



Press release

The challenges brought about by industry-specific conditions impacted the general operating environment of MaltaPost. During this reporting period, the Company was faced with a considerable increase in direct mail costs due to changes in tariffs regulated by the Universal Postal Union ("UPU"). This change in the tariff structure, as regulated by the UPU, also adversely impacted the Company's revenue streams. MaltaPost, being the national regulated postal operator, is mindful of its obligations to provide an affordable universal service albeit extending some of its core services at a loss in the short term as local letter tariffs continue to be the lowest in the EU. The Company is working closely with its regulator, the Malta Communications Authority, to ensure a fair regulatory approach which is appropriate and relevant to the challenging and dynamic competitive market in which it operates.

As announced previously, the Company concluded acquisitions of key properties, including its Head Office in Marsa and other strategically located properties. These were financed by a blend of own funds and bank borrowings which, understandably, impacted the interim results through a decrease in net finance income and an increase in depreciation and amortisation charges.

As a result of the above, for the six months ended 31 March 2012, MaltaPost reported a profit before tax of €796k compared to €1.69 million for the corresponding period last year. Other contributing factors and key indicators underlying these interim financial statements are as follows:

- Turnover increased by 3.1% to €11.0 million (2011: €10.7 million). Traditional mail volumes are still on the decline, in line with worldwide trend. However, this was compensated by an increase in weight of cross-border traffic which registered an increase in revenue despite being negatively impacted by the change in tariff structure as determined by the UPU. Other non postal revenue also contributed positively to the increase in turnover;
- Other expenses increased by 22.6% principally as a result of the increased mail costs explained above and labour cost;
- Total assets increased by 7.9% to €29.6 million;
- Shareholders' funds increased by 1.4% to €14.7 million.

Despite the challenges facing the postal market, the Board of Directors is confident that the Company has the necessary human, technical and financial resources to provide the best possible range of services to the community while continuing to deliver a fair return to its shareholders.

Stqarrija għall-istampa

L-operat tal-MaltaPost, kien affetwat, minn sfidi li huma speċifiki għall-industrija postali. Matul dan il-perjodu, l-ispejjeż tal-posta internazzjonali żdiedu b'mod konsiderevoli minħabba bdil fit-tariffi kif regolati mill-Unjoni Postali Universali ("UPU"). Din il-bidla fit-tariffi kif stipulat mill-UPU affetwat ukoll b'mod negattiv, id-dhul mill-posta internazzjonali. MaltaPost, li hija l-operatur nazzjonali li tipprovdi servizzi postali regolati, hi konxja ta' l-obbligu li tipprovdi s-servizz universali bi prezzijiet li jista' jlaħhaq magħhom kulhadd minkejja li tipprovdi xi servizzi essenzjali b'telf meta it-tariffa ta' l-ittra domestika baqgħet l-irħas fl-Ewropa. Il-Kumpanija qed taħdem mar-Regolatur, l-Awtorita Maltija għall-Komunikazzjoni, biex tiżgura li l-proċess regolatorju jkun wiehed ġust u relevanti għall-isfidi ta' suq dinamiku u kompettitiv li hija topera fih.

Kif diġa ntqal fi stqarrijiet preċedenti, l-Kumpanija xtrat propjetajiet importanti bħal ma hu l-Uffiċċju Ċentrali tal-Marsa u propjetajiet strateġiċi oħra. Il-Finanzjament ta' dawn il-propjetajiet ġie minn fondi tal-Kumpanija stess u self minn bank kummerċjali. Dan wassal biex id-dhul nett minn interessi jonqos u l-ispiża ta' diprezzament tiżdied.

B'risultat ta' dan kollu, għas-sitt xhur li għalqu fil-31 ta' Marzu 2012, il-MaltaPost irraportat Profitt qabel it-taxxa ta' €796k meta kkomparat ma' €1.69 miljun għall-istess perjodu s-sena l-oħra. Fatturi prinċipali oħra wara dan ir-riżultat huma:

- Id-dhul żdied b'3.1% għall-€11.0 miljun (2011: €10.7 miljun). Il-volum tal-posta tradizzjonali għadu qed jonqos li hu konformi ma dak li qed jiġri fi swieq postali oħra. Dan it-tnaqqis fil-volumi kien kumpensat minn żieda fil-piż ta' posta internazzjonali li rreġistrat żieda fid-dhul minkejja li kienet affetwata b'mod negattiv mill-bidla fit-tariffi internazzjonali kif determinata mill-UPU. Servizzi oħra m'hux postali ukoll ikkontribwew għal żieda fid-dhul;
- Spejjeż oħra żdiedu bi 22.6% primarjament riżultat ta' żieda fl-ispejjeż ta' posta internazzjonali u żieda fil-pagi;
- L-Assi tal-Kumpanija żdiedu b'7.9% għal 29.6 miljun;
- Il-fondi ta' l-Azzjonisti żdiedu b'1.4% għal 14.7 miljun.

Minkejja l-isfida li qed joffri s-suq Postali, l-Bord tad-Diretturi hu kunfidenti li l-Kumpanija għandha r-riżorsi neċessarji kemm daww Umani, tekniċi u finanzjarji biex tagħti l-aħjar servizzi lil komunita fil-waqt li tiżgura profitt xieraq lil azzjonisti.