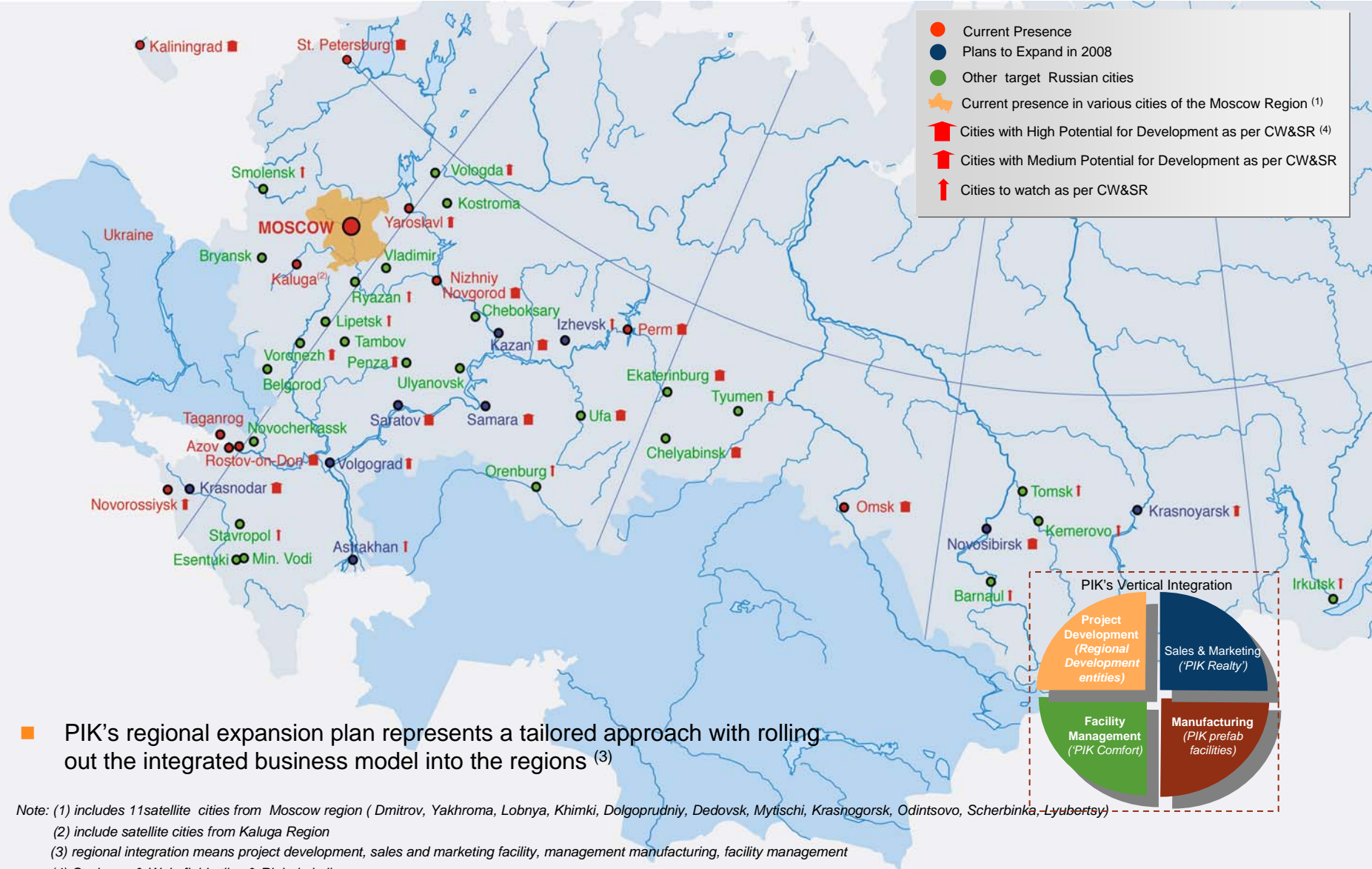
(2) including Moscow and Moscow region, where annual construction volumes are to be around 1 200 thousand sqm

(3) based upon conservative assumption of 50 thousand sqm per annum per city

(4) including Moscow, Moscow Region and St. Petersburg

PIK Group Overview

Near Term Regional Expansion



■ PIK's regional expansion plan represents a tailored approach with rolling out the integrated business model into the regions ⁽³⁾

Note: (1) includes 11 satellite cities from Moscow region (Dmitrov, Yakhroma, Lobnya, Khimki, Dolgoprudniy, Dedovsk, Mytishi, Krashnogorsk, Odintsovo, Scherbinka, Lyubertsy)

(2) include satellite cities from Kaluga Region

(3) regional integration means project development, sales and marketing facility, management manufacturing, facility management

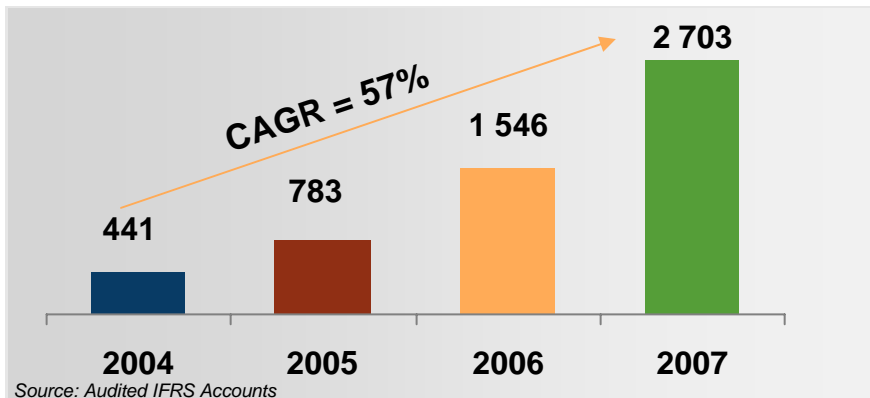
(4) Cushman & Wakefield stiles & Riabokobylko



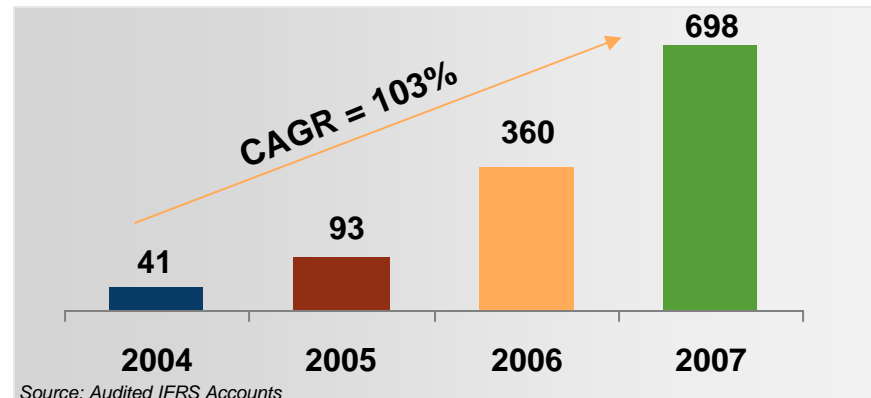
2007 Financial Results



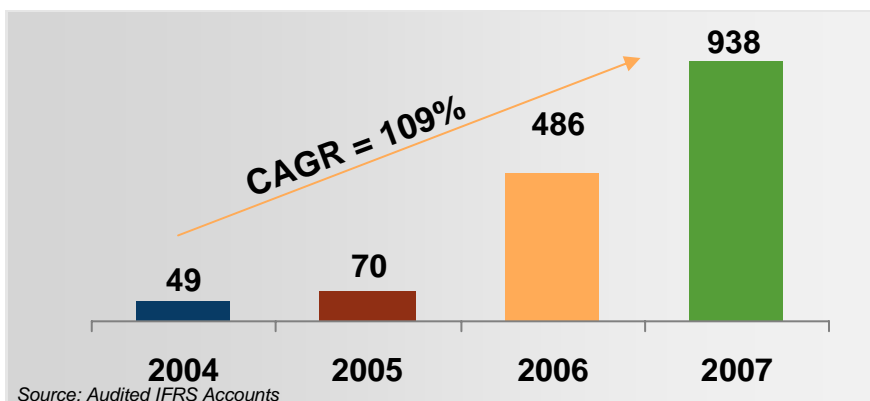
Sales (\$MM)



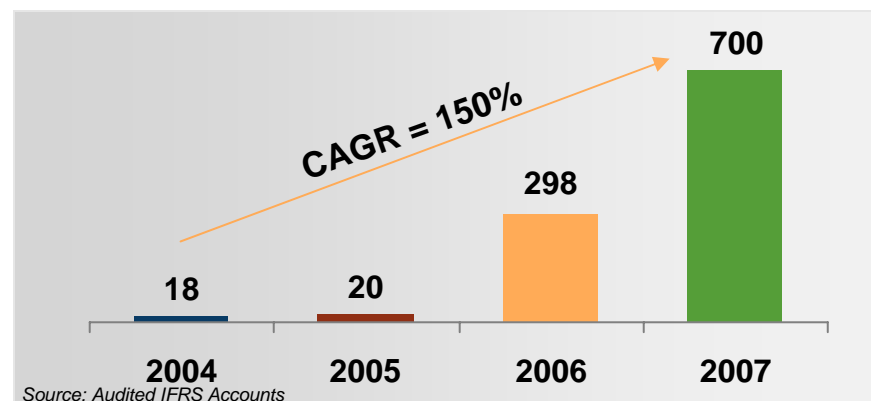
Gross Profit (\$MM)



EBITDA (\$MM)⁽²⁾⁽³⁾



Net Income (\$MM)⁽²⁾⁽³⁾



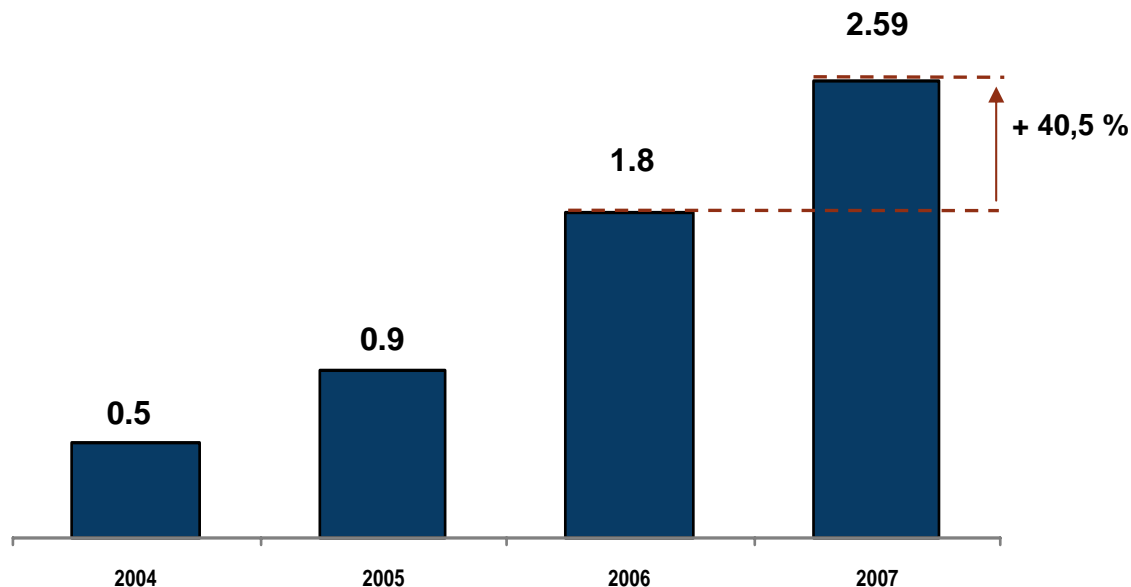
Note: 1. 2006, 2005, 2004 financial data were converted at 27.19, 28.29 and 28.82 RUR/US\$ exchange rates respectively

2. 2006 EBITDA and Net Income include KSRZ disposal and negative goodwill from SIR acquisition

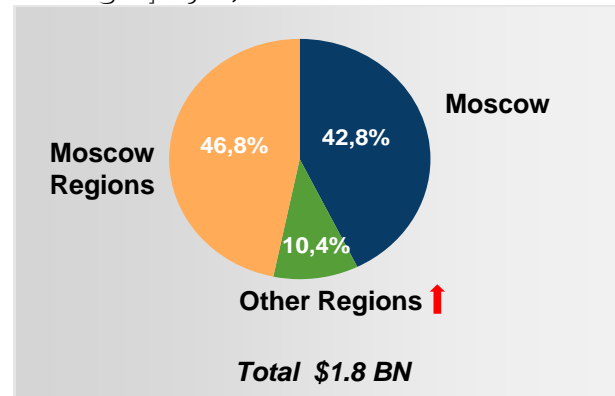
3. 2007 EBITDA and Net Income include disposal of development rights in the Mytischki project to GIC RE

Cash Collections⁽¹⁾

(\$BN)



Cash Collections by Geography⁽²⁾, FY07



- Cash & equivalents as of December 31 2007 amounted to \$695MM

Note: Unaudited Management accounts,

Ruble amounts were converted at average exchange rates of 28,83RR/USD, 28,29RR/USD, 27,19RR/USD and 25,55 RR/USD for the FY04, FY05, FY06 and FY07 accordingly.

(1) Data represented by total cash collections including sales of apartments, sales of development rights and others;

(2) Data provided only for cash collections from sale of apartments only

Key Operational Metrics

(\$MM)

	2005	2006	2007	Change, % 2007/2006	2007 Market Consensus
Revenue	783	1 546	2 702	+75%	✓
<i>Share of sale of apartments</i>	71%	71%	73%	-	
EBITDA	70	486	938	+ 93%	✓✓
<i>Margin as of % ⁽²⁾</i>	9%	31%	35%	-	
Net Income	20	298	700	+135%	✓✓✓
<i>Margin as of % ⁽²⁾</i>	3%	26%	19%	-	

- FY07 results ⁽¹⁾ are in line or above the market consensus

Source: Audited IFRS Accounts

Note: Ruble amounts were converted at average exchange rates of 27.19 RR/USD, 25,55RR/USD for FY06, FY07 accordingly

Consensus as per average of UBS, Troika, Nomura, Morgan Stanley, Alfa Bank, Deutsche Bank, JPMorgan, Renaissance Capital estimates for 2007 Revenue, EBITDA, Net Income are \$2.8BN, \$898MM, \$592MM accordingly

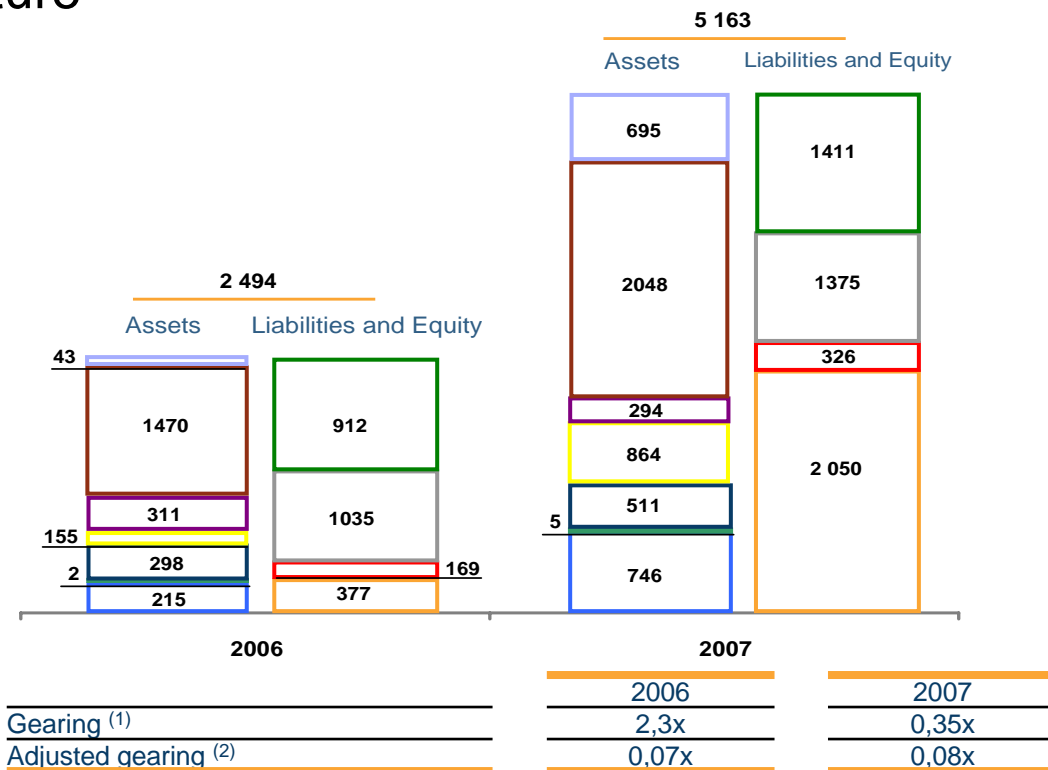
(1) Total Revenue, EBITDA and Net Income

(2) Rounded

Financial Structure

(\$MM)

- Cash and cash equivalents
- Inventory
- Investments ⁽⁴⁾
- Intangibles
- PP&E
- Deferred tax assets
- Accounts receivable



- Total assets increased as a result of increased construction activity and significant land bank additions ⁽³⁾
- This was financed by the Group's IPO and slightly increased debt leverage

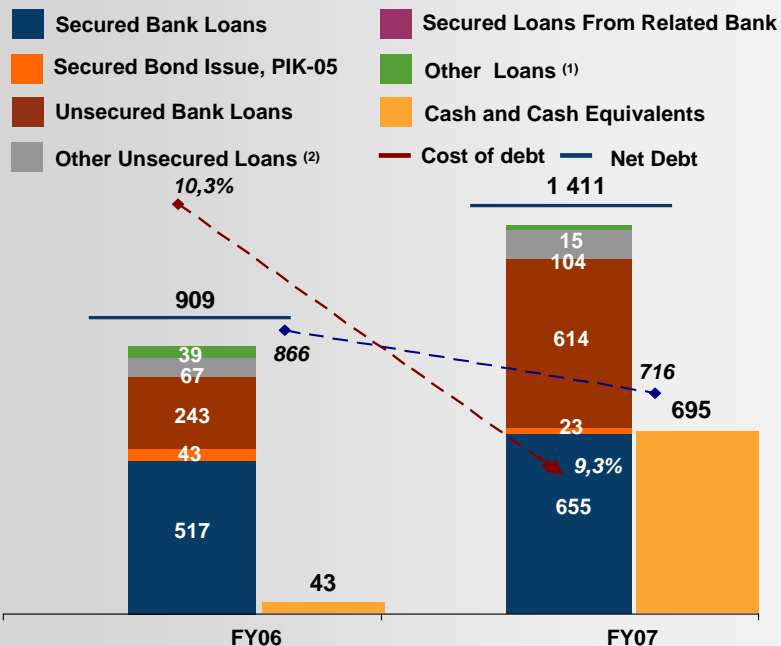
Note: (1) Net Debt/Shareholders' Equity including Minorities

(2) Net Debt/CBRE portfolio value as of 31/12/07 and 31/12/07 for FY06 and FY07 accordingly

(3) in form of development right acquisitions

(4) including assets held for sale

Debt Summary and its Dynamic over Time (\$MM)

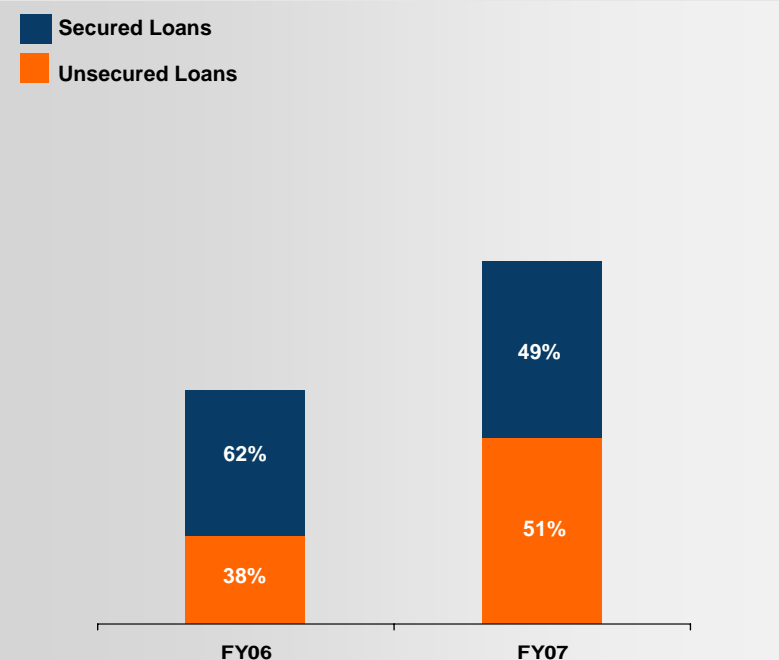


Source: Audited IFRS Accounts

Notes: (1) including finance lease liability, bank overdrafts, interest payable

(2) including unsecured loans from third and related parties

Secured vs. Unsecured Loan & Borrowings⁽⁴⁾ (\$MM)



Source: Audited IFRS Accounts

Note: (4) excluding finance lease liability, interest payable

- As compared to 31 December 2006 cost of debt was down by 1% to 9,3%
- The same time, the share of unsecured debt was up to 51% of the total loan portfolio ⁽³⁾
- Net Debt to EBITDA ratio is below 1x

Note: RR amounts were converted at the following closing rates: 26.33 and 24.55 for 31/12/06 and 31/12/07 accordingly

(3) excluding finance lease liability, interest payable



- PIK has demonstrated exceptional progress in 2007
- Based upon the strong macro and micro economic fundamentals of the real estate market combining the Group's well-placed position in the sector, PIK shall continue to deliver significant shareholders value in 2008



Appendix





Warshavskoe Shosse, Moscow (completed)



Malomoskovskaya street, Moscow (completed)



Novokurkino, Moscow



Novokurkino, Moscow



“Yuzhny Bereg”, Novorossiysk (under development)



“Krylatskie Ognj”, Moscow (completed)



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