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# Property Portfolio Overview as of December 31 2010

March 09, 2011





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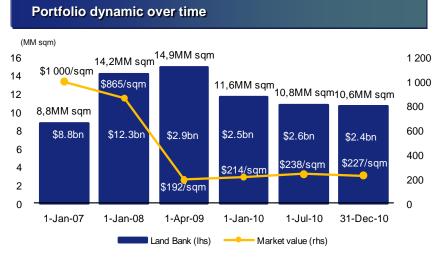




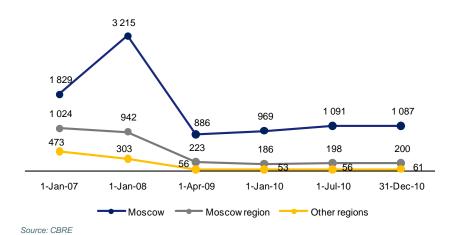
PIK's typical residential development, Bitsevsky (Moscow)

## Landbank highlights as of December 31 2010



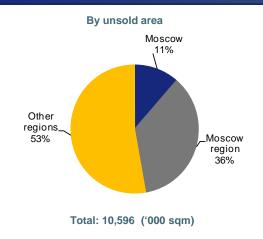


Portfolio dynamics over time by geography

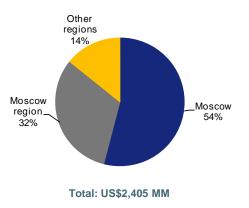


Source: CBRE

#### Project portfolio split by geography









#### Valuation Report as of January 1 2008 **Pre-crisis** RUB exchange rate: 24.5462 RUB/USD Price growth estimates: 2008 2009 2010 2011 2012 Moscow 10% 12% 12% 10% Moscow Region 10-15% 10-15% 10-12% 10% Rostov Region 15% 12% 10% 10%

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%	
Yaroslav I Region	15%	12%	10%	10%	8%	
Nizhny Nov gorod Region	12%	12%	10%	10%	8%	
Nov orossiy sk	20%	15%	12%	10%	8%	

8%

8%

8%

#### Construction cost growth estimates:

	2008	2009	2010	2011	2012
Moscow	10%	10%	8%	8%	7%
Moscow Region	10%	10%	8%	8%	7%
Rostov Region	10%	10%	8%	8%	7%
Kaliningrad Region	10%	10%	8%	8%	7%
Kaluga Region	10%	10%	8%	8%	7%
Omsk Region	10%	10%	8%	8%	7%
Permsky Area	10%	10%	8%	8%	7%
Yaroslav I Region	10%	10%	8%	8%	7%
Nizhny Novgorod Region	10%	10%	8%	8%	7%
Nov orossiy sk	10%	10%	8%	8%	7%

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	Post-crisis			
RUB exchange rate: 30.47 Price growth estimates:				
	2011	2012	2013	2014+
Moscow	7.2%	12.7%	7.3%	0%
Moscow Region	1.4%	8.1%	5.4%	0%
Rostov Region	5.8%	12.0%	5.3%	0%
Kaliningrad Region	2.9%	9.7%	4.2%	0%
Kaluga Region	3.6%	11.1%	8.0%	0%
Krasnodar Area	10.4%	9.2%	3.3%	0%
Omsk Region	5.7%	8.3%	2.8%	0%
Permsky Area	9.8%	8.7%	3.0%	0%
St. Petersburg	5.5%	11.8%	5.4%	0%
Udmurt Republic	6.7%	7.9%	3.3%	0%
Nizhny Novgorod Region	6.7%	11.0%	4.5%	0%
Yaroslavl Region	9.5%	7.5%	1.8%	0%

#### Construction cost growth estimates:

	2011	2012	2013	2014+
Moscow	5.2%	10.7%	5.3%	0%
Moscow Region	0.0%	5.9%	3.2%	0%
Rostov Region	3.0%	9.1%	2.4%	0%
Kaliningrad Region	1.9%	8.7%	3.2%	0%
Kaluga Region	2.3%	7.2%	5.2%	0%
Krasnodar Area	9.1%	7.0%	1.5%	0%
Omsk Region	4.3%	6.9%	1.3%	0%
Permsky Area	8.9%	7.2%	1.8%	0%
St. Petersburg	3.8%	10.1%	3.7%	0%
Udmurt Republic	5.1%	4.9%	1.1%	0%
Nizhny Novgorod Region	6.0%	10.3%	3.8%	0%
Yaroslavl Region	8.5%	6.5%	0.8%	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 18-30%)
  - Average rate of 17% for properties in the course of development (range 12-30%)

# Top 15 by value projects account for 78% of value and 32% of unsold NSA



Rating by Market Value	Project	Phase	Туре	Location	Est. completion date	Number of buildings	NSA, '000 sqm	PIK share, '000 sqm	% of Presold sqm	Unsold area, '000 sqm	Market value, US\$MM	Market value, US\$/ sqm	Development cost to completion, excl. inflation, US\$MM	% of Completion
1 (1)	Mantulinskaya St., 7	predevelopment	High-end Residential /Commercial	Moscow	2Q2022 (4Q2021)	n/a	254	254 (254)	-	254 (254)	339 (326)	1333 (1,283)	891	25%
2 (3)	Mytischi, Yaroslavsky	active construction	Mass Market Residential	Moscow Region	2Q2019 (1Q2019)	58	1,150	834 (838)	19%	677 (697)	231 (235)	341 (337)	1,615 (1,671)	18%
3 (2)	Mytnaya, 13 (English Town)	active construction	High-end Residential	Moscow	3Q2012 (1Q2012)	2	99	71 (70)	53%	34 (49)	160 (307)	4,728 (6,315)	171 (172)	39%
4 (5)	Khimki, Novokurkino	active construction	Mass Market Residential	Moscow Region	2Q2017 (4Q2015)	38	825	820 (835)	65%	286 (321)	150 (163)	525 (507)	511 (508)	57%
5 (4)	Kuntsevo	active construction	High-end/ Mass Market Residential	Moscow	3Q2017	7	169	166	9%	150	147	978	332	42%
6 (6)	Kommunarka, plot #27	predevelopment	Mass Market Residential	Moscow Region	(2Q2018) 3Q2029 (3Q2027)	n/a	1,079	(166) 1,079 (1,089)	-	(164) 1,079 (1,089)	(168) 127 (147)	(1,022) 118 (135)	1,375	25%
7 (7)	Khimki, Sovkhoznaya str.	active construction	Mass Market Residential	Moscow Region	2Q2017 (4Q2016)	25	406	328 (328)	12%	288 (306)	(104)	400 (340)	474	21%
8 (8)	Michurinsky pr-t., district 5-6	active construction	High-end Residential	Moscow	4Q2014 (2Q2014)	1	399	65 (65)	-	65 (65)	101 (94)	1,554	176	25%
9 (9)	Perovskaya str., 66	predevelopment	Mass Market Residential	Moscow	4Q2016 (3Q2016)	7	127	127 (139)	-	127 (139)	90 (89)	707 (640)	257	34%
10 (10)	South Chertanovo, districts 17-18	active construction	Mass Market Residential	Moscow	4Q2014 (1Q2016)	6	135	86 (89)	6%	81 (86)	83 (56)	1,022 (647)	209	11%
11 (13)	Ak. Vinogradova str., own. 7	active construction	High-end Residential	Moscow	2Q2013 (1Q2013)	7	84	82 (82)	50%	41 (56)	83 (50)	2,009 (896)	99	58%
12 (12)	Varshavskoe highway, own. 141	predevelopment	Mass Market Residential	Moscow	4Q2018 (4Q2018)	n/a	115	115 (115)	-	115 (115)	78 (53)	683 (460)	177	
13 (10)	Kutuzovsky prospekt, 14A (Park-City) Sold*	predevelopment	High-end Residential/ Commercial	Moscow	4Q2020 (4Q2016)	n/a	220	72 (64)	0%	72 (64)	78 (76)	1,087 (1,190)	441	1%
14 (11)	Marshala Zakharova st., 7	predevelopment	Mass Market Residential	Moscow	4Q2014 (3Q2014)	n/a	74	74 (74)	-	74 (74)	54 (53)	731 (717)	179	22%
15 (14)	Mironovskaya str.46	predevelopment	Mass Market Residential	Moscow	2Q2014 (4Q2013)	2	43	43 (43)	-	43 (43)	49 (45)	1,131 (1,043)	77	32%
	Total all projects						15,709	13,316		10,596	2,405		14,887	

Note: CBRE, data in parentheses relate to previous portfolio valuation dated July 1, 2010

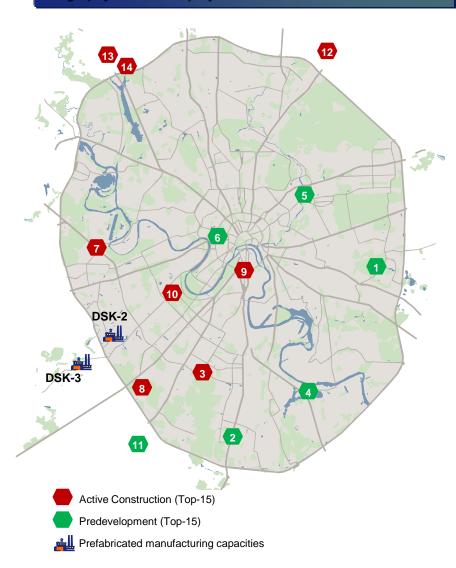
\* Sold in January 2011 at market value

Source: CBRE as of December 31, 2010

## **Portfolio of attractive projects under execution**



#### Geography of selected projects in MMA



### Selected projects located in MMA

		Status	Unsold area ('000 sɑm)	Market value (US\$mn)	Completion (%)	Presold, %	Properties under construction (1)
	Moscow						
1	Perovskaya str., 66	predevelopment	127	90	34%	-	7
2	Varshavskoe highway, own. 141	predevelopment	115	78	1%		n/a
3	South Chertanovo, district 17-18	under 🌻	81	83	11%	6%	6
4	Marshala Zakharova str., own.7	predevelopment	74	54	22%		n/a
5	Mironovskaya str., 46	predevelopment	43	49	32%	-	2
6	Mantulinskaya, 7	predevelopment	254	339	25%	-	n/a
7	Kuntsevo, kv. 7,20	under construction	150	147	42%	9%	7
8	Ak. Vinogradova str., own. 7	under construction	41	83	58%	50%	7
9	Mitnaya, 13 (English town)	under construction	34	160	39%	53%	n/a
10	Michurinsky pr-t., district 5-6	under construction	65	101	25%	-	1
	Moscow Region						
11	Kommunarka	predevelopment	1,079	127	25%	-	n/a
12	Mytishi, Yaroslavsky District	under construction	677	231	18%	19%	58
13	Khimki, Novokurkino	under construction	286	150	57%	65%	38
14	Khimki, Sovkhoznaya str.	under construction	288	115	21%	12%	25
	planned for launch in 2011						

planned for launch in 2011

\_\_\_\_ planned for launch in 2012 and onwards

Source: CBRE as of December 31, 2010 (1) Number of buildings

Launched in early December 2010

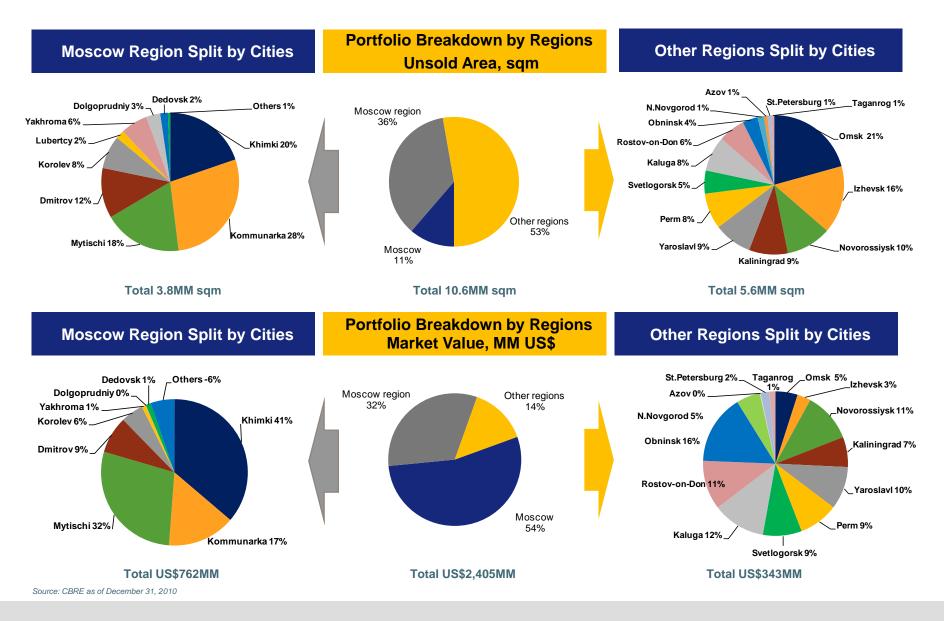




PIK's typical residential development, Zapovednaya (Moscow)

## **Portfolio Geography**







Moscow, Mitnaya, 13 (English Town)	
NSA (PIK share), "000 sqm	71
Unsold area, '000 sqm	34
Market value, US\$ mln	160
Pre-sales launch	on sale
Estimated completion date	3Q2012
Development cost to completion, US\$ mln	171
Source: CBRE, December 31, 2010	





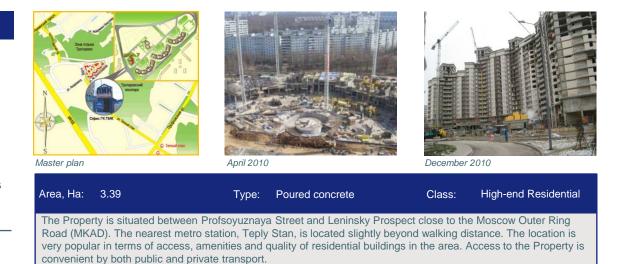


Master plan

February 2010

Area, Ha:	4.58	Туре:	Poured concrete	Class:	High-end Residential			
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 Mo	center of Moscow, where people with the same status and income level will comfortably live.							

Moscow, Akademika Vinogradova					
NSA (PIK share), "000 sqm	82				
Unsold area, '000 sgm	41				
· ·	83				
Market value, US\$ mln					
Pre-sales launch	on sale				
Estimated completion date	2Q2013				
Development cost to completion, US\$ mln	99				
Source: CBRE, December 31, 2010					





Moscow region, Khimki, Novokurkino	
NSA (PIK share), "000 sqm	820
Unsold area, '000 sqm	286
Market value, US\$ mIn	150
Pre-sales launch	on sale
Estimated completion date	2Q2017
Development cost to completion, US\$ mIn	511
0	

Source: CBRE, December 31, 2010

NSA (PIK share), "000 sqm

Unsold area, '000 sqm

Market value, US\$ mIn

Pre-sales launch

Moscow region, Mytischi, Yaroslavsky

Development cost to completion, US\$ mln

KURKINO					
Master plan	September 2010	January 2011			
Area, Ha: 81.0	KOPE Parus, Type: KOPE Tower Poured Concrete	Class: Mass Residential			
Khimki lies at the intersection of important transport corridors of Russia, namely the Moscow-St. Petersburg highway, the Oktyabsrkaya Railroad, and the Moscow River. Russia's largest airport, Sheremetyevo 2, is also in the Khimki					

the 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 large-scale development of PIK Group in Moscow Region.



834

677

231

on sale

2Q2019

1,615





April 2009

January 2011

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

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.

Source: CBRE, December 31, 2010

Estimated completion date



Moscow region, Khimki, Sovkhoznaya str. Levy Bereg

NSA (PIK share), "000 sqm	328
Unsold area, '000 sqm	288
Market value, US\$ mln	115
Pre-sales launch	on sale
Estimated completion date	2Q2017
Development cost to completion, US\$ mIn	474
Source: CBRE, December 31, 2010	



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, South Chertanovo, 17 and 18 districts				
NSA (PIK share), "000 sqm	86			
Unsold area, '000 sqm	81			
Market value, US\$ mln	83			
Pre-sales launch	on sale			
Estimated completion date	4Q2014			
Development cost to completion, US\$ mln	209			



December 2010



January 2011

	Area, Ha:	11.35	Туре:	KOPE Parus Poured Concrete	Class:	Mass Residential	
	The Property is located in the Southern Chertanovo District of Moscow. The site occupies land adjoining Varshavskoe						
highway (parallel road) in close proximity to the intersection with Akademika Yangelya Street. The site is located within							
1 minute's walk of Ulitsa Akademika Yangelya metro station. The site is located within 2 km of the Moscow Outer Ring							
F	Road (MKAD) and is conveniently accessed from Varshavskoe highway.						

## **Indicative sales pattern**





## **Selected projects under construction**





Sovkhoznaya, March 2009



Ak, Vinogradova, bldg 7, August 2009



Prospekt Budennogo, bldg 2 August 2009

Krasnaya Gorka, Lubertsy, bldg 20

December 2009

Kolomenskaya emb., 22

July 2010



Ak, Vinogradova, bldg 7, October 2010



Prospekt Budennogo, bldg 2 December 2010



Krasnaya Gorka, Lubertsy, bldg 20 December 2010



Kolomenskaya emb., 22 November 2010



Zapovednaya, bldg 5, April 2010



Bicevsky, bldg 4, February 2010



Novokurkino, Khimki, bldg 21 March 2010



English Town, April 2010



Sovkhoznaya, bldg. 12 December 2009







Bicevsky, bldg 4, November 2010



Novokurkino, Khimki, bldg 21 December 2010





Sovkhoznaya, bldg. 12 November 2009



Zapovednaya, bldg 6, April 2010



Zapovednaya, bldg 6, December 2010

Bicevsky, bldg 3, July 2010

Bicevsky, bldg 3, December 2010



Ak, Vinogradova, bldg 12, December 2010



Obninsk, bldg 10, December 2009



Mahalina, 4 January 2010

March 2010



Obninsk, bldg 10, September 2010



Mahalina, 4 November 2010











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- 10 years of finance experience

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