

VTB Capital Investment Forum

Russia Calling!

28 – 30 November 2018, Moscow



DISCLAIMER

By attending the meeting where this presentation is made, or by reading the presentation slides, you agree to be bound by the following limitations:

This presentation does not constitute or form part of and should not be construed as, an offer to sell or issue or the solicitation of an offer to buy or acquire securities of PJSC LSR Group (“hereinafter – the Company”) or any of its subsidiaries in any jurisdiction or an inducement to enter into investment activity. No part of this presentation, nor the fact of its distribution, should form the basis of, or be relied on in connection with, any contract or commitment or investment decision whatsoever. The information in this document has been prepared by the Company solely for use at presentations. This document and its contents may not be distributed, published, reproduced (in whole or in part) by any medium or in any form.

No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information, or opinions contained herein. None of the Company nor any of its shareholders, directors, officers or employees nor any other person accepts any liability whatsoever for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection therewith. The information set out herein may be subject to updating, completion, revision, verification and amendment and such information may change materially.

The information communicated in this document contains certain statements that are or may be forward looking. These statements typically contain the words «anticipate», «believe», «intend», «estimate», «expect», «will» and words of similar meaning. By their nature forward looking statements involve known and unknown risks, uncertainties and other factors which may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. We assume no obligations to update amend or revise the forward-looking statements contained herein to reflect actual results, changes in assumptions or changes in factors affecting these statements. Investment in the Company will also involve certain risks. There maybe additional material risks that are currently not considered to be material or of which the Company and its advisors or representatives are unaware.

The forward-looking statements in this presentation are based upon various assumptions, many of which are based, in turn, upon further assumptions, including without limitation, management's examination of historical operating trends, data contained in our records and other data available from third parties. Although we believe that these assumptions were reasonable when made, these assumptions are inherently subject to significant uncertainties and contingencies which are difficult or impossible to predict and are beyond our control and we may not achieve or accomplish these expectations, beliefs or projections. In addition, important factors that, in our view, could cause actual results to differ materially from those discussed in the forward-looking statements include the achievement of the anticipated levels of revenues, profitability and growth, cost and synergy of our recent acquisitions and restructuring, the timely development and acceptance of new products, the impact of competition and competitive pricing, the ability to obtain necessary regulatory approvals and the ability to fund our future operations and capital needs through borrowing or otherwise, the ability to successfully implement any of our business strategies, the ability to integrate our business and to realize anticipated cost savings and operational benefits from such integration, our expectations about growth in demand for our products and services, the effects of inflation, interest rate and exchange rate fluctuations, and our success in identifying other risk to our business and managing the risk of the aforementioned factors, the condition of the economy and political stability in Russia and the other markets of operations and the impact of general business and global economic conditions. The foregoing assumptions and qualifications apply in particular (but are in no way limited to) slides 19 and 20 of this presentation, which present forward-looking data with respect to (i) the real estate business (including with respect to projected contract sales, completions and new launches in 2018) and (ii) the building materials business (including with respect to projected sales in 2018 of crushed granite, reinforced concrete, bricks, sand, ready-mix concrete and aerated concrete).

Under no circumstances shall this document constitute an offer to sell or a solicitation to buy securities in any jurisdiction, including the United States of America, and nothing in this document should be construed as a recommendation or advice to any person to purchase any securities.

The distribution of this presentation in some jurisdictions may be restricted by law and persons into whose possession this presentation comes should inform themselves about, and observe, any such restrictions.

3Q 2018 OPERATING HIGHLIGHTS

New contract sales

- New contract sales up 57% YOY in Q3 2018, to 262th sqm. The value of the contracts up 63%, to RUB 26bn.

Guidance

- 620 th sqm sold over 9m - 74% of the annual guidance for new contract sales . Fully on track to deliver the annual volume.

Share of mortgages

- The share of mortgage sales up to 56% across the company in Q3 2018.

Completions

- 47 th sqm completed in Q3 2018, up 24% YOY

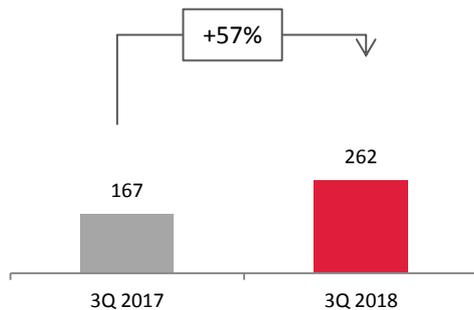
Aggregates

- Sales positively affected by the progress of the key infrastructure projects in North-West Federal District

REAL ESTATE DEVELOPMENT

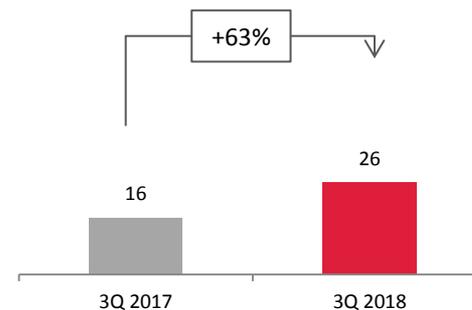
- In 3Q 2018 we entered into new contracts for the sale of 262th sqm (+57% YoY) with a total value of RUB 26bn (+63% YoY)
 - Average price per sqm was RUB 100th (+4% YoY)
 - 154 th sqm launched during the quarter
 - Completions amounted to 47 th sqm (+24%)
 - Share of mortgage contracts was 56% across the company

NEW CONTRACT SALES (TH. SQM)



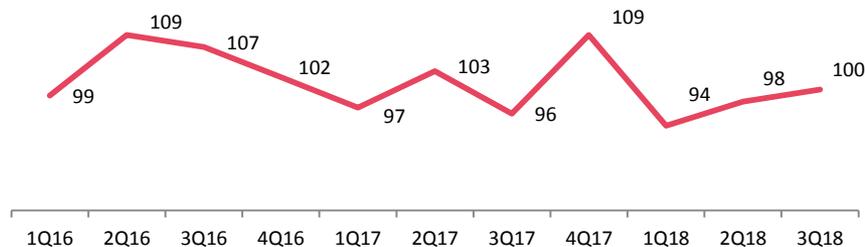
- In 3Q 2018, in all regions of our operations we entered into new contracts for the sale of 262 th sqm (+57% YOY)

NEW CONTRACT SALES (RUB BN)

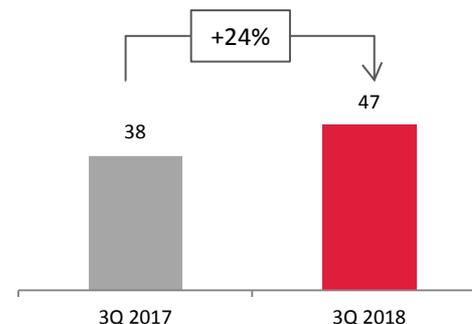


- The total value of the contracts for the sale of apartments and other premises in 3Q 2018 was ca. RUB 26bn (up 63% YOY)

AVERAGE PRICE (RUBk / SQM)



COMPLETIONS (TH. SQM)

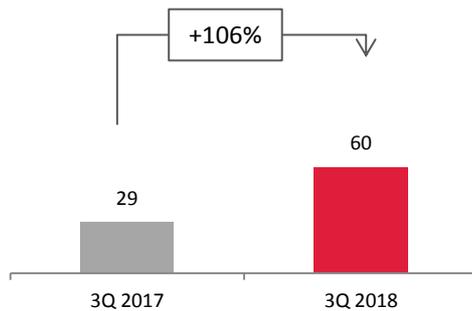


- In 3Q 2018, we completed 47 th sqm of net sellable area, in line with the construction schedule.

REAL ESTATE DEVELOPMENT: MOSCOW

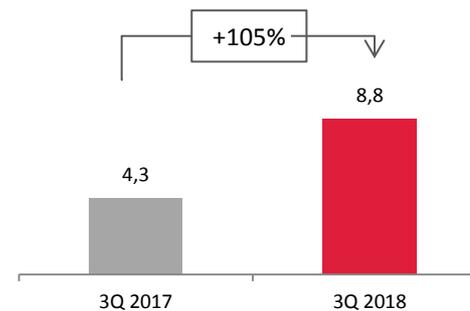
- In 3Q 2018 we entered into new contracts for the sale of 60 th sqm (+106% YoY) with a total value of RUB 8.8 bn
 - Average price per sqm was RUB 147 th
 - 29 th sqm launched during the quarter
 - Share of mortgage contracts was 50% in Moscow

NEW CONTRACT SALES (TH. SQM)



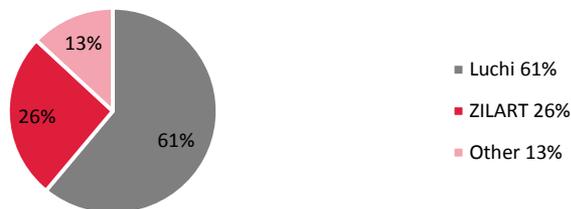
- In 3Q 2018, in Moscow, we entered into new contracts for the sale of 60 th sqm (+106% YOY)

NEW CONTRACT SALES (RUB BN)



- The total value of the contracts for the sale of apartments and other premises in 3Q 2018 was ca. RUB 8.8bn

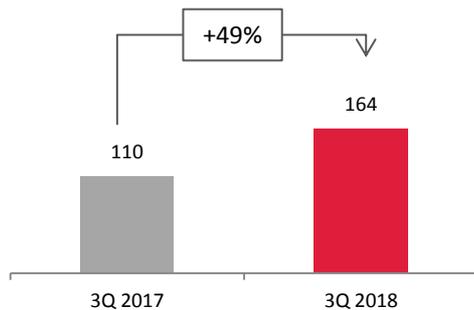
NEW CONTRACT SALES (% by volume)



REAL ESTATE DEVELOPMENT: ST. PETERSBURG

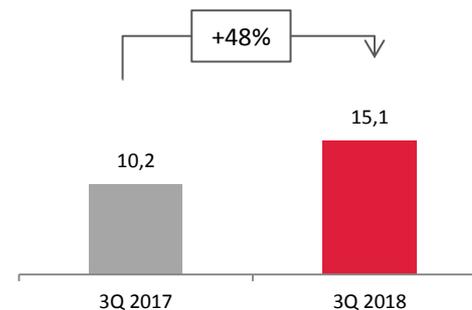
- In 3Q 2018 we entered into new contracts for the sale of 164 th sqm (+49% YoY) with a total value of RUB 15.1 bn (+48% YOY)
 - Average price per sqm was RUB 92 th (-1% YoY)
 - 79 th sqm launched during the quarter
 - Share of mortgage contracts was 57% in St. Petersburg

NEW CONTRACT SALES (TH. SQM)



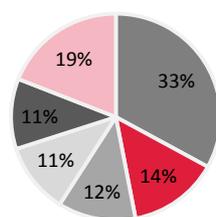
- In 3Q 2018, in St. Petersburg, we entered into new contracts for the sale of 164 th sqm (+49% YOY)

NEW CONTRACT SALES (RUB BN)



- The total value of the contracts for the sale of apartments and other premises in 3Q 2018 was ca. RUB 5.1bn (+48% YOY)

NEW CONTRACT SALES (% by volume)

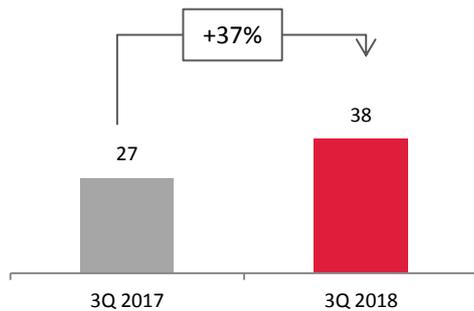


- Civilization 33%
- Novaya Okhta 14%
- Shuvalovsky 12%
- Tsvetnoy Gorod 11%
- Kalina-Park 11%
- Other 19%

REAL ESTATE DEVELOPMENT: YEKATERINBURG

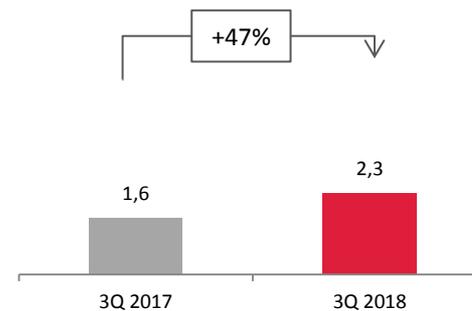
- In 3Q 2018 we entered into new contracts for the sale of 38 th sqm (+37% YoY) with a total value of RUB 2.3 bn (+47% YOY)
 - Average price per sqm was RUB 62 th (+7% YoY)
 - 46 th sqm launched during the quarter
 - Share of mortgage contracts was 58% in Yekaterinburg

NEW CONTRACT SALES (TH. SQM)



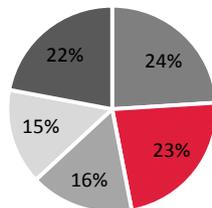
- In 3Q 2018, in Yekaterinburg, we entered into new contracts for the sale of 38 th sqm (+37% YOY)

NEW CONTRACT SALES (RUB BN)



- The total value of the contracts for the sale of apartments and other premises in 3Q 2018 was ca. RUB 2.3bn (+47% YOY)

NEW CONTRACT SALES (% by volume)

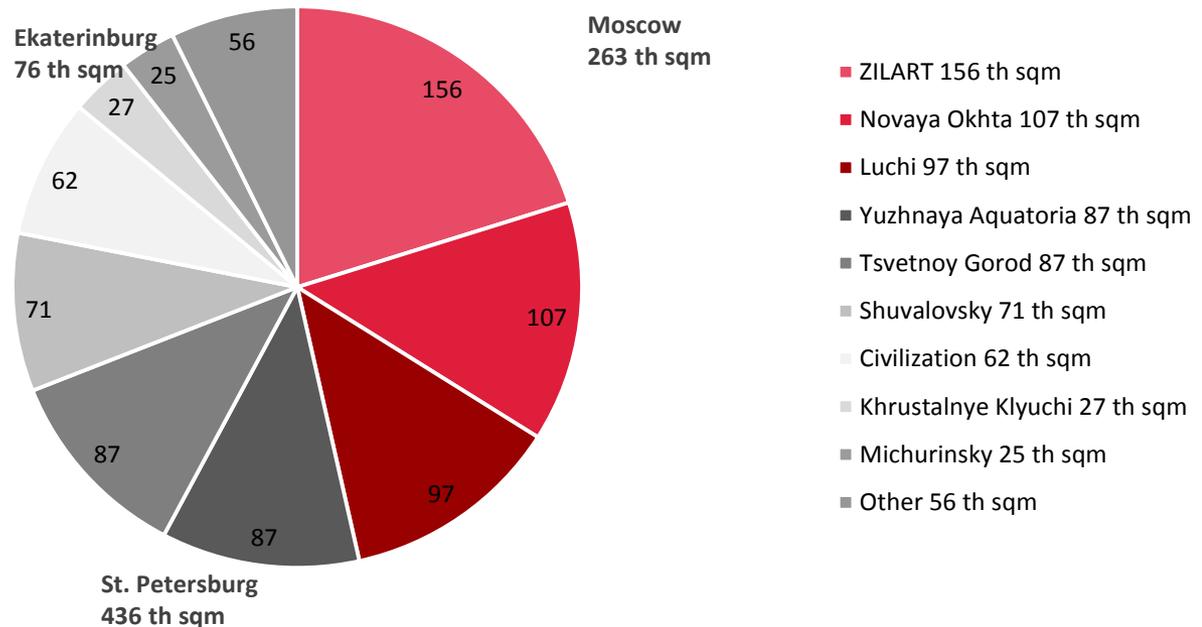


- Tsvetnoy Boulevard 24%
- Michurinsky 23%
- Voskhod 16%
- Meridian 15%
- Other 22%

Completions in 4Q 2018

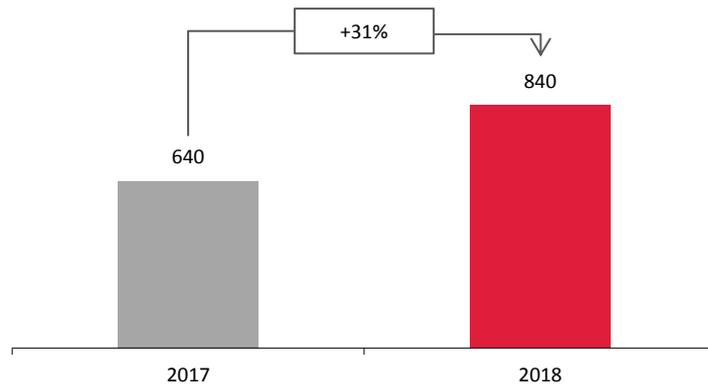
- We expect more than 770 th sqm to be completed in 4Q 2018
- In St. Petersburg we plan to complete 436 th sqm in 4Q, including such projects as Novaya Okhta, Yuzhnaya Aquatoria, Tsvetnoy Gorod, Shuvalovsky, Civilization and Viva
- In Moscow we plan to complete 263 th sqm, including 156 th sqm in ZILART, 97 th sqm in Luchi and 10 th sqm in Nakhabino Yasnoe
- In Ekaterinburg we plan to complete 76 th sqm with major projects being Khrustalnye Klyuchi 27 th sqm and Michurinskiy 25 th sqm

KEY COMPLETIONS IN 4Q 2018, TH SQ M

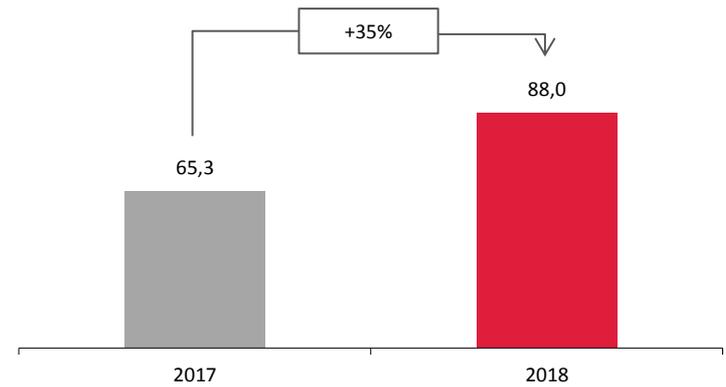


OPERATING GUIDANCE 2018: REAL ESTATE

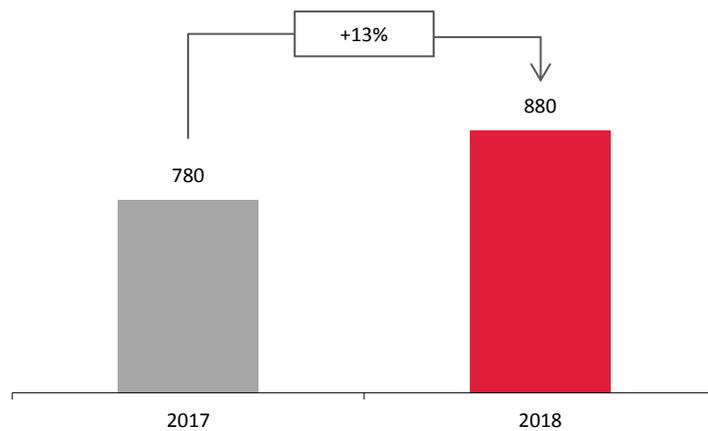
NEW CONTRACT SALES (TH. SQM)



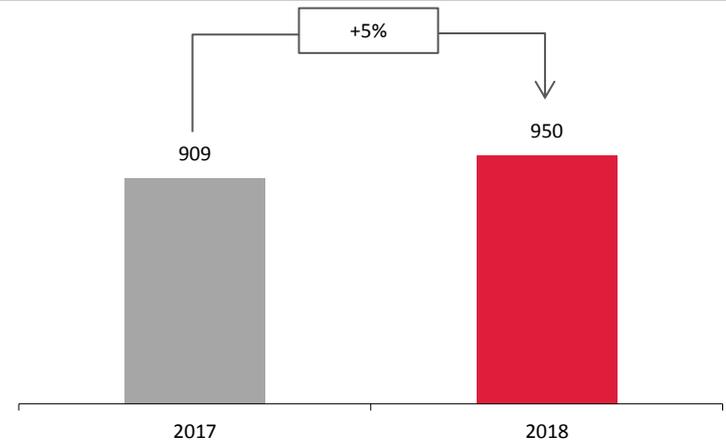
NEW CONTRACT SALES (RUB BN)



NEW LAUNCHES (TH. SQM)



COMPLETIONS (TH. SQM)

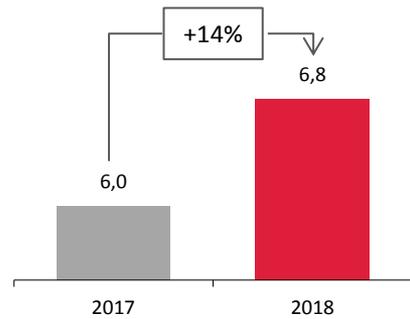


BUILDING MATERIALS

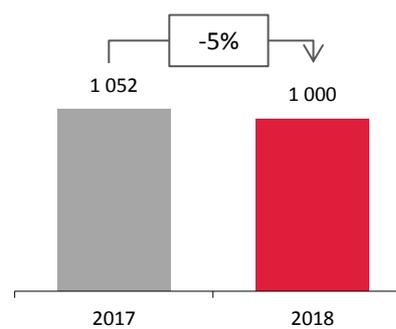
Sales by product	3Q 2017	3Q 2018	Change, %
Crushed granite, th cbm	1,892	2,236	18%
Sand, th cbm	2,128	3,250	53%
Ready-mix concrete, th cbm	302	323	7%
Bricks, mn units	89	91	2%
Aerated concrete, th cbm	492	479	(3%)

OPERATING GUIDANCE 2018: BUILDING MATERIALS

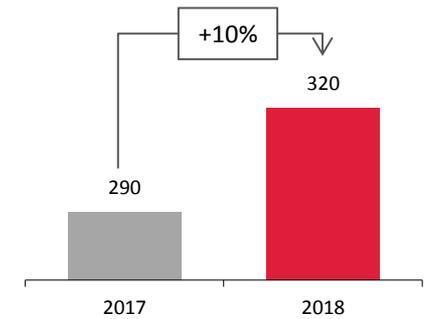
CRUSHED GRANITE (mn m³)



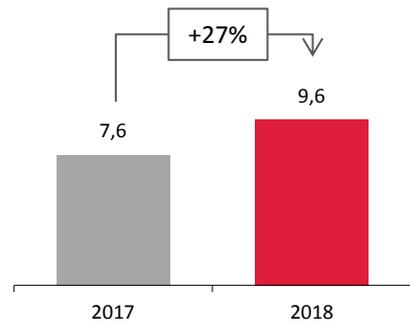
READY-MIX CONCRETE (th. m³)



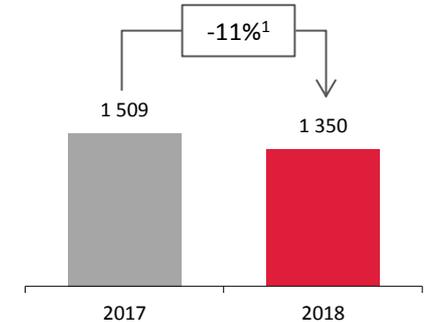
BRICKS (mn units)



SAND (mn m³)



AERATED CONCRETE (th. m³)



1H 2018 FINANCIAL RESULTS HIGHLIGHTS

Revenue

- Revenues reached RUB 51.7bn, up 27% YoY, primarily driven by robust performance across all regions of presence (Saint-Petersburg, Moscow, Yekaterinburg)

Adjusted EBITDA and margin

- Adjusted EBITDA surged by 28% YoY to RUB 9.5bn
- Adjusted EBITDA margin stands at 18%

Net profit

- Profit for the period increased by 94% YoY to RUB 3.8bn, on the back of revenue and operating profitability growth

Debt and leverage

- Net debt decreased by 6% (against December 31, 2017) to RUB 40.6bn
- Net debt/ EBITDA ratio stands at 1.0x
- Average borrowing rate declined to 8.59% as compared to 9.1% as of December 31, 2017

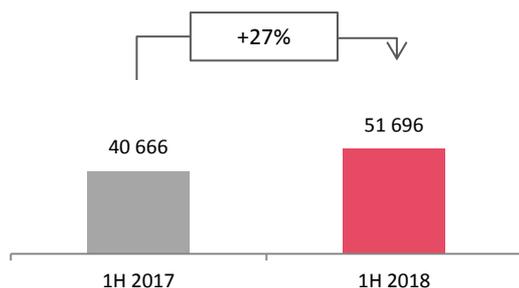
Operating cash flow

- Cash flow from operations positive at RUB 1.2bn

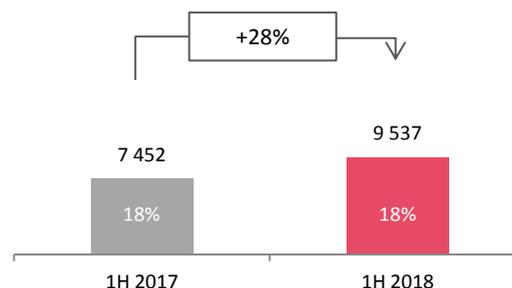
REVENUE AND ADJUSTED EBITDA BREAKDOWN

- Revenue amounted to RUB 51.7bn, up 27% YoY, with adjusted EBITDA demonstrating robust growth of 28% YoY
- Adjusted EBITDA margin stood at 18% while operating profit margin was 11%
- Growth primarily driven by strong performance across all regions (Saint-Petersburg, Moscow, Urals)
- Profit for the period reached RUB 3.8bn (+94%) on the back of revenue and operating profitability growth

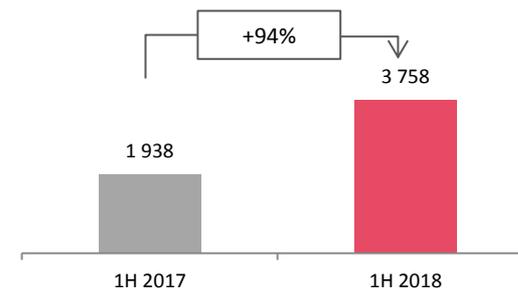
REVENUE DYNAMICS (RUB M)



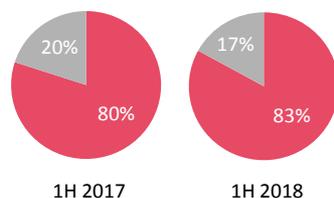
ADJUSTED EBITDA¹ DYNAMICS (RUB M)



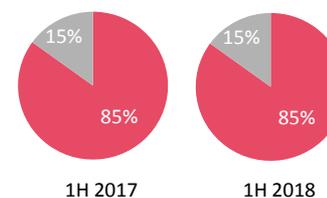
NET PROFIT DYNAMICS (RUB M)



Revenue Breakdown



Adjusted EBITDA Breakdown²



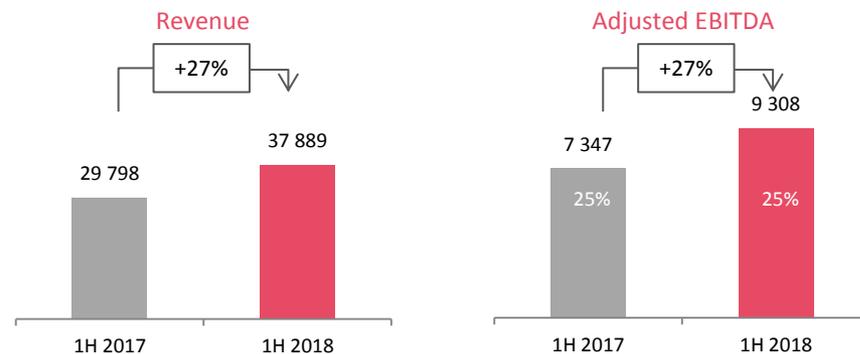
■ Real Estate & Construction ■ Building Materials

REAL ESTATE DEVELOPMENT SEGMENT PERFORMANCE

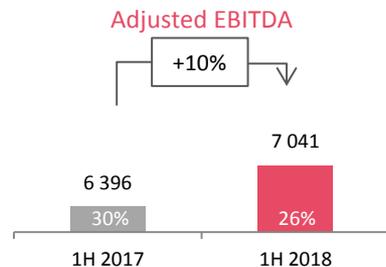
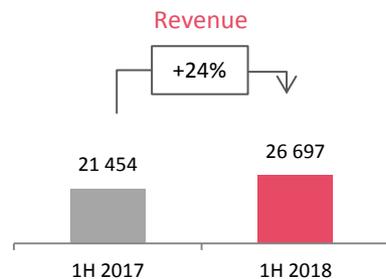
KEY DEVELOPMENTS

- In 1H 2018 Real Estate segment revenue increased by 27% to RUB 37.9bn
- Real Estate adjusted EBITDA rose to RUB 9.3bn (27% YoY), with adjusted EBITDA margin standing at 25%
- Robust growth rates were driven by solid performance across all regions of presence (Saint-Petersburg revenue up 24% YoY, Moscow – 39% YoY, Urals – 27% YoY)

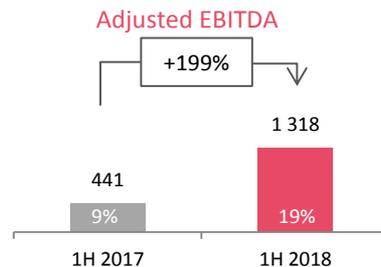
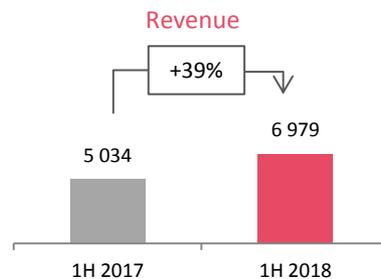
REVENUE AND ADJUSTED EBITDA DYNAMICS (RUB M)



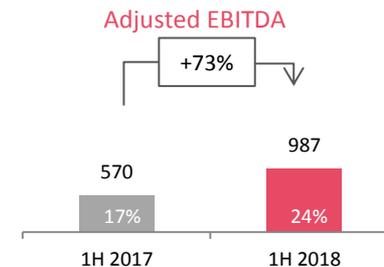
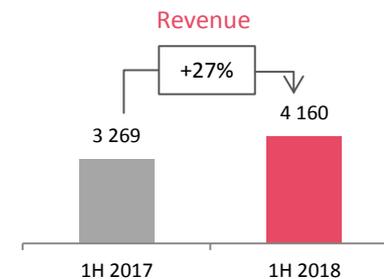
SAINT PETERSBURG



MOSCOW



URALS

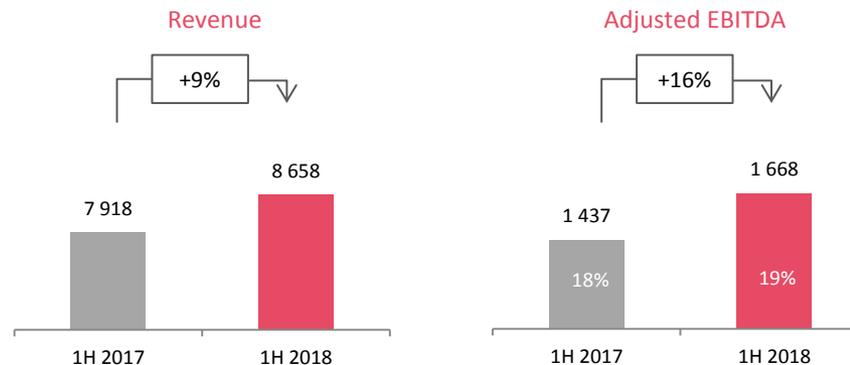


BUILDING MATERIALS SEGMENT PERFORMANCE

KEY DEVELOPMENTS

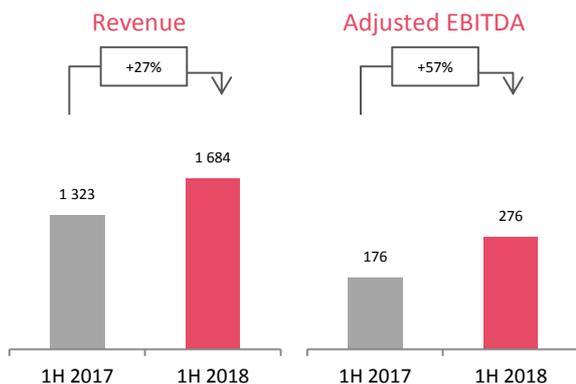
- In 1H 2018 the sales revenue of building materials division increased by 9% to RUB 8,658m
- Adjusted EBITDA increased by 16% to RUB 1,668m with margin up to 19% level
- Crushed granite is driven by the increased sales to M-11 highway
- Sand is driven by the growing sales of dredged sand and the increased prices across all types of sand delivered to the market
- Ready-mix concrete sales driven by the increased demand in the market and our efforts to attract new clients, primarily large domestic homebuilders
- Reinforced concrete results were affected by the disposal of the production facility in the Leningrad region
- Aerated concrete results were affected by the transfer of our production facility in St. Petersburg to a new production site

REVENUE AND ADJUSTED EBITDA DYNAMICS (RUB M)

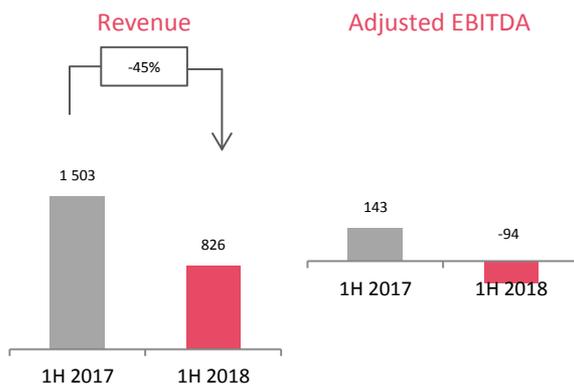


BUILDING MATERIALS: FINANCIAL RESULTS BY PRODUCT

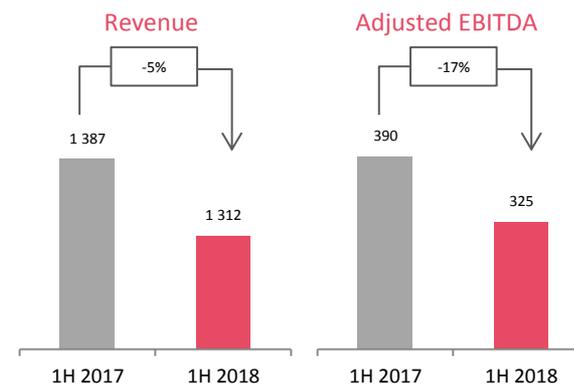
CRUSHED GRANITE (RUB M)



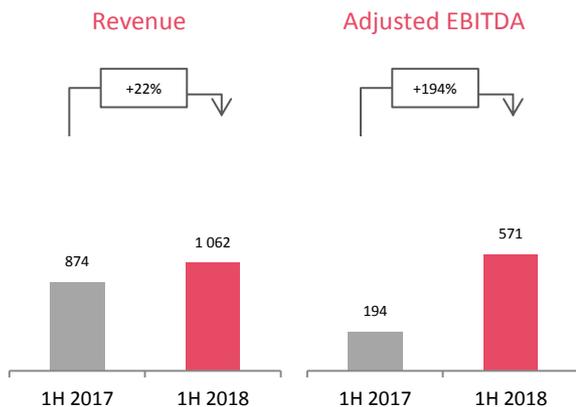
REINFORCED CONCRETE (RUB M)



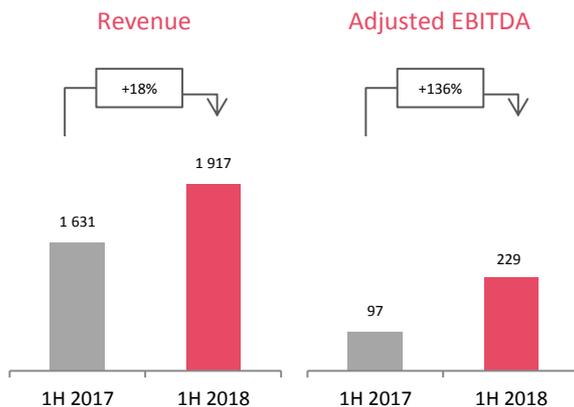
BRICKS (RUB M)



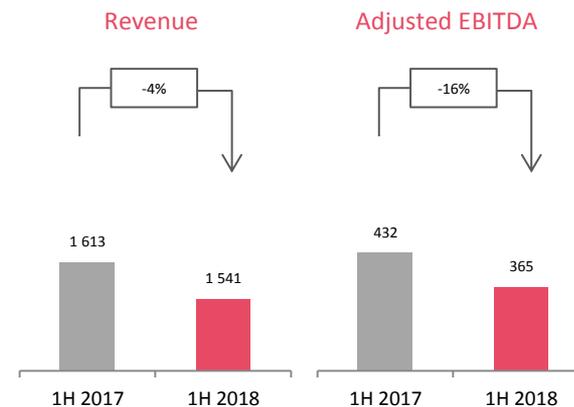
SAND (RUB M)



READY-MIX CONCRETE (RUB M)



AERATED CONCRETE (RUB M)

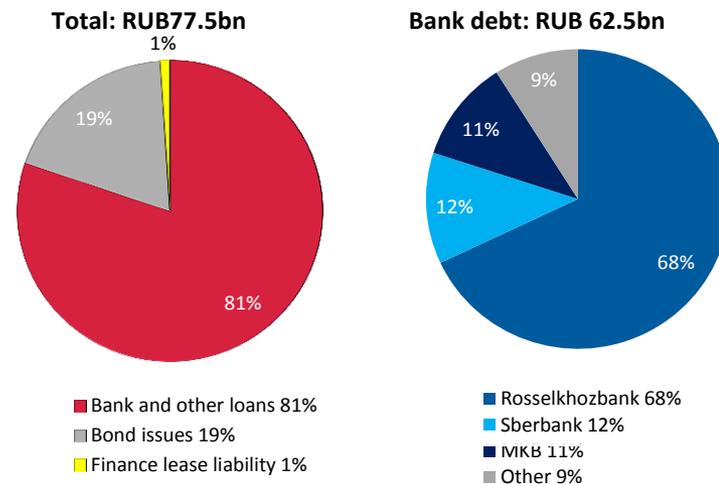


MAINTAINING STRONG BALANCE SHEET

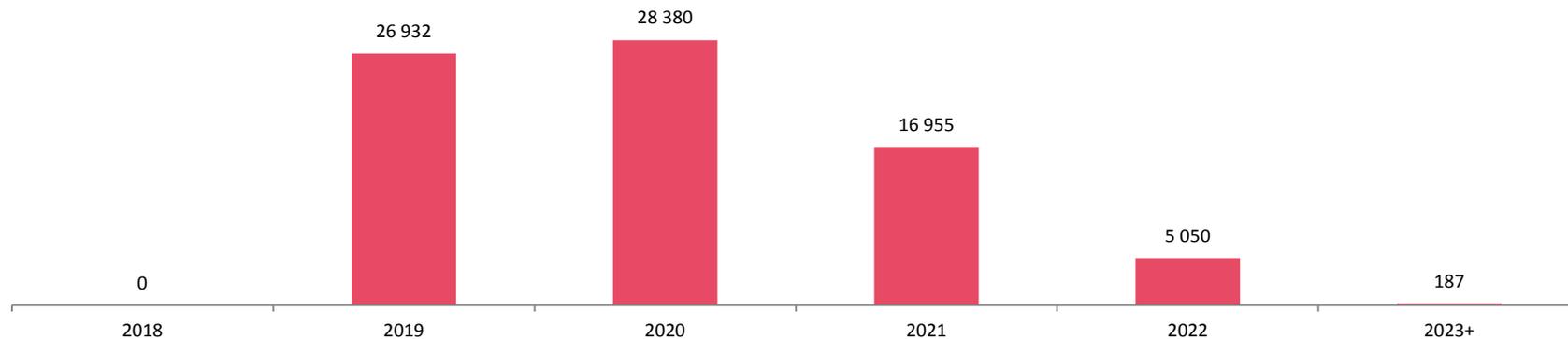
COMPANY DEBT SNAPSHOT -

- Total debt rose to RUB 77.5bn, as of 30 June 2018
- The average interest rate down to 8.59% as compared to 9.1% as of December 2017
- Net debt down to RUB 40.6bn (-6% against 31 Dec 2017)
- Net debt/EBITDA – 1.0x
- 100% of debt denominated in RUB

COMPANY DEBT COMPOSITION (AS OF 30-JUN-2018)



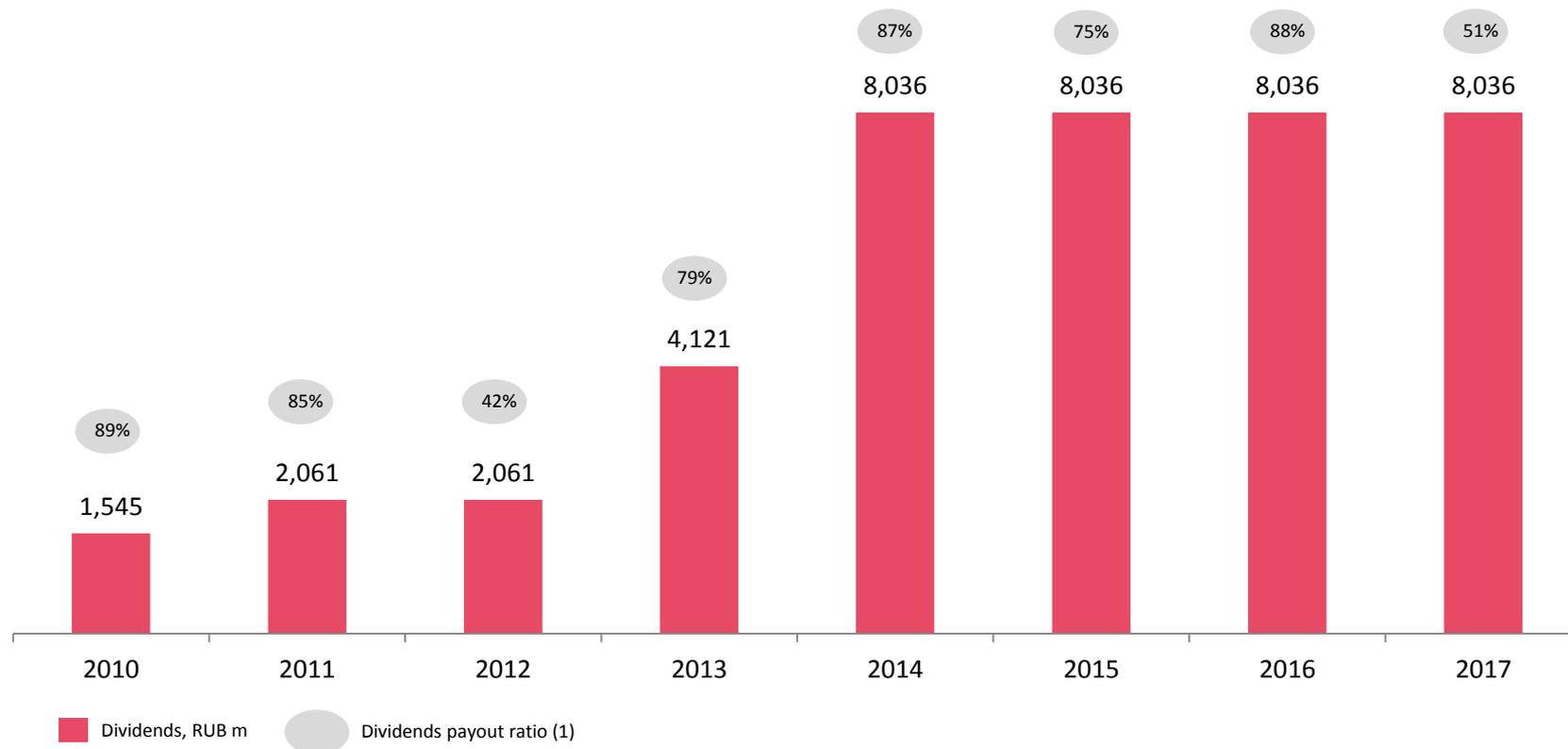
DEBT MATURITY PROFILE (RUB M)



SUSTAINABLE DIVIDEND POLICY

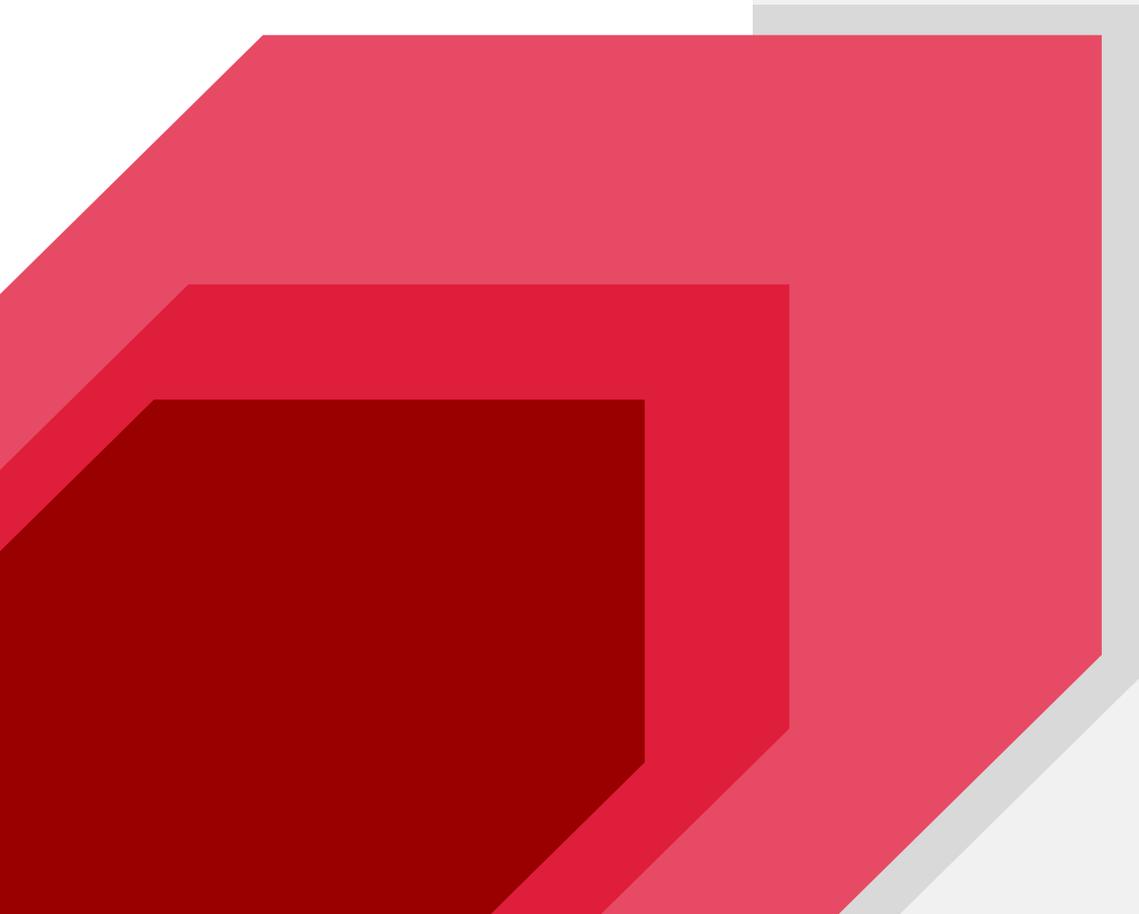
DIVIDEND POLICY

- Dividend policy of LSR Group is developed in accordance with the existing Russian legislation, the company's charter and internal regulations of LSR Group
- Recommended amount of dividend payments is determined by the BoD based on the company's annual financial results and, as a rule, constitutes at least 20% of the consolidated net profit as per IFRS





MARKET UPDATE



Introduction of federal law 2018

FORMER REQUIREMENTS TO PRE-SALES

Construction permit received before **1 July 2018**

Receiving construction permit

80% OF ALL PROJECTS ARE FINANCED THROUGH PRE-SALES¹

NEW REQUIREMENTS TO PRE-SALES

One bank account per construction permit

One construction permit per legal entity and per land plot

PROJECT FINANCE

IS SET TO BECOME MAIN SOURCE OF FINANCING

MARKET OUTLOOK

Benefitting LSR

1 Starting from 2H 2018, significant number of small and mid-sized real estate developers are expected to disappear as they might not be able to operate under new regulations



2 Strong limitations to pipeline are expected to result in decreased number of new projects in the upcoming years implying higher margins



3 We see an increase in real estate prices as consumers are expecting a shortage of new projects, and are deciding to buy now instead of later.



LSR GROUP IN THE CONTEXT OF NEW LEGISLATION

- ✓ Construction permits received before **1 July 2018** are permitted to meet current pre-sales criteria:
 - LSR Group land bank (c. 8.6 million sqm of net sellable residential real estate) with received permits for 7,5 million sqm before cut-off date
- ✓ As a result, LSR Group is not expected to be affected by new requirements during transition period
- ✓ LSR Group is the only developer in Russia in a position to launch several big projects backed up by current pre-sales requirements

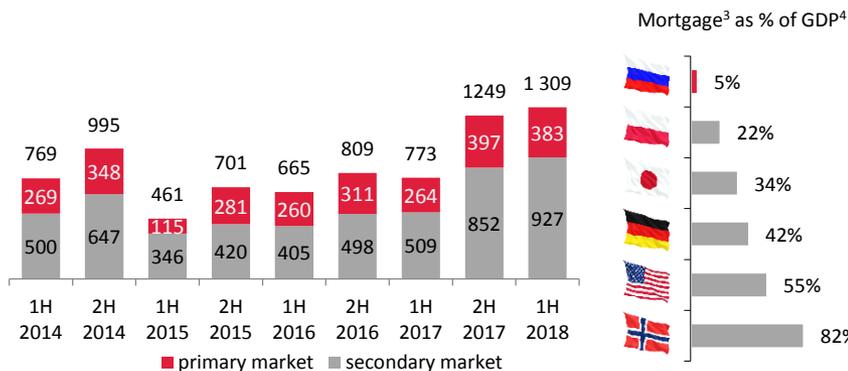
LSR Group is one of the key Russian players who is expected to benefit from new legislation on the back of increasing demand, decreasing mortgage interest rates and positive macro trends

Macro factors: Mortgage lending and rates dynamics

KEY DEVELOPMENTS

- 1H 2018 saw 663.4 thousand mortgage loans issued (up 57% YOY) worth RUB 1.31 trillion (up 69% YOY)
- Mortgage rates continue to decrease and reach record low levels which in its turn helps to boost record high mortgage lending levels
- Average mortgage rate in 1H 2018 amounted to 9.62% (down 1.88 pp as compared to 1H 2017). As of August the average rate is at 9.42%.
- For families with the second and third child born starting from 2018, a subsidized mortgage rate of 6% will be applied for new housing or refinancing
- In September 2018 the central bank increased the key rate by 25bp to 7,5%, but we do not see this as a key concern regarding future mortgage sales.

MORTGAGE LOANS ISSUED, RUB bn



Source: CBR, AIZhK, EMF

AVERAGE MORTGAGE RATE IN RUSSIA¹



Source: CBR

SHARE OF MORTGAGE TRANSACTIONS IN LSR SALES²



Source: company information

Macro factors: Mortgage affordability outlook

SENSITIVITY OF MONTHLY MORTGAGE PAYMENT (RUB)

Mortgage rate	Down payment			
	20%	25%	30%	35%
10.0%	34,387	32,238	30,089	27,940
9.0%	32,457	30,428	28,399	26,371
8.0%	30,581	28,670	26,758	24,847
7.0%	28,763	26,965	25,167	23,370

- Presented sensitivity table assumes the following:
 - Apartment price of RUB 4.0 m
 - Duration of mortgage of 15 years

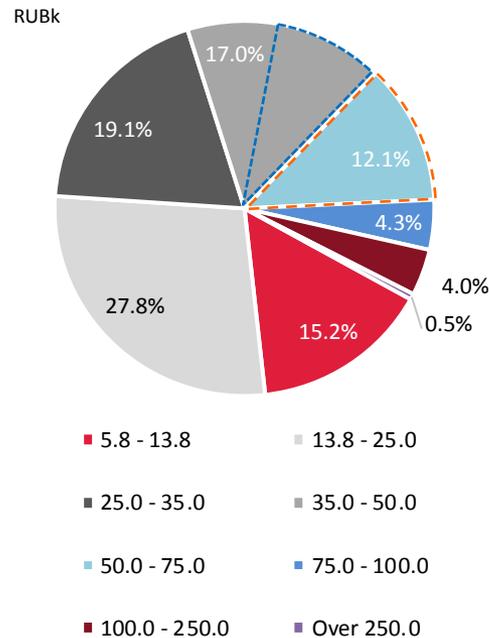
REQUIRED SALARY FOR MORTGAGE APPROVAL (RUB)

Mortgage rate	Down payment			
	20%	25%	30%	35%
10.0%	68,775	64,476	60,178	55,879
9.0%	64,913	60,856	56,799	52,742
8.0%	61,162	57,339	53,517	49,694
7.0%	57,525	53,930	50,334	46,739

- Assuming salary should cover monthly mortgage payment by 2.0x

Source: company analysis

BREAKDOWN OF EMPLOYED POPULATION OF RUSSIA BY MONTHLY SALARY¹



- According to Rosstat, c.12.1% of Russia's employed population has a monthly salary in the range of RUB 50.0-75.0 thousand
- Another 17.0% has a monthly salary in the range of RUB 35.0-50.0 thousand
- Total employed population of Russia amounted to c.72m people²

Source: Rosstat

INCREASING MORTGAGE AFFORDABILITY

- According to our estimates, at 9.68% (current average rate) only c.10% of Russian working population can afford mortgage for average mass market apartment
- Monthly payments are very sensitive to each mortgage percentage point change
- The government announced plans to decrease mortgage rate to 7% in the next coming years
- We estimate the upside to current customer base in the following way:

Mortgage rate Upside to customer base

9%

Extra **5%** of working population

+50% to existing customer base

8%

Extra **8%** of working population

+130% to existing customer base

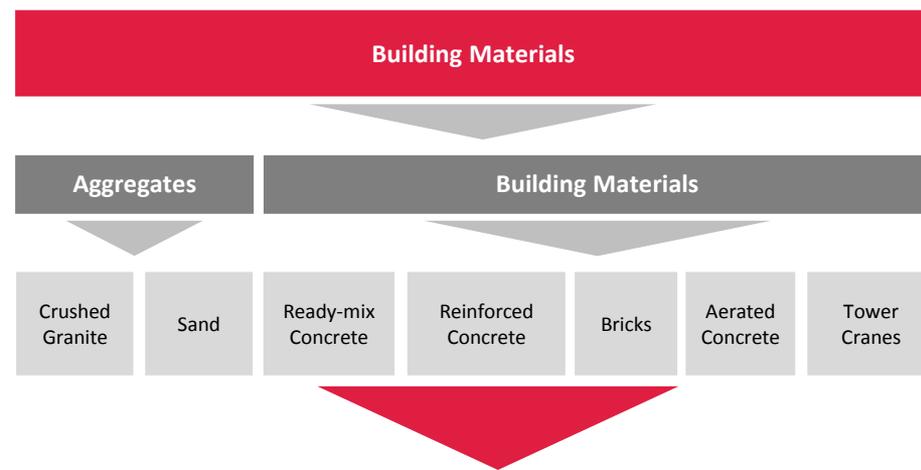
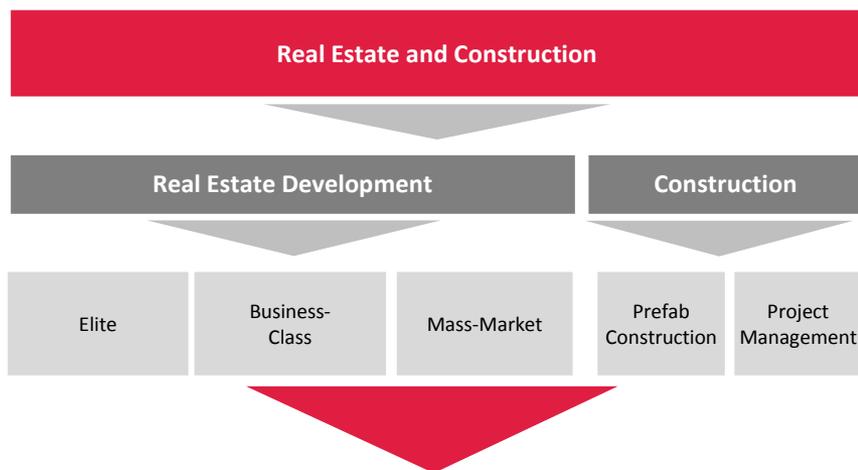
Source: company analysis



APPENDIX

Business Structure

- We have 13 business units with a total staff of nearly 15 thousand employees
- We do full cycle of design, production and construction of mass-market projects



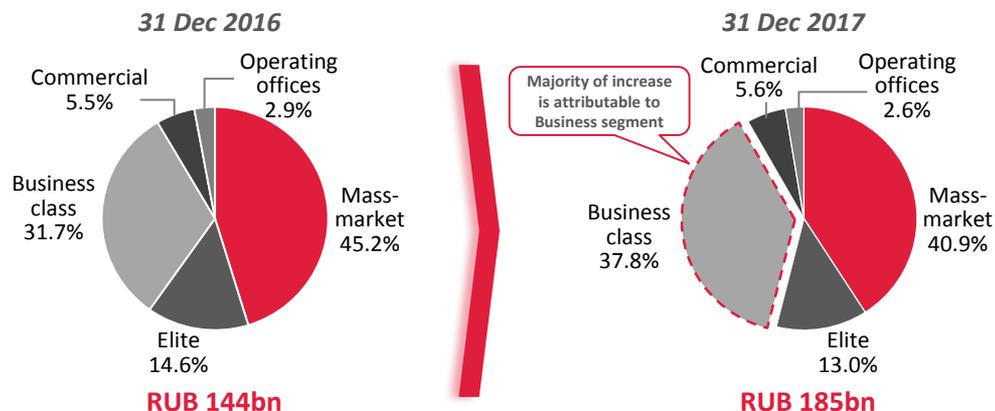
Region	Real estate portfolio (th m ²)
St. Petersburg and Leningrad region	5 832
Moscow and Moscow region	1 871
Yekaterinburg	862
Germany	29
Total	8 594

Region	Home construction capacity (th m ²)
St. Petersburg and Leningrad region	500
Yekaterinburg	200
Total	700

	St. Petersburg	Moscow	Yekaterinburg	Ukraine
Building Materials, capacity				
Ready-mix concrete	1 793 232 m ³			
Bricks	380 mn	70 mn		
Aerated concrete	580 800 m ³			1 064 062 m ³
Reinforced concrete	113 700 m ³			
Tower Cranes, Capacity				
Tower cranes	126 units	74 units	4 units	
Aggregates (St. Petersburg only)			Reserves	Capacity
Sand			389 mn m ³	11,7 mn m ³
Crushed granite			578 mn m ³	7 mn m ³

GROUP PORTFOLIO AMOUNTS TO RUB 185 BILLION

VALUE OF OUR LAND BANK INCREASED BY RUB 42 BILLION



BREAKDOWN BY GEOGRAPHY

X% - market value for assets in key cities¹ as % of total



TOP-4 PROJECTS BY VALUE

Project Name	Location	Segment	MV (RUB bn)	UNSOLD AREA ² (th. m ²)
Zilart	Moscow	Business	RUB 36bn	838 th. m ²
Civilization	Spb	Mass-market	RUB 13bn	709 th. m ²
Tsvetnoy Gorod	Spb	Mass-market	RUB 13bn	2,367 th. m ²
Morskoy Facade	Spb	Business	RUB 11bn	508 th. m ²

KEY FACTS

1,290 ha

TOTAL AREA OF LSR GROUP SITES

59 projects

IN ALL MARKET SEGMENTS

c.109 th. RUB

AVERAGE SELLING PRICE PER SQM FOR UNSOLD RESIDENTIAL PROPERTIES

8,597 th. sqm

YET TO BE SOLD AND LEASED IN OUR PROJECTS

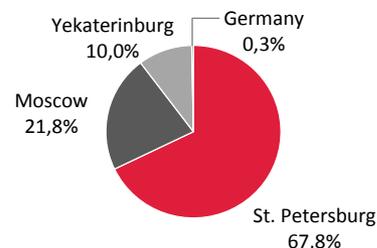
PORTFOLIO OVERVIEW

PORTFOLIO BREAKDOWN

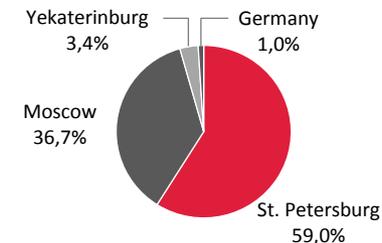
BY REGION

Region	NSA ('000m ²)	% of total	MV (RUB mn)	% of total
St. Petersburg and Leningrad region	5,832	67.8%	109,338	59.0%
Moscow and Moscow region	1,874	21.8%	67,986	36.7%
Yekaterinburg	862	10.0%	6,255	3.4%
Germany	29	0.3%	1,887	1.0%
Total	8,597	100%	185,466	100.0%

by net sellable area



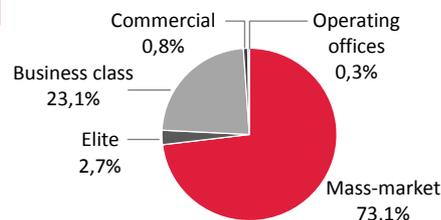
by market value



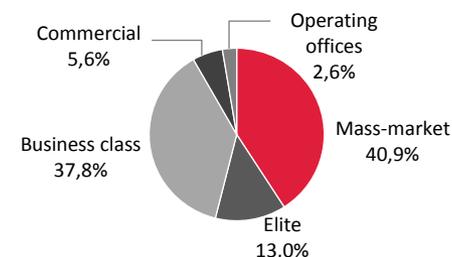
BY SEGMENT

Property Sector	NSA ('000m ²)	% of total	MV (RUB mn)	% of total
Mass-market	6,285	73.1%	75,829	40.9%
Elite	233	2.7%	24,187	13.0%
Business class	1,987	23.1%	70,183	37.8%
Commercial	67	0.8%	10,396	5.6%
Operating offices	25	0.3%	4,870	2.6%
Total	8,597	100%	185,466	100.0%

by net sellable area



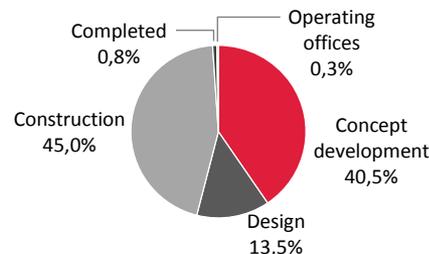
by market value



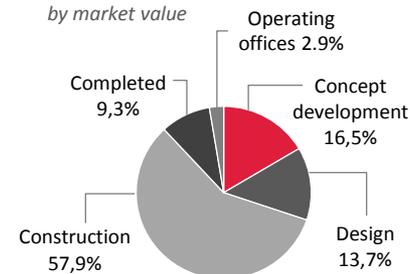
BY STAGE

Property Sector	NSA ('000m ²)	% of total	MV (RUB mn)	% of total
Concept Development	3,482	40.5%	30,567	16.5%
Designing	1,159	13.5%	25,333	13.7%
Construction	3,866	45.0%	107,476	57.9%
Completed	66	0.8%	17,221	9.3%
Operating offices	25	0.3%	4,870	2.6%
Total	8,597	100%	185,466	100.0%

by net sellable area



by market value



LSR real estate projects pipeline – St. Petersburg

			Net unsold area, m ²	2018	2019	2020	2021	2022+
			Elite					
1	Russkiy Dom	Korolenko St., 5, 5A	15 595					
2	Verona	Morskoy Pr., bld. 29, lit. A	4 152					
3	Petrovskiy ostrov Bavaria	Petrovskiy Pr. 9, 11	83 189					
4	Petrovskiy ostrov REB Flota	Remeslennaya St., 17	116 807					
			Business Class					
5	Bogemia	Smolenskaya St. 14	10 126					
6	Chyornaya Rechka	3, Lit.A,K,D, Chernoy Rechki Emb.	32 701					
7	Moskovskoye Hgwy (Hotel)	Moskovskoye Hwy, lit D	14 714					
8	Morskoy Façade	Nevskaya Guba, plots 12, 13, 14, 15	507 601					
			Mass Market					
9	Yuzhnaya Akvatoriya	Doblesti St.	71 142					
10	Novaya Okhta	Murinskaya Road	197 151					
11	Ruchyi-7	Piskarevsky Av., 145	211 421					
12	Ruchyi Tsvetnoy Gorod Vostok	Piskarevsky Av., 145	976 573					
13	Ruchyi Tsvetnoy Gorod Zapad	Piskarevsky Av., 145	1 390 780					
14	Zapovednaya	Orlovo-Denisovskiy Av., plots 14,17	89 000					
15	Sophiya	Yuzhnoe Highway	8 925					
16	Kalina Park	Marshala Blukhera Avenue, 12	57 298					
17	Shuvalovsky	Prigorodny (Kamenka)	177 538					
18	Oktyabrskaya Naberezhnaya	Oktyabrskaya Embankment, 42	706 840					
19	Aeroport Rzhevka	Rzhevka airfield	1 029 150					
20	Zvezdny Duet (Kosmonavtov/Dunayskiy)	Kosmonavtov Pr., plots 1,2	45 195					
			Commercial					
21	Nevsky 1	1, Nevsky Av.	8 509					

LSR real estate projects pipeline – Moscow and Yekaterinburg

			Net unsold area, m ²	2018	2019	2020	2021	2022+
Business Class (Moscow)								
1	Leningradskoe shosse, 58	Leningradskoe Highway, 58	53 575					
2	Zilart	Avtozavodskaya St. 23	838 095					
3	ZiL Yug*	Avtozavodskaya St. 23	485 301					
Mass Market (Moscow)								
4	Luchi (Vzlet)	Bldg 6, Proizvodstvennaya St.	342 383					
5	Krasniy Mayak	26, Krasnogo Mayaka St.	69 300					
6	Nakhabino Yasnoe	near Chernaya Village	49 525					
Commercial properties (Moscow)								
7	Novy Balchug	Bldgs.1,2,3,9, Sadovnicheskaya St.	10 995					
Mass Market (Yekaterinburg)								
8	Rassvetny	2B, 40-Letiya Komsomola St.	1 967					
9	Khrustalniye Klyuchi	Latviyskaya St.	170 785					
10	Michurinsky	Sukholodskaya St.	121 053					
11	Rastochnaya	Rastochnaya St.	5 183					
12	Akademicheskyy	Verkhneuphaleyskaya St.	202 965					
13	Flagman (Repina-Zavodskaya)	Repina St.	47 783					
14	Voskhod	25, 40-Letiya Komsomola St.	33 990					
15	Tsvetnoy Bulvar	Bl'ukhera	125 794					
16	VIZ*	Bol'shoy Konnyy	150 000					

Company Factors: Real estate Market Positions

Housing Under Construction	Saint Petersburg		Moscow		Urals	
	Market share (%)	Market position	Market share (%)	Market position	Market share (%)	Market position
Elite Real Estate	49	No.1	-	-	-	-
Business Real Estate	9	No.2	7	No.3	-	-
Mass-Market Real estate*	19	No.1	4	No.6	9	No.3

Housing Completions	Saint Petersburg		Moscow		Urals	
	Market share (%)	Market position	Market share (%)	Market position	Market share (%)	Market position
Elite Real Estate	6	No.5	-	-	-	-
Business Real Estate	28	No.1	9	No.5	-	-
Mass-Market Real estate*	16	No.1	12	No.3	12	No.1

Source: SPb Realty, Company
 Note: * Excluding social housing

Company Factors: Building Materials Market Positions

Saint Petersburg	Market share (%)	Market position
Ready-Mix Concrete	20	No.1
Sand	51	No.1
Crushed Granite	41	No.1
Reinforced Concrete	24	No.1
Bricks	64	No.1
Aerated Concrete	50	No.1

Source: Company
 Note: Volume terms

Investment highlights

RIGHT INDUSTRY

- Supportive macroeconomic trends with falling interest rates and increasing housing affordability
- Positive regulatory changes supporting industry consolidation lead by a smaller number of professional and highly reputable homebuilders
- Increased customer focus on the quality of the apartments and infrastructure
- Lower competition for land

RIGHT BUSINESS MODEL

- Truly federal level developer with leading positions across key markets presented in all residential housing market segments
- Large and well-balanced portfolio with attractive customer proposition following latest market trends
- Large-scale projects with a complete infrastructure and housing package
- Existing land bank is sufficient from a quality and volume perspective



STRONG LEADERSHIP

- Long-term commitment to dividend payments and balanced capital structure
- Strong management team aligned with shareholders interests
- Best-in-class and internationally recognized corporate governance system
- Strong track record of delivering outstanding results
- Long-term support from the key shareholder

RIGHT POINT IN CYCLE

- Company has recently completed its transformation by adjusting its product offering leading to increased affordability and more competitive proposition
- End of large-scale investment cycle
- Zilart is approaching cash-generative stage
- Balanced project mix and development schedule going forward
- Additional upside from FCF positive building materials business

Management Team



Maxim Sokolov
CEO, Chairman of the
Executive Committee



Evgeny Yatsyshin
First Deputy CEO
Real Estate
Development



Vasily Kostritsa
Deputy CEO
Building Materials



Leonid Sorokko
Deputy CEO
Construction



Dmitry Kutuzov
CFO



Galina Volchetskaya
Executive Director

Board of Directors

Executive directors



Andrey Molchanov
Chairman of BoD



Dmitri Gontcharov
Deputy Chairman of BoD
Managing Director
LSR Europe GmbH



Maxim Sokolov
CEO,
Chairman of the
Executive Committee

Independent & non-executive directors



Aleksey Makhnev
INED

COO Global Investment
Banking Department
VTB Capital
Senior Vice President
VTB Bank



Andrey Nesterenko
INED

Consultant to Colombo
& Partners SA



Vitaly Podolsky
INED



Alexandr Prisyazhnyuk
INED

Contacts



For more information please contact:

Igor Tsoy

Director of Investor Relations

Mob.: +7 (925) 086-26-55

Tel.: +7 (495)537-80-08 (ext. 45882)

E-mail: Tsoi.IO@lsrgroup.ru

You can watch the construction progress of all our projects in a free mobile app:

