



MaltaPost p.l.c.

HEAD OFFICE

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## ANNUAL REPORT 2010

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# Chairman's statement to the members

I am pleased to report on a successful year for MaltaPost when the Company maintained profitability at the same level as that of the previous year. This was achieved despite increasing competition, higher external operational costs and an uncertain economic climate.

For the financial year 2010, the Company registered a profit before tax of €3.20 million and Earnings per Share of €0.07 - both equal to that achieved in the previous year and which can be considered to be a steady and solid performance.

Return on Equity attributable to shareholders was 16.3 per cent compared to 18.2 per cent in 2009. This decrease was only due to the increase in the capital employed by the Company following the reinvestment of the 2009 dividend by most shareholders who preferred to take new shares rather than receive cash. As a result, Shareholders' Funds increased by 18.9% to €12.93 million. The Company remains very well capitalised, which, coupled with very satisfactory levels of liquidity, ensures that an adequate buffer is in place to meet future challenges. Lombard Bank was again one of the shareholders who showed confidence in the Company by choosing to reinvest its dividend in new shares, thus taking its shareholding to 66.5 per cent. This continued commitment by Lombard Bank allows MaltaPost to maintain and improve its various and critical services to the wider community while also identifying new areas of growth.

For this financial year the Board of Directors is recommending a final net dividend of €0.04 per share and shareholders shall again be given the option of receiving their dividend either in shares or in cash.

The Company aims to foster innovation in processes and services and leverage potential efficiency savings in order to improve competitiveness and profitable growth. We look forward with cautious optimism towards a fully liberalised market since we believe that we have the right strategies and policies in place to enable us to continue to grow

and expand into new markets. In line with the policy of investing in potential opportunities that have a medium to long term growth profile, the Board of Directors has approved the purchase of the Company's Head Office and another building in central Valletta to host Malta's first Postal Museum.

It is vital that our commercial strategy and investment plans embrace the need to develop our staff. Roles at MaltaPost are constantly evolving; partly due to the need to compete, partly due to the increase in the use of new technology and partly as we learn from new partners. MaltaPost has continued with its efforts to manage effectively its valuable staff complement by continuous training and development, whilst ensuring that the right mix of skills is deployed in our different departments.

Customer confidence in MaltaPost is high. This is the result of consistent improvements in service quality enabling us to meet and exceed the demanding service levels as set by local and international regulatory bodies. Above all, a continuous quality service is rightly expected by our customers. We have undertaken significant investment to ensure a robust ICT infrastructure so as to continue supporting and improving our service levels, facilitate work processes and add value. This should ensure that a highly responsive service is offered to our customers via our branch network, which itself continues to be improved through a comprehensive refurbishment programme.

MaltaPost continues to be active within the wider community in which it operates. The Company's role goes beyond providing postal services and it places considerable importance in fulfilling its social responsibilities. We encourage independent staff initiatives as well as support various voluntary and charitable organisations that are involved in cultural and historical heritage, the environment, sport and the community.

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# Chairman's statement to the members

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My thanks go to our customers and shareholders for the confidence and trust that they consistently place in the Company, as well as to my fellow directors on the Board for their valuable contribution. I also thank all MaltaPost's Management and Staff for their dedication, commitment and hard work in what has been another challenging year. It is only through their collective efforts that such satisfactory results could be produced.



**Joseph Said**  
Chairman

# Chief Executive Officer's Review of operations

It has been another positive year for MaltaPost p.l.c., albeit in a challenging environment. There is still more for us to do to meet our strategic objectives which remain demanding given the external pressures the Company faces.

## REVIEW OF BUSINESS

Revenue increased by 1.0 per cent when compared to the same period in 2009. Costs remained stable with a marginal increase of 0.9 per cent over 2009. The increase in revenue was principally due to the continued growth in both priority and registered international letter packets and parcels, mainly associated with e-commerce. Higher sales of philatelic products and financial services also contributed to this increase in revenue. Certain non-traditional niche services also experienced a growth, despite the general poor economic situation prevailing worldwide. However, the decrease in traditional mail volumes continued.

The ongoing review of operational processes, which achieved better productivity and lower operating costs, partly offset higher staff costs.

The above factors resulted in a Profit before Tax for the year ended 30 September 2010 of €3.20 million, thus maintaining last year's record level, resulting in Earnings per Share of €0.07.

Volume growth of the parcel and packets business was maintained, registering an increase of 9.0 per cent over the previous year. Domestic letter post volume was up by 3.0 per cent which was mainly attributable to direct advertising mail. International letter post volume increased by 6.0 per cent when compared to the previous year with a corresponding increase of 8.0 per cent in the total weight of international mail processed.

Postal Revenue and Philately represented 87.8 per cent and 2.9 per cent respectively of total Revenue.

Other non-postal services including bill collection and financial services made up the remaining 9.3 per cent of total Revenue. During 2010, MaltaPost's regulated tariff continued to remain among the lowest in Europe.

## SERVICE PERFORMANCE LEVELS

We exceeded both local and international delivery targets set for us by our regulators, the Malta Communications Authority and the Universal Postal Union. These results represent, once again, our best service delivery performance to date which is the fruit of continuous process improvements in our operational areas. This achievement has been acknowledged by the Universal Postal Union by awarding MaltaPost a Bronze Level Award in EMS Courier service. The Company's investment in enhanced security systems and programme to protect the integrity of mail throughout the whole process has also been recognised by the International World Mail and Express Conference by awarding MaltaPost the World Mail Award for Security.

We are indeed proud of these achievements but shall continually strive to be understanding, friendly, flexible and professional in meeting and improving customer satisfaction. We build our future with our own customers through quality and competitively.

## HUMAN RESOURCES

We aim to create a motivated workforce that enjoys job satisfaction through staff training, personal development, open communication and the recognition of staff performance. We nurture creativity and initiative and champion teamwork and empowerment. This is complemented by the promotion of general staff well-being, primarily by implementing policies that aim to ensure that all employees work in a safe and healthy environment as well as to encourage a sensible work-life balance.

# Chief Executive Officer's Review of operations

At year-end our workforce totalled 617 employees working on a full or part-time basis

## PROJECTS

The main project in 2010 was the expansion of the Parcel Office at the Company's Marsa Head Office which is at an advanced stage of completion. Full refurbishment works were carried out on the branches in Ghajnsielem, Pieta and Birkirkara and a new branch on the main Msida campus at the University of Malta is also nearing completion. Additionally, works have also been carried out to improve the security features of branches, especially through the installation of new counters with reinforced glass. The refurbishment of a historic vehicle to be used as a mobile post office was started and should increase the Company's presence mainly in public events and in popular tourist areas.

## CORPORATE SOCIAL RESPONSIBILITY

Throughout the year, we supported various philanthropic initiatives including Id-Dar tal-Providenza, the Community Chest Fund and the Breast Care Support Group. Additionally the Company assists a number of local councils in various initiatives as well as the Malta Olympic Committee.

MaltaPost is also committed to protecting the environment and supporting sustainable development within the community, especially by aiming to carry out its services and internal operations in an environmentally responsible manner. As part of this approach the Company has committed to invest in an EU funded photo-voltaic panel project at its Head Office. Low carbon emissions and energy efficiency have become important considerations when assessing capital expenditure and investment proposals.

## OUTLOOK

The international economic situation and the rapidly changing postal market will encourage the Company to continue to diversify the products and services it offers, while maintaining our core values and corporate culture to sustain quality customer service.

We see considerable growth potential for developing innovative ways to improve the standard and variety of services that meet the constantly evolving requirements of our clients. This includes the development of strategic alliances with other postal administrations to create faster, more reliable and efficient solutions for online trading and shopping.

We will also focus attention on exploring new areas where we believe we can work together with our parent company, Lombard Bank, to develop new services for our customers and continue to benefit from being part of a larger Group.

We thank our customers and clients for their continued support as well as the dedicated team of staff at MaltaPost for their professionalism and hard work. Together we look forward to another exciting year of opportunity and development for the Company.

**Joseph Gafa'**  
Chief Executive Officer

# Directors' report

For the year ended 30 September 2010

The Directors present their annual report and the audited financial statements of MaltaPost p.l.c. for the year ended 30 September 2010.

## PRINCIPAL ACTIVITIES

The Company operates the postal services in Malta under a licence granted to it by the Government of Malta.

## REVIEW OF BUSINESS

During the year ended 30 September 2010 the Company maintained the record level of profit before tax registered in 2009 of €3.2 million. The Company's revenue increase by 1.0 per cent when compared to the same period in 2009, while the Company's costs remained stable with a marginal increase of 0.9 per cent. The increase in revenue resulted from higher volumes of cross border mail, and increased philatelic sales which together compensated for lower volumes in traditional mail.

Total costs amounted of €17.5 million (2009: €17.3 million) following an increase in employee-benefit costs, partly offset by savings in other overheads. The savings in other overheads were a result of the re-engineering of certain processes.

The Board of Directors and Management are well aware of the challenges that face the postal industry. MaltaPost p.l.c. shall continue to streamline and update its strategy so as to ensure that it remains innovative, efficient and competitive.

## RESULTS AND DIVIDENDS

The income statement is set out on page 19. The Directors recommend the payment of a final net dividend of €0.04 per share amounting €1,222,820 (2009: €1,165,192).

## DIRECTORS

The Directors of the Company who held office during the year were:

Joseph Said (Chairman)  
David Stellini  
Joseph Azzopardi  
Philip Tabone  
Aurelio Theuma

In accordance with the Company's Articles of Association the Directors retire from office at the Annual General Meeting and are eligible for re-election or re-appointment.

## AUDITORS

PwC have indicated their willingness to continue in office and a resolution for their re-appointment will be proposed at the Annual General Meeting.

## DIRECTORS' STATEMENT OF RESPONSIBILITIES IN RELATION TO THE FINANCIAL STATEMENTS

The Directors are required by the Companies Act, 1995 to prepare financial statements which give a true and fair view of the state of affairs of the Company as at the end of each reporting period and of the profit or loss for that period.

In preparing the financial statements, the Directors are responsible for:

- ensuring that the financial statements have been drawn up in accordance with International Financial Reporting Standards as adopted by the EU;
- selecting and applying appropriate accounting policies;
- making accounting estimates that are reasonable in the circumstances;
- ensuring that the financial statements are prepared on the going concern basis unless it is inappropriate to presume that the Company will continue in business as a going concern.

# Directors' report

For the year ended 30 September 2010

The Directors are also responsible for designing, implementing and maintaining internal control relevant to the preparation and the fair presentation of the financial statements that are free from material misstatement, whether due to fraud or error, and that comply with the Companies Act, 1995. They are also responsible for safeguarding the assets of the Company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The financial statements of MaltaPost p.l.c. for the year ended 30 September 2010 are included in the Annual Report 2010, which is published in hard-copy printed form and made available on the Company's website. The Directors are responsible for the maintenance and integrity of the Annual Report on the website in view of their responsibility for the controls over, and the security of, the website. Access to information published on the Company's website is available in other countries and jurisdictions, where legislation governing the preparation and dissemination of financial statements may differ from requirements or practice in Malta.

The Directors confirm that, to the best of their knowledge:

- the financial statements give a true and fair view of the financial position of the Company as at 30 September 2010, and of its financial performance and its cash flows for the year then ended in accordance with International Financial Reporting Standards as adopted by the EU; and
- the Annual Report includes a fair review of the development and performance of the business and the position of the Company, together with a description of the principal risks and uncertainties that they face.

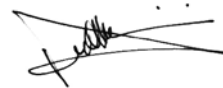
## GOING CONCERN BASIS

After making due enquiries, the Directors have a reasonable expectation, at the time of approving the financial statements, that the Company has adequate resources to continue in operational existence for the foreseeable future. For this reason, the Directors continue to adopt the going concern basis in preparing the financial statements.

By order of the Board



**Joseph Said**  
Chairman



**David Stellini**  
Director

Registered office  
305, Triq Hal Qormi,  
Marsa, MTP 1001  
Malta

05 January 2011

# Corporate governance - Statement of compliance

For the year ended 30 September 2010

Pursuant to the Malta Financial Services Authority Listing Rules, MaltaPost p.l.c. (the “Company”) is hereby reporting on the extent of its adoption of the “Code of Principles of Good Corporate Governance” (the “Principles”) as well as on the measures adopted to ensure compliance with these same Principles. For this reporting period, the Company is adhering to the Principles as previously appended to Chapter 8 of the said Listing Rules.

## COMPLIANCE WITH THE PRINCIPLES

Good corporate governance is the responsibility of the Board of Directors of the Company (the “Board”), and in this regard the Board has carried out a review of the Company’s compliance with the Principles during the period under review. Notwithstanding that the Principles of Good Corporate Governance are not mandatory, the Board has ensured their adoption, except where specific circumstances do not permit their adoption. The Board considers that the Company has been in compliance with the Principles throughout the period under review.

## COMPOSITION OF THE BOARD

The Board of Directors of the Company consists of five (5) Directors who are all non-executive Directors. Three (3) of the non-executive Directors hold positions with the shareholder company who appointed them. All the Directors, individually and collectively, are of appropriate calibre, with the necessary skill and experience to assist them in providing leadership, integrity and judgement in directing the Company. The Chairman of the Board, whose role is separate from that of the Chief Executive Officer, is elected by the Directors from amongst themselves at the first Board meeting after every Annual General Meeting.

The Directors who served on the Board during the period under review were the following:

	First appointment date	Attendance out of 6 Board meetings held
Joseph Azzopardi	18 August 2006	6
Joseph Said	18 August 2006	6
David Stellini	1 December 2004	6
Philip Tabone	30 July 2003	6
Aurelio Theuma	8 October 2007	6

Upon first joining the Board, a Director is provided with a dossier containing, inter alia, relevant legislation, rules and bye-laws as well as the Company’s Statute and other material intended to assist the Directors in carrying out their responsibilities.

## ROLES AND RESPONSIBILITIES OF THE BOARD

The Board acknowledges its statutory mandate to conduct the administration and management of the Company. The Board, in fulfilling this mandate and discharging its duty of stewardship of the Company, assumes responsibility for the following:

- setting the overall direction, business objectives, goals and the strategy of the Company with a view to maximise value;
- reviewing and approving the business plans and targets that are submitted by Management and working with Management in the implementation of these plans;
- identifying the principal business risks of the Company and overseeing the implementation within a realisable timeframe and monitoring of appropriate risk management systems;
- ensuring that effective internal control and management information systems for the Company are in place;
- participating in the appointment of the Company’s Executive Officers and assessing their performance including monitoring the establishment of appropriate systems for succession planning and for approving the compensation and motivation levels of such Executive Officers; and



# Corporate governance - Statement of compliance

## For the year ended 30 September 2010

### ROLES AND RESPONSIBILITIES OF THE BOARD - *continued*

(f) ensuring that the Company has in place a policy to enable it to communicate effectively with shareholders, other stakeholders and the public generally.

Without prejudice to any special rights previously conferred on the holders of any of the existing Equity Securities or class thereof, any Equity Securities in the Company may be issued with such preferred, deferred, or other special rights or such restrictions, whether in regard to dividend, voting, return of capital or otherwise, as the Directors may from time to time determine, as hereinafter provided, as long as any such issue of Equity Securities falls within the Authorised Share Capital of the Company.

The Company is authorised to acquire and hold, other than by subscription, any of its own fully paid up Equity Securities, subject to all the relevant provisions of the Companies Act, 1995 and of all applicable laws.

The implementation of the decisions taken by the Directors and the day-to-day management of the Company is entrusted to the Senior Management headed by the Chief Executive Officer of the Company.

The Board is ultimately responsible for the Company's system of internal controls and for ensuring the effectiveness thereof. Although the relative systems are designed to manage all the risks in the most appropriate manner, they certainly cannot completely eliminate the possibility of material error or fraud. The Board assumes responsibility for executing the four basic roles of corporate governance, i.e. accountability, monitoring, strategy formulation and policy development.

In deciding how best to discharge its responsibilities, the Board upholds a policy of clear demarcation between its role and responsibilities and those of Management. It has defined the level of authority that it retains over strategy formulation and policy determination, and delegated authority and vested accountability for the Company's

day-to-day business in the Executive Committee and in a management team comprising of the:

- (a) Chief Executive Officer; and
- (b) Chief Officers and other Managers.

This method of governance enables the Directors to exercise a more independent policy making and monitoring function to enable Management to run the Company with efficiency and effectiveness.

During the financial year ended 30 September 2010, the Board held six meetings. At these Board meetings Management provides the Directors with a report that includes the Company's management accounts including key performance indicators since the date of the previous Board meeting, a commentary on results and on relevant events and decisions, and sets out background information on any matter requiring the approval of the Board.

Apart from setting the strategy and direction of the Company, the Board was actively involved in monitoring progress against budgets and plans, and in approving material or significant transactions.

Directors have access to the advice and services of the Company Secretary as well as to the external auditor of the Company, who attends Board meetings at which the Company's financial statements are approved after they have been reviewed by the Audit Committee. In addition the Board is advised directly, as appropriate, by its legal advisors.

Directors are entitled to seek independent professional advice at any time on any aspect of their duties and responsibilities, at the Company's expense.

Given that the Board's and Directors' performance is under the ongoing scrutiny of the shareholders, the Board does not consider it necessary to appoint a committee to carry out a performance evaluation of the Board, its Directors and committees.

# Corporate governance - Statement of compliance

## For the year ended 30 September 2010

### **INTERESTS OF THE DIRECTORS IN THE SHARES OF THE COMPANY**

The Directors are regularly informed of their obligations on dealing in shares of the Company within the parameters of law and the Principles. The Board has approved the required reporting procedure in compliance with the Principles, the Listing Rules as well as the Internal Code of Dealing.

### **APPOINTMENT AND ELECTION OF DIRECTORS**

The Articles of Association of the Company provide that at every General Meeting, five (5) Directors are appointed as follows:

- (a) a member of the Company holding, or a number of members, who between them hold, such number of shares having voting rights as may be sufficient to constitute one (1) or more Qualifying Holdings (such number of shares held by a member of the Company amounting to twenty per cent (20%) of the Issued Share Capital of the Company having voting rights) is entitled to appoint one (1) Director for every Qualifying Holding held, by letter addressed to the Company Secretary;
- (b) any member who is not entitled to appoint Directors in terms of the provisions of paragraph (a) above, or who is not entitled to aggregate his holdings with those of other members for the purposes of appointing a Director(s) pursuant thereto, is entitled to participate and vote in an election of Directors at the General Meeting of the Company;
- (c) members who avail themselves of appointing Directors pursuant to the provisions of paragraph (a) above are still entitled to participate in the election of Directors in terms of paragraph (b) provided that in such an election they may only use such shares not otherwise used for the appointment of Directors pursuant to paragraph (a).

For an election of Directors mentioned in paragraph (b) above, every shareholder entitled to vote thereunder shall be entitled to nominate one (1) person to stand for the election of Directors. Such nominee must be seconded by at least such shareholder or shareholders as in aggregate hold at least 0.5% of the Issued Share Capital of the Company between them.

In the event that there are more nominations than there are vacancies, an election amongst such candidates shall take place for the appointment of such number of Directors as will fill the vacancies available on the Board. At an election of Directors each member shall be required to vote on the ballot paper provided by the Company by putting such number of votes against the name or names of the preferred candidates as such member may determine, provided that in aggregate the number of votes cast cannot exceed the number of shares held by such member.

The candidates obtaining the highest number of votes shall be elected and appointed Directors.

Any Director may be removed at any time by the member or members by whom he was appointed, in the same manner by which such appointment was made, provided that such member or members still hold the required shareholding qualification. Any Director may also be removed by the Company in a General Meeting. A vacancy may be filled by a co-option of another person, and the Directors must take the necessary action to ensure that Directors are appointed to fill in a vacancy, and where necessary, also convene a General Meeting for this purpose.

### **TERMS OF APPOINTMENT**

During the last Annual General Meeting the aggregate maximum amount of remuneration that may be received by the Board for their service was set at €30,000. Since the Board is made up of non-executive Directors, the determination of remuneration arrangements for each Board member is established collectively by the Board of Directors.

# Corporate governance - Statement of compliance

## For the year ended 30 September 2010

### BOARD COMMITTEES

In order to better delegate its powers, the Board has appointed and established terms of reference for two committees.

#### *Audit Committee*

The Audit Committee set up in terms of the Principles laid out in the Listing Rules, assists the Board in fulfilling its supervisory and monitoring responsibilities by reviewing the financial statements and disclosures, the systems of internal control established by Management and the external and internal audit processes. It is made up of three (3) non-executive Directors - Joseph Azzopardi, Aurelio Theuma and Philip Tabone. Aurelio Theuma is a qualified accountant, and the Board considers him to be competent in accounting. The terms of reference of the Audit Committee ensure that it acts separately and independently of Management. The Audit Committee is required to meet at least four (4) times a year. During the year under review the Committee met seven (7) times where all members attended. During these meetings the Company's external auditor was invited to attend.

Internal Audit is an independent appraisal function established within the organisation to examine and evaluate its activities as a service to the Company. The Internal Auditor reports to the Audit Committee and attends its meetings. The mission set by the Audit Committee for the Internal Auditor is to adopt business process risk-based audits, aimed at ensuring adequate controls and also efficient business processes.

Members of Management are also invited to attend Audit Committee meetings as deemed necessary by the committee.

#### *Executive Committee*

None of the Directors on the Board have any specific executive functions, except that two (2) Directors sit on the Company's Executive Committee, namely Joseph Said and Aurelio Theuma together with the Chief Executive Officer.

The Executive Committee acts as the interface between Senior Management and the Board. The terms of reference of the Executive Committee envisage the monitoring of the execution of policy matters delegated by the Board and the direction of general management of the Company. The Executive Committee also undertakes the functions of a Remuneration Committee.

### INTERNAL CONTROL

Authority to operate the Company is delegated to the Chief Executive Officer within the limits set by the Board. The Board is ultimately responsible for the Company's system of internal control and for reviewing its effectiveness. Such a system is designed to manage rather than eliminate the risk of failure to achieve business objectives, and can only provide a reasonable, as opposed to absolute, assurance against material misstatement or loss. Through the Audit Committee and the Risk Management and Compliance functions, the Board reviews the process and procedures to ensure the effectiveness of the Company's system of internal control, which is monitored on a day-to-day basis by the Internal Audit Department.

The key features of the Company's system of internal control are as follows:

- (a) the Company operates through a board of management led by the Chief Executive Officer with clear reporting lines and delegation of authority. Through the board of management the Company plans, executes, controls and monitors business operations in order to achieve the set objectives;
- (b) the Company is committed to the highest standards of business conduct and seeks to maintain these standards across all its operations. Company policies and employee procedures are in place to detect, report and resolve any fraudulent activities or any infringement of the integrity of mail;

# Corporate governance - Statement of compliance

## For the year ended 30 September 2010

### INTERNAL CONTROL - *continued*

- (c) the board of management is responsible to identify and evaluate key risks applicable to their areas of business. A member of this same board assists the Board to assess the different types of risks identified, to which the Company is exposed. This function also monitors, on an on-going basis, the effective management of the different types of risk at the same time as ensuring that the Company is in full compliance with all the obligations imposed by codes, rules, legislation and statute relevant to Company as well as its business;
- (d) the Board, through the Audit Committee, receives periodic management reports on risk management and compliance; and
- (e) the Board receives periodic management information giving comprehensive analysis of financial and business performance including variances against the Company's set targets.

### CORPORATE SOCIAL RESPONSIBILITY

The Company seeks to be an active player within the community in which it operates. The Company's role goes beyond providing postal services and it is committed to playing an effective role in the country's sustainable development, whilst proving to be a responsible and caring corporate player. The Company seeks to adhere to sound Principles of Corporate Social Responsibility in its management practices particularly in relation to the Company's workforce, the country's cultural and historical heritage, the environment, sport and the local community.

### TRAINING

The Company actively encourages the personal development of staff members by continuously providing guidance as well as training programmes which are designed to help staff members achieve their maximum potential at the same time as boosting the Company's competitiveness and efficiency.

### SHAREHOLDINGS IN EXCESS OF 5%

Currently, the only shareholder with a shareholding in excess of 5% of the share capital is Redbox Limited which is a fully owned subsidiary of Lombard Bank Malta p.l.c., and which holds 66.5%.

### THE COMPANY'S MEMORANDUM & ARTICLES OF ASSOCIATION

The Company's Memorandum & Articles of Association may be amended by an extraordinary resolution in a General Meeting, which requires that:

- (a) notice of such meeting is given specifying the intention of the extraordinary resolution and the principal purpose thereof; and
- (b) the resolution is supported by a member or members having the right to attend and vote at the meeting holding in the aggregate not less than 75% in nominal value of the Equity Securities represented and entitled to vote at the meeting and at least 75% in nominal value of all Equity Securities entitled to vote at the meeting.

### COMMUNICATIONS WITH SHAREHOLDERS AND MARKETS

Pursuant to the Company's statutory obligations in terms of the Companies Act, 1995 and the Listing Rules, the Annual Report and financial statements, the declaration of a dividend, the election of Directors, the appointment of the auditor and the authorisation of the Directors to set the auditor's fees, and other special business, are proposed and approved at the Annual General Meeting. The Board of Directors is responsible for developing the agenda for the General Meeting and sending it to the shareholders.

# Corporate governance - Statement of compliance

For the year ended 30 September 2010

## COMMUNICATIONS WITH SHAREHOLDERS AND MARKETS - *continued*

The Company shall in each year hold a general meeting as its Annual General Meeting in addition to any other general meetings in that year, and shall specify the meeting as such in the notices calling it; and not more than fifteen (15) months shall elapse between the date of one (1) Annual General Meeting of the Company and that of the next. The Annual General Meeting shall be held at such time and place as the Directors shall appoint. At least members holding in aggregate not less than fifty-one per cent (51%) of the nominal value of the issued Equity Securities entitled to attend and vote at the meeting shall constitute a quorum. The Chairman shall determine the procedure to be adopted for the proceedings of the meeting. Voting rights, voting procedures, shareholders' rights and other matters related to the conduct of a meeting are regulated by the Company's Memorandum & Articles of Association.

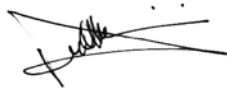
The Company also communicates with its shareholders by publishing its results on a six-monthly basis during the year, by way of the annual and half yearly reports and financial statements, and through periodical Company Announcements to the market in general.

The Annual Report, which is designed to serve as an effective means of communication and information on the Company's business, is amplified further in the presentations given to shareholders in the course of the Annual General Meeting. Furthermore, the Company's presence on the worldwide web ([www.maltapost.com](http://www.maltapost.com)) contains a corporate information section.

Approved by the Board of Directors on 5 January 2011 and signed on its behalf by:



**Joseph Said**  
Chairman



**David Stellini**  
Director

# Company information

## Vision Statement

The Company has a corporate vision to be recognised as Malta's leading Company in terms of reform, diversification and growth. This means that the Company shall be customer-focused, financially and commercially strong future enterprise.

## Mission Statement

The Company is in business to provide high quality, cost-effective, physical and electronic postal and other services and products to meet the legitimate demands of customers, while ensuring that shareholders' wealth is enhanced and the aspirations of staff are realised.

## Number of shareholders at 30 September 2010 analysed by range:

Range	Total shareholders	Shares
1 - 500	73	15,481
501 - 1000	32	24,467
1001 - 5000	2,000	4,597,457
5001 and over	181	25,933,085
<b>Total</b>	<b>2,286</b>	<b>30,570,490</b>

## Number of shareholders at 3 January 2011 analysed by range:

Range	Total shareholders	Shares
1 - 500	79	17,826
501 - 1000	34	26,067
1001 - 5000	1,972	4,529,583
5001 and over	181	25,997,014
<b>Total</b>	<b>2,266</b>	<b>30,570,490</b>

The Company has one class of shares and each share is entitled to one vote.

# Company information

## Registered shareholders with 5 per cent or more of the share capital of the Company:

	30 September 2010	3 January 2010
Redbox Limited	66.5%	66.5%

## Directors' beneficial and non beneficial interests in the share capital of the Company at:

	30 September 2010	3 January 2011
	Shares	Shares
Philip Tabone	7,460	7,460
Aurelio Theuma	2,305	2,305
Joseph Azzopardi	2,305	2,305

# Company information

## Board of Directors

Joseph Said (Chairman)  
Joseph Azzopardi  
David Stellini  
Philip Tabone  
Aurelio Theuma

## Company Secretary

Graham A. Fairclough

## Senior Management

Joseph Gafa`	Chief Executive Officer
Pierre Montebello	Chief Mails and Systems Officer
Carmen Psaila	Chief Finance Officer
Edwin Abdilla	Manager - Delivery
Joseph Armeni	Manager - Parcel / Courier
Moses Azzopardi	Manager - Process Review
Stephen Azzopardi	Manager - Finance
Arianne Borg	Manager - Sales
Franco Buttigieg	Manager - Process
Stefania Camilleri	Manager - Human Resources and Corporate Security
John Cremona	Manager - Administration
Aaron Zammit Apap	Manager - Legal and International Relations
Patrick Polidano	Manager - Quality Assurance
Paul Ellul Sullivan	Manager - Systems and Procedures

## Registered Office

305, Triq Hal Qormi, Marsa MTP 1001 MALTA  
Tel: 21224421

**Company Registration Number:** C22796





MaltaPost p.l.c.

# FINANCIAL STATEMENTS

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30 September 2010

2010

# Statement of financial position


As at 30 September 2010

	Notes	As at 30 September	
		2010 €'000	2009 €'000
<b>ASSETS</b>			
<b>Non-current assets</b>			
Intangible asset	4	201	278
Property, plant and equipment	5	2,678	2,327
Available-for-sale financial assets	6	5,231	4,896
Deferred income tax asset	7	501	442
<b>Total non-current assets</b>		<b>8,611</b>	7,943
<b>Current assets</b>			
Inventories	8	571	424
Trade and other receivables	9	7,232	6,652
Current income tax asset		306	-
Cash and cash equivalents	10	4,302	7,046
<b>Total current assets</b>		<b>12,411</b>	14,122
<b>Total assets</b>		<b>21,022</b>	22,065
<b>EQUITY AND LIABILITIES</b>			
<b>Capital and reserves</b>			
Share capital	11	7,643	7,282
Other reserves	12	1,493	750
Retained earnings		3,792	2,845
<b>Total equity</b>		<b>12,928</b>	10,877
<b>Non-current liabilities</b>			
Provision for liabilities and charges	13	1,683	1,600
<b>Total provision for liabilities and charges</b>		<b>1,683</b>	1,600
<b>Current liabilities</b>			
Trade and other payables	14	6,411	9,028
Current income tax liability		-	560
<b>Total current liabilities</b>		<b>6,411</b>	9,588
<b>Total equity and liabilities</b>		<b>21,022</b>	22,065

The notes on pages 22 to 44 are an integral part of these financial statements.

The financial statements on pages 18 to 44 were authorised for issue by the Board on 05 January 2011 and were signed on its behalf

  
**Joseph Said**  
 Chairman

  
**David Stellini**  
 Director

# Income statement

For the year ended 30 September 2010

	Notes	Year ended 30 September	
		2010 €'000	2009 €'000
<b>Revenue</b>	15	<b>20,401</b>	20,192
Employee benefits expense	16	(10,061)	(9,637)
Depreciation and amortisation expense	16	(917)	(838)
Other expenses	16	(6,510)	(6,852)
<b>Operating profit</b>		<b>2,913</b>	2,865
Finance income	18	287	322
<b>Profit before tax</b>		<b>3,200</b>	3,187
Tax expense	19	(1,088)	(1,213)
<b>Profit for the year</b>		<b>2,112</b>	1,974
<b>Earnings per share</b>	21	<b>€0.07</b>	€0.07

# Statement of comprehensive income

	Note	Year ended 30 September	
		2010 €'000	2009 €'000
<b>Comprehensive income</b>			
Profit for the year		2,112	1,974
<b>Other comprehensive income</b>			
Fair value gains on available-for-sale financial assets	6	152	159
<b>Total comprehensive income for the year</b>		<b>2,264</b>	2,133

The notes on pages 22 to 44 are an integral part of these financial statements.

# Statement of changes in equity

For the year ended 30 September 2010

	Notes	Attributable to equity shareholders			Total €'000
		Share capital €'000	Other reserves €'000	Retained earnings €'000	
Balance at 1 October 2008		7,000	3	1,991	8,994
<b>Comprehensive income</b>					
Profit for the year		-	-	1,974	1,974
<b>Other comprehensive income</b>					
Fair value gains on available-for-sale financial assets	12	-	159	-	159
Total comprehensive income		-	159	1,974	2,133
<b>Transaction with owners</b>					
Increase in share capital	11	282	-	-	282
Allotment of shares	12	-	588	-	588
Dividends	22	-	-	(1,120)	(1,120)
Total transactions with owners		282	588	(1,120)	(250)
<b>Balance at 30 September 2009</b>		<b>7,282</b>	<b>750</b>	<b>2,845</b>	<b>10,877</b>
Balance at 1 October 2009		7,282	750	2,845	10,877
<b>Comprehensive income</b>					
Profit for the year		-	-	2,112	2,112
<b>Other comprehensive income</b>					
Fair value gains on available-for-sale financial assets	12	-	152	-	152
Total comprehensive income		-	152	2,112	2,264
<b>Transaction with owners</b>					
Increase in share capital	11	361	-	-	361
Allotment of shares	12	-	591	-	591
Dividends	22	-	-	(1,165)	(1,165)
Total transactions with owners		361	591	(1,165)	(213)
<b>Balance at 30 September 2010</b>		<b>7,643</b>	<b>1,493</b>	<b>3,792</b>	<b>12,928</b>

The notes on pages 22 to 44 are an integral part of these financial statements.

# Statement of cash flows

For the year ended 30 September 2010

	Year ended 30 September	
	2010	2009
	€'000	€'000
<b>Cash flows from operating activities</b>		
Cash from customers	106,748	84,915
Cash paid to suppliers and employees	(106,645)	(82,824)
Cash from operating activities	103	2,091
Income tax paid	(2,013)	(1,598)
<b>Net cash (used in)/from operating activities</b>	<b>(1,910)</b>	<b>493</b>
<b>Cash flows used in investing activities</b>		
Finance income	332	343
Purchase of property, plant and equipment	(760)	(561)
Purchase of financial assets	(193)	(937)
Proceeds on maturity/disposal of financial assets	-	7
<b>Net cash used in investing activities</b>	<b>(621)</b>	<b>(1,148)</b>
<b>Cash flows used in financing activities</b>		
Dividends paid	(213)	(249)
<b>Net movement in cash and cash equivalents</b>	<b>(2,744)</b>	<b>(904)</b>
<b>Cash and cash equivalents at beginning of year</b>	<b>7,046</b>	<b>7,950</b>
<b>Cash and cash equivalents at end of year</b>	<b>4,302</b>	<b>7,046</b>

The notes on pages 22 to 44 are an integral part of these financial statements.

# Notes to the financial statements

## For the year ended 30 September 2010

### 1. Summary of significant accounting policies

The principal accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated.

#### 1.1 Basis of preparation

These financial statements are prepared in accordance with International Financial Reporting Standards (IFRSs) as adopted by the EU and comply with the requirements of the Maltese Companies Act, 1995. The financial statements are prepared under the historical cost convention.

The preparation of financial statements in conformity with IFRSs as adopted by the EU requires the use of certain critical accounting estimates. It also requires Directors to exercise their judgement in the process of applying the Company's accounting policies (see Note 3 – Critical accounting estimates and judgements).

#### *Standards, interpretations and amendments to published standards effective in 2010*

In 2010, the Company adopted new standards, amendments and interpretations to existing standards that are mandatory for the Company's accounting period beginning on 1 October 2009. The adoption of these revisions to the requirements of IFRSs as adopted by the EU did not result in substantial changes to the Company's accounting policies.

IAS 1 (revised), Presentation of financial statements, and IFRS 7, Financial instruments - Disclosures (amendment), are both effective for periods beginning on or after 1 January 2009, but do not have any impact on the classification and measurement of the Company's elements of the financial statements. IAS 1 (revised) requires 'non-owner changes in equity' to be presented separately from owner changes in equity in a statement of comprehensive income, while IFRS 7 (amendment) requires enhanced disclosures about fair value measurement. In accordance with the respective transition provisions of these standards, comparative information has been re-presented in respect of the disclosures required by IAS 1 (revised) but has not been re-presented in respect of the disclosures required by IFRS 7 (amendment). IFRS 8, Operating Segments (effective from 1 January 2009), replaces IAS 14. The new standard requires a 'management approach', under which segment information is presented on the same basis as that used for internal reporting purposes.

#### *Standards, interpretations and amendments to published standards that are not yet effective*

Certain new standards, amendments and interpretations to existing standards have been published by the date of authorisation for issue of these financial statements, that are mandatory for the Company's accounting periods beginning after 1 October 2009. The Company has not early adopted these revisions to the requirements of IFRSs as adopted by the EU and the Company's Directors are of the opinion that there are no requirements that will have a possible significant impact on the Company's financial statements in the period of initial application.

IFRS 9, Financial instruments, addresses the classification and measurement of financial assets, and replaces the multiple classification and measurement models in IAS 39 with a single model that has only two classification categories: amortised cost and fair value.

# Notes to the financial statements

For the year ended 30 September 2010

## 1. Summary of significant accounting policies - *continued*

### 1.1 Basis of preparation - *continued*

Classification under IFRS 9 is driven by the entity's business model for managing the financial assets and the contractual characteristics of the financial assets. Subject to adoption by the EU, IFRS 9 is effective for financial periods beginning on, or after, 1 January 2013. The Company is considering the implications of the standard and its impact on the Company's financial results and position.

### 1.2 Foreign currency translation

#### (a) Functional and presentation currency

Items included in these financial statements are measured using the currency of the primary economic environment in which the entity operates ('the functional currency'). The euro is the Company's functional and presentation currency.

#### (b) Transactions and balances

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the dates of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in the income statement.

All foreign exchange gains and losses are presented in the income statement within 'other income/(expenses)'.

### 1.3 Property, plant and equipment

All property, plant and equipment is stated at historical cost less depreciation. Historical cost includes expenditure that is directly attributable to the acquisition of the items.

Subsequent costs are included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Company and the cost of the item can be measured reliably. The carrying amount of the replaced part is derecognised. All other repairs and maintenance are charged to the income statement during the financial period in which they are incurred.

Depreciation is calculated using the straight-line method to allocate the cost of the assets to their residual values over their estimated useful lives, as follows:

Improvements to premises	Over the period of the lease agreements
Buildings	Over the period of the lease agreements
	%
Furniture and fittings	15
Equipment	20 – 25
Motor vehicles	25

Assets in the course of construction are not depreciated.

# Notes to the financial statements

For the year ended 30 September 2010

## 1. Summary of significant accounting policies - *continued*

### 1.3 Property, plant and equipment - *continued*

The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at the end of each reporting period.

An asset's carrying amount is written down immediately to its recoverable amount if its carrying amount is greater than its estimated recoverable amount.

Gains and losses on disposal of property, plant and equipment are determined by comparing the proceeds with the carrying amount, and are recognised within 'Other income/(expenses)' in the income statement.

### 1.4 Intangible assets

Intangible assets are shown at historical cost. Intangible assets have a definite useful life and are carried at cost less accumulated amortisation. Amortisation is calculated using the straight-line method to allocate the cost of intangible assets over their estimated useful life.

Where an indication of impairment exists, in that the carrying amount of an intangible asset is greater than its estimated recoverable amount, a charge is made to write down the value of the assets to its estimated recoverable amount.

### 1.5 Financial assets

#### 1.5.1 Classification

The Company classifies its financial assets in the loans and receivables and available-for-sale categories. The classification depends on the purpose for which the financial assets were acquired. Management determines the classification of its financial assets at initial recognition.

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. They arise when the Company provides money, goods or services directly to a debtor with no intention of trading the asset. They are included in current assets, except for maturities greater than 12 months after the reporting period. These are classified as non-current assets. The Company's loans and receivables comprise 'trade and other receivables' and 'cash and cash equivalents' in the statement of financial position. Available-for-sale financial assets are non-derivatives that are either designated in this category or not classified in any of the other categories. They are included in non-current assets unless the investment matures or Management intends to dispose of the investment within 12 months of the end of the reporting period.

#### 1.5.2 Recognition and measurement

The Company recognises a financial instrument in its statement of financial position when it becomes a party to the contractual provisions of the instrument.



# Notes to the financial statements

For the year ended 30 September 2010

## 1. Summary of significant accounting policies - *continued*

### 1.5 Financial assets - *continued*

#### 1.5.2 Recognition and measurement - *continued*

Investments are initially recognised at fair value plus transaction costs for all financial assets not carried at fair value through profit or loss. Financial assets are derecognised when the rights to receive cash flows from the investments have expired or have been transferred and the Company has transferred substantially all risks and rewards of ownership or has not retained control of the asset. Available-for-sale financial assets are subsequently carried at fair value. Loans and receivables are subsequently carried at amortised cost using the effective interest method.

Changes in the fair value of monetary securities denominated in a foreign currency and classified as available-for-sale are analysed between translation differences resulting from changes in amortised cost of the security and other changes in the carrying amount of the security. The translation differences on monetary securities are recognised in profit or loss; translation differences on non-monetary securities are recognised in other comprehensive income. Changes in the fair value of monetary and non-monetary securities classified as available-for-sale are recognised in other comprehensive income.

When securities classified as available-for-sale are sold or impaired, the accumulated fair value adjustments recognised in equity are included in the income statement within 'finance income'.

Interest on available-for-sale securities calculated using the effective interest method is recognised in the income statement within 'finance income'. Dividends on available-for-sale equity instruments are recognised in the income statement within 'finance income' when the Company's right to receive payments is established.

The fair values of quoted investments are based on current bid prices. If the market for a financial asset is not active (and for unlisted securities), the Company establishes fair value by using valuation techniques. These include the use of recent arm's length transactions, reference to other instruments that are substantially the same, discounted cash flow analysis, and option pricing models making maximum use of market inputs and relying as little as possible on entity-specific inputs.

Loans and receivables are initially recognised at fair value plus transaction costs. All regular way transactions in assets classified in the loans and receivables category are accounted for using settlement date accounting, i.e. on the date an asset is delivered to, or by the entity. Loans and receivables are subsequently carried at amortised cost using the effective interest method.

The Company assesses at the end of each reporting period whether there is objective evidence that a financial asset or a group of financial assets is impaired. If there is objective evidence that an impairment loss on loans and receivables has been incurred, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows discounted at the financial asset's original effective interest rate. Impairment testing of trade receivables is described in Note 1.6.

# Notes to the financial statements

For the year ended 30 September 2010

## 1. Summary of significant accounting policies - *continued*

### 1.6 Impairment of non-financial assets

Assets that have an indefinite useful life are not subject to amortisation and are tested annually for impairment. Assets that are subject to amortisation are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use. For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows (cash-generating units). Non-financial assets other than goodwill that suffered an impairment are reviewed for possible reversal of the impairment at the end of each reporting period.

### 1.7 Inventories

Inventories are stated at the lower of cost and net realisable value. The cost of postal stationery is determined by the standard cost method, inventories for resale on a weighted average basis, and other inventory items on a first-in first-out method. Net realisable value is the estimate of the selling price in the ordinary course of business, less the costs of completion and selling expenses.

### 1.8 Trade and other receivables

Trade and other receivables are recognised initially at fair value and subsequently measured at amortised cost using the effective interest method, less provision for impairment. A provision for impairment of trade and other receivables is established when there is objective evidence that the Company will not be able to collect all amounts due according to the original terms of the receivables. Significant financial difficulties of the debtor, probability that the debtor will enter bankruptcy or financial reorganisation, and default or delinquency in payments are considered indicators that the receivable is impaired. The amount of the provision is the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the original effective interest rate. The carrying amount of the asset is reduced through the use of an allowance account, and the amount of the loss is recognised in the income statement within 'other expenses'. When a receivable is uncollectible, it is written off against the allowance account for trade and other receivables. Subsequent recoveries of amounts previously written off are credited against 'other expenses' in the income statement.

### 1.9 Cash and cash equivalents

Cash and cash equivalents includes cash in hand, deposits held at call with banks and bank overdrafts. Bank overdrafts are shown within borrowings in current liabilities in the statement of financial position.

### 1.10 Share capital

Ordinary shares are classified as equity. Incremental costs directly attributable to the issue of new shares are shown in equity as a deduction, net of tax, from the proceeds.

# Notes to the financial statements

## For the year ended 30 September 2010

### 1. Summary of significant accounting policies - *continued*

#### 1.11 Trade and other payables

Trade and other payables are recognised initially at fair value and subsequently measured at amortised cost using the effective interest method.

#### 1.12 Borrowings

Borrowings are recognised initially at fair value, net of transaction costs incurred. Borrowings are subsequently stated at amortised cost; any difference between the proceeds (net of transaction costs) and the redemption value is recognised in the income statement over the period of the borrowings using the effective interest method.

Borrowings are classified as current liabilities unless the Company has an unconditional right to defer settlement of the liability for at least twelve months after the reporting date.

#### 1.13 Borrowing costs

Finance costs are charged against income without restriction. Thus, no borrowing costs have been capitalised.

#### 1.14 Current and deferred tax

The tax expense for the period comprises current and deferred tax. Tax is recognised in the income statement, except to the extent that it relates to items recognised directly in other comprehensive income or directly in equity. In this case, the tax is also recognised in other comprehensive income or directly in equity, respectively.

Deferred tax is recognised, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the financial statements. However, the deferred tax is not accounted for if it arises from initial recognition of an asset or liability in a transaction other than a business combination that at the time of the transaction affects neither accounting nor taxable profit or loss. Deferred tax is determined using tax rates (and laws) that have been enacted or substantially enacted by the end of the reporting period and are expected to apply when the related deferred tax asset is realised or the deferred tax liability is settled.

Deferred tax assets are recognised only to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilised.

Deferred income tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets against current tax liabilities, and when deferred income tax assets and liabilities relate to income taxes levied by the same taxation authority on either the taxable entity or different taxable entities when there is an intention to settle the balances on a net basis.

# Notes to the financial statements

## For the year ended 30 September 2010

### 1. Summary of significant accounting policies - *continued*

#### 1.15 Provisions

Provisions are recognised when the Company has a present legal or constructive obligation as a result of past events, when it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation, and when a reliable estimate of the amount of the obligation can be made.

Provisions are measured at the present value of the expenditures expected to be required to settle the obligation using a pre-tax rate that reflects current market assessments of the time value of money and the risks specific to the obligation. The increase in the provision due to passage of time is recognised as finance cost.

#### 1.16 Provision for liabilities and charges

The Company provides for the obligation arising in terms of Article 8A of the Pensions Ordinance, Cap 93 of the laws of Malta, covering those ex-Government employees who opted to become full-time employees of the Company, and who continued to be entitled to pension rights which go beyond the National Insurance Scheme.

The related accounting costs are assessed using the projected unit credit method. Under this method, the cost of the Company's obligation is charged to the income statement so as to spread the regular cost over the years of service giving rise to entitlement to benefits in accordance with actuarial techniques. The obligation is measured as the present value of the estimated future cash outflows using interest rates of long term Government bonds which have terms to maturity approximating the terms of the related liability. All actuarial gains and losses are spread forward over the average remaining service lives of employees.

#### 1.17 Revenue recognition

Revenue comprises the fair value of the consideration received or receivable for the sale of services in the ordinary course of the Company's activities. Revenue is shown net of sales taxes and discounts and is included in the financial statements as revenue. It comprises revenue directly received from customers, commissions earned on postal and non-postal transactions and income from foreign outbound mail receivable from foreign postal operators. Revenue is recognised as follows:

- (a) income from sale of stamps, commissions earned on postal and non-postal transactions and from foreign outbound mail from foreign postal operators is recognised when the service is rendered. Allowance is made for the assessed amount of revenue from prepaid product sales at the reporting date for which the service has not yet been provided.
- (b) finance income is recognised as it accrues on a time proportion basis using the effective interest method, unless collectability is in doubt.
- (c) dividend income is recognised when the right to receive payment is established.

# Notes to the financial statements

## For the year ended 30 September 2010

### 1. Summary of significant accounting policies - *continued*

#### 1.18 Leases

Leases in which a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Payments made under operating leases are charged to the income statement on a straight-line basis over the period of the lease.

#### 1.19 Dividends

Dividend distribution to the Company's shareholders is recognised as a liability in the Company's financial statements in the period in which the dividends are approved by the Company's shareholders.

#### 1.20 Segment reporting

A business segment is a group of assets and operations engaged in providing products or services that are subject to risks and returns that are different from those of other business segments. A geographical segment is engaged in providing products or services within a particular economic environment that are subject to risks and returns that are different from those segments operating in other economic environments.

#### 1.21 Earnings per share

The Company presents basic earnings per share (EPS) data for its ordinary shares. Basic EPS is calculated by dividing the profit or loss attributable to ordinary shareholders of the Company by the weighted average number of ordinary shares outstanding during the period.

### 2. Financial risk management

The Company's activities potentially expose it to a variety of financial risks: market risk (including currency risk, fair value interest rate risk, cash flow interest rate risk and price risk), credit risk and liquidity risk. The Company's overall risk management focuses on the unpredictability of financial markets and seeks to minimise potential adverse effects on the Company's financial performance. The Company did not make use of derivative financial instruments to hedge certain risk exposures during the current and preceding financial years.

The Board provides principles for overall risk management, as well as policies covering specific areas, such as foreign exchange risk, interest rate risk, credit risk, use of derivative financial instruments and non-derivative financial instruments, and investment of excess liquidity.

# Notes to the financial statements

For the year ended 30 September 2010

## 2. Financial risk management - continued

(a) Market risk

(i) Foreign exchange risk

Foreign exchange risk arises from future commercial transactions and recognised assets and liabilities which are denominated in a currency that is not the respective Company's functional currency. The Company is exposed to foreign exchange risk arising primarily from the Company's sales and purchases, a part of which are denominated in UK pound, US dollar and SDR.

The table below summarises the Company's exposure to foreign currency other than the functional currency for the exposure of assets and liabilities by foreign currencies:

	GBP €'000	USD €'000	SDR €'000
<b>2010</b>			
<i>Financial assets</i>			
Trade receivables	-	-	3,889
Cash and cash equivalents	-	272	-
	-	272	3,889
<i>Financial liabilities</i>	(137)	-	(615)
Net exposure to foreign currency risk	<b>(137)</b>	<b>272</b>	<b>3,274</b>
<b>2009</b>			
<i>Financial assets</i>			
Trade receivables	-	-	3,815
Cash and cash equivalents	38	330	-
	38	330	3,815
<i>Financial liabilities</i>	(104)	-	(536)
Net exposure to foreign currency risk	<b>(66)</b>	<b>330</b>	<b>3,279</b>

Management does not consider foreign exchange risk attributable to recognised assets and liabilities arising from sale and purchase transactions to be significant since balances are settled within set periods of time in accordance with the negotiated credit terms.

# Notes to the financial statements

## For the year ended 30 September 2010

### 2. Financial risk management - *continued*

#### (a) Market risk - *continued*

##### (i) Foreign exchange risk - *continued*

Also foreign exchange risk attributable to future transactions is not deemed to be significant and a sensitivity analysis for foreign exchange risk disclosing how profit or loss and equity would have been affected by changes in foreign exchange rates that were reasonably possible at the end of the reporting period, is not deemed necessary.

##### (ii) Cash flow and fair value interest rate risk

The Company's interest rate risk arises principally from term deposits, fixed income debt securities and cash and cash equivalents. Assets earning interest at variable rates expose the Company to cash flow interest rate risk whereas assets earning interest at fixed rates expose the Company to fair value interest rate risk.

The Company's available-for-sale financial assets consist principally of corporate and Government debt securities which are carried at fair value.

Management does not consider cash flow and fair value interest rate risk to be significant. Accordingly, a sensitivity analysis for this risk disclosing how profit or loss and equity would have been affected by changes in interest rates that were reasonably possible at the end of the reporting period is not deemed necessary.

#### (b) Credit risk

Credit risk arises from cash and cash equivalents, deposits with banks, financial assets, as well as credit exposures to customers, including outstanding receivables and committed transactions. The carrying amount of the financial assets represents the maximum credit exposure. The maximum exposure to credit risk at the reporting date was:

	<b>2010</b>	2009
	<b>€000</b>	€000
Available-for-sale financial assets - debt securities (Note 6)	<b>5,231</b>	4,896
Trade and other receivables	<b>5,851</b>	5,230
Cash and cash equivalents (Note 10)	<b>4,302</b>	7,046
	<b>15,384</b>	17,172

The Company banks only with local financial institutions with high quality standing or rating. The Company has no concentration of credit risk that could materially impact on the sustainability of its operations. However, in common with similar business concerns, the failure of specific large customers could have a material impact on the Company's results. The Company assesses the credit quality of its customers taking into account financial position, past experience and other factors. It has policies in place to ensure that sales of products and services are effected to customers with an appropriate credit history in the case of credit sales. Sales to retail customers are made in cash. The Company monitors the performance of these financial assets on a regular basis to identify incurred collection losses which are inherent in the Company's receivables taking into account historical experience in collection of accounts receivable.

# Notes to the financial statements

For the year ended 30 September 2010

## 2. Financial risk management - *continued*

### (b) Credit risk - *continued*

Standard credit terms are in place for individual clients, however, wherever possible, new corporate customers are analysed individually for creditworthiness before the Company's standard payment and service delivery terms and conditions are offered. The Company's review includes external creditworthiness databases when available. The Company establishes an allowance for impairment that represents its estimate of incurred losses in respect of trade and other receivables. This allowance represents specific provisions against individual exposures.

The Company's receivables, which are not impaired financial assets, are principally in respect of transactions with customers for whom there is no recent history of default. Management does not expect any material losses from non-performance by these customers.

#### *Impairment losses*

Impairment provisions of €78,713 (2009: €118,533) for the Company were present at year-end in respect of trade receivables that were overdue. No impairment provisions were present at 30 September 2010 and 2009 against current balances. These amounts are not expected to be recovered.

Other overdue trade receivables amounted to €1,040,073 (2009: €1,762,834) but were not impaired.

The movement for impairment in respect of trade receivables during the year was as follows:

	<b>2010</b>	2009
	<b>€'000</b>	€'000
At 1 October	<b>118</b>	74
Movement in provision	<b>(39)</b>	44
<b>At 30 September</b>	<b>79</b>	118

The Company does not hold collateral as security for all its assets.

### (c) Liquidity risk

The Company is exposed to liquidity risk in relation to meeting future obligations associated with its financial liabilities, which comprise principally trade and other payables (refer to Note 14). Prudent liquidity risk management includes maintaining sufficient cash and committed credit lines to ensure the availability of an adequate amount of funding to meet the Company's obligations.

Management monitors liquidity risk by means of cash flow forecasts on the basis of expected cash flows over a twelve month period and ensures that adequate financing facilities are in place for the coming year. The carrying amounts of the Company's assets and liabilities are analysed into relevant maturity groupings based on the remaining period at the end of the reporting period to the contractual maturity date in the respective notes to the financial statements.



# Notes to the financial statements

For the year ended 30 September 2010

## 2. Financial risk management - *continued*

### 2.2 Capital risk management

The Company's objectives when managing capital are to safeguard the Company's ability to continue as a going concern in order to provide returns for shareholders and benefits for other stakeholders and to maintain an optimal capital structure to reduce the cost of capital. In order to maintain or adjust the capital structure, the Company may adjust the amount of dividends paid to shareholders, return capital to shareholders, issue new shares or sell assets to reduce debt.

### 2.3 Fair values of financial instruments

Effective 1 January 2009, the Company adopted the amendment to IFRS 7 for financial instruments that are measured in the statement of financial position at fair value. This requires disclosure of fair value measurements by level of the following fair value measurement hierarchy:

- Quoted prices (unadjusted) in active markets for identical assets or liabilities (Level 1);
- Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (that is, as prices) or indirectly (that is, derived from prices) (Level 2);
- Inputs for the asset or liability that are not based on observable market data (that is, unobservable inputs) (Level 3).

	Level 1 €'000
<b>Assets</b>	
Available-for-sale financial assets	
- Debt securities	5,231
<b>Total assets</b>	<b>5,231</b>

The carrying amounts of cash and cash equivalents, trade receivables (net of impairment provisions) and payables are assumed to approximate their fair values. The fair value of financial assets traded in active markets is based on quoted market prices at the reporting date. The quoted market price used for financial assets held by the entity is the current bid price.

## 3. Critical accounting estimates and judgements

Estimates and judgements are continually evaluated and based on historical experience and other factors including expectations of future events that are believed to be reasonable under the circumstances.

In the opinion of the Directors, the accounting estimates and judgements made in the course of preparing these financial statements are not difficult, subjective or complex to a degree which would warrant their description as critical in terms of the requirements of IAS1.

# Notes to the financial statements

For the year ended 30 September 2010

## 4. Intangible asset

	Postal licence €'000
<b>At 1 October 2008</b>	
Cost	1,159
Accumulated amortisation	(804)
<hr/>	
Net book amount	355
<hr/>	
<b>Year ended 30 September 2009</b>	
Opening net book amount	355
Amortisation charge	(77)
<hr/>	
Closing net book amount	278
<hr/>	
<b>At 30 September 2009</b>	
Cost	1,159
Accumulated amortisation	(881)
<hr/>	
Net book amount	278
<hr/>	
<b>Year ended 30 September 2010</b>	
Opening net book amount	278
Amortisation charge	(77)
<hr/>	
Closing net book amount	<b>201</b>
<hr/>	
<b>At 30 September 2010</b>	
Cost	1,159
Accumulated amortisation	(958)
<hr/>	
Net book amount	<b>201</b>
<hr/>	

The intangible asset represents the amount paid for the right to operate the postal services in Malta. This right has a useful life of 15 years and is amortised over this definite period.

# Notes to the financial statements

For the year ended 30 September 2010

## 5. Property, plant and equipment

	Improvements to premises €' 000	Furniture and fittings €' 000	Equipment €' 000	Motor vehicles €' 000	Total €' 000
<b>At 1 October 2008</b>					
Cost	3,406	1,163	2,715	19	7,303
Accumulated depreciation	(1,606)	(834)	(2,297)	(17)	(4,754)
Net book amount	1,800	329	418	2	2,549
<b>Year ended 30 September 2009</b>					
Opening net book amount	1,800	329	418	2	2,549
Additions	268	60	212	3	543
Disposals	(10)	-	-	-	(10)
Depreciation	(424)	(114)	(220)	(3)	(761)
Depreciation released on disposal	6	-	-	-	6
Closing net book amount	1,640	275	410	2	2,327
<b>At 30 September 2009</b>					
Cost	3,664	1,223	2,927	22	7,836
Accumulated depreciation	(2,024)	(948)	(2,517)	(20)	(5,509)
Net book amount	1,640	275	410	2	2,327
<b>Year ended 30 September 2010</b>					
Opening net book amount	1,640	275	410	2	2,327
Additions	798	73	383	7	1,261
Disposals	(100)	-	-	-	(100)
Depreciation	(521)	(106)	(211)	(2)	(840)
Depreciation released on disposal	30	-	-	-	30
Closing net book amount	<b>1,847</b>	<b>242</b>	<b>582</b>	<b>7</b>	<b>2,678</b>
<b>At 30 September 2010</b>					
Cost	4,362	1,296	3,310	29	8,997
Accumulated depreciation	(2,515)	(1,054)	(2,728)	(22)	(6,319)
Net book amount	<b>1,847</b>	<b>242</b>	<b>582</b>	<b>7</b>	<b>2,678</b>

# Notes to the financial statements

For the year ended 30 September 2010

## 6. Available-for-sale financial assets

	2010 €'000	2009 €'000
<b>Year ended 30 September</b>		
Opening net book amount	4,896	3,832
Additions	193	937
Disposals	-	(7)
Net fair value gain (Note 12)	152	159
Amortisation (Note 18)	(10)	(25)
<b>Closing net book amount</b>	<b>5,231</b>	<b>4,896</b>
<b>At 30 September</b>		
Cost	5,045	4,852
Accumulated fair value gains	221	69
Amortisation	(35)	(25)
<b>Net book amount</b>	<b>5,231</b>	<b>4,896</b>

Available-for-sale financial assets consist of debt securities listed on the Malta Stock Exchange. These debt securities are subject to fixed interest rates ranging from 4.6% to 7.0% (2009: 4.6% to 7.0%). The weighted average effective interest rate as at 30 September 2010 was 5.9% (2009: 6.8%).

## 7. Deferred income tax asset

Deferred income taxes are calculated on all temporary differences under the liability method using a principal tax rate of 35%.

	2010 €'000	2009 €'000
At beginning of year	442	340
Credit to the income statement (Note 19)	59	102
<b>At end of year</b>	<b>501</b>	<b>442</b>

The balance at 30 September represents:

	2010 €'000	2009 €'000
Temporary differences on property, plant and equipment	357	280
Temporary differences on provisions	144	162
<b>At end of year</b>	<b>501</b>	<b>442</b>

Deferred income tax is principally composed of deferred income tax assets and liabilities which are to be recovered and settled after more than twelve months.

# Notes to the financial statements

For the year ended 30 September 2010

## 8. Inventories

	2010 €'000	2009 €'000
Stamps and postal stationery	186	143
Inventories for resale	262	158
Other inventory items	123	123
	<b>571</b>	424

## 9. Trade and other receivables

	2010 €'000	2009 €'000
Trade receivables – gross	5,916	5,293
Provision for impairment of trade receivables	(79)	(118)
Trade receivables – net	<b>5,837</b>	5,175
Amounts due by related parties	7	46
Other receivables	7	9
Prepayments and accrued income	<b>1,381</b>	1,422
	<b>7,232</b>	6,652

The Company's exposure to credit and currency risks and impairment losses relating to trade and other receivables is disclosed in Note 2. The other classes within receivables do not contain impaired assets.

## 10. Cash and cash equivalents

For the purposes of the statement of cash flows, cash and cash equivalents comprise the following:

	2010 €'000	2009 €'000
Cash and cash equivalents	<b>4,302</b>	7,046

# Notes to the financial statements

For the year ended 30 September 2010

## 11. Share capital

	<b>2010</b>	2009
	<b>€'000</b>	€'000
<b>Authorised</b>		
56,000,000 ordinary shares of €0.25 each	<b>14,000</b>	14,000
<b>Issued and fully paid up</b>		
30,570,490 (2009: 29,129,795) ordinary shares of €0.25 each	<b>7,643</b>	7,282
	<b>7,643</b>	7,282

By virtue of a resolution dated 30 March 2010 the Company's Directors approved the allotment of 1,440,695 ordinary shares of €0.25 each at a premium of €0.41 each (Note 12) as a bonus issue in lieu of dividends, thereby increasing the issued and fully paid up share capital to 30,570,490 shares of €0.25 each, resulting in a paid up share capital of €7,642,623.

## 12. Other reserves

	Fair value reserve €'000	Share premium €'000	Total €'000
At 1 October 2008	(90)	93	3
Fair value gain (Note 6)	159	-	159
Allotment of shares (Note 11)	-	588	588
At 30 September 2009	69	681	750
At 1 October 2009	69	681	750
Fair value gain (Note 6)	152	-	152
Allotment of shares (Note 11)	-	591	591
<b>At 30 September 2010</b>	<b>221</b>	<b>1,272</b>	<b>1,493</b>

The fair value reserve represents changes in fair value of available-for-sale financial assets which are unrealised at financial reporting date. These amounts are accounted for in this reserve since these gains are not considered by the Directors to be available for distribution. Upon disposal, realised fair value gains are transferred to the income statement.

# Notes to the financial statements

For the year ended 30 September 2010

## 13. Provision for liabilities and charges

	<b>2010</b>	2009
	<b>€'000</b>	€'000
Present value of unfunded obligation	<b>1,948</b>	1,821
Crystallised obligation	<b>(265)</b>	(221)
At end of year	<b>1,683</b>	1,600

The Company provides for the obligation arising in terms of Article 8A of the Pensions Ordinance, Cap 93 of the laws of Malta, covering those ex-Government employees who opted to become full-time employees of the Company, and who continued to be entitled to pension rights which go beyond the National Insurance Scheme. The scheme is a final salary defined benefit plan and is unfunded.

The amount recognised in the statement of financial position is as follows:

	<b>2010</b>	2009
	<b>€'000</b>	€'000
Present value of unfunded obligations	<b>2,647</b>	2,520
Crystallised obligation	<b>(265)</b>	(221)
Fair value of obligations to be reimbursed by Government	<b>(699)</b>	(699)
Present value of unfunded obligations	<b>1,683</b>	1,600

The movement for the year is made up of:

	<b>2010</b>	2009
	<b>€'000</b>	€'000
Charge to the income statement	<b>(127)</b>	(88)
Crystallised obligation	<b>44</b>	57
	<b>(83)</b>	(31)

The amount recognised in the income statement is as follows:

	<b>2010</b>	2009
	<b>€'000</b>	€'000
Interest cost	<b>(80)</b>	(16)
Net actuarial losses recognised during the year	<b>(47)</b>	(72)
Total amount charged to the income statement	<b>(127)</b>	(88)

In computing the provision, the Company used a discount rate of 4.46% (2009: 4.47%), whereas the future salary increases were based on inflation rates and past salary increases.

# Notes to the financial statements

For the year ended 30 September 2010

## 14. Trade and other payables

	<b>2010</b>	2009
	<b>€'000</b>	€'000
<b>Current</b>		
Trade payables	<b>1,922</b>	1,451
Amounts collected on behalf of third parties	<b>218</b>	2,479
Other payables	<b>317</b>	251
Indirect taxes and social security	<b>42</b>	32
Unearned revenue	<b>127</b>	135
Accruals and deferred income	<b>3,785</b>	4,680
	<b>6,411</b>	9,028

The Company's exposure to currency and liquidity risk related to trade and other payables is disclosed in Note 2.

## 15. Segmental information

Revenue is analysed as follows:

	<b>2010</b>	2009
	<b>€'000</b>	€'000
<b>By activity</b>		
Postal	<b>17,577</b>	17,405
Philatelic	<b>597</b>	468
Other	<b>2,227</b>	2,319
	<b>20,401</b>	20,192

### By geographical segments

Local	<b>17,942</b>	17,814
International	<b>2,459</b>	2,378
	<b>20,401</b>	20,192

The Company primarily operates in one segment, which comprises the provision of postal and related retail services to customers who are subject to the same risks and returns. Accordingly, segment information as required by IFRS 8, Operating Segments, is not being presented.



# Notes to the financial statements

For the year ended 30 September 2010

## 16. Expenses by nature

	2010 €'000	2009 €'000
Employee benefits expense (Note 17)	10,061	9,637
Amortisation (Note 4)	77	77
Depreciation (Note 5)	840	761
Loss on disposal of property, plant and equipment	70	4
Foreign outbound mail	2,703	2,841
Rent	225	294
Repairs and maintenance	623	503
Bad debts	-	21
Movement in impairment of receivables (Note 9)	(39)	44
Other expenses	2,928	3,145
	<b>17,488</b>	<b>17,327</b>

Fees for work carried out by the external auditor were as follows:

	2010 €'000	2009 €'000
Audit remuneration	18	17
Other assurance services	11	9
Tax advisory services	8	1
Other non-assurance services	3	-
	<b>40</b>	<b>27</b>

## 17. Employee benefits expense

	2010 €'000	2009 €'000
Wages and salaries	9,025	8,675
Other staff costs	144	160
Provision for liabilities and charges (Note 13)	127	88
Social security costs	765	714
	<b>10,061</b>	<b>9,637</b>

Average number of persons employed by the Company during the year:

	2010	2009
Operational	560	558
Management	30	33
	<b>590</b>	<b>591</b>

# Notes to the financial statements

For the year ended 30 September 2010

## 18. Finance income

	2010 €'000	2009 €'000
Bank	47	144
Debt securities	250	203
Investment premium amortisation	(10)	(25)
	<b>287</b>	322

## 19. Tax expense

	2010 €'000	2009 €'000
Current tax expense	1,147	1,315
Deferred tax credit (Note 7)	(59)	(102)
Tax expense	<b>1,088</b>	1,213

The tax on the Company's profit before tax differs from the theoretical amount that would arise using the basic tax rate as follows:

	2010 €'000	2009 €'000
Profit before tax	3,200	3,187
Tax at 35%	1,120	1,115
Tax effect of:		
Unrecognised deferred tax in prior year	-	5
(Over)/under provision in prior year	(37)	41
Non-temporary differences	68	85
Other income taxed at different rates of tax	(63)	(33)
Tax expense	<b>1,088</b>	1,213

## 20. Directors' emoluments

	2010 €'000	2009 €'000
Directors' emoluments	26	25

The Company paid insurance premia of €4,625 (2009: €5,192) during the year, in respect of professional indemnity in favour of its Directors.

# Notes to the financial statements

For the year ended 30 September 2010

## 21. Earnings per share

Earnings per share are based on the profit for the year attributable to the equity holders of MaltaPost p.l.c. divided by the weighted average number of ordinary shares in issue during the year and ranking for dividend.

	2010	2009
Profit attributable to equity holders (€'000)	2,112	1,974
Weighted average number of ordinary shares in issue (thousands)	29,947	28,647
Earnings per share	€0.07	€0.07

## 22. Dividends

	2010 €'000	2009 €'000
Dividend on ordinary shares	1,165	1,120
€ per share (net)	€0.04	€0.04

At the forthcoming Annual General Meeting, a final net dividend of €0.04 in respect of the financial year ended 30 September 2010 is to be proposed.

These financial statements do not reflect the final dividend of €1,222,820, which, subject to approval by the shareholders at the forthcoming Annual General Meeting, will be accounted for in shareholders' equity as an appropriation of retained earnings in the year ending 30 September 2011.

## 23. Commitments

### Operating lease commitments

The future minimum lease payments under non-cancellable operating leases are as follows:

	2010 €'000	2009 €'000
Within 1 year	262	213
Between 2 and 5 years	322	383
	584	596

The Company is also committed to pay a licence fee of ¾% of its total gross revenue from postal services within the scope of the universal services.

# Notes to the financial statements

For the year ended 30 September 2010

## 24. Related party transactions

Redbox Limited is a subsidiary of Lombard Bank Malta p.l.c., and all entities that control or are controlled by Lombard Bank Malta p.l.c. and those which fall within the Lombard Bank Malta p.l.c. administration structure, are considered by the Directors to be related parties.

The sale of stamps to these entities is made directly or indirectly by the Company in the normal course of business at normal arm's length prices and is included with revenue. Disclosure of these amounts, which would not be material is not deemed necessary for the purpose of understanding the Company's financial results or its financial position.

In addition, the following transactions were carried out by the Company with related parties:

	<b>2010</b>	2009
	<b>€'000</b>	€'000
Bank interest received from related parties	<b>41</b>	116
Services rendered by related parties	<b>14</b>	12
Purchase of goods from related parties	<b>51</b>	46

Year-end balances owed by related parties, arising principally from the above transactions are disclosed in Note 9 to these financial statements.

Cash and cash equivalents include:

	<b>2010</b>	2009
	<b>€'000</b>	€'000
Bank balances held with related parties	<b>1,807</b>	2,514

Key management personnel principally comprise the Directors of the Company. Total fees and emoluments paid to the Directors have been disclosed in Note 20.

## 25. Statutory information

MaltaPost p.l.c. is a limited liability company and is incorporated in Malta.

# Independent auditor's report

## To the shareholders of MaltaPost p.l.c.

### REPORT ON THE FINANCIAL STATEMENTS

We have audited the financial statements of MaltaPost p.l.c. on pages 18 to 44 which comprise the statement of financial position as at 30 September 2010 and the income statement, statement of comprehensive income, statement of changes in equity and statement of cash flows for the year then ended and a summary of significant accounting policies and other explanatory notes.

#### *Directors' responsibility for the financial statements*

The Directors are responsible for the preparation and fair presentation of these financial statements in accordance with International Financial Reporting Standards (IFRSs) as adopted by the EU and the requirements of the Maltese Companies Act, 1995. As described in the statement of Directors' responsibilities on page 6, this responsibility includes designing, implementing and maintaining internal control relevant to the preparation and fair presentation of financial statements that are free of material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

#### *Auditor's responsibility*

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements

in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the Directors, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### *Opinion*

In our opinion the financial statements

- give a true and fair view of the financial position of the Company as at 30 September 2010, and of its financial performance and its cash flows for the year then ended in accordance with IFRSs as adopted by the EU; and
- have been properly prepared in accordance with the requirements of the Maltese Companies Act, 1995.

### REPORT ON CORPORATE GOVERNANCE

The Listing Rules issued by the Malta Listing Authority require the Directors to prepare and include in their Annual Report a Statement of Compliance providing an explanation of the extent to which they have adopted the Code of Principles of Good Corporate Governance and the effective measures that they have taken to ensure compliance throughout the accounting period with those Principles.

The Listing Rules also require the auditor to include a report on the Statement of Compliance prepared by the Directors.

We read the Statement of Compliance and consider the implications for our report if we become aware of any apparent misstatements or material inconsistencies with the financial statements included in the Annual Report. Our responsibilities do not extend to considering whether this statement is consistent with any other information included in the Annual Report.

# Independent auditor's report

## To the shareholders of MaltaPost p.l.c.

### REPORT ON CORPORATE GOVERNANCE - *continued*

We are not required to, and we do not, consider whether the Board's statements on internal control included in the Statement of Compliance cover all risks and controls, or form an opinion on the effectiveness of the Company's corporate governance procedures or its risk and control procedures.

In our opinion, the Statement of Compliance set out on pages 8 to 13 has been properly prepared in accordance with the requirements of the Listing Rules issued by the Malta Listing Authority.

We also read other information contained in the Annual Report and considered whether it is consistent with the audited financial statements. The other information comprises the Chairman's statement to the members, the Chief Executive Officer's review of operations, the Directors' report and other Company Information. Our responsibilities do not extend to any other information.

- Under the Listing Rules to review the statement made by the Directors that the business is a going concern together with supporting assumptions or qualifications as necessary.

We have nothing to report to you in respect of these responsibilities.

**PRICEWATERHOUSECOOPERS** 

167, Triq il-Merkanti,  
Valletta, VLT 1174  
Malta



**Simon Flynn**  
Partner

### REPORT ON OTHER LEGAL AND REGULATORY REQUIREMENTS

05 January 2011

We also have responsibilities:

- Under the Maltese Companies Act, 1995 to report to you if, in our opinion:
  - The information given in the Directors' report is not consistent with the financial statements.
  - Adequate accounting records have not been kept, or that returns adequate for our audit have not been received from branches not visited by us.
  - The financial statements are not in agreement with the accounting records and returns.
  - We have not received all the information and explanations we require for our audit.
  - Certain disclosures of Directors' remuneration specified by law are not made in the financial statements, giving the required particulars in our report.

# Five year summary

## Accounting ratios

	<b>01/10/09</b> <b>to</b> <b>30/09/10</b> <b>%</b>	01/10/08 to 30/09/09 %	01/10/07 to 30/09/08 %	01/10/06 to 30/09/07 %	01/10/05 to 30/09/06 %
Gross profit margin	<b>29.59</b>	30.15	28.15	23.66	18.20
Operating profit margin	<b>14.28</b>	14.19	12.44	7.44	2.10
Operating profit to total assets	<b>13.86</b>	12.98	11.90	7.18	2.40
Operating profit to capital employed	<b>22.53</b>	26.34	28.33	16.30	4.70
Profit before tax to total equity	<b>24.76</b>	29.30	32.21	19.67	6.30
Profit after tax to total equity	<b>16.34</b>	18.15	20.91	12.91	5.30
	<b>30/09/10</b>	30/09/09	30/09/08	30/09/07	30/09/06
Shares in issue of €0.25 each (thousands)	<b>30,570</b>	29,130	28,000	-	-
Net assets per share (€ cents)	<b>42</b>	37	32	302	270
Earnings per share (€ cents)	<b>7</b>	7	7	4	1

# Financial highlights in major currencies

	<b>USD</b>	<b>GBP</b>
	<b>000's</b>	<b>000's</b>
<b>For the year ended 30 September 2010</b>		
Revenue	27,862	17,518
Gross profit	8,244	5,183
Operating profit	3,978	2,501
Profit before tax	4,371	2,748
Net profit after tax	2,884	1,813

## At 30 September 2010

Total assets less current liabilities	19,953	12,546
Total equity	17,655	11,101

## Per share

	<b>USD</b>	<b>GBP</b>
Earnings	0.10	0.06
Net asset value	0.58	0.36

*At currency rates of exchange ruling on 30 September 2010:*

USD 1.3657 = EUR 1

GBP 0.8587 = EUR 1



# Supplementary information

## MaltaPost p.l.c. Branches

305, Triq Hal Qormi,  
Marsa,  
MTP 1001

153, Triq il-Kbira,  
Balzan,  
BZN 1251

58, Triq il-Wied,  
Birkirkara,  
BKR 9013

48, Triq Zarenu Dalli,  
Birzebbuga,  
BBG 1522

Block 14,  
Fuq San Pawl,  
Bormla,  
BML 1910

Post Office,  
Triq J. F. De Chambrai,  
Ghajnsielem,  
GSM 1051

Post Office,  
Triq il-Vizitazzjoni,  
Gharb,  
GRB 1044

Post Office,  
Pjazza Meme' Scicluna,  
Gzira,  
GZR 1120

18, Triq il-Ferrovija,  
Hamrun,  
HMR 1900

11, Trejqa Dun Gulju Muscat,  
Luqa,  
LQA 1450

Malta International Airport,  
M.I.A. Hall,  
Luqa,  
LQA 5001

100, Triq il-Mithna l-Gdida,  
Mellieha,  
MLH 1107

Centru Civiku,  
Triq il-Kostituzzjoni,  
Mosta,  
MST 9059

13, Triq it-Tramuntana,  
Nadur,  
NDR 1220

Centru Civiku,  
Vjal il-Wiehed u  
Ghoxrin ta Settembru,  
Naxxar,  
NXR 1018

Post Office,  
Telghet Gwardamangia,  
Pieta',  
PTA 1310

Centru Civiku,  
Pjazza Antoine de Paule,  
Rahal Gdid,  
PLA 1266

Post Office,  
Triq it-Turisti,  
Qawra,  
SPB 1024

207, Triq il-Vitorja,  
Qormi,  
QRM 2504

Centru Civiku,  
Triq Santa Rita,  
Rabat,  
RBT 1001

95, Triq in-Naxxar,  
San Gwann,  
SGN 9031

118, Triq Manwel Dimech,  
Sliema,  
SLM 1055

Lombard Bank,  
Triq Paceville,  
Paceville,  
San Giljan,  
STJ 3155

Post Office,  
Sqaq Tax-Xama',  
San Pawl il-Bahar,  
SPB 3525

Dar l-Annona,  
Misrah Kastilja,  
Valletta,  
VLT 1060

75, Triq l-Ifran,  
Valletta,  
VLT 1458

129, Triq ir-Repubblika,  
Victoria,  
VCT 1013

132, Triq it-Tigrija,  
Xaghra,  
XRA 2013

Centru Civiku,  
Triq il-Kunvent,  
Zabbar,  
ZBR 1351

Post Office,  
Triq Sciortino,  
Zebbug,  
ZBG 1962

37, Triq San Lucjan,  
Zejtun,  
ZTN 1834

8, Triq Santa Katarina,  
Zurrieq,  
ZRQ 1088

Mobile Post Office

# Supplementary information

## MaltaPost p.l.c. Sub-Post Offices

93, Higher Grades Stationery,  
Triq Kananea,  
Attard,  
ATD 2703

84, Landau Stationery,  
Triq Dun Gejtanu Mannarinu,  
Birkirkara,  
BKR 9085

94, Oreana Stationery,  
Triq L. Casolani,  
Birkirkara,  
BKR 4532

Nimrod Stationery,  
Triq il-Vittorja,  
Birkirkara,  
BKR 2691

6, Welcome Bazaar,  
Misrah Frenc Abela,  
Dingli,  
DGL 1081

Happy Kids Stationery,  
Triq San Tumas,  
Fgura,  
FGR 1608

Aquavel,  
Triq San Bartilimew,  
Gharghur,  
GHR 1014

235, Marcham Stationery,  
Triq Santa Marija,  
Ghaxaq  
GXQ 1716

Emtes Stationery,  
Triq William Baker,  
Gudja  
GDJ 1341

Squire Bookshop,  
Triq Manwel De Vilhena,  
Gzira  
GZR 1016

51A, Troy DVD and Stationery,  
Triq ix- Xatt,  
Kalkara,  
KKR 1502

Kunsill Lokali Kercem,  
Pjazza Orvieto,  
Kercem  
KCM 1360

34, Midas,  
Triq ix-Xatt,  
Marsascala,  
MSK 2113

41, Old Trafford,  
Triq l-Arznell,  
Marsaxlokk,  
MXK 1401

51, Triq G. Borg Olivier,  
Mellieha,  
MLH 1024

12, St Bees,  
Wesgha l-Gublew,  
Mgarr,  
MGR 1040

12, Alessio's Old Cottage,  
Triq il-Parrocca,  
Mqabba,  
MQB 1511

Sunny Island Mini Market,  
St Joseph square,  
Qala  
QLA 1113

19, Best Mark,  
Triq Rokku Buhagjar,  
Qrendi,  
QRD 1013

6, S.G.S.,  
Triq Felic Borg,  
San Gwann,  
SGN 2040

22A,  
Triq id-Duluri,  
San Lawrenz  
SLZ 1261

49, Louis Stationery,  
Pjazza San Nikola,  
Siggiewi,  
SGW 1070

7, Malton,  
Triq Censu Scerri,  
Tigne,  
Sliema,  
SLM 3062

6, Drago Stationery,  
Civic Centre Darwet it-Torri,  
Sta Lucia,  
SLC 1019

Paul's Arcade,  
Triq il-Kahli,  
San Pawl il-Bahar  
SPB 3015

16/17, Forex,  
Misrah is-Suq,  
Tarxien,  
TXN 1951

Step In,  
Misrah ir-Rebha,  
Vittoriosa  
BRG 1300

Fleet Stationery,  
Triq Testaferrata,  
Ta Xbiex,  
XBX 1402

16, Triq il-Kbira,  
Xewkija,  
XWK 2216

15, Serena Aparthotel,  
Triq San Xmun,  
Xlendi,  
XLN 1300

## Supplementary information

Collection of postal articles from public letterboxes is held as follows (exceptions may apply as announced to the public in agreement with the Malta Communications Authority):

- Monday – Friday as from 19.00; and
- Saturday as from 15.00.

Delivery of postal articles generally commences as from 7.00 a.m., and ends in accordance with operational exigencies.

Further information on our products and services, including prices and a full list of letterboxes and stamp vendors, may be found on our website on [www.maltapost.com](http://www.maltapost.com) or by request from our branches or from our Customer Care Department on 21224421.

The postal schemes which deal with a number of postal services may also be located and downloaded from our website or available upon request from our branches or our Customer Care. During the period under review, customer complaints accounted for 0.006% of all mail items handled.



Another Gozo boat in full sail

Issued 6 April 1926

Designer: John Harrison

Printer: Harrison & sons