Financial Analysis Summary

27 June 2025

Issuer

The Ona p.l.c.

(C 101370)

Prepared by:

MZ INVESTMENTS

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MZ INVESTMENTS

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

27 June 2025

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 2022, 31 December 2023, and 31 December 2024 has been extracted from the respective audited consolidated annual financial statements.

(b) The forecast information for the financial year ending 31 December 2025 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.

(e) Relevant financial data in respect of the companies included in Part 3 – Comparative 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.

M.Z. Investment Services Limited is regulated by the Malta Financial Services Authority and licensed to conduct investment services business in terms of the Investment Services Act (Cap. 370 of the Laws of Malta). MZ Investments is a member of the Malta Stock Exchange and an enrolled Tied Insurance Intermediary for MAPFRE MSV Life p.l.c. under the Insurance Distribution Act (Cap. 487 of the Laws of Malta).

Company Registration Number: C 23936 | VAT Number: MT 1529 8424

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This Analysis is meant to assist investors by summarising the more important financial information of the Group. This Analysis does not contain all data that is relevant to investors. Furthermore, it 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, investors are encouraged to seek professional advice before investing in the Issuer's securities.

Yours faithfully,

Evan Mohnani
Head of Corporate Broking

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PART 1 – INFORMATION ABOUT THE GROUP

1. KEY ACTIVITIES

The Ona was incorporated on 20 January 2022 and is the holding and finance vehicle 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 net proceeds from the 2022 Bonds (€15.68 million) 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 Board of Directors of The Ona comprises the following five individuals who are responsible for the overall development, strategic direction, and risk management of the Group:

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

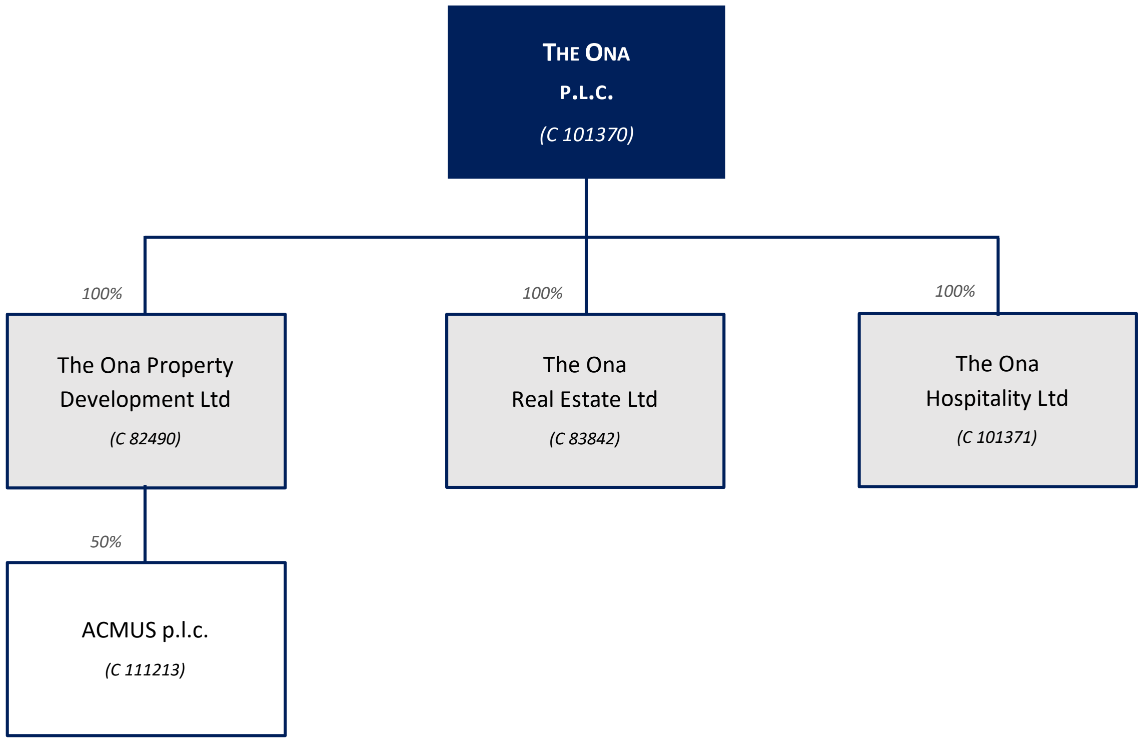
The Directors of TOPD and TORE are Cliona Muscat and Justin Cutajar, whilst Cliona Muscat is the sole Director of TOH.

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

The average number of persons employed by The Ona during FY2024, including directors, was 23 (FY2023: 23).

3. ORGANISATIONAL STRUCTURE

The diagram 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 p.l.c. ("**ACMUS**") was incorporated on 19 February 2025 and is a joint venture between Juel Group p.l.c.[1] and The Ona through their respective subsidiaries Muscat Holdings (II) and The Ona Property Development Ltd. The principal objective of ACMUS is that of real estate development for resale. As of 31 December 2024, ACMUS, through its wholly owned subsidiary ACMUS Property Development Limited (C 104599)[2], was developing four sites – two located in Mġarr, one in Mosta, and another site in St Julian's. One of the projects in Mġarr has been completed, while the remaining projects are still in their early stages of development.

[1] In 2023, Juel Group p.l.c. issued €32 million 5.50% secured bonds 2035 which were listed on the Regulated Main Market (Official List) of the Malta Stock Exchange on 4 July 2023. Subsequently, in Q2 2024, Juel Group p.l.c. also successfully raised €5 million through a Note Issuance Programme.

[2] Previously named ACMUS Group Limited.

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 also includes a showroom at elevated ground floor level and offices with a separate entrance on the first, second and receded floor levels. CE House was entirely leased for the long term.

In FY2024, the Group decided to realign its business strategy and dispose of CE House with a view of optimising its asset base and reallocate capital towards other investment requirements. As a result, on 9 July 2024, TOPD entered into a promise of sale agreement ("**POSA**") for the sale of CE House for €1.70 million. The final deed of sale is expected to be concluded in FY2025.

6. REAL ESTATE DEVELOPMENT

In Q4 2021, the Group completed a residential development comprising 20 residential units and 20 lock-up garages situated in Kappara Street, Marsascala ("**Marsascala Development**").[3] All the property has been sold, with most of the income recognised in FY2022.

In 2022, the Group finished and sold a residential complex comprising of 15 residential units and 9 lock-up garages situated in Qawra ("**Qawra Development I**"). All the property has been sold, with all the income recognised in FY2022.

In addition to the completed projects mentioned above, The Ona is currently involved in three other real estate development projects, as outlined below:

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 residential units, 15 lock-up garages, and one car parking space.

The project was completed in Q2 2024 for a total cost of circa €4.20 million when including the cost of land. As at the end of FY2024, all residential units, the car parking space, and 12 garages were either sold or subject to POSA. As a result, only 3 garages were available for sale as at 31 December 2024.

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 the entire project was completed in Q2 2024 for a total cost of circa €2 million. The residential complex comprises 12 residential units and two street-level garages. As at the end of FY2024, 6 residential units were either sold or subject to POSA. As a result, 6 residential units and 2 garages were available for sale as at 31 December 2024.

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. Construction works started in Q1 2024, and the project will be completed in Q4 2025 for a total cost of circa €6.30 million. The residential complex comprises a commercial unit at ground floor level, 39 residential units, and 35 lock-up garages/car spaces, and will be placed on the market for sale following its completion. As part of the acquisition consideration,

[3] 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.

the commercial unit, one apartment, and two lock-up garages will be retained by the counterparty from whom TOPD acquired the original properties and the plot of land for the execution of the project.

7. TREND INFORMATION

7.1 ECONOMIC UPDATE[4]

In 2024, the Maltese economy expanded by 6%, exceeding expectations by circa 100 basis points. This robust performance was underpinned by strong domestic demand dynamics, including a 5.7% increase in private consumption and a notable 7.3% growth in government consumption. The positive contribution of net exports further reinforced GDP growth, driven predominantly by the sustained expansion in tourism, professional services, and other service-oriented sectors.

The tourism sector stood out as a key growth driver, with total tourist expenditure rising by just over 23% over the previous year, a period which had already exceeded pre-pandemic benchmarks. Other high-performing segments included financial, IT, and recreational services, all of which benefited from resilient global demand and Malta's competitive positioning. Moreover, Malta's limited exposure to goods trade and its ability to shield itself from external commodity price shocks allowed the economy to remain insulated from international volatility. Investment, having contracted in 2023, returned to growth in 2024, rising by 2.4%, albeit remaining subdued by historical standards.

Looking ahead, real GDP is forecast to expand by 4.1% in 2025 and 4% in 2026, reflecting a normalisation from the exceptional pace recorded in 2023 and 2024. Private consumption is set to remain the dominant engine of growth, with projected increases of 4.1% in 2025 and 3.9% in 2026. Net exports are anticipated to retain a positive contribution, while investment is expected to maintain a modest upward trajectory, growing by 2.5% in 2025 and by 2.1% in 2026. Nonetheless, these investment growth rates remain below Malta's long-term average and reflect a more cautious forward-looking investment sentiment.

The labour market remained very dynamic in 2024, with employment rising by 5.1%, buoyed by continued immigration to address persistent labour shortages. However, employment growth is expected to ease gradually to 3.1% in 2025 and 2.8% in 2026, in line with a return to more typical post-pandemic trends. The unemployment rate is forecast to stabilise at a historically low level of 3.1% in both 2025 and 2026. Nominal wage growth per employee is projected to remain ahead of inflation, with expected increases of 4.1% in 2025 and 3.5% in 2026, highlighting continued pressure on wages amid a tight labour market.

Inflation fell to 2.4% in 2024, compared to 5.6% in 2023 and 6.1% in 2022, and is projected to decline further to 2.2% in 2025 and 2.1% in 2026. While food and services prices are expected to remain the

[4] **Source:** European Commission, '*Spring 2025 Economic Forecast: Moderate Growth Amid Global Economic Uncertainty*', 19 May 2025. This economic update reflects information available as at the time of publication of the European Commission's Spring 2025 Economic Forecast and remains subject to change as macroeconomic conditions, policies, and external factors evolve.

main inflationary drivers, energy prices are anticipated to remain unchanged in nominal terms as government policy continues to maintain administered prices at 2020 levels.

On the fiscal front, the general government deficit narrowed to 3.7% of GDP in 2024, down from 4.7% in 2023. This improvement was primarily supported by higher revenue from income and wealth taxation, particularly driven by one-off transactions and enhanced tax collection efforts. These gains were partially offset by increased current and capital expenditures, including support measures related to the national airline.

Key Economic Indicators	**2022 Actual**	**2023 Actual**	**2024 Actual**	**2025 Forecast**	**2026 Projection**
Malta					
Real GDP growth *(%, year-on-year)*	4.30	6.80	6.00	4.10	4.00
Inflation - HICP *(%, year-on-year)*	6.10	5.60	2.40	2.20	2.10
Unemployment (%)	3.50	3.50	3.10	3.10	3.10
Current account balance *(% of GDP)*	(1.80)	4.60	3.60	3.70	3.40
General fiscal balance *(% of GDP)*	(5.20)	(4.70)	(3.70)	(3.20)	(2.80)
Gross public debt *(% of GDP)*	49.50	47.90	47.40	47.60	47.30
Euro area					
Real GDP growth *(%, year-on-year)*	3.50	0.40	0.90	0.90	1.40
Inflation *(%, year-on-year)*	8.40	5.40	2.40	2.10	1.70
Unemployment (%)	6.80	6.60	6.40	6.30	6.10
Current account balance *(% of GDP)*	1.00	2.60	3.30	3.00	3.00
General fiscal balance *(% of GDP)*	(3.50)	(3.50)	(3.10)	(3.20)	(3.30)
Gross public debt *(% of GDP)*	91.20	88.90	88.90	89.90	91.00
EU					
Real GDP growth *(%, year-on-year)*	3.50	0.50	1.00	1.10	1.50
Inflation *(%, year-on-year)*	9.20	6.40	2.60	2.30	1.90
Unemployment (%)	6.20	6.10	5.90	5.90	5.70
Current account balance *(% of GDP)*	0.80	2.60	3.20	3.00	3.00
General fiscal balance *(% of GDP)*	(3.20)	(3.50)	(3.20)	(3.30)	(3.40)
Gross public debt *(% of GDP)*	83.90	82.10	82.20	83.20	84.50

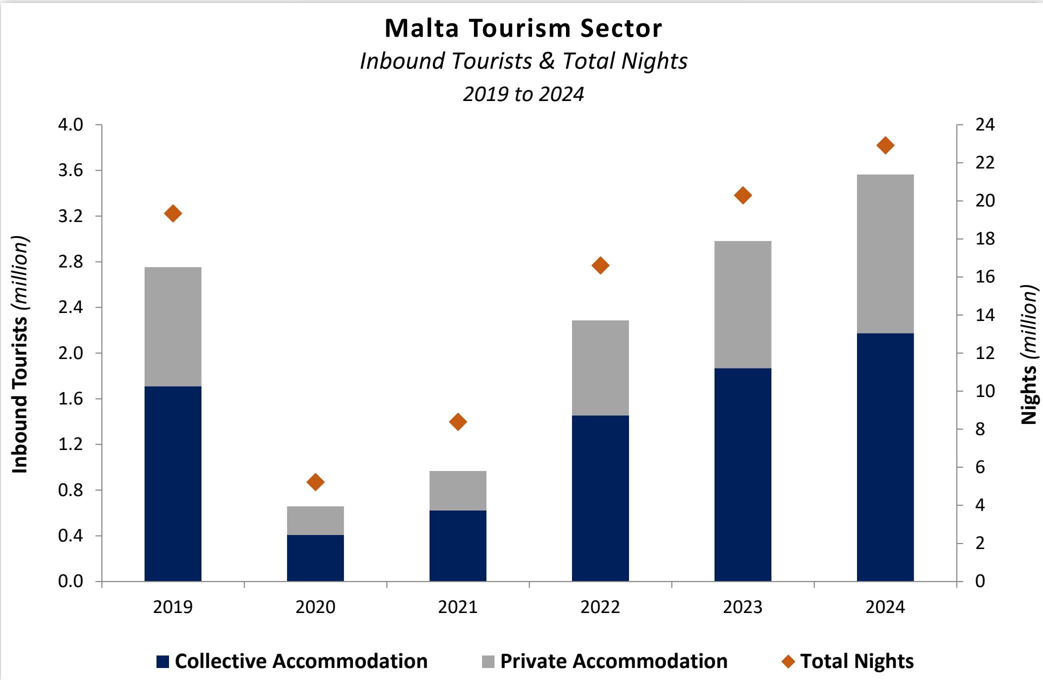
Source: European Commission, *'Spring 2025 Economic Forecast: Moderate Growth Amid Global Economic Uncertainty'*, 19 May 2025.

In 2025, the deficit is expected to decline further to 3.2% of GDP, largely reflecting the cessation of airline-related capital spending and a continued drop in subsidies as a share of GDP. Although social spending and energy-related support measures are set to remain unchanged in nominal terms, their GDP share will fall due to nominal GDP growth. However, the reform of personal income tax brackets is expected to weigh on revenue collection. By 2026, the deficit is forecast to fall further to 2.8% of GDP, primarily driven by lower subsidy levels and the stronger growth of overall revenues relative to nominal GDP. Overall, the general government debt ratio is projected to remain broadly stable to 2026, staying below the 48% of GDP threshold, underscoring Malta's comparatively sound fiscal position within the European context.

7.2 HOSPITALITY[5]

The Maltese tourism sector continued its strong recovery in 2024, recording a total of 3,563,618 inbound tourists. This represents a significant increase of 19.53% compared to 2023, when arrivals stood at 2,981,476, and a remarkable 29.43% rise over 2019, the last pre-pandemic benchmark year, which saw 2,753,240 visitors. This sharp increase in arrivals highlights Malta's appeal as a travel destination, supported by increased connectivity and a resurgence in global travel demand.

Despite this growth in arrivals, the total number of nights spent by tourists did not increase at the same rate. In 2024, tourists spent a total of 22,916,616 nights, up by 12.95% from 20,289,051 nights in 2023 and 18.50% from 19,338,860 nights in 2019. The average length of stay per tourist continued to decline, dropping to 6.43 nights in 2024 from 6.81 nights in 2023 and 7.02 nights in 2019. This trend suggests that while more tourists are visiting Malta, their stays are becoming shorter.

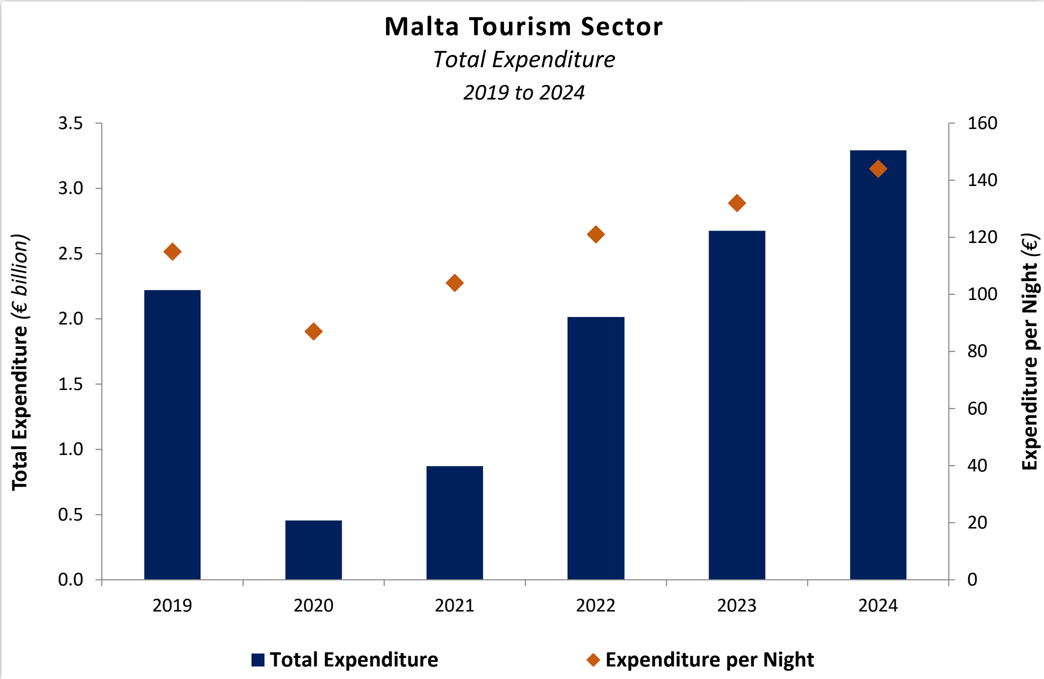


Total tourist expenditure in 2024 reached €3.29 billion, marking a substantial 23.05% increase from the €2.67 billion recorded in 2023 and a 48.22% rise from €2.22 billion in 2019. Expenditure per tourist also increased to €924 in 2024, compared to €897 in 2023 and €807 in 2019. Additionally, expenditure per tourist per night rose to €144, compared to €132 in 2023 and €115 in 2019. These figures indicate that although tourists are spending fewer nights in Malta, their overall spending per visit has increased, possibly due to rising travel costs, inflation, or a shift towards higher-value tourism experiences.

Accommodation preferences showed minor shifts in 2024. The percentage of tourists opting for collective accommodation[6] decreased slightly to 61.01% from 62.65% in 2023 and 62.11% in 2019.

[5] **Source:** National Statistics Office.
[6] Comprising hotels, guesthouses, hostels, tourist villages, holiday complexes, bed and breakfast, and campsites.

Accordingly, private accommodation[7] usage increased to 38.99%, up from 37.35% in 2023 and 37.89% in 2019. However, when considering the share of total nights spent, collective accommodation accounted for 52.58% of all stays, a marginal increase from 52.17% in 2023 and 52.06% in 2019, indicating that while more tourists are choosing private accommodation, the duration of stays in collective accommodation remains stable.



Demographic trends in 2024 reveal a continued shift towards a younger tourist base. The proportion of visitors aged up to 24 years increased to 24.18%, up from 22.12% in 2023 and 19.78% in 2019. Meanwhile, the percentage of tourists aged between 25 years and 44 years declined to 36.60% compared to 38.98% in 2023 and 40.02% in 2019. Similarly, the share of visitors aged between 45 years and 64 years saw a slight decline to 29.54% from 29.80% in 2023 and 30.03% in 2019. The proportion of tourists aged 65 years and over increased slightly to 9.68% in 2024, up from 9.10% in 2023 but still lower than the 10.17% recorded in 2019. This suggests that Malta is attracting a growing number of younger travellers, potentially influenced by an increase in budget airline connectivity, digital nomad incentives, or events targeting younger demographics.

The composition of tourist arrivals by country of origin also evolved. The share of tourists from the European Union declined slightly to 67.19% in 2024 from 67.83% in 2023 and 83.60% in 2019.[8] Within this group, the proportion from the euro area decreased to 52.49% from 54.69% in 2023, but it remains higher than the 48.51% recorded in 2019. Meanwhile, the share of tourists coming from non-EU countries continued to rise, reaching 32.81% in 2024, compared to 32.17% in 2023 and 16.40% in 2019.

[7] Comprising other rented accommodation (such as holiday furnished premises, host families, marinas, paid-convents, rented yachts, and student dormitories) and non-rented accommodation (mainly private residences).
[8] As of 1 February 2020, the United Kingdom is no longer part of the European Union.

Holiday tourism remained the dominant reason for travel, increasing further in 2024, with 92.34% of visitors citing leisure as their primary purpose compared to 90.91% in 2023 and 88.92% in 2019. In contrast, the proportion of tourists visiting Malta for business and professional purposes declined to 4.84%, down from 5.26% in 2023 and 6.87% in 2019. These figures reinforce the idea that Malta's tourism recovery has been primarily leisure-driven, with the business travel segment not yet returning to pre-pandemic levels.

Patterns in travel organisation showed a continued decline in package holidays, with 24.91% of tourists opting for pre-arranged packages in 2024, compared to 25.21% in 2023 and 29.71% in 2019. This indicates an ongoing shift towards independent travel, likely facilitated by the ease of online bookings and an increasing preference for personalised experiences.

Another notable trend has been the continued rise in first-time visitors who accounted for 79.08% of arrivals in 2024, up from 77.44% in 2023 and 74.68% in 2019. Conversely, repeat visitors declined to 20.92%, compared to 22.56% in 2023 and 25.32% in 2019. While this suggests that Malta is attracting new audiences, the decreasing share of repeat visitors may indicate a need for strategies to enhance visitor retention and encourage return visits.

The duration of stay patterns continued to shift towards shorter trips. The share of tourists staying for one to three nights increased slightly to 23.76% in 2024, up from 23.28% in 2023 and 21.82% in 2019. Similarly, stays of four to six nights rose to 37.46%, compared to 35.11% in 2023 and 29.83% in 2019. In contrast, the proportion of visitors staying for seven nights or more declined to 38.78%, down from 41.61% in 2023 and 48.35% in 2019. These shifts highlight a growing trend of shorter but more frequent trips, aligning with broader global travel patterns.

Overall, Malta's tourism sector performed very well in 2024, surpassing both 2023 and pre-pandemic levels in key metrics such as total arrivals, expenditure, and diversification of source markets. However, the sector is also experiencing changes in traveller behaviour, with shorter stays, an increasing reliance on private accommodation, and a shift towards younger demographics. While these trends indicate resilience and adaptability, sustaining long-term growth may require strategies to encourage longer stays, increase repeat visitation, and maintain competitiveness in an evolving global tourism landscape.

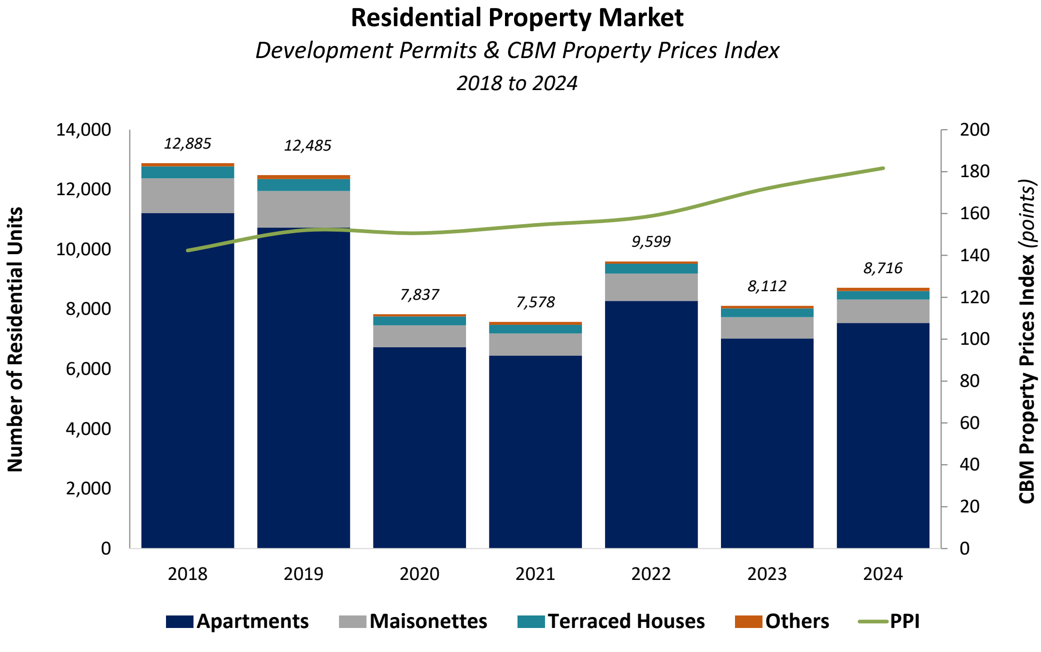
7.3 PROPERTY MARKET[9]

DEVELOPMENT PERMITS FOR DWELLINGS

Data provided by the Central Bank of Malta ("**CBM**") and the National Statistics Office ("**NSO**") shows that in 2024, the total number of permits for the construction of new dwellings eased by 3.22% to 1,535 permits compared to 1,586 permits issued in 2023. However, the total number of approved new residential units increased by 7.45% year-on-year to 8,716 units (2023: 8,112 units), mostly comprising apartments which totalled 7,543 units (2023: 7,026 apartments) representing 86.54% of the total

[9] **Sources:** Central Bank of Bank and National Statistics Office.

number of approved new units in 2024. The sharpest year-on-year percentage increase in the number of approved residential units was for the construction of other type of dwellings including villas, bungalows, and farmhouses, which increased by 30.49% to 107 units (2023: 82 units). These were followed by maisonettes (+9.97% to 783 units compared to 712 units in 2023), and apartments (+7.36%). On the other hand, the total number of approved terraced houses declined by 3.08% in 2024 to 283 units compared to 292 units in 2023.



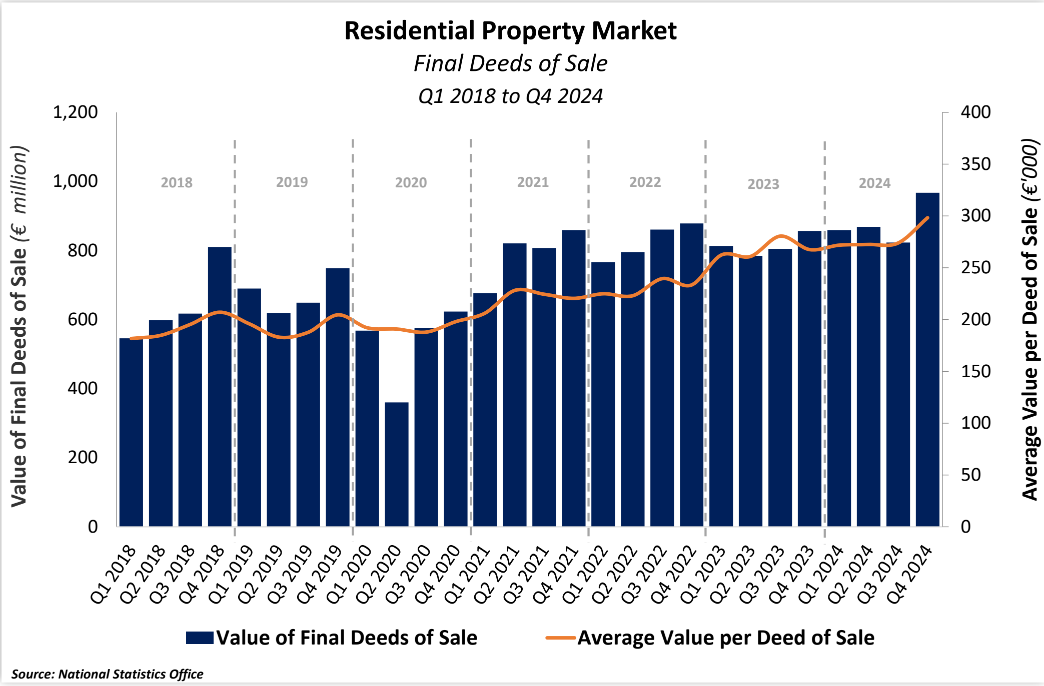
Source: *Central Bank of Malta*

In the first quarter of 2025, the total number of approved new dwellings declined by 17.42% to 2,143 units when compared to 2,595 units in the corresponding quarter of 2024. The contraction was broad-based across all dwelling types. Apartments remained the predominant residential type, accounting for 1,550 units, but registered a 17.20% drop from 1,872 units in Q1 2024. Penthouses experienced a similar decline, decreasing by 19.11% to 326 units from 403 units in the prior year's comparable period. The number of approved maisonettes declined by 17.89% to 179 units (Q1 2024: 218 units), while terraced houses fell by 15.58% to 65 units from 77 a year earlier. Other type of dwellings decreased by 8% to 23 units, down from 25 in Q1 2024.

The highest number of approved new residential units in a single year since Malta adopted the euro was recorded in 2018, with 2,363 permits issued for the construction of a total of 12,885 residential units. In 2019, although the number of permits had increased by 6.69% to 2,521 permits, these were for the construction of 12,485 units which represented a year-on-year decline of 3.10%. Between 2018 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.

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 – increased by 5.62% in 2024 to 181.68 points compared to 172.01 points for 2023. The sharpest year-on-year percentage increase took place in the prices of 'other property', comprising townhouses, houses of character, and villas, which advanced by 9.45%. The advertised prices of terraced houses and apartments increased by over 8%, whilst maisonettes saw their advertised prices increase by 7.49%.



In Q1 2025, the CBM Property Prices Index rose further to 187.50 points, representing a year-on-year increase of 2.22%. Although this marks a deceleration compared to the average growth observed throughout 2024, price momentum remained positive across all categories. Maisonettes registered the strongest growth, increasing by 7.70% year-on-year. Terraced houses and 'other property' followed, with annual increases of 5.75% and 5.78% respectively. In contrast, apartments recorded marginal year-on-year growth of just 0.35% following the very strong year-on-year growth of 12.90% registered in the final quarter of 2024.

The NSO Property Price Index – which is based on actual transactions involving apartments, maisonettes, and terraced houses – reached an all-time high of 163.31 points in 2024 – representing a year-on-year increase of 6.44% in nominal terms. Apartment prices rose by 6.32%, while the year-on-year increase in maisonette prices stood at 6.10%.

A total of 12,597 final deeds of sale relating to residential property were registered in 2024 compared to 12,180 deeds in 2023 and 14,331 deeds in 2022. The total value of final deeds of sale increased by 7.98% in 2024 to a new record of €3.52 billion compared to €3.26 billion in 2023 and €3.30 billion in

2022. Furthermore, the average value per deed of sale increased to €279,162 compared to €267,504 in 2023 and €230,242 million in 2022. Meanwhile, the total number of promise of sale agreements for residential property in 2024 increased by 3.03% year-on-year to 13,585 compared to 13,185 in 2023.

During the first quarter of 2025, 3,143 final deeds of sale were registered, slightly lower than the 3,161 deeds recorded in the corresponding quarter of 2024. However, the total value of final deeds of sale rose to €897.80 million compared to €858.80 million in Q1 2024, marking an increase of 4.54% on a quarter-on-quarter basis. This led to a 5.14% increase in the average value per deed, which climbed to €285,651 in Q1 2025 from €271,686 a year earlier, reflecting continued resilience in transaction values despite a stable volume of concluded deals. Meanwhile, the number of POSA in Q1 2025 amounted to 3,468, slightly below the 3,496 agreements recorded in Q1 2024.

PART 2 – FINANCIAL REVIEW

8. FINANCIAL ANALYSIS

The historical information is extracted from the audited consolidated annual financial statements of The Ona for the years ended 31 December 2022, 31 December 2023, and 31 December 2024.

The forecast information has been provided by the Issuer and is based on future events and assumptions which the Group believes to be reasonable. Accordingly, actual outcomes may be adversely affected by unforeseen circumstances, and the variation between forecasts and actual results could be material.

The Ona p.l.c. **Income Statement** **for the financial year 31 December**	**2022** **Actual** **€'000**	**2023** **Actual** **€'000**	**2024** **Actual** **€'000**	**2025** **Forecast** **€'000**
Hotel operations	*-*	*3,263*	*4,770*	*4,956*
Real estate development	*5,960*	*384*	*2,900*	*6,558*
Rental activities	*104*	*120*	*48*	*-*
Revenue	**6,064**	**3,767**	**7,718**	**11,514**
Net operating costs	(4,514)	(2,165)	(5,611)	(8,170)
EBITDA	**1,550**	**1,602**	**2,107**	**3,344**
Depreciation and amortisation	(5)	(511)	(876)	(876)
Operating profit	**1,545**	**1,091**	**1,231**	**2,468**
Gain / (loss) on revaluation of investment property	-	-	(1,000)	-
Share of result of joint venture	-	(33)	(77)	-
Other income	13	17	18	-
Net finance costs	(48)	(536)	(897)	(900)
Profit / (loss) before tax	**1,510**	**539**	**(725)**	**1,568**
Taxation	(333)	(216)	(88)	(504)
Profit / (loss) for the year	**1,177**	**323**	**(813)**	**1,064**
Total comprehensive income / (expense) for the year	**1,177**	**323**	**(813)**	**1,064**
EBITDA analysis:				
Hotel operations	*-*	*1,392*	*1,826*	*1,602*
Real estate development & rental activities	*1,550*	*210*	*281*	*1,742*

The Ona p.l.c. Key Financial Ratios	FY2022 Actual	FY2023 Actual	FY2024 Actual	FY2025 Forecast
EBITDA margin *(%)* *(EBITDA / revenue)*	25.56	42.53	27.30	29.04
Operating profit margin *(%)* *(Operating profit / revenue)*	25.48	28.96	15.95	21.43
Net profit margin *(%)* *(Profit after tax / revenue)*	19.41	8.57	(10.53)	9.24
Return on equity *(%)* *(Profit after tax / average equity)*	19.40	3.75	(9.72)	12.53
Return on assets *(%)* *(Profit after tax / average assets)*	5.69	0.90	(2.00)	2.80
Return on invested capital *(%)* *(Operating profit / average equity and net debt)*	10.64	3.71	3.52	7.23
Interest cover *(times)* *(EBITDA / net finance costs)*	32.29	2.99	2.35	3.72

INCOME STATEMENT

The Group generated revenues of €6.06 million in **FY2022**, primarily reflecting the income received 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 increased to €1.55 million albeit the EBITDA margin retracted to 25.56%.

Despite the improved operational performance, the Group recorded a year-on-year drop in net profit to €1.18 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 over 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 registered a profit for the year of €0.32 million which translated into a margin of 8.57% compared to 19.41% in FY2022.

In **FY2024**, the Group generated total revenue of €7.72 million, reflecting a significant increase over the prior year. This uplift was primarily driven by the surge in real estate development income, which rose to €2.90 million, reflecting the proceeds from the sale of property related to the Birkirkara Development. Meanwhile, income from AC Hotel increased by 46.18% year-on-year to €4.77 million reflecting a twelve-month period of operation. On the other hand, rental income declined markedly to just €0.05 million amid the Group's decision to wind down this business segment.

Net operating costs also expanded considerably, reaching €5.61 million (FY2023: €2.17 million) reflecting the overall increase in business activity. Consequently, EBITDA amounted to €2.11 million, representing an uplift of 31.52% year-on-year and translating into an EBITDA margin of 27.30%. By segment, hotel operations generated an EBITDA of €1.83 million compared to €1.39 million in FY2023, while real estate development and rental activities contributed a combined EBITDA of €0.28 million (FY2023: €0.21 million).

After accounting for depreciation and amortisation charges of €0.88 million, operating profit totalled €1.23 million, up by 12.83% from the previous year's figure of €1.09 million. The operating profit margin declined to 15.95% from 28.96% in FY2023. Similarly, the return on invested capital ("**ROIC**") eased to 3.52% from 3.71% in the previous year.

The movement in investment property revaluation weighed negatively on profitability, as the Group reported a loss of €1 million. Moreover, the share of loss from joint venture widened to €0.08 million (FY2023: loss of €0.03 million) whilst net finance costs increased to €0.90 million compared to €0.54 million in FY2023. Despite the upsurge in EBITDA, the interest cover weakened to 2.35 times from 2.99 times in the prior year.

Overall, The Ona reported a pre-tax loss of €0.73 million compared to pre-tax profit of €0.54 million in FY2023. After a tax charge of €0.09 million, the Group posted a net loss for the year of €0.81 million

For **FY2025**, revenue is forecast to rise sharply by 49.18% to €11.51 million. Hotel operations are anticipated to generate €4.96 million in revenue, representing a year-on-year growth of 3.90%. In addition, income from property development is projected to more than double to €6.56 million, supported by expected sales from the Birkirkara (€2.98 million) and Mosta (€3.58 million) developments.

Net operating costs are expected to rise in line with the growth in revenue, reaching €8.17 million. Nonetheless, EBITDA is forecast to increase notably to €3.34 million, resulting in an improved margin of 29.04%. By segment, hotel operations are anticipated to generate an EBITDA of €1.60 million, while real estate development is expected to contribute €1.74 million.

Depreciation and amortisation charges are anticipated to remain flat at €0.88 million, leading to an operating profit of €2.47 million which translates into a margin of 21.43% and a ROIC of 7.23%.

Net finance costs are expected to rise slightly to €0.90 million, thus resulting to an improvement in the interest cover to 3.72 times.

Pre-tax profit is projected at €1.57 million. After accounting for a tax charge of €0.50 million, the net profit for the year is expected to reach €1.06 million, translating into a net margin of 9.24% and a return on equity and a return on assets of 12.53% and 2.80% respectively.

The Ona p.l.c. Statement of Cash Flows for the financial year 31 December	2022 Actual €'000	2023 Actual €'000	2024 Actual €'000	2025 Forecast €'000
Net cash from / (used in) operating activities	5,346	(2,176)	(1,103)	2,403
Net cash from / (used in) investing activities	(18,756)	(9,295)	863	(110)
Net cash from / (used in) financing activities	14,706	9,281	305	(374)
Net movement in cash and cash equivalents	**1,296**	**(2,190)**	**65**	**1,919**
Cash and cash equivalents at beginning of year	1,000	2,296	106	171
Cash and cash equivalents at end of year	**2,296**	**106**	**171**	**2,090**
Capital expenditure	18,756	8,303	128	110
Free cash flow	**(13,410)**	**(10,479)**	**(1,231)**	**2,293**

STATEMENT OF CASH FLOWS

Net cash from operating activities amounted to €5.35 million in **FY2022**, 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.

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.

Net investing activities of €9.30 million were sustained by net financing activities of €9.28 million. The latter principally emanated from net bank borrowings of €3.96 million and the proceeds from the 2023 Notes.

In **FY2024**, the Group registered a marginally positive net movement in cash and cash equivalents of €0.07 million. Net cash used in operating activities amounted to €1.10 million, with the net cash consumption driven by unfavourable working capital movements of €1.57 million and interest paid of €1.41 million.

On the investing front, the Group registered net cash inflows of €0.86 million. Capital expenditure fell sharply to €0.13 million from €8.30 million in the prior year, while the Group realised €0.99 million from financial assets.

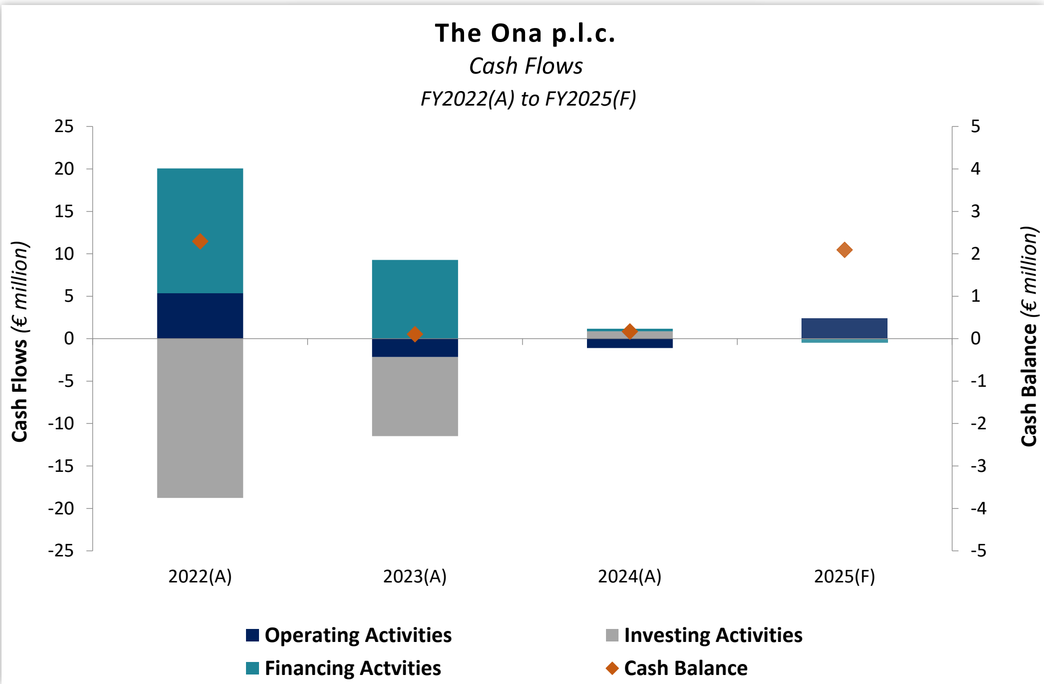
In terms of financing activities, the Group recorded a minimal net inflow of €0.31 million comprising €0.34 million from net bank borrowings partly offset by €0.04 million in outflows to related parties.

For **FY2025**, the Group is projecting a stronger cash performance, with net movement in cash and cash equivalents forecast at €1.92 million. Net cash generated from operating activities is expected to reach €2.40 million amid improved operational dynamics and favourable movements in working capital.

Net investing activity is expected to result in a marginal outflow of €0.11 million, comprising €0.88 million in the realisation of property, plant, and equipment ("**PPE**") offset by a €0.99 million investment in joint venture.

Financing activities are forecast to absorb €0.37 million in net cash, principally comprising €0.28 million in outflows related to related party financing and €0.18 million in net repayments of bank borrowings.

Cash and cash equivalents are projected to close the year at €2.09 million, significantly higher than the €0.17 million balance as at the end of FY2024.



The Ona p.l.c. Statement of Financial Position as at 31 December	2022 Actual €'000	2023 Actual €'000	2024 Actual €'000	2025 Forecast €'000
ASSETS				
Non-current assets				
Property, plant and equipment	5	25,286	24,401	23,525
Property, plant and equipment (under development)	18,756	-	-	-
Investment property	2,700	2,700	1,700	-
Investment in joint venture	-	1,623	42	152
Loans and other receivables	-	-	2,579	3,194
	21,461	**29,609**	**28,722**	**26,871**
Current assets				
Inventory	3,600	9,175	9,497	7,412
Trade and other receivables	2,141	1,053	544	619
Financial assets	-	992	-	-
Cash and cash equivalents	2,296	1,460	171	2,090
	8,037	**12,680**	**10,212**	**10,121**
Total assets	**29,498**	**42,289**	**38,934**	**36,992**
EQUITY				
Capital and reserves				
Called up share capital	7,272	7,272	7,272	7,272
Other reserves	(3,387)	(3,387)	(3,387)	(3,387)
Revaluation reserve	836	836	-	-
Retained earnings	3,728	4,051	4,074	5,138
	8,449	**8,772**	**7,959**	**9,023**
LIABILITIES				
Non-current liabilities				
Debt securities	15,406	20,332	20,412	20,491
Bank borrowings	1,927	5,851	2,749	-
Other financial liabilities	-	292	276	-
Deferred taxation	216	324	177	177
	17,549	**26,799**	**23,614**	**20,668**
Current liabilities				
Bank borrowings	58	1,446	3,539	6,111
Shareholders' loans	246	276	237	237
Trade and other payables	3,146	4,976	3,561	929
Other current liabilities	50	20	24	24
	3,500	**6,718**	**7,361**	**7,301**
Total liabilities	**21,049**	**33,517**	**30,975**	**27,969**
Total equity and liabilities	**29,498**	**42,289**	**38,934**	**36,992**
Total debt	*17,391*	*27,921*	*26,976*	*26,602*
Net debt	*15,095*	*26,461*	*26,805*	*24,512*
Invested capital (total equity plus net debt)	*23,544*	*35,233*	*34,764*	*33,535*

The Ona p.l.c. **Key Financial Ratios**	**FY2022** **Actual**	**FY2023** **Actual**	**FY2024** **Actual**	**FY2025** **Forecast**
Net debt-to-EBITDA *(times)* *(Net debt / EBITDA)*	9.74	16.52	12.72	7.33
Net debt-to-equity *(times)* *(Net debt / total equity)*	1.79	3.02	3.37	2.72
Net gearing *(%)* *(Net debt / net debt and total equity)*	64.11	75.10	77.11	73.09
Debt-to-assets *(times)* *(Total debt / total assets)*	0.59	0.66	0.69	0.72
Leverage *(times)* *(Total assets / total equity)*	3.49	4.82	4.89	4.10
Current ratio *(times)* *(Current assets / current liabilities)*	2.30	1.89	1.39	1.39

STATEMENT OF FINANCIAL POSITION

Total assets as at the end of **FY2022** amounted to €29.50 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 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 75.10% (31 December 2022: 64.11%) and 3.02 times (31 December 2022: 1.79 times) respectively. Similarly, the debt-to-assets ratio increased to 0.66 times (31 December 2022: 0.59 times) whilst the leverage ratio rose to 4.82 times (31 December 2022: 3.49 times).

In **FY2024**, the Group's total asset base stood at €38.93 million, representing a year-on-year contraction of €3.36 million. The decrease was driven by various components including investment in joint venture (-€1.58 million), cash and cash equivalents (-€1.29 million), investment property (-€1 million), financial assets (-€0.99 million), PPE (-€0.89 million), and trade and other receivables (-€0.51 million). On the other hand, inventory edged higher by €0.32 million to €9.50 million.

Total equity contracted by €0.81 million to €7.96 million, due to the full depletion of the revaluation reserve.

Total liabilities decreased by €2.54 million to €30.98 million. Bank borrowings contracted by €1.01 million to €6.29 million, and trade and other payables declined by €1.42 million to €3.56 million. Total debt dropped by €0.95 million to €26.98 million while net debt rose slightly to €26.81 million. The net debt-to-EBITDA multiple remained elevated at 12.72 times, although this marked a significant improvement from 16.52 times in FY2023. The net debt-to-equity ratio rose marginally to 3.37 times, while net gearing increased to 77.11%. The debt-to-assets ratio remained broadly stable at 0.69 times, whereas leverage was virtually unchanged at 4.89 times. The current ratio trended lower to 1.39 times from 1.89 times as at the end of FY2023.

For **FY2025**, the Group is forecasting a further reduction of €1.94 million in total assets to €36.99 million. The decline is expected to be largely driven by the sale of investment property, lower inventory balances, which are forecast to fall by €2.09 million to €7.41 million, as well as a further decrease in PPE to €23.53 million. Conversely, loans and other receivables are expected to rise by €0.62 million to €3.19 million, and the year-end cash balance is projected to increase significantly to €2.09 million. Trade and other receivables are forecast to edge up slightly to €0.62 million, while the investment in joint venture is set to increase to €0.15 million.

Equity is forecast to increase by €1.06 million to €9.02 million, underpinned by the projected profit for the year and a partial rebuild of retained earnings to €5.14 million.

Total liabilities are projected to decline by €3.01 million to €27.97 million, driven primarily by the €2.63 million reduction in trade and other payables to €0.93 million. Total debt is forecast to ease by €0.37 million to €26.60 million while net debt is projected to decline by €2.29 million to €24.51 million. Coupled with the anticipated upsurge in EBITDA, the net debt-to-EBITDA multiple is expected to strengthen considerably to 7.33 times. The net debt-to-equity ratio is expected to ease to 2.72 times, and net gearing is projected to decline to 73.09%. The Group's debt-to-assets ratio is forecast to edge higher to 0.72 times, although an improvement in the leverage ratio to 4.10 times is expected.

9. VARIANCE ANALYSIS

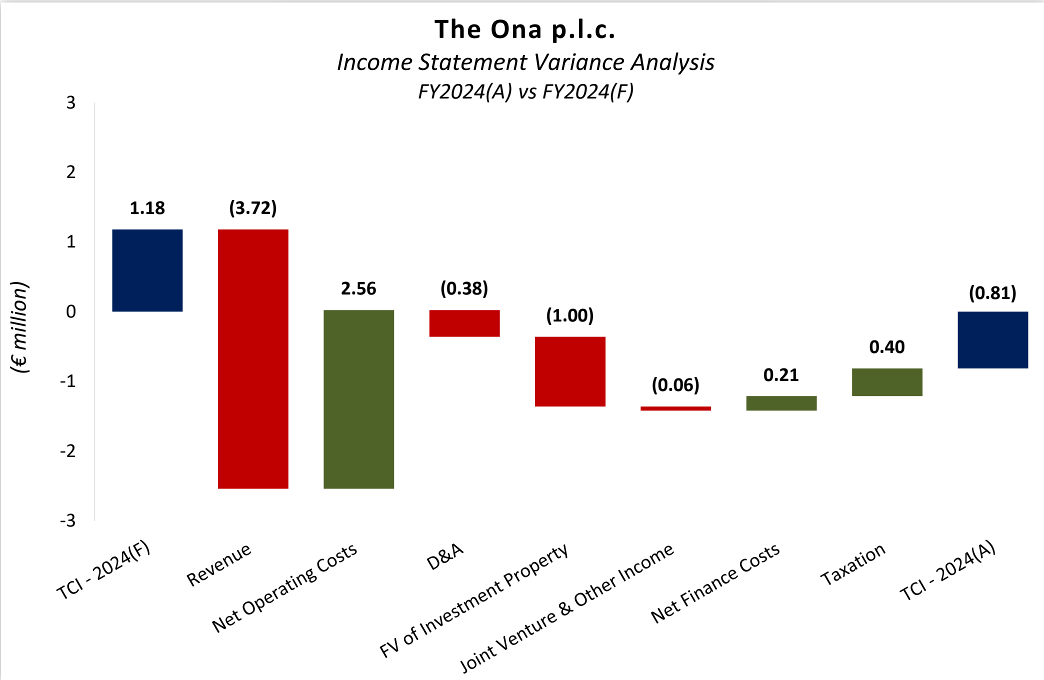
The following is an analysis of the major variances between the forecast financial information for the year ended 31 December 2024, as included in the Analysis dated 28 June 2024, and the audited annual financial statements for the same period, published on 28 April 2025.

The Ona p.l.c. **Income Statement** **for the financial year 31 December**	**2024** **Actual** **€'000**	**2024** **Forecast** **€'000**
Hotel operations	*4,770*	*4,895*
Real estate development	*2,900*	*6,500*
Rental activities	*48*	*44*
Total revenue	**7,718**	**11,439**
Net operating costs	(5,611)	(8,175)
EBITDA	**2,107**	**3,264**
Depreciation and amortisation	(876)	(492)
Operating profit	**1,231**	**2,772**
Gain / (loss) on revaluation of investment property	(1,000)	-
Share of result of joint venture	(77)	-
Other income	18	-
Net finance costs	(897)	(1,105)
Profit / (loss) before tax	**(725)**	**1,667**
Taxation	(88)	(487)
Profit / (loss) for the year	**(813)**	**1,180**
Total comprehensive income / (expense) for the year	**(813)**	**1,180**
EBITDA analysis:		
Hotel operations	*1,826*	*1,900*
Real estate development & rental activities	*281*	*1,364*

INCOME STATEMENT

Total revenue for the year amounted to €7.72 million compared to the forecasted figure of €11.44 million, representing a negative variance of €3.72 million or -32.53%. The shortfall was mainly attributable to weaker-than-expected income from real estate development (mainly Birkirkara Development), which amounted to €2.90 million compared to the projected €6.50 million, reflecting delays in the conclusion of final deeds of sale, now expected to materialise in FY2025. On the other hand, hotel operations posted revenue of €4.77 million, only slightly below the forecast of €4.90 million.

Net operating costs and EBITDA were lower by over 30%, amounting to €5.61 million and €2.11 million respectively, in line with the underperformance in revenue. By segment, hotel operations generated an EBITDA of €1.83 million, modestly short of the €1.90 million target, while the combined contribution from real estate development and rental activities amounted to €0.28 million compared to the forecast of €1.36 million reflecting the lower volume of property sales.



The financial performance of the Group was further negatively impacted by higher depreciation and amortisation charges (+€0.38 million) and a €1 million loss attributable to the fair value of investment property. Partly offsetting these negative variances, net finance costs were lower than forecast by 18.82%, or €0.21 million.

Overall, the Group reported a loss before tax of €0.73 million compared to the projected pre-tax profit of €1.67 million. Taxation was lower than expected by €0.40 million, leading to a net loss for the year of €0.81 million versus the forecasted net profit of €1.18 million.

The Ona p.l.c. Statement of Cash Flows for the financial year 31 December	2024 Actual €'000	2024 Forecast €'000
Net cash used in operating activities	(1,103)	(364)
Net cash from / (used in) investing activities	863	(1,300)
Net cash from financing activities	305	2,097
Net movement in cash and cash equivalents	**65**	**433**
Cash and cash equivalents at beginning of year	106	106
Cash and cash equivalents at end of year	**171**	**539**

STATEMENT OF CASH FLOWS

Net cash used in operating activities amounted to €1.10 million, representing a negative variance of €0.74 million compared to the forecasted outflow of €0.36 million, mainly reflecting adverse movements in working capital.

A negative variance was also registered in net cash from financing activities, which amounted to €0.31 million versus the forecasted inflow of €2.10 million. In contrast, the Group generated €0.86 million in net cash from investing activities, compared to the projected outflow of €1.30 million, thereby absorbing most of the adverse variance in the net movement in cash and cash equivalents for the year.

Overall, the Group ended the 2024 financial year with a cash balance of €0.17 million compared to the forecasted figure of €0.54 million.

STATEMENT OF FINANCIAL POSITION

Total assets as at the end of FY2024 amounted to €38.93 million, falling marginally short of the forecasted balance of €39.46 million by €0.53 million. The negative variance was primarily attributable to lower-than-expected levels of cash and cash equivalents (-€1.67 million), investment in joint venture (-€2.56 million), and investment property (-€1.00 million). Furthermore, PPE as well as trade and other receivables were also below forecast. Partly offsetting these adverse movements, the Group recognised €2.58 million in non-current loans and other receivables, while inventories were higher than forecast by €3.02 million.

Total equity amounted to €7.96 million, underperforming the forecasted figure of €9.95 million by €1.99 million. This was mainly due to the complete consumption of the forecasted revaluation reserve of €0.84 million and a shortfall of €1.16 million in retained earnings which ended the year at €4.07 million compared to the expected level of €5.23 million.

Total liabilities closed the year at €30.98 million, exceeding the forecast by €1.47 million. The variance was the result of higher debt (+€1.54 million) and trade and other payables (+€1.33 million), partly offset by lower levels of deferred taxation, which ended the year at €0.18 million versus a projected €1.01 million, and a shortfall in other current liabilities of €0.53 million.

The Ona p.l.c. Statement of Financial Position as at 31 December	2024 Actual €'000	2024 Forecast €'000
ASSETS		
Non-current assets		
Property, plant and equipment	24,401	24,794
Investment property	1,700	2,700
Investment in joint venture	42	2,600
Loans and other receivables	2,579	-
	28,722	**30,094**
Current assets		
Inventory	9,497	6,475
Trade and other receivables	544	1,053
Cash and cash equivalents	171	1,839
	10,212	**9,367**
Total assets	**38,934**	**39,461**
EQUITY		
Capital and reserves		
Called up share capital	7,272	7,272
Other reserves	(3,387)	(3,387)
Revaluation reserve	-	836
Retained earnings	4,074	5,231
	7,959	**9,952**
LIABILITIES		
Non-current liabilities		
Debt securities	20,412	20,239
Bank borrowings	2,749	3,700
Other financial liabilities	276	-
Deferred taxation	177	1,006
	23,614	**24,945**
Current liabilities		
Bank borrowings	3,539	1,500
Shareholders' loans	237	276
Trade and other payables	3,561	2,234
Other current liabilities	24	554
	7,361	**4,564**
Total liabilities	**30,975**	**29,509**
Total equity and liabilities	**38,934**	**39,461**
Total debt	*26,976*	*25,439*
Net debt	*26,805*	*23,600*
Invested capital (total equity plus net debt)	*34,764*	*33,552*

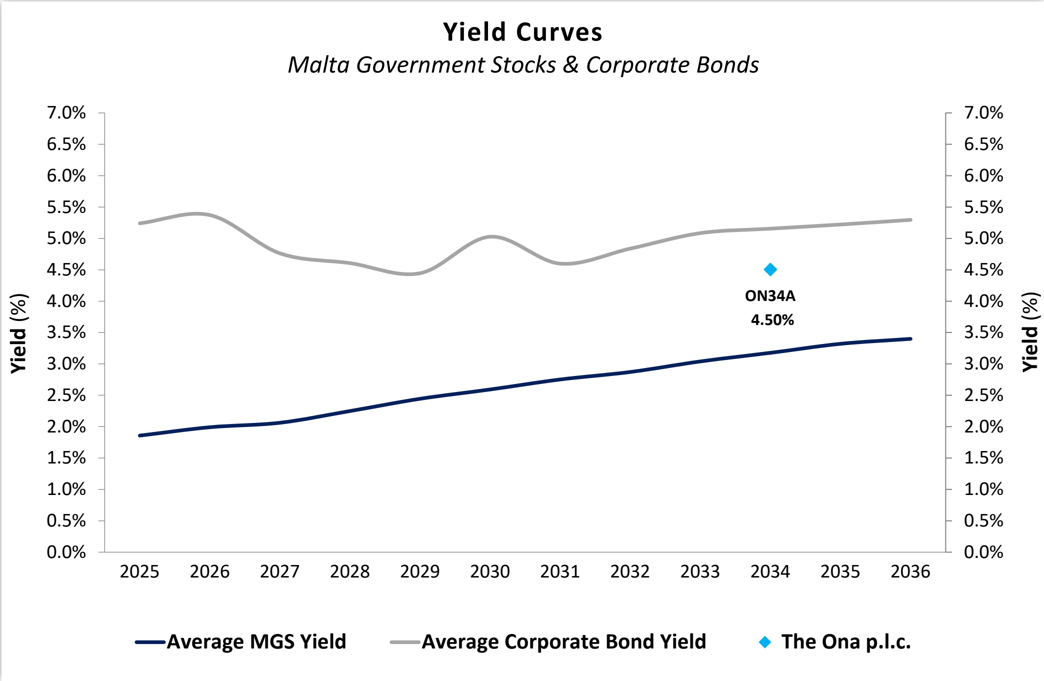
PART 3 – COMPARATIVE ANALYSIS

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)*
4.35% Hudson Malta p.l.c. Unsecured & Guaranteed 2026	12,000	4.32	4.93	4.63	73.87	0.55
4.25% CPHCL Finance p.l.c. Unsecured & Guaranteed 2026	40,000	5.44	1.35	11.96	43.62	0.40
4.00% International Hotel Investments p.l.c. Secured 2026	55,000	3.99	1.46	11.17	43.36	0.40
5.00% Dizz Finance p.l.c. Unsecured & Guaranteed 2026	8,000	6.57	1.96	9.84	84.18	0.55
3.75% Premier Capital p.l.c. Unsecured 2026	65,000	3.88	12.23	2.16	69.41	0.59
4.00% International Hotel Investments p.l.c. Unsecured 2026	60,000	4.95	1.46	11.17	43.36	0.40
3.25% AX Group p.l.c. Unsecured 2026	15,000	4.43	3.09	7.54	42.13	0.37
4.00% Hili Finance Company p.l.c. Unsecured & Guaranteed 2027	50,000	5.20	4.88	4.34	67.75	0.57
4.35% SD Finance p.l.c. Unsecured & Guaranteed 2027	65,000	4.35	5.86	2.93	30.32	0.34
4.00% Eden Finance p.l.c. Unsecured & Guaranteed 2027	40,000	4.02	4.55	6.93	28.64	0.26
5.25% Mediterranean Investments Holding p.l.c. Unsecured & Guaranteed 2027	30,000	5.24	5.81	2.45	20.10	0.19
4.00% Stivala Group Finance p.l.c. Secured & Guaranteed 2027	45,000	4.01	4.46	5.18	21.99	0.20
4.75% Best Deal Properties Holding p.l.c. Secured & Guaranteed 2025-2027	14,438	4.74	110.36	8.31	74.19	0.73
4.75% Gap Group p.l.c. Secured & Guaranteed 2025-2027	23,000	4.74	n/a	1.04	26.65	0.33
3.85% Hili Finance Company p.l.c. Unsecured & Guaranteed 2028	40,000	4.19	4.88	4.34	67.75	0.57
5.85% Mediterranean Investments Holding p.l.c. Unsecured & Guaranteed 2028	20,000	5.14	5.81	2.45	20.10	0.19
5.75% PLAN Group p.l.c. Secured & Guaranteed 2028	12,000	5.10	2.48	14.28	51.39	0.46
5.75% Best Deal Properties Holding p.l.c. Secured & Guaranteed 2027-2029	15,000	5.16	110.36	8.31	74.19	0.73
5.00% Hili Finance Company p.l.c. Unsecured & Guaranteed 2029	80,000	5.00	4.88	4.34	67.75	0.57
3.65% Stivala Group Finance p.l.c. Secured & Guaranteed 2029	15,000	4.18	4.46	5.18	21.99	0.20
3.80% Hili Finance Company p.l.c. Unsecured & Guaranteed 2029	80,000	4.59	4.88	4.34	67.75	0.57
3.75% AX Group p.l.c. Unsecured 2029	10,000	3.75	3.09	7.54	42.13	0.37
6.25% GPH Malta Finance p.l.c. Unsecured & Guaranteed 2030	18,144	5.51	1.81	6.89	96.76	0.83
3.65% International Hotel Investments p.l.c. Unsecured 2031	80,000	5.09	1.46	11.17	43.36	0.40
3.50% AX Real Estate p.l.c. Unsecured 2032	40,000	4.47	2.87	8.01	51.84	0.47
5.35% Best Deal Properties Holding p.l.c. Unsecured 2032	7,000	5.00	110.36	8.31	74.19	0.73
5.80% GPH Malta Finance plc Unsecured & Guaranteed 2032	15,000	5.39	1.81	6.89	96.76	0.83
5.00% Mariner Finance p.l.c. Unsecured 2032	36,930	4.67	4.00	5.48	45.91	0.45
5.85% AX Group p.l.c. Unsecured 2033	40,000	5.10	3.09	7.54	42.13	0.37
6.00% International Hotel Investments p.l.c. Unsecured 2033	60,000	5.32	1.46	11.17	43.36	0.40
4.50% The Ona p.l.c. Secured & Guaranteed 2028-2034	16,000	4.50	2.35	12.72	77.11	0.69
5.35% Hal Mann Vella Group p.l.c. Secured 2031-2034	23,000	5.14	2.69	7.13	47.59	0.42
5.30% International Hotel Investments p.l.c. Unsecured 2035	35,000	5.13	1.46	11.17	43.36	0.40
5.50% Juel Group p.l.c. Secured & Guaranteed 2035	32,000	5.17	15.06	23.23	58.68	0.48
5.80% Agora Estates p.l.c. Secured 2036 S1 T1	12,000	5.34	0.99	21.21	35.45	0.33
5.50% Agora Estates p.l.c. Secured 2036 S1 T2	9,000	5.26	0.99	21.21	35.45	0.33

As at 30 May 2025

Sources: *Malta Stock Exchange, M.Z. Investment Services Limited, and most recent audited annual financial statements of respective Issuers and, or Guarantors.*



The closing market price as at 30 May 2025 for the **4.50% The Ona p.l.c. secured and guaranteed bonds 2028-2034** (ON34A) was 99.97%. This translated into a yield-to-maturity ("**YTM**") of 4.50% which was 66 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 (3.18%) stood at 132 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.