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# Financial Analysis Summary

## 1 June 2023

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### **ISSUER**

MEDITERRANEAN INVESTMENTS HOLDING P.L.C. (C 37513)

### **GUARANTOR**

CPHCL COMPANY LIMITED (C 257)

*prepared by*



MZ INVESTMENTS





## M Z I N V E S T M E N T S E R V I C E S

The Directors  
Mediterranean Investments Holding p.l.c.  
22, Europa Centre  
Floriana FRN 1400  
Malta

1 June 2023

Dear Board Members,

### **Financial Analysis Summary**

In accordance with your instructions, and in line with the requirements of the MFSA Listing Policies, we have compiled the Financial Analysis Summary (the "**Analysis**") set out in the following pages and which is being forwarded to you together with this letter.

The purpose of this Analysis is that of summarising key financial data appertaining to Mediterranean Investments Holding p.l.c. (the "**Company**", "**Issuer**", "**Group**", or "**MIH**"). The data is derived from various sources, including our own computations, as follows:

- (a) Historical financial data has been extracted from the audited annual financial statements of the Issuer for the financial years ended 31 December 2020, 31 December 2021, and 31 December 2022.
- (b) The forecast data for the financial years ending 31 December 2023 and 31 December 2024 has been provided by the Issuer.
- (c) Our commentary on the financial performance, cash flows, and financial position of the Issuer is based on the explanations provided to us by the Company.
- (d) The ratios quoted in this Analysis have been computed by us applying the definitions set out in Part 5 – 'Explanatory Definitions' of this report.
- (e) Relevant financial data in respect of the companies included in Part 4 – 'Comparative Analysis' of this report has been extracted from public sources such as websites of the companies concerned, financial statements filed with the Registrar of Companies, as well as other sources providing financial data.

This Analysis is meant to assist investors in the Issuer's securities, as well as potential investors, by summarising the more important financial data of the Company. This Analysis does not contain all data that is relevant to investors or potential investors. This Analysis does not constitute an endorsement by our firm of any securities of the Issuer and should not be interpreted as a recommendation to invest in any of the Issuer's securities. We will not accept liability for any loss or damage arising out of the use of this Analysis. As with all investments, potential investors are encouraged to seek independent professional financial advice before investing in the Issuer's securities.

Yours faithfully,

**Evan Mohnani**  
Head Corporate Finance Services

**MZ Investment Services Ltd**  
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M Z I N V E S T M E N T S E R V I C E S

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## M Z I N V E S T M E N T S E R V I C E S

### DEFINITIONS

<b>AHCT</b>	Alinmaa Holding Company for Tourism & Real Estate Investments, a company registered under the laws of Libya and having its registered office at Al-Hamamat St., Al Medina Alsiahyia, Tripoli, Libya.
<b>AUCC</b>	Arab Union Contracting Company, a company registered under the laws of Libya and having its registered office at Level 21, General Department, Tripoli Tower, Tower 1, Tripoli, Libya.
<b>Company, Issuer, Group, or MIH</b>	Mediterranean Investments Holding plc, a public company registered under the laws of Malta with company registration number C 37513 and having its registered office at 22, Europa Centre, John Lopez Street, Floriana FRN 1400, Malta.
<b>Corinthia Group or Guarantor</b>	CPHCL (as defined below) and the companies in which CPHCL has a controlling interest.
<b>CPHCL</b>	CPHCL Company Limited (formerly Corinthia Palace Hotel Company Limited), a private limited liability company registered under the laws of Malta with company registration number C 257 and having its registered office at 22, Europa Centre, Floriana FRN 1400, Malta. CPHCL is the parent company of the Corinthia Group and is acting as Guarantor of the Bonds in terms of the Guarantee.
<b>IHI</b>	International Hotel Investments plc, a company registered under the laws of Malta with company registration number C 26136 and having its registered office at 22, Europa Centre, John Lopez Street, Floriana FRN 1400, Malta.
<b>LAFICO</b>	Libyan Foreign Investment Company, a company registered under the laws of Libya with company registration number 9481 and having its registered office at Baghdad Street, Al Dahra Area, Libya.
<b>MTJSC</b>	Medina Tower Joint Stock Company for Real Estate and Development, a joint stock investment company registered under the commercial laws of Libya in accordance with Law No. 5 (1997) as amended by Law No. 7 (2004) and Law No. 9 L(2010), having its registered office at Tripoli Tower, Suite 107, Tower 2, Level 10, Tripoli, Libya, and bearing privatisation and investment board number 343.
<b>NREC</b>	National Real Estate Company KSCP, a company registered under the laws of Kuwait with company registration number 19628 and having its registered office at P.O. Box 64585, Shuwaikh, B 70456, Kuwait.
<b>PCL</b>	Palm City Ltd, a company registered under the laws of Malta with company registration number C 34113 and having its registered office at 22, Europa Centre, John Lopez Street, Floriana FRN 1400, Malta.
<b>PWL</b>	Palm Waterfront Ltd, a company registered under the laws of Malta with company registration number C 57155 and having its registered office at 22, Europa Centre, John Lopez Street, Floriana FRN 1400, Malta.





## M Z I N V E S T M E N T S E R V I C E S

### PART 1 – INFORMATION ABOUT THE ISSUER AND THE GUARANTOR

#### 1. KEY ACTIVITIES

Mediterranean Investments Holding p.l.c. is principally engaged in the acquisition, development, and operation of real estate projects outside Malta, particularly in North Africa, including without limitation, residential gated villages, build-operate-transfer (“BOT”) projects, office and commercial buildings, retail outlets, shopping malls, housing, conference centres, and other governmental projects.

At present, MIH operates the Palm City Residences located in Janzour, Libya, through a BOT Agreement with CPHCL. In addition, the Issuer owns 25% of the share capital of MTJSC, a company incorporated to construct the Medina Tower, and is also responsible for the development of the Palm Waterfront project pursuant to a BOT Agreement with CPHCL.

#### 2. DIRECTORS AND MANAGEMENT OF THE ISSUER

The Issuer is managed by a Board comprising seven directors who are entrusted with the overall direction and management of the Company. The Board of Directors is composed of the following individuals:

Alfred Pisani	Executive Director and Chairman
Ahmed B. A. A. Wahedi	Non-Executive Director and Deputy Chairman
Alfred Camilleri	Non-Executive Director
Joseph Pisani	Non-Executive Director
Faisal J. S. Alessa	Non-Executive Director
Mario P. Galea	Independent, Non-Executive Director
Ahmed Yousri A. Noureldin Helmy	Independent, Non-Executive Director

The Issuer does not have any employees of its own and is reliant on the resources made available to it by CPHCL pursuant to a management and support services agreement (“MSS Agreement”). Through the MSS Agreement, Reuben Xuereb provides his services as Chief Executive Officer, Rachel Stilon as Chief Financial Officer, and Stephen Bajada as Company Secretary.

The MSS Agreement also ensures that at the top executive and central administrative level, the Issuer has continued and guaranteed access to the top executive staff and support personnel of the Corinthia Group, specifically but not limitedly and exclusively, support on financial matters, corporate finance, insurance matters, internal control function, in-house legal services, as well as corporate governance.

The average number of employees engaged by the Group during FY2022 was 97 (FY2021: 92), of which, 30 performed administrative duties whilst the remaining employees (totalling 67) delivered operational tasks.

#### 3. KEY ACTIVITIES OF THE GUARANTOR

CPHCL is the parent company of the Corinthia Group and is principally engaged, directly or through subsidiaries and associated entities, in investments that are predominantly focused on the ownership, development, and operation of international mixed-use real estate that mainly comprise hotels, residences, offices, retail and commercial areas, as well as project management, event catering, and other industrial operations.





## MZ INVESTMENT SERVICES

### 4. DIRECTORS OF THE GUARANTOR

The Guarantor is managed by a Board consisting of six directors entrusted with the overall direction and management of CPHCL, including the establishment of strategies for future development. In the execution of the strategic direction, investment, and management oversight of the Corinthia Group, the Board of Directors is assisted by the Chief Executive Officer and the Senior Management team of the operating business entities within the Corinthia Group.

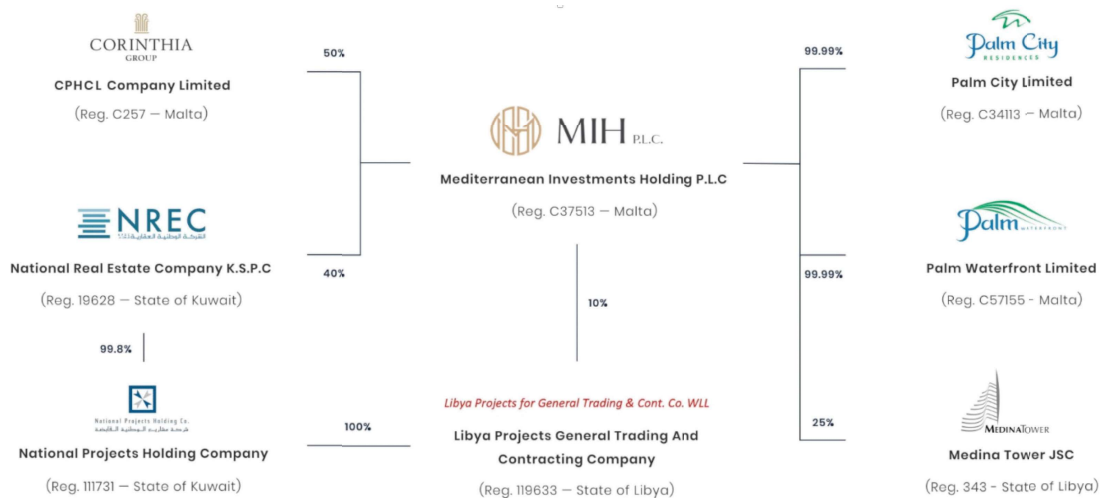
The Board of Directors of the Guarantor is composed of the following individuals:

Alfred Pisani	Executive Director and Chairman
Joseph Pisani	Executive Director
Victor Pisani	Executive Director
Abdulrahman A. M. Dibiba	Non-Executive Director
Emhemmed A.B. Ghula	Non-Executive Director
Khaled Amr Algonsef	Non-Executive Director

The weekly average number of employees engaged with the companies forming part of the Corinthia Group during FY2022 amounted to 2,774 persons (FY2021: 2,293).

### 5. ORGANISATIONAL STRUCTURE

The organisational structure of the Group is illustrated hereunder:



CPHCL and NREC each own, directly or indirectly, 50% of the share capital of the Issuer. In terms of the Memorandum and Articles of Association of MIH, the two shareholders are entitled to appoint three Directors each, and jointly have the right to appoint the seventh Director as an independent and non-executive individual.

**A description and analysis of the operational activities of the Guarantor is included in the Financial Analysis Summary relating to the Corinthia Group. This report has been published and made available on the Guarantor's website – [www.cphcl.com](http://www.cphcl.com).**





M Z I N V E S T M E N T S E R V I C E S

6. ASSETS

**Mediterranean Investments Holding p.l.c.**

**Major Assets**

as at 31 December

	2020	2021	2022
	€'000	€'000	€'000
Palm City Residences <i>(build-operate-transfer agreement expiring 2071)</i>	272,568	272,568	272,568
Palm Waterfront <i>(build-operate-transfer agreement expiring 2093)</i>	8,898	8,944	8,976
Medina Tower* <i>(25% shareholding in MTJSC)</i>	12,186	8,023	8,084
	<b>293,652</b>	<b>289,535</b>	<b>289,628</b>

\* The equity contribution that MIH has in Medina Tower is denominated in Libyan Dinars (LYD). MIH's investment in Medina Tower did not change between FY2020 and FY2022, and the differences in the value of such investment as reported above relate to foreign exchange differences (unrealised) relating to the EUR/LYD rates prevailing as at year-end.

MIH's equity investment in Medina Tower is denominated in Libyan Dinars (LYD). At the start of 2021, the value of this investment was adversely impacted by the devaluation of the Libyan Dinar which resulted in a difference on exchange loss of €6.9 million when translated into euro which is the reporting currency of MIH. This loss was partly offset by the recognition of an uplift in the fair value of Medina Tower amounting to €2.7 million arising from a revaluation of the land.

6.1 PALM CITY RESIDENCES

Palm City Limited is a wholly owned subsidiary of the Issuer and operates the Palm City Residences which is located in Janzour, Libya, and comprise a gated village of 413 units ranging from one-bedroom apartments to four-bedroom semi-detached villas. In aggregate, the site has a footprint measuring 171,000 sqm (out of which the built-up area is 141,000 sqm) and a shorefront of circa 1.3 km. The Complex offers a host of amenities and leisure facilities including a piazza, a supermarket, a variety of retail shops, a laundry, a health clinic, and several catering outlets and cafeterias. The development also features numerous indoor and outdoor sports facilities, including a fully equipped gym, a squash court, tennis courts, an indoor pool, water sports facilities, and an outdoor swimming pool.

CPHCL holds legal title to the land on which the Palm City Residences is constructed by virtue of a 99-year lease agreement dated 5 July 2006. Pursuant to a BOT Agreement entered into by and between CPHCL and PCL, PCL was engaged by CPHCL to undertake the construction and operations of the Complex. Under the BOT Agreement, PCL will operate the residences at its own risk and for its own benefit until 2071. Upon expiry of this agreement, PCL will be required to transfer the operations back to CPHCL for the remaining useful life of the lease until 2105. Notwithstanding, PCL and CPHCL have applied to the competent authority in Libya, the Libyan Investment Board, for approval of the assignment of the 99-year lease, which expires on 4 July 2105, from CPHCL to PCL. Both parties have agreed that once approval is granted, the BOT Agreement will be terminated.





## MZ INVESTMENT SERVICES

The following table provides an analysis of the revenues generated by the Palm City Residences for the three financial years up to 31 December 2022:

<b>Palm City Residences</b>			
<b>Revenue</b>			
<b>for the financial year 31 December</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>
	<b>€'000</b>	<b>€'000</b>	<b>€'000</b>
Income from residential leases	22,988	21,416	22,782
Income from commercial leases	871	969	992
Income from food & beverage operations	914	469	435
Other income	822	1,124	787
	<b>25,595</b>	<b>23,978</b>	<b>24,996</b>
Average occupancy (%)	51.7	51.7	51.6
Average rental rate per residential unit per month (€)	8,993	8,365	8,907

During the period under review, Palm City Residences remained the only operational asset of the Group. Although Libya continued to be mired in conflict, the financial performance of MIH between FY2020 and FY2022 was stable and profitable. Indeed, total revenues stayed close to the €25 million level whilst average occupancy was virtually unchanged at just under 52%. Furthermore, following the 7% drop in the average rental rate per residential unit to €8,365 per month in FY2021 (reflecting the devaluation of the Libyan Dinar which had a negative impact on revenues from leases contracted in the Libyan Dinar), the monthly rate per unit charged by MIH rebounded by 6.5% to €8,907 in FY2022 as the Company continued to receive enquiries for the lease of units at Palm City and also remained in touch with potential client leads.

<b>Palm City Residences</b>			
<b>Occupancy mix</b>			
<b>for the financial year 31 December</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>
	<b>%</b>	<b>%</b>	<b>%</b>
NGOs	30	23	26
Energy companies	20	21	23
Embassies	15	19	20
Government-related entities	17	17	17
Other	18	20	14

The units within Palm City Residences have historically been leased to non-governmental organisations (“NGOs”), energy (oil and gas) companies, embassies, as well as government-related entities which, in aggregate, represented an average of 82% of all leased units during the period under review. Meanwhile, accommodation contracts for the long-term (from 2 to 5 years) increased considerably to 55% in FY2022 whilst short to medium-term leases represented 45% of total leases. Effectively this means that of all active contracts, 81% were for 1 year and over, thus confirming an increasingly positive medium to long-term customer outlook on their continued stay at Palm City Residences.







## M Z I N V E S T M E N T S E R V I C E S

### Palm City Residences

#### Lease contract term

#### for the financial year 31 December

	2020	2021	2022
	%	%	%
Short term (< 1 year)	23	23	19
Medium term (1 year)	44	47	26
Long term (2 to 5 years)	33	30	55

The competitive edge that Palm City Residences has over other similar residential compounds in Libya has always been its location and high operating standards and security as although it is in proximity to Tripoli, on the other hand it is also secluded. Despite some indirect competition from smaller scale entrepreneurs, including security companies who might offer inhouse accommodation to their clients as part of a security service package, it is evident that no other similar compound offers the same level of lifestyle, top-quality service, security, and extent of facilities, both leisure and commercial, to its residents as those enjoyed at Palm City Residences.

For this reason, the Group believes that it enjoys a dominant market position and although Palm City Residences has been operating at below maximum capacity for a number of years as a result of the socio-political conflict in Libya, the Complex has remained operational at all times and in pristine condition.

### 6.2 PALM WATERFRONT

Palm Waterfront Ltd is a wholly owned subsidiary of MIH and is responsible for the future development and operation of the Palm Waterfront project pursuant to a BOT Agreement entered into with CPHCL in December 2013. The Palm Waterfront site is located in Shuhada Sidi Abuljalil, Janzour, Libya, adjacent to the Palm City Residences.

The site has a footprint of *circa* 64,000 sqm and the planned development will include a 150 room 4-star hotel, 332 residential units for lease or sale, 3,400 sqm of office space, 4,000 sqm of commercial and entertainment facilities, as well as a 117-berth yacht marina with facilities. The execution of this project is currently on hold.

### 6.3 MEDINA TOWER

In 2010, MTJSC was set up for the purpose of owning and developing the Medina Tower project. The shareholders of MTJSC are MIH, IHI, AUCC, and AHCT, with each having a 25% shareholding interest. The parcel of land over which this project will be developed measures approximately 13,000 sqm and is situated in Tripoli's main high street. The architectural concept of the project stems from a 4-storey podium that will include a mix of residential, retail, commercial and conference space. A curved tower rises from the sixth level and peaks at the fortieth level which will include a double height restaurant. The development is expected to create *circa* 199,000 sqm of total gross floor area.

The project designs of the Medina Tower are complete, and all development approvals have been obtained from relevant authorities. As to the financing of the project, the equity contribution for the first phase of this project is already fully paid up and will comprise 40% of the capital requirements of the said project. The remaining 60% of funding will be derived from a Libyan financial institution in terms of a sanction letter that has been approved and signed, but that now needs to be reactivated. The execution of this project is currently on hold.

## 7. COUNTRY OVERVIEW

The delay of national elections originally scheduled for December 2021, with no agreement on the new dates nor on the legal and constitutional basis for these proposed elections, has brought a return to political division in Libya. The confirmation of a new government cabinet by the eastern-based House of Representatives in February 2022 has returned Libya to a state of institutional division with two parallel government administrations in the East and West. Competition between rival governments led to the blockade and shutdowns of oil facilities and armed clashes in the capital.





## M Z I N V E S T M E N T S E R V I C E S

Political and security tensions could hinder the economic rebound registered in 2021. Oil production in the second quarter of 2022 averaged 0.88 million barrels per day, 33% less than during the first quarter. Soaring international oil prices improved the fiscal surplus during the first eight months of 2022 to 13% of 2021 GDP, excluding spending of the National Oil Corporation, compared to 7% during the same period in 2021. The trade balance surplus grew by 72% in nominal USD terms during the first five months of 2022 compared to the same period in 2021. Foregone oil revenues due to the blockade of oil facilities amounted to around USD4 billion. At the beginning of the third quarter of 2022, oil production resumed at 1 million barrels per day.

Political uncertainty in Libya and the ongoing war in Ukraine will likely slow down Libya's economic recovery. If the country could sustain current levels of oil production and exports, it will benefit from increasing global oil prices, translating into higher fiscal revenues and more significant inflows of hard currency. This will positively impact its growth and its fiscal and external balances. Transparent and accountable management of Libya's oil revenues and public spending will be critical to ensure that the country's wealth benefits the population. However, positive economic performances depend on the improvement of political and security conditions. Other shocks to the global economy, or shocks to global commodity prices, would adversely affect Libya's economic activity and household welfare.<sup>1</sup>

## PART 2 – PERFORMANCE REVIEW

### 8. FINANCIAL HIGHLIGHTS

The financial information provided hereunder is extracted from the audited annual financial statements of MIH for the financial years ended 31 December 2020, 31 December 2021, and 31 December 2022. The forecast financial information for the years ending 31 December 2023 and 31 December 2024 has been provided by the Company and relates to events which might take place in the future. Moreover, the forecast financial information is based on assumptions which the Group believes are reasonable, although outcomes may be adversely affected by unforeseen situations especially in view of the prevailing socio-political situation in Libya which is highly unstable and uncertain.

In this context, given the contractual agreements that the Group has with its tenants which in their majority are for the medium to long term, coupled with the fact that MIH's client base has significant vested interests in Libya, the Company remains confident that its business model continues to be resilient. Indeed, the relatively calm environment which prevailed in Libya in FY2021 and FY2022 resulted in a slow but steady return of interest in the leasing of units at Palm City, although the uncertainty surrounding the country's elections delayed the indicated growth that was being expected from the level of enquiries received.

Mediterranean Investments Holding p.l.c.					
Income Statement					
for the financial year 31 December					
	2020	2021	2022	2023	2024
	Actual	Actual	Actual	Forecast	Projection
	€'000	€'000	€'000	€'000	€'000
Revenue	25,595	23,978	24,996	32,795	40,375
Net operating expenses	(4,912)	(4,296)	(4,784)	(6,847)	(7,003)
Administrative & marketing expenses	(2,747)	(2,834)	(2,413)	(3,679)	(3,712)
<b>EBITDA</b>	<b>17,936</b>	<b>16,848</b>	<b>17,799</b>	<b>22,269</b>	<b>29,660</b>
Other income	579	2,083	-	-	-
Depreciation	(181)	(73)	(301)	(663)	(598)
<b>Operating profit</b>	<b>18,334</b>	<b>18,858</b>	<b>17,498</b>	<b>21,606</b>	<b>29,062</b>
Share of results of equity accounted investment	3	2,712	(51)	-	-
Net finance costs	(4,523)	(8,371)	(4,695)	(3,527)	(3,251)
<b>Profit before tax</b>	<b>13,814</b>	<b>13,199</b>	<b>12,752</b>	<b>18,079</b>	<b>25,811</b>
Taxation	11,191	(2,525)	(2,001)	(3,257)	(4,905)
<b>Profit for the year</b>	<b>25,005</b>	<b>10,674</b>	<b>10,751</b>	<b>14,822</b>	<b>20,906</b>

<sup>1</sup><https://www.worldbank.org/en/country/libya/overview#1>





## M Z I N V E S T M E N T S E R V I C E S

Key Financial Ratios	FY2020	FY2021	FY2022	FY2023	FY2024
	Actual	Actual	Actual	Forecast	Projection
EBITDA margin (%) <i>(EBITDA / revenue)</i>	70.08	70.27	71.21	67.90	73.46
Operating profit margin (%) <i>(Operating profit / revenue)</i>	71.63	78.65	70.00	65.88	71.98
Net profit margin (%) <i>(Profit after tax / revenue)</i>	97.69	44.52	43.01	45.20	51.78
Return on equity (%) <i>(Profit after tax / average equity)</i>	14.32	5.76	5.54	7.16	9.43
Return on assets (%) <i>(Profit after tax / average assets)</i>	7.79	3.35	3.49	4.77	6.57
Return on invested capital (%) <i>(Operating profit / average equity and net)</i>	7.37	7.44	6.77	8.34	11.21
Interest cover (times) <i>(EBITDA / net finance costs)</i>	3.97	2.01	3.79	6.31	9.12

Notwithstanding the adverse operating environment, MIH continued to register positive performance during the period under review. In **FY2021**, revenues and EBITDA dropped by around 6% to €24 million (FY2020: €25.6 million) and €16.9 million (FY2020: €17.9 million) respectively, largely reflecting the impact of the devaluation of the Libyan Dinar at the start of the year. In contrast, operating profit increased by 2.9% to €18.9 million (FY2020: €18.3 million) on the back of an increase in other income which related to a one-off €1.53 million reversal of over-estimated accrued interest on bank loan balances.

The Group's financial performance in FY2021 was boosted by a €2.71 million uplift in the fair value of the land earmarked for the development of the Medina Towers. On the other hand, net finance costs increased substantially to €8.37 million (FY2020: €4.52 million) reflecting a one-time loss on exchange of €3.61 million arising upon the conversion of monetary assets and liabilities denominated in Libyan Dinars to the euro currency. For this reason, the interest cover dropped to 2.01 times from 3.97 times in the previous comparable period.

Overall, the Group reported a 4.5% drop in pre-tax profit to €13.2 million from €13.8 million in the 2020 financial year. Furthermore, the profit for the year declined markedly to €10.7 million (FY2020: €25 million) reflecting the non-recurrence of a one-time tax income which was accounted for in the 2020 financial year.

In **FY2022**, revenues increased by 4.2% to just under €25 million as the Group managed to command higher average rates for the lease of its units at Palm City. Similarly, EBITDA grew by 5.6% to €17.8 million (FY2021: €16.9 million) which, in turn, translated into an EBITDA margin of 71.2% (FY2021: 70.3%).

In view of the one-time income of €1.53 million recorded in FY2021 in relation to accrued interest on bank loan balances which was not repeated in FY2022, operating profit dropped by 7.2% to €17.5 million (FY2021: €18.9 million). As a result, the operating profit margin eased to 70% from 78.7% in the previous comparable period.

MIH reported a marginal loss of €0.05 million from its investment in Medina Tower in FY2022 compared to the profit of €2.71 million recorded in the prior financial year. Conversely, net finance costs contracted to €4.7 million reflecting the non-recurrence of the material loss on exchange which was accounted for in the 2021 financial year, as well as the continued reduction in overall indebtedness. Accordingly, the interest cover rebounded to 3.79 times (FY2021: 2.01 times) which is also in line with the interest cover of 3.97 times achieved in FY2020.

After accounting for a tax charge of €2 million, MIH reported a net profit of €10.8 million (FY2021: €10.7 million) which translated into a return on equity of 5.54% (FY2021: 5.76%) and a return on assets of 3.49% (FY2021: 3.35%).

For the current financial year ending 31 December **2023**, MIH is expecting revenues to surge by 31.2% to €32.8 million on the back of the anticipated substantial rise in demand for the lease of the units within Palm City Residences which





## M Z I N V E S T M E N T S E R V I C E S

is estimated to lift the occupancy rate to 64.6% (FY2022: 51.6%) and the average rental rate per residential unit to €9,513 per month (FY2022: €8,907 per month). In the respect, the Issuer is currently experiencing a level of enquiries from companies, organisations, embassies, and government-related entities that have not been present in Libya for a number of years.

As a result, the Company is expecting to register a 25.1% growth in EBITDA in FY2023 to €22.3 million (FY2022: €17.8 million) which would translate into an EBITDA margin of 67.9%. Moreover, the forecasted operating profit of €21.6 million (FY2022: €17.5 million) would translate into an operating profit margin of 65.9% and a return on invested capital of 8.34% (FY2022: 6.77%).

Net finance costs are anticipated to drop by 24.9% to €3.53 million (FY2022: €4.7 million) reflecting the reduction in overall indebtedness. Coupled with the expected strong increase in EBITDA, the interest cover is estimated to strengthen to 6.31 times from 3.79 times in FY2022.

After accounting for a tax charge of €3.26 million, MIH is expecting to post a net profit of €14.8 million in FY2023 (FY2022: €10.8 million) which would translate into a return on equity of 7.16% (FY2022: 5.54%) and a return on assets of 4.77% (FY2022: 3.49%).

For **FY2024**, the Group is projecting further improvement in the occupancy rate at Palm City Residences to 77.7% as well as a stronger average rental rate per residential unit at around €9,800 per month. As a result, revenues are expected to exceed the €40 million mark (+23.1% over the forecasted figure of €32.8 million for the 2023 financial year) which would filter into an EBITDA of nearly €30 million (translating into an EBITDA margin of 73.5%) and an operating profit of just over €29 million. The latter would translate into an operating profit margin of 72% and a return on invested capital of 11.2%.

Net finance costs are anticipated to decline by 7.8% to €3.25 million reflecting the reduction in total borrowings. Coupled with the growth in EBITDA, the interest cover is projected to exceed 9 times.

After accounting for a tax charge of €4.91 million, MIH is estimating to generate a net profit of €20.9 million which would translate into a return on equity of 9.43% and a return on assets of 6.57%.

<b>Mediterranean Investments Holding p.l.c.</b>					
<b>Cash Flow Statement</b>					
<b>for the financial year 31 December</b>					
	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2023</b>	<b>2024</b>
	<b>Actual</b>	<b>Actual</b>	<b>Actual</b>	<b>Forecast</b>	<b>Projection</b>
	<b>€'000</b>	<b>€'000</b>	<b>€'000</b>	<b>€'000</b>	<b>€'000</b>
Net cash from operating activities	19,524	13,649	18,126	18,703	26,373
Net cash used in investing activities	(200)	(85)	(183)	(829)	(159)
Net cash used in financing activities	(6,845)	(23,923)	(21,731)	(10,219)	(20,568)
<b>Net movement in cash and cash equivalents</b>	<b>12,479</b>	<b>(10,359)</b>	<b>(3,788)</b>	<b>7,655</b>	<b>5,646</b>
Cash and cash equivalents at beginning of year	13,078	25,632	10,882	6,888	14,543
Effect of foreign exchange rate changes	75	(4,391)	(206)	-	-
<b>Cash and cash equivalents at end of year</b>	<b>25,632</b>	<b>10,882</b>	<b>6,888</b>	<b>14,543</b>	<b>20,189</b>

The Company generates cash flows from the lease of its Palm City Residences. In FY2021, these dropped by 30.1% (or -€5.9 million) to €13.6 million (FY2020: €19.5 million) reflecting adverse net changes in working capital. Furthermore, in view of the substantial amount of cash used for the repayment of borrowings, the Issuer ended the 2021 financial year with a cash balance of €10.9 million (after taking into account movements in foreign exchange) compared to €25.6 million as at the end of 2020.

In **FY2022**, the amount of net cash flows generated from operating activities increased by €4.48 million (or +32.8%) to €18.1 million largely on the back of the positive net changes in working capital in particular those relating to the year-on-year change in trade and other receivables. The Company used these operating cash flows to support its financing activities as MIH paid €2 million in dividends and €4.23 million in interest, and also reduced its total borrowings by €15.5 million. Overall, the Group's balance of cash and cash equivalents contracted by almost €4 million (when including the effect of foreign exchange rate changes) to €6.89 million compared to €10.9 million as at the end of 2021.





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For **FY2023**, the Group is anticipating to generate €18.7 million in net cash flows from operating activities which would be 3.2% higher than the prior year. Despite the expected significant growth in business, net cash flows from operating activities are anticipated to be adversely affected by a negative movement in working capital as well as a higher tax payment.

In relation to its financing activities, MIH is forecasting a net cash outflow of €10.2 million largely reflecting the payment of shareholders' loans, interest, as well as the settlement of previously declared but unpaid dividends. Nonetheless, the Group is still expecting to end the 2023 financial year with a much higher cash balance of €14.5 million compared to €6.89 million as at 31 December 2022. This is then projected to surge by 38.8% by the end of **FY2024** to €20.2 million reflecting the strong net cash flows of €26.4 million to be generated from operating activities which would only be partly offset by a net cash outflow of €20.7 million. The latter largely reflects the Group's intention to redeem the €11 million 6.00% unlisted unsecured notes 2023-2025, the payment of a dividend, as well as the yearly interest payment on outstanding debt.

<b>Mediterranean Investments Holding p.l.c.</b>					
<b>Statement of Financial Position</b>					
<b>as at 31 December</b>					
	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2023</b>	<b>2024</b>
	<b>Actual</b>	<b>Actual</b>	<b>Actual</b>	<b>Forecast</b>	<b>Projection</b>
	<b>€'000</b>	<b>€'000</b>	<b>€'000</b>	<b>€'000</b>	<b>€'000</b>
<b>ASSETS</b>					
<b>Non-current assets</b>					
Intangible assets	2	2	2	2	2
Investment property	272,568	272,568	272,568	272,693	272,703
Property, plant and equipment	9,528	9,540	10,426	10,692	10,421
Investments accounted for using the equity method	12,186	8,023	8,084	8,084	8,084
	<u>294,284</u>	<u>290,133</u>	<u>291,080</u>	<u>291,471</u>	<u>291,210</u>
<b>Current assets</b>					
Inventories	1,112	1,196	1,521	1,567	1,614
Trade and other receivables	4,780	7,710	5,921	7,621	8,427
Taxation	774	1,020	556	-	-
Cash and cash equivalents	25,700	10,886	6,892	14,543	20,190
	<u>32,366</u>	<u>20,812</u>	<u>14,890</u>	<u>23,731</u>	<u>30,230</u>
<b>Total assets</b>	<b><u>326,650</u></b>	<b><u>310,945</u></b>	<b><u>305,970</u></b>	<b><u>315,202</u></b>	<b><u>321,440</u></b>
<b>EQUITY</b>					
Share capital	48,002	48,002	48,002	48,002	48,002
Retained earnings	133,664	140,649	151,472	166,295	181,202
	<u>181,666</u>	<u>188,651</u>	<u>199,474</u>	<u>214,297</u>	<u>229,204</u>
<b>LIABILITIES</b>					
<b>Non-current liabilities</b>					
Borrowings and bonds	75,383	30,741	40,535	49,269	49,446
Shareholders' loan	5,203	5,203	5,203	-	-
Other non-current liabilities	3,374	4,822	3,541	4,070	4,894
Deferred tax liability	24,823	21,636	21,479	21,479	21,479
	<u>108,783</u>	<u>62,402</u>	<u>70,758</u>	<u>74,818</u>	<u>75,820</u>
<b>Current liabilities</b>					
Borrowings and bonds	12,018	44,934	19,914	11,000	-
Trade and other payables	14,026	11,958	12,514	12,241	12,216
Dividend payable	10,000	3,000	1,000	-	-
Other current liabilities	157	-	2,310	2,846	4,200
	<u>36,201</u>	<u>59,892</u>	<u>35,738</u>	<u>26,087</u>	<u>16,416</u>
	<u>144,984</u>	<u>122,294</u>	<u>106,496</u>	<u>100,905</u>	<u>92,236</u>
<b>Total equity and liabilities</b>	<b><u>326,650</u></b>	<b><u>310,945</u></b>	<b><u>305,970</u></b>	<b><u>315,202</u></b>	<b><u>321,440</u></b>
<i>Total debt</i>	<i>92,604</i>	<i>80,878</i>	<i>65,652</i>	<i>60,269</i>	<i>49,446</i>
<i>Net debt</i>	<i>66,904</i>	<i>69,992</i>	<i>58,760</i>	<i>45,726</i>	<i>29,256</i>
<i>Invested capital (total equity plus net debt)</i>	<i>248,570</i>	<i>258,643</i>	<i>258,234</i>	<i>260,023</i>	<i>258,460</i>





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Key Financial Ratios	FY2020	FY2021	FY2022	FY2023	FY2024
	Actual	Actual	Actual	Forecast	Projection
Net debt-to-EBITDA ( <i>times</i> ) <i>(Net debt / EBITDA)</i>	3.73	4.15	3.30	2.05	0.99
Net debt-to-equity ( <i>times</i> ) <i>(Net debt / total equity)</i>	0.37	0.37	0.29	0.21	0.13
Net gearing (%) <i>(Net debt / net debt and total equity)</i>	26.92	27.06	22.75	17.59	11.32
Debt-to-asset ( <i>times</i> ) <i>(Total debt / total assets)</i>	0.28	0.26	0.21	0.19	0.15
Leverage ( <i>times</i> ) <i>(Total assets / total equity)</i>	1.80	1.65	1.53	1.47	1.40
Current ratio ( <i>times</i> ) <i>(Current assets / current liabilities)</i>	0.89	0.35	0.42	0.91	1.84

During the period under review, the Group's equity base expanded from €181.7 million as at 31 December 2020 to €199.5 million as at the end of 2022. Although total assets dropped to just under €306 million as at 31 December 2022 compared to €326.7 million as at 31 December 2020 (mostly due to the reduction in cash balances), the amount of total liabilities contracted at a faster pace to €106.5 million from €145 million as at the end of 2020.

The significant drop in total liabilities during the period under review largely took place as MIH reduced its total indebtedness by €27 million (or -29.1%) to €65.7 million as at 31 December 2022 compared to €92.6 million as at the end of 2020. As a result, the Group's debt ratios improved considerably over this period as MIH's net gearing position eased to 22.8% as at 31 December 2022 compared to 26.9% as at the end of 2020. Similarly, the Company's net debt-to-equity and debt-to-asset ratios strengthened to 0.29 times (31 December 2020: 0.37 times) and 0.21 times (31 December 2020: 0.28 times) respectively, indicating that MIH has a prudent capital structure supporting its business.

In terms of its liquidity position, the Company's current ratio dropped from 0.89 times as at 31 December 2020 to 0.35 times as at the end of 2021 before improving to 0.42 times as at 31 December 2022. In FY2021, the Company's €40 million 5% bond was classified as current liability, of which €30 million were refinanced through the issuance of new bonds whilst the remaining €10 million were redeemed upon maturity. Similarly, the Company's €20 million 5.5% bond was classified as a current liability in FY2022 in view of its redemption on 31 July 2023.

The Group's asset base is expected to grow by 5% in aggregate during **FY2023** and **FY2024** to €321.4 million as at 31 December 2024, largely due to the anticipated strong increase in cash balances. This will also have a significant impact on the Company's current ratio which is projected to increase to 1.84 times as at the end of 2024.

On the other hand, total liabilities are expected to contract by 13.4% to €92.2 million by 31 December 2024 compared to €106.5 million as at the end of 2022. This reflects the anticipated reduction in overall indebtedness by nearly 25% to €49.4 million (31 December 2022: €65.7 million) which will significantly boost all the Group's key credit metrics. Indeed, MIH is projecting a net gearing ratio of 11.3% as at the end of 2024 (which also shows the further strengthening of MIH's equity base to €229.2 million through higher levels of retained earnings) whilst the Company's net-debt-to-EBITDA multiple for FY2024 is anticipated to be less than 1 times.





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9. VARIANCE ANALYSIS

The following analysis examines the variance between the forecast financial information for the financial year ended 31 December 2022 (as provided in the Analysis dated 31 May 2022) and the audited annual financial statements for the financial year ended 31 December 2022.

<b>Mediterranean Investments Holding p.l.c.</b>			
<b>Income Statement</b>			
<b>for the financial year 31 December</b>			
	<b>2022</b>	<b>2022</b>	<b>Variance</b>
	<b>Actual</b>	<b>Forecast</b>	
	<b>€'000</b>	<b>€'000</b>	<b>€'000</b>
Revenue	24,996	27,496	(2,500)
Net operating expenses	(4,784)	(5,453)	669
Administrative & marketing expenses	(2,413)	(2,684)	271
<b>EBITDA</b>	<b>17,799</b>	<b>19,359</b>	<b>(1,560)</b>
Depreciation	(301)	(428)	127
<b>Results from operating activities</b>	<b>17,498</b>	<b>18,931</b>	<b>(1,433)</b>
Share of results of equity accounted investment	(51)	-	(51)
Net finance costs	(4,695)	(3,805)	(890)
<b>Profit before tax</b>	<b>12,752</b>	<b>15,126</b>	<b>(2,374)</b>
Taxation	(2,001)	(3,178)	1,177
<b>Profit for the year</b>	<b>10,751</b>	<b>11,948</b>	<b>(1,197)</b>

The performance achieved by MIH in the 2022 financial year was below expectations as the lower level of revenues (-9.1%) and the higher amount of net finance costs (+23.4%) outweighed the lower level of operating costs, depreciation, and tax charges. As a result, the Group reported a net profit of €10.8 million compared to the forecasted figure of €11.9 million.

<b>Mediterranean Investments Holding p.l.c.</b>			
<b>Cash Flow Statement</b>			
<b>for the financial year 31 December</b>			
	<b>2022</b>	<b>2022</b>	<b>Variance</b>
	<b>Actual</b>	<b>Forecast</b>	
	<b>€'000</b>	<b>€'000</b>	<b>€'000</b>
Net cash from operating activities	18,126	19,391	(1,265)
Net cash used in investing activities	(183)	(806)	623
Net cash used in financing activities	(21,731)	(22,743)	1,012
<b>Net movement in cash and cash equivalents</b>	<b>(3,788)</b>	<b>(4,158)</b>	<b>370</b>
Cash and cash equivalents at beginning of year	10,882	10,882	-
Effect of foreign exchangerate changes	(206)	-	(206)
<b>Cash and cash equivalents at end of year</b>	<b>6,888</b>	<b>6,724</b>	<b>164</b>

The actual adverse net movement in cash and cash equivalents was lower than forecasted by €0.37 million as the lower amounts of net cash used in investing and financing activities (-€1.64 million) outweighed the lower level of net cash flows generated from operating activities (-€1.27 million).





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<b>Mediterranean Investments Holding p.l.c.</b>			
<b>Statement of Financial Position</b>			
<b>for the financial year 31 December</b>			
	<b>2022</b>	<b>2022</b>	<b>Variance</b>
	<b>Actual</b>	<b>Forecast</b>	
	<b>€'000</b>	<b>€'000</b>	<b>€'000</b>
<b>ASSETS</b>			
<b>Non-current assets</b>			
Intangible assets	2	2	-
Investment property	272,568	273,771	(1,203)
Property, plant and equipment	10,426	9,969	457
Investments accounted for using the equity method	8,084	8,023	61
	<u>291,080</u>	<u>291,765</u>	<u>(685)</u>
<b>Current assets</b>			
Inventories	1,521	1,196	325
Trade and other receivables	5,921	8,280	(2,359) (1)
Taxation	556	556	-
Cash and cash equivalents	6,892	6,724	168
	<u>14,890</u>	<u>16,756</u>	<u>(1,866)</u>
<b>Total assets</b>	<b><u>305,970</u></b>	<b><u>308,521</u></b>	<b><u>(2,551)</u></b>
<b>EQUITY</b>			
Share capital	48,002	48,002	-
Retained earnings	151,472	152,482	(1,010) (2)
	<u>199,474</u>	<u>200,484</u>	<u>(1,010)</u>
<b>LIABILITIES</b>			
<b>Non-current liabilities</b>			
Borrowings and bonds	40,535	40,439	96
Shareholders' loan	5,203	5,203	-
Other non-current liabilities	3,541	8,000	(4,459) (3)
Deferred tax liability	21,479	21,636	(157)
	<u>70,758</u>	<u>75,278</u>	<u>(4,520)</u>
<b>Current liabilities</b>			
Borrowings and bonds	19,914	20,000	(86)
Trade and other payables	12,514	12,759	(245)
Dividend payable	1,000	-	1,000 (4)
Other current liabilities	2,310	-	2,310 (3)
	<u>35,738</u>	<u>32,759</u>	<u>2,979</u>
	<b><u>106,496</u></b>	<b><u>108,037</u></b>	<b><u>(1,541)</u></b>
<b>Total equity and liabilities</b>	<b><u>305,970</u></b>	<b><u>308,521</u></b>	<b><u>(2,551)</u></b>
<i>Total debt</i>	65,652	65,642	10
<i>Net debt</i>	58,760	58,918	(158)
<i>Invested capital (total equity plus net debt)</i>	258,234	259,402	(1,168)







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The material variances between the actual and forecast statement of financial position for the 2022 financial year are as follows:

- (1) The lower amount of trade and other receivables reflects the Company's more efficient management of amounts that it is due by its tenants.
- (2) The lower amount of retained earnings reflects the lower level of profitability reported by MIH for the year.
- (3) The lower amount of 'Other liabilities' (both current and non-current) is largely due to a decrease in the provision for tax payable in Libya.
- (4) The balance of €1 million in 'Dividend payable' was not paid during the year and instead is expected to be distributed in the 2023 financial year.

### PART 3 – DEBT SECURITIES IN ISSUE

#### **Debt Securities issued by MIH**

MIH has issued various listed and unlisted debt securities since its incorporation in 2005. Currently, the Company has two bonds which are listed and traded on the Official List of the Malta Stock Exchange, details of which are as follows:

Security ISIN	Amount Outstanding	Security
MT0000371295	€ 20,000,000	5.50% Mediterranean Investments Holding plc Unsecured Bonds 2023
MT0000371303	€ 30,000,000	5.25% Mediterranean Investments Holding plc Unsecured Bonds 2027
n/a	€ 11,000,000	6.00% Mediterranean Investments Holding plc Unsecured Notes 2023-2025 ( <i>unlisted</i> )
	<b>€ 61,000,000</b>	

In July 2020, MIH issued €20 million 5.50% unsecured bonds which are due for repayment on 31 July 2023. The net proceeds from this bond issue were used by the Company to finance the redemption of the outstanding amount of €18.4 million 5.50% unsecured bonds 2020 which had been previously issued by MIH in July 2015.

In May 2022, MIH issued €30 million 5.25% unsecured bonds which are due for repayment on 6 July 2027. The net proceeds from this bond issue were used by the Company to finance the redemption of part of the outstanding amount of the €40 million 5.00% unsecured bonds 2022 which had been previously issued by MIH in May 2017.

In September 2020, MIH also issued €11 million 6.00% unsecured and unlisted notes which are due for repayment on 3 October 2025 subject to the Issuer's option to redeem early on any interest payment date falling in the years 2023 and 2024.

#### **Debt Securities issued by Related Parties**

Below is a list of the debt securities issued by the Group's related parties and which are also listed and traded on the Official List of the Malta Stock Exchange:

Security ISIN	Amount Listed	Security Name
MT0000101262	€ 40,000,000	4.25% CPHCL Finance plc Unsecured Bonds 2026
MT0000111287	€ 10,000,000	5.80% International Hotel Investments plc Unsecured Bonds 2023
MT0000481227	€ 35,000,000	6.00% International Hotel Investments plc Unsecured Bonds 2024
MT0000111295	€ 45,000,000	5.75% International Hotel Investments plc Unsecured Bonds 2025
MT0000111303	€ 55,000,000	4.00% International Hotel Investments plc Secured Bonds 2026
MT0000111311	€ 60,000,000	4.00% International Hotel Investments plc Unsecured Bonds 2026
MT0000111337	€ 80,000,000	3.65% International Hotel Investments plc Unsecured Bonds 2031
	<b>€ 325,000,000</b>	





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### PART 4 – COMPARATIVE ANALYSIS

The table below provides a comparison between the Group and its bonds with other debt issuers listed on the Malta Stock Exchange and their respective debt securities. Although there are significant variances between the activities of MIH and other issuers (including different industries, principal markets, competition, capital requirements etc.), and material differences between the risks associated with the Group's business and that of other issuers, the comparative analysis serves as an indication of the financial performance and strength of the Group.

Comparative Analysis*	Amount Issued (€'000)	Yield-to-Maturity (%)	Interest Cover (times)	Net Debt-to-EBITDA (times)	Net Gearing (%)	Debt-to-Assets (times)
6.00% AX Investments plc Unsecured & Guaranteed 2024	40,000	7.21	1.75	14.74	30.01	0.28
6.00% International Hotel Investments plc Unsecured 2024	35,000	5.07	1.87	11.42	41.92	0.40
5.30% Mariner Finance plc Unsecured 2024	17,684	5.02	4.68	5.94	49.88	0.49
5.00% Hal Mann Vella Group plc Secured 2024	30,000	4.59	2.42	9.45	51.80	0.44
5.10% 1923 Investments plc Unsecured 2024	36,000	4.74	4.81	2.94	47.79	0.40
4.25% Best Deal Properties Holding plc Secured & Guaranteed 2024	6,465	2.62	13.29	4.71	63.61	0.65
5.75% International Hotel Investments plc Unsecured 2025	45,000	4.69	1.87	11.42	41.92	0.40
5.10% 6PM Holdings plc Unsecured 2025	13,000	5.09	10.95	0.38	11.16	0.17
4.50% Hili Properties plc Unsecured & Guaranteed 2025	37,000	4.27	1.80	12.53	45.87	0.46
3.70% GAP Group plc Secured & Guaranteed 2023/2025	16,618	5.34	33.21	4.85	56.20	0.69
4.35% Hudson Malta plc Unsecured & Guaranteed 2026	12,000	4.35	6.11	4.89	71.67	0.57
4.25% CPHCL Finance plc Unsecured & Guaranteed 2026	40,000	4.25	1.66	12.42	42.46	0.40
4.00% International Hotel Investments plc Secured 2026	55,000	3.74	1.87	11.42	41.92	0.40
5.00% Dizz Finance plc Unsecured & Guaranteed 2026	8,000	4.99	0.56	36.59	79.93	0.59
3.75% Premier Capital plc Unsecured 2026	65,000	4.37	11.25	2.09	61.67	0.56
4.00% International Hotel Investments plc Unsecured 2026	60,000	4.45	1.87	11.42	41.92	0.40
3.25% AX Group plc Unsecured 2026	15,000	3.55	1.75	14.74	30.01	0.28
3.90% GAP Group plc Secured & Guaranteed 2024/2026	21,000	3.89	33.21	4.85	56.20	0.69
4.00% Hili Finance Company plc Unsecured & Guaranteed 2027	50,000	4.43	4.53	4.61	71.75	0.65
4.35% SD Finance plc Unsecured & Guaranteed 2027	65,000	4.35	4.60	2.66	27.22	0.27
4.00% Eden Finance plc Unsecured & Guaranteed 2027	40,000	4.39	4.24	5.37	25.33	0.23
5.25% Mediterranean Investments Holding plc Unsecured & Guaranteed 2027	30,000	5.25	3.79	3.30	22.75	0.21
4.00% Stivala Group Finance plc Secured & Guaranteed 2027	45,000	4.00	4.84	5.58	28.97	0.26
4.75% Best Deal Properties Holding Plc Secured & Guaranteed 2025/2027	15,000	4.74	13.29	4.71	63.61	0.65
4.75% Gap Group plc Secured & Guaranteed 2025/2027	23,000	4.48	33.21	4.85	56.20	0.69
3.85% Hili Finance Company plc Unsecured & Guaranteed 2028	40,000	4.73	4.53	4.61	71.75	0.65
5.85% Mediterranean Investments Holding plc Unsecured & Guaranteed 2028	20,000	5.85	3.79	3.30	22.75	0.21
3.65% Stivala Group Finance plc Secured & Guaranteed 2029	15,000	4.59	4.84	5.58	28.97	0.26
3.80% Hili Finance Company plc Unsecured & Guaranteed 2029	80,000	4.54	4.53	4.61	71.75	0.65
3.75% AX Group plc Unsecured 2029	10,000	4.14	1.75	14.74	30.01	0.28
6.25% GPH Malta Finance plc Unsecured & Guaranteed 2030	18,144	5.79	1.56	11.27	94.67	0.83
3.65% International Hotel Investments plc Unsecured 2031	80,000	4.00	1.87	11.42	41.92	0.40
3.50% AX Real Estate plc Unsecured 2032	40,000	4.21	2.31	13.83	42.36	0.41
5.00% Mariner Finance plc Unsecured 2032	36,930	5.00	4.68	5.94	49.88	0.49
4.50% The Ona plc Secured & Guaranteed 2028/2034	16,000	4.73	32.26	9.77	64.11	0.59

\*As at 04 May 2023

Sources: Malta Stock Exchange

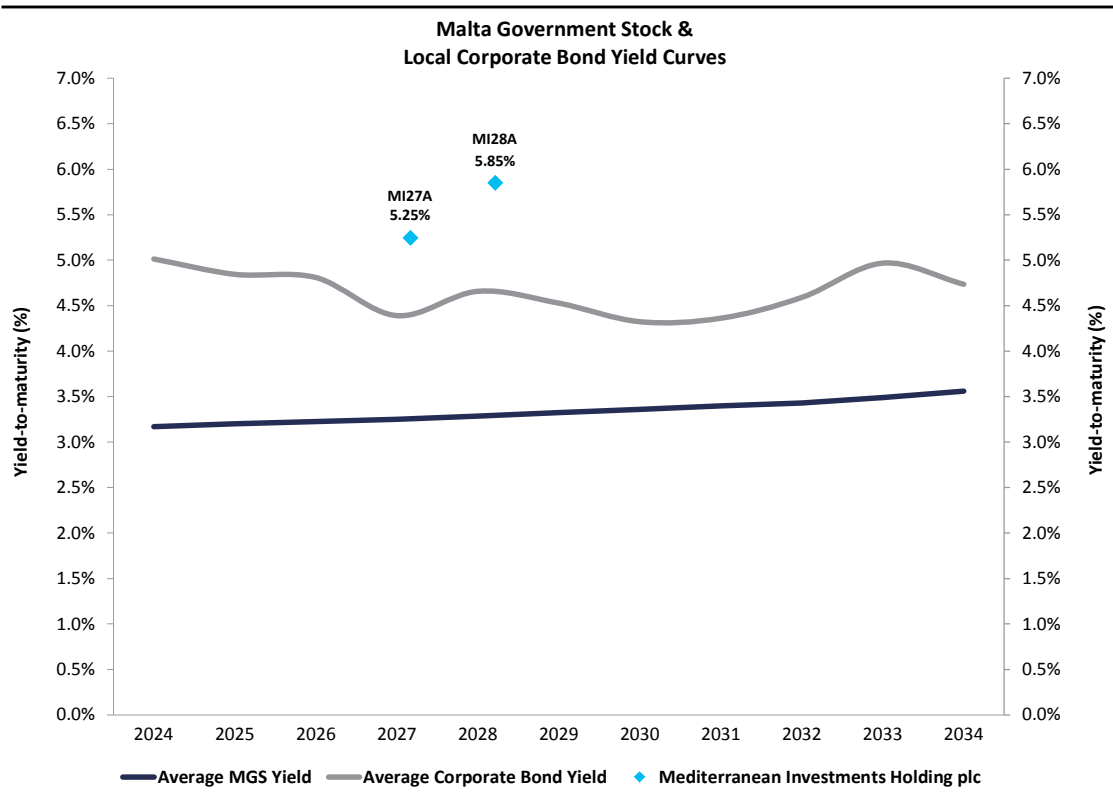
M.Z. Investment Services Limited

Most recent audited annual financial statements except for GPH Malta Finance plc (FY2022/23 - forecast).





MZ INVESTMENT SERVICES



The MIH 5.25% 2027 bonds are currently trading at a yield-to-maturity (“YTM”) of 5.25% which is 86 basis points higher than the average YTM of other local, corporate bonds maturing in the same year. The premium over the corresponding Malta Government Stock yield of equivalent maturity is 200 basis points.

The new MIH 5.85% 2028 bonds have been priced at 119 basis points above the average YTM of other local, corporate bonds maturing in the same year. The premium over the corresponding Malta Government Stock yield of equivalent maturity is 256 basis points.





## MZ INVESTMENT SERVICES

### PART 5 - EXPLANATORY DEFINITIONS

#### INCOME STATEMENT

<i>Revenue</i>	Total income generated from business activities.
<i>EBITDA</i>	Earnings before interest, taxes, depreciation, and amortisation. It is a metric used for gauging a company's operating performance, excluding the impact of its capital structure, and is usually interpreted as a loose proxy for operating cash flow generation.
<i>Operating profit</i>	Profit from operating activities including movements in the fair value of investment property but excluding the share of results of associated undertakings, net finance costs, and taxation.
<i>Share of results of equity accounted investment</i>	Share of profit from the entity in which the Issuer has a minority shareholding interest (i.e. less than 50% plus one).
<i>Profit after tax</i>	Net profit generated from all business activities.

#### KEY PERFORMANCE INDICATORS

<i>Average occupancy</i>	The level of occupancy of all available units over a period of time. It is calculated by dividing the number of units leased by the total number of available units.
<i>Average rental rate per residential unit per month</i>	Measures the average price at which each unit is leased per month. It is calculated by dividing the income received from residential leases by the total number of available units multiplied by the average occupancy level.

#### PROFITABILITY RATIOS

<i>EBITDA margin</i>	EBITDA as a percentage of revenue.
<i>Operating profit margin</i>	Adjusted operating profit as a percentage of total revenue.
<i>Net profit margin</i>	Profit after tax as a percentage of total revenue.
<i>Return on equity</i>	Measures the rate of return on the company's net assets and is computed by dividing the net profit by average equity.
<i>Return on assets</i>	Measures the rate of return on the company's assets and is computed by dividing the net profit by average assets.
<i>Return on invested capital</i>	Measures the rate of return from core operations and is computed by dividing operating profit by the average amount of equity and net debt.

#### CASH FLOW STATEMENT

<i>Net cash flow from / (used in) operating activities</i>	The amount of cash generated (or consumed) from the normal conduct of business
<i>Cash flow from / (used in) investing activities</i>	The amount of cash generated (or consumed) from activities related to the acquisition, disposal, and/or development of long-term assets and other investments.
<i>Cash flow from / (used in) financing activities</i>	The amount of cash generated (or consumed) that have an impact on the company's capital structure and thus result in changes to share capital and borrowings..





## M Z I N V E S T M E N T S E R V I C E S

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### STATEMENT OF FINANCIAL POSITION

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<i>Non-current assets</i>	These represent long-term investments which full value will not be realised within the next twelve months. Such assets, which typically include property, plant, equipment, and investment property, are capitalised rather than expensed, meaning that a company amortises the cost of the asset over the number of years for which the asset will be in use instead of allocating the entire cost to the accounting year in which the asset was acquired.
<i>Current assets</i>	All assets which could be realisable within a twelve-month period from the balance sheet date. Such amounts may include development stock, accounts receivable, cash and bank balances.
<i>Non-current liabilities</i>	These represent long-term financial obligations which are not due within the next twelve months, and typically include long-term borrowings and debt securities.
<i>Current liabilities</i>	Liabilities which fall due within the next twelve months from the balance sheet date, and typically include accounts payable and short-term debt.
<i>Total equity</i>	Represents the residual value of the business (assets minus liabilities) and typically includes the share capital, reserves, as well as retained earnings.

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### FINANCIAL STRENGTH/CREDIT RATIOS

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<i>Interest cover</i>	Measures the extent of how many times a company can pay its net finance costs from EBITDA.
<i>Net debt-to-EBITDA</i>	Measures how many years it will take a company to pay off its net interest-bearing liabilities (including lease liabilities) from its EBITDA generation capabilities, assuming that net debt and EBITDA are held constant.
<i>Net debt-to-equity</i>	Shows the proportion of net debt (including lease liabilities) to the amount of equity.
<i>Net gearing</i>	Shows the proportion of equity and net debt used to finance a company's business and is calculated by dividing a company's net debt by net debt plus equity.
<i>Debt-to-asset</i>	Shows the degree to which a company's assets are funded by debt and is calculated by dividing all interest-bearing liabilities by total assets.
<i>Leverage</i>	Shows how much equity a company is using to finance its assets.
<i>Current ratio</i>	Measures whether or not a company has enough resources to pay its short-term liabilities from its short-term assets.

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