

# Investor Presentation

Half Year 2020



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Picture of Marsa Spencer

#### Overview



- Portfolio of commercial properties in strategic locations across Malta
- Diversified uses of properties (data centres, industrial buildings, offices)
- Long term leases to blue chip tenants in economically resilient sectors
- Value creation potential from re-development of existing properties
- Strong financial position with capacity to grow further
- Looking to enhance financial returns via inorganic growth

#### Covid19



#### No measurable impact on MPC

Corporate Response:

- MPC put in place social distancing measures including remote work policies
- No disruption to MPC operations:
  - Tenants' needs continued to be catered for by our operations team
  - Development projects largely progressed as planned

Strong Portfolio:

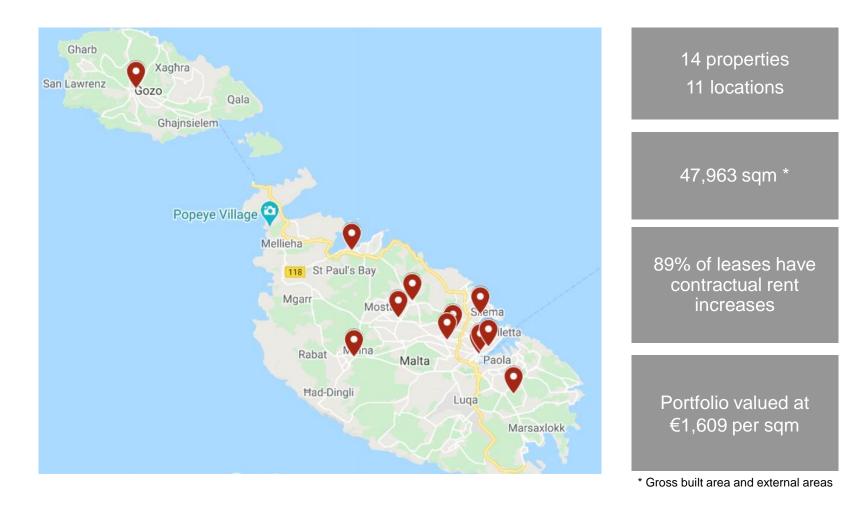
- Resilient business with no impact on revenues or cashflows; Rent collection at 100%
- Financially strong and creditworthy tenants occupying our properties.
- Planned expansion of portfolio by 11% with another blue-chip tenant.

Prudent Capital Management:

- €1M dividend paid in relation to 2019 results
- Financing in place for 75% of Swatar acquisition value

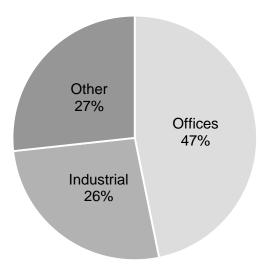
#### Portfolio Overview







Portfolio split (by valuation)

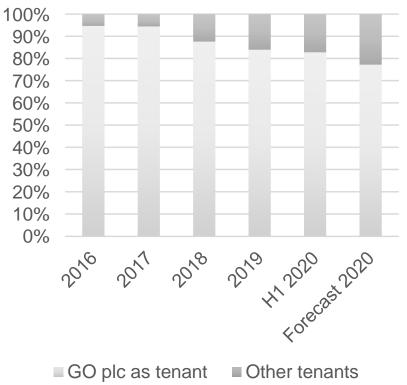




New Birkirkara Exchange

 Weighted average unexpired lease term (WAULT) of c. 6 years

#### Portfolio breakdown by Tenant



- Rental income % by Tenant GO contributed 95% of revenue in 2016
  - 83% by H1 2020
  - Forecast at 77% by end 2020



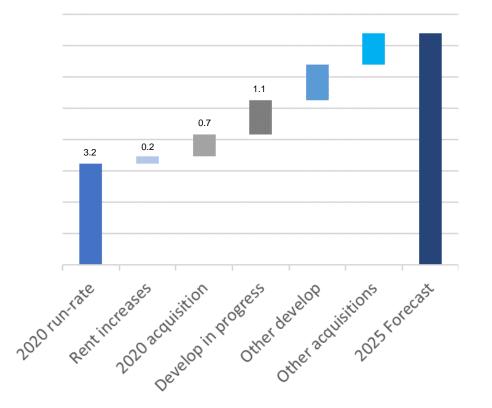
GO Headquarters



#### Value creation drivers







#### 3 value creation levers:

- Income from existing portfolio
- Development projects
- New acquisitions
- 2020 acquisition to increase rental income by c. 22%
- Assets in development to increase annual rental income by circa 34%

#### Development Portfolio - Zejtun





 Modern offices to serve GO and BMIT

- BMIT Data Centre
- 10,000 sq.m project
- Pre-agreed lease with GO

Zejtun development

#### Development Portfolio - Zejtun



- Scope of project expanded over 12 months
- Work progressing steadily
- To be delivered in phases over 2021



#### **Development Portfolio – Marsa Spencer Hill**





- Currently used by GO
- Expected to vacate by early 2021
- Project plan envisages a mixeduse development of c. 9,000 sq.m
- Planned project completion by 2024
- Planning Permit application submitted, ongoing discussions with authorities
- Final build decision to be taken upon receipt of planning permission (Q4 2020)

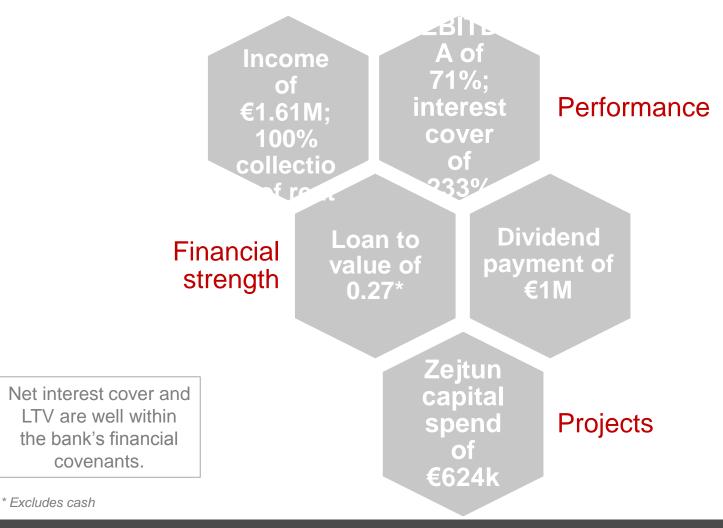
#### **Investment Strategy**



Geography	<ul> <li>Focus on local market</li> <li>Open to other geographies</li> </ul>
Asset Type	<ul> <li>Attractive income</li> <li>Long term leases</li> <li>Different sub-sectors</li> </ul>
Credit Quality	<ul> <li>Blue chip tenants</li> </ul>
Property Fundamentals	<ul> <li>Ongoing analysis of market conditions</li> </ul>
Structure and Pricing	<ul> <li>LT leases with RPI</li> <li>Competitive in place rents</li> </ul>

## H1 2020 Key Highlights





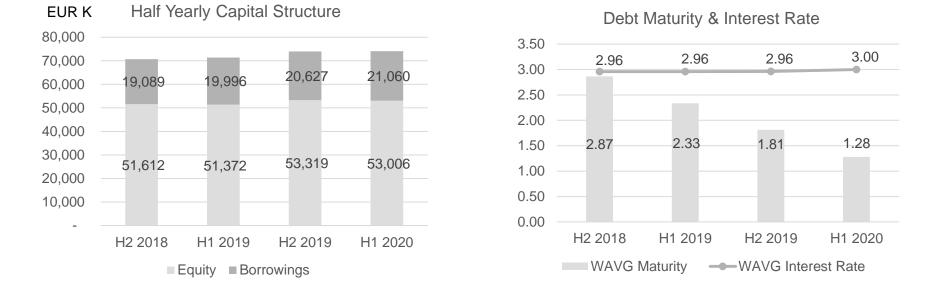
#### H1 2020 Profit and Loss Account



	Six-months ended 30.06.2020	Six-months ended 30.06.2019
	€	€
Rental income Other income Administrative expenses	1,595,939 15,378 (459,826)	1,728,925 11,784 (395,287)
<b>Operating profit</b> Finance income Finance costs	1,151,491 37 (237,130)	1,345,422 - (240,260)
<b>Profit before tax</b> Tax expense	914,398 (214,570)	1,105,162 (345,517)
Profit for the period - total comprehensive income	699,828	759,645
Earnings per share	0.007	0.007

- Revenue decrease from the previous period resulted from properties being vacated to be sold in line with plan. The long-term leases in place secure revenues at these levels for the foreseeable future. Revenue is will increase with completion of Zejtun and Swatar acquisition.
- Operating profit and Profit before tax decreased reflecting the decrease in revenue and, to a lesser extent, an increase in administrative expenses as a result of the Group's increase in operations and increased activity on the acquisition front.
- Finance costs remained in line with the prior period.
- Earnings per share remained in line with the previous period.

#### Capital Structure & Debt Overview



Cash position at the end of the six months stood at €4.57M. During H1, bank loan withdrawal amounted to €707K, and loan repayments of €275K. A facility of €6.5M for the planned acquisition has not yet been drawn upon.

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## H1 2020 Liquidity Position



Opening ca	ash position	€6,725	
Cash gene €530	rated from operations		
Interest and	d tax paid of	(€334)	
Capex and	deposit on POS	(€1,771)	
Dividend p	aid	(€1,013)	
Increase in	borrowings	€432k	
Closing cas	sh position	€4,569	

\* All figures are presented in thousands.



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