

**AB NOVATURAS**

**CONSOLIDATED INTERIM FINANCIAL STATEMENTS**

**for the nine-month period ended 30 September 2022**

**(unaudited)**

Beginning of reporting period	1 January 2022
End of reporting period	30 September 2022
Business name	Novaturas, AB (further – “Novaturas” or “the Company”) (The Company’s financial statements and activity ratios are presented consolidated with the results of subsidiaries; separate reports of the parent company are not presented.)
Legal form	Public limited company
Registration date	16 December 1999
Registration number	135567698
LEI code	097900BGCW0000042109
Manager of register	State Enterprise Centre of Registers
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## Management report

### 2022 nine-month highlights:

- During the nine-months of 2022 Novaturas turnover reached EUR 155 mln, while in the same period of 2021 it amounted to EUR 75 mln.
- Gross profit amounted to EUR 15.3 mln while in the same period of 2021, it reached EUR 8.5 mln.
- Operating expenses amounted to EUR 13.9 mln and increased by 91% if compared with the same period in 2021 when it was EUR 7.3 mln.
- EBITDA reached EUR 1,4 mln, while in same period last year it generated EUR 2,0 mln.
- The actual profit tax rate in the nine-months of 2022 was 4.8%, compared to 1.4% in the same period of 2021.
- Novaturas group generated net profit of EUR 0.3 mln, compared to a net profit of EUR 1.1 mln in the same period of 2021.
- During the 9 months of 2022, the Company served 216.336 travelers, compared to 123.576 travelers served in the same period of 2021.

### 2022 third-quarter highlights:

- During the third quarter of 2022 Novaturas turnover reached EUR 63.7 mln, while in the same period of 2021 it amounted to EUR 45.6 mln.
- Gross profit amounted to EUR 7.4 mln, compared to EUR 3.3 mln in the same period of 2021.
- Operating expenses reached EUR 5.3 mln and increased by 42.4% if compared to the same period of 2021 when it was EUR 3.7 mln.
- EBITDA amounted to EUR 2.1 mln, while in the corresponding period of 2021 it was EUR 0.2 mln.
- The actual profit tax rate in the period was 0.7%, compared to 129.6% in the same period of 2021.
- Novaturas generated a net profit of EUR 1.9 mln, compared to net loss of EUR 0.02 mln reached in the corresponding period of 2021.
- During the third quarter of 2022, the Company served 87.944 travelers, compared to 77.494 travelers served in the same period of 2021.

### Management Comment

Dear all,

Q3 is traditionally the most active quarter in the tourism industry, with the largest number of travellers being served. This year was no exception – in July-September, we recorded an increase in both the number of customers and sales – and we are looking with confidence at the prospects for the coming year.

This year, the entire tourism industry in the region had its share of challenges, with global markets being affected by the high jet fuel prices, and the Baltic countries also being hit with intensified competition. Nevertheless, Novaturas was able to successfully navigate the difficult environment and achieve solid Q3 results.

#### Q3 EBITDA: 10 times higher

After a more challenging first half, we returned to the path of profitable activity in July-September, with EBITDA reaching EUR 2.1 million in Q3, which is more than 10 times higher than during the same period in 2021, and 63 per cent more than Q3 2019 results. This was accomplished by responding to changing customer preferences and optimising the travel offers accordingly, improving the punctuality of flights in Estonia, achieving a higher average package price, and responding to fluctuations in jet fuel prices in a timely manner.

Optimising our range of travel offers in order to match demand as much as possible, respond to changes in the competitive environment, and reduce last-minute flights allowed us to draw in 88 thousands travellers in Q3. Although this is still lower than in 2018 or 2019, it is very close to July-September 2017 results.

Jet fuel prices fell significantly during Q3 2022 and were approximately 15 per cent lower than at the beginning of the summer, although they were still higher than at the beginning of the year. Based on the prices of jet fuel derivatives, it is expected that fuel will continue to go down in price.

In January-September 2022, we generated a total of EUR 155 million in income and served 216,000 travellers at the group level, with 2022 EBITDA reaching EUR 1.4 million at the end of the quarter.

**More early bookings**

On 11 October, we launched early bookings for the Summer 2023 season. We offered travellers not only a balanced, strategically thought-out Summer 2023 travel offer, but also a package giving them the guaranteed lowest price and other benefits. This was a success – this October, twice as many early bookings were made for the summer season than during the same period last year, with almost one out of five travellers selecting the package of additional services. Customers are happy to plan their holidays for next summer this far in advance because they know they have not only the lowest price guarantee, but also the largest selection of destinations, resorts, hotels and rooms.

The specifics of the tourism business are that today's situation is determined by decisions made a year ago, because travellers like to plan their holidays in advance. So in evaluating the results of the current period and looking to the future, we see that we are successfully returning to a phase of sustainable growth.

Sincerely,  
Vitaly Rakovski  
CEO

## Main ratios

Financial indicators	Q3 2022	Q3 2021	Q3 2020	Change, % 22/21	Change, %21/20
Sales	63,660	45,615	7,078	+39,6	+544.5
Gross profit	7,421	3,341	768	+122,1	+335.0
EBITDA	2,107	190	(741)	+1,008.9	-
Operating profit (EBIT)	2,092	149	(802)	+1,304.0	-
Profit before taxes	1,950	81	(1,639)	+2,307.4	-
Net profit for the period	1,936	(24)	(1,450)	-	-

Financial indicators	9M 2022	9M 2021	9M 2020	Change, % 22/21	Change, %21/20
Sales	155,037	74,729	30,554	+107.8	+144.6
Gross profit	15,275	8,505	3,429	+79.6	+148.0
EBITDA	1,357	1,980	(1,581)	-31.5	-
Operating profit (EBIT)	1,317	1,856	(1,770)	-29.0	-
Profit before taxes	290	1,111	(4,115)	-73.9	-
Net profit for the period	276	1,096	(3,694)	-74.8	-

Relative indicators/ratios	Q3 2022	Q3 2021	Q3 2020	Change 22/21	Change 21/20
Number of ordinary registered share	7,807,000	7,807,000	7,807,000	-	-
Profit per share (EUR)	0.25	0.0	-0.19	+0.25	+0.19
Gross profit margin (%)	11.7	7.3	10.9	+4.4pp	-3.6pp
EBITDA margin (%)	3.3	0.4	-10.5	+2.9pp	+10.9pp
EBIT margin (%)	3.3	0.3	-11.3	+3.0pp	+11.6pp
Profit before taxes margin (%)	3.1	0.2	-23.2	+2.9pp	+23.4pp
Net profit margin for the period (%)	3.0	-0.1	-20.5	+3.1pp	+20.4pp
Return on assets (ROA) (%)	3.5	0.0	-2.9	+3.5pp	+2.8pp
Return on equity (ROE) (%)	12.6	-0.16	-9.4	+12.76pp	+9.24pp
Debt / equity ratio (%)	85.9	132.5	106.0	-46.6pp	+26.5pp
Equity ratio (%)	27.8	27.0	30.7	+0.8pp	-3.7pp
Actual profit tax rate (%)	0.7	129.6	11.5	-128.9pp	+118.1pp
Total liquidity ratio	0.83	0.98	0.78	-0.15	+0.20

Relative indicators/ratios	9M 2022	9M 2021	9M 2020	Change 22/21	Change 21/20
Number of ordinary registered share	7,807,000	7,807,000	7,807,000	-	-
Profit per share (EUR)	0.04	0.14	-0.47	-0.10	+0.61
Gross profit margin (%)	9.8	11.4	11.2	-1.6pp	+0.2pp
EBITDA margin (%)	0.9	2.6	-5.2	-1.7pp	+7.8pp
EBIT margin (%)	0.8	2.5	-5.8	-1.7pp	+8.3pp
Profit before taxes margin (%)	0.2	1.5	-13.5	-1.3pp	+15.0pp
Net profit margin for the period (%)	0.2	1.5	-12.1	-1.3pp	+13.6pp
Return on assets (ROA) (%)	0.5	2.1	-7.0	-1.5pp	+9.1pp
Return on equity (ROE) (%)	1.8	7.2	-23.9	-5.4pp	-0.8pp
Debt / equity ratio (%)	85.9	132.5	106.0	-46.6pp	+26.5pp
Equity ratio (%)	27.8	27.0	30.6	+0.8pp	-3.6pp
Actual profit tax rate (%)	4.8	1.4	10.2	-128.9pp	+8.8pp
Total liquidity ratio	0.83	0.98	0.78	-0.15	+0.20

## Segment information

For management purposes, Novaturas is organized into business units based on its services (product category), which are as follows:

- Flight package tours
- Sightseeing tours by coach
- Sightseeing tours by plane
- Other sales (flight tickets, hotels, block seats sale to other operators, own agencies commissions)

(Unless otherwise indicated, amounts are in thousands of EUR)

	Q3 2022	Q3 2021	Q3 2020	Change 22/21	Change 21/20
<b>Flight package tours</b>					
Sales	56,477	43,219	5,879	30.6%	635.1%
Cost of sales	(48,501)	(39,218)	(5,240)	23.7%	648.4%
<b>Gross profit</b>	<b>7,946</b>	<b>4,001</b>	<b>639</b>	<b>98.6%</b>	<b>526.1%</b>
Gross profit margin (%)	1.6%	9.3%	10.9%	-7.7pp	-1.6pp
Sales commission expenses	(3,506)	(2,513)	(402)	39.5%	525.1%
<b>Sales profit by segment</b>	<b>4,440</b>	<b>1,488</b>	<b>237</b>	<b>198.4%</b>	<b>527.8%</b>
Sales profit margin (%)	1.5%	3.4%	4.0%	-1.9pp	-0.6pp
<b>Sightseeing tours by coach</b>					
Sales	806	72	59	1,019.4%	22.0%
Cost of sales	(647)	(76)	(40)	751.3%	90.0%
<b>Gross profit</b>	<b>159</b>	<b>(4)</b>	<b>19</b>	-	<b>-121.1%</b>
Gross profit margin (%)	1.5%	-5.6%	32.2%	7.1pp	-37.8%
Sales commission expenses	(21)	(2)	(3)	950.0%	-33.3%
<b>Sales profit by segment</b>	<b>138</b>	<b>(6)</b>	<b>16</b>	-	<b>-137.5%</b>
Sales profit margin (%)	1.7%	-8.3%	27.1%	10.0pp	-35.5%
<b>Sightseeing tours by plane</b>					
Sales	531	120	33	342.5%	263.6%
Cost of sales	(439)	(102)	(39)	330.4%	161.5%
<b>Gross profit</b>	<b>92</b>	<b>18</b>	<b>(6)</b>	<b>411.1%</b>	-
Gross profit margin (%)	4.7%	15.0%	-18.2%	-10.3pp	33.2pp
Sales commission expenses	(17)	(5)	(1)	24.0%	400.0%
<b>Sales profit by segment</b>	<b>75</b>	<b>13</b>	<b>(7)</b>	<b>476.9%</b>	<b>-285.7%</b>
Sales profit margin (%)	4.8%	10.8%	-21.2%	-6.0pp	32.0pp
<b>Other products</b>					
Sales	5,876	2,889	1,107	103.4%	161.0%
Cost of sales	(6,652)	(2,878)	(991)	131.1%	190.4%
<b>Gross profit</b>	<b>(776)</b>	<b>11</b>	<b>116</b>	-	<b>-90.5%</b>
Gross profit margin (%)	-2.0%	0.4%	10.5%	-2.4pp	-10.1pp
Sales commission expenses	-	-	-	-	-
<b>Sales profit by segment</b>	<b>(776)</b>	<b>11</b>	<b>116</b>	-	<b>-90.5%</b>
Sales profit margin (%)	-2.0%	0.4%	10.5%	-2.4pp	-10.1pp

Sales of flight package tours accounted for the largest part of sales. Sightseeing tours by coach and by plane remained small products, while sales of other activities have limited impact on the overall profit.



	9M 2022	9M 2021	9M 2020	Change 22/21	Change 21/20
<b>Flight package tours</b>					
Sales	139,809	69,739	25,880	100.5%	169.5%
Cost of sales	(123,445)	(60,691)	(23,132)	103.4%	162.4%
<b>Gross profit</b>	<b>16,364</b>	<b>9,048</b>	<b>2,748</b>	<b>80.9%</b>	<b>229.3%</b>
Gross profit margin (%)	11.7%	13.0%	10.6%	-1.3pp	2.4pp
Sales commission expenses	(8,530)	(4,130)	(1,602)	106.5%	157.8%
<b>Sales profit by segment</b>	<b>7,834</b>	<b>4,918</b>	<b>1,146</b>	<b>59.3%</b>	<b>329.1%</b>
Sales profit margin (%)	5.6%	7.1%	4.4%	-1.5pp	2.7pp
<b>Sightseeing tours by coach</b>					
Sales	1,160	72	88	1,511.1%	-18.2%
Cost of sales	(939)	(76)	(72)	1,135.5%	5.6%
<b>Gross profit</b>	<b>221</b>	<b>(4)</b>	<b>16</b>	<b>-</b>	<b>-125.0%</b>
Gross profit margin (%)	19.1%	-5.6%	18.2%	24.5pp	-23.7pp
Sales commission expenses	(31)	(2)	(4)	+1,450%	-50.0%
<b>Sales profit by segment</b>	<b>190</b>	<b>(6)</b>	<b>12</b>	<b>-</b>	<b>-150.0%</b>
Sales profit margin (%)	16.4%	-8.3%	13.6%	24.7pp	-22.0pp
<b>Sightseeing tours by plane</b>					
Sales	894	120	251	645%	-52.2%
Cost of sales	(768)	(102)	(224)	652.9%	-54.5%
<b>Gross profit</b>	<b>126</b>	<b>18</b>	<b>27</b>	<b>600.0%</b>	<b>-33.3%</b>
Gross profit margin (%)	14.1%	15.0%	10.8%	-0.9pp	4.2pp
Sales commission expenses	(29)	(5)	(13)	480%	-61.5%
<b>Sales profit by segment</b>	<b>97</b>	<b>13</b>	<b>14</b>	<b>646.2%</b>	<b>-7.1%</b>
Sales profit margin (%)	10.9%	10.8%	5.6%	0.1pp	5.2pp
<b>Other products</b>					
Sales	13,444	5,483	4,335	145.2%	26.5%
Cost of sales	(14,880)	(5,355)	(3,697)	177.9%	44.8%
<b>Gross profit</b>	<b>(1,436)</b>	<b>128</b>	<b>638</b>	<b>-</b>	<b>-79.9%</b>
Gross profit margin (%)	-10.7%	2.3%	14.7%	13.0pp	-12.4pp
Sales commission expenses	-	-	-	-	-
<b>Sales profit by segment</b>	<b>(1,436)</b>	<b>128</b>	<b>638</b>	<b>-</b>	<b>-79.9%</b>
Sales profit margin (%)	-10.7%	2.3%	14.7%	-13.0pp	-12.4pp

## Geographic and other sales split information

The company's activities included tour organization and the distribution of tours through diversified and complementary distribution channels: a retail network of travel agencies and own retail channels (own travel agencies, e-commerce sales, tickets only sales through the Global Distribution System (GDS)). The company partners with over 400 travel agencies, including all the major agencies in the Baltics. E-commerce sales are via company websites. During the nine-months of 2022, the company's websites were visited by 3.0 million unique visitors, compared to 1.9 million in 9 month of 2021.

The group sells flight tickets for its own organized charter flights via GDS, which means that Novaturas' charter tickets are available worldwide – to travel agents and, also, to passengers directly via internet portals for airline tickets.

The table below shows a breakdown of revenue by distribution channels:

	Q3 2022, %	Q3 2021, %	Q3 2020, %	Change 22/21	Change 21/20
Travel agencies	68.2	67.8	72.8	0.5pp	-5.1pp
Own retail	13.9	10.8	11.7	3.1pp	-0.9pp
Web sales	16.2	18.9	13.3	-2.7pp	+5.5pp
GDS	1.7	2.5	2.2	-0.8pp	+0.3pp
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>		

	9M 2022	9M 2021	9M 2020	Change 22/21	Change 21/20
Travel agencies	69.0	68.7	74.3	+0.3pp	-5.7pp
Own retail	13.0	11.0	11.5	+2.0pp	-0.5pp
Web sales	16.9	17.5	13.0	-0.6pp	+4.5pp
GDS	1.1	2.8	1.2	1.7pp	+1.7pp
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.0</b>		

Number of clients served by country of sales (in thousands of clients):

	Q3 2022, %	Q3 2021, %	Q3 2020, %	Change 22/21	Change 21/20
Lithuania	45.8	39.5	4.7	+15.9	+742.5
Latvia	18.0	13.8	1.1	+30.7	+1 191.0
Estonia	24.1	24.2	5.5	-0.4	+341.9
Other	-	-	-	-	-
<b>Total</b>	<b>87.9</b>	<b>77.5</b>	<b>11.3</b>	<b>+13.5</b>	<b>+590.2</b>

	9M 2022	9M 2021	9M 2020	Change 22/21	Change 21/20
Lithuania	115.8	63.6	17.3	+82.1	+266.8
Latvia	44.5	21.1	8.3	+110.6	+154.0
Estonia	56.0	38.9	16.8	+44.2	+133.4
Other	-	-	-	-	-
<b>Total</b>	<b>216.3</b>	<b>123.6</b>	<b>42.4</b>	<b>+75.1</b>	<b>+191.2</b>

The company's main product during the 9 months of 2022 remained packaged tours. Number of clients served by product category (in thousands of clients):

	Q3 2022, %	Q3 2021, %	Q3 2020, %	Change 22/21	Change 21/20
Flight package tours	65.2	60.2	8.7	+8.5	+588.4
Sightseeing tours by coach	1.8	0.2	0.3	+762.0	-21.7
Sightseeing tours by plane	0.5	0.1	-	+268.0	-
Other sales (separate flight and hotel services)	20.4	17.0	2.2	+19.8	+667.6
<b>Total</b>	<b>87.9</b>	<b>77.5</b>	<b>11.2</b>	<b>+13.5</b>	<b>+590.2</b>

	9M 2022	9M 2021	9M 2020	Change 22/21	Change 21/20
Flight package tours	174.0	95.1	35.1	+82.9	+171.1
Sightseeing tours by coach	2.8	0.2	0.5	+1,206.9	-53.4
Sightseeing tours by plane	1.0	0.1	0.2	+572.7	-39.0
Other sales (separate flight and hotel services)	38.6	28.2	6.7	+37.5	+321.2
<b>Total</b>	<b>216.4</b>	<b>123.6</b>	<b>42.5</b>	<b>+75.1</b>	<b>+191.2</b>

Turkey, Greece holds main positions in 9M of 2022. Bulgaria and Egypt joined the list of demanded holiday destination for summer and winter seasons, respectively. During the Q3 sales to Turkey, Greece and Bulgaria reached 75% of share in charters travel revenues.

The breakdown of group package travel sales by destinations is as follows:

	Q3 2022, %	Q3 2021, %	Q3 2020, %	Change 22/21	Change 21/20
Turkey	46,4	41,9	-	+4,5	+41,9
Greece	20,5	30,3	61,9	-9,8	-31,6
Montenegro	13,0	10,9	-	+2,1	+10,9
Bulgaria	8,4	13,7	2,4	-5,3	+11,3
Spain (including Canary Islands)	1,3	-	-	+0,9	-
Egypt	0,4	0,4	-	-	+0,4
Skiing	-	-	-	-	-
Long haul	-	-	-	-	-
Other destinations	10,0	2,4	35,7	-3,3	-22,4
<b>Total</b>	<b>100,0</b>	<b>100,0</b>	<b>100,0</b>	<b>-</b>	<b>-</b>

	9M 2022	9M 2021	9M 2020	Change 22/21	Change 21/20
Turkey	42.1	39.9	-	+2.2	+39.9
Greece	15.7	25.5	14.7	-9.8	+10.8
Egypt	13.1	9.7	38.4	+3.4	-28.7
Montenegro	7.3	7.8	-	-0.5	+7.8
Spain (including Canary Islands)	5.5	5.2	10.7	+0.3	-5.5
Bulgaria	5.0	10.1	0.6	-5.1	+9.5
Skiing	2.7	-	9.2	+2.7	-9.2
Long haul	1.6	0.2	13.0	+1.4	-12.8
Other destinations	7.0	9.4	13.4	-2.4	-4.0
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>-</b>	<b>-</b>

## Information about changes in the management bodies' structure

According to the decision of the ordinary general meeting of the shareholders of the company the management bodies' structure has been changed by eliminating the Supervisory Board of the company and increasing members of the Board from 3 to 5. The company as of the 30<sup>th</sup> of June 2020 has one collegial body - the Board, to which part of the supervisory functions were delegated. 2 members of increased and newly elected Board shall be independent. A team of the company's top executives formed the previous members of the Board.

Considering the structure of the company's shareholders, the size of the company, the number of employees, and the structure of Novaturas group, the proposed changes in corporate governance shall simplify the management of the company and make it more efficient. Greater involvement of independent members in the management of the company, rather than in supervision, shall provide opportunities to supplement the existing competencies of the company and make maximum use of the knowledge and experience of the current management and at the same time incorporate new approaches and good governance practices. The changes also shall strengthen the management of the group, with more decisions relating to subsidiaries being added to the Board's remit.

A model like this is recommended among the most effective forms of corporate governance, ensures the representation of shareholders and other stakeholders, and the efficiency and productivity of the company's operations.

The Board is elected for 4 years. The new members of the Board of the company are competent professionals with the needed experience.

Information about the Board as of the 30<sup>th</sup> of September 2022:

Name	Position on the Board	Legal entity and position	Number of shares held in the company	Start of term
Ugnius Radvila	Member of the Board	-	740,702	2020-06-30
Vidas Paliūnas	Member of the Board	Business Center 32, UAB; – Member of the Management Board	535,278	2020-06-30
Rytis Šumakaris	Member of the Board	JSC “Optimistai” – Managing Director JSC “UAB Mariu Namai” – Managing Director Member of the Management Board	535,278	2022-05-25
Andrius Jurkonis	Member of the Board (independent member)	Open type investment fund Axia Capital – fund manager; Farmacijos kapitalas, JSC – director; New Pharma, CEE – director; Privataus kapitalo investicijos, JSC – director; New retail LV, JSC – director and 100% owner	-	2020-06-30
Virginijus Lepeška	Chairman of the Board (independent member)	Organizacijų vystymo centras, JSC – consultant, chairman of the Board; OVC mokymai, JSC – consultant; AL holdingas, JSC – deputy director, member of the Board; Swenheim, JSC – deputy director, member of the Board; Biseris, JSC – member of the Board; Lewben, JSC – member of the Board	-	2020-06-30

Company's top executives as of the 30<sup>th</sup> of September 2022:

Name	Position within the Company	Number of shares held in the Company
Vitalij Rakovski	CEO	-
Ieva Galvydienė	CCO	-
Albert Žinevič	CSO	-
Arūnas Žilys	CFO	-

## Share capital and shareholders

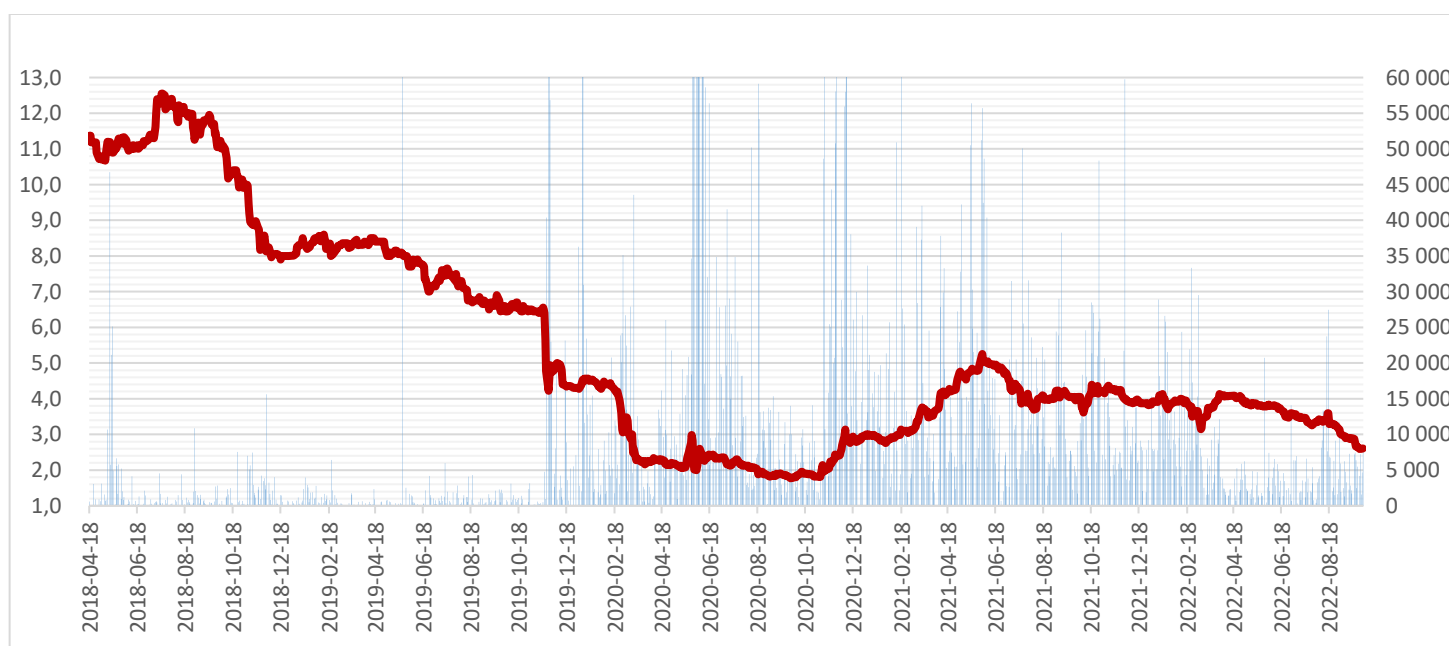
The Company's share capital is EUR 234.210. It consists of 7.807.000 ordinary registered shares with a nominal value of EUR 0.03. The number of shares of the Company that grant votes in the General Meeting of Shareholders is 7.807.000.

The ordinary registered shares of AB Novaturas (ISIN code LT0000131872) are listed on the Official List of the Nasdaq Vilnius Stock Exchange (symbol NTU1L) and on the Warsaw Stock Exchange (symbol NTU, ISIN code LT0000131872).

Information about trading in AB Novaturas shares from 21 March 2018 to 30 September 2022 on the Nasdaq Vilnius exchange in Lithuania:

	Currency	Opening price	Maximum price	Lowest price	Closing price	Average price	Volume (quantity)	Volume (EUR)
Q1 2018	EUR	11,00	12,40	10,56	10,85	11,38	17,830	202,845
Q2 2018	EUR	10,85	11,37	10,67	11,20	11,01	183,160	2,016,183
Q3 2018	EUR	11,25	12,78	11,05	11,05	11,76	57,065	671,148
Q4 2018	EUR	11,20	11,23	7,90	8,00	8,94	111,267	994,816
Q1 2019	EUR	7,90	8,60	7,90	8,31	8,28	53,408	442,387
Q2 2019	EUR	8,31	8,50	6,80	7,05	8,02	276,376	2,216,747
Q3 2019	EUR	7,15	7,80	6,40	6,55	7,03	61,452	431,871
Q4 2019	EUR	6,55	6,80	4,20	4,30	4,27	1,380,166	5,906,141
Q1 2020	EUR	4,30	4,68	2,12	2,22	3,89	821,795	3,200,535
Q2 2020	EUR	2,20	3,02	1,93	2,32	2,05	4,359,777	8,931,213
Q3 2020	EUR	2,32	2,36	1,76	1,77	2,06	833,520	1,719,428
Q4 2020	EUR	1,79	3,20	1,76	2,94	2,47	1,222,888	3,021,562
Q1 2021	EUR	2,94	3,90	2,70	3,52	3,14	897,418	2,821,109
Q2 2021	EUR	3,58	4,90	3,58	4,70	4,45	627,522	2,793,640
Q3 2021	EUR	4,75	4,75	3,65	4,00	4,08	805,595	3,287,458
Q4 2021	EUR	4,04	4,45	3,51	3,84	4,07	772,922	3,142,907
Q1 2022	EUR	3,82	4,17	3,05	3,82	3,80	685,940	2,606,084
Q2 2022	EUR	3,58	4,14	3,46	3,57	3,86	193,783	747,641
Q3 2022	EUR	2,6	3,65	2,50	2,6	3,19	317,905	1,015,699

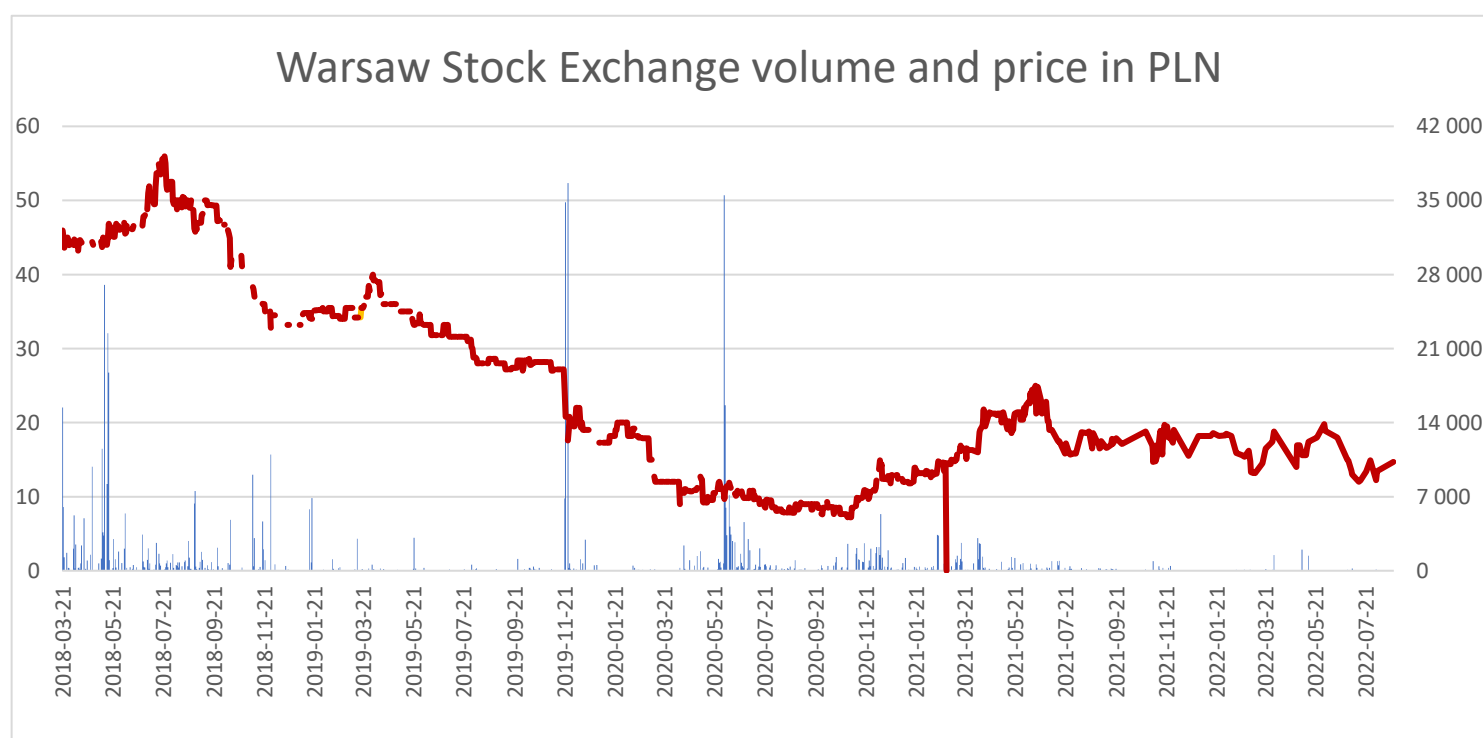
As of 30 September 2022, the company's market capitalization was EUR 20.3 million and decreased by 27.17% during the third quarter.



Information about trading in AB Novaturas shares from 21 March 2018 to 30 September 2022 on the “GPW main market” at the Warsaw Stock Exchange in Poland:

	Currency	Opening price	Maximum price	Lowest price	Closing price	Average price	Volume (quantity)	Volume (PLN)
Q1 2018	PLN	43,90	45,95	43,60	43,95	45,49	24 951	1 134 971
Q2 2018	PLN	43,95	48,00	42,60	48,00	44,96	150 462	6 765 241
Q3 2018	PLN	48,00	56,00	44,20	47,30	48,71	48 202	2 348 140
Q4 2018	PLN	47,30	48,30	32,39	33,20	36,98	39 843	1 473 410
Q1 2019	PLN	33,20	38,48	33,15	37,80	34,23	19 337	661 820
Q2 2019	PLN	37,80	40,00	31,80	33,20	34,38	5 150	177 060
Q3 2019	PLN	31,80	31,80	27,20	28,40	28,71	2 824	81 070
Q4 2019	PLN	28,00	28,60	17,00	17,50	20,70	87 854	1 818 800
Q1 2020	PLN	17,20	21,00	12,00	12,00	17,66	1 685	29 760
Q2 2020	PLN	8,00	13,10	8,00	9,85	10,34	102 261	1 056 950
Q3 2020	PLN	9,80	10,90	7,60	8,50	9,15	16 461	150 650
Q4 2020	PLN	8,50	15,00	7,00	12,40	10,88	39 256	427 100
Q1 2021	PLN	12,40	17,00	11,80	16,30	14,41	22 350	321 980
Q2 2021	PLN	16,20	25,00	16,00	20,20	20,38	21 718	442 613
Q3 2021	PLN	20,20	20,20	15,70	17,10	17,81	6 920	123 250
Q4 2021	PLN	17,10	19,70	14,70	18,20	17,10	2 910	49 766
Q1 2022	PLN	18,20	18,60	13,20	17,40	15,84	718	11 371
Q2 2022	PLN	18,00	19,80	14,00	14,90	16,13	5 040	81 272
Q3 2022	PLN	13,75	14,90	12,00	14,90	12,82	400	5 128

As of 30 September 2022, the company's market capitalization was PLN 107,3 million and, calculated in PLN, and during the third quarter decreased by 7,7%.



Shareholders holding at least 5% of share capital and votes as of 30 September 2022:

<b>Name of the shareholder</b>	<b>Number of shares</b>	<b>Share of authorized capital and total number of votes, %</b>
ME Investicija	779,900	9,99
Ugnius Radvila	740,702	9,49
Moonrider OU	543,346	6,96
Rytis Šūmakaris	535,278	6,86
Vidas Paliūnas	535,278	6,86
Rendez Vous OU	527,805	6,76
Others (free float)	4,144,691	53,09
<b>Total:</b>	<b>7,807,000</b>	<b>100,00</b>

Distribution of shareholders by country (as of 30 September 2022):

<b>Country</b>	<b>Number of shareholders</b>	<b>Share of authorized capital and total number of votes, %</b>
Lithuania	1,667	27.53
Estonia	3,893	64.29
Latvia	341	5.63
Other countries	154	2.54
<b>Total:</b>	<b>6,055</b>	<b>100.00</b>

## Consolidated statements of comprehensive income

(Unless otherwise indicated, amounts are in thousands of EUR)

	Q3 2022, %	Q3 2021, %	Q3 2020, %	Change 22/21	Change 21/20
Sales	63,660	46,300	7,078	37.5	544.5
Cost of sales	(56,239)	(42,274)	(6,310)	33.0	570.0
<b>Gross profit</b>	<b>7,421</b>	<b>4,026</b>	<b>768</b>	<b>84.3</b>	<b>424.2</b>
Sales and marketing expenses	(4,616)	(3,271)	(998)	41.1	227.8
General and administrative expenses	(718)	(476)	(577)	50.8	-17.5
Other operating income	6	-	5	-	-
Other operating (expenses)	(1)	(130)	-	-99.2	-
<b>Profit from operations</b>	<b>2,092</b>	<b>149</b>	<b>(802)</b>	<b>1,304</b>	<b>-</b>
Finance income	215	123	48	74.8	808.3
Finance (expenses)	(357)	(191)	(885)	-390.2	-43.1
<b>Profit before tax</b>	<b>1,950</b>	<b>81</b>	<b>(1,639)</b>	<b>2,307.4</b>	<b>-</b>
Income tax (expense)	(14)	(105)	189	-86.7	-
<b>Net profit</b>	<b>1,936</b>	<b>(24)</b>	<b>(1,450)</b>	<b>-</b>	<b>-98.3</b>
<b>Other comprehensive income to be reclassified to profit or loss in subsequent periods</b>					
Result of changes in cash flow hedge reserve	-	13	467	-100.0	-97.2
Impact of income tax	-	(2)	(69)	-100.0	-
<b>Total comprehensive income for the year</b>	<b>(-)</b>	<b>(13)</b>	<b>(1,052)</b>	<b>-100.0</b>	<b>-98.8</b>
<b>Net profit attributable to:</b>					
The shareholders of the Company	1,936	(24)	(1,450)	-	-98.3
Non-controlling interests	-	-	-	-	-
	<b>1,936</b>	<b>(24)</b>	<b>(1,450)</b>	<b>-</b>	<b>-98.3</b>
<b>Total comprehensive income attributable to:</b>					
The shareholders of the Company	(-)	(13)	(1,052)	-100.0	-98.8
Non-controlling interests	-	-	-	-	-
	<b>(-)</b>	<b>(13)</b>	<b>(1,052)</b>	<b>-100.0</b>	<b>-98.8</b>
<b>Earnings per share (EPS) for continuing operations:</b>					
Basic and diluted, profit for the year attributable to ordinary equity holders of the parent (in EUR)	0.25	0.00	(0.19)	-	-



## Consolidated statements of comprehensive income

	9M 2022	9M 2021	9M 2020	Change 22/21	Change 21/20
Sales	155,307	75,414	30,554	105.9	144.6
Cost of sales	(140,032)	(66,224)	(27,125)	111.5	144.1
<b>Gross profit</b>	<b>15,275</b>	<b>9,190</b>	<b>3,429</b>	<b>66.2</b>	<b>148.0</b>
Sales and marketing expenses	(11,716)	(5,887)	(3,452)	99.0	70.5
General and administrative expenses	(2,279)	(1,446)	(1,747)	57.6	-17.2
Other operating income	39	-	1	-	+99.85
Other operating (expenses)	(2)	(1)	(1)	100.0	-
<b>Profit from operations</b>	<b>1,317</b>	<b>1,856</b>	<b>(1,770)</b>	<b>-29.0</b>	<b>-</b>
Finance income	273	89	580	206.7	23.4
Finance (expenses)	(1,300)	(834)	(2,925)	55.9	-50.1
<b>Profit before tax</b>	<b>290</b>	<b>1,111</b>	<b>(4,115)</b>	<b>-73.9</b>	<b>-</b>
Income tax (expense)	(14)	(15)	421	-6.7	-
<b>Net profit</b>	<b>276</b>	<b>1,096</b>	<b>(3,694)</b>	<b>-74.8</b>	<b>-</b>
<b>Other comprehensive income to be reclassified to profit or loss in subsequent periods</b>					
Result of changes in cash flow hedge reserve	3	482	(1,188)	-99.4	-
Impact of income tax	-	(72)	179	-100.0	-
<b>Total comprehensive income for the year</b>	<b>279</b>	<b>1,506</b>	<b>(4,703)</b>	<b>-81.5</b>	<b>-</b>
<b>Net profit attributable to:</b>					
The shareholders of the Company	276	1,096	(3,694)	-74.8	-
Non-controlling interests	-	-	-	-	-
	<b>276</b>	<b>1,096</b>	<b>(3,694)</b>	<b>-74.8</b>	<b>-</b>
<b>Total comprehensive income attributable to:</b>					
The shareholders of the Company	279	1,506	(4,703)	-81.5	-
Non-controlling interests	-	-	-	-	-
	<b>279</b>	<b>1,506</b>	<b>(4,703)</b>	<b>-81.5</b>	<b>-</b>
<b>Earnings per share (EPS) for continuing operations:</b>					
Basic and diluted, profit for the year attributable to ordinary equity holders of the parent (in EUR)	0.25	0.14	(0.47)	-	-

## Consolidated statements of financial position

(Unless otherwise indicated, amounts are in thousands of EUR)

	30 September 2022	30 September 2021	30 September 2020
<b>ASSETS</b>			
Non-current assets			
Goodwill	30,327	30,327	30,327
Other intangible assets	361	98	115
Property, plant and equipment	92	78	122
Right-of-use assets	346	219	219
Long term receivables	129	48	23
Deferred income tax asset	854	868	954
<b>Total non-current assets</b>	<b>32,109</b>	<b>31,638</b>	<b>31,760</b>
Current assets			
Inventories	-	2	2
Prepayments and deferred expenses	6,531	3,455	7,837
Trade accounts receivable	267	269	144
Prepaid income tax	-	70	70
Other receivables	922	195	184
Other current financial assets	-	-	-
Restricted cash	2,600	2,200	2,300
Cash and cash equivalents	12,795	15,597	3,065
<b>Total current assets</b>	<b>23,115</b>	<b>21,788</b>	<b>13,602</b>
<b>Total assets</b>	<b>55,224</b>	<b>53,426</b>	<b>45,362</b>
<b>EQUITY AND LIABILITIES</b>			
<b>Equity</b>			
Share capital	234	234	234
Cash flow hedge reserve	-	(11)	(421)
Legal reserve	29	29	29
Foreign currency translation reserve	145	145	145
Retained earnings	14,958	14,870	13,774
<b>Total equity</b>	<b>15,366</b>	<b>15,267</b>	<b>13,761</b>
<b>Liabilities</b>			
<b>Non-current liabilities</b>			
Non-current borrowings	11,694	15,824	11,055
Other non-current liabilities	-	-	-
Deferred income tax liabilities	-	-	-
Non-current lease liabilities	207	83	83
<b>Total non-current liabilities</b>	<b>11,901</b>	<b>15,907</b>	<b>11,138</b>
<b>Current liabilities</b>			
Current portion of non-current borrowings	1,506	1,360	3,061
Current borrowings	-	-	2,737
Trade payables	7,720	6,634	1,961
Advances received	17,373	13,075	10,876
Income tax payable	9	-	7
Other current liabilities and accrued expenses	1,178	1,024	1,178
Lease liabilities	171	148	148
Other current financial liabilities	-	11	495
<b>Total current liabilities</b>	<b>27,957</b>	<b>22,252</b>	<b>20,463</b>
<b>Total equity and liabilities</b>	<b>55,224</b>	<b>53,426</b>	<b>45,362</b>

## Consolidated statements of changes in equity

(Unless otherwise indicated, amounts are in thousands of EUR)

	Share capital	Legal reserve	Cash flow hedge reserve	Retained earnings	Foreign currency translation reserve	Equity attributable to equity holders
<b>Balance as at 31 December 2020</b>	<b>234</b>	<b>29</b>	<b>(421)</b>	<b>13,774</b>	<b>145</b>	<b>13,761</b>
Net profit for the year	-	-	-	909	-	909
Other comprehensive income	-	-	418	-	-	418
Total comprehensive income			418	909	-	1,327
<b>Balance as at 31 December 2021</b>	<b>234</b>	<b>29</b>	<b>(3)</b>	<b>14,683</b>	<b>145</b>	<b>15,088</b>
Net profit for the year	-	-	-	275	-	275
Other comprehensive income	-	-	3	-	-	3
Total comprehensive income			3	275	-	278
<b>Balance as at 30 September 2022</b>	<b>234</b>	<b>29</b>	<b>-</b>	<b>14,958</b>	<b>145</b>	<b>15,366</b>

## Consolidated statements of cash flow

(Unless otherwise indicated, amounts are in thousands of EUR)

	9M 2022	9M 2021	9M 2020
<b>Cash flows from (to) operating activities</b>			
Net profit	276	1,096	(3,694)
<b>Adjustments for non-cash items:</b>			
Depreciation and amortization	40	124	189
Change in deferred income tax	3	-	-
Current income tax expenses	(14)	-	-
Elimination of financial, investment and other non-cash activity results	572	1,239	(416)
	<b>877</b>	<b>2,459</b>	<b>(3,921)</b>
<b>Changes in working capital:</b>			
Decrease in inventories	-	-	2
(Increase) decrease in trade receivables	100	(125)	123
(Increase) decrease in other receivables	451	(11)	330
(Increase) decrease in prepayments and deferred expenses	(5)	4,357	576
Increase (decrease) in trade payables	2,824	4,673	(2,397)
Increase in advances received	8,758	2,199	(1,809)
Income tax paid	87	79	(721)
Increase (decrease) in other accounts payable and accrued expenses	(150)	(638)	(217)
<b>Net cash flows from operating activities</b>	<b>12,942</b>	<b>12,993</b>	<b>(8,034)</b>
<b>Cash flows from (to) investing activities</b>			
(Acquisition) of non-current assets (except investments)	(292)	(63)	(19)
Proceeds from sale of non-current assets (except investments)	-	-	5
<b>Net cash flows (to) investing activities</b>	<b>(292)</b>	<b>(63)</b>	<b>(14)</b>
<b>Cash flows from financing activities</b>			
Loans received	-	15,082	14,997
(Repayment) of loans	(2,605)	(11,707)	(4,450)
Interest (paid)	(569)	(829)	(594)
<b>Net cash flows (to) financing activities</b>	<b>(3,174)</b>	<b>2,546</b>	<b>9,953</b>
<b>Net increase (decrease) in cash flows</b>	<b>9,476</b>	<b>15,476</b>	<b>1,905</b>
<b>Cash and cash equivalents at the beginning of the year</b>	<b>5,919</b>	<b>5,365</b>	<b>6,854</b>
<b>Cash and cash equivalents at the end of period</b>	<b>15,395</b>	<b>20,841</b>	<b>8,759</b>

## Notes to the financial statements

### Information about subsidiaries

Novaturas Group is a holding structure and AB Novaturas is the parent company which conducts operations directly and through subsidiaries in their respective markets - Lithuania, Latvia, and Estonia.

Company	Country of operations	Shareholding % as of 30 September 2022
Novatours SIA	Latvia	100
Novatours OÜ	Estonia	100
Aviaturas ir Partneriai UAB	Lithuania	100
SRL Novatours Holidays*	Romania	100

\* Operations of the subsidiary in Romania were discontinued in 2009.

### Sales and marketing expenses

	Q3 2022, %	Q3 2021, %	Q3 2020, %	Change 22/21	Change 21/20
Commissions	3,545	2,520	406	+40.7	+520.7
Salaries and related taxes	719	499	409	+44.1	+22.0
Advertising and marketing expenses	227	172	98	+32.0	+75.5
Rent and maintenance expenses	94	45	54	+108.9	-16.7
Depreciation and amortization	3	7	8	-57.1	-12.5
Business trips expenses	5	10	1	-50.0	+900.0
Communication expenses	12	8	7	+50.0	+14.3
Transportation expenses	3	5	5	-40.0	-
Representation expenses	-	1	-	-100.0	-
Training expenses	-	-	-	-	-
Other	8	4	10	+100.0	-60.0
<b>Total:</b>	<b>4,616</b>	<b>3,271</b>	<b>998</b>	<b>+41.1</b>	<b>+227.8</b>

	9M 2022	9M 2021	9M 2020	Change 22/21	Change 21/20
Commissions	8,591	4,137	1,619	+107.7	+155.5
Salaries and related taxes	1,992	1,199	1,165	+66.1	+2.9
Advertising and marketing expenses	821	345	410	+138.0	-15.9
Rent and maintenance expenses	199	120	155	+65.8	-22.6
Depreciation and amortization	10	23	27	-56.5	-14.8
Business trips expenses	18	12	9	+50.0	+33.3
Communication expenses	33	26	21	+26.9	+23.8
Transportation expenses	16	13	16	+23.1	-18.8
Representation expenses	10	1	8	+900.0	-87.5
Training expenses	-	-	1	-	-
Other	26	11	21	+136.4	-47.6
<b>Total:</b>	<b>11,716</b>	<b>5,887</b>	<b>3,452</b>	<b>+99.0</b>	<b>+70.5</b>

## General and administrative expenses

	Q3 2022, %	Q3 2021, %	Q3 2020, %	Change 22/21	Change 21/20
Salaries and related taxes	391	319	297	+22,6	+7,4
Rent and maintenance expenses	31	20	24	+55,0	-16,7
Depreciation and amortization	10	33	53	-69,7	-37,7
Business trips expenses	4	4	-	-	-
Communication expenses	9	6	6	+50,0	-
Consulting expenses	43	25	44	+72,0	-43,2
Transportation expenses	7	6	8	+16,7	-25,0
Representation expenses	15	7	6	+114,3	+16,7
Bad debt expenses	-	-	-	-	-
Training expenses	2	1	-	+100,0	-
Other	206	55	139	+274,5	-60,4
<b>Total:</b>	<b>718</b>	<b>476</b>	<b>577</b>	<b>+50,8</b>	<b>-17,5</b>

	9M 2022	9M 2021	9M 2020	Change 22/21	Change 21/20
Salaries and related taxes	1,189	706	843	+68.4	-16.3
Rent and maintenance expenses	72	55	65	+30.9	-15.4
Depreciation and amortization	29	101	163	-71.3	-38.0
Business trips expenses	8	5	8	+60.0	-37.5
Communication expenses	21	16	17	+31.3	-5.9
Consulting expenses	150	109	137	+37.6	-20.4
Transportation expenses	27	20	24	+35.0	-16.7
Representation expenses	31	12	20	+158.3	-40.0
Bad debt expenses	-	-	-	-	-
Training expenses	20	7	6	+185.7	+16.7
Other	732	415	464	+76.4	-10.6
<b>Total:</b>	<b>2,279</b>	<b>1,446</b>	<b>1,747</b>	<b>+57.6</b>	<b>-17.2</b>

In the nine-months of 2022, the Company incurred one-off expenses related to legal cases (EUR 70,000) and headcount decrease (EUR 131,000). In the nine-months of 2021, the Company incurred one-off expenses related to legal cases (EUR 13,000) and headcount decrease (EUR 58,000).

Additionally, considering the increased volume of work related to the activities of the Board members of the Company in 2021, an additional remuneration of 120 000 EUR (one-time) was set for the performing the functions of a members of the Board in 2021

## Hedging

The Company operates as a tour operator. Due to its business specifics the Company is exposed to the risk of fluctuation in the price of aviation fuel and the EUR/USD foreign exchange rate. The Company hedges against changes in aviation fuel prices (which affect fuel costs) and against changes in the EUR/USD exchange rate (which affects fuel and hotel costs) for the entire period of early bookings for upcoming summer and winter seasons using forward and future contracts. When derivative positions are closed on a monthly basis, the result is accounted in the comprehensive income report.

The tables below present the closed hedging contracts result and still-held hedging contracts at the period-end market value (in thousands of EUR):

	<b>Q3 2022, %</b>	<b>Q3 2021, %</b>	<b>Q3 2020, %</b>	<b>Change 22/21</b>	<b>Change 21/20</b>
Result of closed hedging contracts already reflected in the period statement of comprehensive income	48	(4)	(640)	52	634

	<b>9M 2022</b>	<b>9M 2021</b>	<b>9M 2020</b>	<b>Change 22/21</b>	<b>Change 21/20</b>
Result of closed hedging contracts already reflected in the period statement of comprehensive income	151	(176)	(1,698)	327	(1,522)

	<b>30 September 2022</b>	<b>30 September 2021</b>	<b>30 September 2020</b>
Market value of existing hedges at the end of the period	(16)	(13)	(927)

## Borrowings and off-balance sheet commitments

The average interest rate of bank loans drawn down at 30 September 2022 was 3.50 %

The loans granted to the company are shown in the table below:

	30 Sep 2022	30 Sep 2021	30 Sep 2020
<b>Long term borrowings</b>			
AB Luminor Bank loan	-	-	6,000
AB Luminor Bank loan	5,000	5,000	4,826
UAB „Investicijų ir verslo garantijos“ loan	1,853	2,326	1,000
Altum loan	240	720	1,000
Komanditinė ūkinė bendrija „Pagalbos verslui fondas“ paprastosios obligacijos	5,000	5,000	-
Komanditinė ūkinė bendrija „Pagalbos verslui fondas“ konvertuojamosios obligacijos,	-	2,500	-
Tax loans	1,083	1,638	-
<b>Total non-current borrowings</b>	<b>13,176</b>	<b>17,184</b>	<b>12,826</b>
Current portion of non-current borrowings	(1,506)	(1,361)	(2,086)
	<b>11,670</b>	<b>15,824</b>	<b>10,740</b>

Off-balance sheet commitments:

	Total Limit at 30 September 2022	Used limit at 30 Septemembr 2022
<b>Bank guarantees</b>		
AB Luminor Bank	7,000	7,000

Bank guarantees are used to ensure the travel organizer's obligations in Lithuania, Latvia and Estonia.

As of September 30, 2022, additional guarantees were issued for EUR 2,400 thousand by depositing funds with a bank.

## Related party transactions

During the nine-month period ended 30 September 2022, total payments of EUR 104,000 (of which EUR 30,000 during the third quarter) were paid to Board members.



## Management confirmation of the Consolidated Financial Statements

In accordance with Article 22 of the Law on Securities of the Republic of Lithuania and the Rules on Information Disclosure of the Bank of Lithuania, we, Vitalij Rakovski, the CEO of AB Novaturas, and Arūnas Žilys, the CFO of AB Novaturas, hereby confirm that, to the best of our knowledge, the unaudited interim consolidated financial statements for AB Novaturas for the six-month period ended 30 September 2022, prepared in accordance with the International Financial Reporting Standards as adopted by the European Union, give a true and fair view of the consolidated group's assets, liabilities, financial position, profit or loss, and cash flows.

Vitalij Rakovski  
CEO

Arūnas Žilys  
CFO