

The Board of Directors  
Cablenet Communication Systems plc  
Nimeli Court, Block A, Floor 2,  
41-49 Ayiou Nicolaou Street,  
Engomi, 2048,  
Nicosia, Cyprus

26 May 2022

Dear Sirs,

**Cablenet Communication Systems plc – Financial Analysis Summary (the “Update FAS”)**

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

The purpose of the Analysis is that of summarising key financial data appertaining to Cablenet Communication Systems plc (a public limited liability company registered under the laws of Cyprus bearing company registration number HE 137520) (the “Company” or “Issuer”). The data is derived from various sources or is based on our own computations and analysis of the following:

- (a) Historic financial data for the three years ended 31 December 2019 to 2021 has been extracted from the Issuer’s audited statutory financial statements for the three years in question, as and when appropriate.
- (b) The forecast data for the financial year ending 31 December 2022 has been provided by management of the Issuer.
- (c) Our commentary on the results of the Issuer and on the respective financial position is based on the explanations provided by the Issuer.
- (d) The ratios quoted in the Financial Analysis Summary have been computed by us applying the definitions as set out and defined within the Analysis.
- (e) Relevant financial data in respect of competitors as analysed in part D has been extracted from public sources such as the web sites of the companies concerned, or financial statements filed with the Registrar of Companies.

The Analysis is provided to assist potential investors by summarising the more important financial data of the Issuer. The Analysis does not contain all data that is relevant to potential investors and is intended to complement, and not replace, the contents of the full prospectus. The Analysis does not constitute an endorsement by our firm of the securities of the Issuer and should not be interpreted as a recommendation to invest. We shall not accept any liability for any loss or damage arising out of the

use of the Analysis and no representation or warranty is provided in respect of the reliability of the information contained in the Prospectus. As with all investments, potential investors are encouraged to seek professional advice before investing.

Yours sincerely,

A handwritten signature in black ink, appearing to read "Rizzo", written over a horizontal line.

**Vincent E Rizzo**  
Director

# FINANCIAL ANALYSIS SUMMARY

## UPDATE 2022



*Prepared by Rizzo, Farrugia & Co (Stockbrokers) Ltd, in compliance with the Listing Policies issued by the Malta Financial Services Authority, dated 5 March 2013 and last updated on 21 August 2021.*

26 May 2022



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## IMPORTANT INFORMATION

### PURPOSE OF THE DOCUMENT

Cablenet Communication Systems plc (the “**Company**”, “**Cablenet**”, or “**Issuer**”) issued €40 million 4% bonds maturing in 2030 pursuant to a prospectus dated 21 July 2020 (the “**Bond Issue**”). In terms of the Listing Policies of the Listing Authority dated 5 March 2013 and last updated on 21 August 2021. The purpose of this report is to provide an update to the FAS (the “**Update FAS**”) on the performance and on the financial position of the Company.

### SOURCES OF INFORMATION

The information that is presented has been collated from a number of sources, including the Company’s website ([www.cablenet.com.cy](http://www.cablenet.com.cy)), the audited financial statements for the years ended 31 December 2019, 2020 and 2021, and forecasts for financial year ending 31 December 2022.

Forecasts that are included in this document have been prepared and approved for publication by the directors of the Company, who undertake full responsibility for the assumptions on which these forecasts are based.

Wherever used, FYXXXX refers to financial year covering the period 1<sup>st</sup> January to 31<sup>st</sup> December. The financial information is being presented in thousands of Euros, unless otherwise stated, and has been rounded to the nearest thousand.

## ABBREVIATIONS

DOCSIS	Data over cable service interface specifications
FTTH	Fibre-To-The-Home
ICT	Information & Communication Technology
IFRS	International Financial Reporting Standards
IoT	Internet of Things
MNO	Mobile Network Operator
NGA	Next Generation Access
OCECPR	Office of Electronic Communications & Postal Regulations
PABX	Private Automatic Branch Exchange
RAN	Radio Access Network
SMS	Short Message Service
VPN	Virtual Private Network
WAN	Wide Area Network

## PART A BUSINESS AND MARKET OVERVIEW UPDATE

### 1. INTRODUCTION

Cablenet Communication Systems plc (“**Cablenet**”, the “**Company**” or the “**Issuer**”) is a public limited liability company incorporated in Cyprus on 10 April 2003, bearing company registration number HE 137520. The principal activities of the Company include the provision of telecommunication and entertainment services. The Issuer operates exclusively in and from Cyprus.

The Company offers multiple packages of Internet, telephony, TV and Sports content and mobile telephony services, to its retail base (approximately 81,000 fixed and 46,000 mobile subscribers) and its corporate clients (approximately 4,900 customers; figures as of the end of 2021); business services can be tailored to meet the demands and requirements of any type of client, whether small, medium or large business clients.

In 2017, the Company formulated a business plan to secure exclusive rights for Cypriot football matches for five major teams. In 2018 it concluded an agreement with Primetel, which also has similar rights, to offer the total content of both companies to sports fans. Since July 2019, the Company has been offering the aggregate Sports TV channels of Cablenet and Primetel, which it packages as add-ons to existing Broadband and Broadband and TV packages; it also shares in the revenue from live streaming and public viewing rights of these channels. In 2020, this bilateral sports content agreement was extended to include CYTA, thus bringing all the local football rights under the joint (trilateral) pool that also includes European football league matches. Sports content parity allowed Cablenet to compete on the basis of its broadband strength and “value” brand and substantially increase the number of sports subscriptions, as these nearly doubled when compared to 2019.

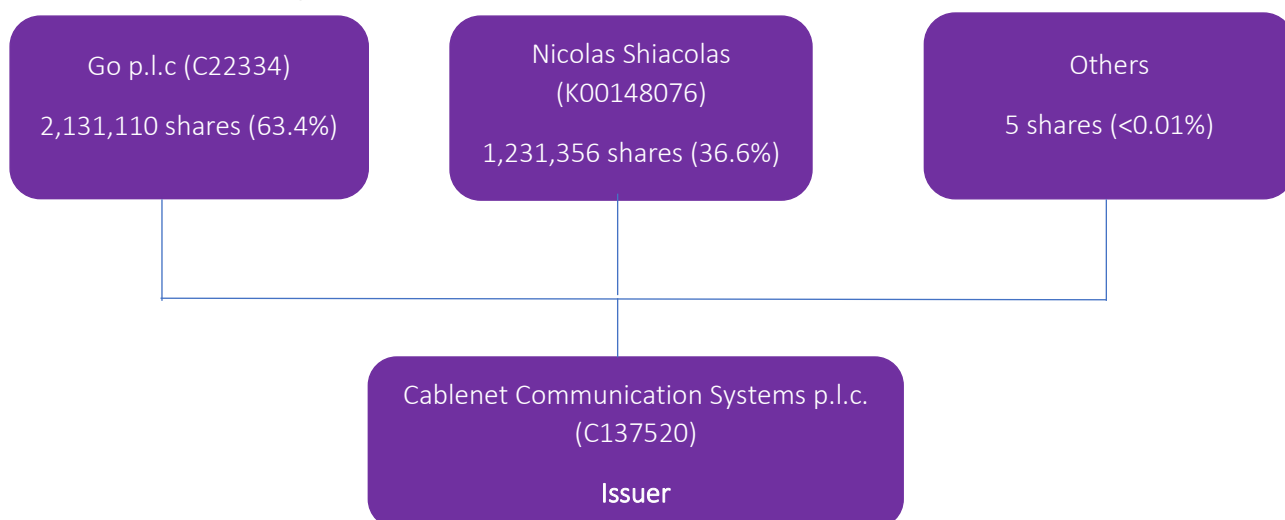
Since May 2021, Cablenet’s RAN sharing agreement has come into effect enabling Cablenet to utilise CYTA’s market-leading, in terms of reach and quality, mobile network. In 2022, as part of the agreement, Cablenet will be able to access CYTA’s sites and utilise its own spectrum of 4G radio frequencies when servicing its customers.

The Company’s retail offering is currently centred around 2-play (fixed broadband and fixed telephony) and 3-play (2-play + inclusion of Sports and/or Non-Sports TV). The Company also offers mobile services and has incentives in place for combining mobile services with fixed bundles.

In addition to the above, the Company’s corporate offering includes VPN services, DDoS protection, sales of hardware and software.

## 2. GROUP STRUCTURE

The current shareholding structure is as follows:



## 3. CORPORATE GOVERNANCE AND MANAGEMENT

### BOARD OF DIRECTORS

The Company's board of directors as at the date of this document comprises the following:

Nicolas Shiacolas	Non- Executive Director (Resigned as Chairman and Director on 4 June 2021)
Nikhil Prakash Patil	Non-Executive Director (Appointed Chairman on 6 June 2021)
Iosif Iosifakis	Executive Director (Resigned on 24 June 2021)
Yiannos F. Michaelides	Executive Director
Samir Saied	Non-Executive Director (Resigned on 11 October 2021)
Hnid Faker	Non-Executive Director
Paul Testaferrata Moroni Viani	Non-Executive Director
Neoclis Nicolaou	Non-Executive, Independent Director
Michael Warrington	Non-Executive, Independent Director
Menelaos Shiacolas	Non-Executive Director (Appointed on 15 June 2021)
Marios Kalochoritis	Non-Executive Director (Appointed on 9 July 2021)

The Company Secretary is Dr Francis Galea Salomone.



## SENIOR MANAGEMENT

The Company's senior management team is composed of the following:

Yiannos F. Michaelides	Chief Executive Officer
Ioannis Mavridis	Chief Financial Officer
Pambos Moyseos	Chief Commercial Officer - Retail
Thomas Hoplaros	Chief Commercial Officer - Business
Panagiotis Kouloumprides	Chief Core Networks Officer
Michael Pericleous	Chief Access Network Officer
Chrystalla Karagiorgi	Chief Human Resources Officer
Elias Theodorou	Chief Strategy Officer
Ingrid Camilleri	Chief Digital Officer
Yiannos Michaelides	Chief Advisor - Information Systems

## 4. MATERIAL OPERATIONAL DEVELOPMENTS

### COVID-19 PANDEMIC

Although the COVID-19 pandemic remains a potential risk on Cablenet's business, demand for the Company's services from customers and its costs have not been materially impacted in FY2021 or in the first few months of FY2022.

Cyprus has suffered a number of lockdowns and COVID-induced disruptions of economic activity since the start of the pandemic, however currently the majority of measures have been lifted following the successful roll-out of a vaccination program. Going forward, the expectation is that the economic conditions in Cyprus will continue to improve but, although unlikely, the Company cannot entirely exclude further major adverse effects from the pandemic that could significantly affect its financial results and forward-looking statements in a negative way.

The Company did not face any material supply chain issues with respect to its procurement of services and assets and its major projects have broadly progressed as planned. Where projects were delayed, these delays were at the Company's own discretion.

### IMPACT OF UKRAINIAN CRISIS

The Company offers services to Cyprus-based entities only, of which some may have Russian or Ukrainian nationality or ownership, but they represent a very small part of the Company's annual revenue, and no impact has as yet been noticed on the number of such customers or their payments. On the suppliers of material and services side, the Company has no reliance of size to providers from those countries. The Company's TV platform has also discontinued broadcasting 3 Russia-originating TV channels, one on 3 March 2022 and the other two on 10 March 2022, due to the relevant EU directives and commercial considerations. At the moment and since the situation is still developing, it is not possible for management to predict with any degree of certainty the impact on the Company's financial results and, in fact, it is expected that if the situation does not deteriorate further, there will be little or no impact on the Company's activities and on its financial results. Management is closely monitoring the situation and is ready to act depending on the developments.

## MOBILE

In May 2021, Cablenet launched its revamped mobile proposition, focused in the post-paid (and largest by value) segment of the market. The new products have been well received commercially and have achieved significant growth in subscriptions and Cablenet's market share in the mobile telephony market. Since December 2021 the Company has also begun to offer device financing options to its mobile subscribers. During 2022 the Company will begin to utilise its 4G spectrum frequencies and Cyta's radio sites, as per the RAN sharing agreement, thus offering better speeds and experience to customers. The utilisation of Cablenet's own spectrum will also result in its recognition as an asset and the remaining payments for its acquisition as lease liabilities. Right before the 2021 year-end, Cablenet also launched its revamped pre-paid mobile offering, which is performing well and is expected to show strong growth in 2022.

## INTERNATIONAL CAPACITY – AGREEMENT WITH CYTA

Cablenet requires international broadband capacity to physically link its Cyprus-based network with the rest of the world, in order to provide Internet connectivity. In February 2020, Cablenet entered into an agreement with CYTA to purchase a 5% Right of Use ("ROU") on the capacity of a new planned international cable to be landed in Cyprus by CYTA, called Arsinoe (a sub-part of the PEACE cable system linking Europe and Asia). The agreement includes the option to continue utilising another existing CYTA cable, Alexandros (a sub-part of the TEN cable system linking Europe and Egypt) to provide redundant capacity. The estimated capacity that will be available to Cablenet as a result of this agreement is 800 Gbps and this will cover the requirements of the Company for international capacity for several years. The value of the contract and future contractual payments are expected to be reflected on the balance sheet in 2022 and increase Cablenet's assets and long-term liabilities respectively.

## FOOTBALL CONTENT – TEAM RIGHTS

Having seen a strong uptake during 2021 of its Sports TV product offering, which is anchored by Cablenet's exclusive broadcasting rights of 5 local Cypriot teams, the Company exercised its contractual options to extend, by another 2 years, the term of these agreements. The agreements are now expiring in May 2024, with additional optionality for future extensions. As a result of this extension, the corresponding assets and liabilities have been recognised in the Statement of Financial Position.

## NETWORK INFRASTRUCTURE

The Company expects to continue the expansion of its FTTH network infrastructure into new areas of Cyprus in order to meet demand from both residential customers and businesses. The Company also continued the densification and closing of coverage gaps in its DOCSIS network. The aggregate coverage of Cablenet's DOCSIS and FTTH technology networks grew to 64% coverage of households. Over the coming years, the Company will continue to invest in its FTTH network aim for a coverage of up to 80% of the island's households.

## 5. MAJOR ASSETS

The Company operates in the telecommunications industry. As a result, Property, Plant & Equipment (PPE) includes €35.3 million of network infrastructure, €4.1 million of furniture, fixtures, equipment and computer hardware and €1.8 million of leasehold buildings and improvements. The intangible assets include football rights and international capacity rights. With regards to the ROU Assets, these comprise leases of offices, warehouses and retail shops across Cyprus used by the Company in its provision of services, as well as leases related to motor vehicles, also used for the purposes of the provision of services. The ROU assets were recognised first in FY2019 as a result of the applicability of IFRS16 related to leases.

	FY2019	FY2020	FY2021
	€'000	<i>Restated</i> €'000	€'000
PPE	35,720	39,109	41,858
Intangible Assets	25,906	20,616	22,209
Right-of-Use Assets	3,600	3,693	4,260
<b>Major Non-Current Assets (MNCA)</b>	<b>65,226</b>	<b>63,418</b>	<b>68,327</b>
<b>Total Assets</b>	<b>72,391</b>	<b>91,796</b>	<b>88,343</b>
<i>MNCA / Total Assets</i>	<i>90.1%</i>	<i>69.1%</i>	<i>77.3%</i>

There was an increase in major non-current assets, as a percentage of the total assets of the Company by the end of FY2021, as Cablenet's cash balances and trade and other receivables were lower compared to the previous financial year.

## 6. MARKET OVERVIEW

### THE TELECOMS INDUSTRY IN EUROPE

Connectivity is at the heart of today's modern society as it allows communities to become increasingly interconnected, both for businesses as well as for people. As such, a vibrant digital economy allows European countries to solve major challenges ranging from improved education and better healthcare. A push towards digitalisation of every aspect in life is increasingly evident – whether it is smart technology in the home, IoT technologies that automate everyday activities such as driving, businesses increasingly offering e-commerce experiences for their clients, or for example, the deployment of very advanced data analytics by a number of companies to assist in their strategic decision-making processes. In addition, 5G is the upcoming trend in mobile technology and it is expected to revolutionise also other aspects of the ICT industry. This digital evolution, which has been accelerated with the onset of the COVID-19 pandemic, requires communication and data.

### THE CYPRIOT TELECOMS INDUSTRY

The area under the control of the Cyprus government, in which Cablenet operates, has a population of around 890,000 and spread across a geographical area of around 5,900 square kilometres. To put this into perspective, the population is almost twice that of Malta, while the geographical area is almost 20 times bigger. Cablenet operates in areas that cover approximately 64% of the population and is present in all 5 regions of the country but more concentrated on those of Nicosia, Larnaca, Limassol and Paphos.

In Cyprus, CYTA, the incumbent state-owned telecommunications company, is the dominant player and manages most telecommunications and internet connections. Following the liberalisation of the telecommunications sector on the island in 2003, a few private telecommunications companies have emerged.

Cyprus currently ranks 21st overall in the European Commission's 2021 Digital Economy and Society Index (DESI), despite the fact that Cyprus, like Malta, has 100% NGA network coverage and ranks first in that criterion. So, even though, 92% of the Cypriot population have access to fixed-line broadband, the island lags behind the EU average in ultrafast broadband uptake and pricing. This lack of use of digital services is a direct result of a lack of digital skills by a significant proportion of the population.

Fixed line telecommunication has seen a decline ever since 2014, as mobile technology became more popular and affordable. As a matter of fact, the island has one of the cheapest call rates of all EU member states. In 2021, the government of Cyprus announced a National Broadband Plan 2021-2025 wherein it promotes FTTH technologies and 5G infrastructure to become available nationally, improving connectivity and enabling digitalisation of the country.

In terms of market share, split by service offering, during 2021 Cablenet increased its number of fixed broadband subscriptions by circa 6% to 80,082 compared to 75,714 in 2020. This growth rate was much stronger than the pace of increase of 2.6% across the entire Cypriot fixed broadband market, thus resulting in Cablenet's market share continuing to improve to a record of circa 23.5% as at 31 December 2021 compared to 22.8% as at the end of 2020. Furthermore, Cablenet increased its considerable lead over PrimeTel (which is the third largest fixed broadband operator in Cyprus after Cablenet with a market share of 12.2%, representing a decline from 13.7% as at the end of 2020) and Epic (the smallest operator which only retained its market share of 6.8%). Meanwhile, CYTA improved its market presence marginally to 57.4% from 56.6% in 2020.

Within the pay-TV segment, although Cablenet decreased its market share by less than 1 percentage points whilst CYTA gained an additional 2.6 percentage points, both companies continued to dominate the market as they ended 2021 with 36.1% and 48.2% in market share respectively. Meanwhile,

PrimeTel's market share decreased to 12.1% from 14.7% whilst Epic's market share increased to 3.6% from 2.8% as at the end of 2021.

In the mobile segment, Cablenet achieved a material and significantly above that of the market growth of subscribers of just over 96% to 46,228 subscribers. Even though Cablenet remains the fourth entrant and the smallest player, its market share grew to 3.5% of the total (from 1.9% in 2021). Meanwhile, the largest mobile operator CYTA, increased its total number of subscribers by 4.52% to 0.69 million whilst Epic and PrimeTel achieved a growth of 2.6% and 14.4% to 0.45 million and 0.13 million subscribers respectively. In terms of market share, the two leading companies, CYTA and EPIC lost 1 percentage point and 1.3 percentage points to 52.3% and 34% respectively. Meanwhile, PrimeTel and Cablenet registered an increased market share of 10.2% (2021: 9.5%) and 3.5% (2021: 1.9%).

In total, the number of mobile subscriptions in Cyprus increased markedly to 1.32 million as contract subscription base increased by 7.2% to 887,686 whilst the prepaid agreements increased by 5.1% to 433,108 subscribers. Similarly, the penetration rate increased to a record of 148.8% in 2021, as the penetration rate in contract subscriptions reached 100% whilst the penetration rate in prepaid agreements increased to 48.8% from 46.4% in 2020.

Meanwhile, Cablenet also continued to make inroads in the fixed telephony market in 2021 as the Company ended the year with a market share of 24.7% (31 December 2020: 21%) mainly to the detriment of CYTA as its market share dropped to 55.4% compared to 58.2% as at the end of 2020.

#### SOURCES USED FOR THE MARKET OVERVIEW:

[https://eacea.ec.europa.eu/national-policies/eurydice/content/population-demographic-situation-languages-and-religions-15\\_en](https://eacea.ec.europa.eu/national-policies/eurydice/content/population-demographic-situation-languages-and-religions-15_en)

<https://digital-strategy.ec.europa.eu/en/policies/desi>

<https://digital-strategy.ec.europa.eu/en/policies/broadband-cyprus>

## PART B FINANCIAL ANALYSIS

### 7. INTRODUCTION TO PART B

#### HISTORICAL FINANCIAL INFORMATION

The following sections provide an overview of the historic financial information of the Company over the past three financial periods ending 31 December 2021 and an outlook for the current financial year ending 31 December 2022. The financial statements for the year 2020 were restated. Further details identifying the nature of the restatements and their effect thereof may be found under Note 4 in the Notes to the Financial Statements for the audited year ended 31 December 2021.

#### PROJECTIONS AND ASSUMPTIONS

The Company plans to continue its investments in the expansion of its network, its TV/Sports platform and new mobile service offerings and capabilities to be able to further penetrate the market and scale its operations accordingly. As a matter of fact, part of the proceeds of the Bond Issue, amounting to €14.6 million, were earmarked for this purpose although the Company did not utilise the entire amount throughout 2020 due to the disruptions caused by the COVID-19 pandemic, and is still ongoing. The projections included in this financial analysis summary extend only until the end of the current financial year, i.e. 31 December 2022, and as such, would not necessarily show the full impact of the expansion exercise.

Furthermore, during H1 FY2021, Cablenet finalised the agreement with CYTA to access the latter's mobile network infrastructure as has been previously highlighted. This is a long-term commitment from both parties and has enabled Cablenet to offer an attractive mobile product proposition underpinning the growth in its mobile services revenue. A full year's impact is included in the current projections.

In cognisance of these two strategic moves, the Company is expecting to increase the number of subscribers in FY2022 across all segments (retail and corporate) and all network types (fixed and mobile) and to improve its market share and penetration ability. Whereas Cablenet's fixed addressable market is currently approx. 64% of Cyprus' households and it commands a strong share of it, on the mobile services side, the addressable market is 100% of households and there's room to significantly improve the Company's 3.5% market share as of the end of 2021.

In addition, the Company will continue putting emphasis on cross selling its customers towards multiple services (multi-play products).

## 8. THE INCOME STATEMENT

### Income Statement

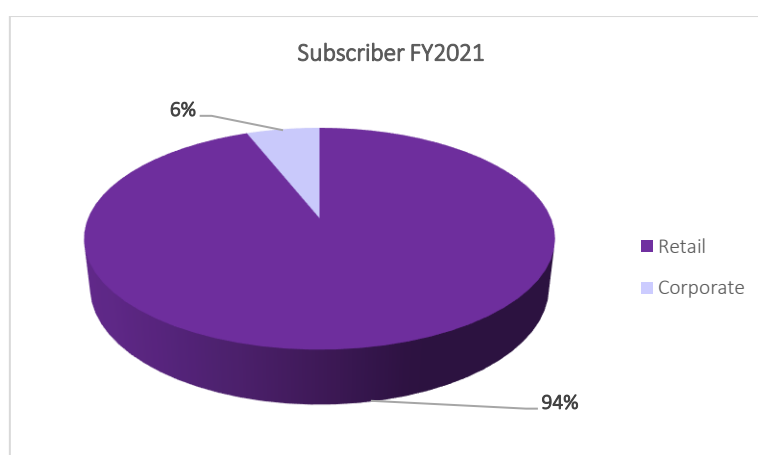
Year ended 31 December	2019	2020	2021	2022(F)
	€'000	Restated €'000	€'000	€'000
Revenue	39,845	46,979	53,503	63,053
Direct Costs	(12,852)	(16,739)	(21,687)	(25,773)
<b>Gross Profit</b>	<b>26,992</b>	<b>30,240</b>	<b>31,816</b>	<b>37,280</b>
Operating Costs	(12,426)	(13,723)	(16,496)	(18,720)
Other Income	196	57	60	78
<b>EBITDA</b>	<b>14,763</b>	<b>16,460</b>	<b>15,260</b>	<b>18,638</b>
Depreciation & Amortisation	(13,329)	(17,696)	(17,816)	(20,987)
<b>Operating Profit</b>	<b>1,433</b>	<b>(1,236)</b>	<b>(2,556)</b>	<b>(2,349)</b>
Net Finance Costs	(1,294)	(1,814)	(2,548)	(2,659)
<b>Profit / (Loss) Before Tax</b>	<b>139</b>	<b>(3,050)</b>	<b>(5,104)</b>	<b>(5,008)</b>
Taxation Expense	(79)	186	533	520
<b>Profit / (Loss) for the Year</b>	<b>60</b>	<b>(2,864)</b>	<b>(4,571)</b>	<b>(4,488)</b>

<b>EBITDA</b>	<b>14,763</b>	<b>16,460</b>	<b>15,260</b>	<b>18,638</b>
Operating Profit	1,433	(1,236)	(2,556)	(2,349)
Depreciation & Amortisation	13,329	17,696	17,816	20,987

### SERVICE OFFERINGS OF THE COMPANY

Throughout the years, Cablenet has continuously focused on expanding its network coverage, which in turn, allowed it to increase its addressable market, national market share and revenue. Its subscriber base is mainly retail and management confirmed that the existing mix between Retail and Corporate clients will not materially change, with the focus being on increasing subscriber numbers in both segments.



Source: Management Information

The retail subscribers base is the largest contributor to the Company's revenue. The average number of subscribers increased from around 62,500 in FY2018 to 80,500 in FY2021. Revenue from this segment is generated through the sale of single and packaged offerings, from a combination of TV, internet, and fixed and mobile telephony.

More specifically, the Company's retail offering is currently centred around 2-play (fixed broadband and fixed telephony) and 3-play (2-play + inclusion of Sports and/or Non-Sports TV). The Company also offers mobile services and has incentives in place for combining mobile services with fixed bundles.

Corporate subscribers are offered a variety of telecoms services. Internet services remain the most sought after and generate most of the revenue from this segment, which range from simple cable broadband internet services to VPN services, fibre and national and international WAN services.

Corporate clients remain consistent users of fixed telephony services and while the retail subscribers are making less use of this service, it is evident that demand from corporate clients for fixed telephony remained constant over the years. The Company also generates additional revenue from the rental of telephony services, such as PBX systems. The Company also offers its customers value added services such as DDoS protection, sales of hardware and software, TV and mobile.

As a result of Cablenet's entry into the mobile market segment, an increase of c.110% of the mobile subscriber base to slightly over 46,000 post-paid and pre-paid subscribers at the end of 2021 was witnessed. The corresponding increase in 2021 mobile service revenue was 157% (vs. 2020) to €4.4 million. This strong endorsement by the market encouraged the Company to continue its investments during 2021 in the mobile business, on the distribution end, as well as on network-related systems and planning to utilize the Company's 4G and 5G frequency spectrum.

At the end of 2021, Cablenet also undertook the first steps to offer mobile device financing options to its customers; options that are already on offer by our 3 other competitors in the mobile market section.

#### REVENUE & CONTRIBUTION ANALYSIS

Revenue & Contribution	FY2019 €'000	FY2020 <i>Restated</i> €'000	FY2021 €'000
Revenue	39,845	46,979	53,503
Direct Costs	(12,852)	(16,739)	(21,687)
<b>Contribution</b>	<b>26,993</b>	<b>30,240</b>	<b>31,816</b>
 <b>Contribution Margin</b>	 <b>67.7%</b>	 <b>64.4%</b>	 <b>59.5%</b>

The Company's revenue increased from €39.8 million in FY2019 to €53.5 million in FY2021, representing a CAGR of 15.9% p.a. Contribution (Gross Profit before any Depreciation & Amortisation) increased from €27.0 million in FY2019 to €31.8 million in FY2021, with the Contribution Margin decreasing in the period, from 67.7% to 59.5%. Cablenet's significant revenue growth is also seeing an increasing share from newer products and business lines (such as mobile or TV and Sports) that are of lower scale and/or maturity than its traditional core services and will thus need some time to build up to the same contribution margins that older Cablenet business lines have.

#### EBITDA, OPERATING COSTS & OTHER INCOME

The Company's direct costs increased over the period under review from €12.9 million in FY2019 to €21.7 million in FY2021. Such costs include those incurred for TV content, which are based on various agreements that Cablenet has with a number of channels for it to broadcast those TV channels on its platform, as well as fees related to its football broadcasting rights as from FY2019. Also included are fees related to Internet capacity that allow the Company to offer Internet within its packaged deals and/or on its own, collocation costs related to its fixed telephony services offering, utility expenses for the provision of its services and consumables that the Company needs for its network and similar equipment.

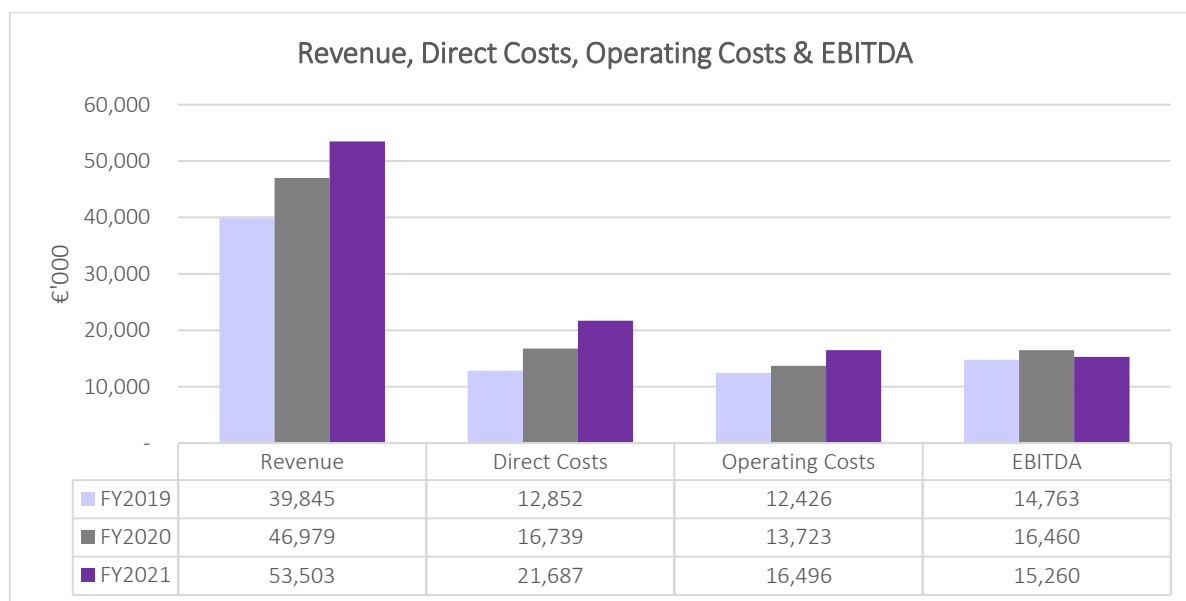


Direct costs were higher as a result of the higher turnover, and the related servicing of this new business. The Company incurred higher than expected service costs to customers in terms of provision of equipment and other technical issues, impacting the Company’s margins.

Staff numbers increased marginally from 360 average employees to 369 employees. Despite this, salary expenses increased materially from €5.3 million to €6.6 million reflecting general salary adjustments which took effect in March 2021, one off bonuses, exit compensation packages and change of mix of employees (hiring of more senior employees). Most of the human resources acquired in order to support the increased level of customers and services being offered by the Company was done in FY2020. Other significant increases, such as in administration expenses, were related to legal services, computer software maintenance costs and electricity charges registering an increase of €1.3 million.

Other Income includes a mix of subsidies that the Company could avail itself of, such as termination fees on subscriber contracts, any gain from the sale of equipment to its client base, as well as recovery of any bad debts previously written off.

After accounting for the above costs and other income, the Company’s EBITDA registered a decrease of €1.2 million to €15.3 million in FY2021. This represents a CAGR of 1.7% over a three-year period. As stated before, investments to position new businesses for growth have been subduing EBITDA growth between 2019 and 2021. As these investments start to decrease and growing businesses deliver more revenue, EBITDA is expected to improve and that’s the main underlying assumption behind the 2022 forecast.



## DEPRECIATION AND AMORTISATION

A large cost component for the Company are the non-cash charges relating to Depreciation and Amortisation ('D&A'), which account for approximately a third of total operating costs. These charges increased from €13.3 million in FY2019 to €17.7 million in FY2020 and €17.8 million in FY2021. D&A charges were made up of the following components:

<b>Depreciation &amp; Amortisation</b>	<b>FY2019</b>	<b>FY2020</b>	<b>FY2021</b>
	<i>€'000</i>	<i>Restated</i> <i>€'000</i>	<i>€'000</i>
<b><u>Depreciation PPE</u></b>			
Leasehold buildings & improvements	148	177	209
Network & Machinery	5,701	6,456	6,942
Motor Vehicles	186	150	166
Furniture, Fixtures, Equipment & Computer Hardware	1,801	1,818	1,871
Tools	9	47	80
<b><u>Depreciation – ROU Assets</u></b>			
Land & Buildings	528	601	658
Motor Vehicles	254	327	367
<b><u>Amortisation – Intangible Assets</u></b>			
Computer Software	389	691	851
International Capacity	1,532	1,594	1,585
Leasehold Rights on Buildings	7	5	5
Football Rights	2,804	5,812	5,067
<b>Total Depreciation &amp; Amortisation</b>	<b>13,359</b>	<b>17,678</b>	<b>17,801</b>

The Company continues to invest on its network infrastructure, and as such, this attracts the highest depreciation charge amongst its pool of capital assets. Meanwhile, in FY2019, the Company adopted IFRS 16 and as such, incurred €0.8 million of additional depreciation charge on its RoU assets.

Amortisation of Football Rights increased significantly in 2020 following the conclusion of the agreement for a fixed useful life and reflecting a full year of amortisation. In sum, the total level of D&A in FY2021 remained comparable to the previous financial year.

## PROFITABILITY ANALYSIS

In FY2021, despite the marked increase in top line Revenue, the Company's financial performance was dented by the additional operating costs. The Company also incurred higher net finance costs which amounted to €2.5 million compared to €1.8 million in FY2020, reflecting the additional borrowings undertaken by the Company during the said financial year. The net result is a wider net loss of €4.6 million in 2021 compared to a net loss of €2.9 million in 2020.

## VARIANCE ANALYSIS – FY2021

Income Statement Year ended 31 December	Forecast	Actual	Variance	
	2021 €'000	2021 €'000	€'000	%
<b>Revenue</b>	<b>53,101</b>	<b>53,503</b>	<b>402</b>	<b>0.8%</b>
Direct Costs	(21,059)	(21,687)	(628)	3.0%
<b>Gross Profit</b>	<b>32,042</b>	<b>31,816</b>	<b>(226)</b>	<b>-0.7%</b>
Operating Costs	(16,772)	(16,496)	276	-1.6%
Other Income	-	60		
<b>EBITDA</b>	<b>15,270</b>	<b>15,260</b>	<b>(10)</b>	<b>-0.1%</b>
Depreciation & Amortisation	(18,193)	(17,816)	377	-2.1%
<b>Operating Profit/(Loss)</b>	<b>(2,923)</b>	<b>(2,556)</b>	<b>367</b>	<b>-12.6%</b>
Net Finance Costs	(1,858)	(2,548)	(690)	37.1%
<b>Profit Before Tax</b>	<b>(4,781)</b>	<b>(5,104)</b>	<b>(323)</b>	<b>6.8%</b>
Taxation Expense	294	533		
<b>Profit for the Year</b>	<b>(4,487)</b>	<b>(4,571)</b>	<b>(84)</b>	<b>1.9%</b>

Despite the considerable challenges brought about by the COVID-19 pandemic, in FY2021, the Company recorded a superior growth rate in revenue (compared to the forecast presented in the 2020 FAS) reflecting stronger subscriber gains across all segments (both Retail and Business) and market penetration across existing and new areas as well as services and products.

However, in view of the additional direct costs incurred, the difference arising from the forecast vs actual was due to the following: (1) handset sales were more than anticipated thus the handset Cost of Sales came in higher than expected +€116K; (2) due to the delay in the Company's migration from the CYTA MVNO contract to the RAN Sharing agreement one, which resulted in +€214K in mobile interconnection costs (priced under old contract); (3) the cost of equipment and services sold to Business customers were +€242K higher, due to increased sales to B2B customers. As a result, gross profit was slightly below expectations by 0.7%. This was largely mitigated by the lower-than-expected level of operating costs, resulting in the Company achieving its forecasted EBITDA of €15.3 million.

Depreciation and amortisation were lower than expected, however this was more than offset by higher net finance costs. The difference between the forecast and the actual derives mainly from: (1) the one-off charges related to the issuance of bank guarantees for 4G & 5G spectrum licences and CYTA RAN Sharing contract (€185K); (2) Football rights interest accruing (€260K), the implementation of which was recommended by our new auditors and was not included in the FAS forecast and (3) higher interest expense (€170K) from more prolonged use of our overdraft facility and interest charged on our deposits (liquidity charge) by the Company's two main banks.

The Company benefitted from a higher tax credit of €0.5 million compared to an expected €0.3 million, resulted in a net loss of €4.6 million which was only marginally above that forecasted by the Company.

## OUTLOOK FY2022

*A more detailed explanation of Cablenet's future plans is included in sections 4 and 7 of this report. This section only deals with FY2022 expected performance.*

Revenue for FY2022 is expected to continue to grow, across all segments but with the more pronounced contribution coming from the ramp up of the mobile segment. The Company is expected to begin to realise the benefits of economies of scale, with improving volumes and margins leading to a double-digit growth vs. 2021 of 22% in EBITDA to €18.6 million.

This is counterbalanced by the forecasted substantial increase in depreciation and amortisation, as the Company continues to invest aggressively in its infrastructure and service offering, as well as from a number of previously mentioned assets under development, becoming newly productive (i.e. 4G/5G spectrum frequencies, Arsinoe subsea cable, etc.).

Net finance costs in FY2022 are expected to be in line with the amount incurred in FY2021, at €2.7 million. Indeed, the net result is expected to be in line with what was achieved in FY2021 – a net loss of €4.5 million.

It is important to note the impact of additional investments on the Company's various business lines and the particular growth phase each of them is in, for which the Company expects to reap rewards in the future. A foretaste of the latter is the improvement in the Company's gross profit in FY2021 and both gross profit and EBITDA expected in FY2022 as new business lines mature and produce economies of scale as well as deliver benefits of operating leverage.

## 9. STATEMENT OF FINANCIAL POSITION

### Statement of Financial Position

As at 31 December	2019	2020	2021	2022(F)
	€'000	Restated €'000	€'000	€'000
<b>ASSETS</b>				
Property, Plant & Equipment	35,720	39,109	41,858	46,390
Right-of-Use Assets	3,600	3,694	4,260	3,154
Intangible Assets	25,906	20,616	22,209	38,366
Financial assets at amortised cost	254	263	350	-
Inventories	16	79	295	510
Trade & Other Receivables	6,861	13,418	14,020	11,589
Deferred Tax Assets	-	185	714	714
Bank Deposits & Cash in Hand	287	14,433	4,637	3,171
<b>TOTAL ASSETS</b>	<b>72,645</b>	<b>91,796</b>	<b>88,343</b>	<b>103,894</b>
<b>EQUITY &amp; LIABILITIES</b>				
<b>Equity</b>				
Share Capital	5,750	5,750	5,750	5,750
Other Reserves	26,393	26,393	26,393	26,393
Accumulated Losses	(16,041)	(19,211)	(23,782)	(29,313)
<b>Total Equity</b>	<b>16,102</b>	<b>12,932</b>	<b>8,361</b>	<b>2,830</b>
<b>Liabilities</b>				
Borrowings	22,821	40,443	40,437	43,611
Lease Liabilities	3,593	3,697	4,248	13,458
Trade & Other Payables	19,680	27,579	22,516	36,571
Football Rights Liability	10,164	7,143	12,781	7,424
Tax Liabilities	30	-	-	-
<b>Total Liabilities</b>	<b>56,288</b>	<b>78,862</b>	<b>79,982</b>	<b>101,064</b>
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>72,391</b>	<b>91,794</b>	<b>88,343</b>	<b>103,894</b>

### CABLENET'S ASSET BASE

As explained in section 5 of this report, the Company's asset base features the network infrastructure and tangible asset investments carried out to date, representing €41.9 million out of the €88.3 million of total assets by the end of FY2021. Cablenet's network infrastructure allows the Company to keep up with technology advances and market competition, but also to reach new territories across Cyprus.

Intangible assets include the acquired football rights in FY2019, which at the end of the FY2020 were valued at €8.5 million but increased to €12.3 million at end of FY2021 following the new agreements entered into. Other Intangible Assets related to computer software, international capacity<sup>1</sup> and leasehold rights on buildings. In FY2021, the total value of intangible assets increased by 7.7% to €22.2 million as the increase in carrying amount of €3.8 million related to football rights outweighed the declines of other segments.

<sup>1</sup> International capacity refers to subsea cable capacity lines which allow Cablenet to connect to the global internet traffic flows.

Intangible Assets	FY2019	FY2020	FY2021
	€'000	Restated €'000	€'000
Computer Software	587	2,130	1,594
International Capacity	11,400	9,824	7,925
Leasehold Rights on Buildings	366	361	356
Football Rights	13,552	8,490	12,334
	<u>25,906</u>	<u>20,805</u>	<u>22,209</u>

In line with IFRS 16 – Leases, the Company recognised on its balance sheet the lease agreements it has relating to land & buildings and motor vehicles, leased primarily for sales and technical services. The depreciated balance of these assets at the end of FY2021 was of €4.3 million.

Within its asset base, Cablenet has a balance of current trade and other receivables of €14.0 million (as at the end of FY2021), of which €4.5 million were related to trade receivables. Cablenet typically invoices its retail subscribers on a pre-paid (fixed and mobile) and post-paid (mobile) bases, while corporate clients are on a post-paid basis. The remaining €9 million are comprised mainly of prepayments and deposits the Company made in relation to the services it acquires to be able to repack these and offer them to its client base.

## LIABILITIES

The Company's liabilities historically consisted of borrowings, trade & other payables as well as current tax liabilities. In FY2019, upon the adoption of IFRS 16 – Leases, the Company started recognising on its balance sheet a RoU liability (reflecting the payments due for the leases throughout the term of such leases) and the commitment related to the football rights which materialised in the second half of FY2019.

Borrowings Analysis	FY2019	FY2020	FY2021
	€'000	Restated €'000	€'000
Current Borrowings	5,459	1,037	2,121
Non-Current Borrowings	17,363	39,405	38,316
<b>Total Debt</b>	<b>22,821</b>	<b>40,443</b>	<b>40,437</b>
Cash & Equivalents	287	14,433	4,636
<b>Net Debt</b>	<u><b>22,534</b></u>	<u><b>26,010</b></u>	<u><b>35,801</b></u>

During FY2020, the Company repaid in full its bank loan and related party loan through the funds received from the bond proceeds. As a result, the Company ended FY2020 with a total debt position of €40.4 million of which mostly relate to the Bond Issue. The additional debt undertaken in FY2020 represented an increase of 77% over the total debt level at the end of FY2019. The level of total debt remained consistent with the previous financial period.

However, on a net debt basis, the Company increased its leverage, as it drew down its cash balances throughout FY2021, ending FY2021 with a cash balance of €4.6 million.

Trade & Other Payables	FY2019	FY2020	FY2021
	€'000	Restated €'000	€'000
Trade Payables	7,276	7,249	4,837
Amounts due to Shareholders (Dividends)	5,026	5,038	5,037
Deferred Subscription Income	1,832	9,445	5,423
Accruals	1,157	1,106	1,565
Refundable Security Deposits on Subscriptions	2,770	2,983	3,147
Other Payables	1,620	1,758	2,507
	<b>19,680</b>	<b>27,579</b>	<b>22,516</b>

During FY2021 there was an overall marked decline in the level of trade payables compared to the substantial increase in FY2020. The main reductions originated from lower trade payables and a significantly lower level of deferred subscription income.

### EQUITY BASE

The Company's equity base decreased to €8.4 million in FY2021 (FY2020: €12.9 million; FY2019: €16.1 million) reflecting the net loss for the year of €4.6 million. As a result of this loss, the Company's accumulated losses account increased to negative €23.8 million compared to negative €19.2 million as at the end of 2020.

Cablenet has negative retained earnings (accumulated losses) which are largely the result of reported losses in the initial years of the Company. Moreover, as per Cypriot tax laws, Cablenet is required to declare at least 70% of the profits of a year as dividends within two years. In FY2019, the dividends declared to the shareholders have been credited to the shareholders' current account (FY2019: €5 million). In FY2020 and FY2021, the Company did not declare a dividend on account of its net results being losses.

## OUTLOOK FY2022

Cablenet's total asset base is expected to increase by 17.6% to €103.9 million, reflecting the additional investments deployed towards network expansion and related hardware (both in Cyprus and international connectivity) as well as IT and software costs. In view of the utilisation of the bond proceeds, cash balances are expected to drop to €3.2 million as at the end of FY2022 compared to a balance of €4.6 million as at 31 December 2021.

On the liabilities side, borrowings are expected to increase by €3.2 million to €43.6 million reflecting bank overdraft balances. Moreover, trade payables are anticipated to increase significantly, by €14.1 million to €36.6 million, due to the recognition of Arsinoe sub-sea cable and the minimum guarantee of the football rights shared content of the other providers (there is a mirror entry in trade receivables) whilst football rights liabilities are expected to fall to €7.4 million compared to €12.8 million as at the end of FY2021 in view of the Company's investments in sports content.

The Company's equity base will continue to be characterised by accumulated losses, which in FY2022 are expected to increase to €29.3 million (FY2021: €23.8 million) reflecting the loss for the year. At the end of FY2022, total equity is expected to stand at €2.8 million (representing 2.7% of Cablenet's total asset base).



## 10. STATEMENT OF CASH FLOWS

### Statement of Cash Flows

Year ended 31 December	2019	2020(A)	2021(A)	2022(F)
	€'000	<i>Restated</i> €'000	€'000	€'000
Net Cash from Operating Activities	15,760	19,391	13,960	13,291
Net Cash Used in Investing Activities	(20,607)	(18,240)	(16,046)	(18,153)
Free Cash Flow	(4,847)	1,151	(2,086)	(4,862)
Net Cash Used in / From Financing Activities	3,262	10,955	(5,778)	4,274
	(1,585)	12,106	(7,864)	(588)
<b>Cash &amp; Cash Equivalents:</b>				
At the Beginning of the Year	(1,527)	(3,533)	8,573	709
<b>At the End of the Year</b>	<b>(3,112)</b>	<b>8,573</b>	<b>709</b>	<b>121</b>

In the past three reporting periods, Cablenet generated a total of €49.1 million in cash from operations. It also maintained a high level of investment in its network infrastructure and other capital projects, in line with its growth strategy, which during the period FY2019 to FY2021 amounted to €54.9 million. In FY2019, the Company also made a payment of €6.2 million for the acquisition of football rights which was also supplemented by a further investment of €4 million in FY2020. In order to support this growth in business, throughout the years the Company had a mix of borrowings from banks and its shareholders. In FY2020, however, the Company tapped the capital market for the first time with a €40 million Bond Issue. Just over half of the net proceeds were used to refinance existing bank borrowings and shareholder's loan, whilst most of the remaining unutilised balance, amounting to circa €10.5 million was utilised in FY2020 for capital expenditure purposes in line with the Bond Issue use of proceeds.

### OUTLOOK FY2022

The cash flow projections of FY2022 reflect another particularly heavy investment year for Cablenet, on both the operating and investing activities. Capital investment expenses are expected to be aggressive, increasing by 13% to c. €18 million. The cash flows used in financing activities largely reflect the impact of release of restricted deposits, interest paid on debt, as well as additional financing that Cablenet is in discussions of procuring either from its local relationship banks or its parent GO plc.

## 11. RATIO ANALYSIS

The following set of ratios have been computed from the Company's figures, both historical and projections.

*Note: where the ratios were non-comparable because of a negative return or a negative result, the ratio has been recorded as 'n/a'.*

	FY2019	FY2020 <i>Restated</i>	FY2021	FY2022(F)
<b>Contribution Margin</b> <i>(Gross Profit / Revenue)</i>	67.7%	64.4%	59.5%	59.1%
<b>EBITDA Margin</b> <i>(EBITDA / Revenue)</i>	37.1%	35.0%	28.5%	29.6%
<b>Operating Profit Margin</b> <i>(Operating Profit / Revenue)</i>	3.6%	n/a	n/a	n/a
<b>Net Profit Margin</b> <i>(Net Profit / Revenue)</i>	0.2%	n/a	n/a	n/a
<b>Interest Cover Ratio</b> <i>(EBITDA / Net Finance Cost)</i>	11.41x	9.07x	5.99x	7.01x
<b>Return on Assets</b> <i>(Profit before Tax / Average Assets)</i>	0.2%	n/a	n/a	n/a
<b>Return on Equity</b> <i>(Profit for the Period / Average Equity)</i>	0.7%	n/a	n/a	n/a
<b>Return on Capital Employed</b> <i>(Operating Profit / Capital Employed)</i>	0.2%	n/a	n/a	n/a
<b>Net Debt to EBITDA</b> <i>(Net Debt / EBITDA)</i>	1.53x	1.58x	2.35x	2.17x
<b>Gearing Ratio</b> <i>(Total Borrowings / Equity + Borrowings)</i>	73.3%	73.6%	79.2%	88.6%
<b>Gearing Ratio (2)</b> <i>(Net Borrowings / Equity + Net Borrowings)</i>	58.3%	66.8%	81.1%	93.5%
<b>Current Ratio</b> <i>(Current Assets / Current Liabilities)</i>	0.32x	1.05x	0.53x	0.49x
<b>Cash Ratio</b> <i>(Cash &amp; Equivalents / Current Liabilities)</i>	0.01x	0.60x	0.20x	0.09x

Cablenet's gross profit margins are reflective of the business model of telecoms, whereby scale plays a crucial part. Scale aside, different telecom products (i.e. fixed internet vs. fixed voice or TV vs. mobile) have different contribution margins due to the structure of the market, competition or agreements and underlying economics – as such, a shift in the composition of revenue will impact the Company's contribution margin. Contribution margins across the years under review have been relatively stable and high.

In so far as EBITDA margins are concerned, these are also relatively high and stable, it is expected that the margin will improve to 29.6% in FY2022 reflecting the increased scale. As discussed earlier in this report, in view of the high levels of depreciation and amortisation charges, operating profit and net profit margins are anticipated to remain in negative territory. In fact, due to the additions to the Company's asset base, resulting in a higher depreciation charge, these two metrics will remain negative in FY2022 and will in turn affect the subsequent return ratios for the financial year. Meanwhile, given the increase in EBITDA and relatively stable interest costs, the interest cover ratio of the Company is expected to improve to 7.0x, a strong level.

When looking at the gearing structure of the Company, this has been very high, reaching over 79% in FY2021. This is expected to deteriorate further to 88.6% in FY2022, or 93.5% when excluding cash balances. However, on a Net Debt / EBITDA basis, the Company is expected to improve its gearing in FY2022.

Over the years, Cablenet invested heavily in its network expansion which as a result, left the Company in a net working capital deficient financial position, where its current liabilities have been greater than current assets. This notwithstanding, the Company's shareholders supported it over the years through shareholders' loans and unwithdrawn declared dividends.

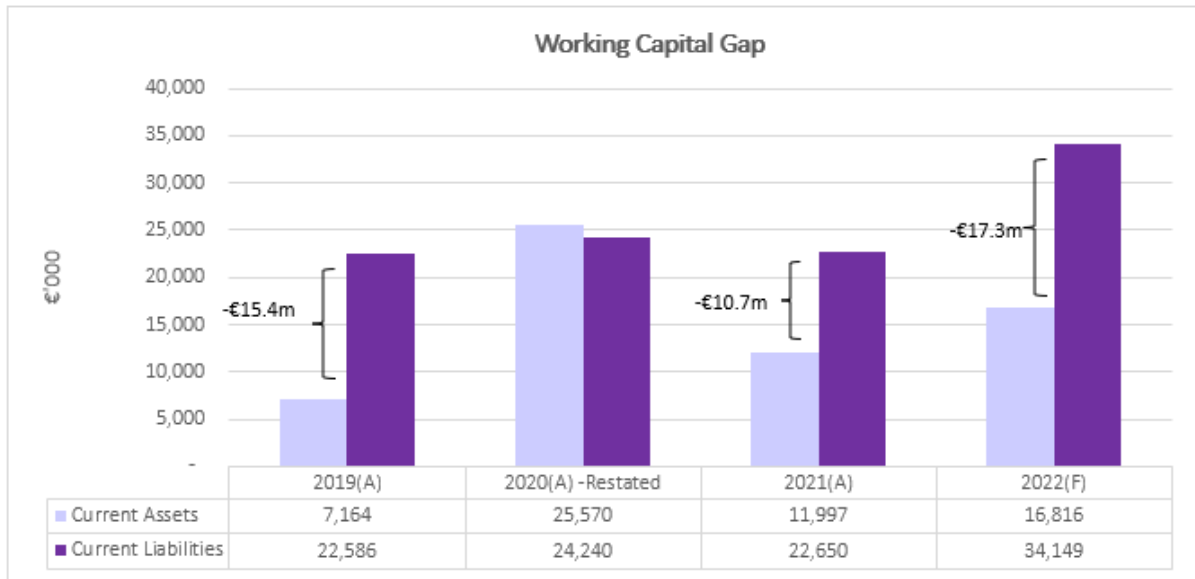
In FY2020, the Company ended the year with a positive working capital position reflecting the unutilised net proceeds from the Bond Issue amounting to circa €10.5 million which were eventually utilised in FY2021 for additional capital investments. In FY2021 the Company again reported a negative working capital position of €10.7 million, mostly due to the anticipated drop in cash balances (to fund investments largely in non-current assets). This expected to deteriorate further to a negative position of €17.3 million in FY2022.

A negative working capital position is quite common for telecom companies<sup>2</sup>, as a result of a significant portion of revenue being pre-paid or benefiting from relatively shorter collection times (i.e. ranging from <30 to 60 days) against trade and other payables that are typically longer dated (i.e. ranging from 30 to 90 days). VAT also inflates Cablenet's current liabilities, since, along with revenue, Cablenet also collects Output VAT in amounts that are consistently higher than the Input VAT it pays to its suppliers. The net surplus amount is expected to be settled quarterly, thus creating a routine VAT liability balance on Cablenet's balance sheet.

Overall, the Company deems a negative working capital position as beneficial and consistent with the nature and business norms of its sector from a cash-flow management perspective.

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<sup>2</sup> <https://www.cfo.com/cash-flow/2012/06/the-positives-of-negative-working-capital>



Source: Management information

## **PART C LISTED SECURITIES**

GO plc is the parent company of Cablenet, owning 63.4%. GO plc has its shares listed on the Official List of the Malta Stock Exchange. Details of its listed securities are included hereunder:

Number of shares in issue (as at the date of this FAS): 101,310,488 shares

ISIN: MT0000090101

Furthermore, GO plc owns 51% of BMIT Technologies plc, which makes the latter a sister company of Cablenet. The shares of BMIT Technologies plc are also listed on the Official List of the Malta Stock Exchange, details of which are included hereunder:

Number of shares in issue (as at the date of this FAS): 203,595,310

ISIN: MT0002130103

## PART D      COMPARATIVES

The table below compares the Company's bonds with other local corporate bonds having maturities closest to the Company's bonds. The list excludes issues by financial institutions. The comparative set includes local groups whose assets, strategy and level of operations vary significantly from those of the Company and are therefore not directly comparable. Nevertheless, the table below provides a sample of some comparatives:

Bond Details	Amounts Outstanding (€)	Gearing*	Net Debt to EBITDA	Interest Cover	YTM as at 18.05.2022
4.50% Endo Finance plc 2029 (Unsecured)	13,500,000	54.1%	4.36x	4.62x	4.85%
4.00% SP Finance plc 2029 (Secured)	12,000,000	48.5%	36.78x	0.48x	3.55%
3.75% TUM Finance plc 2029 (Secured) (Puttable)	20,000,000	37.2%	8.22x	3.91x	3.75%
3.65% Stivala Group Finance plc 2029 (Secured)	15,000,000	26.5%	33.59x	0.79x	3.57%
3.75% AX Group plc 2029 (Unsecured)	10,000,000	25.6%	7.02x	2.97x	3.67%
<b>4.00% Cablenet Communication Systems plc 2030 (Unsecured)</b>	<b>40,000,000</b>	<b>81.1%</b>	<b>2.35x</b>	<b>5.99x</b>	<b>3.93%</b>

*Source: Yield to Maturity from rizzofarrugia.com, based on bond prices of 18 May 2022. Ratio workings and financial information quoted have been based on the respective issuers' unadjusted published financial data (or their guarantors, where and as applicable)*

*\*Gearing - (Net Debt/ Net Debt + Total Equity)*

The following shows the average yield to maturity of listed corporate bonds and MGS covering an eleven-year period, and how Cablenet’s bond compares to such average yields. All the yields presented hereunder are as at 18 May 2022.



At a yield-to-maturity of 3.93%, Cablenet’s bonds are priced 33 basis points above the equivalent average corporate bonds YTM for 2030 maturities and at a 215-basis points premium over the average MGS YTM for 2030 maturities.

## **PART E**      **GLOSSARY**

### *INCOME STATEMENT EXPLANATORY DEFINITIONS*

Revenue	Total revenue generated by the company from its business activity during the financial year.
EBITDA	Earnings before interest, tax, depreciation and amortization, reflecting the company's earnings purely from operations.
EBIT (or Operating Profit)	Earnings before interest and tax.
Depreciation and Amortization	An accounting charge to compensate for the reduction in the value of assets and the eventual cost to replace the asset when fully depreciated.
Finance Income	Interest earned on cash bank balances and from the intra-group companies on loans advanced.
Finance Costs	Interest accrued on debt obligations.
Net Profit	The profit generated in one financial year.

### *CASH FLOW STATEMENT EXPLANATORY DEFINITIONS*

Cash Flow from Operating Activities	The cash used or generated from the company's business activities.
Cash Flow from Investing Activities	The cash used or generated from the company's investments in new entities and acquisitions, or from the disposal of fixed assets.
Cash Flow from Financing Activities	The cash used or generated from financing activities including new borrowings, interest payments, repayment of borrowings and dividend payments.
Free Cash Flow (FCF)	FCF represent the amount of cash remaining from operations after deducting capital expenditure requirements.

### *STATEMENT OF FINANCIAL POSITION EXPLANATORY DEFINITIONS*

Assets	What the company owns which can be further classified in Current and Non-Current Assets.
Non-Current Assets	Assets, full value of which will not be realised within the forthcoming accounting year.
Current Assets	Assets which are realisable within one year from the statement of financial position date.
Liabilities	What the company owes, which can be further classified in Current and Non-Current Liabilities.
Current Liabilities	Obligations which are due within one financial year.
Non-Current Liabilities	Obligations which are due after more than one financial year.
Equity	Equity is calculated as assets less liabilities, representing the capital owned by the shareholders, retained earnings, and any reserves.



### *PROFITABILITY RATIOS*

Contribution Margin	Contribution margin is gross profit achieved during the financial year expressed as a percentage of total revenue.
EBITDA Margin	EBITDA as a percentage of total revenue.
Operating Profit Margin	Operating profit margin is operating profit achieved during the financial year expressed as a percentage of total revenue.
Net Profit Margin	Net profit margin is profit after tax achieved during the financial year expressed as a percentage of total revenue.
Return on Equity	Return on equity (ROE) measures the rate of return on the shareholders' equity of the owners of issued share capital, computed by dividing profit after tax by shareholders' equity.
Return on Capital Employed	Return on capital employed (ROCE) indicates the efficiency and profitability of a company's capital investments, estimated by dividing operating profit by capital employed.
Return on Assets	Return on assets (ROA) measures the rate of return on the assets of the company. This is computed by dividing profit after tax by average total assets.

### *LIQUIDITY RATIOS*

Current Ratio	The current ratio is a financial ratio that measures whether a company has enough resources to pay its debts over the next 12 months. It compares a company's current assets to its current liabilities.
Cash Ratio	Cash ratio is the ratio of cash and cash equivalents of a company to its current liabilities. It measures the ability of a business to repay its current liabilities by only using its cash and cash equivalents and nothing else.

#### *SOLVENCY RATIOS*

Interest Coverage Ratio	This is calculated by dividing a company's EBITDA of one period by the company's net finance costs of the same period.
Gearing Ratio	The gearing ratio indicates the relative proportion of shareholders' equity and debt used to finance a company's assets, and is calculated by dividing a company's net debt by net debt plus shareholders' equity.
Net Debt to EBITDA	This is the measurement of leverage calculated by dividing a company's interest-bearing borrowings net of any cash or cash equivalents by its EBITDA.

#### *OTHER DEFINITIONS*

Yield to Maturity	YTM is the rate of return expected on a bond which is held till maturity. It is essentially the internal rate of return on a bond, and it equates the present value of bond future cash flows to its current market price.
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