

A scenic photograph of a person standing on a rocky mountain peak at sunset. The sun is low on the horizon, creating a bright glow and lens flare. The landscape consists of rolling hills and valleys covered in green vegetation. A red horizontal line is visible in the upper left portion of the image.

Presentation of Q1 2021:  
Restart of business

29 April 2021

# Disclaimer

---

This presentation has been prepared by the management of AB Novaturas, with its registered office at A. Mickevičiaus g. 27, LT-44245, Kaunas, Lithuania (the “Company” or “Novaturas”).

This presentation does not constitute or form any part of any offer or invitation or inducement to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities of Novaturas, nor shall it or any part thereof or the fact of its distribution form the basis of, or be relied on in connection with, any contract therefore.

The information and opinions contained herein are provided as at the date of this presentation and are subject to change without notice. Neither the Company nor its affiliates or advisers, representatives are under an obligation to correct, update or keep current the information contained in this presentation or to publicly announce the result of any revision to the information and opinions made herein. Furthermore, neither the delivery of this presentation nor any further discussions of the Company and/or its group with any of the recipients shall, under any circumstances, create any implication that there has been no change in the affairs of the Company since such date.

Neither this presentation nor any copy of it nor the information contained in it may be taken or transmitted into the United States, United Kingdom, Canada, Australia or Japan or distributed, directly or indirectly, in the United States, United Kingdom, Canada, Australia or Japan or to any resident thereof.

# Key financials & restart of business



**EUR 5.6 m**

Q1 2021 Revenue  
(-76% vs y/2020)  
(-81% vs y/2019)



**EUR 615 ths**

Q1 2021 EBITDA  
(EUR -190 ths in Q1 2020)  
(EUR 83 ths in Q1 2019)



**EUR 191 ths**

Q1 2021 Net profit  
(EUR -353 ths in Q1 2020)  
(EUR -148 ths in Q1 2019)

## Restart of operations Q1:

- “Novaturas” Group resumes flights to Tenerife:  
on the 13<sup>th</sup> of February from Estonia  
on the 20<sup>th</sup> of February from Lithuania  
on the 05<sup>th</sup> of March from Latvia
- “Novaturas” Group resumes flights to Egypt:  
on the 5<sup>th</sup> of February from Lithuania  
on the 13<sup>th</sup> of February from Estonia  
on the 27<sup>th</sup> of March from Latvia

## Significant events in Q1, 2021:

- We have finished **refunding process** for those trips that have been cancelled due to the pandemic in March 2021
- We have agreed on **EUR 10 million investment** in the Company's bonds for a period of six years with the State Investment Management Agency.

# Forward looking statement for Q2 of 2021



## Volume

Still difficult to plan more than 1 month ahead. Targeting monthly volumes exceeding 10k pax for Q2



## Profitability

Still difficult to plan Q2 sales profitability. Demand can be strongly affected by constantly changing restrictions applied to tourism sector



## EBITDA

Targeting positive EBITDA for Q2

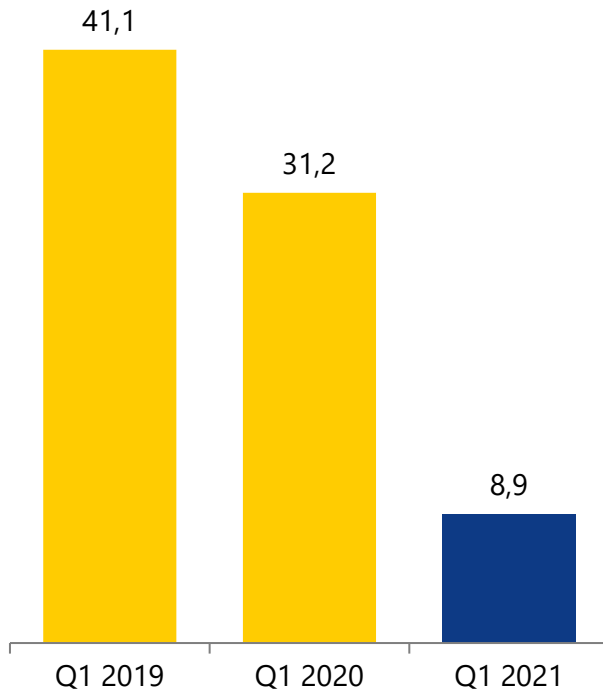
## Restart of operations Q2:

- April 2021 - "Novaturas" Group resumes flights to **Turkey** from all the Baltic states.
- May 2021 - "Novaturas" Group resumes flights to **Greece** from all the Baltic states.
- June 2021 – "Novaturas" Group plans to resume flights to **Bulgaria** from all the Baltic states.
- June 2021 – "Novaturas" Group plans to resume flights to long-haul destinations: **Bali, Seychelles, Maldives**.

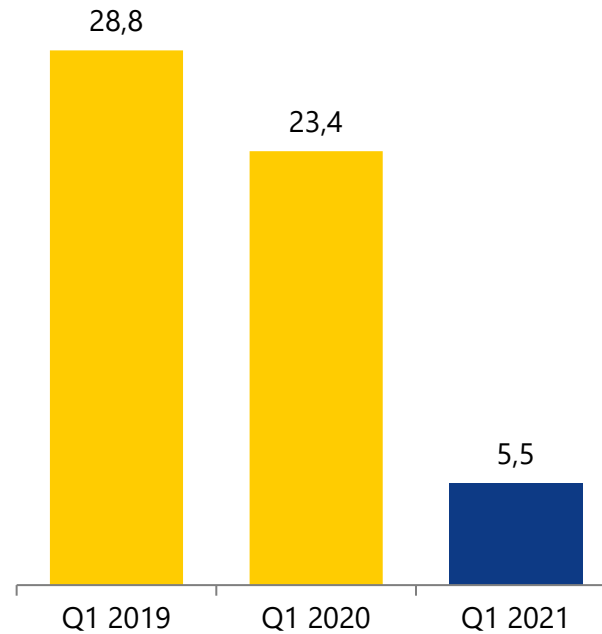
# Q1 2021 Revenues & seat supply

Due to restrictions caused by the COVID-19 virus we have temporarily suspended our operations in January in all three markets. 2021 holiday season started in February with first flights to Tenerife and Egypt. Holiday destinations list was also supplemented with holiday offers in the United Arab Emirates and Maldives.

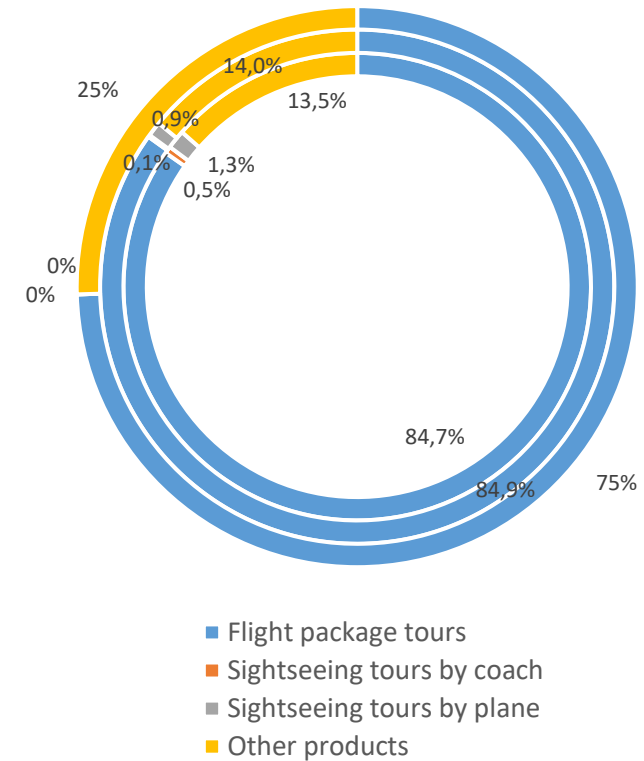
**Number of PAX sold** (ths)



**Revenue** (EUR m)

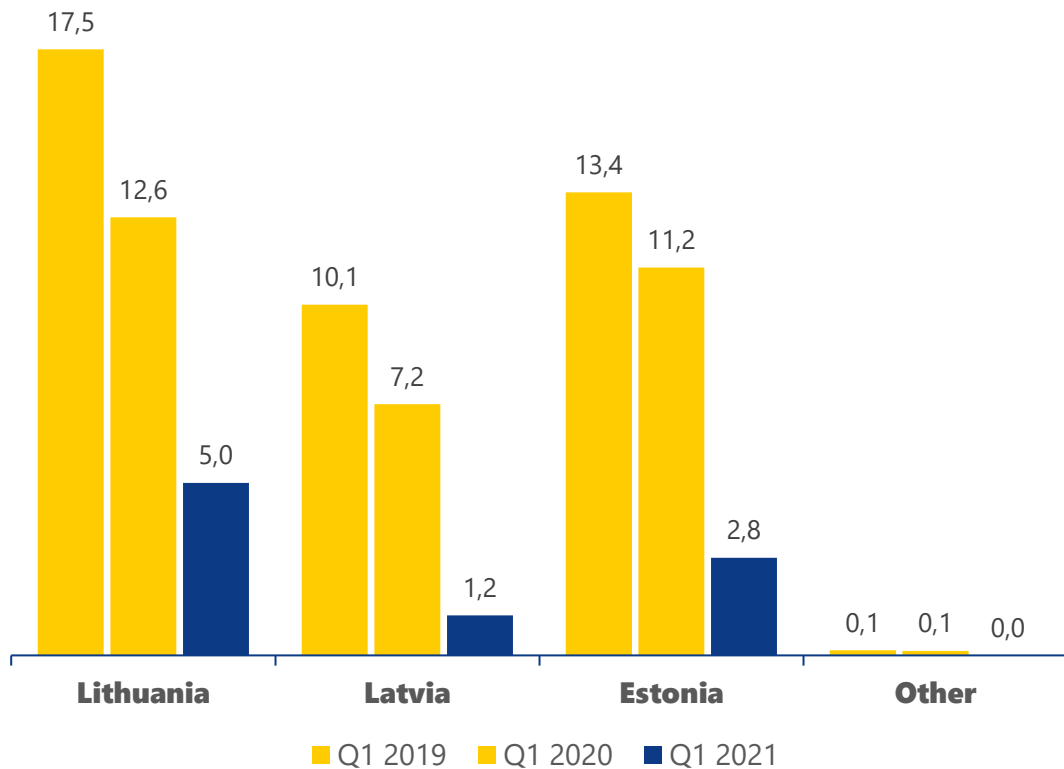


**Sales by product category**  
(% share in revenue)  
Q1 2021 (outer circle) vs Q1 2020 (middle circle)  
vs Q1 2019 (inner circle)



# Q1 2021 Number of travellers

Number of PAX sold by country (ths)



With limited holiday destinations available, due to COVID-19, during Q1 2021 we have served 8 940 customers in total. March month marked the breaking point when the number of customers served is bigger if compared with the same month last year. In March 2021 we have served 6.4 thousand customers group-wide – 18% more than in the corresponding period last year.



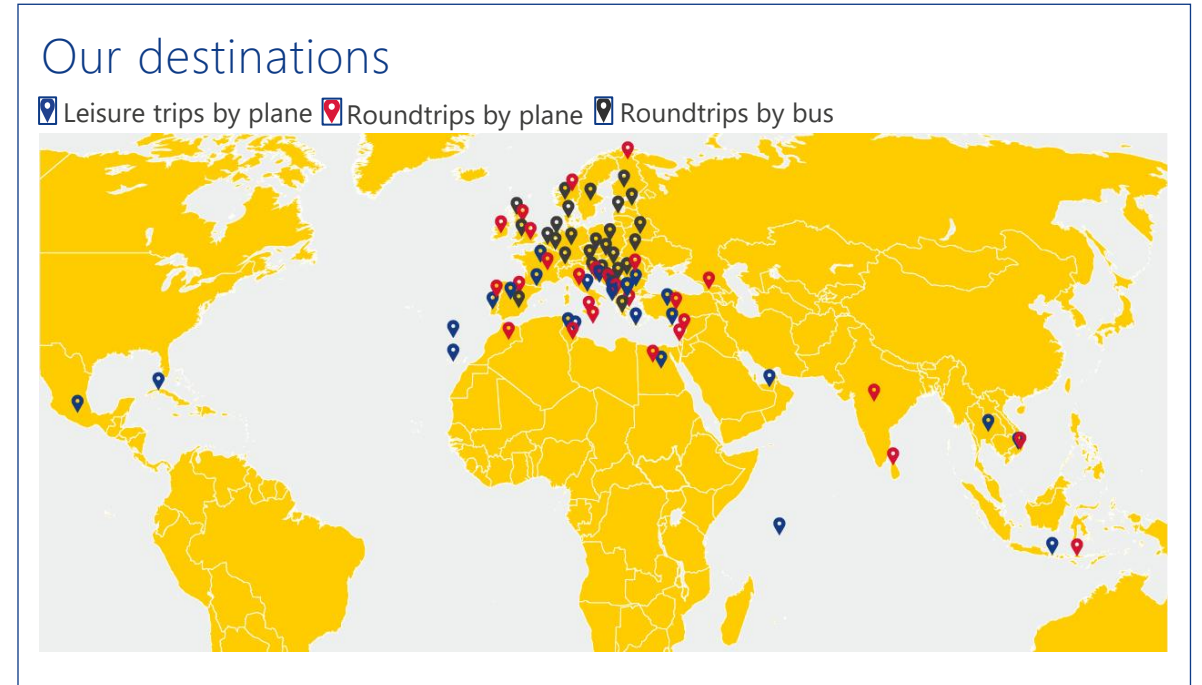
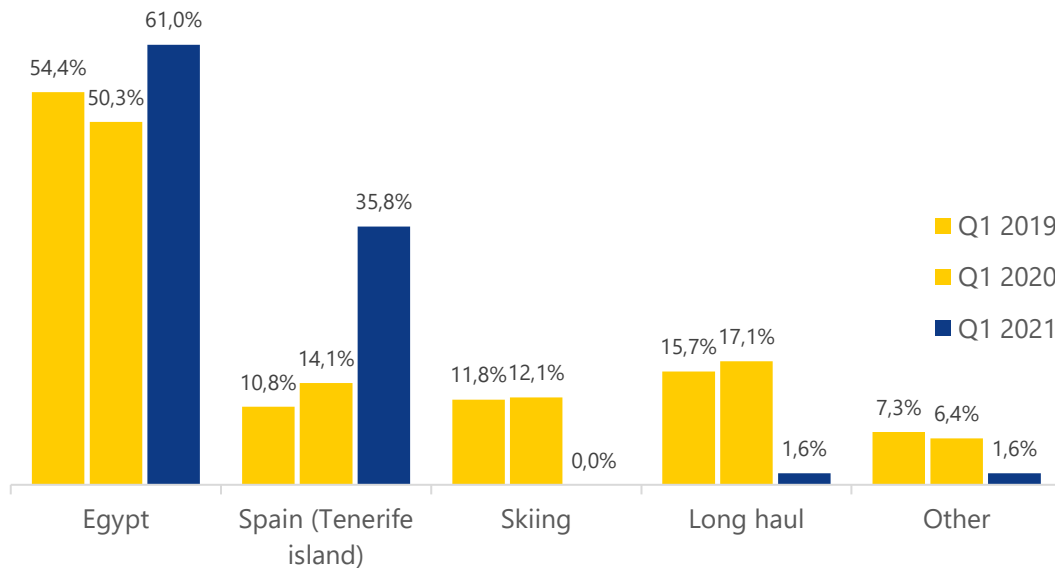
**8 940 ths**

total PAX sold during Q1 2021 (-71% vs y/2020)  
total PAX sold during Q1 2021 (-78% vs y/2019)

# Q1 2020 Top destinations

## Sales of flight package tours by destinations

(% share in charter travel revenue)



Egypt and Tenerife hold main positions in 1Q 2021 due to limited selection of holiday destinations available. The same reason caused Tenerife's significant increase in demand. Due to pandemic, we have not operated flights to skiing destinations in Q1 2021 and long-haul destinations selection was limited only to two destinations available - UAE and Maldives.

# We reach wide customer base thanks to well-balanced distribution

The majority of our products are sold through travel agencies, with whom we have long-term business relations, built on professionalism and mutual trust.

 **22%**

share in Q1 2021 revenue from e-commerce

17% share in Q1 2020 revenue from e-commerce

Diversification of sales channels allows Novaturas to offer its products to broader customer base, not only searching for package tours, but also for tickets and to exploit the most of market opportunities.

Novaturas constantly develops its e-commerce channel and manages one of the biggest online shops in the Baltics.

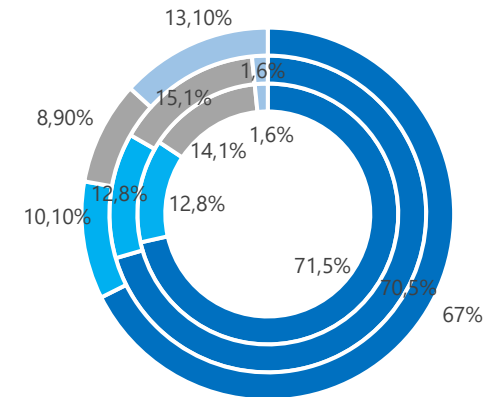
 **0.5 m**

unique visitors on our websites during Q1 2021

1.1 m unique visitors on our websites during Q1 2020

## Novaturas sales by distribution channels

Q1 2021 (outer circle) vs Q1 2020 (middle circle) vs. Q1 2019 (inner circle)



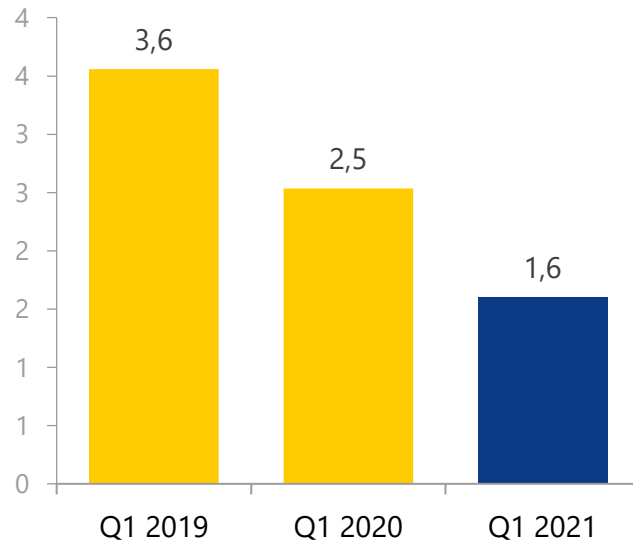
■ Travel agencies ■ Own retail ■ Web sales ■ GDS



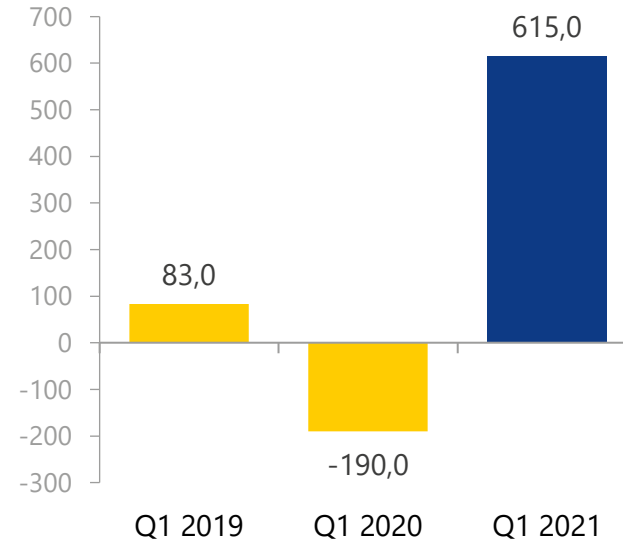
# Q1 2021 increase in profitability

The first quarter of 2021 was marked by positive profitability ratios. Increased EBITDA and net profit is the outcome of effective crises management, leadership in business decisions and strict expenses control.

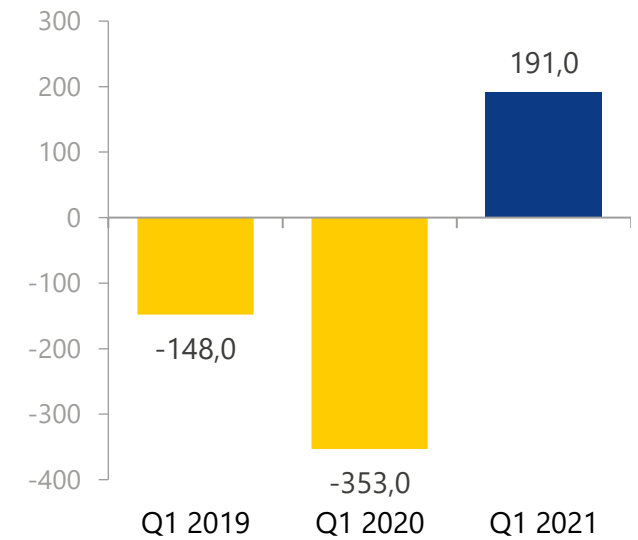
**Gross profit (EUR m)**



**EBITDA (EUR ths)**



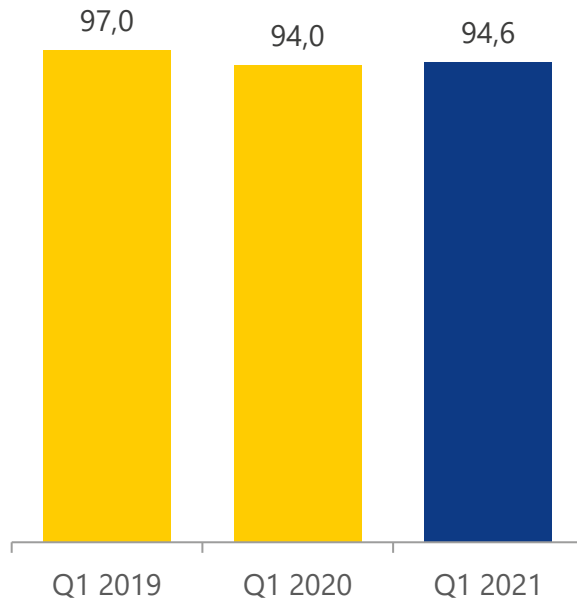
**Net profit (EUR ths)**



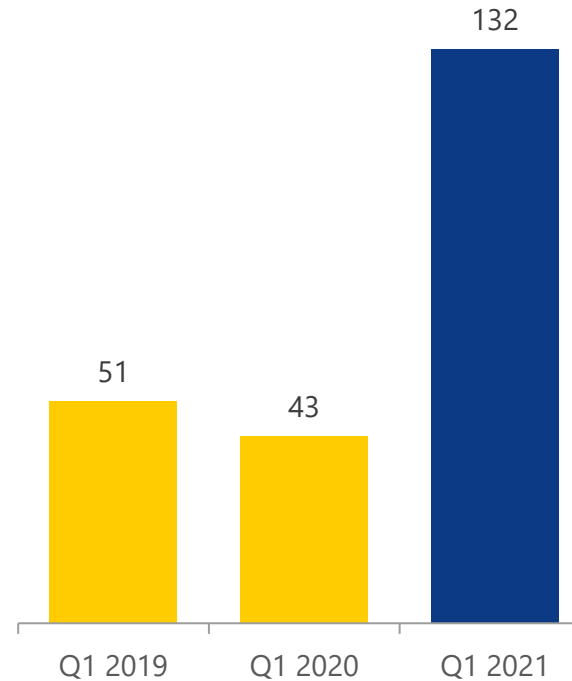
# Efficiency and productivity ratios

Combination of effective business decisions made translated into favorable efficiency and productivity ratios. We took the risk to be the first tour operator to open flights to the most popular winter holiday season destination – Egypt and the risk paid off in terms of grown profit per pax ratio.

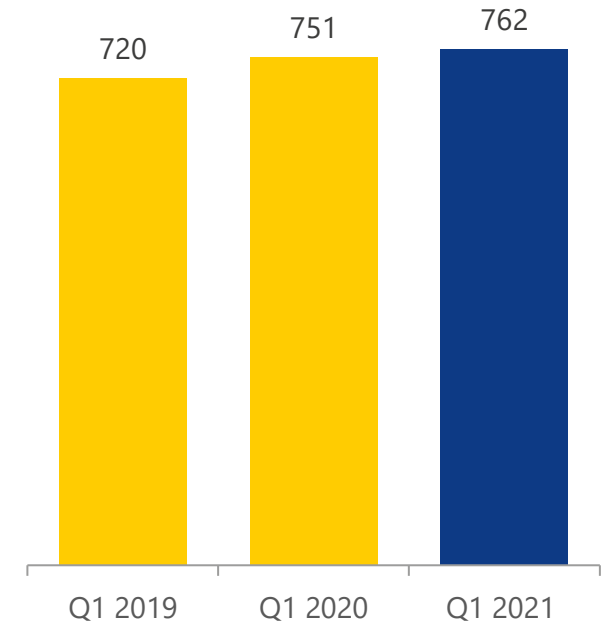
**Load factor**  
(%)



**Profit per PAX**  
(EUR)



**Average package tour price**  
(EUR)



## Operating expenses under control

Operating expenses totaled EUR 1.05 m, which is 63% less than in the same period of 2020. Excluding the impact of commissions and one-off expenses, operating costs decreased by 52% from the same period a year earlier. Strict operating expenses control benefited in favor of Q1 profitability ratios.

Operating expenses (EUR 000s)	Q1 2021	Q1 2020	Q1 2019	Change %, 21/20	Change %, 20/19
Sales and marketing (excl. commissions)	373	888	1,000	-58%	-11,2%
General and administrative (excl. one-offs)	372	670	995	-44,5%	-32,7%
<b>Total operating expenses (excl. commissions and one-offs)</b>	<b>745</b>	<b>1,558</b>	<b>1,995</b>	<b>-52,2%</b>	<b>-21,9%</b>
Commissions	279	1,200	1,478	-76,8%	-18,8%
One-off expenses	21	31	80	-32,3%	-61,3%
<b>Total operating expenses</b>	<b>1,045</b>	<b>2,789</b>	<b>3,553</b>	<b>-63%</b>	<b>-21,5%</b>



**EUR 1.05 m**

Q1 2021 Operating expenses  
(-63% y/2020)

# Appendices

---

# Main ratios

Financial ratios (EUR 000s)	Q1 2021	Q1 2020	Q1 2019	2021/2020 change	2020/2019 change
<b>Revenue</b>	<b>5,571</b>	<b>23,363</b>	<b>28,806</b>	<b>-76.2%</b>	<b>-18.9%</b>
Gross profit	1,617	2,535	3,559	-36.2%	-28.8%
<b>EBITDA</b>	<b>615</b>	<b>(190)</b>	<b>83</b>	<b>NA</b>	<b>NA</b>
Operating profit (EBIT)	572	(254)	5	NA	NA
Profit before tax	147	(409)	(162)	NA	152.5%
<b>Net profit</b>	<b>191</b>	<b>(353)</b>	<b>(148)</b>	<b>NA</b>	<b>135.5%</b>
Relative indicators	Q1 2021	Q1 2020	Q1 2019	2021/2020 change	2020/2019 change
Number of shares	7,807,000	7,807,000	7,807,000	-	-
Earnings per share (EUR)	0.02	(0.05)	(0.02)	+0.07	-0.03
Gross profit margin (%)	29.0%	10.9%	12.4%	+18.1pp	-1.5pp
<b>EBITDA margin (%)</b>	<b>11.0%</b>	<b>-0.8%</b>	<b>0.3%</b>	<b>+11.8pp</b>	<b>-1.1pp</b>
Operating profit (EBIT) margin (%)	10.3%	-1.1%	0.0%	+11.4pp	-1.1pp
Profit before taxes margin (%)	2.6%	-1.8%	-0.6%	+4.4pp	-1.2pp
<b>Net profit margin (%)</b>	<b>3.4%</b>	<b>-1.5%</b>	<b>-0.5%</b>	<b>+4.9pp</b>	<b>-1.0pp</b>
Return on assets (ROA) (%)	0.4%	-0.6%	-0.2%	+1.1pp	-0.4pp
Debt to equity ratio (%)	121.4%	83.7%	90.8%	+37.7pp	-7.1pp
Equity ratio (%)	31.4%	27.5%	25.1%	+3.9pp	+2.4pp
Effective tax rate (%)	-29.9%	13.7%	8.6%	-43.6pp	+5.1pp
Current ratio	0.73	0.72	0.81	0.01	-0.09

# Consolidated statements of comprehensive income

EUR 000s	Q1 2021	Q1 2020	Q1 2019	2021/2020 change	2020/2019 change
<b>Sales</b>	<b>5,571</b>	<b>23,363</b>	<b>28,806</b>	<b>-76.2%</b>	<b>-18.9%</b>
Cost of sales	(3,954)	(20,828)	(25,247)	-81.0%	-17.5%
<b>Gross profit</b>	<b>1,617</b>	<b>2,535</b>	<b>3,559</b>	<b>-36.2%</b>	<b>-28.8%</b>
Operating (expenses)	(1 045)	(2,789)	(3,553)	-56,4%	-18.1%
Other operating income	-	-	1	-	-
Other operating (expenses)	-	-	(2)	-	-
<b>Profit from operations</b>	<b>572</b>	<b>(254)</b>	<b>5</b>	<b>NA</b>	<b>NA</b>
Finance income	212	109	110	94.5%	-0.9%
Finance (expenses)	(637)	(264)	(277)	141.3%	-4.7%
<b>Profit before tax</b>	<b>147</b>	<b>(409)</b>	<b>(162)</b>	<b>NA</b>	<b>152.5%</b>
Income tax (expense)	44	56	14	-21.4%	300.0%
<b>Net profit</b>	<b>191</b>	<b>(353)</b>	<b>(148)</b>	<b>NA</b>	<b>138.5%</b>
Other comprehensive income to be reclassified to profit or loss in subsequent periods					
Result of changes in cash flow hedge reserve	449	(3,005)	1,126	NA	NA
Impact of income tax	(67)	451	(169)	NA	NA
<b>Total comprehensive income for the year</b>	<b>573</b>	<b>(2,907)</b>	<b>809</b>	<b>NA</b>	<b>NA</b>
Earnings per share <sup>1)</sup>	0.02	(0.05)	(0.02)	-	-

# Consolidated balance sheet

(EUR 000s)	31Mar 2021	31Mar 2020	31 Mar 2019
<b>ASSETS</b>			
<b>Non-current assets</b>			
Goodwill	30,327	30,327	30,327
Other intangible assets	114	210	380
Property, plant and equipment	103	183	252
Right of use assets	219	562	-
Long term receivables	187	218	62
Deferred income tax asset	935	7	6
<b>Total non-current assets</b>	<b>31,885</b>	<b>31,507</b>	<b>31,027</b>
<b>Current assets</b>			
Inventories	2	3	4
Prepayments and deferred expenses	7,114	15,626	20,231
Trade accounts receivable	127	372	482
Prepaid income tax	70	175	231
Other receivables	221	929	2,579
Other current financial assets	-	-	-
Restricted cash	2,300	3,200	2,150
Cash and cash equivalents	4,241	3,159	3,686
<b>Total current assets</b>	<b>14,075</b>	<b>23,464</b>	<b>29,363</b>
<b>Total assets</b>	<b>45,960</b>	<b>54,971</b>	<b>60,390</b>

(EUR 000s)	31Mar 2021	31Mar 2020	31 Mar 2019
<b>EQUITY AND LIABILITIES</b>			
<b>Equity</b>			
Share capital	234	234	234
Cash flow hedge reserve	(39)	(2,332)	(394)
Legal reserve	29	29	29
Foreign currency translation reserve	145	145	145
Retained earnings	13,965	17,044	15,162
<b>Equity attributable to equity holders of the parent</b>	<b>14,334</b>	<b>15,120</b>	<b>15,176</b>
<b>Liabilities</b>			
Non-current borrowings	8,767	4,000	6,000
Deferred income tax liabilities	-	2,823	2,936
Other non-current liabilities	3,321	-	-
Lease liabilities	83	360	-
<b>Total non-current liabilities</b>	<b>12,171</b>	<b>7,183</b>	<b>8,936</b>
<b>Current liabilities</b>			
Current portion of non-current borrowings	2,699	2,000	2,000
Overdraft	2,737	6,655	5,784
Trade payables	1,784	2,946	4,077
Advances received	10,929	17,403	21,156
Income tax payable	8	-	29
Other current liabilities and accrued expenses	1,104	704	3,232
Lease liabilities	46	216	-
Other current financial liabilities	148	2,744	-
<b>Total current liabilities</b>	<b>19,455</b>	<b>32,668</b>	<b>36,278</b>
<b>Total equity and liabilities</b>	<b>45,960</b>	<b>54,971</b>	<b>60,390</b>

# Consolidated cash flow statement

(EUR 000s)	Q1 2021	Q1 2020	Q1 2019
Net profit	191	(353)	(148)
Adjustments for non-cash items	683	(2,861)	1,349
Changes in working capital	(128)	(6,995)	(7,852)
<b>Net cash flows from / (to) operating activities</b>	<b>746</b>	<b>(10,209)</b>	<b>(6,651)</b>
<b>Net cash flows from / (to) investing activities</b>	<b>(23)</b>	<b>(3)</b>	<b>(24)</b>
Loans received	1,405	6,655	5,784
(Repayment) of loans	(732)	-	-
Interest (paid)	(220)	(138)	(126)
Dividends (paid)	-	-	-
<b>Net cash flows from / (to) financing activities</b>	<b>453</b>	<b>6,517</b>	<b>5,658</b>
<b>Net increase (decrease) in cash flows</b>	<b>1,176</b>	<b>(3,695)</b>	<b>(1,017)</b>
<b>Cash and cash equivalents at the beginning of the year</b>	<b>5,365</b>	<b>6,854</b>	<b>4,703</b>
<b>Cash and cash equivalents at the end of the period</b>	<b>6,541</b>	<b>3,159</b>	<b>3,686</b>

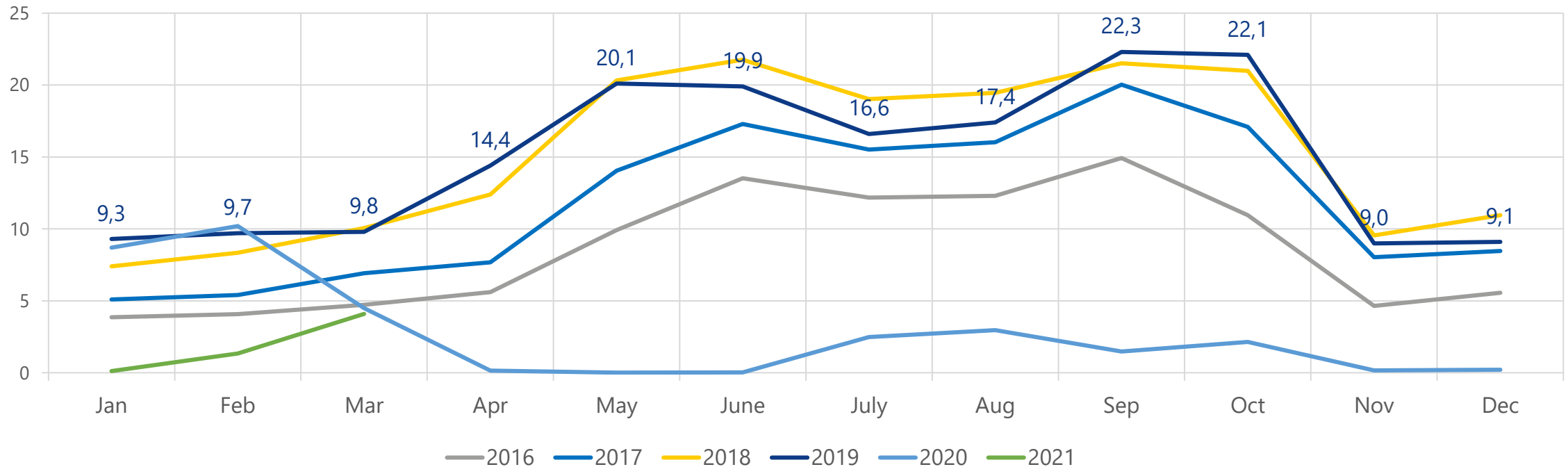


# Seasonality of Novaturas business with strong shoulder season

Novaturas operates in a sector which is subject to seasonality. It is characterized by higher demand for the Group's products and services during the summer season, i.e. in the second and third quarters of the year, and lower demand in the remaining periods.

In case of Novaturas the high season is very long (May to October). We also have a strong shoulder season, therefore our monthly and quarterly revenues distribution is better balanced throughout the year.

## Monthly revenue (EUR m)



# Top executives

Novaturas managers have been with the Company for many years. They have extensive know-how, years of experience in the tourism market and an in-depth knowledge of the Group's offering, which ensures effective implementation of the Group's strategy.



**Audronė Keinytė**, CEO

- With the Company for 15 years (since 2006)
- CEO since January 2019, earlier in charge of product development and purchasing on the Group level
- Has strong commercial background as well as deep knowledge of tourism products and the industry itself



**Tomas Staškūnas**, CFO

- With the Company for 12 years (since 2009)
- Has experience as CFO and CEO in companies specialized in consumer goods



**Ieva Galvydienė**, CCO

- With the Company for 15 years (since 2006)
- Responsible for sales and distribution on the Group level with special focus on Lithuania operations

# The Board



**Vidas Paliūnas**

Member of the Board

- Co-founder of Novaturas UAB in 1999.
- 1999-2009 General Manager of the Company.
- 2009-2018 member of Novaturas' management board (functioning like a supervisory body in the period).



**Ugnius Radvila**

Member of the Board

- Co-founder of Novaturas UAB in 1999.
- 1999-2011 supervisor of sightseeing product department of the Company.
- Since 2011 consultant to the Company.



**Janek Pohla**

Member of the Board

- Founder and board member of Tahe Outdoors.
- Member of the board of the Estonian Chamber of Commerce and Industry.



**Andrius Jurkonis**

Independent member of the Board

- Certified financial analyst and manager of investment fund Axia Capital Fund
- He has accumulated many years of experience in management positions at Euroapothea, VST, Swedbank.

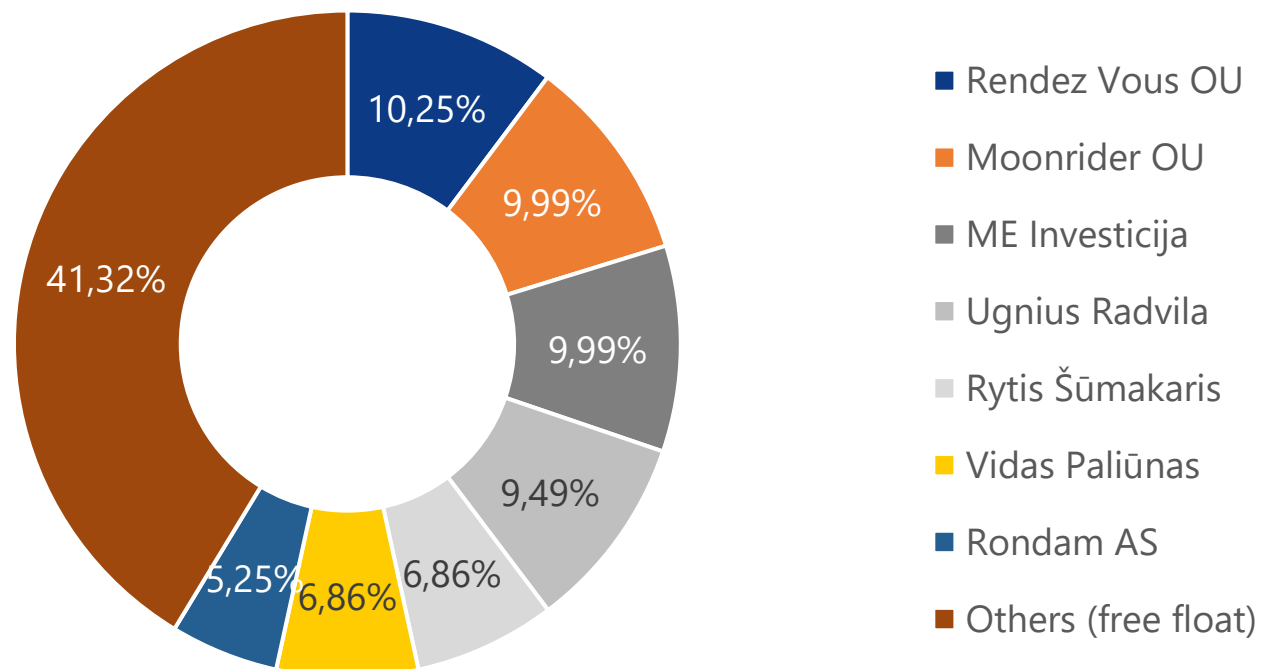


**Virginijus Lepeška**

Chairman of the Board  
Independent member

- Chairman of the Board and Consultant of the management consulting and training company OVC Consulting.
- Has accumulated extensive experience in organizational consulting, corporate governance, strategic management.

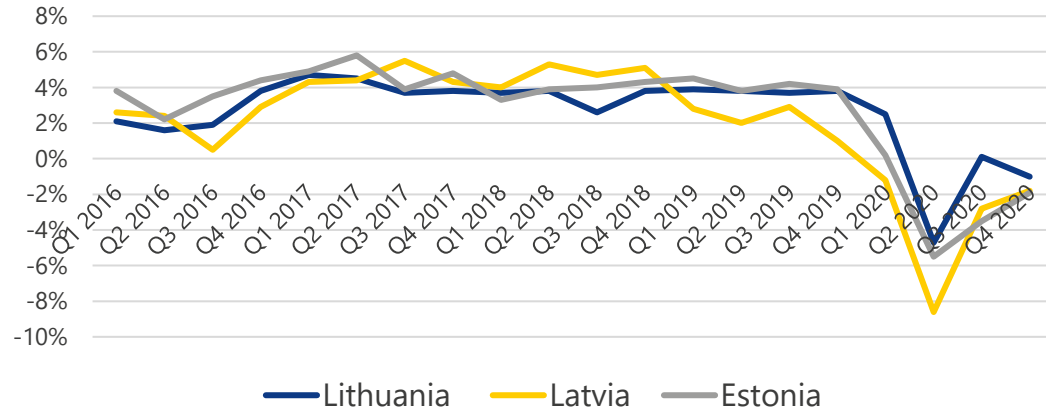
# Shareholder structure



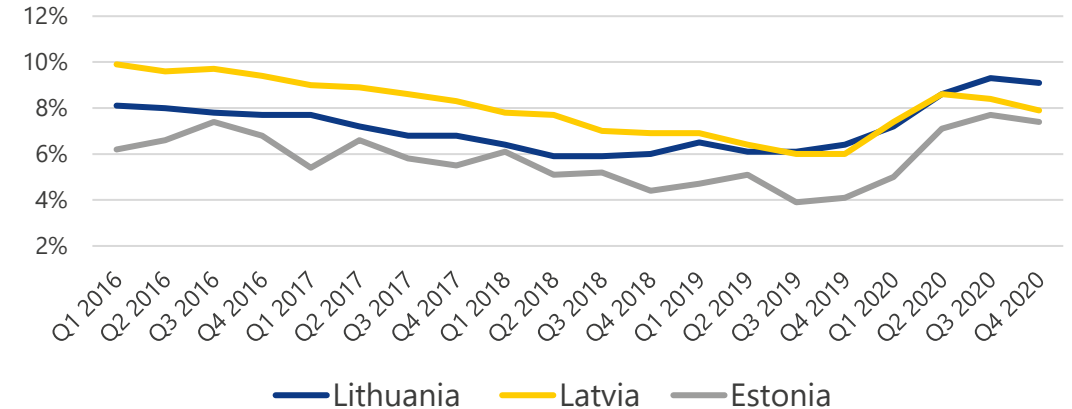
- 1) ME Investicija is an investment company that manages one of the largest European transport services group Girtaka
- 2) "Rendez Vous" OU, CEO Janek Pohla is the founder and member of the management board at „Tahe Outdoors". „Tahe Outdoors" has been a successful manufacturer and distributor of water sports equipment for more than 25 years and is one of the leaders in the field in Europe.
- 3) „Moonrider" OU related with Estonian investment company Go Group, which operates in the fields of tourism, transport, real estate and engineering.
- 4) „Rondam" AS group of companies operate the largest hotel in Tartu „Dorpat" with the spa center as well as one of the best-rated hotels in Tallinn „Lydia".

# Macroeconomic conditions in the Baltics

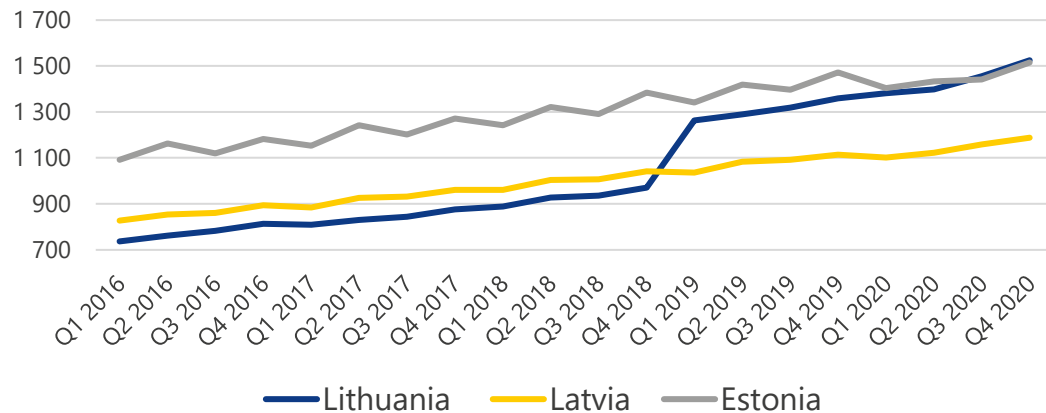
## GDP growth rate (%)



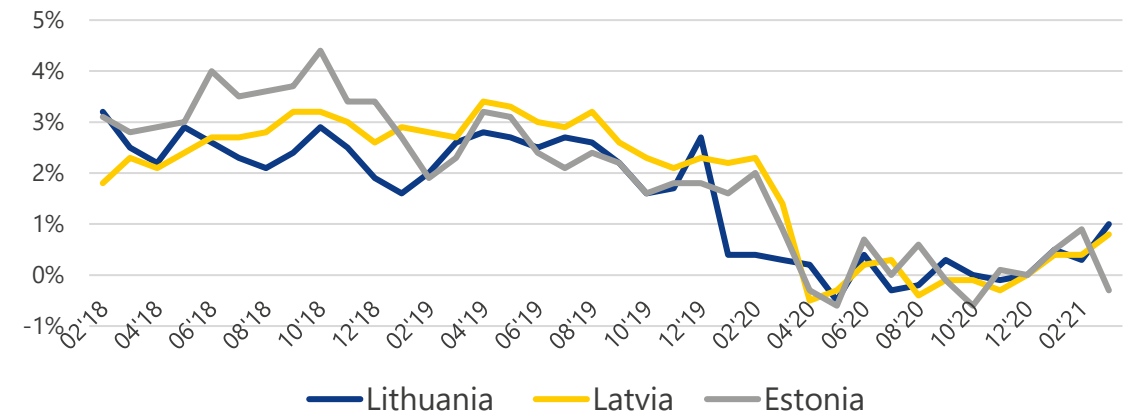
## Unemployment rate (%)



## Average monthly gross salary (EUR)



## Inflation (%)



The hike in the average gross salary in Lithuania, visible between Q4 2018 and Q1 2019, is the result of new tax regulations that took effect with the beginning of 2019 and introduced a new accounting method that mainly affected gross salaries, while having negligible effect on net salaries. Under the new system, the due social security contributions are counted as part of the gross salary, increasing it significantly.

# Company information

---

## Novaturas group PLC

### Registered address:

Mickevičiaus str. 27, LT-44245 Kaunas, Lithuania

[www.novaturasgroup.com](http://www.novaturasgroup.com)

Registered under number 135567698 in Lithuania

Company established: 1999 12 16

### Stock Listing:

Warsaw Stock Exchange

Nasdaq Vilnius Stock Exchange

### Contact information:

Tomas Staškūnas

CFO

Mickevicius str. 27, LT-44245 Kaunas, Lithuania

tel. +370 37 321264, mob. +370 687 10426

fax. +370 37 321130

e-mail: [tomas.staskunas@novaturas.lt](mailto:tomas.staskunas@novaturas.lt)