

NUMAI

2022 Q3 Overview



Aurimas Čiagus
Cofounder & CEO

In the third quarter of this year, the business environment has been changing rapidly. Thus, we made strategic adjustments: 1) we froze purchases of newly built properties as we think they are overvalued by 10-15%; 2) due to growing pressure from EURIBOR to our margins we increased prices to new clients and a portion of our current clients.

Besides these challenges, we continued to onboard new clients as planned. However, we reviewed our growth plans for this year in regard of the changing environment - mainly due to real estate overvaluation and new client reluctance to make final decisions.

Reacting to the negative events in the market we have started a new model of rent to own service as an operator - we will rent the properties from the developers instead of purchasing them and sublet it to our clients. This will enable us to increase our margins and we will have no risk exposure on the property price. We have already started negotiations with major real estate developers. I trust that this new approach will help us to exelcrate sustainable growth for the next year.

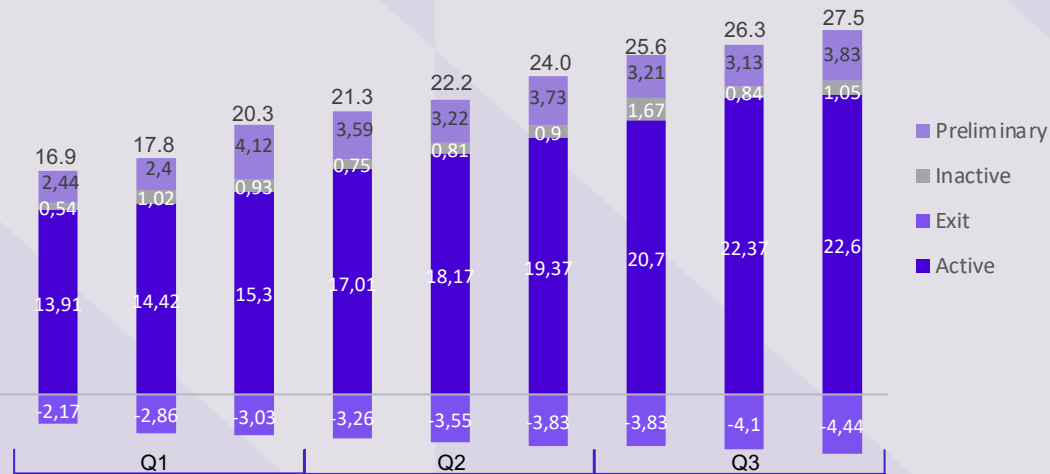
Rent Revenue Growth '22 Q2 vs '22 Q3*



+23%

* Rent revenue increase is directly related to active portfolio growth. Active portfolio represents monthly billable assets.

Portfolio Growth, Mln. Eur.



75% portfolio growth in 2022

Client Wealth Growth*



21% or €5.8 M

*Appreciation of value of the properties according to HPI (house price index). Not included in the value of portfolio.

Risk Management



Adjusted our pricing to take into account the rising costs from banks due to increasing EURIBOR interest rates.



To adjust for the increased price of our service, a new project with developers has initiated. It will allow us to offer the client a more agreeable price.

Assets Under Management



180

We have in total 180 assets that we are currently managing, including preliminary contracts with sellers. In Q3 we added 26 new properties to our portfolio, and had 5 successful client exits.

Leverage Ratio



67%

Additional, capital exposure is lower by 5%, as client pay advance payment. The number does not account for accumulation clients have paid, which lowers exposure even more.

Capital Raised, Mln. Eur.

