

An architectural rendering of a modern residential complex. The scene features several multi-story buildings with a mix of dark grey and light grey facades. A central courtyard is filled with lush greenery, including trees and manicured lawns, with people walking along a paved path. The sky is a clear, bright blue with light clouds. The overall atmosphere is clean, modern, and vibrant.

ETALON

9M AND 3Q 2022

OPERATING RESULTS

26 October 2022

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ETALON

MARKET OVERVIEW

3

9M AND 3Q 2022 OPERATING RESULTS

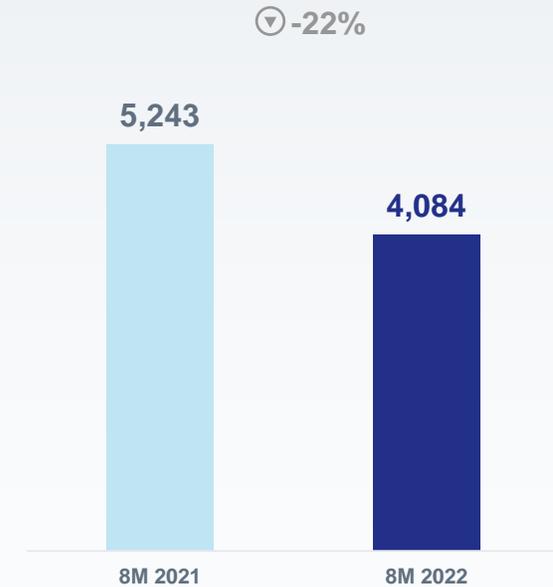


DEMAND SLOWDOWN IN 9M 2022 AMID MACRO INSTABILITY

DEMAND ON THE PRIMARY MARKET IN ETALON KEY REGIONS⁽¹⁾
RUB bln



ACQUISITION OF APARTMENTS
ON THE PRIMARY MARKET⁽¹⁾
ths sqm



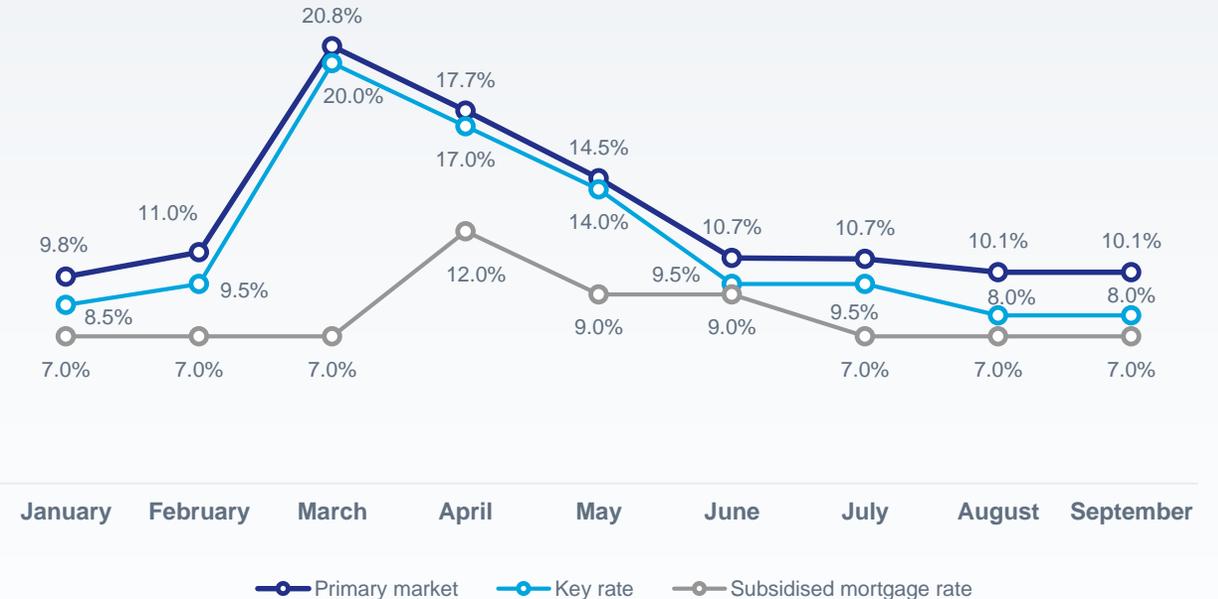
⁽¹⁾ Share-participation agreements for the acquisition of apartments on the primary market in Moscow, New Moscow, St Petersburg; based on Dataflat data.

MORTGAGE SALES SHOW GRADUAL RECOVERY AFTER REDUCTION IN KEY RATE AND RELAUNCH OF SUBSIDISED MORTGAGE PROGRAMME AT 7%

MORTGAGE LOANS IN 2022⁽¹⁾
RUB bln



MORTGAGE RATES IN TOP-20 BANKS IN 2022⁽²⁾



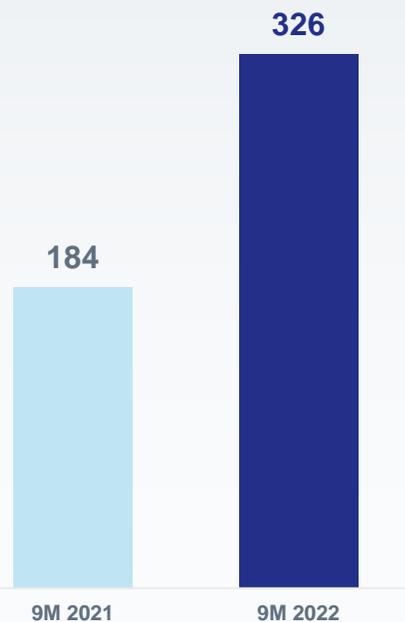
⁽¹⁾ Mortgage loans given to residents of Russia for the acquisition of apartments on the primary market during the month, based on CBR data.
⁽²⁾ Source: www.dom.rf, CBR.

OPERATING RESULTS



DELIVERIES IN 9M 2022

DELIVERIES
ths sqm



9M 2022 DELIVERIES BY REGION
ths sqm



9M 2022 DELIVERIES BREAKDOWN
ths sqm

PROJECT	NSA, ths sqm
Wings	169
Nagatino i-Land	47
Green	24
Novoorlovskiy	22
Inkeri	14
Etalon City	11
Baltym-Park	10
Tarmo	10
Schastye na Lomonosovskom	7
Schastye na Semenovskoy	7
House on Blyukhera	4
TOTAL	326

9M 2022 OPERATING RESULTS

IMPACTED BY MACRO ENVIRONMENT

NEW CONTRACT SALES
ths sqm

▼ -15% ▼ -34%



NEW CONTRACT SALES
RUB bln

▲ +11% ▼ -28%



TOTAL CASH COLLECTIONS
RUB bln

▲ +14% ▼ -27%

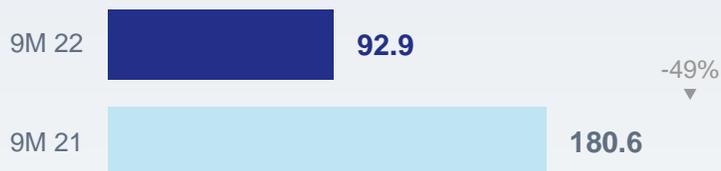


- New contract sales in 9M 2022 were affected by geopolitical situation and market environment: **2Q** - a spike in the key rate to 20% in late February and in mortgage rates to over 20% in March
3Q - geopolitical escalation and mobilisation in late September
- In late 3Q 2022, Etalon **revisited its planned launches** out of reasonable diligence, limiting the NSA to be brought to the market
- The Company has **sufficient portfolio and scalable business model** to bring appropriate amount of new supply to the market in order to support sales going forward, once the market recovers from the current shocks

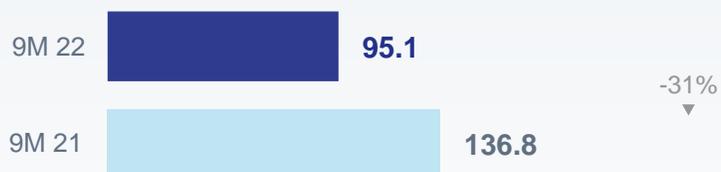
9M 2022 OPERATING RESULTS: BREAKDOWN BY REGION

NEW CONTRACT SALES ths sqm

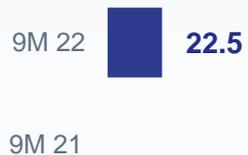
MOSCOW



ST PETERSBURG

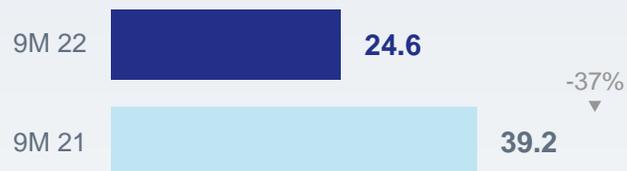


OTHER REGIONS

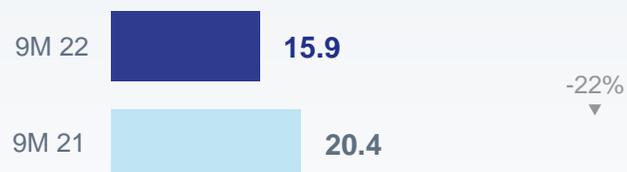


NEW CONTRACT SALES RUB bln

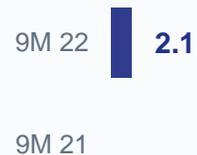
MOSCOW



ST PETERSBURG

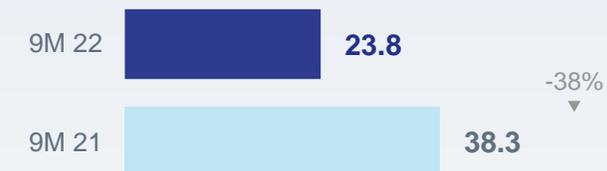


OTHER REGIONS

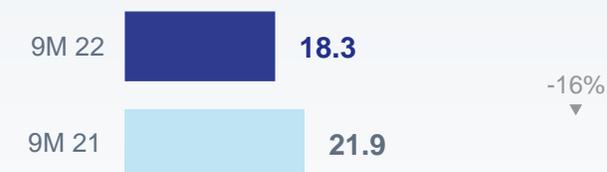


TOTAL CASH COLLECTIONS RUB bln

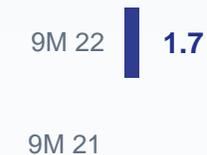
MOSCOW



ST PETERSBURG



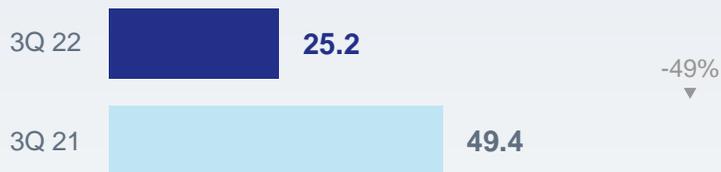
OTHER REGIONS



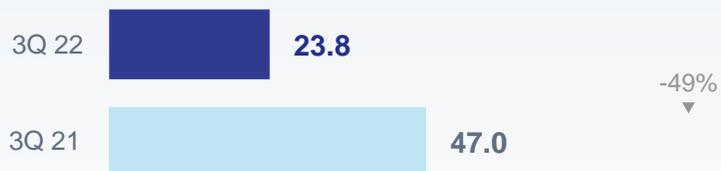
3Q 2022 OPERATING RESULTS: BREAKDOWN BY REGION

NEW CONTRACT SALES ths sqm

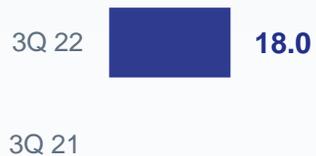
MOSCOW



ST PETERSBURG

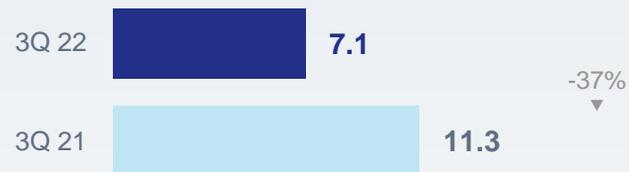


OTHER REGIONS

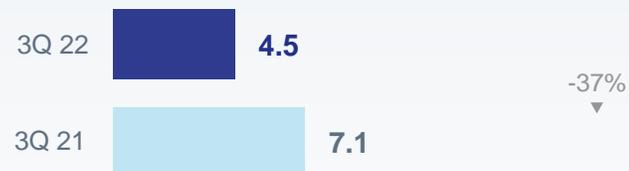


NEW CONTRACT SALES RUB bln

MOSCOW



ST PETERSBURG

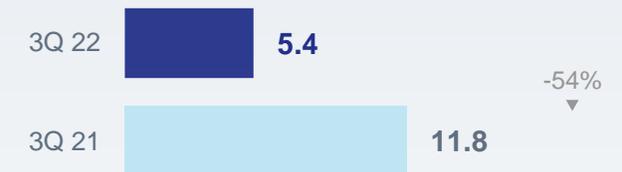


OTHER REGIONS

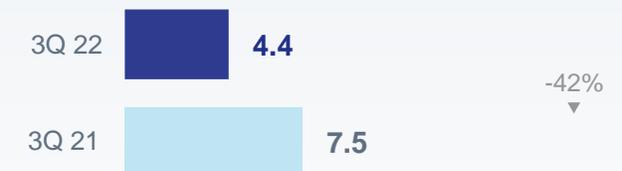


TOTAL CASH COLLECTIONS RUB bln

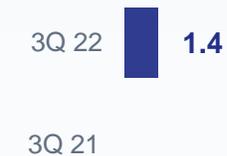
MOSCOW



ST PETERSBURG



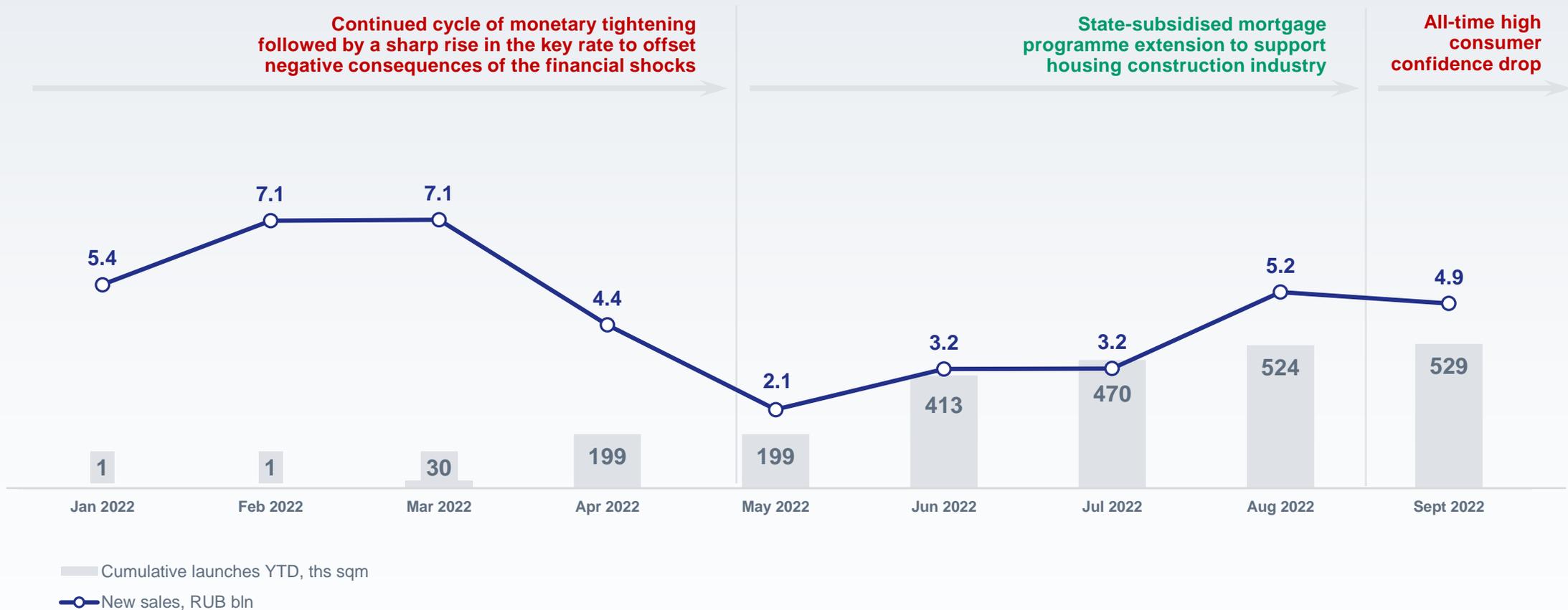
OTHER REGIONS



NEW LAUNCHES AND STATE SUBSIDISED MORTGAGE TRIGGERED SALES RECOVERY IN 3Q 2022

LAUNCHES OF NEW AND MORE AFFORDABLE NSA IN THE REGIONS AMID COMPLICATED MARKET ENVIRONMENT HELPED SALES TO RETURN TO GROWTH TRAJECTORY

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9M AND 3Q 2022 OPERATING RESULTS



Source: Company data; YIT Russia results were added for June-September 2022 only, i.e., since the inception of the integration

LAUNCHES IN RUSSIAN REGIONS

LAUNCHES OF PROJECTS FROM THE REGIONAL PORTFOLIO DIVERSIFIED ETALON'S OFFERING AND SUPPORTED MONTHLY SALES DYNAMICS

GREEN RIVER⁽¹⁾ (OMSK)



Total net sellable area (NSA)

1.5 mln sqm

Residential & commercial NSA

1.0 mln sqm

Construction timeline

2021-2030

Launched

2Q 2022

SOLNECHNY⁽¹⁾ (EKATERINBURG)



Total net sellable area (NSA)

1.5 mln sqm

Residential & commercial NSA

1.4 mln sqm

Construction timeline

2022-2034

Launched

3Q 2022

SCHASTYE V KAZANI⁽²⁾ (KAZAN)



Total net sellable area (NSA)

0.05 mln sqm

1st phase, NSA

0.02 mln sqm

Construction timeline

2022-2026

Launched

October 2022

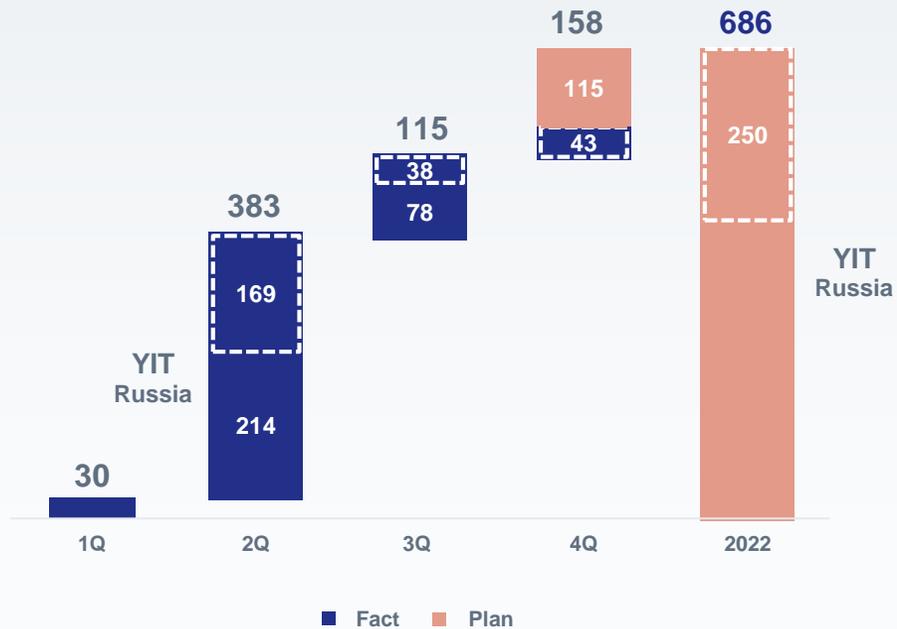
⁽¹⁾ Source: Colliers International estimate as of 31.12.2021

⁽²⁾ Company data

NEW LAUNCHES DROVE SALES RECOVERY IN 3Q 2022 AND WILL SUPPORT SALES GOING FORWARD

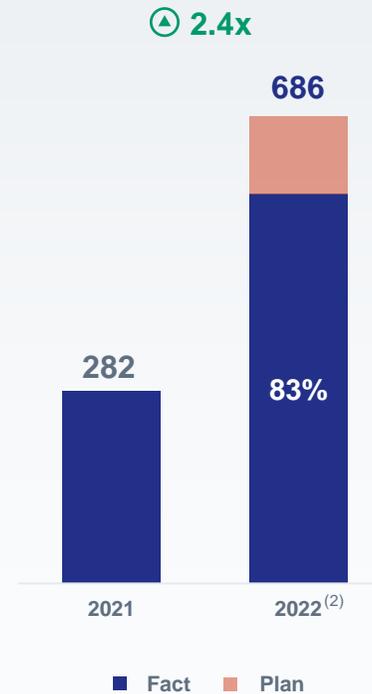
PROGRESS AT NEW LAUNCHES IN 2022

NSA, ths sqm⁽¹⁾



NEW LAUNCHES

NSA, mln sqm⁽¹⁾



- Over 520 ths sqm launched in 9M 2022; most of the projects were launched closer to the end of 2Q 2022 and supported sales recovery in the 3Q 2022
- In view of the current slowdown in demand, Etalon updated its 2022 plan for new launches from 1.2 mln sqm to 686 ths sqm (2.4 times the volume launched during 2021)
- Already successfully launched 83% of projects in terms of sqm from the planned 2022 volume, incl. a new project in Kazan
- The Company has sufficient land bank to offer the appropriate amount of new supply after the market recovers from the current shocks

Source: Company data

⁽¹⁾ Net sellable area ⁽²⁾ Including launches in 4Q 2022

AVERAGE PRICE AND DOWN PAYMENT PERFORMANCE

AVERAGE PRICE
RUB ths/sqm



AVERAGE APARTMENT PRICE
RUB ths/sqm



AVERAGE DOWN PAYMENT
%



○ Average apartment price
○ Average price

⋯ Moscow
⋯ St Petersburg
⋯ Other regions

- The average price for **apartments increased by 2% year-on-year to RUB 250.3 ths/sqm** due to the launch of Etalon projects in new regions with lower prices
- The average apartment price in St Petersburg and Moscow increased by 24% and 28%, respectively
- The average down payment decreased to 74% due to market uncertainty

MORTGAGE SALES

NUMBER OF MORTGAGE CONTRACTS SIGNED

▼ -21%



MORTGAGE CONTRACTS AS A SHARE OF SALES



AVERAGE MORTGAGE RATE IN RUSSIA⁽¹⁾



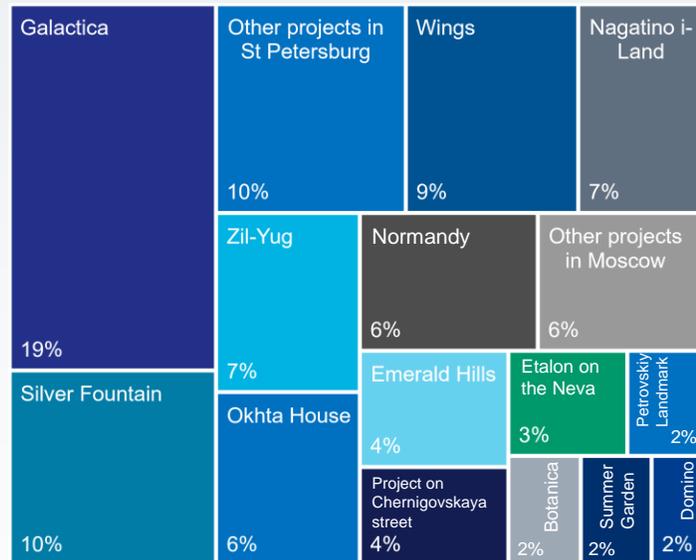
- **Mortgage contracts as a share of apartment sales are at 55%:** due to market uncertainty mortgage issuance decreased and more clients adhere to instalment schemes or 100% prepayment
- Potential mortgage drivers: the key rate at 7.5%, state support programme extension
- Average mortgage rate in Russia in Jun-Aug 2022 includes additional subsidies

Source: Company data; change was calculated without rounding. YIT Russia results were added for June-September 2022 only, i.e., since the inception of the integration

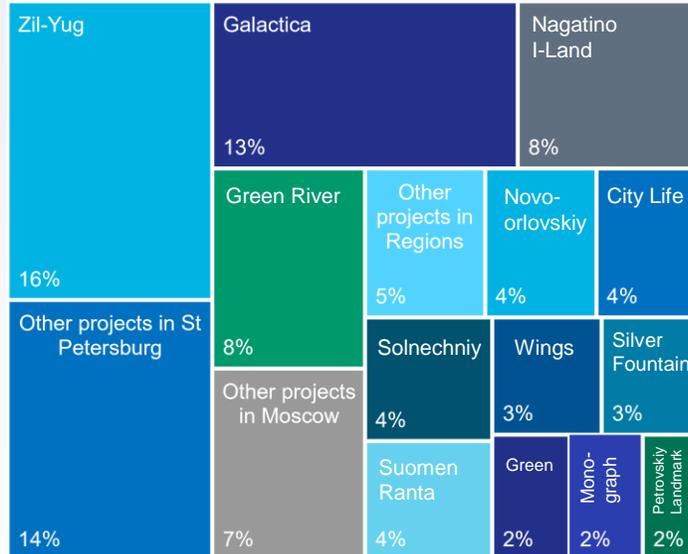
⁽¹⁾ Weighted average interest rate on mortgage loans given to residents of Russia for the acquisition of apartments on the primary market during the month, based on CBR data

SALES PORTFOLIO

3Q 2021 NEW CONTRACT SALES BY PROJECT
sqm



3Q 2022 NEW CONTRACT SALES BY PROJECT
sqm



- Zil-Yug, Galactica and Nagatino i-Land are the largest projects in terms of new contract sales (16%, 13%, 8%) and in terms of NCS and in monetary terms (27%, 15%, 11%)
- Regional projects amounted to 27% in sqm terms and 13% in monetary terms
- The share of business class projects reached **35% and 54%** in sqm and monetary terms, respectively

REGIONAL SALES PERFORMANCE

SHARE OF REGIONAL BUYERS⁽¹⁾



ETALON GROUP'S REGIONAL SALES GEOGRAPHY⁽²⁾

REGION	SHARE OF TOTAL CONTRACTS
Leningrad region	2.6%
Yamalo-Nenets AD	1.6%
Krasnoyarsk Krai	1.5%
Khabarovsk Krai	1.2%
Sakhalin region	1.1%
Sverdlovsk region	1.1%
Krasnodar Krai	0.9%
Irkutsk region	0.8%
Samara region	0.7%
Other Russian regions	15.7%
Foreigners	0.2%
TOTAL	27.5%

REGIONAL POPULATION ACTIVELY BUYS APARTMENTS IN MOSCOW AND ST PETERSBURG



- Etalon Group's sales force focuses on the regions with the highest per capita income
- Key markets: St Petersburg and Moscow
- 59 cities covered by 29 sales offices nationwide
- External professional marketing and sales service agents engaged nationwide

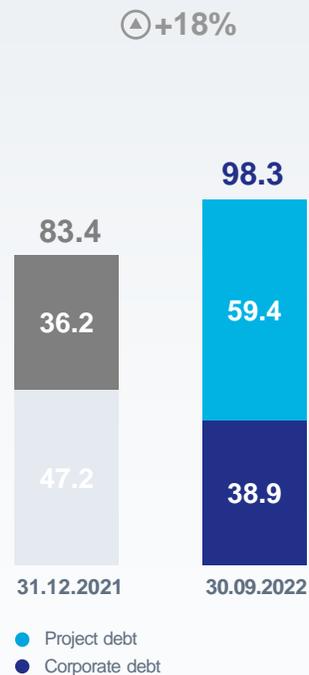
Source: Company data; change was calculated without rounding. YIT Russia results were added for June-September 2022 only, i.e., since the inception of the integration,

⁽¹⁾ Share of regional buyers who purchased apartments in Etalon projects in Moscow and St Petersburg.

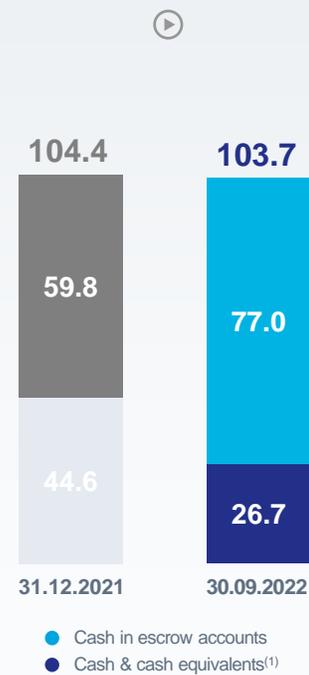
⁽²⁾ Company data for 3Q 2022; change was calculated without rounding.

SOLID FINANCIAL POSITION AFTER 9M 2022

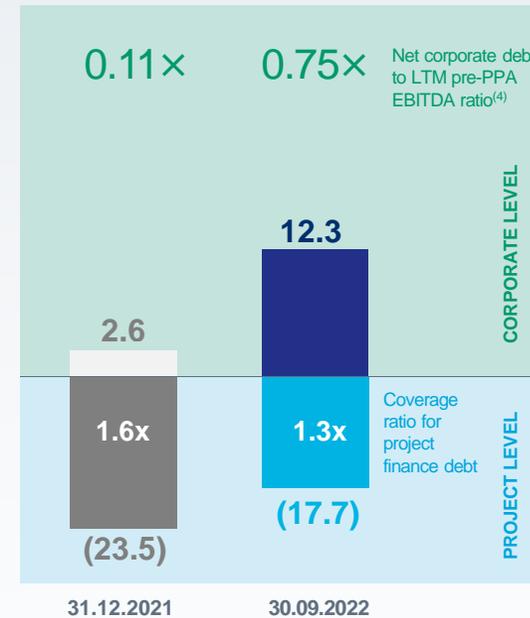
TOTAL DEBT
RUB bln



CASH AND CASH EQUIVALENTS
RUB bln



NET DEBT (CASH)
RUB bln



- **Net corporate debt to pre-PPA EBITDA** remains below 1.0x as of 30 September 2022
- **All project finance obligations are well covered** in order to access reduced interest rates ranging from 0.01% to 3.5%
- **Net corporate debt** increased mainly due to installment payments for land acquisition and decrease in cash collections
- Average cost of borrowings as of 30 September 2022 is **at 5.2%**

Source: IFRS Financial statements, Company data; y-o-y change and net debt level were calculated without rounding

⁽¹⁾ Including bank deposits over 3 months; excluding cash collections in escrow accounts

⁽²⁾ Project finance debt less cash on escrow accounts

⁽³⁾ Projects debt used in calculation of coverage ratio includes escrow adjustments

⁽⁴⁾ 1H2022 LTM pre-PPA EBITDA used for calculating Net corporate debt/EBITDA as of 30.09.2022

ETALON

SELECTED PROJECTS

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9M AND 3Q 2022 OPERATING RESULTS



GALACTICA

SEPTEMBER 2022

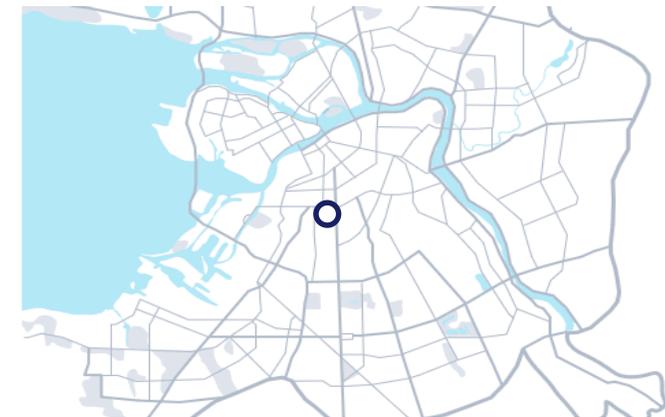


TOTAL NSA
744 ths sqm

OPEN MARKET VALUE⁽¹⁾
RUB 21,760 mln

INCOME FROM SALES⁽¹⁾
RUB 86,967 mln

DECEMBER 2021



REGION
St Petersburg

⁽¹⁾ Colliers International estimate as of 31.12.2021.

PROJECT ON CHERNIGOVSKAYA STREET

SEPTEMBER 2022

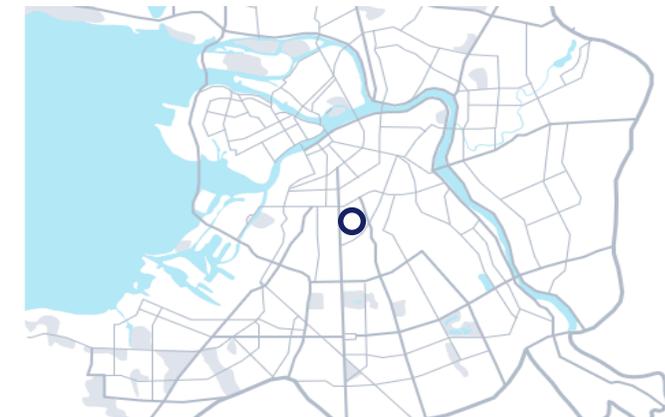


TOTAL NSA
136 ths sqm

OPEN MARKET VALUE⁽¹⁾
RUB 7,005 mln

INCOME FROM SALES⁽¹⁾
RUB 21,277 mln

DECEMBER 2021



REGION
St Petersburg

⁽¹⁾ Colliers International estimate as of 31.12.2021.

DOMINO

SEPTEMBER 2022

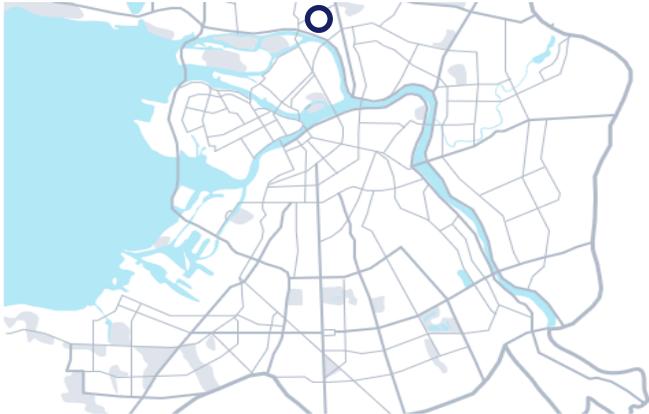


TOTAL NSA
39 ths sqm

OPEN MARKET VALUE⁽¹⁾
RUB 3,642 mln

INCOME FROM SALES⁽¹⁾
RUB 8,755 mln

DECEMBER 2021



REGION
St Petersburg

⁽¹⁾ Colliers International estimate as of 31.12.2021.

MONOGRAPH

SEPTEMBER 2022

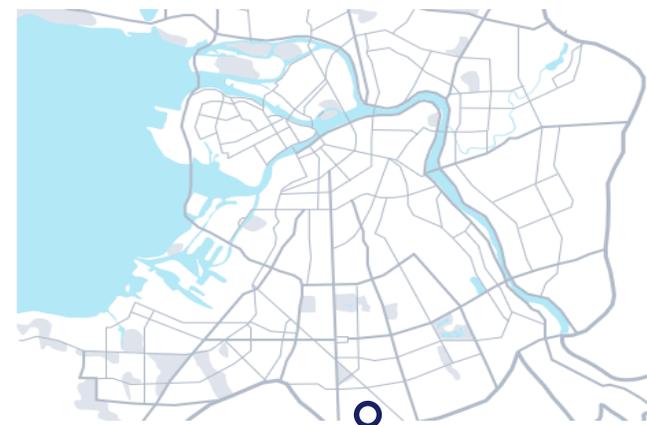


TOTAL NSA
36 ths sqm

OPEN MARKET VALUE⁽¹⁾
RUB 1,090 mln

INCOME FROM SALES⁽¹⁾
RUB 5,266 mln

VISUALISATION



REGION
St Petersburg

⁽¹⁾ Colliers International estimate as of 31.12.2021.

ILONA

SEPTEMBER 2022

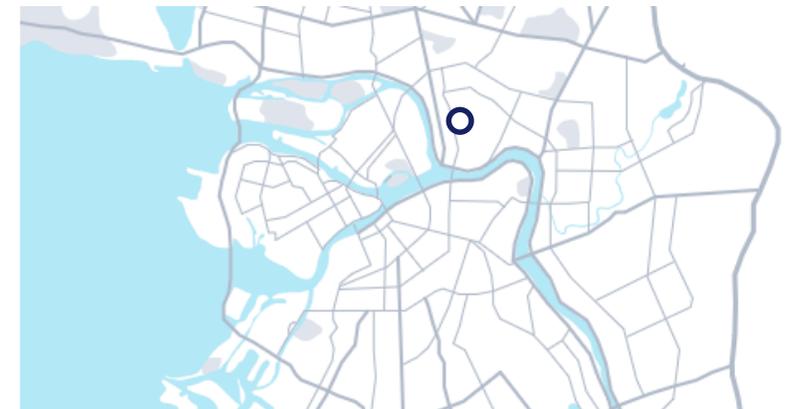


TOTAL NSA
27 ths sqm

RESIDENTIAL NSA
19 ths sqm

CONSTRUCTION TIMELINE
2021-2023

DECEMBER 2021



REGION
St Petersburg

ZIL-YUG

SEPTEMBER 2022



DECEMBER 2021



TOTAL NSA
1,197 ths sqm

OPEN MARKET VALUE⁽¹⁾
RUB 95,560 mln

INCOME FROM SALES⁽¹⁾
RUB 428,503 mln

REGION
Moscow



⁽¹⁾ Colliers International estimate as of 31.12.2021.

SILVER FOUNTAIN

SEPTEMBER 2022

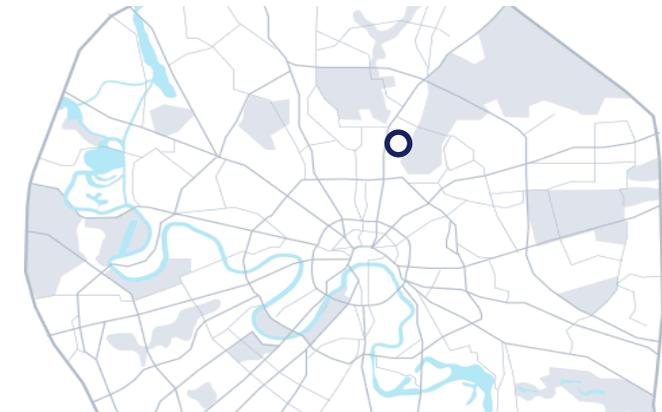


TOTAL NSA
206 ths sqm

OPEN MARKET VALUE⁽¹⁾
RUB 11,360 mln

INCOME FROM SALES⁽¹⁾
RUB 47,223 mln

DECEMBER 2021



REGION
Moscow

⁽¹⁾ Colliers International estimate as of 31.12.2021.

GREEN RIVER

SEPTEMBER 2022

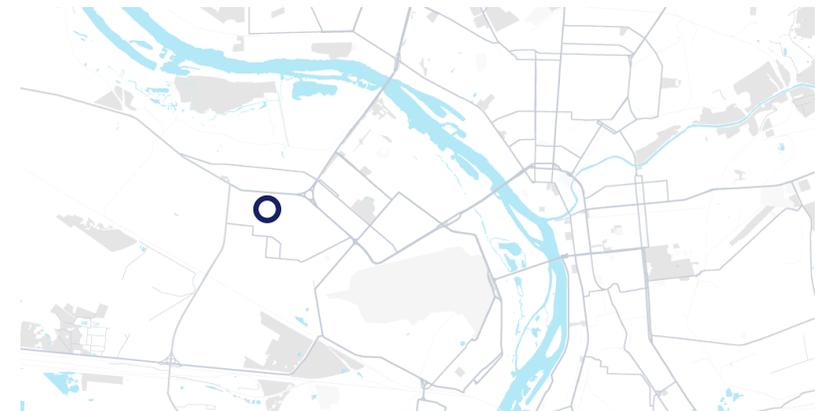


TOTAL NSA
1,463 ths sqm

OPEN MARKET VALUE⁽¹⁾
RUB 8,897 mln

INCOME FROM SALES⁽¹⁾
RUB 139,657 mln

VISUALISATION



REGION
Omsk

⁽¹⁾ Colliers International estimate as of 31.12.2021.

RIFEY

SEPTEMBER 2022



TOTAL NSA
124 ths sqm

RESIDENTIAL NSA
116 ths sqm

CONSTRUCTION TIMELINE
2010-2023

DECEMBER 2021



REGION
Sverdlovsk Region

RAUTA

SEPTEMBER 2022



TOTAL NSA
115 ths sqm

RESIDENTIAL NSA
91 ths sqm

CONSTRUCTION TIMELINE
2021-2026

DECEMBER 2021



REGION
Ekaterinburg

KVARTAL SUITA

SEPTEMBER 2022

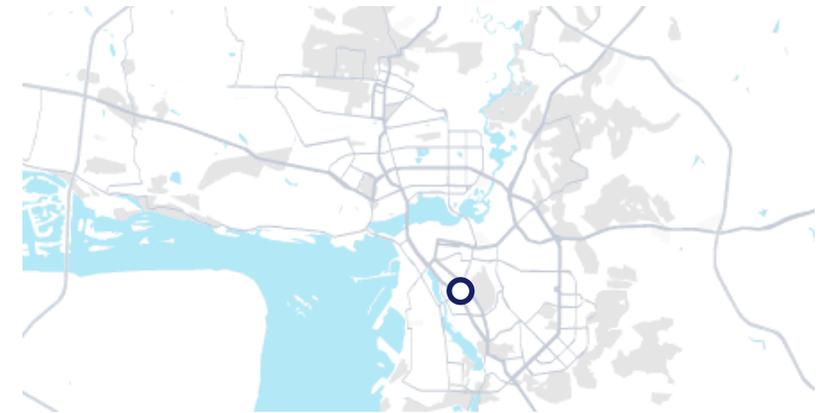


TOTAL NSA
25 ths sqm

RESIDENTIAL NSA
21 ths sqm

CONSTRUCTION TIMELINE
2020-2023

DECEMBER 2021



REGION
Kazan

An architectural rendering of a modern residential courtyard. The scene is dominated by multi-story brick buildings with large, dark-framed windows. In the center, a paved courtyard area features a playground with orange wooden structures and a net. Several people, including children and adults, are seen sitting on the ground or near the playground. The foreground is filled with lush greenery, including trees and purple flowers. The sky is bright blue with scattered white clouds. The overall atmosphere is bright and inviting.

ETALON

**OPERATING
RESULTS
9M AND 3Q 2022**