

# FINANCIAL RESULTS 2022



Progressive urban solutions



As at 31.12.2022



**PIONEER**

Progressive urban solutions

**21** years  
on the real estate  
market

**25** projects  
completed in Moscow  
and Saint-Petersburg

**2,7** mln sq m  
put into operation

**1,9** mln sq m  
under design and  
construction

A-(RU) ruA-  
A-|ru|

high credit ratings

Progressive urban solutions

# PROJECTS

As at 31.12.2022

⤴ The area of objects under construction

**614** thnd sq m

⤴ The area of objects at the design stage

**1 301** thnd sq m

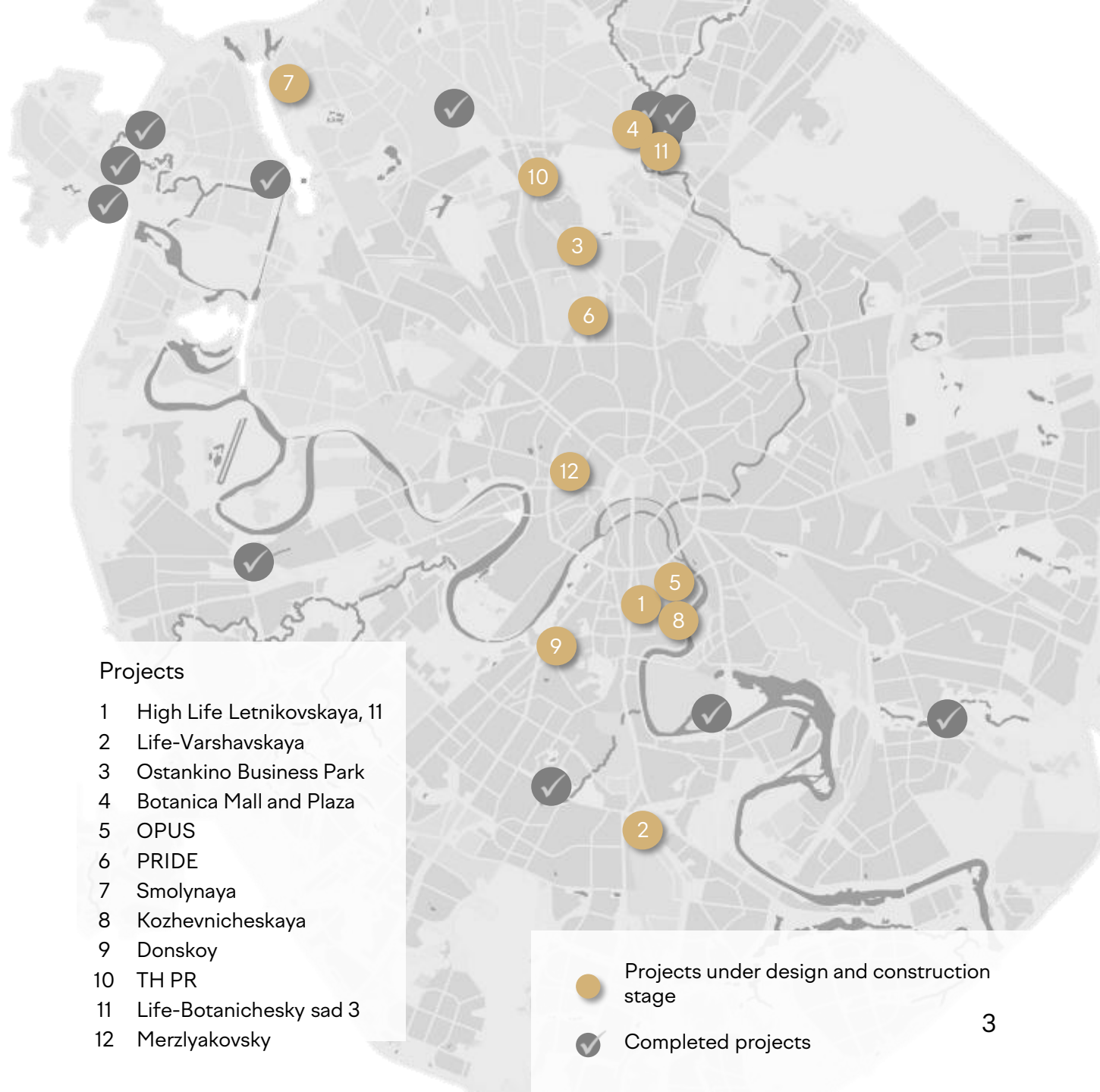
⤴ The area of completed objects

MOSCOW

**1 929** thnd sq m

SAINT-PETERSBURG

**751** thnd sq m



## Projects

- 1 High Life Letnikovskaya, 11
- 2 Life-Varshavskaya
- 3 Ostankino Business Park
- 4 Botanica Mall and Plaza
- 5 OPUS
- 6 PRIDE
- 7 Smolynaya
- 8 Kozhevnickeskaya
- 9 Donskoy
- 10 TH PR
- 11 Life-Botanichesky sad 3
- 12 Merzlyakovsky

- Projects under design and construction stage
- ✓ Completed projects

# CORPORATE GOVERNANCE

General shareholders meeting

Independent auditor (Kept, ex-KPMG)

Board of directors

- Investment committee
- Audit committee
- HR committee and remuneration
- Strategy committee

General manager

Management team

Final beneficiary  
Leonid Maksimov  
Ownership ratio: 100%

BOARD OF DIRECTORS



Leonid Maksimov

Chair of the Board  
Co-founder



Aleksey Miroshnikov

CEO



Artem Eyramdzhants

First Deputy CEO



Viktor Lisin

Deputy CEO



James Corrigan

NED



Andrey Reus

NED



Andrey Dementyev

NED

# FINANCIAL PERFORMANCE

According to the audited IFRS consolidated financial statements of the Group



**7,1** 13,5  
billion rubles billion rubles  
Gross profit

**29%** 36%  
Gross margin

**4,9** 10,1  
billion rubles billion rubles  
EBITDA

**20%** 27%  
EBITDA margin

**1,5** 5,7  
billion rubles billion rubles  
Net income

**6%** 15%  
Net margin

Revenue **24,2** 37,7  
billion rubles billion rubles

Net assets **17,8** 22,1  
billion rubles billion rubles

# REVENUE

According to the audited IFRS consolidated financial statements of the Group

2021	Revenue for the period, billion rubles	Percentage complete, %	% of meters sold in the project
Life-Varshavskaya 2	11,6	●	●
Life-Kutuzovsky	7,1	●	⊗
Technopark	5,4	●	●
Life-Varshavskaya 1	4,5	●	●
YE'S Botanica	2,3	○	○
Ostankino Business Park	1,9	●	●
Life-Botanichesky sad 2	1,6	○	○
Life-Varshavskaya 3	1,3	○	○
High Life Letnikovskaya, 11	0,3		
Other revenue	1,7		
2022	Revenue for the period, billion rubles	Percentage complete, %	% of meters sold in the project
Life-Varshavskaya 3	7,1	●	●
Life-Varshavskaya 2	2,9	△ ⊗	○
Ostankino Business Park	2,5	●	●
Technopark	1,2	●	●
Life-Varshavskaya 1	1,2	△ ○	△ ○
High Life Letnikovskaya, 11	1,2	△ ○	△ ⊗
Botanica Mall and Plaza	0,6		
Otkrytoe shosse	6,0	○	○
OPUS			
PRIDE	1,5	○	○
Other revenue			

- Projects with high completion stage/high sales completion (>80%)
- ⊗ Projects with medium completion stage/medium sales completion (41%-80%)
- Projects with low completion stage/low sales completion (<41%)
- △ The change of percentage completions or sales completion as at 31.12.2021 was more than 10%

- ✓ In most cases Group recognizes revenue under IFRS depending on project's percentage completion.
- ✓ In 2021 the largest share of revenue was recognized from projects with a high completion level (>80%), which has resulted in significant revenue numbers according to IFRS.
- ✓ The best-selling projects of 2022 had received permit for constructions in the middle-end 2021 and in 2022. The recognized revenue was much lower than volume of signed contracts due to its low percentage completion at the end of the year 2022.
- ✓ **24** billion rubles Revenue that is expected to be recognized in the future under contracts registered as of December 31, 2022
- ✓ Macroeconomical factors had addition influence on decrease of revenue in 2022 compared to 2021 and affected to the level of sales in March - September of 2022

# REVENUE AND GROSS MARGIN

According to the audited IFRS consolidated financial statements of the Group

## RESIDENTIAL REAL ESTATE

- In 2022 the largest share of IFRS revenue was recognized from projects with low percentage completion. Gross margin has its minimum at initial stage of a project and increases with extension of percentage completion.
- Significant share of revenue in 2022 was recognized in comfort-class projects: Life-Varshavskaya 2 и Life-Varshavskaya 3, gross margin of it is lower than in business-class projects.
- Realization of high margin projects of premium-class and elite-class didn't effected on gross margin due to low percentage of completion for end of 2022.
- Mentioned above factors made significant impact on the gross margin of the 2022.

## REVENUE BY TYPES

**32%**

Other  
(incl. apartments)

17% as at 2021

**22%**

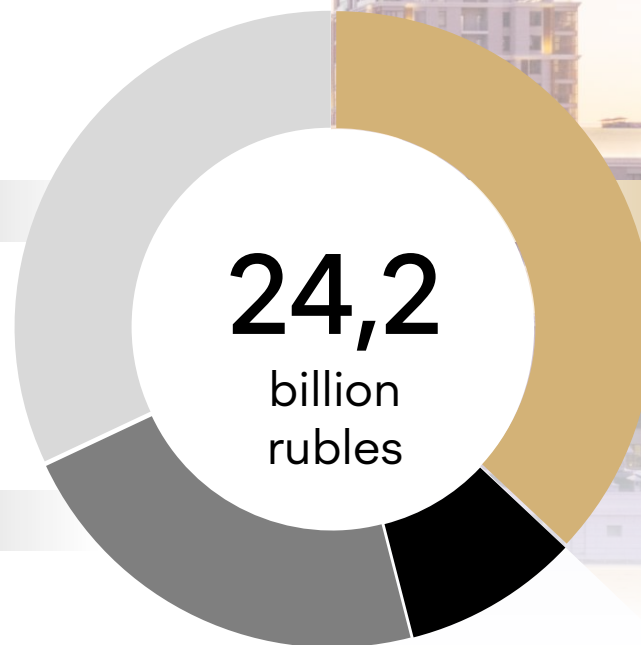
Commercial  
real estate

24% as at 2021

**9%**

Residential real estate business,  
premium and elite

24% as at 2021



**37%**

Comfort-class  
Residential  
real estate

35% as at 2021

**GROSS  
MARGIN**

**29%**

2022

**36%**

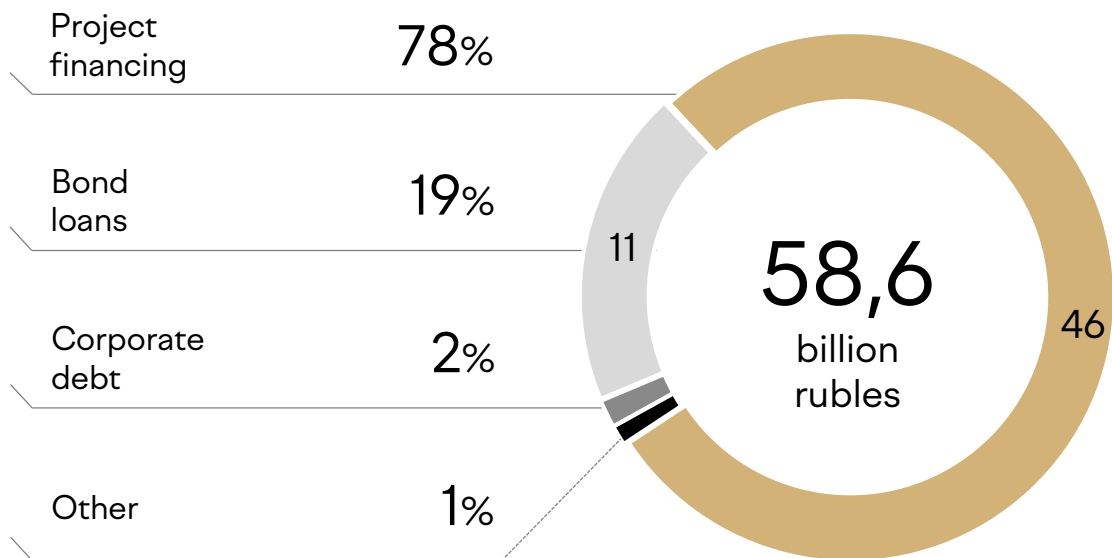
2021



# DEBT

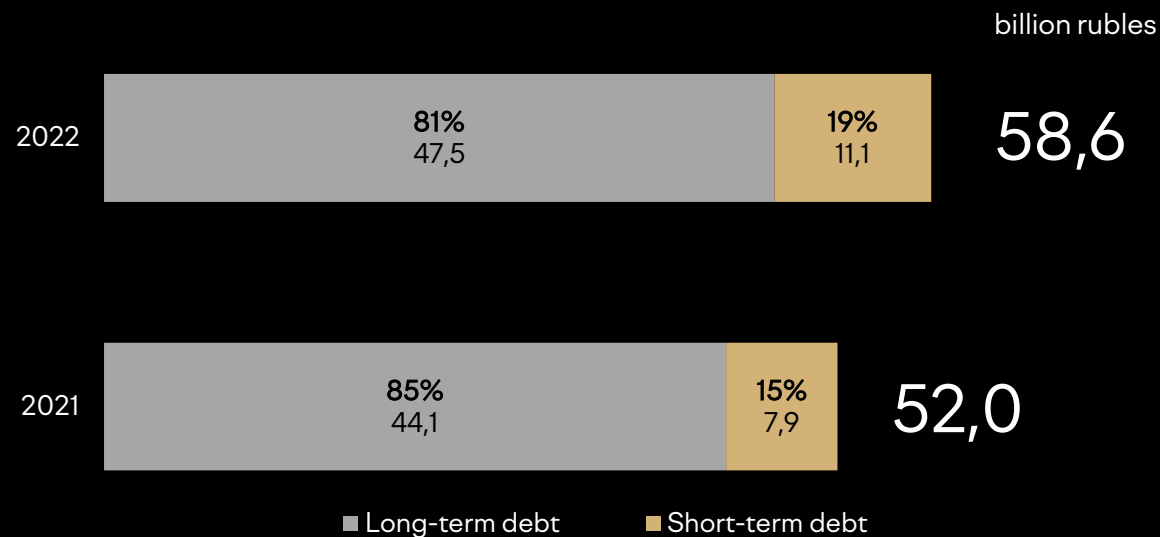
According to the audited IFRS consolidated financial statements of the Group

## TOTAL DEBT STRUCTURE as at 31.12.2022



- ✓ Quality loan portfolio: more than 79% of total debt of the Company presented by secured loans.
- ✓ Bond debt consists of 3 bond issues. In 2022 the planned amortization of one bond issue has started. All obligations are completed fully and on time.
- ✓ **97** billion rubles Unused limit of credit lines as at 31.12.2022

## TOTAL DEBT STRUCTURE BY MATURITY





# DEBT LOAD

According to the audited IFRS consolidated financial statements of the Group

## NET DEBT

Billion rubles	2021	2022
Corporate debt (incl. bond loans)	17,0	12,4
Project financing	34,0	45,5
Other	1,0	0,7
<b>Total debt</b>	<b>52,0</b>	<b>58,6</b>
Cash	6,0	7,2
Escrow balances	44,1	28,4
<b>Net corporate debt*</b>	<b>11,0</b>	<b>5,2</b>
<b>Net debt*</b>	<b>1,9</b>	<b>23,0</b>

\* Net corporate debt = corporate debt – cash  
 Net debt = total debt – cash – escrow balances

## DEBT LOAD

### Net corporate debt / EBITDA

31.12.2021 31.12.2022  
**1,1x** **1,1x**

- ✓ The amount of corporate debt decreased as at 31.12.2022 in comparison with 31.12.2021. Company has sufficient liquidity for maintaining liabilities without attracting additional corporate debt.

### Net debt\*/EBITDA

31.12.2021 31.12.2022  
**0,2x** **4,7x**

- ✓ The number of projects at the initial and design stages in the Group's portfolio has increased and the escrow balances of these projects do not exceed received project financing amounts yet which led to Debt load index increase comparing to 31.12.2021
- ✓ At the same time, projects with active stage of realization have covered 90% of project debt by funds in escrow account on 31.12.2022

# HIGHLIGHTS 2022



Rating agencies ACRA, Expert RA and NRA approved their credit rating of Pioneer Group at level A- with stable forecast for the 2022 year end.

ACRA  
**A-(RU)**

● stable  
[press-release](#)

Expert RA  
**ruA-**

● stable  
[press-release](#)

NRA  
**A-|ru|**

● stable  
[press-release](#)

Agencies marks:

- ✓ Stronger market positions
- ✓ Low leverage
- ✓ High profitability and liquidity



**1,3** billion rubles  
Paid as a coupon income



**1,7** billion rubles  
Paid as an amortization

All obligations are fulfilled on time and in full

# HIGHLIGHTS 2022



## Systemic company

Pioneer Group once again was included in the list of systemic companies of Russia in terms of volume and revenue.



## Commissioning

3 section of Life-Varshavskaya 2 and residential tower Life-Varshavskaya 1 were put into operation. Gross area of commissioned section is 181 thnd sq m. Pioneer Group also received permission to introduce a pre-school educational institution for 160 children. First phase of Ostankino Business Park introduced on October 2022 with gross area 45 thnd sq m.



## Ostankino Business Park

Pioneer Group started construction works on 6<sup>th</sup> building of 3<sup>rd</sup> phase of Ostankino Business Park project.

## Corporate management

To improve corporate management structure new committees have been created: audit, reward and HR, strategy committees.



## New Club-Style living apartments and business-center OPUS

Pioneer Group gained permission for the construction of the OPUS project And will consist of the deluxe club-style living apartments and class-A business-center. Objects will be located on the border of the Zamoskvorechie district at the embankment of the Moscow River.



## New premium residential complex PRIDE

Pioneer Group gained permission for the construction of the premium Residential Complex PRIDE. Object will be located on the Maryina Roshcha district at str. Polkovaya, vl. 1.



# HIGHLIGHTS 2022

# REWARDS 2022

## URBAN AWARDS

Leonid Maksimov - person of the year  
OPUS – premiere of the year

## Proestate & TOBY AWARDS 2022

OPUS – best residential property in elite segment  
TECHNOPARK – best multifunctional complex  
YE'S BOTANICA – best services apartments in Moscow

## TOP RC

LIFE Varshavskaya – best master plan of the residential complex and the second place in the nomination "The best kindergarten from the developer"

## Trusted developer of Russia

Pioneer Group was awarded with the gold sign of the main federal public award, which is awarded for the highest achievements in the field of respecting the legitimate rights and interests of interest holders

## WOW AWARDS

PIONEER.RU – best corporate website  
High Life Letnikovskaya, 11 – best presentation video

## ERZ

LIFE Varshavskaya – Smart home of the complex is ranked category D

## Reputation

Pioneer Group winner in the nomination Team of the year

## RBK

TOP-1 among office real estate developers

## Real estate market Records

High Life Letnikovskaya, 11 – 5-stars object

## WORKSPACE AWARDS

TECHNOPARK – best multifunctional complex

## Green Property Awards

BOTANICA PLAZA – the best future project among BC up to 40 thnd sq m.

## Award «League of heroes»

For the largest number of non-mortgage transactions made with the help of the Secure Payment Service (SPS) from the real estate ecosystem «Meter square»

## Moscow Restoration

Award of city value in Moscow for the organization of works on restoration and adaptation on objects of cultural heritage «Cloth factory I.G. Kozhevnikov, 1819-1822. architect T.G. Proskova»



# PROFIT & LOSS STATEMENT

According to the audited IFRS consolidated financial statements of the Group

Million rubles unless otherwise stated	2021	2022	Variance 2022-2021	Variance 2022-2021, %
Revenue	37 731	24 237	(13 494)	-36%
Cost of sales	(24 206)	(17 110)	7 096	-29%
<b>Gross profit</b>	<b>13 525</b>	<b>7 127</b>	<b>(6 398)</b>	<b>-47%</b>
Other income	183	522	339	183%
Income from the sale of a subsidiary	-	1 018	1 018	100%
Administrative expenses	(2 180)	(2 022)	158	-7%
Commercial expenses	(1 450)	(1 614)	(164)	11%
Other expenses	(222)	(450)	(228)	103%
<b>Results from operating activities</b>	<b>9 856</b>	<b>4 581</b>	<b>(5 275)</b>	<b>-54%</b>
Financial income	309	478	169	55%
Financial costs	(2 757)	(3 982)	(1 225)	44%
<b>Profit before income tax</b>	<b>7 408</b>	<b>1 077</b>	<b>(6 331)</b>	<b>-85%</b>
Income tax expense	(1 751)	388	2 139	-133%
<b>Profit for the period</b>	<b>5 657</b>	<b>1 465</b>	<b>(4 192)</b>	<b>-74%</b>
<b>Net assets</b>	<b>22 126</b>	<b>17 799</b>	<b>(4 327)</b>	<b>-20%</b>
<b>Total assets</b>	<b>92 540</b>	<b>101 014</b>	<b>8 474</b>	<b>9%</b>

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