

LEGENDA

INTELLIGENT
DEVELOPMENT

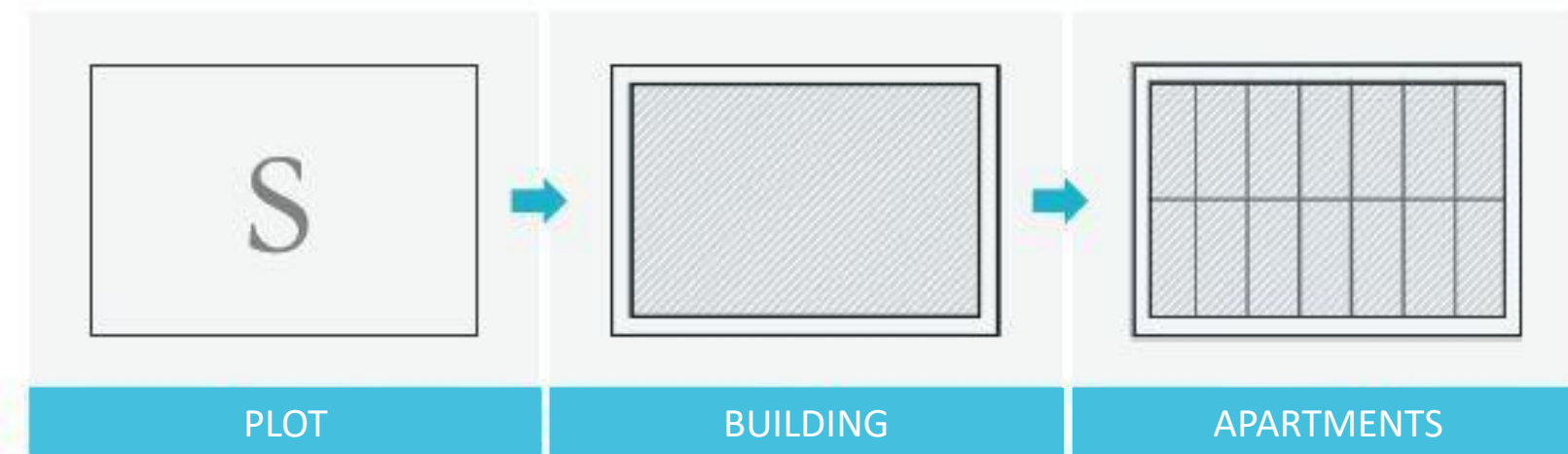
BONDS ISSUE
PRACTICAL CASE

**The biggest foolishness is to do the same
and hope for a different result**

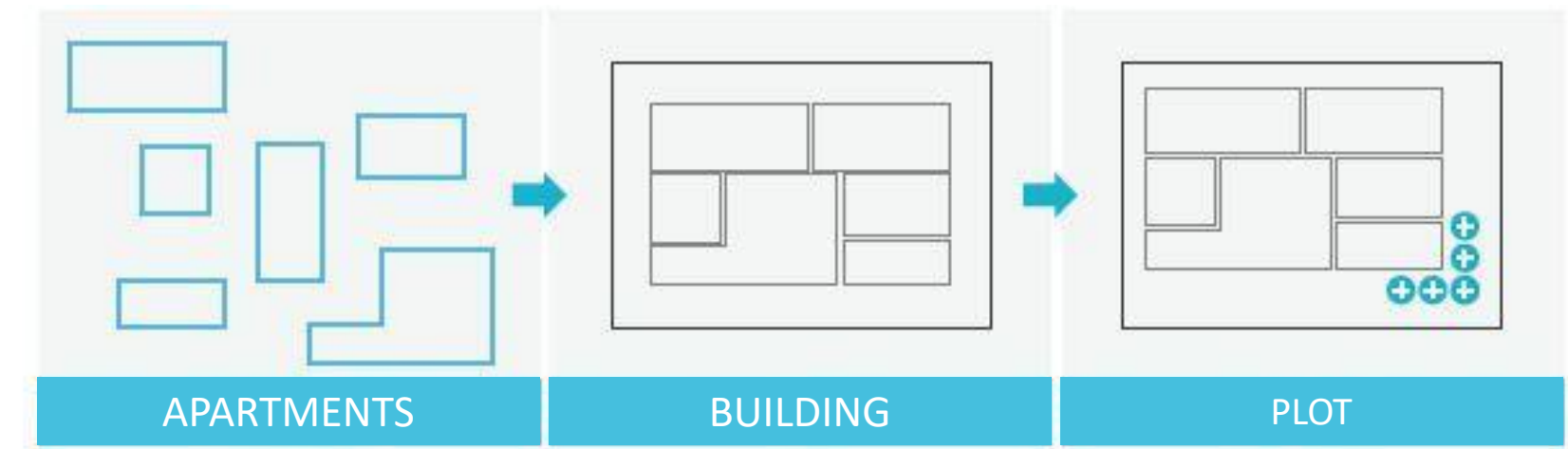
Albert Einstein



USUAL APPROACH to residential real estate design

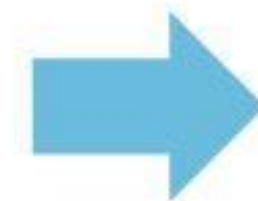


SMART APPROACH to residential real estate design



$$\mathbf{max} \ m^2 = \$$$

MAXIMUM M2 IN BUILDING
AND UNCOMFORTABLE LAYOUTS



$$\mathbf{SMART} = \mathbf{f} > \mathbf{m}^2$$

MORE FUNCTIONALITY
IN STANDARD SPACE



ПОБЕДЫ, 5
ДОМ ПРЕМИУМ-КЛАССА

LEGENDA
НА ОПТИКОВ **34**

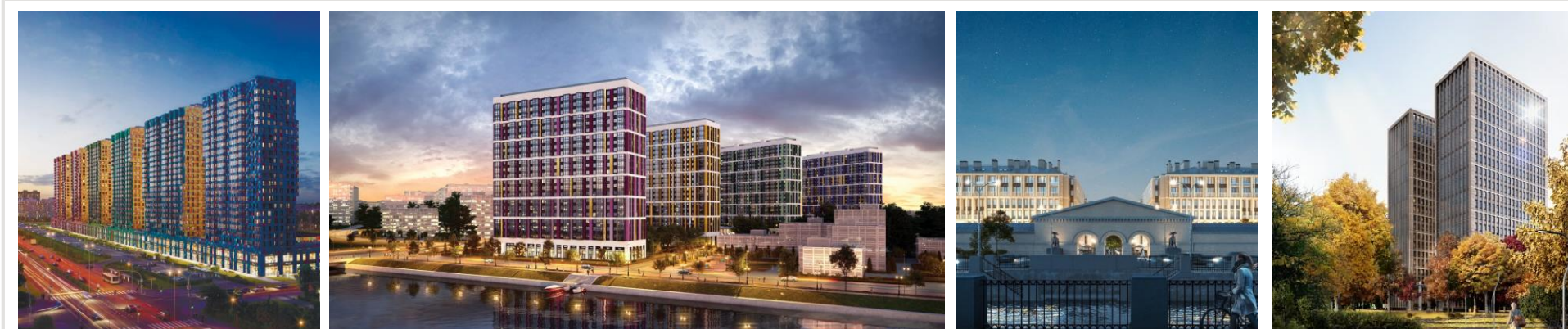
LEGENDA
НА ЯХТЕННОЙ **24**

LEGENDA
Командантского
I очередь

LEGENDA
Дальневосточного

COMPLETED PROJECTS

340 479 m²



LEGENDA
Командантского
II очередь

LEGENDA
Героев
I очередь

LEGENDA
Героев
II очередь

МОСКОВСКИЙ
LEGENDA BUSINESS

ИНСТИТУТСКИЙ, 16
LEGENDA PREMIUM

PROJECTS UNDER DEVELOPMENT

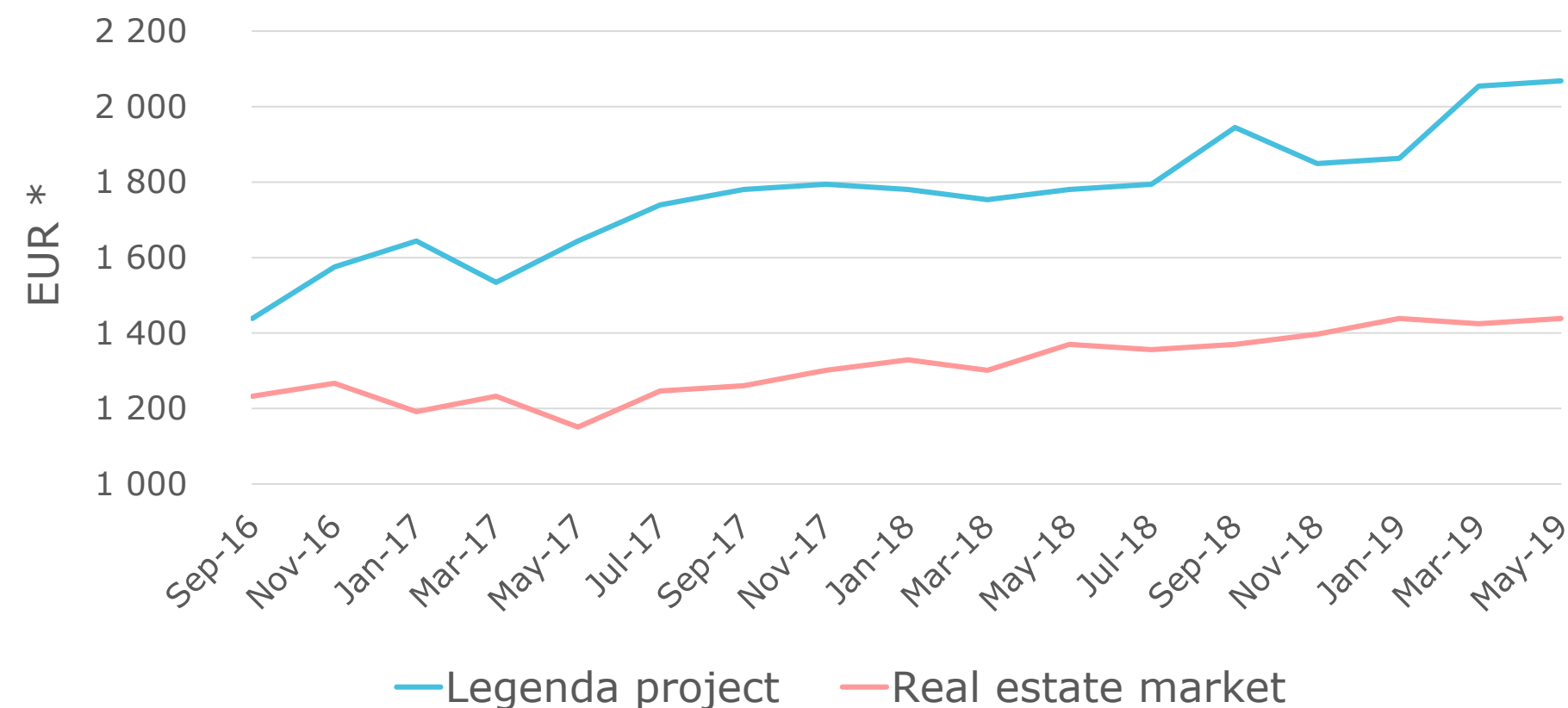
346 367 m²

LEGENDA today

Financial metrics

According to IFRS

Revenue, mln €	115
EBITDA, mln €	22,2
Net profit, mln €	16,5
Profitability EBITDA	19%
Debt, mln €	51,5
Debt/ EBITDA	2,3



* FX rate – 73 RUR per 1 EUR

Underwriters

(date of issue – July 2018)

Alfa-Bank, BCS Global Markets, Solid

IFRS Auditor BDO Unicon

National rating **BBB-**

Bond issue parameters

Size: 20 mln €

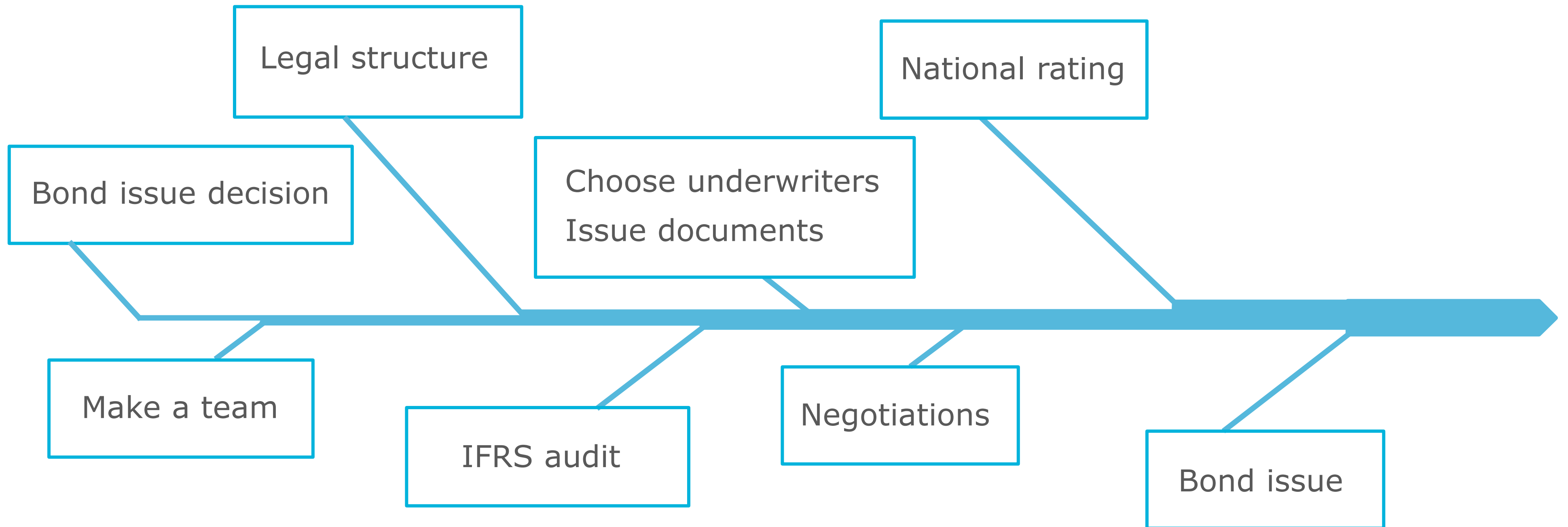
Term: 3 years

Amortization: since 1,5 year

Rate: 14%

Payments: quarterly

Bond issue road map



Success factors



Focus on goal



IR



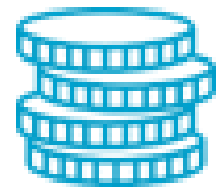
Communications
with underwriters



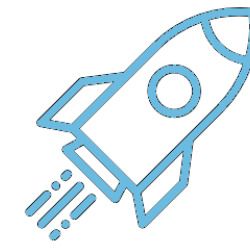
TEAM work



Life after bond issue



Financial management



New horizons



Transparency



Growth

LEGENDA

INTELLIGENT
DEVELOPMENT

Thank you for your attention

Alexandra Bolilaya
Investment Director
a.bolilaya@legenda-dom.ru

Prepared for MOEX