

Novaturas AB

Fight for Survival

NTU1L.VL

Consumer Discretionary | Lithuania

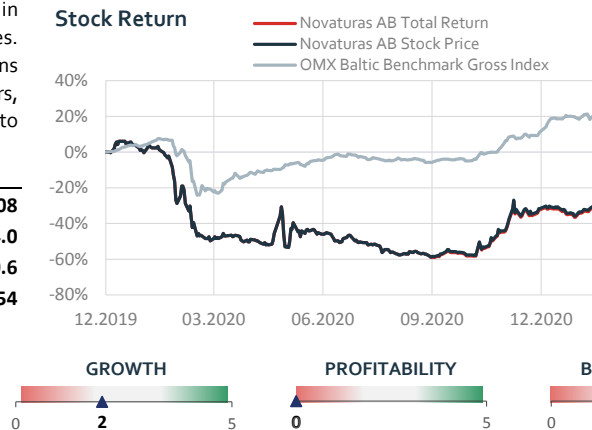
The largest tour operator in Baltic countries in terms of passenger volume and revenues. Company offers its clients multiple solutions for travelling - packaged holiday tours, sightseeing tours by bus and charter flights to more than 30 destinations worldwide.

Market data

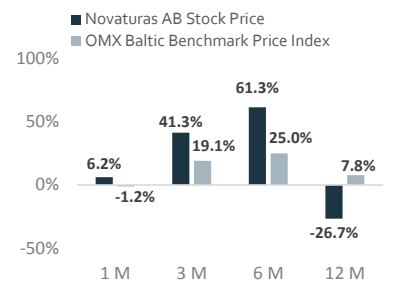
Price (€)	3.08
Market cap (mn €)	24.0
Free float (%)	40.6
Avg. daily volume - 30 days (mn €)	0.0154

Alphinox Quantitative score

Score displays Company's financial conditions, growth pace and valuation based on latest results and stock price



Stock Price Performance



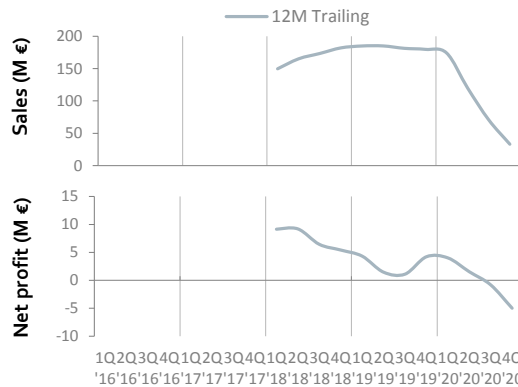
Company Update

We hope, 2020 will be marked as the worst year in company's history and this year it will start a successful recovery. Indeed, as full year sales experienced a severe decline of 82% (-93% in 4Q'20), Novaturas has reported EUR 5mn net and EUR 3mn operating loss in 2020. The company tried to diversify its operations away from international tourism, but certainly domestic tourism could compensate just for a tiny part of the business lost due to the lockdowns. Novaturas focused on cost cutting- cost of sales were down by 82%, sales&marketing by 70%, general & admin by 40% - but it was not possible to decrease all expenses at once. Other focus of the company was on pure survival through attraction of various funding across Baltic countries in the form of subsidies and loans, as well as loan payment extensions. As a result, company's financial stability and liquidity position have worsened significantly, and so did its risk profile. However, Novaturas is optimistic with regards to its recovery, resuming the flights to popular winter destinations, such as Egypt.

Growth

Sales	last Q	LTM	2019	2018
Company (M €)	2.6	33.1	180	182
Company	-94%	-82%	-1.3%	29%
Sector*	-4.7%	-6.6%	3.5%	3.0%
Baltic Market	-6.6%	-4.6%	4.6%	7.7%

Profit	last Q	LTM	2019	2018
Company (M €)	-1.3	-5.0	4.2	5.4
Company	-	-	-22%	-35%
Sector*	-13%	-43%	-9.4%	-8.2%
Baltic Market	-1.4%	-23%	-40%	5.4%



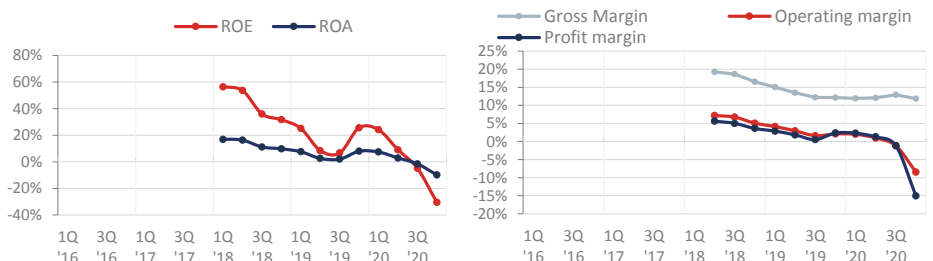
Key performance indicators

	4Q '20	4Q '19	LTM
Number of clients, th	4.2	56	47
	-92%		
Average package tour price, Eur	665	711	520
	-6%		
Unique websites visitors, mn	0.3	0.4	2.2
	-29%		

Profitability

Last 12M	ROE	ROA	GM	OPM	PM
Company	-30.5%	-9.9%	11.9%	-8.5%	-15.1%
Sector*	2.1%	0.4%	35.0%	3.7%	1.0%
Baltic Market	8.5%	3.3%	23.7%	4.8%	3.7%

3y average	ROE	ROA	GM	OPM	PM
Company	50.3%	15.2%	19.3%	7.2%	5.6%
Sector*	9.3%	3.0%	35.4%	2.7%	2.0%
Baltic Market	7.2%	3.0%	20.9%	3.2%	2.2%

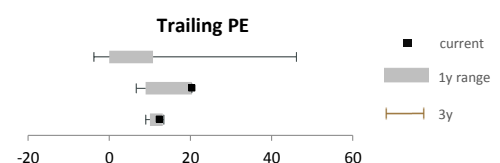


Balance sheet & Cash flow

	last	Q-1	Q-2	Q-3	LTM	2019	2018		last	Q-1	Q-2	Q-3	LTM	2019	2018
Equity / Assets ratio	32%	31%	31%	28%	30%	41%	30%	Cash Flow to Debt	-0.76	-0.99	-0.30	0.07	-0.50	0.67	0.63
Debt / Equity ratio	112%	109%	83%	88%	98%	33%	56%	CAPEX / Sales	-2%	0%	29%	0%	7%	2%	0%
Cash ratio	0.15	0.23	0.13	0.10	0.15	0.19	0.14	FCF/OCF	100%	100%	100%	98%	100%	99%	95%

Valuation

	Last	1y avg	3y avg		last	1y avg	3y avg	
P/E	-	-	9.9	P/B	1.47	1.06	2.48	Company
EV/EBITDA	-14.7	-35.4	-7.11	P/CF	-1.83	3.81	14.8	Sector
P/S	0.68	0.21	0.31	Dvd yield	0.0%	0.0%	0.0%	Market



*Sector: average of respective GICS sector companies from NASDAQ OMX Baltic and NASDAQ OMX Nordic small cap indices, Market: NASDAQ OMX Baltic median

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