$9^{\text {th }}$ April, 2003

## COMPANY ANNOUNCEMENT

## QUOTE

The Board of Directors of Maltacom p.l.c. has yesterday, the $8^{\text {h }}$ April 2003, met, discussed and resolved that the Financial Statements for the year ended $31^{\text {st }}$ December 2002, be submitted for the approval of the Shareholders at the forthcoming Fifth Annual General Meeting of the Company. In terms of Bye -Law 6.05.06 of the Malta Stock Exchange and Bye-Law 23.64 of the London Stock Exchange, an extract from the above mentioned Financial Statements (preliminary statement of results), is hereto being attached.

The Board is also proposing that the Annual General Meeting approves the payment of a Net Dividend of Lm0.03c7 (three cents seven mills) per Share, [after taxation] to all shareholders of Maltacom p.l.c. registered at the closure of business on the $21^{\text {st }}$ April, 2003. The dividend is being declared out of the Accumulated Profits, as at $31^{\text {st }}$ December, 2000, when the Company had a Tax Rate of $30 \%$ and out of Exempt Profits generated during 2002 in terms of sub-article 1 of article 9 of the Business Promotion Act.

At the said Meeting, the Board also fixed the $21^{\text {tt }}$ April 2003, as the "Record Date", and hence, the Shareholders on the Company's Register, at the Central Securities Depository of the Malta Stock Exchange, following closing of business on the $21^{\text {st }}$ April 2003:
i) will receive notice of, and will be entitled to attend and to vote at the forthcoming Fifth Annual General Meeting of the Company, and
ii) will be paid the Dividend as approved by the Annual General Meeting.

Moreover, the Board also decided that the said Annual General Meeting shall be held on the $16^{\text {th }}$ of May 2003 at 10.00hours, at the Hilton Malta Conference Centre, St.Julians, Malta.

Copies of the Annual Report, including Financial Statements and Accounts will be made available by Friday, the $25^{\text {th }}$ of April 2003, from the Company Secretary, Maltacom p.l.c , G.P.O. Box 175, Marsa.

## UNQUOTE



Raymond Fava
Company Secretary

## Maltacom p.l.c.

## Preliminary Statement of Group Results and State of Affairs

At and for the Year Ended 31 December 2002


PROFIT AND LOSS ACCOUNT

| Turnover | 54,580 | 130,419 | 50,752 | 121,272 |
| :---: | :---: | :---: | :---: | :---: |
| Cost of Sales | $(29,271)$ | $(69,943)$ | $(26,443)$ | $(63,186)$ |
| Gross Margin | 25,309 | 60,476 | 24,309 | 58,086 |
| Administrative and Distribution Expenses | $(11,284)$ | $(26,963)$ | $(11,446)$ | $(27,350)$ |
| Other Operating Income Other Operating Charges | $\begin{gathered} 719 \\ 1,066 \end{gathered}$ | $\begin{gathered} 1,718 \\ (2,547) \end{gathered}$ | $\begin{gathered} 1,616 \\ (1,365) \end{gathered}$ | $\begin{gathered} 3,861 \\ (3,262 \end{gathered}$ |
|  | (347) | (829) | $251$ | -------- |
| Operating Profit before Exceptional Items | 13,678 | 32,684 | 13,114 | 31,335 |
| Exceptional Items | 635 | 1,517 | 942 | 2,251 |
| Operating Profit | 14,313 | 34,201 | 14,056 | 33,586 |
| Investment and Similar Income | 781 | 1,866 | 862 | 2,060 |
| Interest and Similar Charges | $(1,471)$ | $(3,515)$ | $(1,373)$ | $(3,281)$ |
| Equity Share of Associated Undertakings' Results | (139) | (332) | (419) | (1,001) |
|  |  | $(1,981)$ | (930) | $(2,222)$ |
| Profit before Taxation | 13,484 | 32,220 | 13,126 | 31,364 |
| Taxation | $(3,851)$ | $(9,202)$ | $(3,789)$ | $(9,054)$ |
| Profit for the Year | 9,633 | 23,018 | 9,337 | 22,310 |
| Earnings per Share | 9 c 5 | $22 c 7$ | 9 c 2 | $22 c 0$ |

## BALANCE SHEET

|  |  | 2002 |  | 2001 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Lm000 | €000 | Lm000 | €000 |
| Fixed Assets |  |  |  |  |  |
| Intangible Assets |  | 768 | 1,835 | 768 | 1,835 |
| Tangible Assets |  | 75,684 | 180,847 | 72,381 | 172,954 |
| Financial Assets |  | 2,934 | 7,011 | 3,017 | 7,209 |
|  |  | 79,386 | 189,693 | 76,166 | 181,998 |
| Other Long-Term Assets |  |  |  |  |  |
| Deferred Taxation |  | 3,083 | 7,367 | 2,274 | 5,434 |
| Debtors |  | 1,157 | 2,765 | 2,129 | 5,087 |
|  |  | 83,626 | 199,825 | 80,569 | 192,519 |
| Current Assets |  |  |  |  |  |
| Stocks |  | 1,700 | 4,062 | 1,829 | 4,370 |
| Debtors |  | 35,095 | 83,859 | 25,554 | 61,061 |
| Current Investments |  | 2,626 | 6,275 | 2,626 | 6,275 |
| Cash in Hand and at Bank |  | 3,620 | 8,650 | 2,562 | 6,122 |
|  |  | 43,041 | 102,846 | 32,571 | 77,828 |
| Creditors: Amounts falling due within One Year |  |  |  |  |  |
| Bank Loans |  | 2,394 | 5,720 | 2,397 | 5,728 |
| Other Bank Borrowings |  | 13,462 | 32,167 | 1,904 | 4,549 |
| Creditors |  | 24,103 | 57,594 | 24,212 | 57,855 |
| Taxation |  | 67 | 161 | 668 | 1,596 |
|  |  | 40,026 | 95,642 | 29,181 | 69,728 |
| Net Current Assets |  | 3,015 | 7,204 | 3,390 | 8,100 |
| Total Assets less Current Liabilities |  | 86,641 | 207,029 | 83,959 | 200,619 |
| Creditors: Amounts falling due after more than One Year |  |  |  |  |  |
| Bank Loans |  | 17,989 | 42,985 | 20,318 | 48,550 |
| Provisions for Liabilities and Charges |  |  |  |  |  |
| Provision for Restructuring |  | - | - | 1,380 | 3,298 |
|  |  | 68,652 | 164,044 | 62,261 | 148,771 |
|  |  | ==== | ====== | ===== | ===== |
| Capital and Reserves |  |  |  |  |  |
| Called Up Issued Share Capital | 25,328 | 60,521 | 25,328 | 60,521 |  |
| Profit and Loss Account |  | 36,425 | 87,038 | 31,385 | 74,994 |
| Other Reserves |  | 6,899 | 16,485 | 5,548 | 13,256 |
|  |  | 68,652 | 164,044 | 62,261 | 148,771 |
|  |  | ===== | ====== | ===== | ===== |

## STATEMENT OF CHANGES IN EQUITY



## CASH FLOW STATEMENT

| CASH LOW STATEMENT |  | 2002 |  | 2001 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Lm000 | $€ 000$ | Lm000 | €000 |
| Cash Flows from Operating Activities |  |  |  |  |  |
| Profit before Taxation |  | 13,484 | 32,220 | 13,126 | 31,364 |
| Adjustments for: |  |  |  |  |  |
| Depreciation, Amortisation and Write Downs | 8,529 | 20,380 | 7,553 | 18,048 |  |
| Interest Expense |  | 1,303 | 3,114 | 1,189 | 2,841 |
| Investment Income and Interest Receivable | (641) | $(1,531)$ | (861) | $(2,058)$ |  |
| Share of Associated Undertakings' Results | 139 | 332 | 419 | 1,001 |  |
| Net Loss/(Gain) Arising on Decommissioning or Disposal of Tangible Fixed Assets and Transactions in Financial |  |  |  |  |  |
| Fixed Assets |  | 1 | 2 | (90) | (215) |
| Net Increase in Provisions and Write Offs | 1,447 | 3,458 | 1,415 | 3,381 |  |
| Exceptional Gains |  | (635) | $(1,517)$ | (942) | $(2,251)$ |
| Liabilities Written Back |  | - | - | (2) | (5) |
| Operating Profit before Working Capital Changes |  | 23,627 | 56,458 | 21,807 | 52,106 |
| Increase in Stocks |  | (150) | (358) | (521) | $(1,245)$ |
| Increase in Detorors |  | $(11,558)$ | $(27,618)$ | $(1,138)$ | $(2,719)$ |
| Increase/(Decrease) in Creditors |  | 1,263 | 3,014 | $(1,791)$ | $(4,279)$ |
| Movement in Group Undertakings' Balances | 1,386 | 3,312 | $(1,093)$ | $(2,612)$ |  |
| Settlement of Restructuring Costs |  | (785) | $(1,876)$ | $(1,213)$ | $(2,898)$ |
| Cash Generated from Operations |  | 13,783 | 32,932 | 16,051 | 38,353 |
| Interest Received |  | 20 | 48 | 111 | 265 |
| Interest Paid on Bank Overdrafts |  | (191) | (456) | (15) | (36) |
| Net Taxation Paid |  | $(5,061)$ | $(12,093)$ | $(4,396)$ | $(10,504)$ |
| Input VAT Credit Received |  | 200 | 478 | 158 | 378 |
| Net Cash from Operating Activities |  | 8,751 | 20,909 | 11,909 | 28,456 |
| Cash Flows from Investing Activities |  |  |  |  |  |
| Payments to Acquire Intangible Fixed Assets | (21) | (50) | (16) | (38) |  |
| Payments to Acquire Tangible Fixed Assets | $(13,955)$ | $(33,345)$ | $(15,354)$ | $(36,688)$ |  |
| Receipts from Disposal of Tangible Fixed Assets | 4 | 10 | 67 | 160 |  |
| Receipts from Disposal of Financial Fixed Assets | - | - | 199 | 476 |  |
| Dividends Received |  | 400 | 956 | - | - |
| Repayments of Amounts Advanced to Third Parties |  | - | - | 2 | 5 |
| Income from Investments |  | - | - | 521 | 1,245 |
| Input VAT Credit Received |  | - | - | 85 | 203 |
| Net Cash used in Investing Activities |  | $(13,572)$ | $(32,429)$ | $(14,496)$ | $(34,637)$ |
| Cash Flows from Financing Activities |  |  |  |  |  |
| Proceeds from Long Term Borrowings |  | 210 | 502 | 6,770 | 16,177 |
| Repayments of Long Term Borrowings |  | $(2,391)$ | $(5,713)$ | $(2,381)$ | $(5,689)$ |
| Dividends Paid |  | $(2,269)$ | $(5,422)$ | $(2,128)$ | $(5,085)$ |
| Loan Interest Paid |  | $(1,168)$ | $(2,791)$ | $(1,109)$ | $(2,650)$ |
| Net Cash (used in)/from Financing Activities |  | $(5, \overline{618})$ | $(13,424)$ | 1,152 | 2,753 |
|  |  | - | - | - | -- |
| Effect of Exchange Rate Changes on Cash and |  |  |  |  |  |
| Cash Equivalents |  | (18) | (43) | (4) | (10) |
| Net Decrease in Cash and Cash Equivalents |  | $\overline{(10,457)}$ | $(24,987)$ | $\overline{(1,439)}$ | $(3,438)$ |
| Cash and Cash Equivalents at Begin ning of Year | 615 | 1,470 | 2,097 | 5,011 |  |
| Cash and Cash Equivalents at End of Year |  | $(9,842)$ | $(23,517)$ | 658 | 1,573 |

## Review of Group Operations

31 December 2002

## Review of Group Operations

## Introduction

The financial information has been extracted from Maltacom p.l.c.'s audited consolidated financial statements, for the years ended 31 December 2002 and 2001. These figures are being published in terms of the bye-laws of the Malta Stock Exchange, and the Listing Rules of the London Stock Exchange, and have been drawn up in accordance with International Financial Reporting Standards and the accounting policies adopted by the Group.

## Performance

The Maltacom Group has recorded a profit for the year before taxation amounting to Lm13.5 million ( $€ 32.2$ million) (2001: Lm13.1 million ( $€ 31.4$ million)). This represents a return of $20.6 \%$ (2001: 22.4\%) on the average shareholders' funds and of $11.2 \%$ (2001: $12.0 \%$ ) on the average total assets employed. Earnings per share for the year amounted to $9 \mathrm{c} 5\left(€_{0.227}\right)\left(2001: 9 c 2\left(€_{0.220}\right)\right.$ ).

The gross margin for the year amounted to Lm25.3 million ( $€ 60.5$ million) (2001: Lm24.3 million ( $£ 58.1$ million)), equivalent to $46.4 \%$ (2001: 47.9\%) of total revenues. Net operating costs amounted to Lm40.3 million ( $€ 96.2$ million) (2001: Lm36.7 million ( $€ 87.7$ million)) and mainly represent interconnection, labour, foreign administration charges and depreciation. The tax expense for the year amounted to Lm3.9 million ( $€ 9.2$ million) (2001: Lm3.8 million ( $€ 9.1$ million)) and represents an effective tax rate of $28.6 \%$ (2001: $28.9 \%$ ).

A dividend of $3 \mathrm{c} 7(€ 0.088)(2001: 3 c 2(€ 0.076))$ per share net of taxation is proposed for the year under review and, if approved, is payable on the $30^{\text {th }}$ May 2003.

## Balance Sheet

Group total assets at balance sheet date stood at Lm126.7 million ( $€ 302.7$ million) (2001: Lm113.1 million ( $€_{2} 70.3$ million)). Loans by financial institutions amounted to Lm20.4 million ( $€ 48.7$ million) (2001: Lm22.7 million ( $€ 54.3$ million)) and finance $24.4 \%$ (2001: $28.2 \%$ ) of the Group's fixed assets.

Debtors, net of provisions for doubtful debts, amounted to Lm36.3 million ( $£ 86.6$ million) (2001: Lm27.7 million ( $€ 66.1$ million)). Of these, $67.5 \%$ (2001: $72.2 \%$ ) 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


Shareholders' funds amounted to Lm68.7 million ( $€ 164.0$ million) (2001: Lm62.3 million ( $€ 148.8$ million)). They finance $54.2 \%$ (2001: 55.0\%) of the Group's total assets. The Group's net asset value per share stands at Lm0.678 (€1.62)(2001: Lm0.615 (€1.47)).

## Share Register Information as at 31 December 2002

|  | \% Interest in <br> the Company |
| :--- | :---: |
| Mr S Muscat | 0.026 |
| Mr I Pellicano | 0.003 |
| Mr J A Ellul Vincenti | 0.002 |
| Mr P J Baldacchino | 0.001 |
| Mr M Grech | 0.001 |

## Shareholders

(a) The shareholders holding in excess of $3 \%$ of the equity share capital as shown in the Company's Register of Shareholders as at the close of business on 31 December 2002 were:

|  | Number of <br> Ordinary Shares | Percentage <br> Held (\%) |
| :--- | :---: | :---: |
| Government of Malta | $60,786,288$ | 60.0 |
| HSBC Bank Malta p.l.c. as custodian for the depositary <br> (Bank of New York) <br> Maltacom Employees' Foundation | $3,453,678$ | 3.4 |

(b) As at 31 December 2002, the Company's issued share capital, which consists of ordinary shares with equal voting rights attached, was held by 8,422 shareholders as follows:

| Range | Shareholders |
| :--- | :---: |
| $1-500$ | 1,232 |
| $501-1000$ | 1,631 |
| $1001-5000$ | 4,848 |
| 5000 and over | 711 |
|  | ------ |
|  | 8,422 |
|  | $====$ |

## Source of Information

The financial information contained herein have been extracted from the audited consolidated financial statements of the Company, which financial statements were approved by the Board of Directors on $8^{\text {th }}$ April 2003 are to be laid before the members in the general meeting on the $16^{\text {th }}$ May 2003.

Raymond Fava
Company Secretary

Spencer Hill
Marsa

Tel: (+356) 21248299

