

28<sup>th</sup> November, 2001

## **COMPANY ANNOUNCEMENT**

## **QUOTE**

The Board of Directors of Maltacom p.l.c. duly convened during Meeting No. 69 of the Company, held on the 27<sup>th</sup> of November, 2001, met, discussed and approved the Financial Statements for the period ended 30<sup>th</sup> of September, 2001.

An extract from the above mentioned statements, are hereby being attached.

## <u>UNQUOTE</u>

Raymond Fava Company Secretary

Maltacom p.l.c.

# Statement of Results - The Group

	9 Months 30.09.01	9 Months 30.09.00	Year 31.12.00
FINANCIAL HIGHLIGHTS	Lm000	Lm000	.m000
Turnover	38,286	34,974	47,744
Profit before Taxation	9,329	11,288	13,666
Profit Attributable to the Group	6,570	7,758	9,524
Total Assets	110,432	98,425	104,933
hareholders' Funds	58,517	45,628	54,986
PROFIT AND LOSS ACCOUNT			
<b>Surnover</b>	38,286	34,974	47,744
Cost of Sales	(20,940)	(18,947)	(27,844)
Gross Margin	17,346	16,027	19,900
Administrative and Distribution Expenses	(8,957)	(5,783)	(8,535)
Other Operating Income Other Operating Charges	1,425 (634)	903 (690)	1,712 (1,123)
	 791	213	589
Operating Profit before Exceptional Items	9,180	10,457	11,954
exceptional Items	505	83	138
Operating Profit	9,685	10,540	12,092
nvestment and Similar Income nterest and Similar Charges Goodwill on Consolidation	833 (999) -	250 (834) (2)	403 (1,123) (2)
	(166)	(586)	(722)
rofit from Direct Operations	9,519	9,954	11,370
quity Share of Associated Undertakings' Results	(190)	1,334	2,296
rofit before Taxation	9,329	11,288	13,666
axation	(2,759)	(3,530)	(4,142)
rofit Attributable to the Group	6,570 =====	7,758	9,524
arnings per Share	6c5	7c7	9c4

	30.09.01	30.09.00	31.12.00
	Lm000	Lm000	Lm000
Fixed Assets			
Intangible Assets	766	698	802
Tangible Assets	67,846	55,655	64,035
Financial Assets	3,248	5,102	3,551
	71,860	61,455	68,388
Other Long-Term Assets			
Deferred Taxation	3,014	2,109	1,577
Debtors	2,129	3,155	3,382
	77,003	66,719	73,347
Current Assets			
Stocks	1,586	477	1,306
Debtors	24,997	26,253	25,106
Current Investments	2,626	· -	2,626
Cash in Hand and at Bank	4,220	4,976	2,548
	33,429	31,706	31,586
			01,000
Creditors: Amounts falling due within One Year			
Bank Loans	2,394	2,394	2,394
Other Bank Borrowings	1,744	319	454
Creditors	22,997	27,505	26,811
Taxation	2,185	5,225	812
	29,320	35,443	30,471
Net Current Assets/(Liabilities)	4,109	(3,737)	1,115
Total Assets less Current Liabilities	 81,112	62,982	74,462
Creditors: Amounts falling due after more than One Year Bank Loans	20,135	13,514	15,921
<b>Provisions for Liabilities and Charges Provision for Restructuring</b>	2,460	3,840	3,555
•		45,628	£4.096
	58,517	45,026 =====	54,986
Capital and Reserves	AF 3AC	05 200	25 229
Called Up Issued Share Capital	25,328	25,328	25,328
Profit and Loss Account Other Reserves	27,995 5,194	18,191 2,109	22,950 6,708
CHO 10001100			
	58,517	45,628	54,986
		=====	

This report has been extracted from the unaudited interim financial statements of the company which were approved by the Board of Directors on 27 November 2001. Comparative information for the year ended 31 December 2000 has been extracted from the audited financial statements for the year ended as at that date.

# Statement of Changes in Equity

	Total	Called Up Issued Share Capital	Profit and Loss Account	Special Reserve	Other Reserve	Revaluation Reserve	Dividend Payment Reserve
	Lm000	Lm000	Lm000	Lm000	Lm000	Lm000	Lm000
At 1 January 2000 Profit for the Period Dividend Approved by General	40,513 7,758	25,328	11,008 7,758	9	,635		2,533
Meeting Transfers to/from Profit and Loss Account:  realised excesses on termination	(2,533)	)					(2,533)
benefits provision losses of subsidiary assumed upon acquisition of minority			9	(9)			
interest unrealised gains recognised	(110)	)	(110) (474)		474		
At 30 September 2000 Profit for the Period Surplus on Revaluation Transfers to/from Profit and Loss Account:	45,628 1,766 7,592	25,328	18,191 1,766 -		2,109	7,592	
reversal of unrealised gains dividends proposed for approval			525		(525)	)	
by general meeting transfer from revaluation reserve upon transfer of tangible fixed			(3,039)				3,039
assets on finance lease	-	-	5,507			(5,507)	
At 1 January 2001 Profit for the Period Dividend Approved by General	54,986 6,570	25,328			1,584	2,085	3,039
Meeting Transfer from Profit and Loss Account:	(3,039)						(3,039)
unrealised gains recognised	-	-	(1,525)		1,525		
At 30 September 2001	58,517 =====	25,328 =====	27,995 =====		3,109	2,085	

## Cash Flow Statement

	9 Months 30.09.01	9 Months 30.09.00	Year 31.12.00
	Lm000	Lm000	Lm000
Cash Flows from Operating Activities			
Profit before Taxation	9,329	11,288	13,666
Adjustments for:	5,537	4 216	6,485
Depreciation, Amortisation and Write Downs Interest Expense	883	4,216 629	821
Investment Income and Interest Receivable	665	(833)	(223)
(403)		(000)	(223)
Share of Associated Undertakings' Results	190	(1,334)	(2,296)
Net Gain Arising on Decommissioning or Disposal of			
Tangible Fixed Assets and Transactions in Financial			
Fixed Assets	(186)	(324)	(1,663)
Net Increase/(Decrease) in Provisions	170	76	(96)
Exceptional Gains	(505)	(83)	(138)
Goodwill on Consolidation	-	2	2
Operating Profit before Working Capital Changes	14,585		
Increase in Stocks	(264)	(778)	
Decrease/(Increase) in Debtors	1,915	(2,267)	
(Decrease)/Increase in Creditors	(713)	4,500	5,157
Movement in Related Undertakings' Balances	(2,119)	(516)	1,733
Settlement of Restructuring Costs	(707)	(680)	(850)
Cash Generated from Operations	12,697	14,506	
Interest Received	84	113	128
Interest Paid on Bank Overdrafts	(10)	(14)	(13)
Tax Paid	(2,582)	(1,310)	(5,661)
Input VAT Credit Received	158		
Net Cash from Operating Activities	10,347	13,295	
Cash Flows from Investing Activities	<del></del>	_	
Payments to Acquire Intangible Fixed Assets	(2)	(284)	(168)
Payments to Acquire Tangible Fixed Assets	(11,165)	(6,798)	(11,086)
Payments to Acquire Financial Fixed Assets	-	(91)	(299)
Receipts from Disposal of Tangible Fixed Assets	6	2	
Receipts from Disposals of Financial Fixed Assets	200	-	14
Loan Advanced to Third Party	<del>-</del>	-	(25)
Repayments of Loan Advanced to Third Party	2	-	450
Income from Investments	521	323	456
Input VAT Credit Received	85 		
Net Cash used in Investing Activities	(10,353)	(6,848)	(11,108)
carried forward	(6)	6,447	777

# Cash Flow Statement

	9 Months 30.09.01	9 Months 30.09.00	Year 31.12.00
	Lm000	Lm000	Lm000
brought forward	(6) 	6,447	777
Cash Flows from Financing Activities			
Proceeds from Long Term Borrowings	6,239	2,390	5,160
Repayments of Long Term Borrowings	(2,031)	(1,938)	•
Dividends Paid		(2,533)	
Loan Interest Paid	(781)		
Net Cash from/(used in) Financing Activities	388	(2,895)	240
Effect of Exchange Rate Changes in Cash and Cash			
Equivalents	-	27	(1)
Net Increase in Cash and Cash Equivalents	382	3,579	1,016
Cash and Cash Equivalents at Beginning of Period/Year	2,094	1,078	1,078
Cash and Cash Equivalents at End of Period/Year	2,476 ====	4,657	2,094

## **Basis of Preparation**

This interim financial report has been compiled in compliance with the requirements of International Accounting Standard 34 'Interim Financial Reporting' and complies with the continuing listing obligations of the Malta Stock Exchange.

The accounting policies adopted in the preparation of these interim financial statements are the same as those that had been adopted in the preparation of the audited financial statements for the year ended 31 December 2000.

### **Segmental Information**

	Opera Turnover Profit/(	
	Lm000	Lm000
Local Traffic	7,957	1,984
International Traffic	6,523	2,845
Mobile Traffic	9,711	(922)
Line Rentals	6,123	3,781
Income from Foreign Administrations	2,921	1,996
Internet Related Services	1,526	(9)
Card Services	1,481	551
Radio Paging and Telemarketing Services	84	(171)
Others	1,960	(875)
	38,286	9,180
		====

### **Exceptional Items**

	Lmooo
Savings realised or anticipated on provision for restructuring cost	347
Deemed input VAT credit available to the providers	
of cable telephony services to non-VAT registered	
persons as per Legal Notice 217 of 1999	158
	505
	===

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Lm000

### Property, Plant and Equipment

Movements on property, plant and equipment during the period were:

Acquisitions	9,590
-	====
Disposals	285

## **Explanatory Notes**

For the Period Ended 30 September 2001

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## 5 Provision for Restructuring

During the period, the amount of Lm1,095,000 was reversed out of the Provision for Restructuring.

## 6 Changes in Contingent Liabilities

No changes in contingent liabilities arose since the last audited financial statements.

## 7 Capital Commitments

Commitments at the balance sheet date for the acquisition of property, plant and equipment and financial assets amounted to Lm15.2 million.

## **Review of Group Operations**

30 September 2001

#### **Review of Group Operations**

#### Introduction

This financial information has been extracted from Maltacom p.l.c.'s unaudited consolidated financial statements, for the period between 1 January 2001 and 30 September 2001. The comparative amounts reflect the position and results of the group as included in the audited financial statements for the year ended 31 December 2000 and the position and results for the period 1 January 2000 to 30 September 2000.

### Seasonality

The group's operations are to some extent cyclical, being affected by tourism which peaks during the summer months.

#### **Performance**

The Maltacom Group has recorded a profit for the period before taxation amounting to Lm9.3 million (2000 Nine Months: Lm11.3 million, 2000 Year: Lm13.7 million). This represents an annualised return of 21.9 % (2000 Nine Months annualised: 34.9 %, 2000 Year: 28.6%) on the average shareholders' funds, and of 11.6% (2000 Nine Months: 16.6%, 2000 Year: 14.6%) on the average total assets employed. Earnings per share for the period amounted to 6c5 (2000 Nine Months: 7c7, 2000 Year: 9c4).

The Gross Margin for the period amounted to Lm17.3 million (2000 Nine Months Lm16.0 million, 2000 Year: Lm19.9 million), equivalent to 45.3% (2000 Nine Months: 45.8%, 2000 Year: 41.7%) of turnover. Net operating costs amounted to Lm28.6 million (2000 Nine Months: Lm24.4 million, 2000 Year: Lm36.0 million) and mainly represent interconnection, labour, foreign administration charges and depreciation. The tax expense provided for the period amounted to Lm2.8 million (2000 Nine Months: Lm3.5 million, 2000 Year: Lm4.1 million) and represents an effective tax rate of 29.6% (2000 Nine Months: 31.3%, 2000 Year: 30.3%).

No interim dividend is being declared.

### **Balance Sheet**

Group total assets at 30 September 2001 stood at Lm110.4 million (2000 Nine Months: Lm98.4 million, 2000 Year: Lm104.9 million). Loans by financial institutions amounted to Lm22.5 million (2000 Nine Months: Lm15.9 million, 2000 Year: Lm18.3 million) and finance 31.4% (2000 Nine Months: 25.9%, 2000 Year: 26.8%) of the group's fixed assets.

Debtors, net of provisions for doubtful debts, amounted to Lm27.1 million (2000 Nine Months: Lm29.4 million, 2000 Year: Lm28.5 million). Of these, 69.1% (2000 Nine Months: 71.4%, 2000 Year: 67.5%) represent amounts receivable in respect of services rendered and goods sold by the group. The group's trade and capital creditors at the end of the period amounted to Lm14.5 million (2000 Nine Months: Lm20.3 million, 2000 Year: Lm16.9 million).

Shareholders' funds amounted to Lm58.5 million (2000 Nine Months: Lm45.6 million, 2000 Year: Lm55.0 million). They finance 53.0% (2000 Nine Months: 46.4%, 2000 Year: 52.4%) of the group's total assets. The group's net asset value per share stands at 57c8 (2000 Nine Months: 45c, 2000 Year: 54c3).