



**AB NOVATURAS**

**CONSOLIDATED INTERIM FINANCIAL STATEMENTS**

**for the 12-months period ended 31 December 2021**

**(unaudited)**

Beginning of reporting period	1 January 2021
End of reporting period	31 December 2021
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
Company address	A. Mickevičiaus str. 27, LT-44245 Kaunas
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## Management report

### 2021 fourth-quarter key indicators:

- Novaturas's turnover in the fourth quarter of the year was EUR 34.7 mln, or 1 383,5% higher than in the same period of 2020.
- Gross profit amounted to EUR 4.2 mln and was 2.435,5% higher than in the same period of 2020.
- Operating expenses totaled EUR 3.6 mln, 68.7% higher than in the same period of 2020. Excluding the impact of commissions and one-time expenses, operating costs increased by 6.2% from the same period a year earlier.
- EBITDA ratio amounted to EUR 0.6 mln. In the same period of 2020, it was negative EUR 1.5 mln.
- The actual profit tax rate in the period was 18.9%, compared to 15.6% in the same period of 2020.
- Novaturas had net profit of EUR 0.2 mln. In the same period of 2020, it was negative EUR 2.1 mln.
- In the fourth quarter of 2021, the Company served 48.5 thousand clients, 1 047,9% more than in the same period of 2020.

### 2021 twelve-months key indicators:

- Novaturas's turnover in the twelve months of 2021 was EUR 110 mln, or 234,8% higher than in the same period of 2020.
- Gross profit amounted to EUR 13.4 mln and was 273% higher than in the same period of 2020.
- Operating expenses amounted to EUR 11 mln or 49% higher than in the same period of 2020. Excluding the impact of commissions and one-off expenses, operating costs decreased by 7% from the same period a year earlier.
- EBITDA ratio was positive and amounted to EUR 2.6 mln. In the same period of 2020, it was negative EUR 3.1 mln.
- The actual profit tax rate in the twelve months of 2021 was 4.2%, compared to 12.2% in the same period of 2020.
- Novaturas had a positive net profit of EUR 1.3 mln. In the same period of 2020, it was negative EUR 5.8 mln.
- In the twelve months of 2021, the Company served 172 thousand clients, 255% more than in the same period of 2020.

### CEO's foreword

Dear All,

For our company 2021 was a year of a rapid recovery: the lifting of travel restrictions revived the market. Changes implemented during the pandemic allowed us to make the most of growth opportunities.

In 2021 we have earned EUR 1.3 million net profit while in 2020 we experienced net loss of EUR 5.7 million. In addition, the group's EBITDA reached EUR 2.6 million last year compared to a loss of EUR 3.1 million in 2020. In 2021, we have served more than 176 thousand customers and the group's revenues exceeded 110 million euros which is almost 3 times more than in 2020.

In 2021 we have taken a leading role in the market by being the first to open safe holiday destinations and have gradually increased our flight programs, accelerating vaccination processes and the EU digital COVID-19 certificate – all of these factors led us to profitable 2021. And although the number of travelers served and the revenues generated in 2021 still differs quite significantly compared to the results of 2019 (41% and 39% respectively), starting from the second half of the year we have started approaching the pre-pandemic number of travelers.

Last year showed a stable and gradual growth of our operations. Due to the pandemic, we have resumed operations only in February with very limited supply. And already in April, with the start of the summer season, we were able to offer almost all the holiday destinations that we had before the pandemic. Looking at the overall results for 2021 – as of February, the company showed a stable climb in every quarter.

The third quarter of 2021 clearly showed that the tourism market is gradually returning to planning holiday in advance, with last-minute sales declining in the market. The return of the planning in advance itself is a good trend, allowing tour operators to plan their activities more efficiently. Therefore, we have opened sales of the 2022 summer holidays to the most popular summer holiday destinations back in June and in November introduced all markets with the entire summer 2022 holiday season with more than 20 holiday destinations portfolio.

### **Ski resorts are back on track**

In 2021, after more than a year break, the skiing holiday season has not only returned to the market but also exceeds 2019-2020 winter season program by 62%. This year our main focus is to the most popular skiing resorts in Italian and French Alps, while maximizing the selection of both resorts and hotels. The market has responded positively to the return of the ski season, even though the safety requirements of the EU and the resorts themselves are constantly changing.

Prestigious long-distance exotic trips have also returned. Even though some of the most popular exotic countries have not yet opened to international travelers or still impose strict restrictions on them, since November we have started offering flights to Cuba, Mexico, Mauritius, Seychelles, Thailand, Zanzibar. Our plans for 2022 - to return to the pre-pandemic destination available levels.

### **Reducing the financial liabilities**

In February 2021, we have agreed with the State Investment Management Agency on 10 million euros investment in company bonds for a period of six years. The investments in ordinary and convertible bonds have reached our company in May and June, respectively. We have redeemed the entire EUR 5 million worth emission of convertible bonds before the terms agreed and without any additional restrictions.

We have allocated the first part of the investment worth EUR 5 million received for ordinary bonds to our strategic priorities - development of relations with partners abroad, strengthening company's positions in holiday destinations and improvement of the e-commerce system.

Sincerely,

CEO  
Vitalij Rakovski



## Main ratios

Financial indicators*	Q4 2021	Q4 2020	Q4 2019	Change, % 21/20	Change, % 20/19
Sales	34,713	2,340	40,152	+1,383.5	-94.2
Gross profit	4,209	166	5,726	+2,435.5	-97.1
EBITDA	620	-1,542	1,248	-	-
Operating profit (EBIT)	595	-1,794	952	-	-
Profit before taxes	217	-2,435	779	-	-
Net profit for the period	176	-2,056	2,873	-	-

Financial indicators*	12M 2021	12M 2020	12M 2019	Change, % 21/20	Change, % 20/19
Sales	110,127	32,894	179,723	+234.8	-81.7
Gross profit	13,399	3,595	21,884	+272.7	-83.6
EBITDA	2,600	-3,123	4,263	-	-
Operating profit (EBIT)	2,451	-3,564	3,741	-	-
Profit before taxes	1,328	-6,550	3,090	-	-
Net profit for the period	1,272	-5,750	4,214	-	-

\* Unless otherwise indicated, amounts are in thousands of EUR.

Relative indicators/ratios	Q4 2021	Q4 2020	Q4 2019	Change 21/20	Change 20/19
Number of ordinary registered share	7,807,000	7,807,000	7,807,000	-	-
Profit per share (EUR)	0.02	-0.17	0.37	+0.19	-0.54
Gross profit margin (%)	12.1	7.1	14.3	+5.0 pp	+5.4 pp
EBITDA margin (%)	1.8	-38.2	3.1	+40.0 pp	-41.3 pp
EBIT margin (%)	1.7	-40.3	2.4	+42.0 pp	-42.7 pp
Profit before taxes margin (%)	0.6	-63.4	1.9	+64.0 pp	-65.3 pp
Net profit margin for the period (%)	0.5	-50.8	7.2	+51.3 pp	-58.0 pp
Return on assets (ROA) (%)	0.3	-2.5	5.4	+2.8 pp	-7.9 pp
Return on equity (ROE) (%)	1.14	-14.53	15.73	+15.67 pp	-30.26 pp
Debt / equity ratio (%)	112.4	119.6	32.9	-7.2 pp	+86.7 pp
Equity ratio (%)	32.2	31.2	36.6	+1.0 pp	-5.4 pp
Actual profit tax rate (%)	18.9	19.9	-268.8	-1.0 pp	+288.7 pp
Total liquidity ratio	0.81	0.69	0.78	+0.12	-0.09

Relative indicators/ratios	12M 2021	12M 2020	12M 2019	Change 21/20	Change 20/19
Number of ordinary registered share	7,807,000	7,807,000	7,807,000	-	-
Profit per share (EUR)	0.16	-0.64	0.54	+0.80	-1.18
Gross profit margin (%)	12.2	11.9	12.2	+0.3 pp	-0.3 pp
EBITDA margin (%)	2.4	-7.7	2.4	+10.1 pp	-10.1 pp
EBIT margin (%)	2.2	-8.5	2.1	+10.7 pp	-10.6 pp
Profit before taxes margin (%)	1.2	-17.3	1.7	+18.5 pp	-19.0 pp
Net profit margin for the period (%)	1.2	-15.1	2.3	+16.3 pp	-17.4 pp
Return on assets (ROA) (%)	2.4	-10.1	8.0	+12.5 pp	-18.1 pp
Return on equity (ROE) (%)	8.2	-41.8	20.9	+50.0 pp	-62.7 pp
Debt / equity ratio (%)	112.4	119.6	29.8	-7.2 pp	+89.8 pp
Equity ratio (%)	32.2	30.9	40.8	+1.3 pp	-9.9 pp
Actual profit tax rate (%)	4.2	13.0	-36.4	-8.8 pp	+39.4 pp
Total liquidity ratio	0.81	0.69	0.72	+0.12	-0.03

## 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)

	Q4 2021	Q4 2020	Q4 2019	Change 21/20	Change 20/19
<b>Flight package tours</b>					
Sales	28,063	1,608	34,321	1,645.2%	-95.3%
Cost of sales	(24,270)	(1,396)	(29,029)	1,638.5%	-95.2%
<b>Gross profit</b>	<b>3,793</b>	<b>212</b>	<b>5,292</b>	<b>1,689.2%</b>	<b>-96.0%</b>
Gross profit margin (%)	13.5%	13.2%	15.4%	0.3 pp	-2.2 pp
Sales commission expenses	(1,935)	(131)	(2,378)	1,377.1%	-94.5%
<b>Sales profit by segment</b>	<b>1,858</b>	<b>81</b>	<b>2,914</b>	<b>3,039.5%</b>	<b>-97.2%</b>
Sales profit margin (%)	6.6%	5.0%	8.5%	1.6 pp	-3.5 pp
<b>Sightseeing tours by coach</b>					
Sales	31	0	312	-	-
Cost of sales	(33)	-	(324)	-	-
<b>Gross profit</b>	<b>(2)</b>	<b>0</b>	<b>(12)</b>	-	-
Gross profit margin (%)	6.5%	-	-3.8%	-	-
Sales commission expenses	(1)	-	(19)	-	-
<b>Sales profit by segment</b>	<b>(3)</b>	<b>0</b>	<b>(31)</b>	-	-
Sales profit margin (%)	-9.7%	-	-9.9%	-	-
<b>Sightseeing tours by plane</b>					
Sales	181	0	492	-	-
Cost of sales	(160)	-	(491)	-	-
<b>Gross profit</b>	<b>21</b>	<b>0</b>	<b>1</b>	-	-
Gross profit margin (%)	11.6%	-	0.2%	-	-
Sales commission expenses	(18)	-	(30)	-	-
<b>Sales profit by segment</b>	<b>3</b>	<b>0</b>	<b>(29)</b>	-	-
Sales profit margin (%)	1.7%	-	-5.9%	-	-
<b>Other products</b>					
Sales	6,438	944	5,027	582.0%	-81.2%
Cost of sales	(6,041)	(653)	(4,582)	825.1%	-85.7%
<b>Gross profit</b>	<b>397</b>	<b>291</b>	<b>445</b>	<b>36.4%</b>	<b>-34.6%</b>
Gross profit margin (%)	6.2%	30.8%	8.9%	-24.7 pp	22.0 pp
Sales commission expenses	-	-	-	-	-
<b>Sales profit by segment</b>	<b>397</b>	<b>291</b>	<b>445</b>	<b>36.4%</b>	<b>-34.6%</b>
Sales profit margin (%)	6.2%	30.8%	8.9%	-24.7 pp	22.0 pp



	12M 2021	12M 2020	12M 2019	Change 21/20	Change 20/19
<b>Flight package tours</b>					
Sales	97,802	27,488	155,738	255.8%	-82.3%
Cost of sales	(84,961)	(24,528)	(134,932)	246.4%	-81.8%
<b>Gross profit</b>	<b>12,841</b>	<b>2,960</b>	<b>20,806</b>	<b>333.8%</b>	<b>-85.8%</b>
Gross profit margin (%)	13.1 %	10.8%	13.4%	2.3 pp	-2.6 pp
Sales commission expenses	(6,065)	(1,733)	(9,542)	250.0%	-81.8%
<b>Sales profit by segment</b>	<b>6,776</b>	<b>1,227</b>	<b>11,264</b>	<b>452.2%</b>	<b>-89.1%</b>
Sales profit margin (%)	6.9%	4.5%	7.2%	2.5 pp	-2.8 pp
<b>Sightseeing tours by coach</b>					
Sales	103	88	3,266	17.0%	-97.3%
Cost of sales	(109)	(72)	(2,743)	51.4%	-97.4%
<b>Gross profit</b>	<b>(6)</b>	<b>16</b>	<b>523</b>	-	<b>-96.9%</b>
Gross profit margin (%)	-5.8%	18.2%	16.0%	-24.0%	2.2%
Sales commission expenses	(3)	(4)	(149)	-25.0 pp	-97.3 pp
<b>Sales profit by segment</b>	<b>(9)</b>	<b>12</b>	<b>374</b>	-	<b>-96.8%</b>
Sales profit margin (%)	-8.7%	13.6%	11.5%	-22.4 pp	2.2 pp
<b>Sightseeing tours by plane</b>					
Sales	301	251	1,811	19.9%	-86.1%
Cost of sales	(262)	(224)	(1,548)	17.0%	-85.5%
<b>Gross profit</b>	<b>39</b>	<b>27</b>	<b>263</b>	<b>44.4%</b>	<b>-89.7%</b>
Gross profit margin (%)	13.0%	10.8%	14.5%	2.2 pp	-3.8 pp
Sales commission expenses	(23)	(13)	(100)	76.9%	-87.0%
<b>Sales profit by segment</b>	<b>16</b>	<b>14</b>	<b>163</b>	<b>14.3%</b>	<b>-91.4%</b>
Sales profit margin (%)	5.3%	5.6%	9.0%	-0.3 pp	-3.4 pp
<b>Other products</b>					
Sales	11,921	5,279	18,908	125.8%	-72.1%
Cost of sales	(11,396)	(4,350)	(18,616)	162.0%	-76.6%
<b>Gross profit</b>	<b>525</b>	<b>929</b>	<b>292</b>	<b>-43.5%</b>	<b>218.2%</b>
Gross profit margin (%)	4.4%	17.6%	1.5%	-13.2 pp	16.1 pp
Sales commission expenses	-	-	-	-	-
<b>Sales profit by segment</b>	<b>525</b>	<b>929</b>	<b>292</b>	<b>-43.5%</b>	<b>218.2%</b>
Sales profit margin (%)	4.4%	17.6%	1.5%	-13.2 pp	16.1 pp

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

## 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 works with over 400 travel agencies, including all of the major agencies in the Baltics. E-commerce sales are via Company websites. During twelve-months of 2021, the Company's websites were visited by 2.6 million unique visitors, which is 18% less than the 2,2 million unique visitors in the twelve months of 2020.

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:

	Q4 2021, %	Q4 2020, %	Q4 2019, %	Change 21/20	Change 20/19
Travel agencies	70.1	78.1	75.9	-8.0 pp	+2.2 pp
Own retail	11.4	6.9	10.4	+4.5 pp	-3.5 pp
Web sales	17.2	13.7	12.4	+3.5 pp	+1.3 pp
GDS	1.3	1.3	1.3	-	-
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	-	-

	12M 2021, %	12M 2020, %	12M 2019, %	Change 21/20	Change 20/19
Travel agencies	69.1	71.9	72.7	-2.8 pp	-0.8 pp
Own retail	11.1	11.7	11.1	-0.6 pp	+0.6 pp
Web sales	17.4	14.6	14.3	+2.8 pp	+0.3 pp
GDS	2.4	1.8	1.9	+0.6 pp	-0.1 pp
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	-	-

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

	Q4 2021	Q4 2020	Q4 2019	Change, % 21/20	Change, % 20/19
Lithuania	23.8	1.7	29.1	+1,300.0	-94.0
Latvia	8.9	0.9	10.6	+888.9	-91.9
Estonia	15.8	1.6	15.8	+887.5	-89.8
Other	-	-	0.1	-	-
<b>Total</b>	<b>48.5</b>	<b>4.2</b>	<b>55.7</b>	<b>+1,054.8</b>	<b>-92.4</b>

	12M 2021	12M 2020	12M 2019	Change, % 21/20	Change, % 20/19
Lithuania	87.3	37.5	240.4	+132.8	-84.4
Latvia	30.0	0.5	9.8	+5,900.0	-95.3
Estonia	54.7	0.2	2.0	+27,250.0	-89.7
Other	-	10.3	41.4	-	-75.2
<b>Total</b>	<b>172.0</b>	<b>48.5</b>	<b>293.6</b>	<b>+254.64</b>	<b>-83.5</b>

The Company's main product is flight package tours, which was also the fastest growing segment. Number of clients served by product category (in thousands of clients):

	Q4 2021	Q4 2020	Q4 2019	Change, % 21/20	Change, % 20/19
Flight package tours	40.9	2.4	47.8	+1,604.2	-94.9
Sightseeing tours by coach	0.1	-	1.1	-	-
Sightseeing tours by plane	0.2	-	0.6	-	-
Other sales (separate flight and hotel services)	7.3	1.8	6.2	+305.6	-70.7
<b>Total</b>	<b>48.5</b>	<b>4.2</b>	<b>55.7</b>	<b>+1,054.8</b>	<b>-92.4</b>

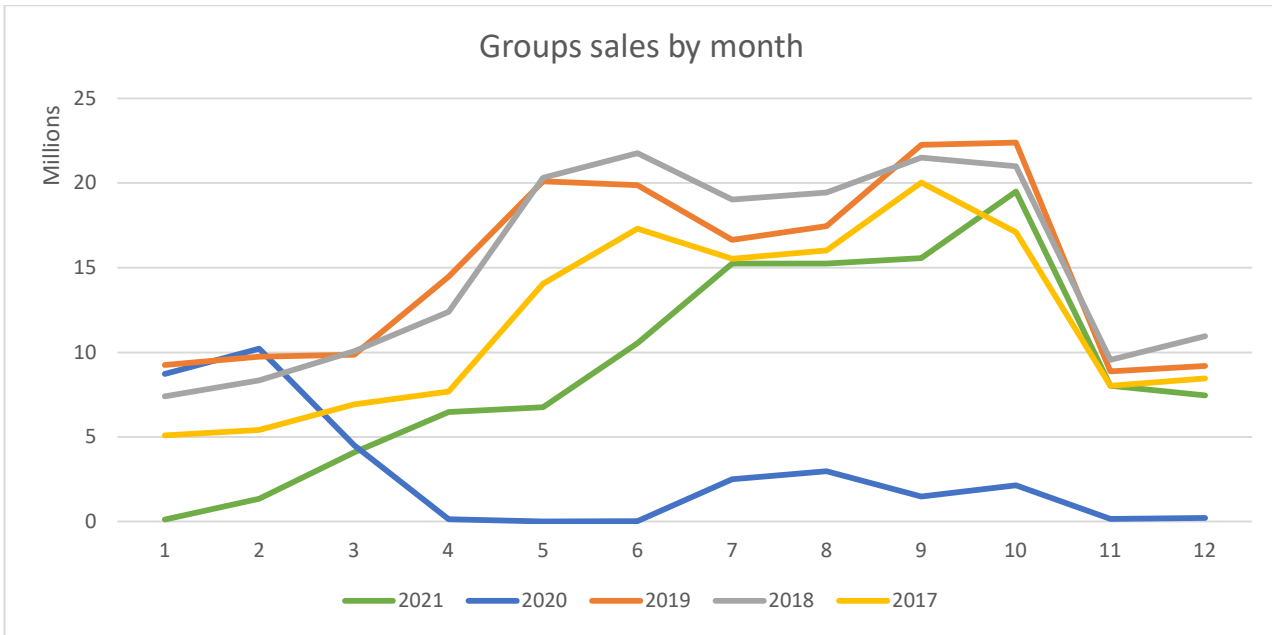
	12M 2021	12M 2020	12M 2019	Change, % 21/20	Change, % 20/19
Flight package tours	136.0	2.4	47.8	+5,566.7	-84.4
Sightseeing tours by coach	0.3	-	1.1	-	-95.3
Sightseeing tours by plane	0.3	-	0.6	-	-89.7
Other sales (separate flight and hotel services)	35.4	1.8	6.2	+1,866.7	-75.2
<b>Total</b>	<b>172.0</b>	<b>4.2</b>	<b>55.7</b>	<b>+3,995.2</b>	<b>-83.5</b>

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

	Q4 2021, %	Q4 2020, %	Q4 2019, %	Change 21/20	Change 20/19
Turkey	30.2	-	28.8	+30.2 pp	-28.0 pp
Greece	5.8	44.2	6.2	-38.4 pp	+38.0 pp
Egypt	42.7	-	42.5	+42.7 pp	-42.5 pp
Bulgaria	-	-	-	-	-
Spain (including Canary Islands)	12.9	23.5	8.8	-10.6 pp	+14.7 pp
Skiing	-	-	-	-	-
Long haul	1.8	1.0	5.6	+0.8 pp	-4.6 pp
Other destinations	6.6	31.3	8.1	-24.7 pp	+23.2 pp
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>-</b>	<b>-</b>

	12M 2020, %	12M 2020, %	12M 2019, %	Change 21/20	Change 20/19
Turkey	36.9	-	38.0	+36.9 pp	-38.0 pp
Greece	19.3	16.7	11.6	+2.6 pp	+5.1 pp
Egypt	20.1	34.2	22.0	-14.1 pp	+12.2 pp
Bulgaria	6.9	0.2	7.5	+6.7 pp	-7.3 pp
Spain (including Canary Islands)	7.5	11.7	5.9	-4.2 pp	+5.8 pp
Skiing	-	9.0	2.0	-9.0 pp	+7.0 pp
Long haul	0.7	12.9	3.7	-12.2 pp	+9.2 pp
Other destinations	8.6	15.3	9.3	-6.7 pp	+6.0 pp
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>-</b>	<b>-</b>

Group monthly sales seasonality was as follows:



## Information about the Supervisory Council and the Board

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 31<sup>st</sup> of December 2021:

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, JSC “Optimistai” – Managing Director	535,278	2020-06-30
Andrius Jurkonis	Member of the Board (independent member)	Open type investment fund Axia Capital – fund manager; Farmācijas kapitālas, JSC – director; New Pharma, CEE – director; Privataus kapitālo investīcijas, JSC – director; New retail LV, JSC – director and 100% owner	-	2020-06-30
Virginijus Lepeška	Chairman of the Board (independent member)	Organizāciju 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 31<sup>th</sup> of December 2021:

<b>Name, Surname</b>	<b>Position within the Company</b>	<b>Number of shares held in the Company</b>
Audronė Keinytė	CEO	-
Olga Belova	CMO	-
Ieva Galvydienė	CCO	-
Albert Zinevič	CSO	-

## Share capital and shareholders

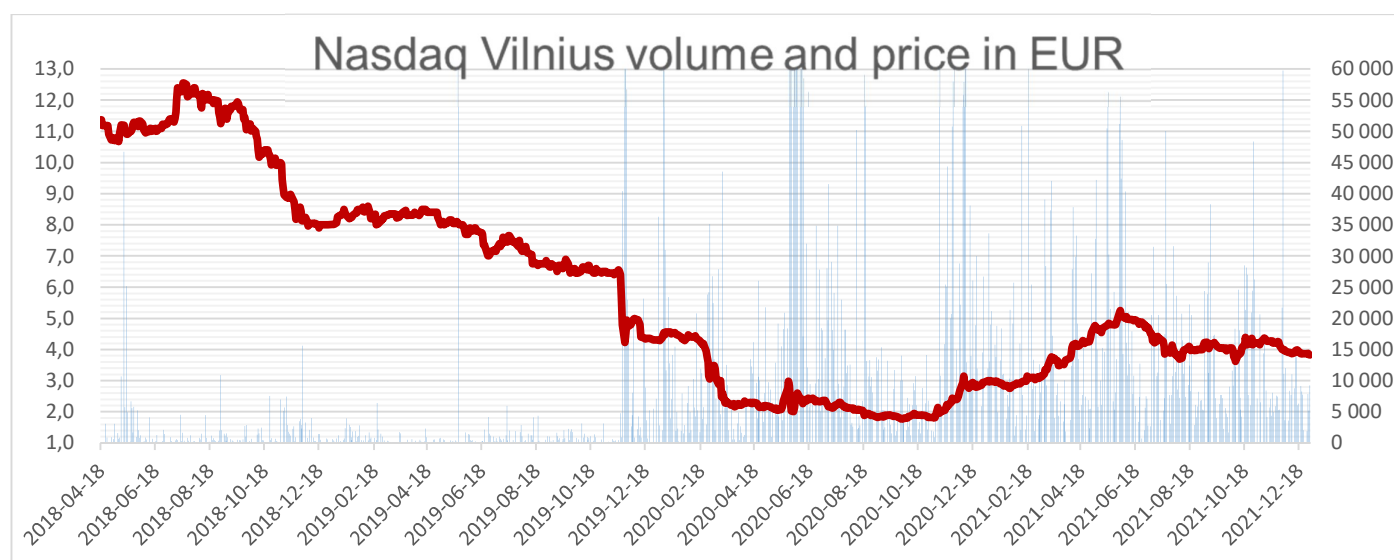
The Company's share capital is EUR 234,210. It consists of 7,807,000 ordinary registered shares with a nominal value of EUR 0.03. The number of shares of the Company that grant votes in the General Meeting of Shareholders is 7,807,000.

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 31 December 2021 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

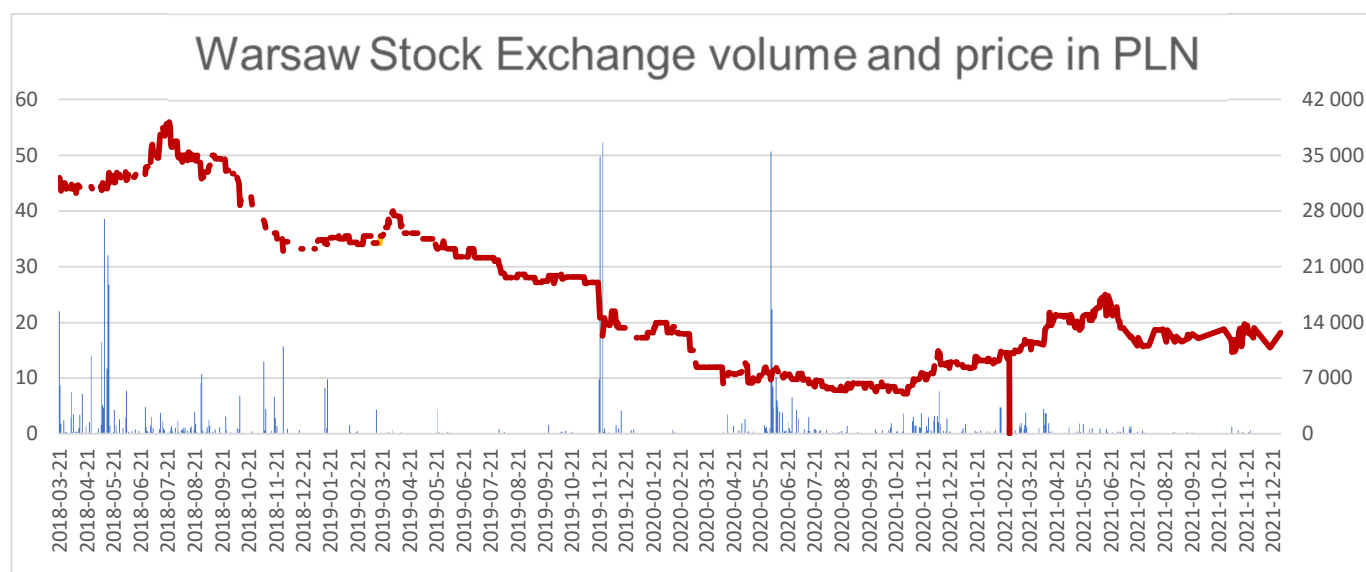
As of 31 December 2021, the company's market capitalization was EUR 31,2 million and decreased by 4.17% in the fourth quarter.



Information about trading in AB Novaturas shares from 21 March 2018 to 31 December 2021 on the “GPW main market” at the Warsaw Stock Exchange in Poland:

	Currency	Opening price	Max price	Lowest price	Closing price	Average price	Volume (quantity)	Volume (PLN)
Q1 2018	PLN	44.13	47.24	41.15	43.95	45.49	24,951	1,125,190
Q2 2018	PLN	43.90	48.00	42.60	48.00	44.70	150,462	6,726,570
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

As of 31 December 2021, the company's market capitalization was PLN 142 million and increased by 6,43% during fourth quarter.





Shareholders holding at least 5% of share capital and votes as of 31 December 2021:

<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
Rendez-Vous OU	650,983	8.34
Moonrider OU	543,346	6.96
Rytis Šūmakaris	535,278	6.86
Vidas Paliūnas	535,278	6.86
Kiti („free float“)	4,021,513	51.50
<b>Total</b>	<b>7,807,000</b>	<b>100.00</b>

Information regarding shareholders according to country as of 31 December 2021:

<b>Country</b>	<b>Number of shareholders</b>	<b>Share of authorized capital and total number of votes</b>
Lietuva	1 473	51,57
Estija	3 756	43,44
Latvija	303	3,76
Lenkija	235	0,65
Kitos	46	0,58
<b>Iš viso:</b>	<b>5 813</b>	<b>100,00</b>

## Consolidated statements of comprehensive income

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

	Q4 2021	Q4 2020	Q4 2019	Change, % 21/20	Change, % 20/19
Sales	34,713	2,340	40,152	+1,383.5	-94.2
Cost of sales	(30,504)	(2,174)	(34,426)	+1,303.1	-93.7
<b>Gross profit</b>	<b>4,209</b>	<b>166</b>	<b>5,726</b>	<b>+2,435.5</b>	<b>-97.1</b>
Sales and marketing expenses	(2,874)	(660)	(3,371)	+335.5	-80.4
General and administrative expenses	(749)	(1,487)	(1,512)	-49.6	-1.7
Other operating income	10	188	110	-94.7	-70.9
Other operating (expenses)	(1)	(1)	(1)	-	-
<b>Profit from operations</b>	<b>595</b>	<b>(1,794)</b>	<b>952</b>	-	-
Finance income	15	157	111	-90.4	+41.4
Finance (expenses)	(393)	(798)	(284)	-67.0	+181.0
<b>Profit before tax</b>	<b>217</b>	<b>(2,435)</b>	<b>779</b>	-	-
Income tax (expense)	(41)	379	2,094	-	-81.9
<b>Net profit</b>	<b>176</b>	<b>(2,056)</b>	<b>2,873</b>	-	-
<b>Other comprehensive income to be reclassified to profit or loss in subsequent periods</b>					
Result of changes in cash flow hedge reserve	10	432	556	-97.7	-22.3
Impact of income tax	(2)	(66)	(84)	-97.0	+21.4
<b>Total comprehensive income for the year</b>	<b>184</b>	<b>(1,690)</b>	<b>3,345</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)	0,02	(0.26)	0.37	0.28	(0.63)

	12M 2021	12M 2020	12M 2019	Change, % 21/20	Change, % 20/19
Sales	110,127	32,894	179,723	234.8	-81.7
Cost of sales	(96,728)	(29,299)	(157,839)	230.1	-81.4
<b>Gross profit</b>	<b>13,399</b>	<b>3,595</b>	<b>21,884</b>	<b>272.7</b>	<b>-83.6</b>
Sales and marketing expenses	(8,761)	(4,112)	(13,751)	113.1	-70.1
General and administrative expenses	(2,195)	(3,234)	(4,501)	-32.1	-28.1
Other operating income	10	189	112	-94.7	68.8
Other operating (expenses)	(2)	(2)	(3)	-	33.3
<b>Profit from operations</b>	<b>2,451</b>	<b>(3,564)</b>	<b>3,741</b>	-	-
Finance income	104	737	481	-85.9	53.2
Finance (expenses)	(1,227)	(3,723)	(1,132)	-67.0	226.8
<b>Profit before tax</b>	<b>1,328</b>	<b>(6,550)</b>	<b>3,090</b>	-	-
Income tax (expense)	(56)	800	1,124	-	-28.8
<b>Net profit</b>	<b>1,272</b>	<b>(5,750)</b>	<b>4,214</b>	-	-
<b>Other comprehensive income to be reclassified to profit or loss in subsequent periods</b>					
Result of changes in cash flow hedge reserve	492	(756)	1,851	-	-
Impact of income tax	(74)	113	(278)	-	-
<b>Total comprehensive income for the year</b>	<b>1,690</b>	<b>(6,393)</b>	<b>5,787</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)	0.16	(0.74)	0.54	-	-

## Consolidated statements of financial position

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

	31 December 2021	31 December 2020	31 December 2019
<b>ASSETS</b>			
Non-current assets			
Goodwill	30,322	30,327	30,327
Other intangible assets	115	115	248
Property, plant and equipment	72	122	208
Right-of-use assets	219	219	562
Long term receivables	47	23	220
Deferred income tax asset	829	954	30
<b>Total non-current assets</b>	<b>31,614</b>	<b>31,760</b>	<b>31,595</b>
<b>Current assets</b>			
Inventories	-	2	4
Prepayments and deferred expenses	6,974	7,837	8,973
Trade accounts receivable	73	144	652
Prepaid income tax	70	70	175
Other receivables	332	184	874
Other current financial assets	200	-	261
Restricted cash	-	2,300	2,300
Cash and cash equivalents	8,759	3,065	4,554
<b>Total current assets</b>	<b>16,408</b>	<b>13,602</b>	<b>17,793</b>
<b>Total assets</b>	<b>48,022</b>	<b>45,362</b>	<b>49,388</b>
<b>EQUITY AND LIABILITIES</b>			
<b>Equity</b>			
Share capital	234	234	234
Cash flow hedge reserve	(3)	(421)	222
Legal reserve	29	29	29
Foreign currency translation reserve	145	145	145
Retained earnings	15,045	13,774	19,524
<b>Total equity</b>	<b>15,450</b>	<b>13,761</b>	<b>20,154</b>
<b>Liabilities</b>			
<b>Non-current liabilities</b>			
Non-current borrowings	5,120	9,140	4,000
Other non-current liabilities	7,119	1,915	-
Non-current lease liabilities	83	83	360
<b>Total non-current liabilities</b>	<b>12,322</b>	<b>11,138</b>	<b>4,360</b>
<b>Current liabilities</b>			
Current portion of non-current borrowings	2,087	3,061	2,000
Current borrowings	3,044	2,737	-
Trade payables	5,484	1,961	4,173
Advances received	8,488	10,876	14,997
Income tax payable	6	7	1,253
Other current liabilities and accrued expenses	989	1,178	2,235
Lease liabilities	148	148	216
Other current financial liabilities	4	495	-
<b>Total current liabilities</b>	<b>20,250</b>	<b>20,463</b>	<b>24,874</b>
<b>Total equity and liabilities</b>	<b>48,022</b>	<b>45,362</b>	<b>49,388</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 2019</b>	<b>234</b>	<b>29</b>	<b>222</b>	<b>19,524</b>	<b>145</b>	<b>20,154</b>
Net profit for the year	-	-	-	(5,750)	-	(5,750)
Other comprehensive income	-	-	(643)	-	-	(643)
Total comprehensive income			(643)	(5,750)	-	(6,393)
Increase in share capital	-	-	-	-	-	-
Dividends paid	-	-	-	-	-	-
<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	-	-	-	1,272	-	1,272
Other comprehensive income	-	-	418	-	-	418
Total comprehensive income			418	1,272	-	1,272
Increase in share capital	-	-	-	-	-	-
Dividends paid	-	-	-	-	-	-
<b>Balance as at 31 December 2021</b>	<b>234</b>	<b>29</b>	<b>(3)</b>	<b>15,046</b>	<b>145</b>	<b>15,451</b>

## Consolidated statements of cash flow

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

	12M 2021	12M 2020	12M 2019
<b>Cash flows from (to) operating activities</b>			
Net profit	1,272	(5,750)	4,214
<b>Adjustments for non-cash items:</b>			
Depreciation and amortization	149	441	522
Change in deferred income tax	125	(924)	(2,805)
Current income tax expenses		11	1,959
Elimination of financial, investment and other non-cash activity results	1,510	206	2,087
	<b>3,056</b>	<b>(6,016)</b>	<b>5,977</b>
<b>Changes in working capital:</b>			
Decrease in inventories	2	2	(1)
(Increase) decrease in trade receivables	71	508	45
(Increase) decrease in other receivables	(348)	951	1,093
(Increase) decrease in prepayments and deferred expenses	839	1,333	(267)
Increase (decrease) in trade payables	3,523	(2,212)	(438)
Increase in advances received	(2,388)	(4,121)	738
Increase (decrease) in other accounts payable and accrued expenses	(680)	(1,485)	(1,558)
<b>Cash generated from operations</b>	<b>4,075</b>	<b>(11,040)</b>	<b>5,589</b>
Income tax paid	(1)	(232)	(679)
Interest (paid)	(1,093)	(847)	(487)
<b>Net cash flows from operating activities</b>	<b>2,982</b>	<b>(12,119)</b>	<b>4,423</b>
<b>Cash flows from (to) investing activities</b>			
(Acquisition) of non-current assets (except investments)	(105)	(24)	(35)
<b>Net cash flows (to) investing activities</b>	<b>(105)</b>	<b>(24)</b>	<b>(35)</b>
<b>Cash flows from financing activities</b>			
Loans received	16,034	16,116	-
(Repayment) of loans	(15,517)	(5,263)	(2,000)
Dividends (paid)		-	-
Payments of principal on leases	-	(199)	(237)
<b>Net cash flows (to) financing activities</b>	<b>517</b>	<b>10,654</b>	<b>(2,237)</b>
<b>Net increase (decrease) in cash flows</b>	<b>3,394</b>	<b>(1,489)</b>	<b>2,151</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 period</b>	<b>8,759</b>	<b>5,365</b>	<b>6,854</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 31 December 2021
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

	Q4 2021	Q4 2020	Q4 2019	Change, % 21/20	Change, % 20/19
Commissions	1,954	131	2,318	+1,391.60	-94.3
Salaries and related taxes	580	351	617	+65.24	-43.1
Advertising and marketing expenses	251	62	294	+304.84	-78.9
Rent and maintenance expenses	49	45	62	+8.89	-27.4
Depreciation and amortization	6	7	25	-14.29	-72.0
Business trips expenses	5	-	32	-	-
Communication expenses	9	8	10	+12.50	-20.0
Transportation expenses	10	8	12	+25.00	-33.3
Representation expenses	1	-	-	-	-
Training expenses	-	-	1	-	-
Other	9	6	-	+50.00	-
<b>Total:</b>	<b>2,874</b>	<b>618</b>	<b>3,371</b>	<b>+365.05</b>	<b>-81.7</b>

### Sales and marketing expenses

	12M 2021	12M 2020	12M 2019	Change, % 21/20	Change, % 20/19
Commissions	6,091	1,749	9,791	-71.3	-82.1
Salaries and related taxes	1,779	1,568	2,499	-11.9	-37.3
Advertising and marketing expenses	596	472	990	-20.8	-52.3
Rent and maintenance expenses	169	57	67	-66.3	-71.9
Depreciation and amortization	29	170	203	+486.2	-16.3
Business trips expenses	17	9	57	-47.1	-84.2
Communication expenses	35	29	42	-17.1	-31.0
Transportation expenses	23	22	34	-4.3	-35.3
Representation expenses	2	8	32	+300.0	-75.0
Training expenses	-	1	3	-	-66.7
Other	20	27	33	+35.0	-18.2
<b>Total:</b>	<b>8,761</b>	<b>4,112</b>	<b>13,751</b>	<b>-53.1</b>	<b>-70.0</b>

## General and administrative expenses

	Q4 2021	Q4 2020	Q4 2019	Change, % 21/20	Change, % 20/19
Salaries and related taxes	308	151	631	+103.97	-76.1
Rent and maintenance expenses	20	24	25	-16.67	-4.0
Depreciation and amortization	19	46	48	-58.70	-4.2
Business trips expenses	3	2	11	-50.00	-81.8
Communication expenses	6	6	7	-	-14.3
Consulting expenses	109	138	105	-21.01	+31.4
Transportation expenses	15	12	15	+25.00	-20.0
Representation expenses	23	12	49	+91.67	-75.5
Bad debt expenses	-	299	-	-	-
Training expenses	5	(1)	3	-	-
Other	241	251	618	-3.98	-59.4
<b>Total:</b>	<b>749</b>	<b>940</b>	<b>1,512</b>	<b>-20.32</b>	<b>-37.8</b>

	12M 2021	12M 2020	12M 2019	Change, % 21/20	Change, % 20/19
Salaries and related taxes	1,014	1,022	2,214	-0.78	-53.84
Rent and maintenance expenses	75	32	276	+134.38	-88.41
Depreciation and amortization	120	271	319	-55.72	-15.05
Business trips expenses	8	10	77	-20.00	-87.01
Communication expenses	22	23	36	-4.35	-36.11
Consulting expenses	218	275	267	-20.73	3.00
Transportation expenses	35	35	43	-	-18.60
Representation expenses	35	32	57	+9.38	-43.86
Bad debt expenses	-	-	-	-	-
Training expenses	12	4	19	+200.00	-78.95
Other	656	1,530	1,193	-57.12	28.25
<b>Total:</b>	<b>2,195</b>	<b>3,234</b>	<b>4,501</b>	<b>-32.13</b>	<b>-28.15</b>

In the twelve-months of 2021, the Company incurred one-off expenses related to legal cases (EUR 69,000) and headcount decrease (EUR 138,000).

In twelve-months of 2020, the Company incurred one-off expenses related to headcount decrease (EUR 76,000) and related to legal cases (EUR 44,000). Additionally, the Company incurred bad debt expenses (EUR 299,000) related to bankruptcy of travel agency "Megaturas". The Company incurred expenses (EUR 30,000) related to termination of the contract by mutual agreement with coach carrier and formed accrual (EUR 120,000) related to takeover and planned closure of daughter company „Aviaturas ir Partneriai“ (both amounts reflected in Other line). Doubtful accrual of subsidy receivable from Egypt (EUR 123,000), was written off by reducing Sales. In the twelve-month of 2020, the total one-offs increased expenses by EUR 569,000 and reduced sales by EUR 123,000.

\*At the moment of reporting the Company has not yet reflected impact of IAS 16.



## 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>Q4 2021</b>	<b>Q4 2020</b>	<b>Q4 2019</b>	<b>Change 21/20</b>	<b>Change 20/19</b>
Result of closed hedging contracts already reflected in the period statement of comprehensive income	-	(499)	(30)	499	(469)

	<b>12M 2021</b>	<b>12M 2020</b>	<b>12M 2019</b>	<b>Change 21/20</b>	<b>Change 20/19</b>
Result of closed hedging contracts already reflected in the period statement of comprehensive income	(176)	(2,283)	(493)	2,107	(1,790)

	<b>31 December 2021</b>	<b>31 December 2020</b>	<b>31 December 2019</b>
Market value of existing hedges at the end of the period	(3)	(495)	261

## Borrowings and Off-balance sheet commitments

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

	31 December 2021	31 December 2020	31 December 2019
<b>Long term borrowings</b>			
AB Luminor Bank loan	-	6,000	6,000
AB Luminor Bank loan,	5 000	5,000	-
UAB „Investicijų ir verslo garantijos“ loan	2 208	1,000	-
Komanditinė ūkinė bendrija „Pagalbos verslui fondas“ ordinary bonds	5 000	-	-
Tax loans	1,518	1,116	-
Altum loan, annual interest rate	600	1,000	-
Current portion of non-current borrowings	(2,087)	(3,061)	(2,000)
<b>Total non-current borrowings</b>	<b>12,359</b>	<b>11,055</b>	<b>4,000</b>

	31 December 2021	31 December 2020	31 December 2019
<b>Current borrowings</b>			
AS Luminor Bank overdraft	3,043	2,737	-
<b>Total current borrowings</b>	<b>3,043</b>	<b>2,737</b>	-

### Off-balance sheet commitments:

Bank guarantee	Total Limit at 31 December 2021	Used limit at 31 December 2021
AB Luminor Bank guarantee limit	7,000	5,000

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

## Related party transactions

During the twelve-month period ended 31 December 2021, total payments of EUR 127,000 (of which EUR 43,000 during the fourth quarter) were made 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 Giedrius Ribakovas, the Head of Finance of AB Novaturas, hereby confirm that, to the best of our knowledge, the unaudited interim consolidated financial statements for AB Novaturas for the twelve month period ended 31 December 2021, 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

Giedrius Ribakovas  
Head of Finance