



# Presentation of 12M 2022:

Navigating Recovery and Uncertainty:  
2022 Recap and 2023 Outlook

27 February 2023

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## Key financials & significant events

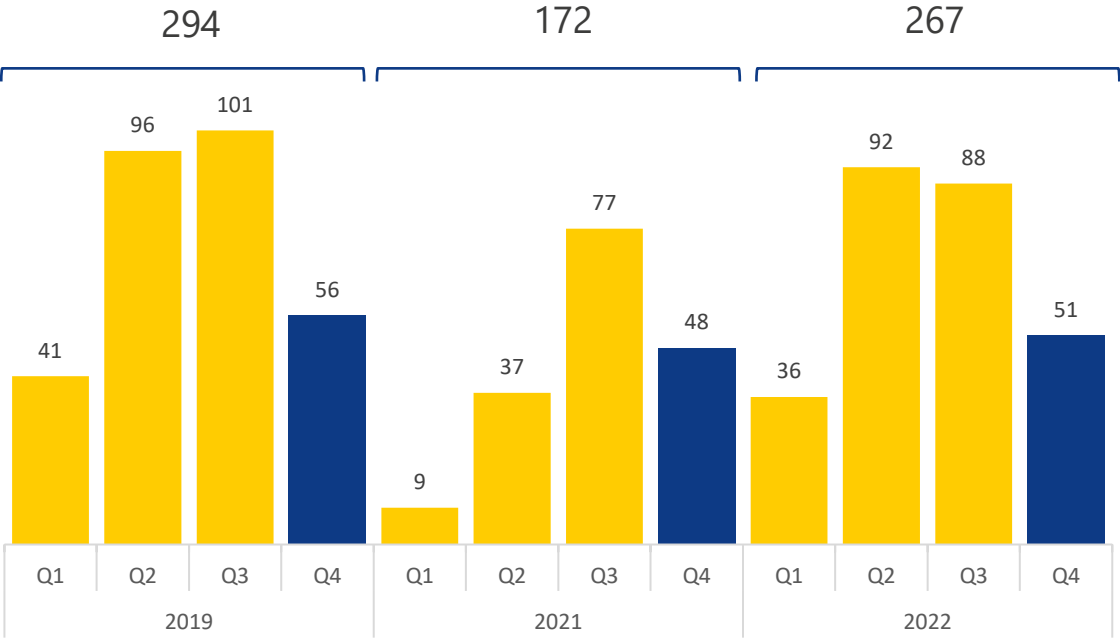
	Q4 2019	Q4 2021	Q4 2022	12M 2019	12M 20 21	12M 2022
Sales, k EUR	40 152	34 266	<b>41 656</b>	179 723	108 995	<b>196 963</b>
Gross profit, k EUR	5 726	4 984	<b>4 064</b>	21 884	13 489	<b>19 339</b>
EBITDA, k EUR	1 248	572	<b>(309)</b>	4 263	2 552	<b>1 048</b>
Net profit, k EUR	2 873	(187)	<b>(497)</b>	4 214	909	<b>(221)</b>
Gross profit margin	14,3%	12,3%	<b>9,8%</b>	12,2%	12,4%	<b>9,8%</b>
EBITDA margin	3,1%	1,7%	<b>-0,7%</b>	2,4%	2,3%	<b>0,5%</b>
Net profit margin	7,2%	-0,5%	<b>-1,2%</b>	2,3%	0,8%	<b>-0,1%</b>
Pax, k	56	48	<b>51</b>	294	172	<b>267</b>
Load factor	98%	94%	<b>96%</b>	98%	93%	<b>94%</b>
Sales profit, EUR/PAX	59	47	<b>24</b>	41	42	<b>30</b>

- This month Novaturas was recognised by Nasdaq for excellence in overcoming challenges and won the “The Challenge of the Year” award.
- Resilience, adaptivity and fast paced recovery was demonstrated in 2022 – after a challenging H1 due to a sharp increase in jet fuel prices, EBITDA was negative (EUR - 0.8 million), yet Novaturas managed to overcome uncertainties and closed the year with positive EUR 1 million EBITDA and almost neutralised EUR 1.7 million loss from H1 (final net loss of 2022 – EUR 0.2 million).
- According to IFRS 15, the profit of EUR 670K from 2022 December was moved to 2023 January (last year it was EUR 300K), thus IFRS 15 adjustment gave a negative impact of EUR 370K on profitability during Q4 of 2022 compared to Q4 of the previous year.
- In 2022, Novaturas Group served 267K passengers and significantly reduced the gap compared to 2018 and 2019, when a record number of passengers were served.
- Compared to 2021, the number of customers increased by more than 50%. As it continues its steady rise, we aim to continue to deliver a balanced travel programme – to ensure a supply that organically matches demand and responds effectively to changes in the competitive environment.
- In 2022, 4 main tour operators were active in the Baltic market: Novaturas, Tez Tour, Coral Travel and Join UP!. A tour operator from Ukraine, Join UP!, entered the Baltic market in April 2022 and has been gradually increasing its capacity.
- Despite that, Novaturas maintained its leading position in the Baltic market and even increased the gap with the nearest competitor in terms of market share.
- In October, Novaturas launched early bookings for the 2023 summer season. A wide selection of destinations, the lowest price guarantee (unique in the market) and an exceptional extra services offering during the early booking period allowed to generate significantly more early bookings than in the same period in 2021.
- Additionally, the tourism fairs traditionally held in Lithuania, Latvia and Estonia from the end of January to mid-February have been very successful for Novaturas Group this year, as sales at the fairs are up by almost 40% compared to last year and more than 20% higher than in 2019.

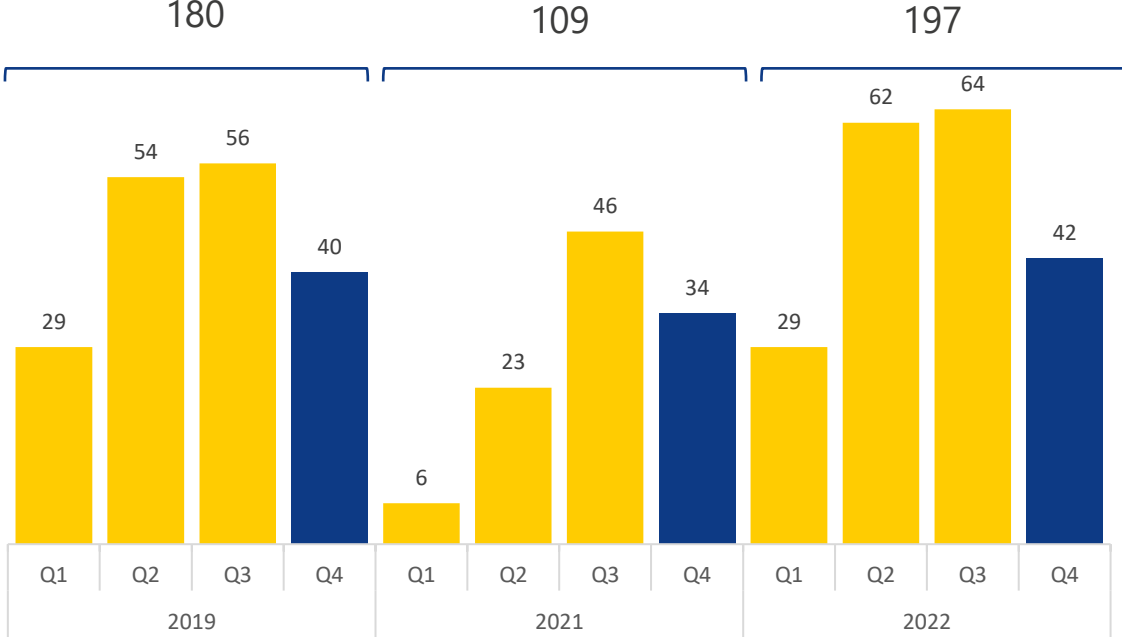
# 12M 2022 Revenues & seat supply

In terms of generated revenues, we have generated revenue of EUR 197K in 2022, surpassing both our 2021 revenue of EUR 109K and our pre-pandemic revenue of EUR 180K in 2019. In 2022, we had 267K travelers, compared to 172K in 2021, an increase of approximately 55%. Although we did not reach the record numbers of 2019, when we had 294K passengers, the growth we have achieved in 2022 is a positive sign for our company. This increase in passenger numbers is a clear indication of the recovery of the travel industry, and we are thrilled to be a part of it. We are confident that this positive trend will continue in the coming years.

**Number of PAX sold (k)**

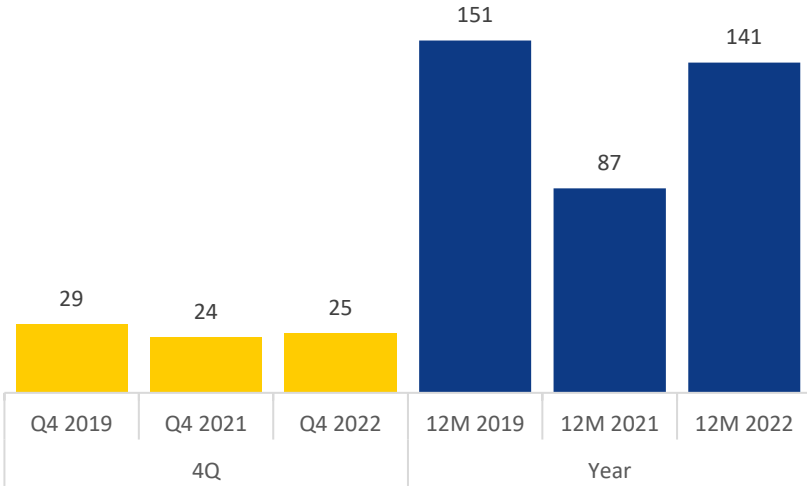


**Revenue (EUR m)**

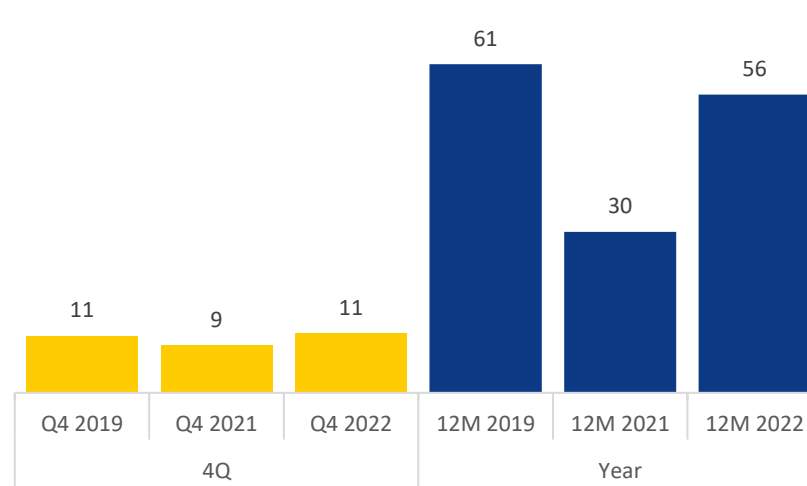


# 12M 2022 Number of travelers by country

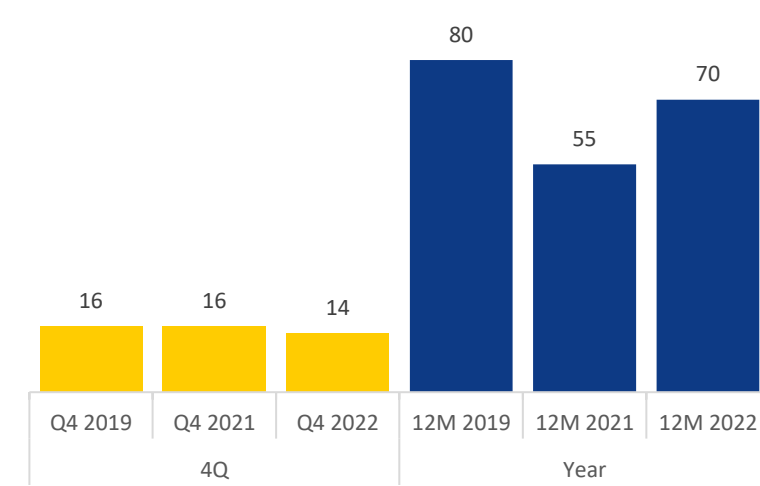
Lithuania



Latvia



Estonia



Lithuania, Estonia, and Latvia, demonstrated a strong recovery in our company's performance. In Lithuania, we have recorded a total of 141K travelers using our services in 2022, representing a remarkable 62% increase compared to 87K in 2021. While we have yet to reach the levels of 151K travelers in 2019, we are optimistic about our future prospects in Lithuania. In Estonia, we have recorded a total of 70K travelers using our services in 2022, representing a solid 27% increase compared to 55K in 2021. While we are still below the levels of 80K travelers in 2019, we are confident in our ability to sustain this positive momentum. In Latvia, we have recorded a total of 56K travelers using our services in 2022, representing a staggering 87% improvement compared to 30K in 2021.

In 2022 Q4, 4 main tour operators were active in Baltic market: Novaturas, Tez tour, Coral travel and Join UP. Although we faced new competition in the market, we are proud to report that our customer base has remained strong. While our 2019 passenger numbers were 294K, we experienced a slight decrease to 172K passengers in 2021 due to the impact of the COVID-19 pandemic. However, we are pleased to report that in 2022, our passenger numbers rebounded to 267K, closing the gap between 2019 and 2022. In fact, we are proud to share that our competitive position has strengthened, and we have risen even further ahead of our closest competitor.

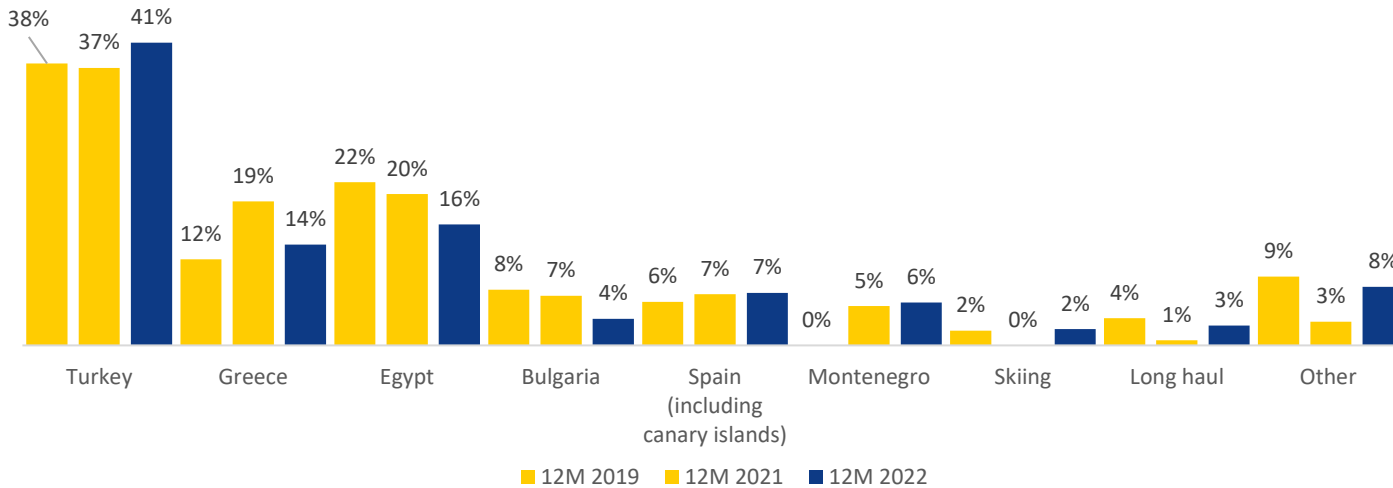


**267 k**, total PAX sold during 12M 2022, (+55% vs y/2021) and (-9.1% vs y/2019)

# 12M 2022 Top destinations

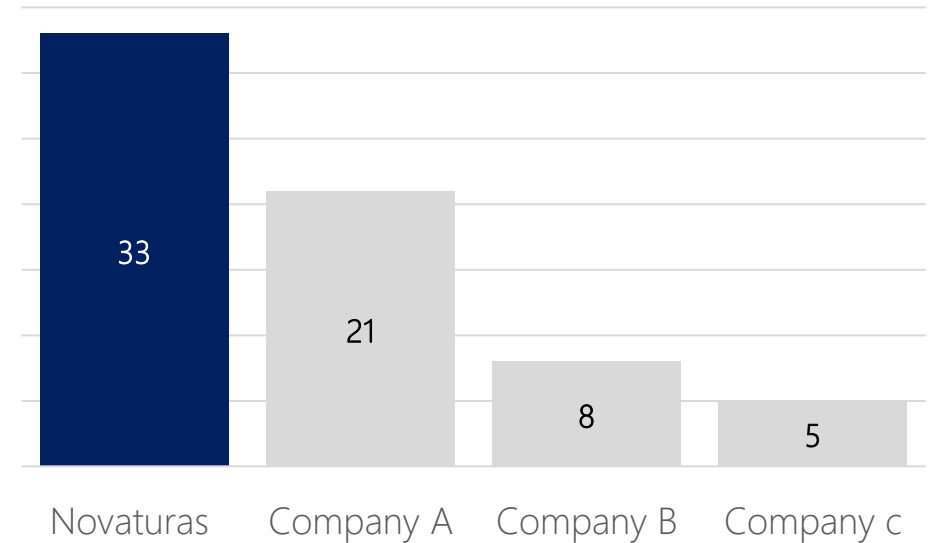
## Sales of flight package tours by destinations

(% share in charter travel revenue by year)



## Novaturas – tour operator with the widest destination portfolio

(number of destination countries)

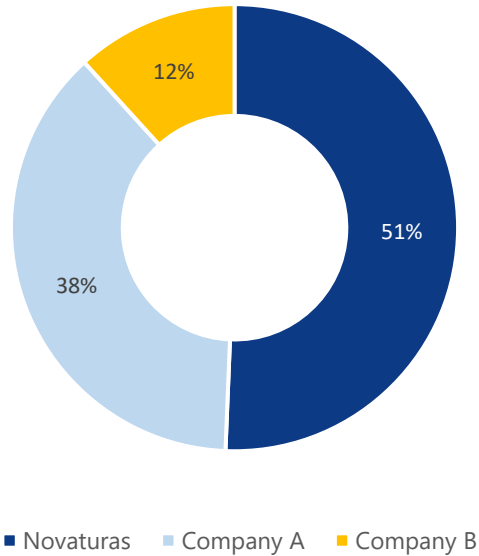


Diversified product & destination portfolio allows the company to be well positioned to withstand any changes in demand for various destinations and other consumer preferences.

Turkey keeps its popularity as one of the best value for money destination. Our company's long haul travel segment experienced a growth of 2 p.p. in 2022, compared to 1% in 2021 and 4% in 2019. This growth demonstrates our commitment to adapting to changing market conditions and meeting the needs of our customers. Relunched Tunisia route has exceeded our expectations by bringing in more than 5K customers in the year of 2022. This is a witness to the strong demand for travel to Tunisia and the quality of our service.

# E-commerce & wide customer base thanks to well-balanced distribution

**Web traffic share of the biggest tour operators' in the Baltics, Q4 2022**

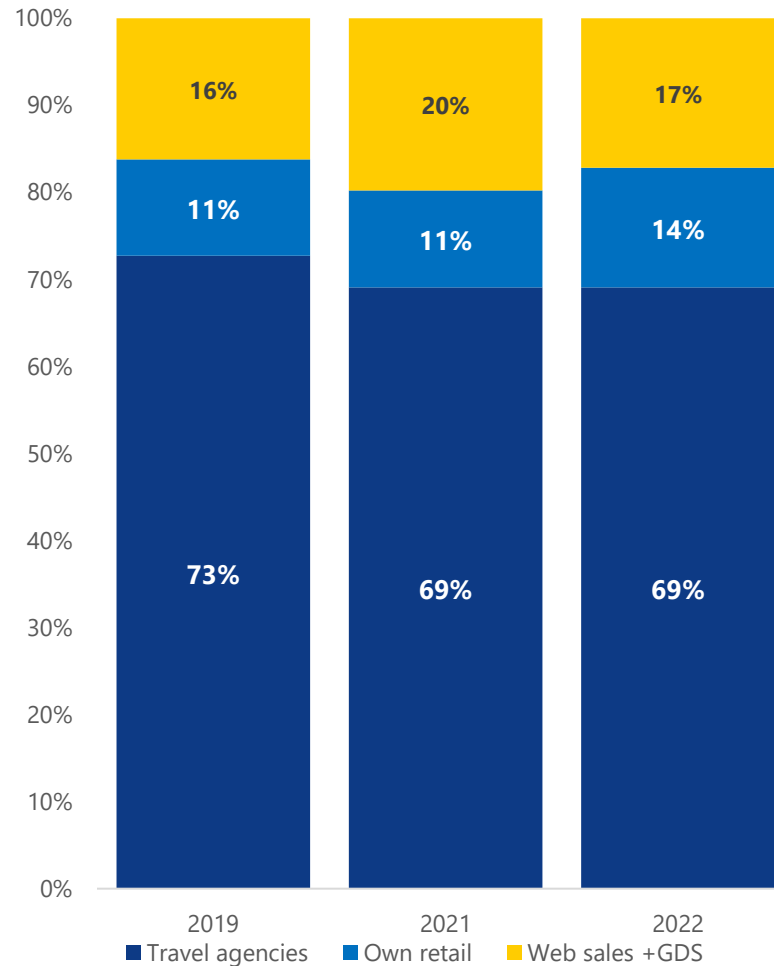


Novaturas is No 1 brand of choice based on the recent share of web traffic in all Baltic countries.

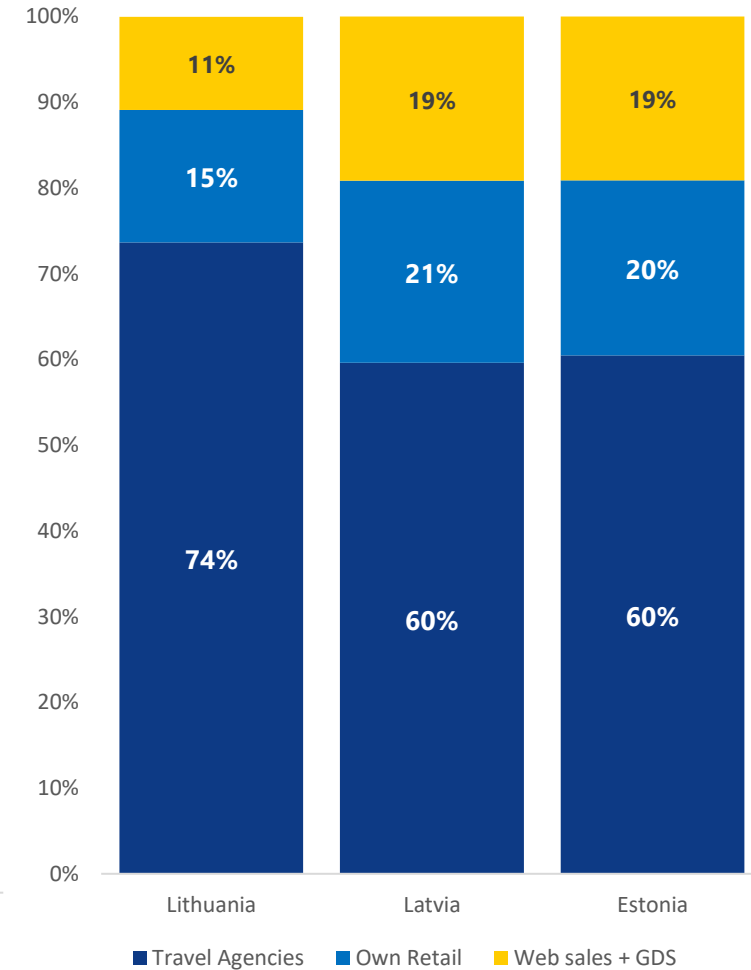
The group constantly develops its e-commerce channel and manages one of the biggest online shops in the Baltics.

During 12M of 2022, the company's websites have been visited by 3.8m unique visitors - 44% more than in 12M 2021 (2.6m unique visitors).

**Novaturas sales by distribution channels**



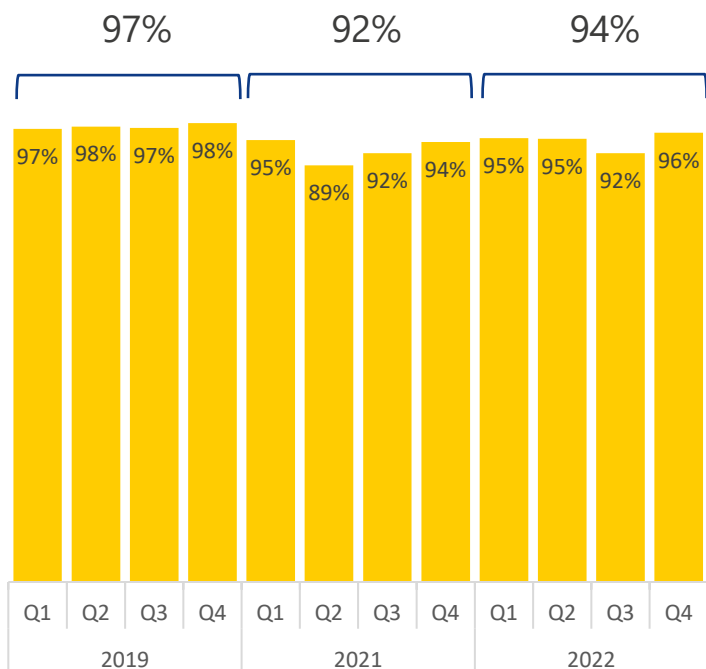
**2022 distribution by country**



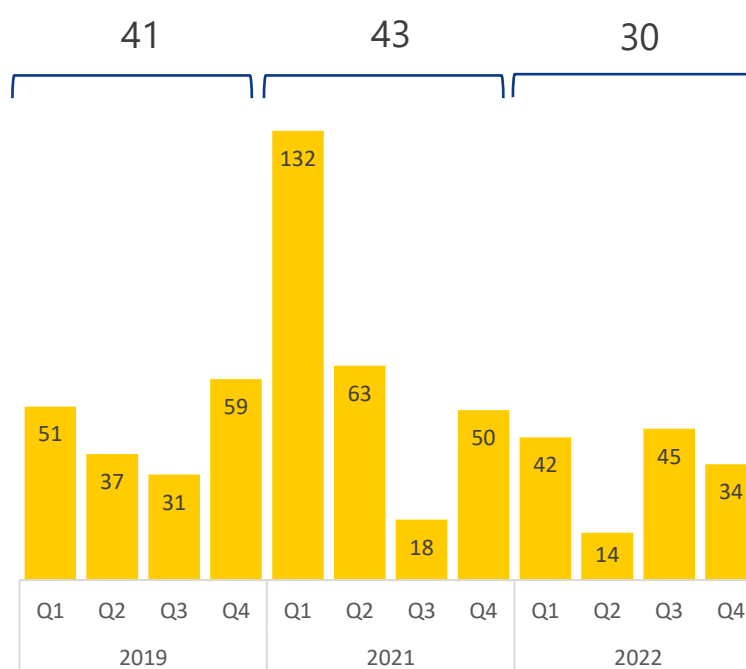
# Efficiency and productivity ratios

Company are pleased with the strong load factor. The decline in sales profit per passenger can be attributed to a variety of factors, including heightened competition, steep increase in fuel costs in H1, the impact of IFRS15 standard influencing some profit to be recognized in 2023 rather than 2022. We recognize these challenges and are actively working to mitigate their impact.

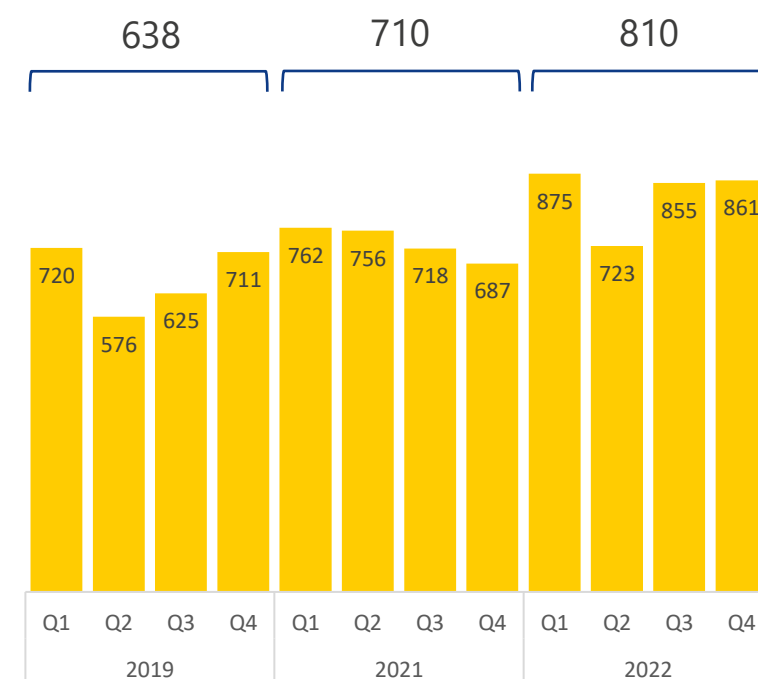
**Load factor (%)**



**Sales profit per PAX\* (EUR)**



**Average package tour price (EUR)**



\*Sales profit = gross/other profit less commission expenses



# Operating expenses under control

Operating expenses (excl. commissions) totaled EUR 7.6m and were by 9.5% lower than the same period in 2019.

Despite the soaring inflation figures in all Baltic countries, operational efficiency enables Novaturas to serve higher number of clients, while maintaining or decreasing general and administrative expenses. The same is applicable to sales and marketing activities which are back on pre-pandemic 2019 levels of approx. EUR 4m.

Operating expenses (EUR 000s)	Q4 2019	Q4 2021	Q4 2022	12M 2019	12M 2021	12M 2022
<b>Total operating expenses</b>	<b>(2,565)</b>	<b>(1,771)</b>	<b>(2,255)</b>	<b>(8,461)</b>	<b>(4,907)</b>	<b>(7,659)</b>
Sales and marketing (excl. commissions)	(1,053)	(929)	(1,237)	(3,960)	(2,679)	(4,362)
General and administrative	(1,512)	(782)	(1,018)	(4,501)	(2,228)	(3,297)
<b>Operating expenses, %</b>	<b>-6.4%</b>	<b>-5.0%</b>	<b>-5.4%</b>	<b>-4.7%</b>	<b>-4.5%</b>	<b>-3.9%</b>
Sales and marketing (excl. commissions)	-2.6%	-2.7%	-3.0%	-2.2%	-2.5%	-2.2%
General and administrative	-3.8%	-2.3%	-2.4%	-2.5%	-2.0%	-1.7%



**EUR 7.6 m**

12M 2022 Operating expenses  
(-9.5% y/2019)

# Forward looking statement for 2023



## Volume

Targeting 270-290 k Passengers in 2023



## Revenue

Targeting 210-225 m EUR Revenue in 2023



## EBITDA

Targeting 3-5 m EUR in 2023



## Net profit

Targeting 1-3 m EUR in 2023

### Tactical objectives

- Maintain the leading position in the market in terms of planned operational capacity, while enhancing new or returning destinations and long-haul holidays.
- Focus on digitalization of services.
- Continue to improve customer experience and adapt and shift customer behaviour towards early bookings and supplementary services.
- Increase profitability with strategically thought-out pricing algorithms and hedging implementation.

novaturas



Q&A session

# Appendices

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# Main ratios

Financial ratios (EUR 000s)	Q4 2022	Q4 2021	Q4 2020	Change % 22/21	Change % 21/20	12M 2022	12M 2021	12M 2020	Change % 22/21	Change % 21/20
<b>Revenue</b>	<b>41,656</b>	<b>34,266</b>	<b>2,340</b>	<b>+21.6%</b>	<b>+1,364.4%</b>	<b>196,963</b>	<b>108,995</b>	<b>32,894</b>	<b>+80.7%</b>	<b>+231.4%</b>
Gross profit	4,064	4,984	166	-18.5%	+2,902.4%	19,339	13,489	3,595	+43.4%	+275.2%
<b>EBITDA</b>	<b>(309)</b>	<b>572</b>	<b>(1,542)</b>			<b>1,048</b>	<b>2,552</b>	<b>(3,123)</b>		
Operating profit (EBIT)	(533)	547	(1,794)			784	2,403	(3,564)		
Profit before tax	(509)	(173)	(2,435)			(219)	938	(6,550)		
<b>Net profit</b>	<b>(497)</b>	<b>(187)</b>	<b>(2,056)</b>			<b>(221)</b>	<b>909</b>	<b>(5,750)</b>		

Relative indicators	Q4 2022	Q4 2021	Q4 2020	Change 22/21	Change 21/20	12M 2022	12M 2021	12M 2020	Change 22/21	Change 21/20
Number of shares <sup>1)</sup>	7,807,000	7,807,000	7,807,000	-	-	7,807,000	7,807,000	7,807,000	-	-
Earnings per share (EUR) <sup>1)</sup>	-0.06	-0.02	-0.17	-0.04	+0.15	-0.03	0.12	-0.64	-0.14	0.76
Gross profit margin (%)	9.8%	14.5%	7.1%	-4.7p	+7.4pp	9.8%	12.4%	11.9%	-2.6pp	+0.5pp
<b>EBITDA margin (%)</b>	<b>-0.7%</b>	<b>1.7%</b>	<b>-38.2%</b>	<b>-2.4pp</b>	<b>+39.9pp</b>	<b>0.5%</b>	<b>2.3%</b>	<b>-7.7%</b>	<b>-1.8pp</b>	<b>+10.0pp</b>
Operating profit (EBIT) margin (%)	-1.3%	1.6%	-40.3%	-2.9pp	+41.9pp	0.4%	2.2%	-8.5%	-1.8pp	+10.7pp
Profit before taxes margin (%)	-1.2%	-0.5%	-63.4%	-0.7pp	+62.9pp	-0.1%	0.9%	-17.3%	-1.0pp	+18.2pp
<b>Net profit margin (%)</b>	<b>-1.2%</b>	<b>-0.5%</b>	<b>-50.8%</b>	<b>-0.7pp</b>	<b>+50.3pp</b>	<b>-0.1%</b>	<b>0.8%</b>	<b>-15.1%</b>	<b>-0.9pp</b>	<b>+15.9pp</b>
Return on assets (ROA) (%)	-0.9%	-0.3%	-2.5%	-0.6pp	+2.2pp	-0.4%	1.7%	-10.1%	-2.1pp	+11.8pp
Return on equity (ROE) (%)	-3.4%	-1.2%	-14.5%	-2.1pp	+13.3pp	-1.5%	6.0%	-41.8%	-7.5pp	+47.8pp
Debt to equity ratio (%)	59.8%	94.9%	119.6%	-35.2pp	-24.7pp	59.8%	94.9%	119.6%	-35.2pp	-24.7pp
Equity ratio (%)	26.6%	33.8%	31.2%	-7.2pp	+2.6pp	26.6%	33.8%	30.9%	-7.2pp	+2.9pp
Effective tax rate (%)	2.4%	-8.1%	19.9%	+10.5pp	-28.0pp	-0.9%	3.1%	13.0%	-4.0pp	-9.9pp
Current ratio	0.73	0.75	0.69	-2.6pp	+6.2pp	0.73	0.75	0.69	-2.6pp	+6.2pp

# Consolidated statements of comprehensive income

EUR 000s	Q4 2022	Q4 2021	Q4 2020	22/21 change %	21/20 change %	12M 2022	12M 2021	12M 2020	22/21 change %	21/20 change %
<b>Sales</b>	<b>41,656</b>	<b>34,266</b>	<b>2,340</b>	<b>+21.6%</b>	<b>+1,364.4%</b>	<b>196,963</b>	<b>108,995</b>	<b>32,894</b>	<b>+80.7%</b>	<b>+231.4%</b>
Cost of sales	(37,592)	(29,282)	(2,174)	+28.4%	+1,246.9%	(177,624)	(95,506)	(29,299)	+86.0%	+226.0%
<b>Gross profit</b>	<b>4,064</b>	<b>4,984</b>	<b>166</b>	<b>-18.5%</b>	<b>+2,902.4%</b>	<b>19,339</b>	<b>13,489</b>	<b>3,595</b>	<b>+43.4%</b>	<b>+275.2%</b>
Operating (expenses)	(5,103)	(3,862)	(2,147)	+32.6%	+79.9%	(19,099)	(11,195)	(7,346)	+70.6%	+52.4%
Other operating income	507	(574)	188	-	-	546	111	189	+391.9%	-41.3%
Other operating (expenses)	(1)	(1)	-1	-	-	(3)	(2)	(2)	+50.0%	-
<b>Profit from operations</b>	<b>(533)</b>	<b>547</b>	<b>(1,794)</b>	-	-	<b>784</b>	<b>2,403</b>	<b>(3,564)</b>	<b>-67.4%</b>	-
Finance income	897	(646)	157	-	-	1,170	70	737	+1,571.4%	-90.5%
Finance (expenses)	(873)	(74)	(798)	+1,079.7%	-90.7%	(2,173)	(1,535)	(3,723)	+41.6%	-58.8%
<b>Profit before tax</b>	<b>(509)</b>	<b>(173)</b>	<b>(2,435)</b>	<b>-194.4%</b>	<b>-92.9%</b>	<b>(219)</b>	<b>938</b>	<b>(655)</b>	-	-
Income tax (expense)	12	(14)	379	-185.7%	-103.7%	(2)	(29)	800	-93.1%	-103.6%
<b>Net profit</b>	<b>(497)</b>	<b>(187)</b>	<b>(2,056)</b>	<b>-165.9%</b>	<b>-90.9%</b>	<b>(221)</b>	<b>909</b>	<b>(575)</b>	<b>-124.3%</b>	<b>-258.1%</b>
Other comprehensive income to be reclassified to profit or loss in subsequent periods										
Result of changes in cash flow hedge reserve	-	10	432		-97.7%	3	492	(756)	-99.4%	-
Impact of income tax	-	(2)	(66)		-97.0%	-	(74)	113	-	-
<b>Total comprehensive income for the year</b>	<b>(497)</b>	<b>(179)</b>	<b>(169)</b>	<b>-177.8%</b>	<b>-89.4%</b>	<b>(218)</b>	<b>1,327</b>	<b>(6,393)</b>	-	-
Earnings per share	- 0.06	-0.02	- 0.26	- 382.6%	-108.6%	-0.03	0.12	- 0.07	-124.3%	-258.1%

# Consolidated balance sheet

(EUR 000s)	31 Dec 2022	31 Dec 2021	31 Dec 2020	(EUR 000s)	31 Dec 2022	31 Dec 2021	31 Dec 2020
<b>ASSETS</b>				<b>EQUITY AND LIABILITIES</b>			
<b>Non-current assets</b>				<b>Equity</b>			
Goodwill	30,327	30,327	30,327	Share capital	234	234	234
Other intangible assets	627	127	115	Cash flow hedge reserve	0	(3)	(421)
Property, plant and equipment	83	72	122	Legal reserve	29	29	29
Right of use assets	465	346	219	Foreign currency translation reserve	145	145	145
Long term receivables	128	47	23	Retained earnings	14,313	14,683	13,774
Deferred income tax asset	817	851	954	<b>Equity attributable to equity holders of the parent</b>	<b>14,721</b>	<b>15,088</b>	<b>13,761</b>
<b>Total non-current assets</b>	<b>32,447</b>	<b>31,770</b>	<b>31,760</b>	<b>Liabilities</b>			
<b>Current assets</b>				Non-current borrowings	1,120	5,120	9,140
Inventories	0	-	2	Deferred income tax liabilities	-	-	1,915
Prepayments and deferred expenses	17,963	6,244	7,837	Other non-current liabilities	7,681	7,112	-
Trade accounts receivable	98	167	144	Lease liabilities	297	207	83
Prepaid income tax	4	70	70	<b>Total non-current liabilities</b>	<b>9,098</b>	<b>12,439</b>	<b>11,138</b>
Other receivables	1,298	471	184	<b>Current liabilities</b>			
Other current financial assets	0	0	0	Current portion of non-current borrowings	-	2,094	3,061
Restricted cash	200	200	23	Overdraft	-	-	2,737
Cash and cash equivalents	3,299	5,719	3,065	Trade payables	14,406	4,896	1,961
<b>Total current assets</b>	<b>22,862</b>	<b>12,871</b>	<b>13,602</b>	Advances received	14,477	8,615	10,876
<b>Total assets</b>	<b>55,309</b>	<b>44,641</b>	<b>45,362</b>	Income tax payable	3	6	7
				Other current liabilities and accrued expenses	2,397	1,328	1,178
				Lease liabilities	207	171	148
				Other current financial liabilities	0	4	495
				<b>Total current liabilities</b>	<b>31,490</b>	<b>17,114</b>	<b>20,463</b>
				<b>Total equity and liabilities</b>	<b>55,309</b>	<b>44,641</b>	<b>45,362</b>

# Consolidated cash flow statement

(EUR 000s)	12M 2022	12M 2021	12M 2020
Net profit	(221)	909	(5 750)
Adjustments for non-cash items	604	2 851	(6 016)
Changes in working capital	4 483	4 444	(11 040)
<b>Net cash flows from / (to) operating activities</b>	<b>3 803</b>	<b>3 350</b>	<b>(12 119)</b>
<b>Net cash flows from / (to) investing activities</b>	<b>(501)</b>	<b>(112)</b>	<b>(24)</b>
Loans received	1 579	11 988	16 116
(Repayment) of loans	(7 093)	(14 515)	(5 263)
Interest (paid)	(208)	(157)	(199)
Dividends (paid)	-	-	-
<b>Net cash flows from / (to) financing activities</b>	<b>(5 722)</b>	<b>(2 684)</b>	<b>10 654</b>
<b>Net increase (decrease) in cash flows</b>	<b>(2 420)</b>	<b>554</b>	<b>(1 489)</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 the period</b>	<b>3 499</b>	<b>5 919</b>	<b>5 365</b>



## Novaturas – No. 1 tour operator in the Baltics

20+ years  
experience in  
tourism

30+ destinations  
worldwide

100+ roundtrips  
in Europe

200 employees  
in Lithuania,  
Latvia and  
Estonia

267k PAX  
in 2022

EUR 197m  
turnover  
in 2022



# Top executives

Novaturas TOP executives are the team of experienced professionals. They have extensive know-how, years of experience in their field of expertise and an in-depth knowledge of the Group's offering, which ensures effective implementation of our strategy.



**Vitalij Rakovski**, CEO

- Joined the Company in 2022.
- He has accumulated almost 15 years of experience in business development, M&A, investment management and as a C level executive in advisory, utility and retail sectors.



**Ieva Galvydienė**, CCO

- Joined the Company in 2006.
- Responsible for pricing and capacity management on the Group level with more than 15 years of experience.



**Arūnas Žilys**, CFO

- Joined the Company in 2022.
- Has accumulated many years of experience in attracting investment and financial management, developing strategic projects and organizations.



**Rasa Barisienė**, CSO

- Joined the Company in 2022
- She has accumulated more than 20 years of experience in sales and marketing and has strong background in tourism and aviation industry.

# The Board



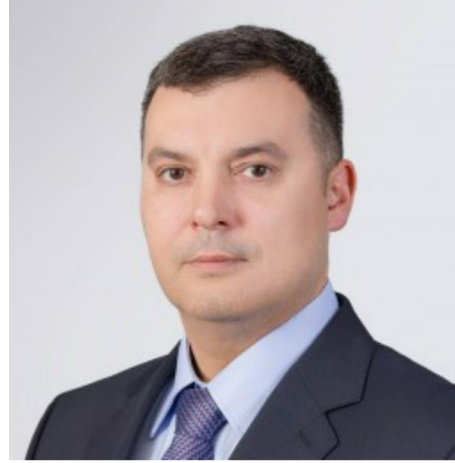
**Vidas Paliūnas**  
Member of the Board

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



**Ugnius Radvila**  
Member of the Board

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



**Rytis Šumakaris**  
Member of the Board

- Co-founder of Novaturas UAB in 2001.
- During the 18 years within the company Rytis has contributed significantly to building "Novaturas" business, expansion in the Baltics, securing leading positions in all three markets



**Andrius Jurkonis**  
Independent member of the Board

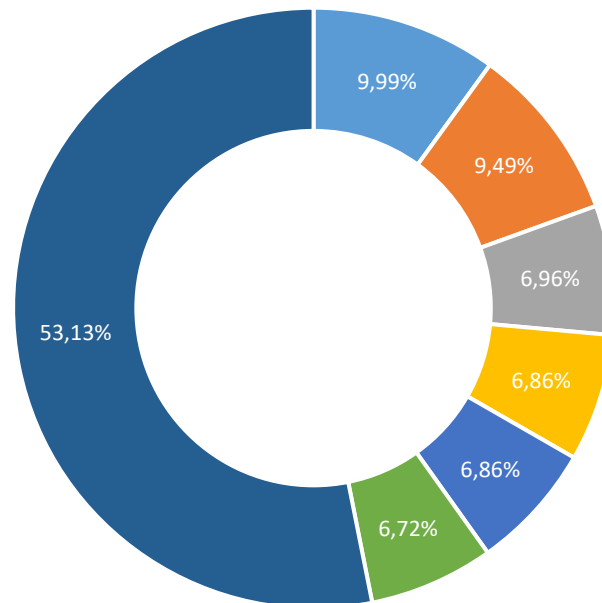
- Certified financial analyst. and manager of investment fund Axia Capital Fund
- He has accumulated many years of experience in management positions at Euroapothea, VST, Swedbank.



**Virginijus Lepeška**  
Chairman of the Board  
Independent member

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

# Shareholder structure



■ ME Investicija ■ Ugnius Radvila ■ Moonrider OU ■ Rytis Šūmakaris ■ Vidas Paliūnas ■ Rendez Vous OU ■ Others (free float)

1) ME Investicija is an investment company that manages one of the largest European transport services group Girtaka.

2) "Rendez Vous" OU, CEO Janek Pohla is the founder and member of the management board at „Tahe Outdoors“. „Tahe Outdoors“ has been a successful manufacturer and distributor of water sports equipment for more than 25 years and is one of the leaders in the field in Europe.

3) „Moonrider“ OU related with Estonian investment company Go Group, which operates in the fields of tourism, transport, real estate and engineering.

# Company information

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## Novaturas group PLC

### Registered address:

Mickevičiaus str. 27, LT-44245 Kaunas, Lithuania

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

Registered under number 135567698 in Lithuania

Company established: 1999 12 16

### Stock Listing:

Warsaw Stock Exchange

Nasdaq Vilnius Stock Exchange

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