



---

## 2023 Q1 REPORT PRESENTATION

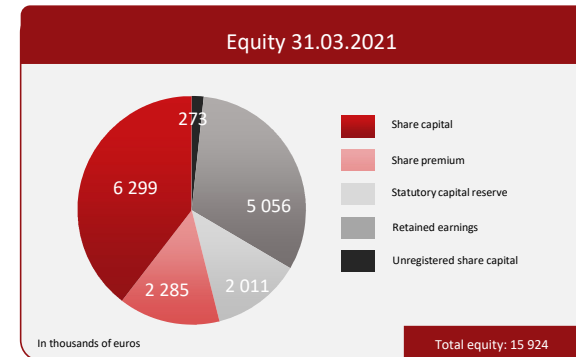
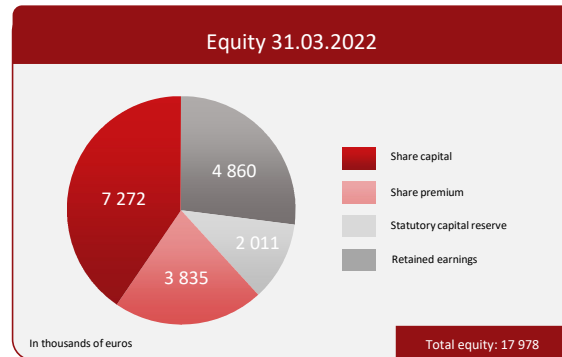
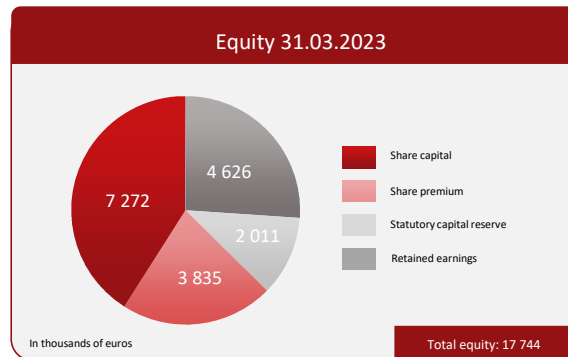
## CEO's overview

The thrombosis in the real estate market eased in the first quarter of the year, as evidenced by the increased number of inquiries and transactions compared to the fourth quarter of 2022. The market is showing encouraging sign of improvement, but the recovery is not yet sufficient to an active market. From the viewpoint of Arco Vara, it is positive to see the strengthening of consumer confidence and the banks' flexible terms and conditions for new home loans.

Contrary to the cooling real estate market, our construction team is exceeding expectations in terms of the time schedule of the Kodulahe Rannakalda development. Based on the efficiency of Arco Tarc, we have updated the sales and profit forecast for 2023 and 2024, increasing the profit forecast for 2023 by approximately EUR 2 million. According to the sales forecast, EUR 13.1 million is already booked in home pre-sale contracts. We also updated the forecast for the next financial year, reflecting the expected extended sales period in Botanica Lozen Residences and Kuldlehe.

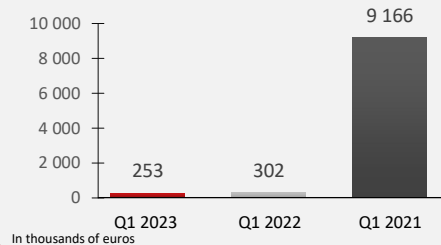
Key challenges in the sales process of Madrid BLVD have been overcome, instilling confidence that the planned completion will take place in the second quarter of this year. EUR 4.1 million from the transaction will be allocated for the development of residential real estate in Estonia and Bulgaria.

As a Group, we reached a new milestone in the first quarter of 2023, where we exceeded EUR 40 million in assets and we expect growth in the coming quarters. With support by our team and financials, Arco Vara continues with the target to provide 200 homes each year.

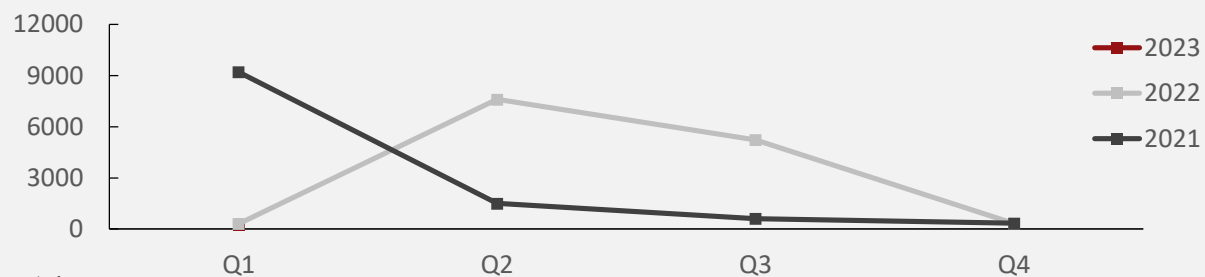


## Financial indicators

### Revenue

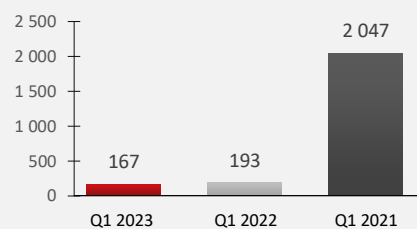


In thousands of euros

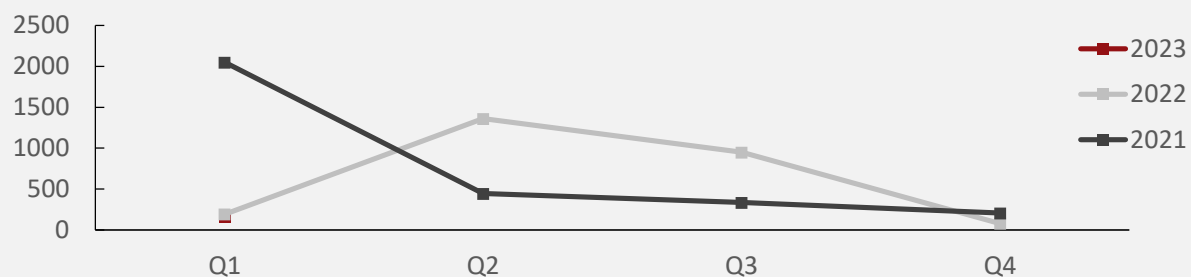


In thousands of euros

### Gross profit



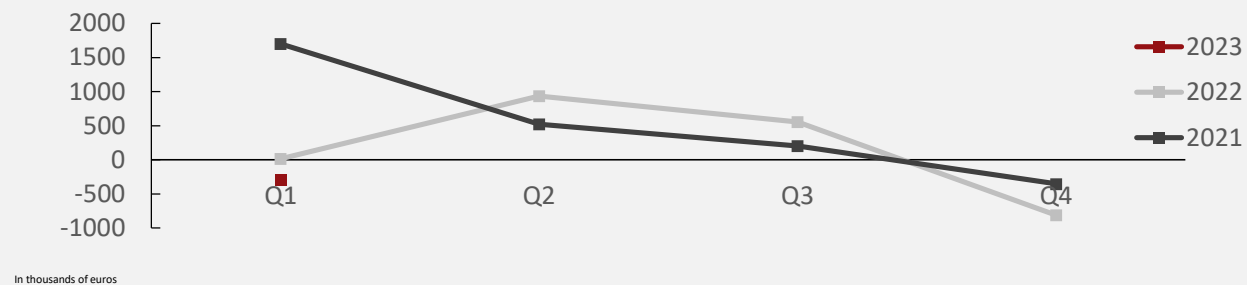
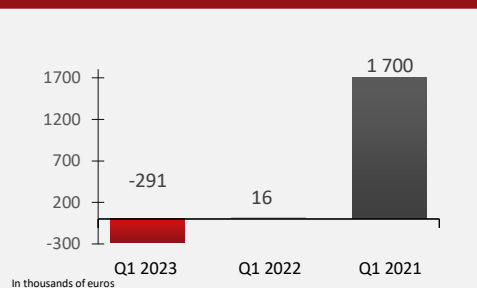
In thousands of euros



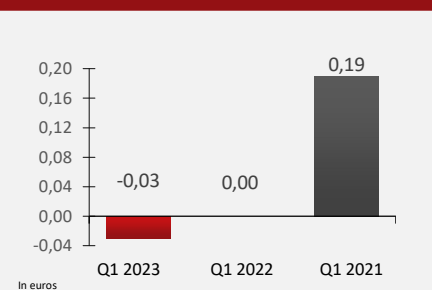
In thousands of euros

## Financial indicators

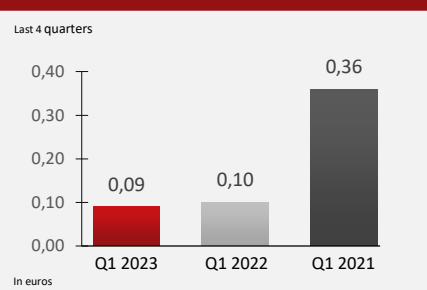
### Net profit/loss



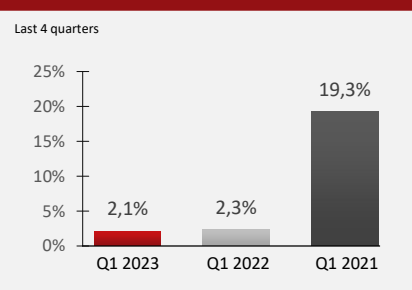
### Earnings per share



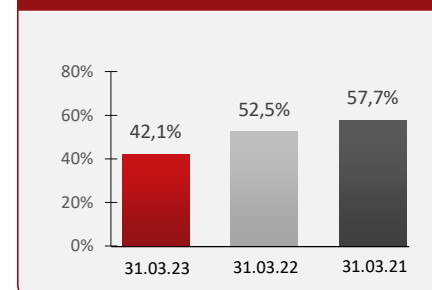
### EBITDA per share



### ROE

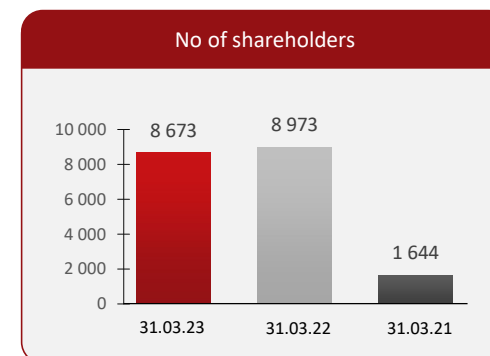
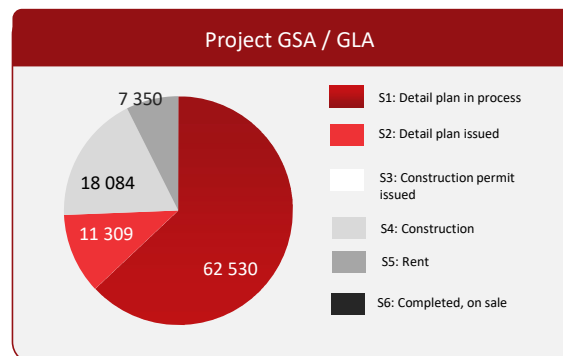


### Equity ratio

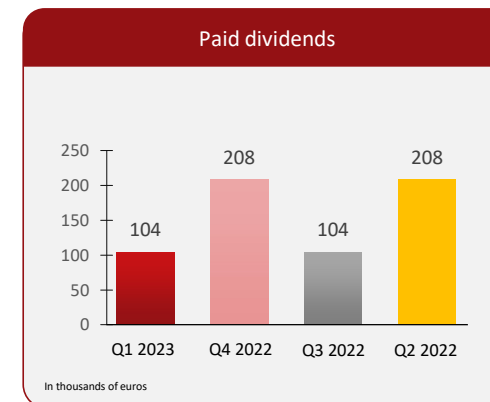
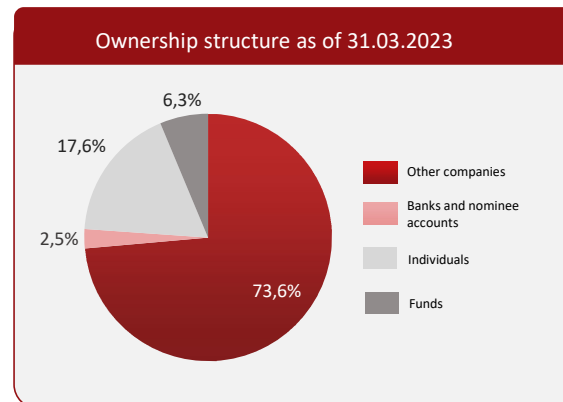


## Projects and shareholders

Project name	Product main type
Botanica Lozen	Houses
Harku järve development	Apartments
Kodulahe Rannakalda	Apartments, commercial
Kodulahe stage 7	Apartments, commercial
Kodulahe stage 8	Apartments
Kuldlehe	Apartments
Madrid Blvd	Lease: retail / office



Investor name	No of shares <small>As of 31.03.2023</small>	Share %
Alarmo Kapital OÜ	6 438 531	62,0%
FIREBIRD REPUBLICS FUND LTD	337 057	3,2%
HM Investeeringud OÜ	230 505	2,2%
Marko Teimann	188 174	1,8%
FIREBIRD AVRORA FUND, LTD.	180 343	1,7%
Aia Tänav OÜ	160 960	1,5%
K VARA OÜ	150 901	1,5%
FIREBIRD FUND L.P.	133 948	1,3%
Rafiko OÜ	70 606	0,7%
SANDER KARU	70 471	0,7%
Other investors	2 426 871	23,4%



## Consolidated statement of cash flows

In thousands of euros	Q1 2023	Q1 2022
Cash receipts from customers	1 075	1 348
Cash paid to suppliers	-4 506	-2 885
Other taxes paid and recovered (net)	822	279
Cash paid to employees	-129	-72
Other cash payments and receipts related to operating activities (net)	-2	-47
<b>NET CASH USED IN OPERATING ACTIVITIES</b>	<b>-2 740</b>	<b>-1 377</b>

In thousands of euros	Q1 2023	Q1 2022
Payments made on purchase of tangible and intangible assets	-1	-24
Proceeds from sale of property, plant and equipment	0	2
Proceeds from sale of investment property	60	670
<b>NET CASH FROM INVESTING ACTIVITIES</b>	<b>59</b>	<b>648</b>

In thousands of euros	Q1 2023	Q1 2022
Proceeds from loans received	1 969	1 655
Settlement of loans and borrowings	-106	-73
Interest paid	-287	-152
Dividends paid	-104	-104
Other payments related to financing activities	-5	0
<b>NET CASH FROM FINANCING ACTIVITIES</b>	<b>1 467</b>	<b>1 326</b>

In thousands of euros	Q1 2023	Q1 2022
<b>NET CASH FLOW</b>	<b>-1 214</b>	<b>597</b>

 ARCO VARA