



AB NOVATURAS

CONSOLIDATED INTERIM FINANCIAL STATEMENTS

for the nine-month period ended 30 September 2021

(unaudited)

Beginning of reporting period	1 January 2020
End of reporting period	30 September 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
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Table of Contents

Management report.....	4
Main ratios.....	6
Segment information.....	8
Geographic and other sales split information.....	10
Information about changes in the management bodies' structure.....	14
Share capital and shareholders.....	15
Consolidated statements of comprehensive income.....	18
Consolidated statements of comprehensive income.....	19
Consolidated statements of financial position.....	20
Consolidated statements of changes in equity.....	21
Consolidated statements of cash flow.....	22
Notes to the financial statements.....	23
Information about subsidiaries.....	23
Sales and marketing expenses.....	23
General and administrative expenses.....	24
Hedging.....	24
Borrowings and off-balance sheet commitments.....	26
Related party transactions.....	26
Management confirmation of the Consolidated Financial Statements.....	27

Management report

2021 nine-month highlights:

- During the nine-months of 2021 Novaturas turnover reached EUR 74.7 mln, while in the same period of 2020 it amounted to EUR 30.5 mln.
- Gross profit amounted to EUR 8.5 mln while in the same period of 2020, it reached EUR 3.4 mln.
- Operating expenses amounted to EUR 7.3 mln and increased by 41% if compared with the same period in 2020 when it was EUR 5.2 mln. Excluding the impact of commissions and one-time expenses, operating costs decreased by 12.8% from the same period a year earlier.
- EBITDA reached EUR 1.98 mln, while in same period last year it generated EUR -1.58 mln.
- The actual profit tax rate in the nine-months of 2021 was 1.4%, compared to 10.20% in the same period of 2020.
- Novaturas group generated net profit of EUR 1.1 mln, compared to a net loss of EUR 3.7 mln in the same period of 2020.
- During the 9 months of 2021, the Company served 123.576 travelers, compared to 42.433 travelers served in the same period of 2020.

2021 third-quarter highlights:

- During the third quarter of 2021 Novaturas turnover reached EUR 45.6 mln, while in the same period of 2020 it amounted to EUR 7.1 mln.
- Gross profit amounted to EUR 3.3 mln, compared to EUR 0.8 mln in the same period of 2020.
- Operating expenses reached EUR 3.7 mln and increased by 138% if compared to the same period of 2020 when it was EUR 1.6 mln. Excluding the impact of commissions and one-time expenses, operating costs increased by 2% from the same period a year earlier.
- EBITDA amounted to EUR 0.2 mln, while in the corresponding period of 2020 it was EUR -0.7 mln.
- The actual profit tax rate in the period was 129.6%, compared to 11.5% in the same period of 2020.
- Novaturas generated a net loss of EUR 0.02 mln, compared to net loss of EUR 1.5 mln reached in the corresponding period of 2020.
- During the third quarter of 2021, the Company served 77.494 travelers, compared to 11.228 travelers served in the same period of 2020.

Management Comment

Dear all,

During the first 9 months of this year, we have earned EUR 1.1 million net profit, while in the same period last year incurred a loss of EUR 3.7 million. The group's EBITDA during the first three quarters reached EUR 1.98 million, compared to a loss of EUR 1.58 million in the same period last year.

During the three quarters of 2021, we have served more than 123 thousand travelers, which is 191% more than in the corresponding period last year. The group's revenue during the 9 months of 2021 reached EUR 74.7 million and exceeded the results of the same period in 2020 by almost 145%.

This year's summer holiday season was a success. In terms of holiday destinations available, we have approached the pre-pandemic years and "Novaturas" group exclusive holiday destinations such as Montenegro, Corfu and Kefalonia, have influenced good profitability ratios. Net profit earned during the 9 months of this year differs from the same period of highly successful 2019 only by 18%. Meanwhile, during the same period in 2020, we have incurred a net loss of EUR 3.7 million.

Active third quarter

The third quarter in the tourism industry is traditionally the most active period of the year when the highest numbers of served travelers are generated. This year is no exception. Italy, Sicily, Portugal, Madeira, and Egypt have supplemented the usual summer season destinations portfolio, and the supply of holiday destinations has approached the pre-pandemic period. We have closed the third quarter of this year by serving more than 20 thousand travelers and generating more than EUR 15 million turnover each month group wide. In terms of the number of travelers served, the third quarter doubled the results of the second quarter.

If the first quarter of 2021 we have called a restart of operations, then the second and especially the third quarter clearly show the recovery of tourism market, growing operational volumes and increasing sales. This summer season have generated not only good operational but also financial results. We tend to reinvest the generated incomes to the strengthening of our processes, improving the quality of services provided and meeting the changing needs of our travelers. We are constantly looking for ways to make it easier for people to plan future trips. During the quarantine, we have introduced the “COVID pause” service, and in September we have launched additional travel protection - “Self-isolation pause”. These additional services allow people to feel more confident while planning future holidays and use the benefits of purchasing trips in advance, such as more attractive prices, wider choice of destinations or hotels, without the fear of having to cancel their trips due to infection.

Growing numbers of early bookings

The third quarter of 2021 and especially September shows growing numbers of early booking sales. While analyzing the results of the third quarter, we see that the tourism market is gradually returning to usual holiday planning in advance and last-minute sales are declining. Planning holidays in advance is very typical for the travelers from the Baltics. Such behavior is determined by the rational wish to buy future trips at better prices, to be able to plan holiday budgets, choose from the widest supply available.

People not only from the Baltic States have actively traveled this summer. After a pause, Western European markets also opened up. Travelers from France, Great Britain, Germany have returned to their favorite resorts. Due to the returned tourist flows and the likely improving epidemiological situation, next summer season is expected to be extremely active, with most popular hotels to be booked well before the start of the summer season. Having in mind these trends, we want to offer our travelers the best conditions for their future vacations. We have opened the early bookings to the most popular 2022 summer season destinations - Turkey, Greece, and Bulgaria already in June. Soon we will launch the early bookings for the remaining summer 2022 destinations.

The beginning of winter holiday season

This year, after one year break, winter holiday season is also coming back on track. People can plan their holidays not only in Egypt, Tenerife, or the United Arab Emirates, but also in skiing and long-haul destinations. We were the first tour operator in Baltics to open sales to skiing resorts already in August and the remaining free seats on the planes to ski resorts are rapidly filling up. Trips to long-haul destinations are also gradually returning. This year people can already book their holidays in such exotic countries as Cuba, Mexico, Mauritius, Seychelles.

Repaid loans

The growing volumes of the group's operations, generated revenues and positive market prospects allow us to settle with financial partners before the terms agreed. At the end of July, we have redeemed part of the issued convertible bonds worth EUR 2.5 million. The bonds have been redeemed before the terms agreed without any additional restrictions. In September, we have also repaid “Luminor” bank long-term loan worth EUR 3.04 million also before the termed stipulated in the agreement and at the same time agreed to convert repaid EUR 3.04 million long-term loan into a credit line that we can use at any time if needed. Credit line is a common cash flow management tool in tourism business that allows to balance potential cash flow fluctuations due to the specifics of tourism business and seasonality.

Sincerely,
Audronė Keinytė
CEO



Main ratios

Financial indicators*	Q3 2021	Q3 2020	Q3 2019	Change, % 21/20	Change, %20/19
Sales	45,615	7,078	56,311		+544.5
Gross profit	3,341	768	6,098		+335.0
EBITDA	190	(741)	1,287		-
Operating profit (EBIT)	149	(802)	1,191		-
Profit before taxes	81	(1,639)	1,032		-
Net profit for the period	(24)	(1,450)	904		-

Financial indicators*	9M 2021	9M 2020	9M 2019	Change, % 21/20	Change, %20/19
Sales	74,729	30,554	139,571	+144.6	-78.1
Gross profit	8,505	3,429	16,158	+148.0	-78.8
EBITDA	1,980	(1,581)	3,015	-	-
Operating profit (EBIT)	1,856	(1,770)	2,789	-	-
Profit before taxes	1,111	(4,115)	2,311	-	-
Net profit for the period	1,096	(3,694)	1,341	-	-

Relative indicators/ratios	Q3 2021	Q3 2020	Q3 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)	0.0	-0.19	0.12	+0.19	-0.30
Gross profit margin (%)	7.3	10.9	10.8	-3.6pp	+0.1pp
EBITDA margin (%)	0.4	-10.5	2.3	+10.9pp	-12.8pp
EBIT margin (%)	0.3	-11.3	2.1	+11.6pp	-13.4pp
Profit before taxes margin (%)	0.2	-23.2	1.8	+23.4pp	-25.0pp
Net profit margin for the period (%)	-0.1	-20.5	1.6	+20.4pp	-22.1
Return on assets (ROA) (%)	0.0	-2.9	1.6	+2.8pp	-4.5pp
Return on equity (ROE) (%)	-0.16	-9.4	5.4	+9.24pp	-14.8pp
Debt / equity ratio (%)	132.5	106.0	40.2	+26.5pp	65.8pp
Equity ratio (%)	27.0	30.7	30.0	-3.7pp	0.7pp
Actual profit tax rate (%)	129.6	11.5	12.4	+118.1pp	-0.9pp
Total liquidity ratio	0.98	0.78	0.83	+0.20	-0.05

Relative indicators/ratios	9M 2021	9M 2020	9M 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)	0.14	-0.47	0.17	+0.61	-0.64
Gross profit margin (%)	11.4	11.2	11.6	+0.2pp	-0.4pp
EBITDA margin (%)	2.6	-5.2	2.2	+7.8pp	-7.4pp
EBIT margin (%)	2.5	-5.8	2.0	+8.3pp	-7.8pp
Profit before taxes margin (%)	1.5	-13.5	1.7	+15.0pp	-15.2pp
Net profit margin for the period (%)	1.5	-12.1	1.0	+13.6pp	-13.1pp
Return on assets (ROA) (%)	2.1	-7.0	2.4	+9.1pp	-9.4pp
Return on equity (ROE) (%)	7.2	-23.9	8.0	-0.8pp	-31.9pp
Debt / equity ratio (%)	132.5	106.0	40.2	+26.5pp	65.8pp
Equity ratio (%)	27.0	30.6	30.0	-3.6pp	0.6pp
Actual profit tax rate (%)	1.4	10.2	42.0	+8.8pp	-31.7pp
Total liquidity ratio	0.98	0.78	0.83	+0.20	-0.05

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 2021	Q3 2020	Q3 2019	Change 21/20	Change 20/19
Flight package tours					
Sales	42,534	5,879	48,578	623.5%	-87.9%
Cost of sales	(39,218)	(5,240)	(42,728)	648.4%	-87.7%
Gross profit	3,316	639	5,850	418.9%	-89.1%
Gross profit margin (%)	7.8%	10.9%	12.0%	-3.1pp	-1.2pp
Sales commission expenses	(3,678)	(402)	(2,871)	814.9%	-86.0%
Sales profit by segment	(362)	237	2,979	-257.7%	-92.0%
Sales profit margin (%)	-0.9%	4.0%	6.1%	-4.9	-2.1pp
Sightseeing tours by coach					
Sales	72	59	1,646	22.0%	-96.4%
Cost of sales	(76)	(40)	(1,329)	90.0%	-97.0%
Gross profit	(4)	19	317	-121.1%	-94.0%
Gross profit margin (%)	-5.6%	32.2%	19.3%	-37.8%	12.9pp
Sales commission expenses	(2)	(3)	(72)	-33.3%	-95.8%
Sales profit by segment	(6)	16	245	-137.5%	-93.5%
Sales profit margin (%)	-8.3%	27.1%	14.9%	-35.5%	12.2pp
Sightseeing tours by plane					
Sales	120	33	505	263.6%	-93.5%
Cost of sales	(102)	(39)	(402)	161.5%	-90.3%
Gross profit	18	(6)	103	-	-105.8%
Gross profit margin (%)	15.0%	-18.2%	20.4%	33.2pp	-38.6pp
Sales commission expenses	(5)	(1)	(27)	400.0%	-96.3%
Sales profit by segment	13	(7)	76	-285.7%	-109.2%
Sales profit margin (%)	10.8%	-21.2%	15.0%	32.0pp	-36.3pp
Other products					
Sales	2,889	1,107	5,582	161.0%	-80.2%
Cost of sales	(2,878)	(991)	(5,754)	190.4%	-82.8%
Gross profit	11	116	(172)	-90.5%	-
Gross profit margin (%)	0.4%	10.5%	-3.1%	-10.1pp	13.6pp
Sales commission expenses	-	-	-	-	-
Sales profit by segment	11	116	(172)	-90.5%	-
Sales profit margin (%)	0.4%	10.5%	-3.1%	-10.1pp	13.6pp

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 2021	9M 2020	9M 2019	Change 21/20	Change 20/19
Flight package tours					
Sales	69,054	25,880	121,417	166.8%	-78.7%
Cost of sales	(60,691)	(23,132)	(105,903)	162.4%	-78.2%
Gross profit	8,363	2,748	15,514	204.3%	-82.3%
Gross profit margin (%)	12.1%	10.6%	12.8%	1.5pp	-2.2pp
Sales commission expenses	(5,295)	(1,602)	(7,164)	230.5%	-77.6%
Sales profit by segment	3,068	1,146	8,350	167.7%	-86.3%
Sales profit margin (%)	4.4%	4.4%	6.9%	-	-2.4pp
Sightseeing tours by coach					
Sales	72	88	2,954	-18.2%	-97.0%
Cost of sales	(76)	(72)	(2,419)	5.6%	-97.0%
Gross profit	(4)	16	535	-125.0%	-97.0%
Gross profit margin (%)	-5.6%	18.2%	18.1%	-23.7pp	0.1pp
Sales commission expenses	(2)	(4)	(130)	-50.0%	-96.9%
Sales profit by segment	(6)	12	405	-150.0%	-97.0%
Sales profit margin (%)	-8.3%	13.6%	13.7%	-22.0pp	-0.1pp
Sightseeing tours by plane					
Sales	120	251	1,319	-52.2%	-81.0%
Cost of sales	(102)	(224)	(1,057)	-54.5%	-78.8%
Gross profit	18	27	262	-33.3%	-89.7%
Gross profit margin (%)	15.0%	10.8%	19.9%	4.2pp	-9.1pp
Sales commission expenses	(5)	(13)	(70)	-61.5%	-81.4%
Sales profit by segment	13	14	192	-7.1%	-92.7%
Sales profit margin (%)	10.8%	5.6%	14.6%	5.2pp	-9.0pp
Other products					
Sales	5,483	4,335	13,881	26.5%	-68.8%
Cost of sales	(5,355)	(3,697)	(14,034)	44.8%	-73.7%
Gross profit	128	638	(153)	-79.9%	-
Gross profit margin (%)	2.3%	14.7%	-1.1%	-12.4pp	15.8pp
Sales commission expenses	-	-	-	-	-
Sales profit by segment	128	638	(153)	-79.9%	-
Sales profit margin (%)	2.3%	14.7%	-1.1%	-12.4pp	15.8pp

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 2021, the company's websites were visited by 1.9 million unique visitors, the same as in the nine-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:

	Q3 2021, %	Q3 2020, %	Q3 2019, %	Change 21/20	Change 20/19
Travel agencies	67.8	72.8	70.8	-5.1pp	+2.0 pp
Own retail	10.8	11.7	10.7	-0.9pp	+1.0 pp
Web sales	18.9	13.3	15.6	+5.5pp	-2.3 pp
GDS	2.5	2.2	2.9	+0.3pp	-0.7 pp
Total	100.0	100.0	100.0		

	9M 2021, %	9M 2020, %	9M 2019, %	Change 21/20	Change 20/19
Travel agencies	68.7	74.3	71.9	-5.7pp	+2.6 pp
Own retail	11.0	11.5	11.3	-0.5pp	+0.2 pp
Web sales	17.5	13.0	14.8	+4.5pp	-1.8 pp
GDS	2.8	1.2	2.1	+1.7pp	-0.9 pp
Total	100.00	100.0	100.0		

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

	Q3 2021	Q3 2020	Q3 2019	Change, % 21/20	Change, % 20/19
Lithuania	39.5	4.7	49.8	+742.5	-90.6
Latvia	13.8	1.1	23.7	+1,191.0	-95.5
Estonia	24.2	5.5	26.2	+341.9	-79.1
Other	-	-	1.1	-	-100.0
Total	77.5	11.3	100.9	+590.2	-88.9

	9M 2021	9M 2020	9M 2019	Change, % 21/20	Change, % 20/19
Lithuania	63.6	17.3	121.5	+266.8	-85.7
Latvia	21.1	8.3	50.7	+154.0	-83.6
Estonia	38.9	16.8	63.4	+133.4	-73.9
Other	-	-	1.9	-	-93.3
Total	123.6	42.4	237.9	+191.2	-82.2

The company's main product during the 9 months of 2021 remained packaged tours. Number of clients served by product category (in thousands of clients):

	Q3 2021	Q3 2020	Q3 2019	Change, % 21/20	Change, % 20/19
Flight package tours	60.2	8.7	76.3	+588.4	-88.6
Sightseeing tours by coach	0.2	0.3	4.4	-21.7	-93.7
Sightseeing tours by plane	0.1	-	0.5	-	-100.0
Other sales (separate flight and hotel services)	17.0	2.2	19.7	+667.6	-88.7
Total	77.5	11.2	100.9	+590.2	-88.9

	9M 2021	9M 2020	9M 2019	Change, % 21/20	Change, % 20/19
Flight package tours	95.1	35.1	192.5	+171.1	-81.8
Sightseeing tours by coach	0.2	0.5	8.7	-53.4	-94.7
Sightseeing tours by plane	0.1	0.2	1.4	-39.0	-85.4
Other sales (separate flight and hotel services)	28.2	6.7	35.2	+321.2	-81.1
Total	123.6	42.5	237.9	+191.2	-82.2

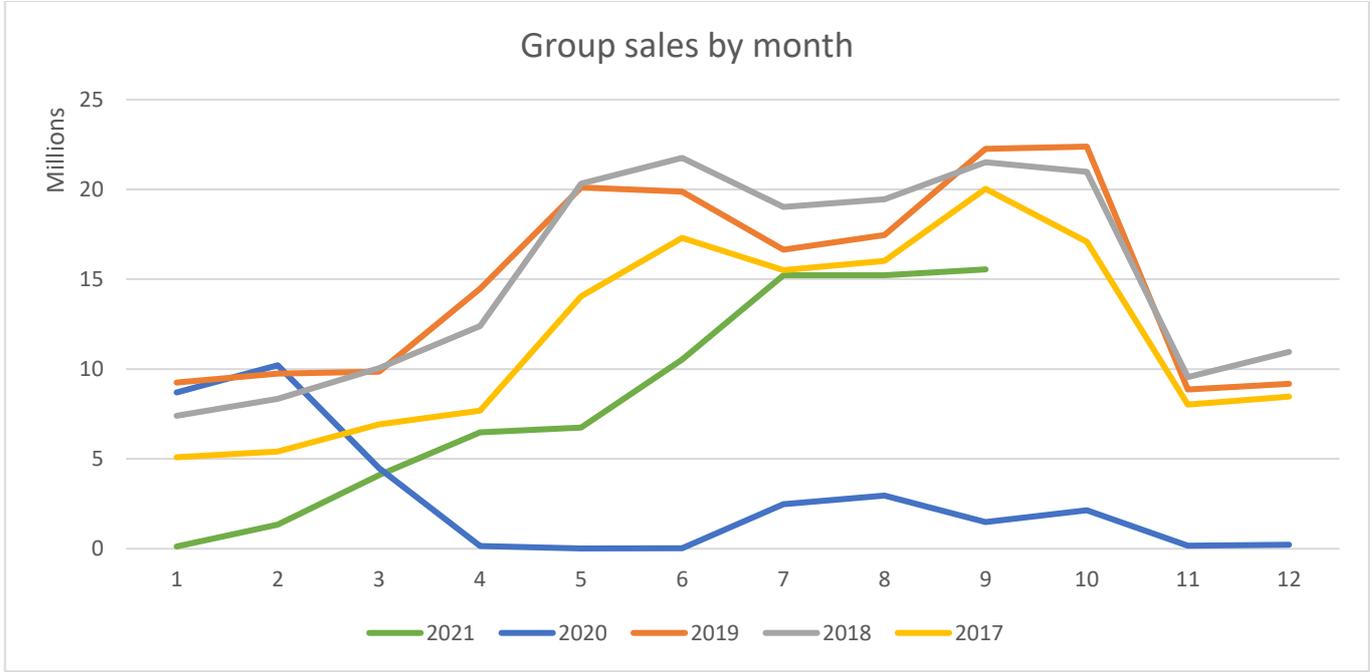
Turkey, Greece holds main positions in 9M of 2021. Bulgaria and Egypt joined the list of demanded holiday destination for summer and winter seasons, respectively. During the Q3 sales to Turkey, Greece and Bulgaria reached 86% of share in charters travel revenues. Due to pandemic, the company has not operated flights to skiing destinations and long-haul destinations selection was very limited in 2021.

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

	Q3 2021, %	Q3 2020, %	Q3 2019, %	Change 21/20	Change 20/19
Turkey	41.9	-	47.6	+41.9	-47.6
Greece	30.3	61.9	18.1	-31.6	+43.8
Egypt	0.4	-	2.8	+0.4	-2.8
Bulgaria	13.7	2.4	17.2	+11.3	-14.8
Spain (including Canary Islands)	-	-	3.0	-	-3.0
Skiing	-	-	-	-	-
Long haul	-	-	0.1	-	-0.1
Other destinations	13.3	35.7	11.2	-22.4	+24.5
Total	100.0	100.0	100.0	-	-

	9M 2021, %	9M 2020, %	9M 2019, %	Change 21/20	Change 20/19
Turkey	39.9	-	40.7	+39.9	-40.7
Greece	25.5	14.7	13.1	+10.8	+1.6
Egypt	9.7	38.4	16.2	-28.7	+22.2
Bulgaria	10.1	0.6	9.7	+9.5	-9.1
Spain (including Canary Islands)	5.2	10.7	5.0	-5.5	+5.7
Skiing	-	9.2	2.5	-9.2	+6.7
Long haul	0.2	13.0	3.1	-12.8	+9.9
Other destinations	9.4	13.4	9.7	-4.0	+3.7
Total	100.0	100.0	100.0	+39.9	-40.7

Group monthly sales seasonality was as follows:



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 30th 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 30th of September 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
Janek Pohla	Member of the Board	Member of the Board of the Estonian Chamber of Commerce and Industry; Tahe Outdoors, OU – member of Management Board; Rendez Vous, OU – member of Management Board and sole owner	687,000	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 30th of September 2020:

Name	Position within the Company	Number of shares held in the Company
Audronė Keinytė	CEO	-
Olga Belova	CMO	-
Ieva Galvydienė	CCO	-

Share capital and shareholders

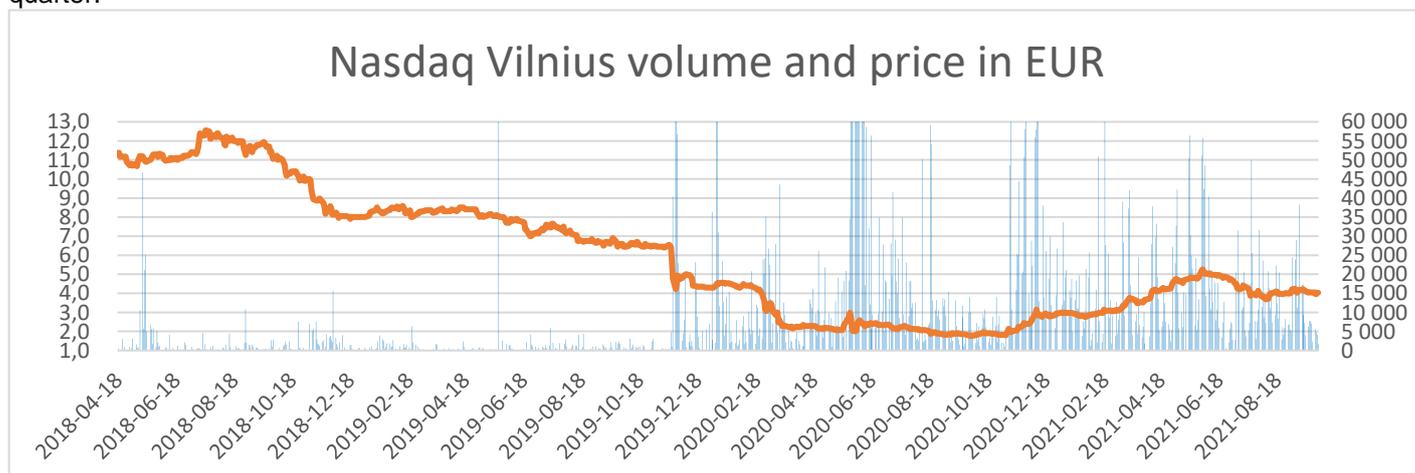
The Company's share capital is EUR 234.210. It consists of 7.807.000 ordinary registered shares with a nominal value of EUR 0.03. The number of shares of the Company that grant votes in the General Meeting of Shareholders is 7.807.000.

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 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

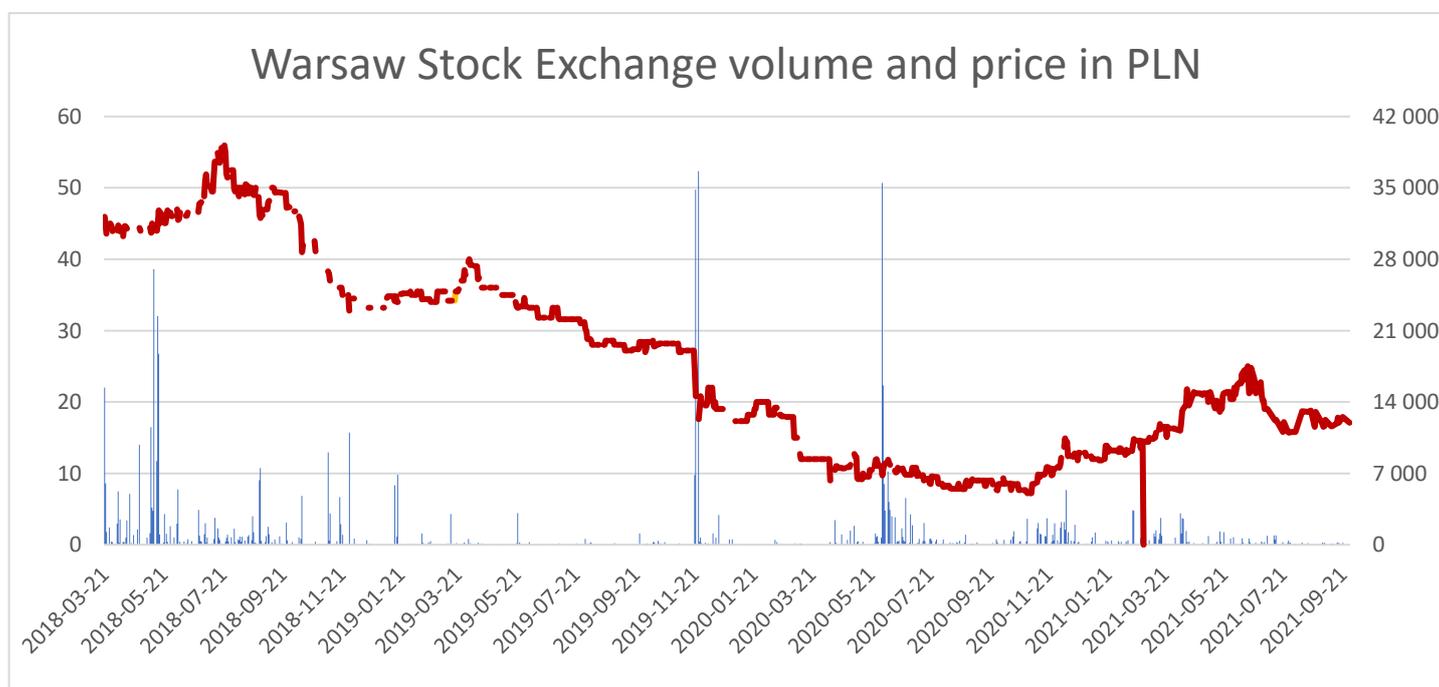
As of 30 September 2021, the company's market capitalization was EUR 31.2 million and decreased by 17.5% during the third quarter.



Information about trading in AB Novaturas shares from 21 March 2018 to 30 September 2021 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

As of 30 September 2021, the company's market capitalization was PLN 133.5 million and, calculated in PLN, and during the third quarter decreased by 18.13%.



Shareholders holding at least 5% of share capital and votes as of 30 September 2021:

Name of the shareholder	Number of shares	Share of authorized capital and total number of votes
Moonrider OU	780,000	9.99
ME Investicija	779,900	9.99
Ugnius Radvila	740,702	9.49
Rendez Vous OU	687,000	8.80
Rytis Šūmakaris	535,278	6.86
Vidas Paliūnas	535,278	6.86
Others (free float)	3,748,842	48.02
Total	7,807,000	100,00%

Consolidated statements of comprehensive income

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

	Q3 2021	Q3 2020	Q3 2019	Change, % 21/20	Change, % 20/19
Sales	45,615	7,078	56,311	544.5	-87.4
Cost of sales	(42,274)	(6,310)	(50,213)	570.0	-87.4
Gross profit	3,341	768	6,098	335.0	-87.4
Sales and marketing expenses	(3,271)	(998)	(3,991)	227.8	-75.0
General and administrative expenses	(476)	(577)	(917)	-17.5	-37.1
Other operating income	555	5	1	-	-
Other operating (expenses)	-	-	-	-	-
Profit from operations	149	(802)	1,191	-	-
Finance income	436	48	100	808.3	-
Finance (expenses)	(504)	(885)	(259)	-43.1	-
Profit before tax	81	(1,639)	1,032	-	-
Income tax (expense)	(105)	189	(128)	-	-
Net profit	(24)	(1,450)	904	-98.3	-
Other comprehensive income to be reclassified to profit or loss in subsequent periods					
Result of changes in cash flow hedge reserve	13	467	70	-97.2	-
Impact of income tax	(2)	(69)	(10)	-	-
Total comprehensive income for the year	(13)	(1,052)	964	-98.8	-
Net profit attributable to:					
The shareholders of the Company	(24)	(1,450)	904	-98.3	-
Non-controlling interests	-	-	-	-	-
	(24)	(1,450)	904	-98.3	-
Total comprehensive income attributable to:					
The shareholders of the Company	(13)	(1,052)	964	-98.8	-
Non-controlling interests	-	-	-	-	-
	(13)	(1,052)	964	-98.8	-
Earnings per share (EPS) for continuing operations:					
Basic and diluted, profit for the year attributable to ordinary equity holders of the parent (in EUR)	0.00	(0.19)	0.12	-	-

Consolidated statements of comprehensive income

	9M 2021	9M 2020	9M 2019	Change, % 21/20	Change, % 20/19
Sales	74,729	30,554	139,571	144.6	-78.1
Cost of sales	(66,224)	(27,125)	(123,413)	144.1	-78.0
Gross profit	8,505	3,429	16,158	148.0	-78.8
Sales and marketing expenses	(5,887)	(3,452)	(10,357)	70.5	-66.7
General and administrative expenses	(1,446)	(1,747)	(3,012)	-17.2	-42.0
Other operating income	685	1	2	+99.85	-
Other operating (expenses)	(1)	(1)	(2)	-	-
Profit from operations	1,856	(1,770)	2,789	-	-
Finance income	716	580	370	23.4	-
Finance (expenses)	(1,461)	(2,925)	(848)	-50.1	-
Profit before tax	1,111	(4,115)	2,311	-	-
Income tax (expense)	(15)	421	(970)	-	-
Net profit	1,096	(3,694)	1,341	-	-
Other comprehensive income to be reclassified to profit or loss in subsequent periods					
Result of changes in cash flow hedge reserve	482	(1,188)	1,295	-	-
Impact of income tax	(72)	179	(194)	-	-
Total comprehensive income for the year	1,506	(4,703)	2,442	-	-
Net profit attributable to:					
The shareholders of the Company	1,096	(3,694)	1,341	-	-
Non-controlling interests	-	-	-	-	-
	1,096	(3,694)	1,341	-	-
Total comprehensive income attributable to:					
The shareholders of the Company	1,506	(4,703)	2,442	-	-
Non-controlling interests	-	-	-	-	-
	1,506	(4,703)	2,442	-	-
Earnings per share (EPS) for continuing operations:					
Basic and diluted, profit for the year attributable to ordinary equity holders of the parent (in EUR)	0.14	(0.47)	0.17	-	-

Consolidated statements of financial position

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

	30 September 2021	30 September 2020	30 September 2019
ASSETS			
Non-current assets			
Goodwill	30,281	30,327	30,327
Other intangible assets	144	248	290
Property, plant and equipment	78	208	231
Right-of-use assets	219	562	-
Long term receivables	48	220	222
Deferred income tax asset	868	30	7
Total non-current assets	31,638	31,595	31,077
Current assets			
Inventories	2	4	4
Prepayments and deferred expenses	3,455	8,973	6,295
Trade accounts receivable	269	652	929
Prepaid income tax	70	175	177
Other receivables	195	874	1,176
Other current financial assets	-	261	-
Restricted cash	2,200	2,300	3,200
Cash and cash equivalents	18,641	4,554	13,108
Total current assets	24,832	17,793	24,889
Total assets	56,470	49,388	55,966
EQUITY AND LIABILITIES			
Equity			
Share capital	234	234	234
Cash flow hedge reserve	(11)	222	(251)
Legal reserve	29	29	29
Foreign currency translation reserve	145	145	145
Retained earnings	14,870	19,524	16,651
Total equity	15,267	20,154	16,808
Liabilities			
Non-current liabilities			
Non-current borrowings	5,240	4,000	6,000
Other non-current liabilities	10,584	-	-
Deferred income tax liabilities	-	-	3,204
Non-current lease liabilities	83	360	-
Total non-current liabilities	15,907	4,360	9,204
Current liabilities			
Current portion of non-current borrowings	1,360	2,000	750
Current borrowings	3,044	-	-
Trade payables	6,634	4,173	5,872
Advances received	13,075	14,997	22,337
Income tax payable	-	1,253	74
Other current liabilities and accrued expenses	1,024	2,235	921
Lease liabilities	148	216	-
Other current financial liabilities	11	-	-
Total current liabilities	25,296	24,874	29,954
Total equity and liabilities	56,470	49,388	55,966

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
Balance as at 31 December 2019	234	29	222	19 524	145	20,154
Net profit for the year	-	-	-	(5,750)	-	(5,750)
Other comprehensive income	-	-	(643)	-	-	(643)
Total comprehensive income			(643)	(5,750)	-	(6,393)
Balance as at 31 December 2020	234	29	(421)	13,774	145	13,761
Net profit for the year	-	-	-	1,096	-	1,096
Other comprehensive income	-	-	411	-	-	411
Total comprehensive income			411	1,096	-	1,507
Balance as at 30 September 2021	234	29	(11)	14,870	145	15,267

Consolidated statements of cash flow

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

	9M 2021	9M 2020	9M 2019
Cash flows from (to) operating activities			
Net profit	1,096	(3,694)	1,341
Adjustments for non-cash items:			
Depreciation and amortization	124	189	226
Change in deferred income tax	-	-	423
Current income tax expenses	-	-	970
Elimination of financial, investment and other non-cash activity results	1,239	(416)	1,576
	2,459	(3,921)	4,536
Changes in working capital:			
Decrease in inventories	-	2	(1)
(Increase) decrease in trade receivables	(125)	123	(232)
(Increase) decrease in other receivables	(11)	330	852
(Increase) decrease in prepayments and deferred expenses	4,357	576	2,409
Increase (decrease) in trade payables	4,673	(2,397)	1,261
Increase in advances received	2,199	(1,809)	8,078
Income tax paid	79	(721)	(978)
Increase (decrease) in other accounts payable and accrued expenses	(638)	(217)	(2,872)
Net cash flows from operating activities	12,993	(8,034)	13,053
Cash flows from (to) investing activities			
(Acquisition) of non-current assets (except investments)	(63)	(19)	(64)
Proceeds from sale of non-current assets (except investments)	-	5	36
Net cash flows (to) investing activities	(63)	(14)	(28)
Cash flows from financing activities			
Loans received	15,082	14,997	8,000
(Repayment) of loans	(11,707)	(4,450)	(9,250)
Interest (paid)	(829)	(594)	(370)
Net cash flows (to) financing activities	2,546	9,953	(1,620)
Net increase (decrease) in cash flows	15,476	1,905	11,405
Cash and cash equivalents at the beginning of the year	5,365	6,854	4,903
Cash and cash equivalents at the end of period	20,841	8,759	16,308

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 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

	Q3 2021	Q3 2020	Q3 2019	Change, % 21/20	Change, % 20/19
Commissions	2,520	406	2,970	+520.7	-86.3
Salaries and related taxes	499	409	621	+22.0	-34.2
Advertising and marketing expenses	172	98	284	+75.5	-65.4
Rent and maintenance expenses	45	54	58	-16.7	-6.1
Depreciation and amortization	7	8	6	-12.5	+38.0
Business trips expenses	10	1	4	+900.0	-76.9
Communication expenses	8	7	9	+14.3	-17.7
Transportation expenses	5	5	12	-	-58.6
Representation expenses	1	-	12	-	-
Training expenses	-	-	-	-	-
Other	4	10	16	-60.0	-37.9
Total:	3,271	998	3,991	+227.8	-75.0

	9M 2021	9M 2020	9M 2019	Change, % 21/20	Change, % 20/19
Commissions	4,137	1,619	7,364	+155.5	-78.0
Salaries and related taxes	1,199	1,165	1,826	+2.9	-36.2
Advertising and marketing expenses	345	410	797	-15.9	-48.6
Rent and maintenance expenses	120	155	168	-22.6	-7.7
Depreciation and amortization	23	27	15	-14.8	+80.0
Business trips expenses	12	9	25	+33.3	-64.0
Communication expenses	26	21	32	+23.8	-34.4
Transportation expenses	13	16	29	-18.8	-44.8
Representation expenses	1	8	49	-87.5	-83.7
Training expenses	-	1	-	-	-50.0
Other	11	21	50	-47.6	-58.0
Total:	5,887	3,452	10,357	+70.5	-66.7

General and administrative expenses

	Q3 2021	Q3 2020	Q3 2019	Change, % 21/20	Change, % 20/19
Salaries and related taxes	319	297	489	+7.4	-39.2
Rent and maintenance expenses	20	24	25	-16.7	-4.0
Depreciation and amortization	33	53	88	-37.7	-40.1
Business trips expenses	4	-	23	-	-100.0
Communication expenses	6	6	10	-	-40.3
Consulting expenses	25	44	24	-43.2	+84.2
Transportation expenses	6	8	10	-25.0	-16.1
Representation expenses	7	6	30	+16.7	-80.2
Bad debt expenses	-	-	4	-	-
Training expenses	1	-	6	-	-
Other	55	139	209	-60.4	-33.5
Total:	476	577	917	-17.5	-37.1

	9M 2021	9M 2020	9M 2019	Change, % 21/20	Change, % 20/19
Salaries and related taxes	706	843	1,573	-16.3	-46.4
Rent and maintenance expenses	55	65	92	-15.4	-29.3
Depreciation and amortization	101	163	211	-38.0	-22.7
Business trips expenses	5	8	65	-37.5	-87.7
Communication expenses	16	17	29	-5.9	-41.4
Consulting expenses	109	137	149	-20.4	-8.1
Transportation expenses	20	24	33	-16.7	-27.3
Representation expenses	12	20	75	-40.0	-73.3
Bad debt expenses	-	-	30	-	-
Training expenses	7	6	16	+16.7	-62.5
Other	415	464	739	-10.6	-37.2
Total:	1,446	1,747	3,012	-17.2	-42.0

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). In the nine-months of 2020, the Company incurred one-off expenses related to legal cases (EUR 33,000) and headcount decrease (EUR 42,000).

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):

	Q3 2021	Q3 2020	Q3 2019	Change 21/20	Change 20/19
Result of closed hedging contracts already reflected in the period statement of comprehensive income	(4)	(640)	(239)	634	(401)

	9M 2021	9M 2020	9M 2019	Change 21/20	Change 20/19
Result of closed hedging contracts already reflected in the period statement of comprehensive income	(176)	(1,698)	(462)	(1,522)	(1,236)

	30 September 2021	30 September 2020	30 September 2019
Market value of existing hedges at the end of the period	(13)	(927)	(295)

Ineffective result of closed hedging contracts for the 2nd and 3rd quarters is reflected under financing activities in statement of comprehensive income.

Borrowings and off-balance sheet commitments

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

	30 Sep 2021	30 Sep 2020	30 Sep 2019
Long term borrowings			
AB Luminor Bank loan, annual interest rate of 3-month EURIBOR + 3.8%	-	6,000	6,750
AB Luminor Bank loan, annual interest rate of 3-month EURIBOR + 3.0%	5,000	4,826	-
UAB „Investicijų ir verslo garantijos“ ,loan , annual interest rate – 1,69%	2,326	1,000	-
Altum loan, annual interest rate 2.9%	720	1,000	-
Komanditinė ūkinė bendrija „Pagalbos verslui fondas“ paprastosios obligacijos, annual interest rate 8,0%. – 10,5%	5,000	-	-
Komanditinė ūkinė bendrija „Pagalbos verslui fondas“ konvertuojamosios obligacijos, annual interest rate 9,5% – 12,0%	2,500	-	-
Tax loans	1,638	-	-
Total non-current borrowings	17,184	12,826	6,750
Current portion of non-current borrowings	(1,361)	(2,086)	(750)
	15,824	10,740	6,000
Current borrowings			
AB Luminor Bank loan, annual interest rate of 3-month EURIBOR + 3.8%	3,044	3,550	-
Total current borrowings	3,044	3,550	-

Off-balance sheet commitments:

	Total Limit at 30 September 2021	Used limit at 30 Septemebr 2021
Bank guarantees		
AB Luminor Bank annual interest rate of 3-month EURIBOR + 1.7%	11,000	11,000

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

As of September 30, 2021, additional guarantees were issued for EUR 2,000 thousand by depositing funds with a bank.

Related party transactions

During the nine-month period ended 30 September 2021, total payments of EUR 84,000 (of which EUR 29,00 during the third quarter) were 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, Audronė Keinytė, 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 nine-month period ended 30 September 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.

Audronė Keinytė
CEO

Giedrius Ribakovas
Head of Finance