COMPANY ANNOUNCEMENT
THE ONA P.L.C.

Reference: ONA 20

Announcement date: 28 June 2024

The following is a Company Announcement being made by **The Ona p.l.c.** (the "Company") pursuant to the Capital Markets Rules issued by the Malta Financial Services.

Publication of Financial Analysis Summary 2024

QUOTE

It is being announced that the Financial Analysis Summary 2024 of the Company dated today, 28 June 2024, has been approved for publication and is available herewith.

It is also available for viewing on the Company's website at: https://theonagroup.mt/investor-relations/

UNQUOTE

BY ORDER OF THE BOARD

Dr. Karen Coppini
Company Secretary

The Ona p.l.c.
Reg. No. C 101370

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Financial Analysis Summary

28 June 2024

Issuer

The Ona p.l.c.

(C 101370)

Prepared by:

MZ Investments

MZ INVESTMENTS

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The Board of Directors
The Ona p.l.c.
AC Hotel by Marriott, St Julian's
13, Lourdes Lane
St Julian's STJ 3311
Malta

28 June 2024

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 on 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 information appertaining to The Ona p.l.c. (the "**Issuer**", "**Group**", or "**The Ona**"). The data is derived from various sources or is based on our own computations as follows:

(a) Historical information for the most recent three financial years ended 31 December 2021, 31 December 2022, and 31 December 2023 has been extracted from the respective audited consolidated annual financial statements.

(b) The forecast information for the financial year ending 31 December 2024 has been provided by the Issuer.

(c) Our commentary on the financial performance, cash flows, and financial position of the Group is based on explanations provided by The Ona.

(d) The ratios quoted in this Analysis have been computed by applying the definitions set out in Part 4 – Explanatory Definitions of this report.

(e) Relevant financial data in respect of the companies included in Part 3 – Comparative Analysis of this Analysis has been extracted from public sources such as websites of the companies concerned, financial statements filed with the Malta Business Registry, as well as other sources providing financial information.

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This Analysis is meant to assist existing and potential investors in the Issuer's securities by summarising the more important financial information of the Group. This Analysis does not contain all data that is relevant to 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 or not invest in any of the Issuer's securities. We will not accept any liability for any loss or damage arising out of the use of this Analysis. As with all investments, existing and potential investors are encouraged to seek professional advice before investing in the Issuer's securities.

Yours faithfully,

Evan Mohnani
Head Corporate Broking

TABLE OF CONTENTS

PART 1 – INFORMATION ABOUT THE GROUP

1. KEY ACTIVITIES

The Ona was incorporated on 20 January 2022 and is the holding and financing entity of the Group. The principal activities of the Issuer are: (i) the ownership of real estate for investment purposes and the generation of rental income; (ii) the acquisition of sites for development and resale; and (iii) the ownership and operation of AC Hotel by Marriott, St Julian's ("**AC Hotel**").

In June 2022, The Ona issued €16 million 4.50% secured and guaranteed bonds 2028-2034 (the "**2022 Bonds**") which are guaranteed by The Ona Hospitality Ltd ("**TOH**"), The Ona Property Development Ltd ("**TOPD**"), and The Ona Real Estate Ltd ("**TORE**"). The 2022 Bonds are listed and traded on the Regulated Main Market (Official List) of the Malta Stock Exchange. The proceeds from the 2022 Bonds (€15.68 million net of expenses) were used for the acquisition of a site (measuring approximately 586 sqm) on which the AC Hotel was constructed (€11.80 million) and for part-financing the costs related with this development (€3.88 million).

In June 2023, The Ona issued €5 million 6.50% unsecured notes 2028 (the "**2023 Notes**"), the net proceeds of which (€4.85 million) were used to part-finance a number of real estate development projects. The 2023 Notes are not listed on a regulated market.

2. DIRECTORS AND SENIOR MANAGEMENT

The Group's Board of Directors comprises the following five individuals who are entrusted with the overall development, direction, oversight, and strategic management of the Issuer:

Cliona Muscat	Executive Director
Justin Cutajar	Executive Director
Alfred Attard	Independent Non-Executive Director
Francis X. Gouder	Independent Non-Executive Director
Ann Marie Agius	Independent Non-Executive Director

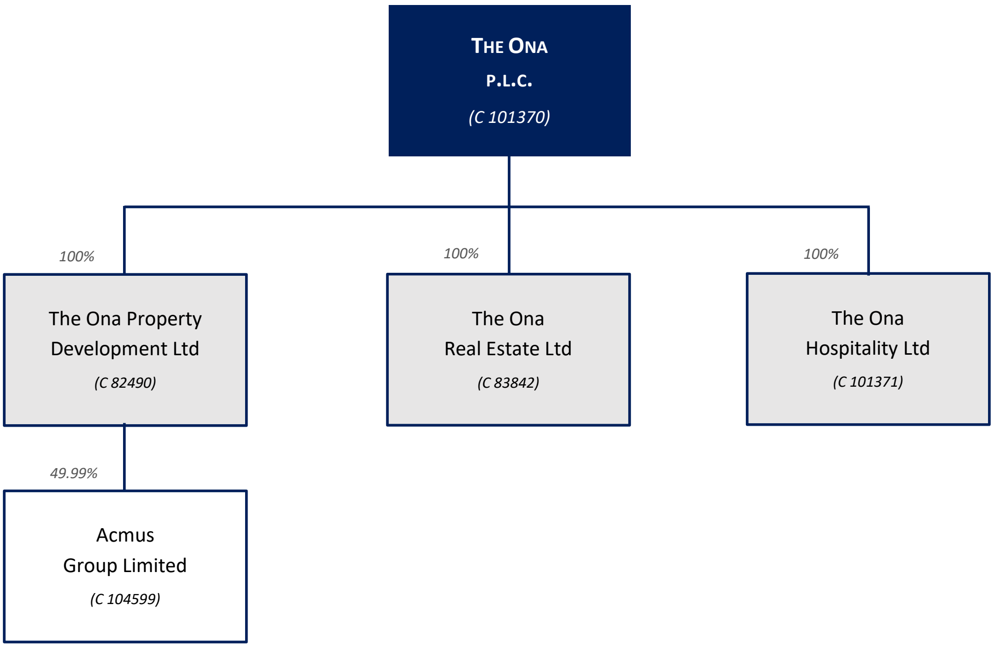
The Directors of TOPD and TORE are Cliona Muscat and Justin Cutajar, whilst Cliona Muscat is the sole Director of TOH.

As the Executive Directors of the Group, Cliona Muscat and Justin Cutajar are supported by several consultants and key management personnel, and also benefit from the know-how gained by members and officers of the Group.

The average number of persons employed by The Ona during FY2023 stood at 23 (FY2022: 5).

3. ORGANISATIONAL STRUCTURE

The chart below illustrates the organisational structure of the Group:



The Issuer does not itself carry out any trading activities and is thus entirely dependent on the performance of its subsidiaries.

Acmus Group Limited ("**Acmus**") was incorporated on 16 February 2023 and is a joint venture between The Ona and Juel Group p.l.c. through their respective subsidiaries TOPD and Muscat Holdings (II) Limited. The principal objective of Acmus is that of real estate development for resale. During 2023, Acmus acquired two sites (one situated in Mġarr and another in St Julian's) for future development and entered into Promise of Sale ("**POS**") agreements to acquire other properties. The final deeds related to some of these POS agreements are expected to be concluded in 2024.

4. HOTEL OPERATIONS

On 23 May 2023, the group inaugurated AC Hotel which is run through a franchise agreement with ACHM Global Hospitality Licensing S.À.R.L. ("**ACHM**"). The brand is part of Marriott which is one of the largest hotel chains in the world renowned for its diverse portfolio of hotels and resorts catering to various segments of the travel and hospitality industry.

The 106-room four-star hotel includes a wellness centre which comprises a gym and an indoor pool. For this purpose, the Hotel is equipped with state-of-the-art equipment and machinery, which meet the highest quality standards. Access to the wellness centre is available to hotel patrons throughout their stay at the hotel. In addition to the wellness centre, the hotel has a restaurant which is open exclusively to hotel patrons and is managed by TOH's own team of chefs and catering staff. The hotel also has a board room and a meeting room which are used for corporate business purposes. As a result, the hotel caters for corporate clientele in addition to its leisure guests.

Pursuant to the franchise agreement with ACHM, TOH has been granted non-exclusive licence to use the intellectual property, brand, systems, and other platforms owned by ACHM and its affiliates for the purpose of operating the hotel under the AC Hotels by Marriott brand. The non-exclusive licence granted under the franchise agreement with ACHM commenced on 31 January 2022 and is for a period of twenty years, renewable automatically for two additional five-year periods. In consideration for the grant of the non-exclusive licence, TOH must pay royalty fees to ACHM which are based on a percentage of gross sales revenue of hotel rooms and gross sales revenue of food and beverage sales.

The franchise agreement with ACHM also sets out the requirements and restrictions on the expected standards of operation and maintenance of the hotel. Marketing strategies adopted by the hotel must also be in line with the standards and requirements of the franchise agreement and ACHM's material must be used for advertising and marketing purposes. Most marketing activities must be focused on the international market and marketing initiatives targeting the domestic market must be limited. ACHM is entitled to carry out quality assurance inspections to ensure that the standards that were contractually agreed to are consistently maintained throughout the term of the franchise agreement, and is also entitled to terminate the franchise agreement should such standards not be maintained.

5. PROPERTY RENTAL OPERATIONS

In Q4 2017, TOPD acquired a commercial property named CE House located in Dun Karm Pirotta Street, Birkirkara. The property has a total built-up area of approximately 953 sqm and comprises a corner commercial outlet on three levels, a receded floor, and a semi basement level. The layout of the property consists of a showroom at elevated ground floor level and offices with a separate entrance on the first, second and receded floor levels.

The property is entirely leased for the long term with the lease agreement expiring on 23 March 2033. The lease agreement also allows for yearly upward revisions of the rental rate at 4.50% per annum.

6. REAL ESTATE DEVELOPMENT

In 2022, the Group finished and sold a residential complex comprising of 15 units and 9 lock-up garages situated in Qawra ("**Qawra Development I**"). Besides, The Ona is currently involved in four other real estate development projects as follows:

MARSASCALA DEVELOPMENT

On 27 September 2019, TOPD purchased a site measuring 924 sqm situated in Kappara Street, Marsascala. The project was completed in Q4 2021 and comprised 20 residential units and 20 lock-up garages out of which four residential units and four garages were retained by the seller of the site as part of the consideration owed by The Ona for the purchase of the land. All remaining residential units and garages have been contracted, except for one residential unit which was subject to a POS agreement by the end of FY2023. The total amount of revenues to be generated from this project is expected to be €4.95 million, of which €0.94 million were accounted for in FY2021, €3.31 million in FY2022, and €0.38 million in FY2023.

BIRKIRKARA DEVELOPMENT

On 29 July 2022, TORE purchased two adjacent houses in Ġużè Orlando Street, Birkirkara, laying on a site measuring circa 695 sqm. Following demolition and excavation, works started on the construction of a residential complex comprising 19 units, 15 lock-up garages, and one car parking space.

Development works were 75% completed by the end of FY2023, and the project is now practically finished. The total cost of the project stood at circa €4.20 million when including the cost of land whilst the aggregate net sales are estimated to be in the region of €6.50 million.

As at the end of 2023, 3 residential units (out of a total of 19) and 2 garages (out of a total of 15) were subject to a POS agreement. As a result, 16 residential units and 13 garages were available for sale as at the end of 2023.

MOSTA DEVELOPMENT

On 14 September 2023, TOPD acquired a garage and airspace situated in Triq il-Ħarifa, Mosta, and a street-level garage and an overlying maisonette situated in Triq Ġlormu Cassar, Mosta, which, in aggregate, lay over a site measuring circa 272 sqm. Redevelopment works started in Q4 2023 and are expected to be completed by the end of 2024. Overall, the Group will construct a residential complex comprising 12 units and two street-level garages. The total cost of the project is expected to be in the region of €1.90 million whilst net sales are estimated to amount to €2.80 million.

QAWRA DEVELOPMENT II

On 11 October 2023, TOPD concluded the final deeds for the purchase of various properties and a plot of land situated in Triq l-Imrejkba, Triq il-Fliegu, and Triq il-Konz, Qawra, which, in aggregate, lay over a developable site measuring circa 691 sqm. Civil works started in Q1 2024, and the project is expected to be completed by the end Q2 2025 for a total cost of €6.30 million. The development will comprise a commercial unit at ground floor level, 39 residential units and 35 lock-up garages/parking spaces, and the aggregate net sales are projected to be in the region of €8.60 million.

As part of the acquisition consideration, the commercial unit, one apartment, and two lock-up garages will be retained by the counterparty from whom The Ona acquired the original properties and the plot of land for the execution of the Qawra Development II. All remaining properties are expected to be placed on the market for sale once the development is completed in the first half of 2025.

7. ECONOMIC AND SECTOR ANALYSIS

7.1 ECONOMIC UPDATE[1]

Following the strong rebound in economic activity in 2021 and 2022 that resulted in Malta's gross domestic product ("GDP") to expand by 12.6% (euro area [EA]: 5.9%) and 8.2% (EA: 3.4%) respectively in real terms, the European Commission ("EC"), in its most recent update issued in February 2024, upgraded the estimated growth of the Maltese economy in 2023 to 6.1% (EA: 0.5%) from the previous forecast of 4.0% (EA: 0.6%). Furthermore, the EC raised the projected growth for 2024 and 2025 to 4.6% (EA: 0.8%) and 4.3% (EA: 1.5%) respectively from the prior estimates of an increase in GDP of 4.0% in 2024 (EA: 1.2%) and 4.2% in 2025 (EA: 1.6%).

In this regard, the EC noted that its more favourable view of the Maltese economy is due to the robust underlying dynamics of private consumption and net exports, and the continued robust performance of the tourism sector. Furthermore, following a weaker construction activity in 2023, investment growth is expected to pick-up in 2024 and 2025.

Despite the more positive assessment of the rate of growth of the Maltese economy, the EC lowered the inflation estimate for 2023 to 5.6% (EA: 5.4%) from the previous forecast of 5.7% (EA: 5.6%). In 2022, Malta's inflation rate stood at 6.1% (EA: 8.4%) compared to 0.8% in 2020 (EA: 0.3%) and 0.70% in 2021 (EA: 2.6%). Similarly, the EC is now expecting inflation in Malta to converge earlier to the European Central Bank target of 2.0% as it reduced the forecast and projected inflation for 2024 and 2025 to 2.9% (EA: 2.7%) and 2.7% (EA: 2.2%) respectively from the previous estimates of 3.3% in 2024 (EA: 3.2%) and 3.1% in 2025 (EA: 2.2%).

Meanwhile, in its more detailed update issued in November 2023, the EC had explained that Malta's labour market remained robust as employment increased by 6.2% in 2022 and continued to grow very strongly in 2023. The positive trend in the demand for labour across all sectors of the economy, particularly in the tourism sector and administrative services, led the unemployment rate to fall to 2.9% in 2022 (EA: 6.8%) from 4.4% in 2020 (EA: 8.0%) and 3.4% in 2021 (EA: 7.7%). Moreover, the EC expects Malta's unemployment rate to trend marginally lower and stabilise at 2.7% which is much lower that the corresponding rate of 6.4% in 2025 for the euro area.

Regarding Malta's fiscal position, after climbing to 9.6% of GDP in 2020 (EA: 7.1%), Malta's government deficit eased to 7.5% (EA: 5.2%) and 5.7% (EA: 3.6%) in 2021 and 2022 respectively. In 2023, the government's deficit is estimated to have fallen further to 5.1% of GDP (EA: 3.2%) amid a reduction of the cost of the measures aimed at mitigating the impact of high energy prices (accounting for 1.6% of GDP compared to 2.3% in 2022) and a slower growth in the compensation of employees and social benefits than the rate of growth in nominal GDP.

[1] **Sources:** European Commission, *European Economic Forecast Autumn 2023*, 15 November 2023.
European Commission, *European Economic Forecast Winter 2024 (Interim)*, 15 February 2024.

Despite the higher debt servicing costs, in 2024 the government's deficit is expected to drop to 4.6% (EA: 2.8%) amid the phasing out of the costs supporting the operations of Air Malta. Furthermore, social benefits and intermediate consumption expenditures are anticipated to grow at a slower pace than nominal GDP. On the other hand, the net budgetary cost of energy-related measures is projected to increase to 2.0% of GDP. In 2025, the reduction of the government deficit to 4.1% of GDP (EA: 2.7%) is projected to be driven by the decline in the cost of energy related measures as percentage of GDP (1.0%), intermediate consumption expenditure, as well as slower growth in the costs associated with social benefits. Overall, however, the government debt-to-GDP ratio is anticipated to reach 57.2% in 2025 (EA: 89.5%) which would be 5 percentage points higher than the level of 52.2% in 2020 (EA: 99.1%).

Key Economic Indicators [1 2]	2020 Actual	2021 Actual	2022 Actual	2023 Forecast	2024 Forecast	2025 Projection
Malta						
Real GDP growth *(%, year-on-year)* [2]	(8.10)	12.60	8.20	6.10	4.60	4.30
Real GDP growth per capita *(%, year-on-year)* [1]	(10.10)	11.70	4.50	1.30	1.80	1.90
Inflation *(%, year-on-year)* [2 3]	0.80	0.70	6.10	5.70	3.30	3.10
Unemployment (%)[1]	4.40	3.40	2.90	2.70	2.70	2.70
Primary balance *(% of GDP)* [1]	(8.30)	(6.40)	(4.80)	(4.00)	(3.30)	(2.70)
General balance *(% of GDP)* [1]	(9.60)	(7.50)	(5.70)	(5.10)	(4.60)	(4.10)
Gross public debt *(% of GDP)* [1]	52.20	54.00	52.30	53.30	55.80	57.20
Current account balance *(% of GDP)* [1]	2.50	5.70	0.60	4.20	5.70	5.90
Euro area (20)						
Real GDP growth *(%, year-on-year)* [2]	(6.10)	5.90	3.40	0.50	0.80	1.50
Real GDP growth per capita *(%, year-on-year)* [1]	(6.20)	5.90	3.00	0.10	0.90	1.30
Inflation *(%, year-on-year)* [2 3]	0.30	2.60	8.40	5.60	3.20	2.20
Unemployment (%)[1]	8.00	7.70	6.80	6.60	6.60	6.40
Primary balance *(% of GDP)* [1]	(5.50)	(3.80)	(1.90)	(1.50)	(1.00)	(0.70)
General balance *(% of GDP)* [1]	(7.10)	(5.20)	(3.60)	(3.20)	(2.80)	(2.70)
Gross public debt *(% of GDP)* [1]	99.10	96.50	92.50	90.40	89.70	89.50
Current account balance *(% of GDP)* [1]	2.30	3.60	1.00	2.50	2.60	2.70
EU						
Real GDP growth *(%, year-on-year)* [2]	(5.60)	6.00	3.40	0.50	0.90	1.70
Real GDP growth per capita *(%, year-on-year)* [1]	(5.70)	6.10	3.30	-	1.10	1.60
Inflation *(%, year-on-year)* [2 3]	0.70	2.90	9.20	6.50	3.50	2.40
Unemployment (%)[1]	7.20	7.10	6.20	6.00	6.00	5.90
Primary balance *(% of GDP)* [1]	(5.30)	(3.40)	(1.70)	(1.50)	(1.00)	(0.70)
General balance *(% of GDP)* [1]	(6.70)	(4.70)	(3.30)	(3.20)	(2.80)	(2.70)
Gross public debt *(% of GDP)* [1]	91.70	88.90	84.80	83.10	82.70	82.50
Current account balance *(% of GDP)* [1]	2.40	3.30	0.90	2.50	2.50	2.50

[1] **Source:** *European Commission, 'European Economic Forecast Autumn 2023, 15 November 2023.*

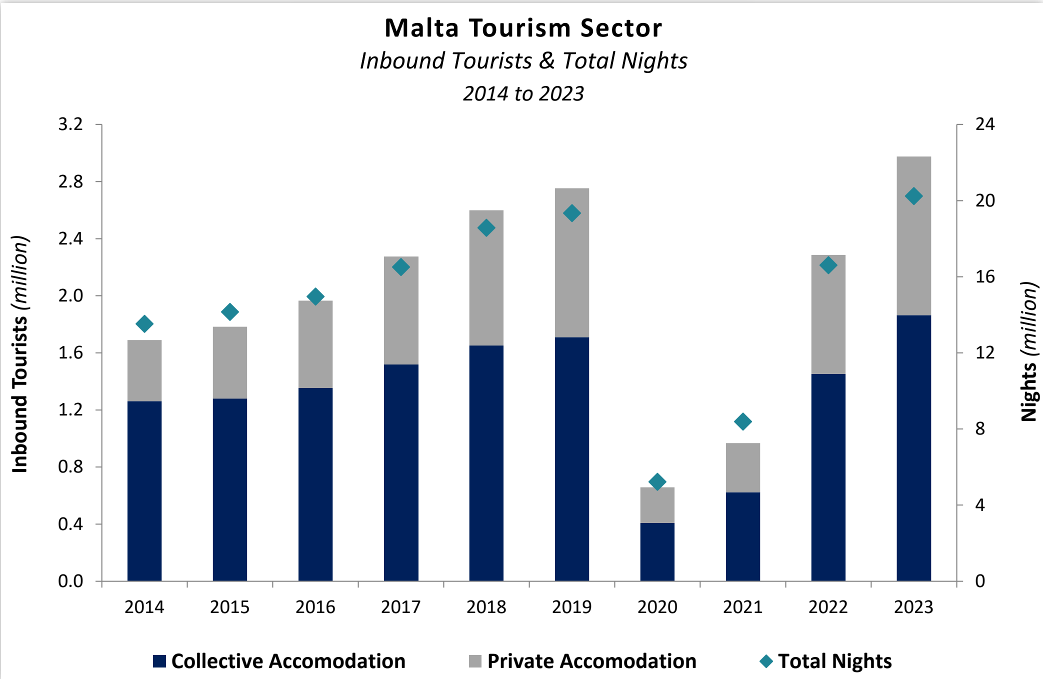
[2] **Source:** *European Commission, 'European Economic Forecast Winter 2024 (Interim)', 15 February 2024.*

[3] *Harmonised Indices of Consumer Prices ("HICP")*

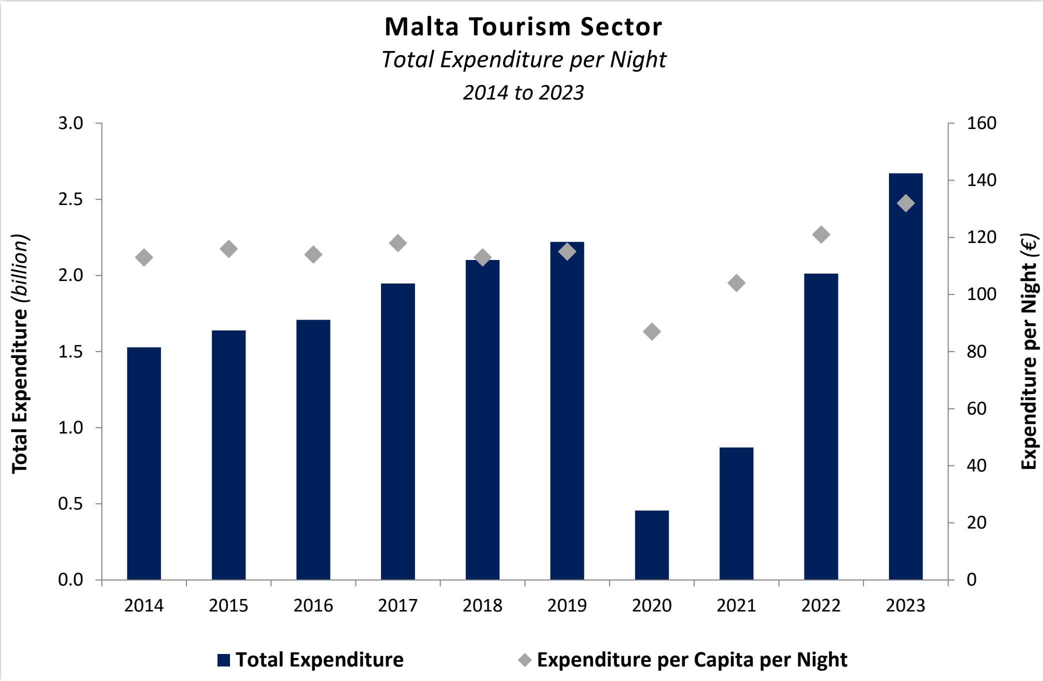
7.2 HOSPITALITY[2]

Total inbound tourists to Malta amounted to just over 3 million in 2023 (2022: 2.33 million)[3], thus exceeding the previous high of 2.77 million recorded in 2019 by 8.33%. Overall, inbound tourists spent a total of 20.24 million nights (2019: 19.34 million), or 6.80 nights per inbound tourist (2019: 7.02 nights per inbound tourist), the majority of which (17.12 million) were spent in rented accommodation which comprises collective accommodation (10.57 million nights)[4] and other rented accommodation (6.55 million nights).[5] On the other hand, inbound tourists only spent 3.12 million nights at non-rented accommodation.[6] Accordingly, inbound tourists spent a total of 10.57 million nights at collective accommodation (or 52.20% of the total nights spent) whilst the remaining portion (9.68 million nights – or 47.80%) were spent at private accommodation.

The total expenditure by inbound tourists in 2023 amounted to €2.67 billion which was 20.30% higher than the previous all-time high of €2.22 billion recorded in 2019. This also translated into an spend of €132 per inbound tourist per night which was 14.78% higher than the expenditure of €115 per inbound tourist per night registered in 2019. When adjusted for inflation, the expenditure per inbound tourist per night in 2023 stood at €125 compared to €113 in 2019.



[2] **Source:** National Statistics Office, available at: https://nso.gov.mt/tourism/.
[3] Including overnight cruise passenger which in 2023 amounted to 27,153 visitors (2022: 43,723 visitors).
[4] Collective accommodation comprises hotels, guesthouses, hostels, tourist villages, holiday complexes, bed & breakfast, and campsites.
[5] Other rented accommodation comprises holiday furnished premises (farmhouses, flats, and villas), host families, marinas, convents, rented yachts, and student dormitories.
[6] Non-rented accommodation typically comprises private residences (owned dwellings, caravans, and, or yachts), stays with friends or relatives, and other private accommodation such as timeshare.



Almost 68% (or 2.02 million) of inbound tourists in 2023 came from EU countries, of which 80.58% represented markets within the euro area, the largest of which were Italy (0.55 million inbound tourists who spent circa €107 per capita per night), followed by France (0.29 million inbound tourists / €127 per capita per night), and Germany (0.22 million inbound tourists / €133 per capita per night). Outside of the euro area, the largest markets were the United Kingdom (0.54 million inbound tourists / €148 per capita per night), followed by Poland (0.17 million inbound tourists / €120 per capita per night), and Sweden (0.11 million inbound tourists / €120 per capita per night).

The bulk of inbound tourists visiting Malta in 2023 were for leisure purposes (2.71 million) who opted not to take a packaged holiday (2.23 million). Similarly, the large majority (2.31 million – or 77.47%) where first-time tourists whilst the number and percentage of repeat tourists trended lower when compared to 2019. In fact, 0.67 million were repeat tourists in 2023, representing 22.53% of the inbound tourists, compared to a total of 0.70 million in 2019 who represented 25.32% of the inbound tourists who visited Malta that year.

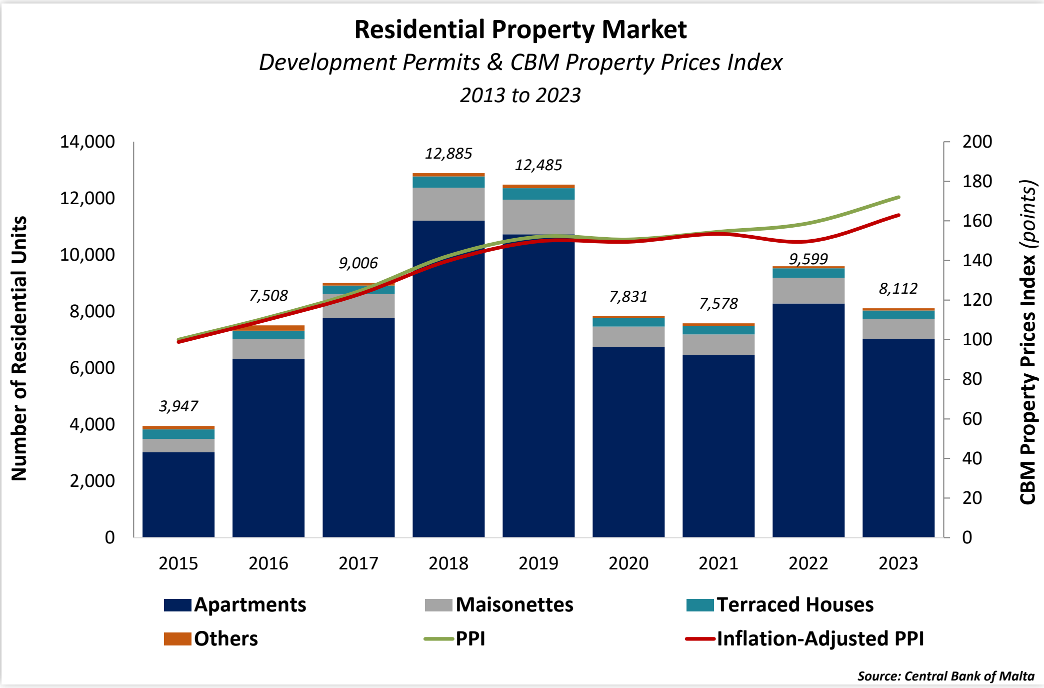
In terms of the demographic profile of inbound tourists in 2023, 0.66 million (or 22.14%) were below 25 years, 1.16 million (or 38.97%) were aged between 25 years and 44 years, 0.89 million (or 29.79%) were aged between 45 years and 64 years, whilst the remaining portion amounting to 0.27 million (or 9.10%) were over 64 years. All age brackets contracted slightly as a proportion of inbound tourists in 2023 when compared to 2019, except for the youngest tourists aged below 25 years as this section gained 2.36 percentage points relative to 2019.

7.3 PROPERTY MARKET[7]

DEVELOPMENT PERMITS FOR DWELLINGS

Data provided by the Central Bank of Malta ("**CBM**") and the National Statistics Office ("**NSO**") shows that in 2023, the total number of permits for the construction of new dwellings increased by 24.78% to 1,586 permits (2022: 1,271 permits). However, the total number of approved new residential units declined by 15.49% year-on-year to 8,112 units, mostly comprising apartments which totalled 7,026 units (2022: 8,280 apartments) representing 86.61% of the total number of approved new units in 2023. The sharpest year-on-year percentage decline in the number of approved residential units was for the construction of new maisonettes (-21.76% to 712 units), followed by apartments (-15.14%), and terraced houses (-12.31% to 292 units). On the other hand, other type of dwellings including villas, bungalows, and farmhouses increased by 7.89% to 82 units.

The highest ever number of approved new residential units in a single year took place in 2018 as 2,363 permits were issued for the construction of a total of 12,885 residential units. Between 2019 and 2021, the total number of approved new residential units trended lower each year, reaching a five-year low of 7,578 units in 2021 before rebounding strongly by 26.67% to 9,599 new units in 2022.

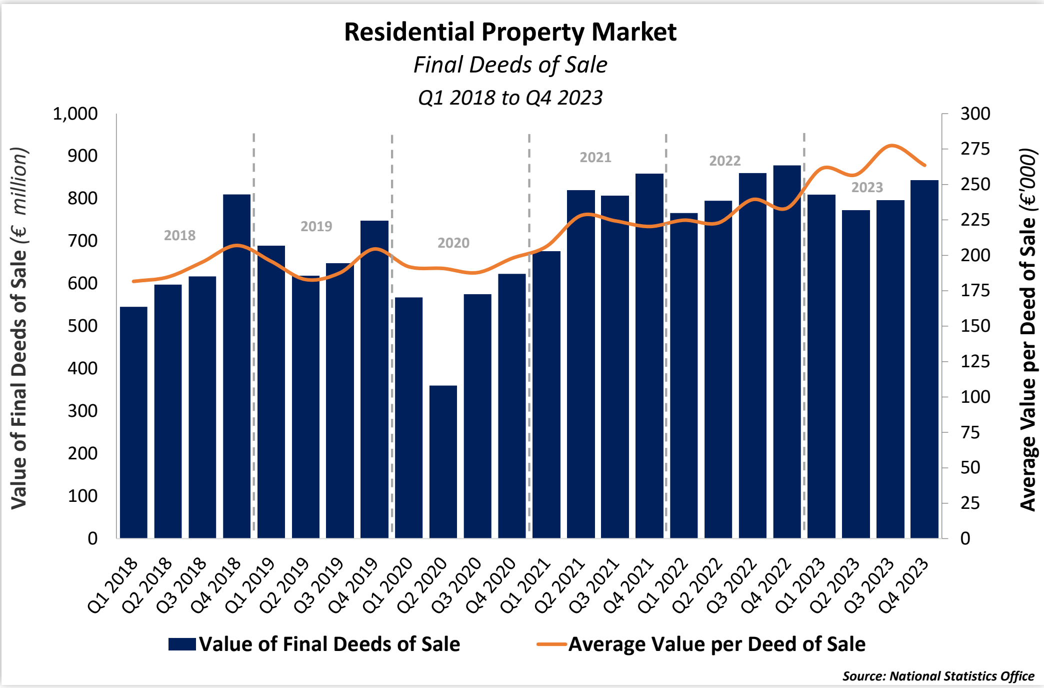


[7] **Sources:** Central Bank of Bank and National Statistics Office online portals at *https://www.centralbankmalta.org/real-economy-indicators* and *https://nso.gov.mt/property* respectively.

PROPERTY PRICES & TRANSACTIONS

In nominal terms, the **CBM Property Prices Index** – which is based on the advertised sale prices of apartments, maisonettes, terraced houses, and other types of dwellings – reached an all-time high of 172.01 points in 2023, representing a significant increase of 8.28% over the prior year (158.86 points). The sharpest year-on-year percentage increase took place in the prices of 'other property' comprising town houses, houses of character and villas, which saw their advertised prices increase by an aggregate 10.57% in 2023. The advertised prices of apartments and maisonettes also increased markedly in 2023 by 9.80% and 9.20% respectively, whilst the advertised prices of terraced houses contracted by a minimal 0.17%. In real terms, the CBM Property Prices Index increased by 8.86% in 2023 (the strongest uplift since 2018), thus erasing to prior year's decline of 2.45% to reach an inflation-adjusted record reading of 162.95 points.

The **NSO Property Price Index** – which is based on actual transactions involving apartments, maisonettes, and terraced houses – reached an all-time high of 151.08 points as at the end of Q2 2023 – representing a year-on-year increase of 4.46% in nominal terms. During 2023, a total of 12,178 final deeds of sale were registered compared to 14,368 deeds in 2021 and 14,331 deeds in 2022. However, the total value of final deeds of sale dropped by only 2.35% in 2023 to €3.22 billion (or €3.05 billion in real terms) compared to the record of just under €3.30 billion (or €3.11 billion in real terms) registered in 2022. Furthermore, the average value per deed of sale reached an all-time high of €0.26 million (or €0.25 million in real terms) compared to €0.22 million in 2021 and €0.23 million in 2022.



PART 2 – PERFORMANCE REVIEW

8. FINANCIAL ANALYSIS

The historical information is extracted from the audited consolidated annual financial statements of The Ona for the financial years ended 31 December 2021, 31 December 2022, and 31 December 2023.

The forecasts have been provided by the Issuer and are based on future events and assumptions which the Group believes to be reasonable. Accordingly, the actual outcome may be adversely affected by unforeseen circumstances and the variation between forecasts with actual results may be material.

The Ona p.l.c. Income Statement for the financial year 31 December	**2021 Actual €'000**	**2022 Actual €'000**	**2023 Actual €'000**	**2024 Forecast €'000**
Revenue - hotel operations	*-*	*-*	*3,263*	*4,895*
Revenue - property development	*940*	*5,960*	*384*	*6,500*
Rental income	*256*	*104*	*120*	*44*
Total revenue	**1,196**	**6,064**	**3,767**	**11,439**
Cost of sales	(731)	(4,468)	(1,509)	(7,500)
Gross profit	**465**	**1,596**	**2,258**	**3,939**
Administrative expenses	(23)	(46)	(656)	(675)
EBITDA	**442**	**1,550**	**1,602**	**3,264**
Depreciation	(5)	(5)	(511)	(492)
Adjusted operating profit	**437**	**1,545**	**1,091**	**2,772**
Profit on disposal of investment property	2,744	-	-	-
Operating profit	**3,181**	**1,545**	**1,091**	**2,772**
Gain on revaluation of investment property	836	-	-	-
Share of result of associate	-	-	(33)	-
Other income	-	13	-	-
Net finance costs	(88)	(48)	(519)	(1,105)
Profit before tax	**3,929**	**1,510**	**539**	**1,667**
Taxation	(569)	(333)	(216)	(487)
Profit for the year	**3,360**	**1,177**	**323**	**1,180**
Total comprehensive income for the year	**3,360**	**1,177**	**323**	**1,180**
EBITDA analysis:				
Hotel operations	*-*	*-*	*1,392*	*1,900*
Property development & rental activities	*442*	*1,550*	*210*	*1,364*

The Ona p.l.c. **Key Financial Ratios**	**FY2021** **Actual**	**FY2022** **Actual**	**FY2023** **Actual**	**FY2024** **Forecast**
Gross profit margin (%) *(Gross profit / revenue)*	38.88	26.32	59.94	34.43
EBITDA margin *(%)* *(EBITDA / revenue)*	36.96	25.56	42.53	28.53
Operating profit margin *(%)* *(Operating profit / revenue)*	265.97	25.48	28.96	24.23
Net profit margin *(%)* *(Profit after tax / revenue)*	280.94	19.41	8.57	10.32
Return on equity *(%)* *(Profit after tax / average equity)*	91.11	19.40	3.75	12.60
Return on assets *(%)* *(Profit after tax / average assets)*	28.37	5.69	0.90	2.89
Return on invested capital *(%)* *(Operating profit / average equity and net debt)*	58.01	10.64	3.73	8.09
Interest cover *(times)* *(EBITDA / net finance costs)*	5.02	32.29	3.09	2.95

INCOME STATEMENT

The Group generated revenues of €6.06 million in **FY2022** (FY2021: €1.20 million), primarily emanating from the sale of property forming part of the Qawra Development I (€2.65 million) and the Marsascala Development (€3.31 million). On the other hand, rental income from the lease of CE House in Birkirkara amounted to €0.10 million.

EBITDA amounted to €1.55 million compared to €0.44 million in FY2021, albeit the EBITDA margin retracted to 25.56% from 36.96% in the prior year.

Despite the improved operational performance, the Group recorded a year-on-year drop in net profit to €1.18 million (FY2021: €3.36 million) as The Ona's financial performance in FY2021 was boosted by the profit of €2.74 million made from the sale of the Dino Fino showroom situated in Valley Road, Msida. Furthermore, in FY2021, the Group recorded a fair value gain of €0.84 million arising from the revaluation of a commercial property located in Triq Dun Karm Pirotta, Birkirkara.

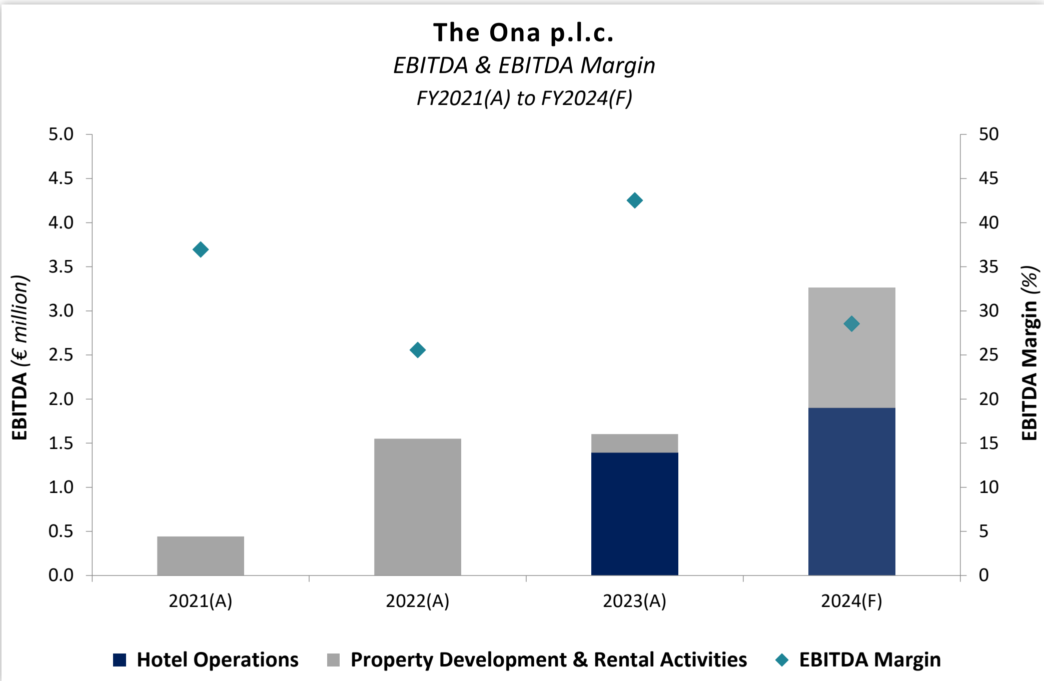
Total revenues amounted to €3.77 million in **FY2023** and included the initial income (€3.26 million) from AC Hotel which was inaugurated on 23 May 2023. Throughout the year, AC Hotel achieved an average occupancy of well of 80%. Elsewhere, revenues from the sale of property and rental operations amounted to €0.38 million and €0.12 million respectively. The former was entirely related to the sale of property forming part of the Marsascala Development.

EBITDA totalled €1.60 million and translated into a margin of 42.53%. AC Hotel contributed the lion's share of this as it was responsible for almost 87% of the Group's EBITDA.

Overall, The Ona posted a profit for the year of €0.32 million which translated into a margin of 8.57% compared to 19.41% in FY2022.

For **FY2024**, the Group is expecting total revenues of €11.44 million compared to the target of €11.63 million as included in the Financial Analysis Summary published on 30 June 2023. As such, the Issuer is anticipating a better performance from its hotel operations which is now envisaged to generate €4.90 million in revenues compared to the earlier projection of €4.02 million. Conversely, income from the sale of property has been revised lower by 13.32% to €6.50 million amid some delays in the completion of the Mosta Development and the Qawra Development II. In view of this, the EBITDA target of €3.80 million included in the Financial Analysis Summary published on 30 June 2023 has also been revised lower to €3.26 million which, in turn, would translate into a margin of 28.53%.

The Issuer is also expecting the interest cover to weaken year-on-year, albeit marginally, to 2.95 times from 3.09 times in FY2022 amid higher-than-previously anticipated net finance costs which are now expected to amount to €1.11 million (FY2023: €0.52 million). Overall, The Ona is estimating a profit for the year of €1.18 million which would translate into a margin of 10.32%, a return on equity of 12.60% (FY2023: 3.75%), and the return on assets of 2.89% (FY2023: 0.90%).



The Ona p.l.c. Statement of Cash Flows for the financial year 31 December	2021 Actual €'000	2022 Actual €'000	2023 Actual €'000	2024 Forecast €'000
Net cash from / (used in) operating activities	(4,124)	5,346	(2,176)	(364)
Net cash from / (used in) investing activities	5,000	(18,756)	(9,295)	(1,300)
Free cash flow	**876**	**(13,410)**	**(11,471)**	**(1,664)**
Net cash from / (used in) financing activities	(49)	14,706	9,281	2,097
Net movement in cash and cash equivalents	**827**	**1,296**	**(2,190)**	**433**
Cash and cash equivalents at beginning of year	173	1,000	2,296	106
Cash and cash equivalents at end of year	**1,000**	**2,296**	**106**	**539**

STATEMENT OF CASH FLOWS

Net cash from operating activities amounted to €5.35 million in **FY2022** (FY2021: outflows of €4.12 million), principally reflecting inflows generated from the sale of property and favourable movements in working capital.

Net cash used in investing activities amounted to €18.76 million and related to the acquisition of the site in St Julian's on which AC Hotel was constructed. In the prior year, the Group received €5 million from the sale of a commercial property situated in Valley Road, Birkirkara.

Net cash from financing activities amounted to €14.71 million, and mainly comprised net proceeds from the issuance of the 2022 Bonds and the repayment of loans.

During **FY2023**, the Issuer's cash balances dropped by €2.19 million to €0.11 million compared to €2.30 million as at 31 December 2022. Net cash used in operating activities amounted to €2.18 million and was principally adversely impacted by negative movements in inventory totalling €5.58 million.

Elsewhere, the amount of €9.30 million in net cash used for investing activities was mostly sustained through inflows of €9.28 million from financing activities. The latter principally emanated from net bank borrowings of €3.96 million and the proceeds from the 2023 Notes.

During **FY2024**, the Group is expecting a marginal improvement in its cash balances to €0.54 million as the estimated net cash outflows relating to operating (€0.36 million) and investing (€1.30 million) activities are envisaged to be outweighed by a net cash inflow of just under €2.10 million in relation to financing activities.

The Ona p.l.c. Statement of Financial Position as at 31 December	2021 Actual €'000	2022 Actual €'000	2023 Actual €'000	2024 Forecast €'000
ASSETS				
Non-current assets				
Property, plant and equipment	10	5	25,286	24,794
Property, plant and equipment (under development)	-	18,756	-	-
Investment property	2,700	2,700	2,700	2,700
Investment in associate	-	-	1,623	2,600
	2,710	**21,461**	**29,609**	**30,094**
Current assets				
Inventory	5,027	3,600	9,175	6,475
Trade and other receivables	3,091	2,141	1,053	1,053
Financial assets	-	-	992	-
Cash and cash equivalents	1,016	2,296	1,460	1,839
	9,134	**8,037**	**12,680**	**9,367**
Total assets	**11,844**	**29,498**	**42,289**	**39,461**
EQUITY				
Capital and reserves				
Called up share capital	301	7,272	7,272	7,272
Other reserves	-	(3,387)	(3,387)	(3,387)
Revaluation reserve	836	836	836	836
Retained earnings	2,551	3,728	4,051	5,231
	3,688	**8,449**	**8,772**	**9,952**
LIABILITIES				
Non-current liabilities				
Debt securities	-	15,406	20,332	20,239
Bank borrowings	2,495	1,927	5,851	3,700
Shareholders' loans	268	-	-	-
Other financial liabilities	-	-	292	-
Deferred taxation	216	216	324	1,006
	2,979	**17,549**	**26,799**	**24,945**
Current liabilities				
Bank borrowings	317	58	1,446	1,500
Shareholders' loans	3,347	246	276	276
Trade and other payables	1,461	3,146	4,976	2,234
Other current liabilities	52	50	20	554
	5,177	**3,500**	**6,718**	**4,564**
Total liabilities	**8,156**	**21,049**	**33,517**	**29,509**
Total equity and liabilities	**11,844**	**29,498**	**42,289**	**39,461**
Total debt	*2,812*	*17,391*	*27,629*	*25,439*
Net debt	*1,796*	*15,095*	*26,169*	*23,600*
Invested capital (total equity plus net debt)	*5,484*	*23,544*	*34,941*	*33,552*

The Ona p.l.c. **Key Financial Ratios**	**FY2021** **Actual**	**FY2022** **Actual**	**FY2023** **Actual**	**FY2024** **Forecast**
Net debt-to-EBITDA *(times)* *(Net debt / EBITDA)*	4.06	9.74	16.34	7.23
Net debt-to-equity *(times)* *(Net debt / total equity)*	0.49	1.79	2.98	2.37
Net gearing *(%)* *(Net debt / net debt and total equity)*	32.75	64.11	74.89	70.34
Debt-to-assets *(times)* *(Total debt / total assets)*	0.24	0.59	0.65	0.64
Leverage *(times)* *(Total assets / total equity)*	3.21	3.49	4.82	3.97
Current ratio *(times)* *(Current assets / current liabilities)*	1.76	2.30	1.89	2.05

STATEMENT OF FINANCIAL POSITION

Total assets as at the end of **FY2022** amounted to €29.50 million (31 December 2021: €11.84 million) and mainly comprised AC Hotel (€18.76 million) which was still under construction, CE House (€2.70 million), inventory (€3.60 million), cash balances (€2.30 million), and trade receivables (€2.14 million).

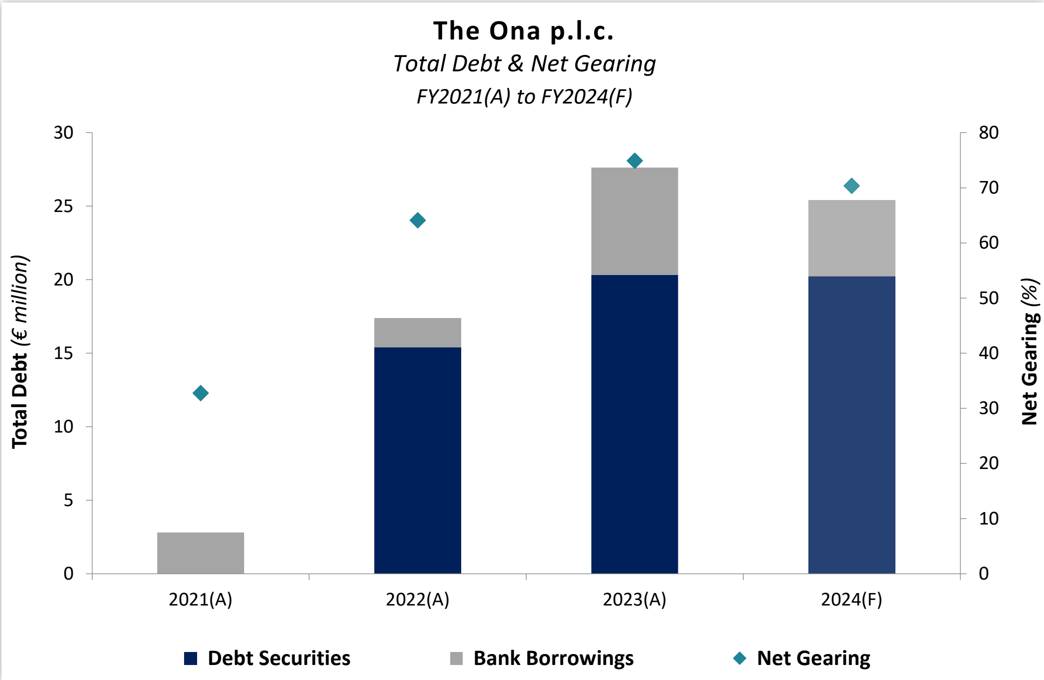
Total liabilities amounted to €21.05 million (31 December 2021: €8.16 million) and mainly comprised debt (€17.39 million) and trade and other payables (€3.15 million). Meanwhile, total equity stood at €8.45 million and included share capital of €7.27 million and retained earnings of €3.73 million.

During **FY2023**, the Group's asset base increased by 43.36% to €42.29 million, driven by The Ona's investments in AC Hotel and Acmus, as well as an increase in inventory levels.

Total liabilities also increased markedly to €33.52 million whilst total equity expanded by 3.82% to €8.77 million. Within liabilities, the major year-on-year movement was related to debt reflecting the issuance of the 2023 Notes as well as an increase of €5.31 million in bank borrowings to €7.30 million compared to €1.99 million as at the end of FY2022. As a result, all debt ratios of the Group deteriorated year-on-year, as the net gearing ratio and the net debt-to-equity ratio trended higher to 74.89% (31 December 2022: 64.11%) and 2.98 times (31 December 2022: 1.79 times) respectively. Similarly, the debt-to-assets ratio increased to 0.65 times (31 December 2022: 0.59 times) whilst the leverage ratio rose to 4.82 times (31 December 2022: 3.49 times).

The Ona is expecting its asset base to contract by 6.69% to €39.46 million in **FY2024** mostly in view of the estimated reduction in inventory reflecting the sale of property within the Birkirkara Development. Similarly, total liabilities are anticipated to drop by almost 12% to €29.51 million reflecting lower amounts of bank borrowings (-€2.10 million to €5.20 million) and trade and other payables.

Coupled with the projected strengthening of the Group's equity base to €9.95 million (+13.45%), the net gearing ratio and the net debt-to-equity ratio are anticipated to trend lower to 70.34% and 2.37 times respectively. Likewise, the debt-to-assets ratio is expected to ease to 0.64 times whilst the leverage ratio to drop to just under 4 times. Meanwhile, given the envisaged upsurge in EBITDA, the net debt-to-EBITDA multiple is forecasted to slip to 7.23 times from 16.34 times in FY2023.



9. VARIANCE ANALYSIS

The following is an analysis of the major variances between the forecast financial information for the year ended 31 December 2023 included in the Analysis dated 30 June 2023 and the audited consolidated annual financial statements for the year ended 31 December 2023.

The Ona p.l.c. **Income Statement** **for the financial year 31 December**	**2023** **Actual** **€'000**	**2023** **Forecast** **€'000**	
Revenue - hotel operations	*3,263*	*2,021*	***(1)***
Revenue - property development	*384*	*1,863*	***(2)***
Rental income	*120*	*107*	
Total revenue	**3,767**	**3,991**	***(3)***
Cost of sales	(1,509)	(2,430)	***(4)***
Gross profit	**2,258**	**1,561**	
Administrative expenses	(656)	(544)	***(4)***
EBITDA	**1,602**	**1,017**	***(5)***
Depreciation	(511)	(244)	***(6)***
Operating profit	**1,091**	**773**	
Share of result of associate	(33)	-	
Net finance costs	(519)	(380)	***(7)***
Profit before tax	**539**	**393**	
Taxation	(216)	(167)	
Profit for the year	**323**	**226**	***(8)***
Total comprehensive income for the year	**323**	**226**	

The Ona missed its revenue target of €3.99 million by €0.22 million ***(3)*** as the relative outperformance of AC Hotel ***(1)*** reflecting better-than-expected occupancy rates and higher average daily room rates was marginally outweighed by the lower level of income generated from the sale of property ***(2)***. The latter was due to a delay in the finalisation of deeds of sale related to the Birkirkara Development which will now be accounted for in FY2024.

During FY2023, the Group incurred lower net operating costs ***(4)***, thus leading to a higher EBITDA of €1.60 million compared to the targeted figure of €1.02 million ***(5)***. On the other hand, depreciation charges ***(6)*** and net finance costs ***(7)*** exceeded forecasts by an aggregate of €0.41 million. Overall, the profit for the year of €0.32 million was marginally higher than the estimated figure of €0.23 million ***(8)***.

The Ona p.l.c. Statement of Cash Flows for the financial year 31 December	2023 Actual €'000	2023 Forecast €'000	
Net cash from / (used in) operating activities	(2,176)	1,873	*(1)*
Net cash used in investing activities	(9,295)	(5,629)	*(2)*
Free cash flow	**(11,471)**	**(3,756)**	
Net cash from financing activities	9,281	4,724	*(3)*
Net movement in cash and cash equivalents	**(2,190)**	**968**	*(4)*
Cash and cash equivalents at beginning of year	2,296	2,296	
Cash and cash equivalents at end of year	**106**	**3,264**	*(5)*

The Group registered a negative net movement of €2.19 million in cash and cash equivalents in FY2023 compared to the forecasted positive movement of €0.97 million ***(4)***. As a result, the Issuer closed the year with a cash balance of €0.11 million compared to the forecasted figure of €3.26 million ***(5)***.

Cash flows relating to operating activities ***(1)*** were negatively impacted by unfavourable movements in inventories amounting to €5.58 million amid a delay in the execution of final deeds of sale of property. Furthermore, during the year, The Ona consumed €9.30 million in net cash for investing activities compared to the forecasted figure of €5.63 million ***(2)*** as the Group invested €0.99 million in financial assets, made additional payments for the acquisition of PPE, and contributed €1.66 million towards the setting up of Acmus. On the other hand, the Issuer generated a higher level of net cash from financing activities ***(3)*** on account of the fresh funds raised from bank borrowings.

Meanwhile, the material variances between the actual and forecast Statement of Financial Position as at 31 December 2023 were as follows:

(i) Total assets amounted to €42.29 million compared to the estimated figure of €37.26 million ***(7)***, principally in view of the higher levels of PPE ***(1)***, inventory ***(3)***, trade and other receivables ***(4)***, as well as the new investments in Acmus ***(2)*** and financial assets ***(5)***. On the other hand, the Issuer ended the year with a lower cash balance ***(6)*** as explained above.

(ii) Total liabilities exceeded forecasts by €4.93 million ***(9)*** largely reflecting the higher level of debt ***(10)*** as the Group took on additional bank borrowings ***(8)*** supporting its hotel and property development activities.

The Ona p.l.c. Statement of Financial Position as at 31 December	2023 Actual €'000	2023 Forecast €'000	
ASSETS			
Non-current assets			
Property, plant and equipment	25,286	24,460	*(1)*
Investment property	2,700	2,700	
Investment in associate	1,623	-	*(2)*
	29,609	**27,160**	
Current assets			
Inventory	9,175	6,643	*(3)*
Trade and other receivables	1,053	193	*(4)*
Financial assets	992	-	*(5)*
Cash and cash equivalents	1,460	3,264	*(6)*
	12,680	**10,100**	
Total assets	**42,289**	**37,260**	*(7)*
EQUITY			
Capital and reserves			
Called up share capital	7,272	7,272	
Other reserves	(3,387)	(3,387)	
Revaluation reserve	836	836	
Retained earnings	4,051	3,954	
	8,772	**8,675**	
LIABILITIES			
Non-current liabilities			
Bonds	20,332	20,736	*(8)*
Bank borrowings	5,851	301	
Other financial liabilities	292	278	
Deferred taxation	324	1,006	
	26,799	**22,321**	
Current liabilities			
Bank borrowings	1,446	2,500	*(8)*
Shareholders' loans	276	-	
Trade and other payables	4,976	3,140	
Other current liabilities	20	624	
	6,718	**6,264**	
Total liabilities	**33,517**	**28,585**	*(9)*
Total equity and liabilities	**42,289**	**37,260**	
Total debt	*27,629*	*23,537*	***(10)***
Net debt	*26,169*	*20,273*	
Invested capital (total equity plus net debt)	*34,941*	*28,948*	

PART 3 – COMPARATIVE ANALYSIS

The Table below provides a comparison between the Group and its bonds with other debt issuers and their respective debt securities listed on the Regulated Main Market (Official List) of the Malta Stock Exchange. Although there are significant variances between the activities of the Group and those of other debt issuers (including different industries, principal markets, competition, capital requirements etc.), and material differences between the risks associated with the Group's business/es and those of other debt issuers, the comparative analysis illustrated in the Table below serves as an indication of the relative financial strength and creditworthiness of the Group.

Comparative Analysis*	Amount Issued	Yield-to-Maturity / Worst	Interest Cover	Net Debt-to-EBITDA	Net Gearing	Debt-to-Assets
	(€'000)	*(%)*	*(times)*	*(times)*	*(%)*	*(times)*
5.00% Hal Mann Vella Group p.l.c. Secured 2024	30,000	3.81	2.21	9.47	51.49	0.43
4.25% Best Deal Properties Holding p.l.c. Secured & Guaranteed 2024	1,267	4.17	57.57	9.38	69.21	0.64
5.75% International Hotel Investments p.l.c. Unsecured 2025	45,000	5.75	1.61	10.49	43.07	0.41
5.10% 6PM Holdings p.l.c. Unsecured 2025**	13,000	6.86	16.04	0.65	17.79	0.20
4.50% Hili Properties p.l.c. Unsecured & Guaranteed 2025	37,000	4.11	1.80	8.70	46.06	0.45
4.35% Hudson Malta p.l.c. Unsecured & Guaranteed 2026	12,000	4.63	5.64	6.37	77.20	0.60
4.25% CPHCL Finance p.l.c. Unsecured & Guaranteed 2026	40,000	4.25	1.45	11.49	43.52	0.41
4.00% International Hotel Investments p.l.c. Secured 2026	55,000	3.99	1.61	10.49	43.07	0.41
5.00% Dizz Finance p.l.c. Unsecured & Guaranteed 2026	8,000	4.99	2.27	8.24	80.39	0.57
3.75% Premier Capital p.l.c. Unsecured 2026	65,000	4.38	10.89	2.16	65.14	0.57
4.00% International Hotel Investments p.l.c. Unsecured 2026	60,000	5.34	1.61	10.49	43.07	0.41
3.25% AX Group p.l.c. Unsecured 2026	15,000	3.33	1.24	21.28	39.42	0.36
3.90% Gap Group p.l.c. Secured & Guaranteed 2024-2026	16,702	3.89	n/a	3.15	52.66	0.56
4.00% Hili Finance Company p.l.c. Unsecured & Guaranteed 2027	50,000	3.62	4.60	4.44	69.59	0.61
4.35% SD Finance p.l.c. Unsecured & Guaranteed 2027	65,000	4.26	4.68	1.74	22.08	0.26
4.00% Eden Finance p.l.c. Unsecured & Guaranteed 2027	40,000	4.04	5.43	4.21	26.73	0.24
5.25% Mediterranean Investments Holding p.l.c. Unsecured & Guaranteed 2027	30,000	5.24	5.42	2.67	20.40	0.19
4.00% Stivala Group Finance p.l.c. Secured & Guaranteed 2027	45,000	3.99	5.67	4.17	22.93	0.21
4.75% Best Deal Properties Holding p.l.c. Secured & Guaranteed 2025-2027	15,000	5.06	57.57	9.38	69.21	0.64
4.75% Gap Group p.l.c. Secured & Guaranteed 2025-2027	23,000	4.74	n/a	3.15	52.66	0.56
3.85% Hili Finance Company p.l.c. Unsecured & Guaranteed 2028	40,000	4.27	4.60	4.44	69.59	0.61
5.85% Mediterranean Investments Holding p.l.c. Unsecured & Guaranteed 2028	20,000	5.19	5.42	2.67	20.40	0.19
5.75% PLAN Group p.l.c. Secured & Guaranteed 2028	12,000	4.62	7.37	9.26	54.58	0.48
3.65% Stivala Group Finance p.l.c. Secured & Guaranteed 2029	15,000	3.78	5.67	4.17	22.93	0.21
3.80% Hili Finance Company p.l.c. Unsecured & Guaranteed 2029	80,000	4.87	4.60	4.44	69.59	0.61
3.75% AX Group p.l.c. Unsecured 2029	10,000	3.75	1.24	21.28	39.42	0.36
5.25% Best Deal Properties Holding p.l.c. Secured & Guaranteed 2024	15,000	4.98	57.57	9.38	69.21	0.64
6.25% GPH Malta Finance p.l.c. Unsecured & Guaranteed 2030	18,144	6.24	1.73	7.63	94.01	0.75
3.65% International Hotel Investments p.l.c. Unsecured 2031	80,000	4.69	1.61	10.49	43.07	0.41
3.50% AX Real Estate p.l.c. Unsecured 2032	40,000	5.10	2.04	12.44	49.30	0.45
5.00% Mariner Finance p.l.c. Unsecured 2032	36,930	4.85	4.89	6.08	50.77	0.50
5.85% AX Group p.l.c. Unsecured 2033	40,000	5.19	1.24	21.28	39.42	0.36
6.00% International Hotel Investments p.l.c. Unsecured 2033	60,000	5.34	1.61	10.49	43.07	0.41
4.50% The Ona p.l.c. Secured & Guaranteed 2028-2034	16,000	4.63	3.09	16.34	74.89	0.65
5.50% Juel Group p.l.c. Secured & Guaranteed 2035	32,000	5.20	3.35	11.26	55.24	0.51

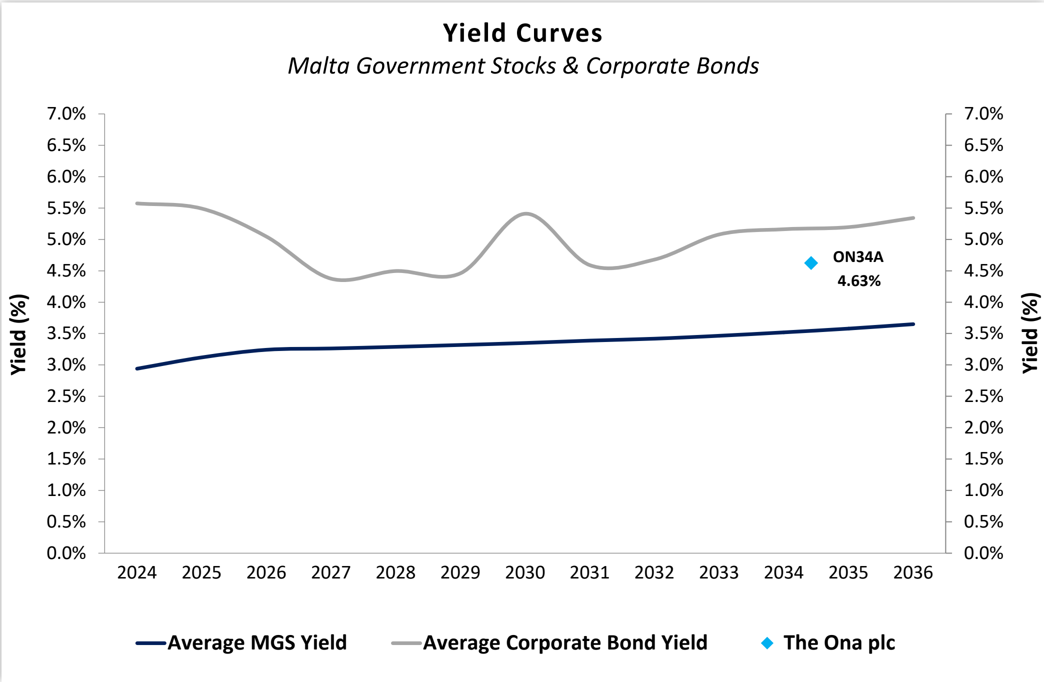
****As at 15 May 2024***

***** The financial ratios pertain to Idox p.l.c..***

Sources: Malta Stock Exchange

M.Z. Investment Services Limited

Most recent audited annual financial statements except for Juel Group p.l.c. (FY2024 forecast, as included in the Financial Analysis Summary dated 6 June 2023).



The closing market price as at 15 May 2024 for the **4.50% The Ona p.l.c. secured and guaranteed bonds 2028-2034** (ON34A) was 99.00%. This translated into a yield-to-maturity ("YTM") of 4.63% which was 54 basis points below the average YTM of 5.16% of other local corporate bonds maturing in the same year. The premium over the corresponding average Malta Government Stock yield of equivalent maturity stood at 111 basis points.

PART 4 – EXPLANATORY DEFINITIONS

Income Statement	
Revenue	Total income generated from business activities.
EBITDA	Earnings before interest, tax, depreciation, and amortisation. It is a metric used for gauging operating performance excluding the impact of capital structure. EBITDA is usually interpreted as a loose proxy for operating cash flows.
Adjusted operating profit / (loss)	Profit (or loss) from core operations, excluding movements in the fair value of investment property, share of results of associates and joint ventures, net finance costs, and taxation.
Operating profit / (loss)	Profit (or loss) from operating activities, including movements in the fair value of investment property but excluding the share of results of associates and joint ventures, net finance costs, and taxation.
Share of results of associates and joint ventures	Share of profit (or loss) from entities in which the company does not have a majority shareholding.
Profit / (loss) after tax	Net profit (or loss) registered from all business activities.

Profitability Ratios	
EBITDA margin	EBITDA as a percentage of revenue.
Operating profit margin	Operating profit (or loss) as a percentage of total revenue.
Net profit margin	Profit (or loss) after tax as a percentage of total revenue.
Return on equity	Measures the rate of return on net assets and is computed by dividing the net profit (or loss) for the year by average equity.
Return on assets	Measures the rate of return on assets and is computed by dividing the net profit (or loss) for the year by average assets.
Return on invested capital	Measures the rate of return from operations and is computed by dividing operating profit (or loss) for the year by the average amount of equity and net debt.

Statement of Cash Flows	
Net cash from / (used in) operating activities	The amount of cash generated (or consumed) from the normal conduct of business.
Net cash from / (used in) investing activities	The amount of cash generated (or consumed) from activities related to the acquisition, disposal, and/or development of long-term assets and other investments.
Net cash from / (used in) financing activities	The amount of cash generated (or consumed) that have an impact on the capital structure, and thus result in changes to share capital and borrowings.
Free cash flow	Represents the amount of cash generated (or consumed) from operating activities after considering any amounts of capital expenditure.

Statement of Financial Position	
Non-current assets	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 the amortisation of the cost of the asset takes place over the number of years for which the asset will be in use. This is done instead of allocating the entire cost to the accounting year in which the asset was acquired.
Current assets	All assets which could be realisable within a twelve-month period from the date of the Statement of Financial Position. Such amounts may include development stock, accounts receivable, cash and bank balances.
Non-current liabilities	These represent long-term financial obligations which are not due within the next twelve months, and typically include long-term borrowings and debt securities.
Current liabilities	Liabilities which fall due within the next twelve months from the date of the Statement of Financial Position, and typically include accounts payable and short-term debt.
Total equity	Represents the residual value of the business (assets minus liabilities) and typically includes the share capital, reserves, as well as retained earnings.

Financial Strength / Credit Ratios	
Interest cover	Measures the extent of how many times a company can sustain its net finance costs from EBITDA.
Net debt-to-EBITDA	Measures how many years it will take a company to pay off its net interest-bearing liabilities (including lease liabilities) from EBITDA, assuming that net debt and EBITDA are held constant.
Net debt-to-equity	Shows the proportion of net debt (including lease liabilities) to the amount of equity.
Net gearing	Shows the proportion of equity and net debt used to finance a company's business and is calculated by dividing net debt by the level of invested capital.
Debt-to-assets	Shows the degree to which a company's assets are funded by debt and is calculated by dividing all interest-bearing liabilities (including lease liabilities) by total assets.
Leverage	Shows how many times a company is using its equity to finance its assets.
Current ratio	Measures the extent of how much a company can sustain its short-term liabilities from its short-term assets.