



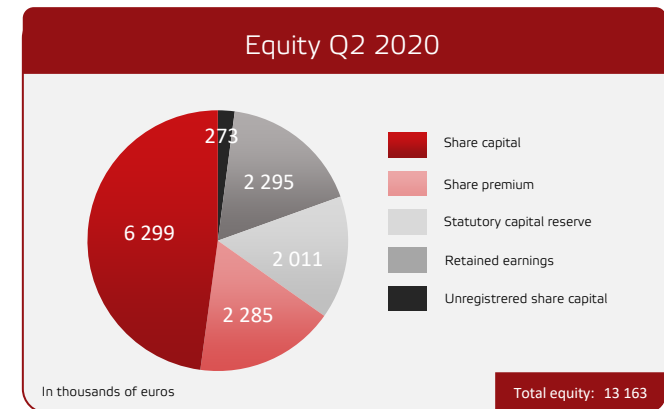
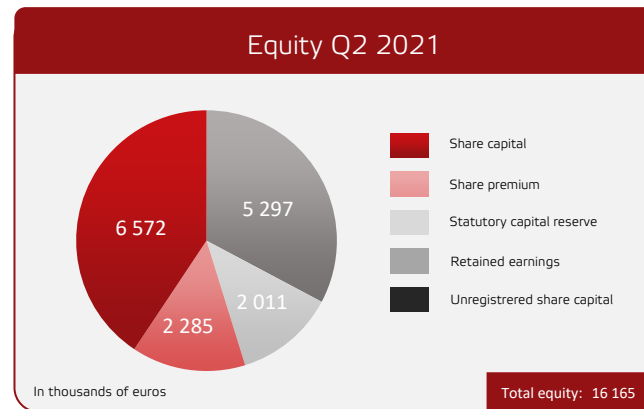
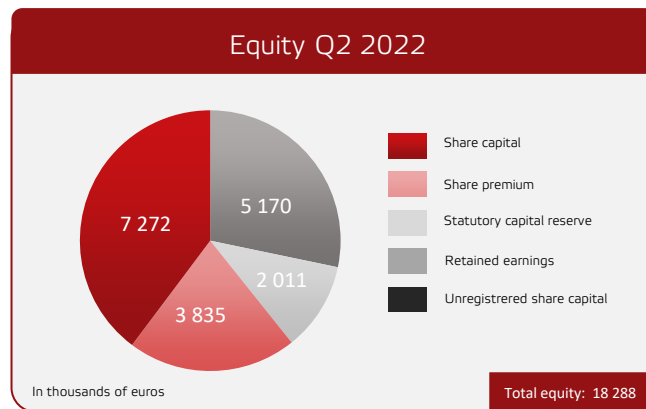
2022. Q2 REPORT PRESENTATION

CEO's overview

In the second quarter, we reached the moment every real estate developer is waiting for once again, being able to commence the handover of completed homes to our clients in Kodulahe quarter, the sales revenue of 41 transactions in which is reflected in the numbers for the last quarter. As of the date of this report, 70 homes have been delivered to clients in the summer of 2022. The completion of stages IV and V of Kodulahe means that the development of the first area of the detailed plan of the Kodulahe quarter (Paldiski road 70c) is completed and we can state that the team of Arco Vara has made a powerful contribution to the development of this area.

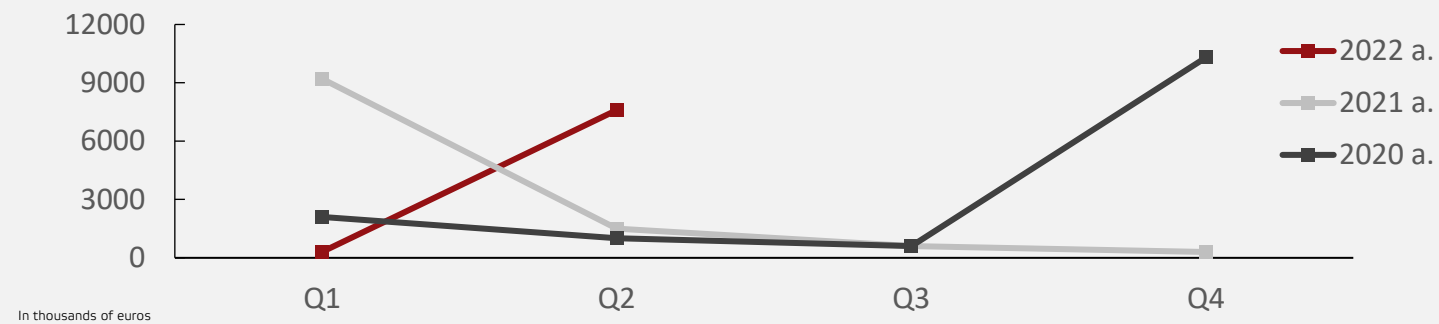
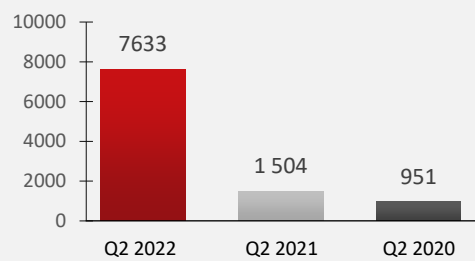
The construction of Kodulahe Rannakalda continues in the hands of Arco Tarc, where the newly recruited staff has grown into a good team. Construction of Rannakalda continues on schedule and sales have also progressed at expected pace. Sales contracts have been concluded for approximately 35% of the apartments. Our Bulgarian team has reached the point of applying for a construction permit for Botanica Lozen Residences. The goal for issuing the residence permit was the second quarter, but this goal was not met. However, a construction procurement has been carried out at the same time, three main contractors took part. At present, negotiations with construction companies are underway and works should begin in the third quarter.

Looking ahead at activities in the third quarter of 2022, Arco Vara continues to monitor potential plots for development with the aim to acquire the next developed land.



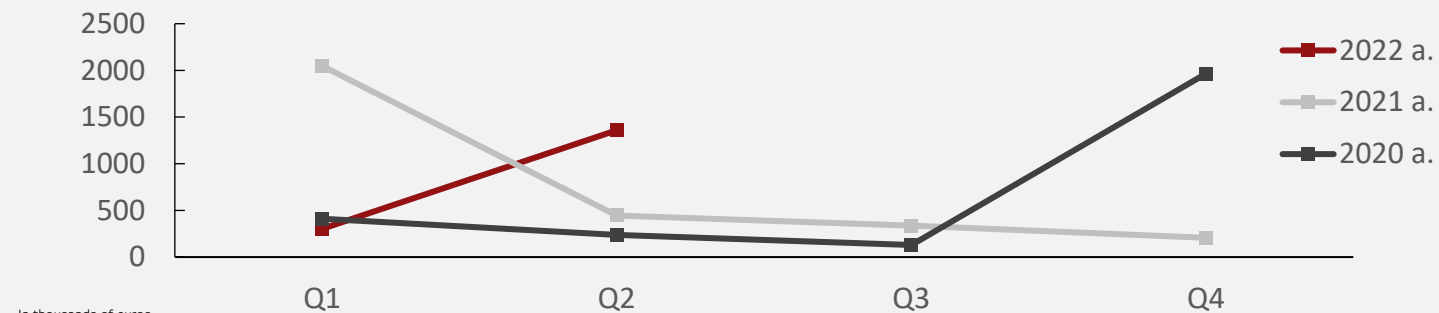
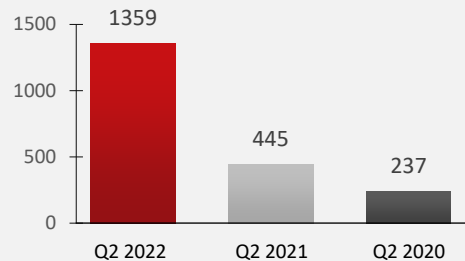
Financial indicators

Revenue



In thousands of euros

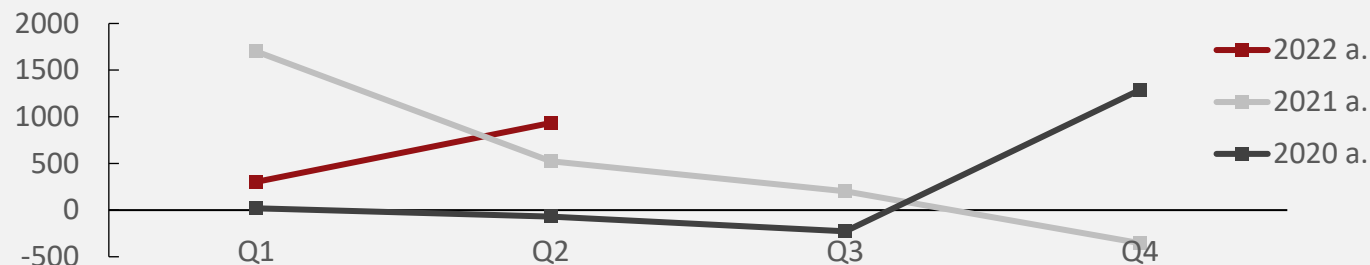
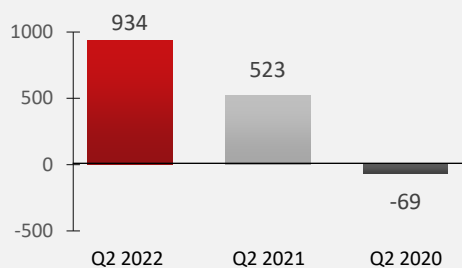
Gross profit



In thousands of euros

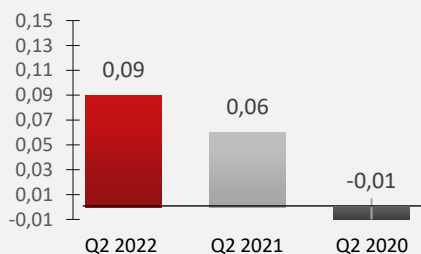
Financial indicators

Net profit / loss

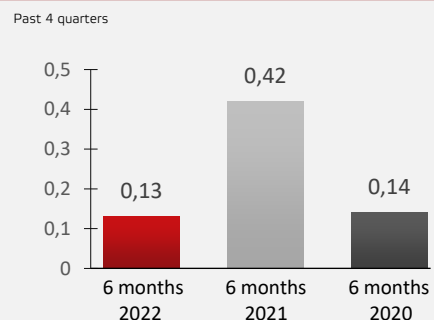


In thousands of euros

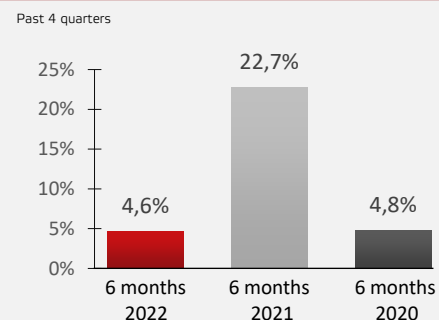
Earnings per share



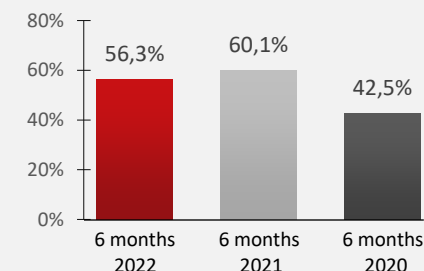
EBITDA per share



ROE

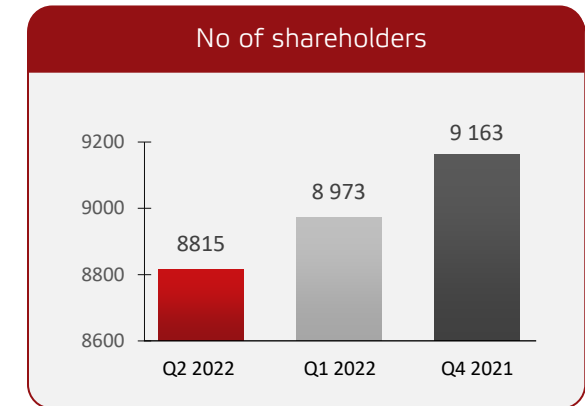
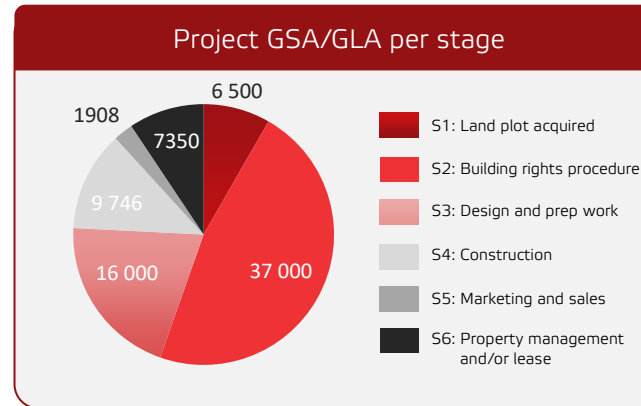


Equity ratio

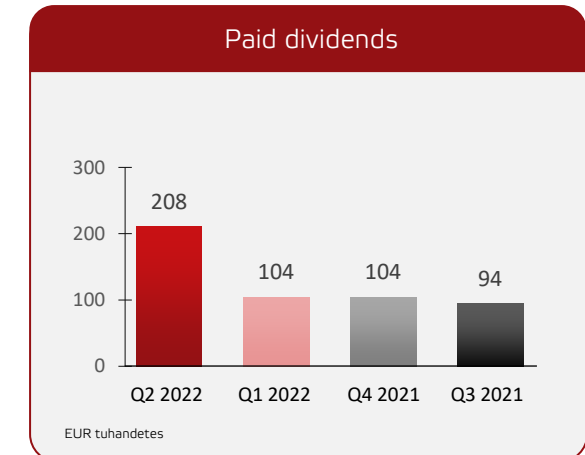
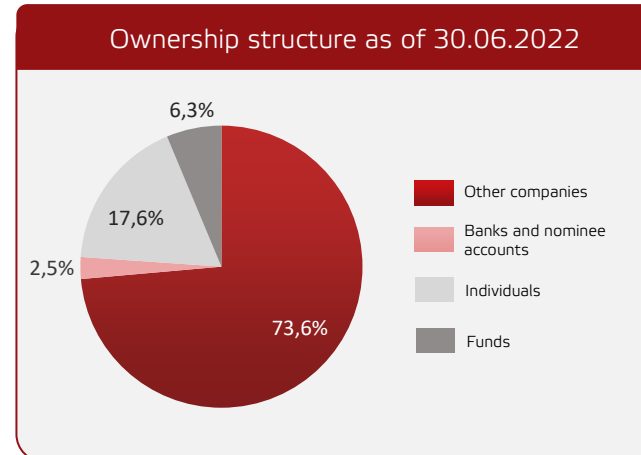


Projects and shareholders

| Project name | Product main type |
|----------------------|-------------------------|
| Botanica Lozen | Houses |
| Harku järve arendus | Apartments |
| Kodulahe IV-V etapp | Apartments |
| Kodulahe Rannakalda | Apartments / commercial |
| Kodulahe VII etapp | Apartments |
| Kuldlehe | Apartments |
| Madrid Blvd | Lease: retail / office |
| Marsili elamukrundid | Residential plots |



| Investor name | No of shares | Share % |
|-----------------------------|--------------|---------|
| Alarmo Kapital OÜ | 6 438 531 | 62,0% |
| FIREBIRD REPUBLICS FUND LTD | 337 057 | 3,2% |
| HM Investeeringud OÜ | 230 505 | 2,2% |
| FIREBIRD AVRORA FUND, LTD. | 180 343 | 1,7% |
| Marko Teimann | 172 123 | 1,7% |
| Aia Tänav OÜ | 155 000 | 1,5% |
| K VARA OÜ | 150 703 | 1,5% |
| FIREBIRD FUND L.P. | 133 948 | 1,3% |
| Rafko OÜ | 67 207 | 0,6% |
| SANDER KARU | 60 887 | 0,6% |
| Other investors | 2 462 063 | 23,7% |



Consolidated statement of cash flows

| In thousands of euros | Q2 2022 | Q2 2021 |
|--|-------------|---------------|
| Cash receipts from customers | 2 748 | 2 564 |
| Cash paid to suppliers | -3 312 | -7 536 |
| Other taxes paid and recovered (net) | 29 | -474 |
| Cash paid to employees | -125 | -73 |
| Other cash payments and receipts related to operating activities | 22 | 8 |
| NET CASH FROM / USED IN OPERATING ACTIVITIES | -638 | -5 511 |

| In thousands of euros | Q2 2022 | Q2 2021 |
|---|-----------|----------|
| Payments made on purchase of tangible and intangible assets | -2 | 0 |
| NET CASH FROM/USED IN INVESTING ACTIVITIES | -2 | 0 |

| In thousands of euros | Q2 2022 | Q2 2021 |
|---|------------|------------|
| Proceeds from loans received | 2 591 | 994 |
| Settlement of loans and borrowings | -1 428 | 366 |
| Interest paid | -226 | -83 |
| Dividends paid | -208 | -282 |
| NET CASH FROM/USED IN FINANCING ACTIVITIES | 729 | 263 |

| In thousands of euros | Q2 2022 | Q2 2021 |
|-----------------------|-----------|---------------|
| NET CASH FLOW | 89 | -5 248 |



ARCO VARA