2024 FINANCIAL PERFORMANCE AND KEY HIGHLIGHTS

A YEAR OF SUCCESS STORIES

#### **CONTENTS**

- 1. PERFORMANCE INDICATORS
- 2. DIVISIONAL PERFORMANCE
- 3. OTHER INVESTMENTS
- 4. FUTURE OUTLOOK
- 5. BEYOND THE BUSINESS

### OI PERFORMANCE INDICATORS

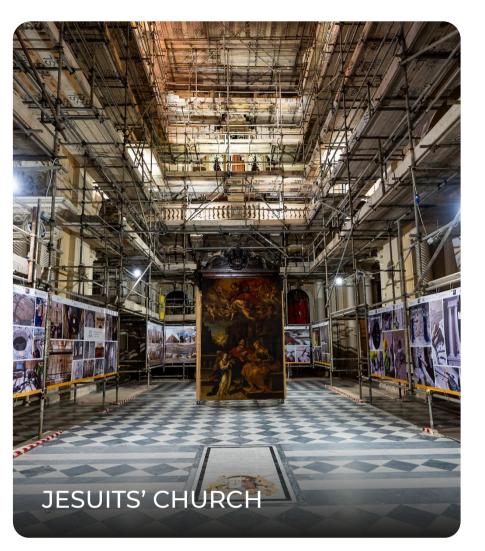




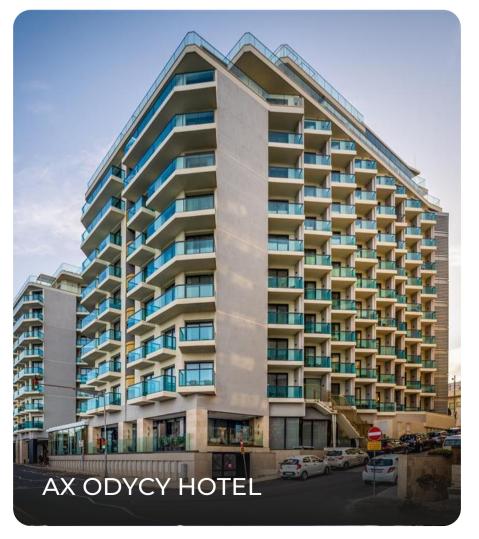
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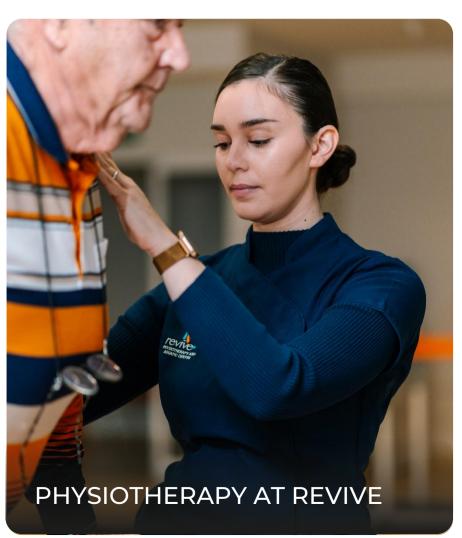
#### PERFORMANCE HIGHLIGHTS

- EXCEPTIONAL FINANCIAL PERFORMANCE: OVERALL INCREASE OF 67% IN GROUP REVENUE RESULTING IN AN GROUP EBITDA GROWTH OF 223% OVER PREVIOUS YEAR
- HOTELS SURPASS EXPECTATIONS: AX HOTELS
   OUTPERFORMED PROJECTIONS, DRIVEN BY A STRONG
   TOURISM SEASON AND ENHANCED OPERATIONAL
   EFFICIENCIES
- STEADY GROWTH IN CARE DIVISION: AX CARE CONTINUES
  TO SHOW CONSISTENT, INCREMENTAL GROWTH,
  MAINTAINING HIGH OCCUPANCY RATES
- CONSTRUCTION SECURES KEY CONTRACTS: AX
   CONSTRUCTION EXPANDED ITS PORTFOLIO BY
   SECURING MAJOR THIRD-PARTY CONTRACTS,
   STRENGTHENING ITS MARKET POSITION
- AX REAL ESTATE EXCEEDS EXPECTATIONS: THE DIVISION CONTINUES TO DELIVER STRONG RESULTS, WITH INCREASED TURNOVER. THE FLEXIBLE OPERATING MODEL IS PROVING SUCCESSFUL, ALLOWING AX REAL ESTATE TO CAPITALIZE ON THE BOOMING HOTEL BUSINESS



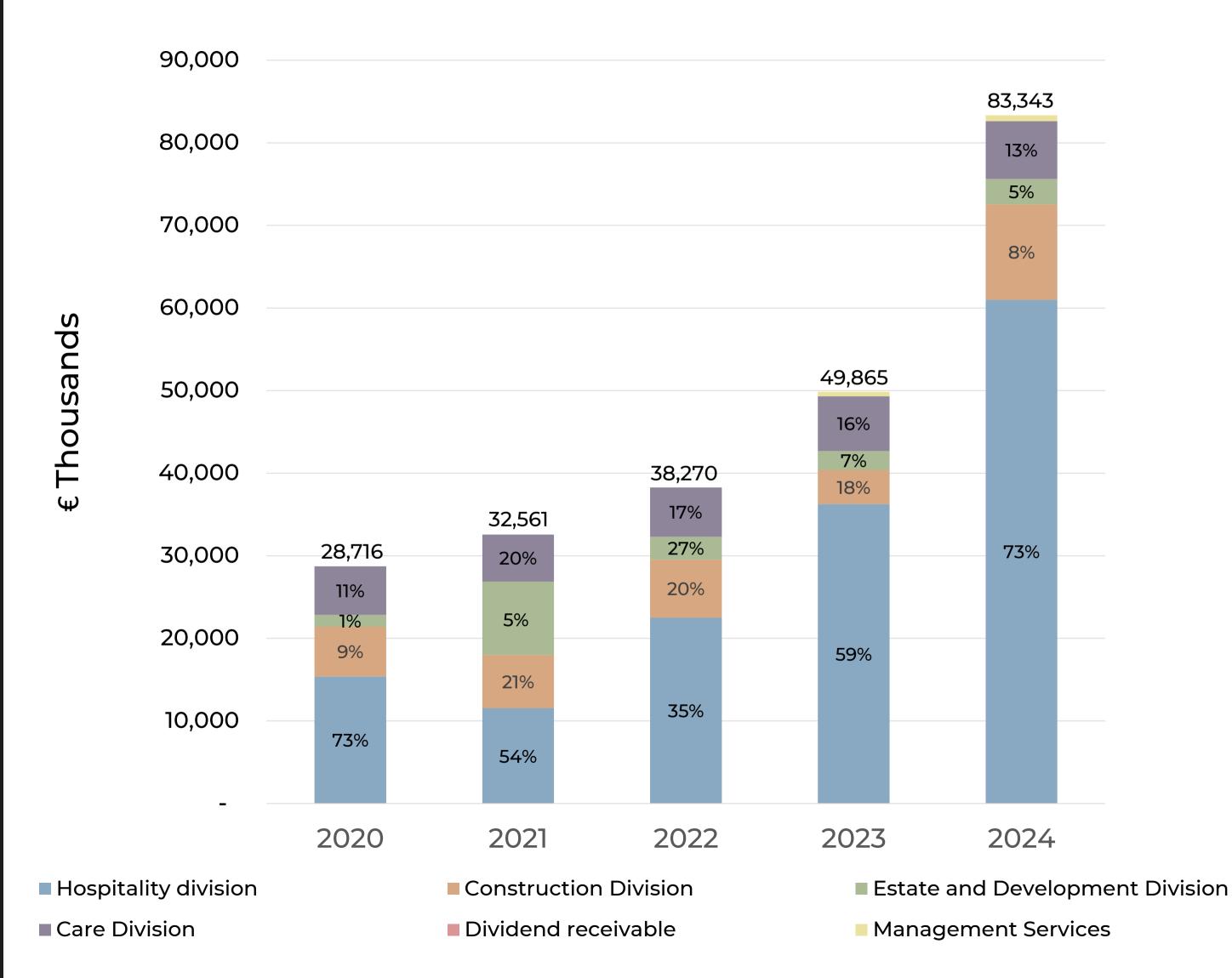






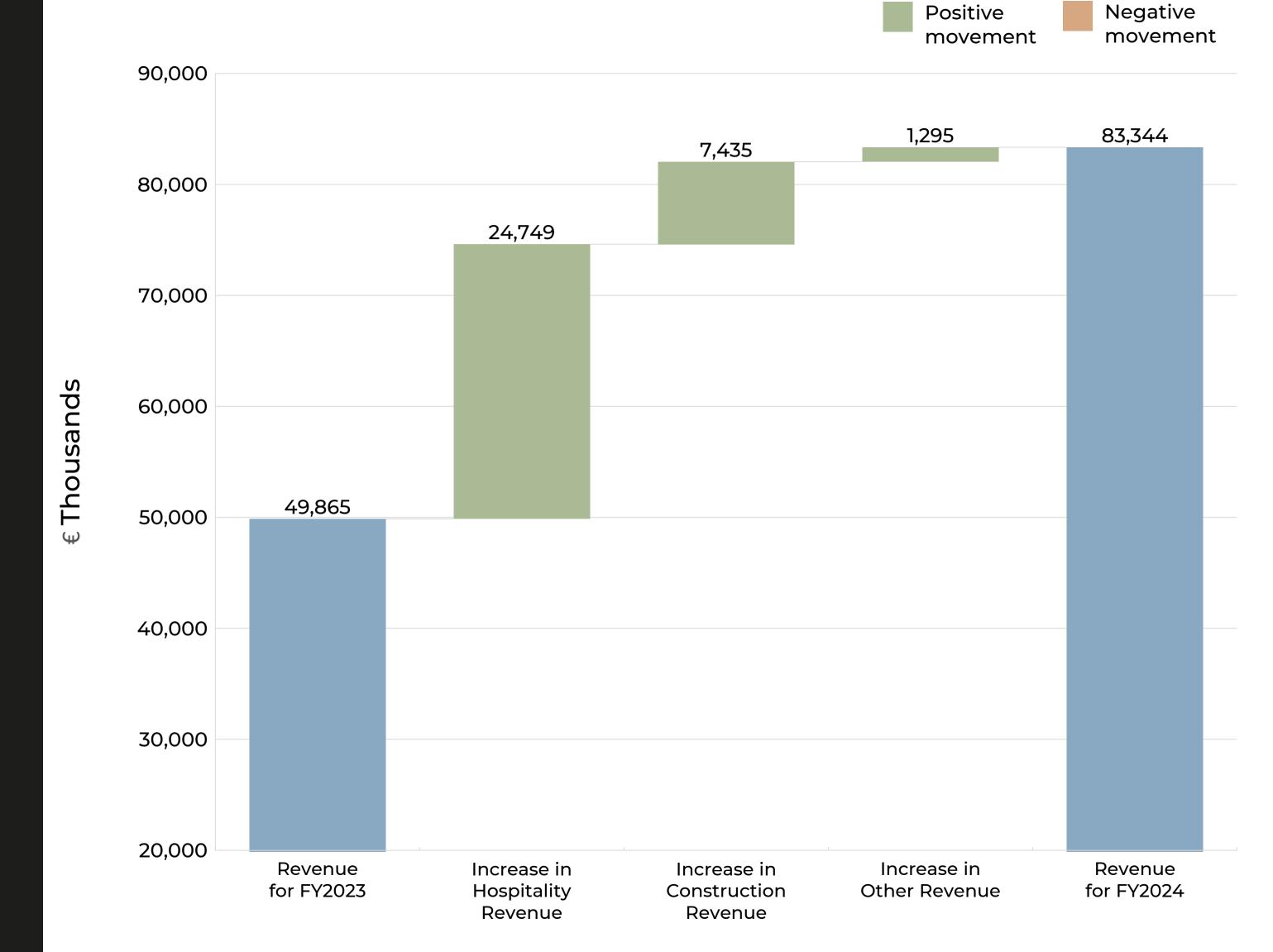


#### REVENUE COMPOSITION



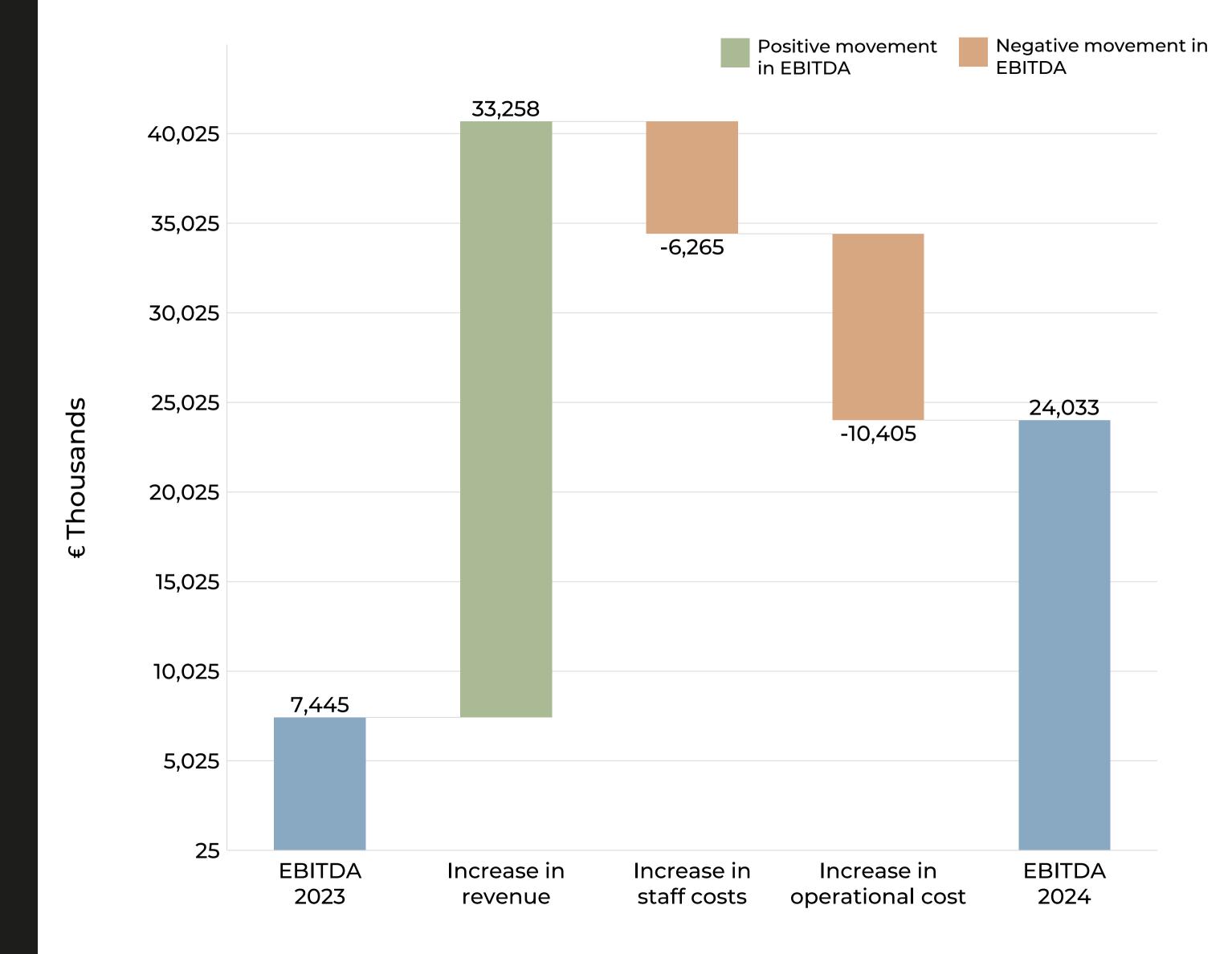


#### MOVEMENT IN GROUP REVENUE





## MOVEMENT IN GROUP EBITDA



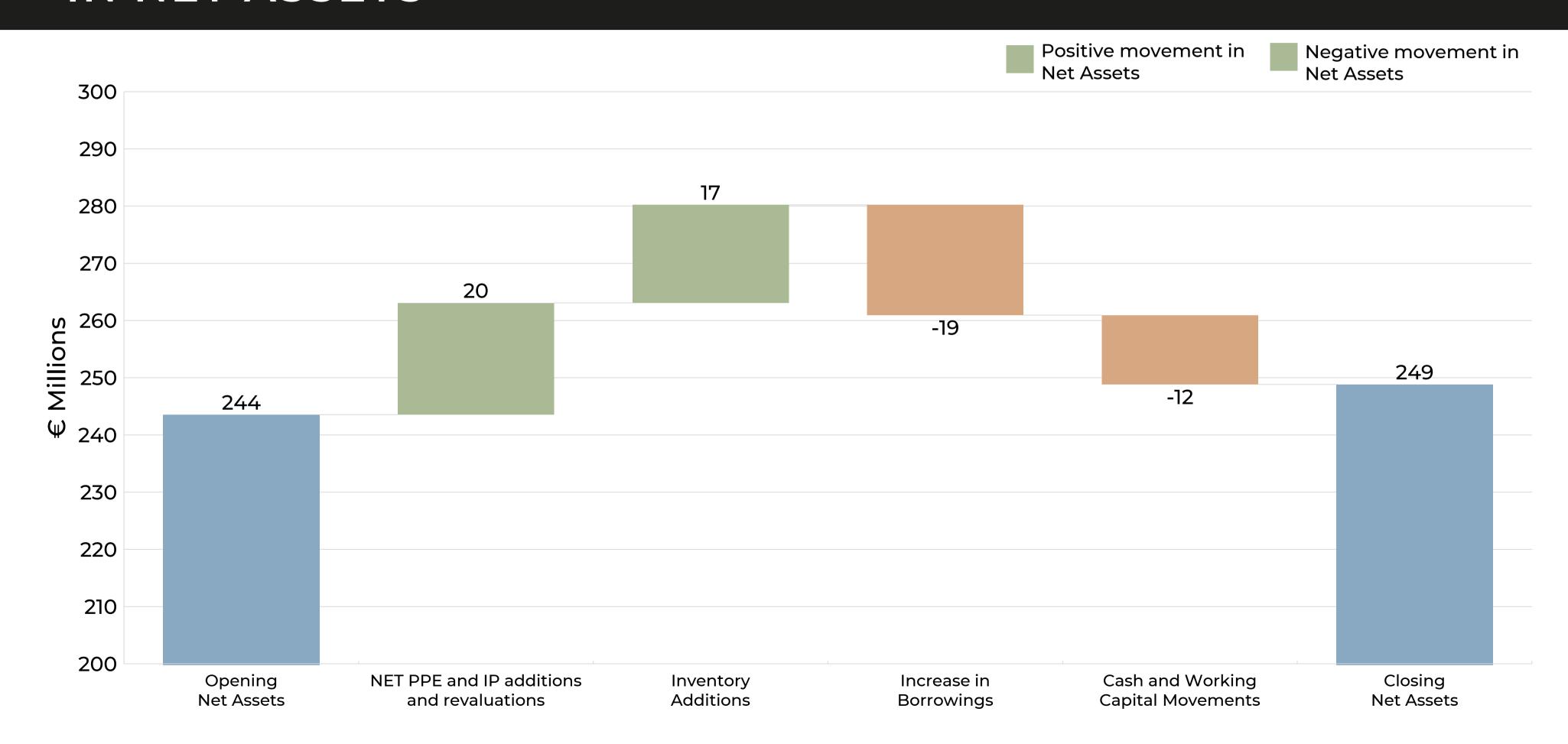


# GROUP PROFIT AND LOSS STATEMENT

	FY 2024 EUR	FY 2023 EUR
Revenue	83,343,606	49,865,256
Operating charges	(59,310,487)	(42,419,915)
EBITDA	24,033,119	7,445,341
Depreciation	(10,077,922)	(9,337,751)
Share of results of associates and joint ventures	2,104,953	975,602
Finance costs	(7,770,523)	(6,003,519)
(Loss)/gain on revaluation of investment properties	(2,477,613)	103,161
Profit/(loss) before taxation	5,812,014	(6,817,166)
Taxation	(744,664)	2,995,582
Profit/(loss) for the year	5,067,350	(3,821,584)
Other comprehensive income net of tax	5,753,886	847,653
Total comprehensive income/(loss)	10,821,236	(2,973,931)
EBITDA MARGIN %	28.8%	14.8%
INTEREST COVER	3.09x	1.24x

#### MOVEMENT IN NET ASSETS







# GROUP PERFORMANCE OVERVIEW

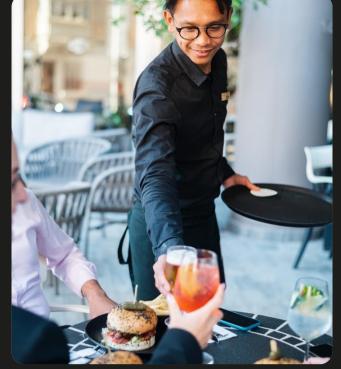
	FY 2024	FY 2023	
Total Assets	€ 513m	€ 474m	
Total Liabilities	€ 264m	€ 230m	
Net Assets	€ 249m € 244n		
Gearing	43.3%	40.7%	
ROE	9.7%	3.1%	
ROCE	5.5%	1.9%	
Free Cash Flow	(€ 18m)	(€ 50m)	

### 02 DIVISION PERFORMANCE

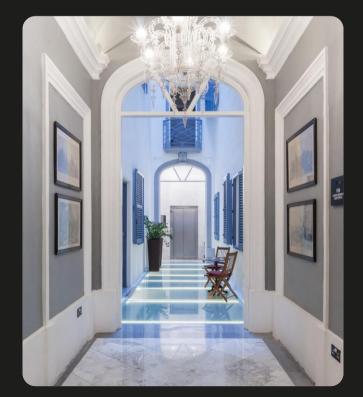




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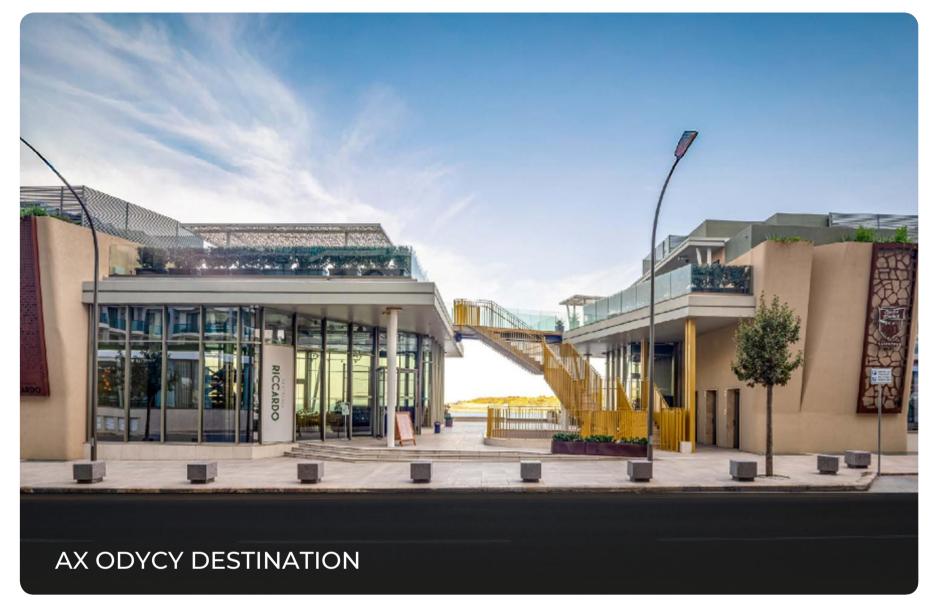


AX HOTELS

## HOSPITALITY DIVISION

### A HOTELS

- AX HOTELS EXCEEDED BUDGETED PERFORMANCE
   AN IMPROVEMENT OF EUR 6.8M (13%) OVER
   BUDGET
- PRIMARILY DRIVEN BY THE PERFORMANCE OF THE FIRST FULL YEAR OF AX ODYCY
- STRONG RATINGS ON ONLINE PLATFORMS
- PREPARATIONS FOR ENTRY IN THE WELLNESS MARKET WITH VERDALA WELLNESS HOTEL
- IN ADDITION TO INVESTING IN OUR PROPERTIES, WE CONTINUALLY INVEST IN OUR PEOPLE
- COMMITMENT TOWARDS SUSTAINABLE PRACTICES
   FIRST IN MALTA TO ACHIEVE GSTC CERTIFICATION
- CONTINUOUS INVESTMENT IN TECHNOLOGY -UPGRADED PMS AND POS ACROSS ALL OUR HOTELS AND MAXIE, AN AI-POWERED CHATBOT





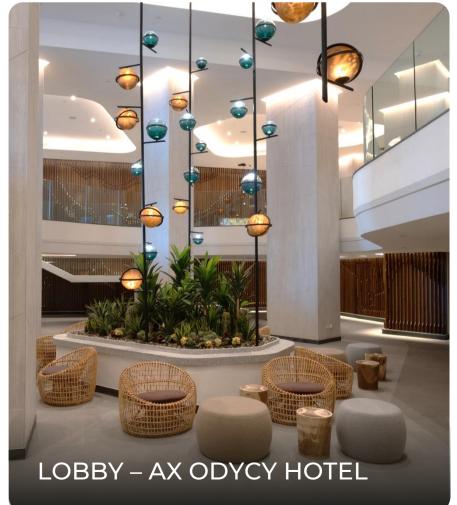


#### A HOTELS | QAWRA

- AX ODYCY HOTEL HAS BEEN ESTABLISHED AS THE LEADING HOTEL IN THE NORTH OF MALTA
- FULL YEAR OF OPERATION HAS DELIVERED EXCEPTIONAL RESULTS WITH OCCUPANCY & RATES EXCEEDING TARGETS
- AX ODYCY'S FOOD AND BEVERAGE CONCEPTS HAVE NOT ONLY ATTRACTED A LOYAL CUSTOMER BASE BUT GENERATED IMPRESSIVE RETURNS
- FOCUS ON GUEST EXPERIENCE RATINGS ON ONLINE PLATFORMS REMAINS EXCEPTIONALLY HIGH
- AX ODYCY HOTEL ACHIEVED MULTIPLE AWARDS
  - TRAVELLER REVIEW AWARD 2024,
  - TRIPADVISOR TRAVELLERS' CHOICE AWARD FOR 2024,
  - INTERIOR ARCHITECTURE AWARD FOR HOSPITALITY AND TOURISM PROJECTS AWARD AT THE 2023 MASP







#### A HOTELS | SLIEMA

- DESPITE INCREASING COMPETITION IN SLIEMA AREA, BOTH HOTELS EXPERIENCED A GROWTH IN REVENUE WITH HIGHER OCCUPANCY AND ROOM RATES
- THE SLIEMA HOTELS WERE THE FIRST HOTELS IN MALTA CERTIFIED BY THE GLOBAL SUSTAINABLE TOURISM COUNCIL (GSTC)
- THE TEMPTASIAN RESTAURANT RECEIVED THE BEST HOTEL RESTAURANT AWARD AT THE MALTA CULINARY AWARDS 2024
- FOCUSED ON STAFF DEVELOPMENT AND AN INCLUSIVE CULTURE THROUGH STAFF RECOGNITION PROGRAMMES
- REPLACEMENT OF WI-FI INFRASTRUCTURE ENHANCING GUEST EXPERIENCE
- PLANNED REFURBISHMENT OF AX THE PALACE IN 2026 TO MAINTAIN GROWTH AND COMPETITIVE ADVANTAGE

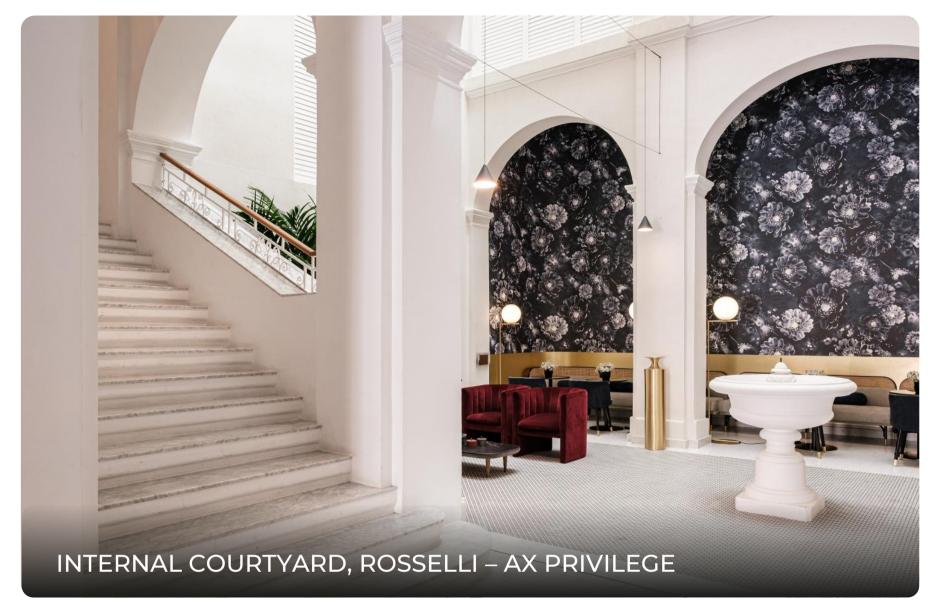






#### A HOTELS | VALLETTA

- AX THE ST. JOHN HOTEL AND ROSSELLI AX PRIVILEGE ACHIEVED HIGHER OCCUPANCIES AND ROOM RATES WHEN COMPARED TO BUDGET
- ROSSELLI AX PRIVILEGE HAS NOW BEEN ESTABLISHED AS A LEADING LUXURY HOTEL IN MALTA
- WE CONTINUE INVESTING IN OUR PROPERTIES INCORPORATED A GYM AND ENHANCED OVER GRAIN CONCEPT
- VARIOUS ACHIEVEMENTS:
  - ROSSELLI AX PRIVILEGE CLASSIFIED AS FORBES RECOMMENDED HOTEL
  - UNDER GRAIN RETAINED THE MICHELIN STAR AND RECEIVED 3 FORKS FROM FORBES
  - GRAIN STREET RETAINED ITS BIB GOURMAND RATING

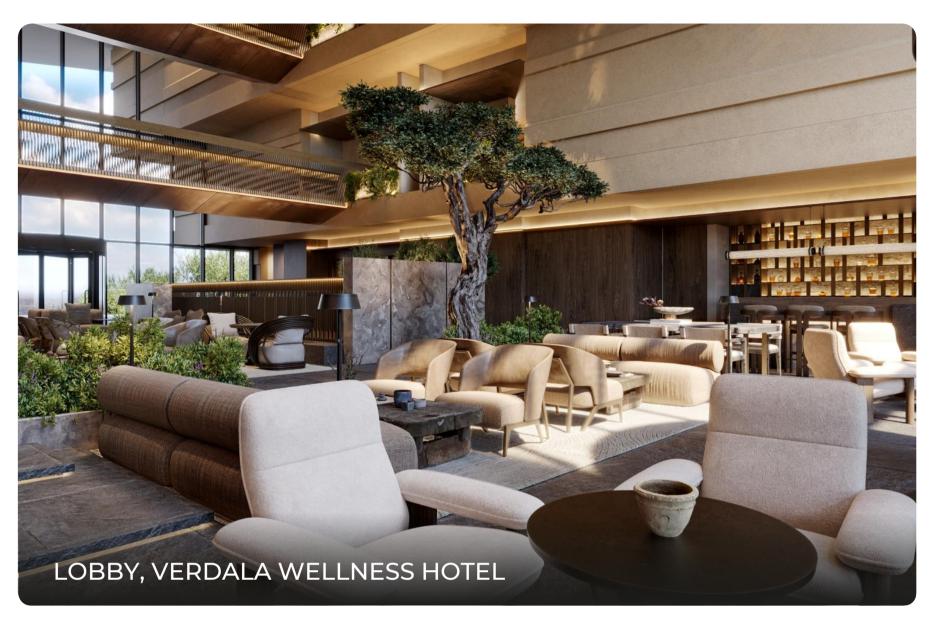


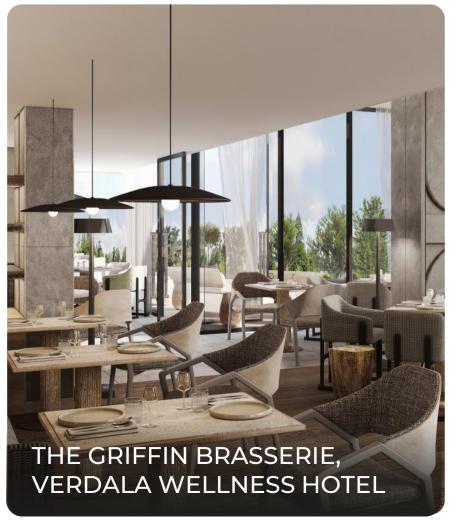


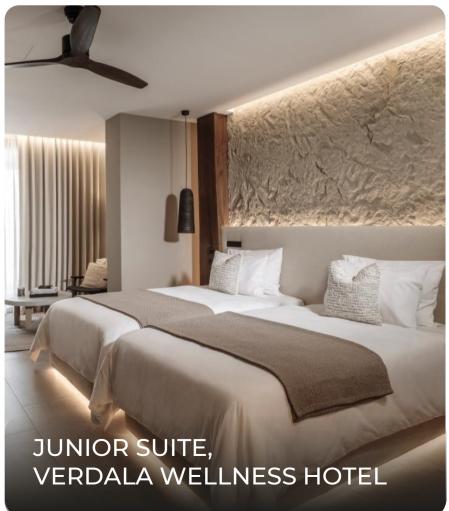


#### A HOTELS | RABAT

- FOCUS ON WELLNESS FEATURING 46 ROOMS, INCLUDING PENTHOUSES AND DESIGNER SUITES, WITH TOP-TIER WELLNESS AMENITIES INCLUDING AN INFINITY POOL, MEDITATION ZONE, HAMMAM, SALT CAVE, INFRARED SAUNA AND MORE
- THE VERDALA SPA COMPRISES OF A 1,500-SQUARE-METRE WELLNESS AREA OFFERING A MIX OF ADVANCED THERAPIES, HOLISTIC PRACTICES, AND NON-INVASIVE TREATMENTS
- ENHANCED WELLNESS THROUGH DINING MENUS FOCUSED ON USING LOCAL, SEASONAL INGREDIENTS, BLENDING NOURISHMENT AND LUXURY
- MARKETING STRATEGIES SET TO ATTRACT WELLNESS TOURISTS AND RETREAT GROUPS, FOCUSING ON THE US, UK, AND OTHER KEY MARKETS









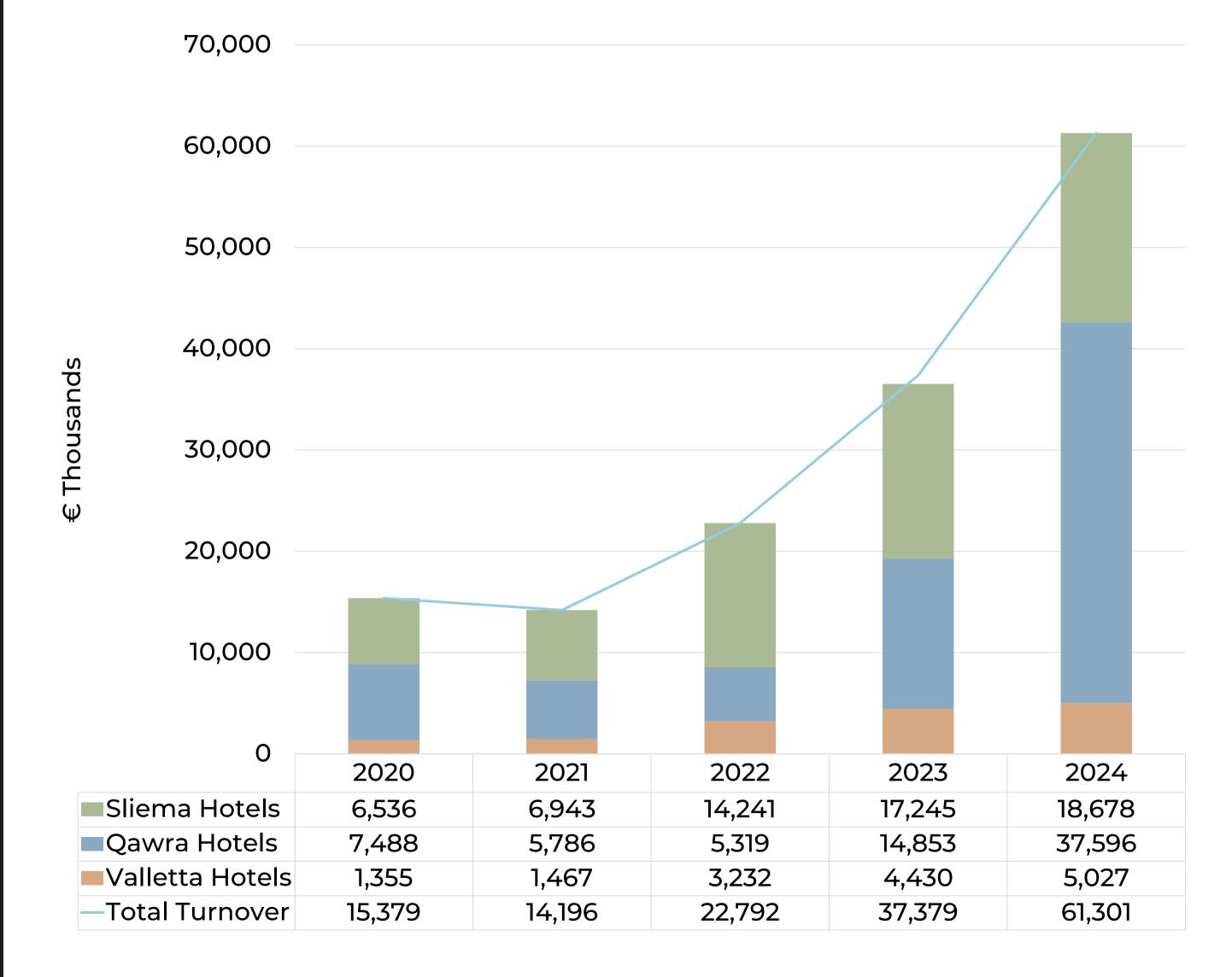
#### HOTELS KPI'S

OCCUPANCY	2020	2021	2022	2023	2024
The Palace	44%	45%	72%	91%	95%
The Victoria	34%	26%	79%	88%	94%
AX Odycy	35%	33%	-	47%	81%
The Sunny Coast	44%	26%	69%	75%	76%
The Saint John	33%	29%	81%	83%	86%
Rosselli	28%	25%	33%	57%	64%

ADR	2020	2021	2022	2023	2024
The Palace	€ 90	€ 113	€ 135	€141	€133
The Victoria	€ 75	€ 101	€94	€102	€106
AX Odycy	€ 43	€ 76	-	€126	€112
The Sunny Coast	€ 67	€ 95	€ 92	€98	€102
The Saint John	€ 103	€ 139	€ 138	€156	€162
Rosselli	€ 164	€ 183	€ 243	€251	€258

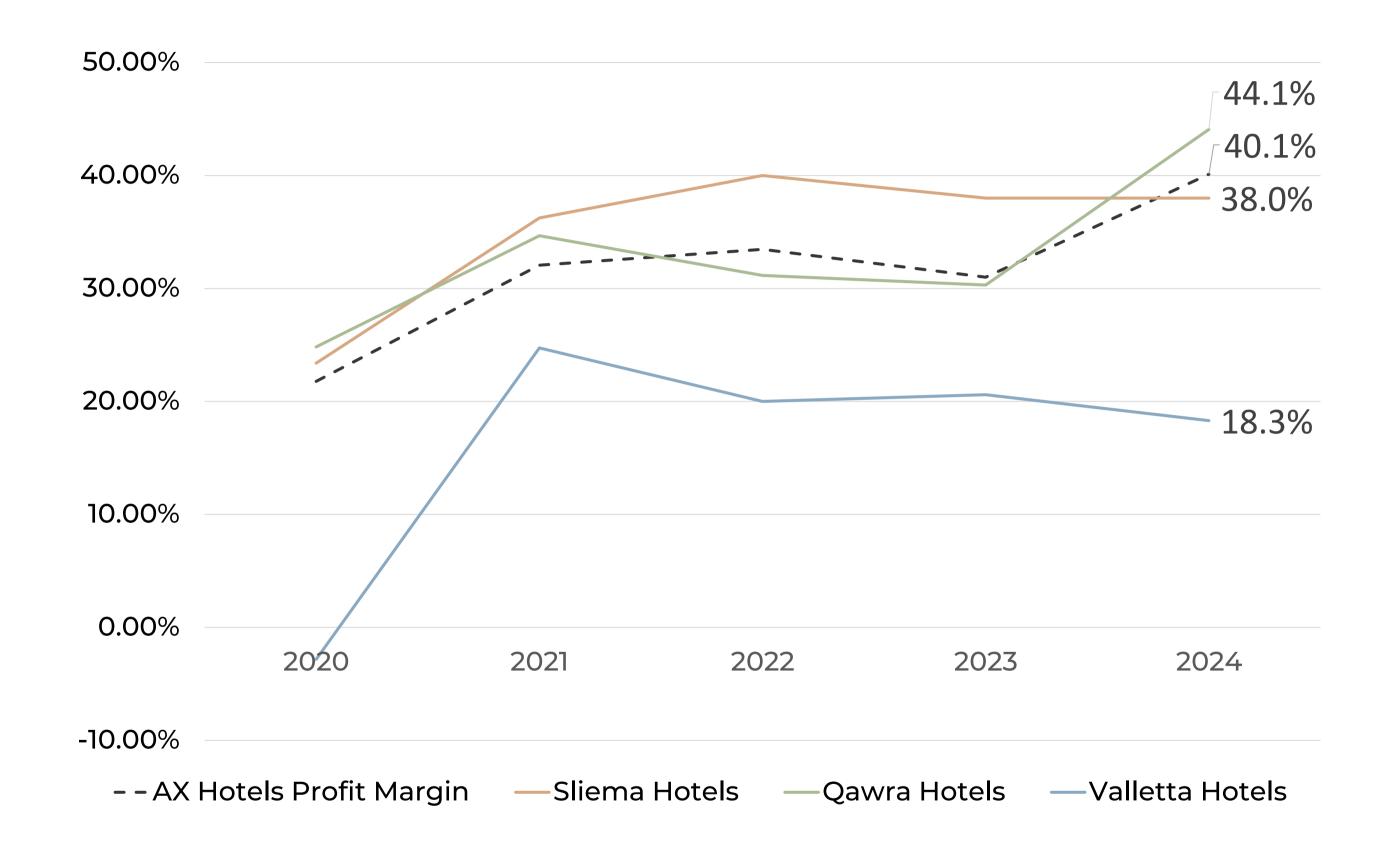


#### HOSPITALITY REVENUE





## HOSPITALITY GOP%













AX CARE
HEALTHCARE
DIVISION



- PRIORITISING THE WELL BEING OF OUR RESIDENTS WITH AN ACTIVE CALENDAR OF EVENTS
- COMMUNITY PARTNERSHIPS: COLLABORATED WITH ARTHRITIS AND RHEUMATISM ASSOCIATION MALTA AND THE DEMENTIA ASSOCIATION
- SAFETY AND WELLNESS: LAUNCHED A FALLS PREVENTION PROGRAMME AT REVIVE





- CONTINUED STRONG DEMAND FOR THE HILLTOP GARDENS' INDEPENDENT UNITS – WAITING LIST EXCEEDING 100 CUSTOMERS
- SIMBLIJA CARE HOME ACHIEVED AN OCCUPANCY OF 90% WITH A BALANCED MIX BETWEEN LONG TERM AND SHORT-TERM RESIDENTS
- REVIVE PHYSIO AND AQUATIC THERAPY COLLABORATION WITH VARIOUS CLUBS & ASSOCIATIONS IN 2024 LED TO IMPROVED RETURNS

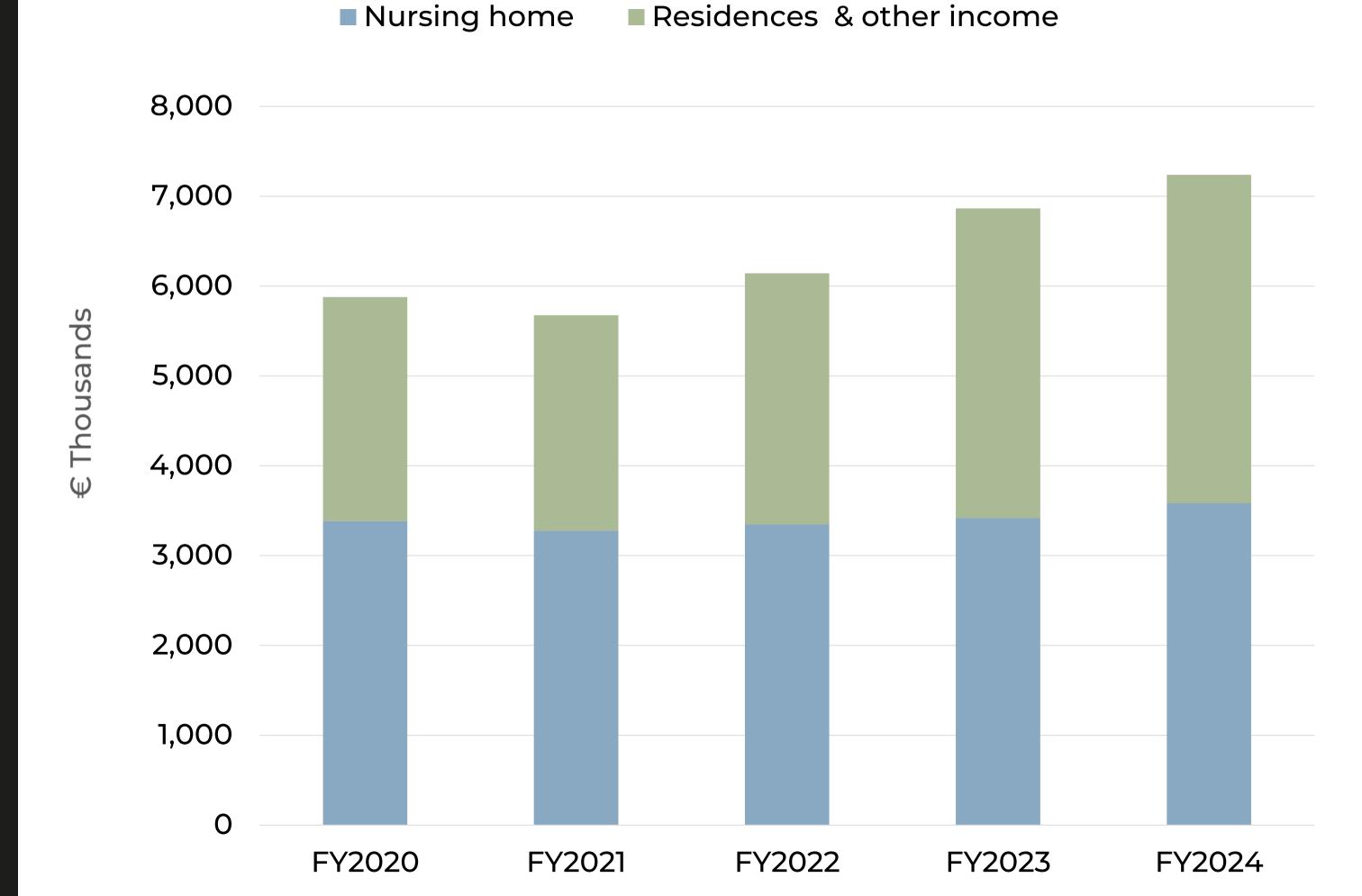








## CARE DIVISION PERFORMANCE

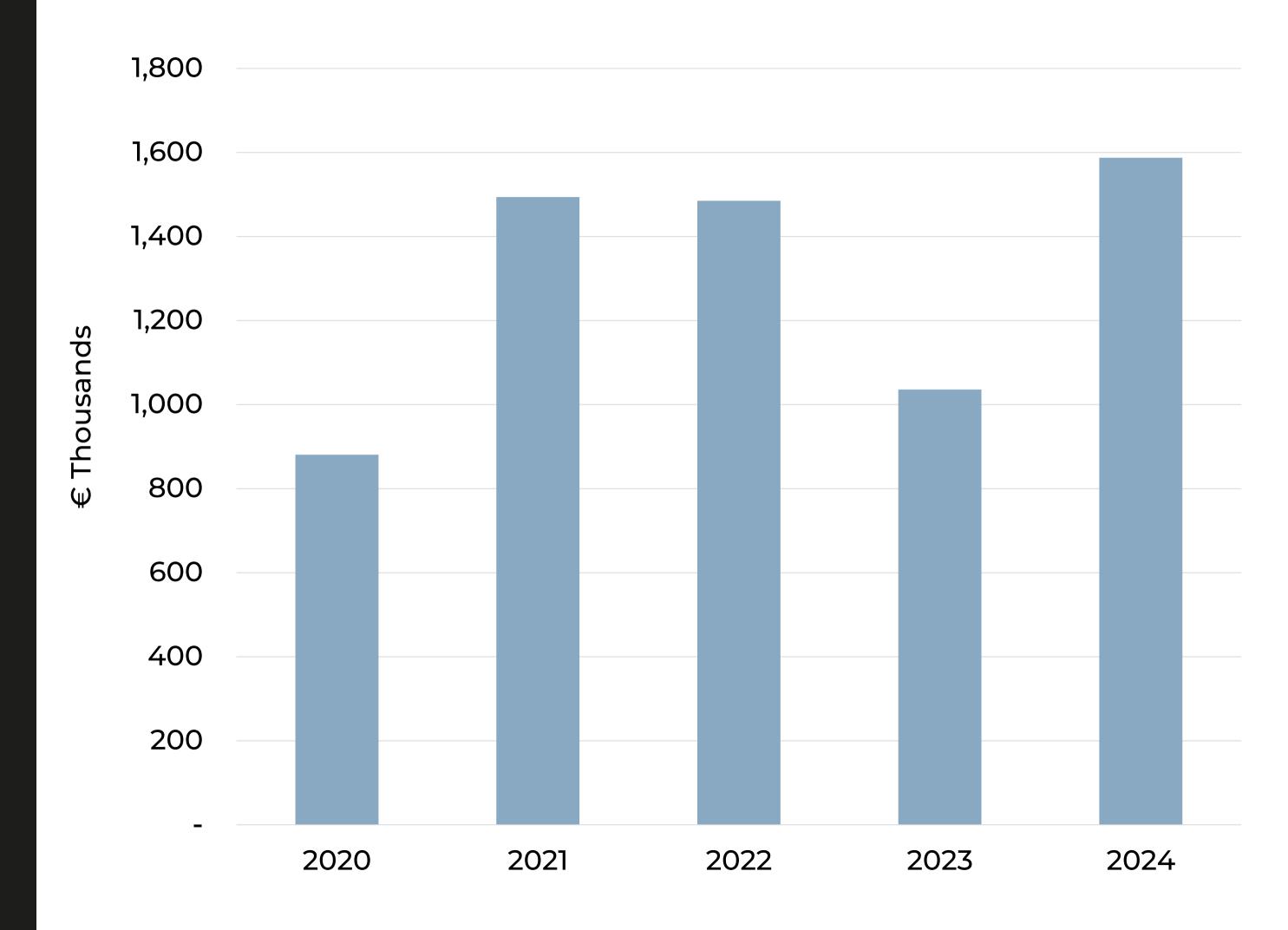


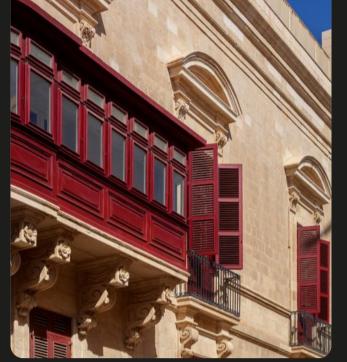
Revenue

#### **Gross Operating Profit**

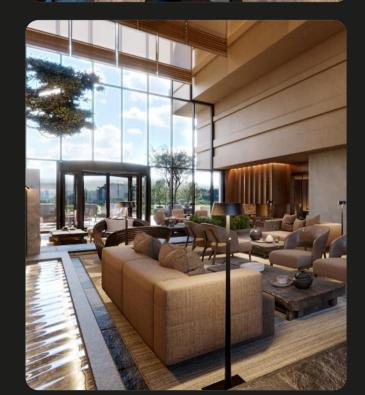


#### CARE DIVISION PERFORMANCE













AX DEVELOPMENT

# DEVELOPMENT DIVISION

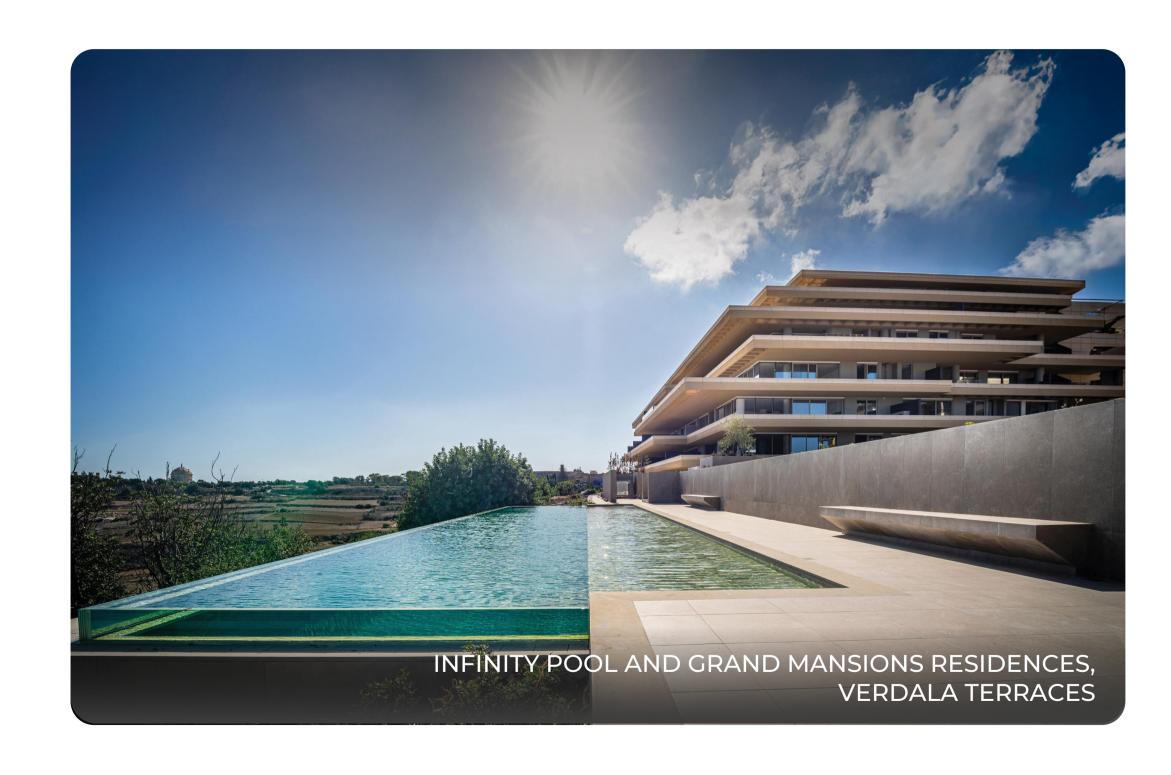


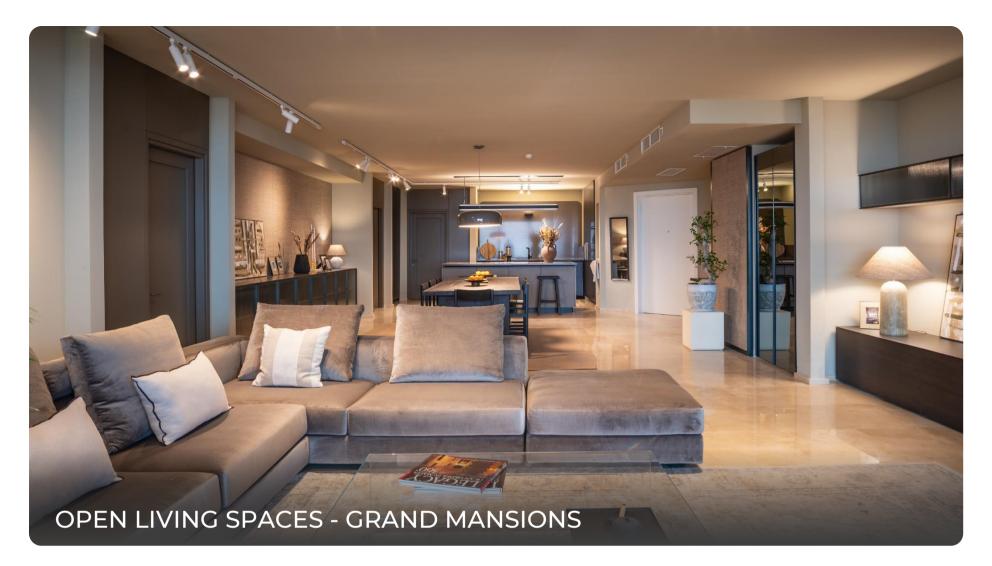
#### **VERDALA TERRACES**

## RESIDENTIAL DEVELOPMENT © RABAT

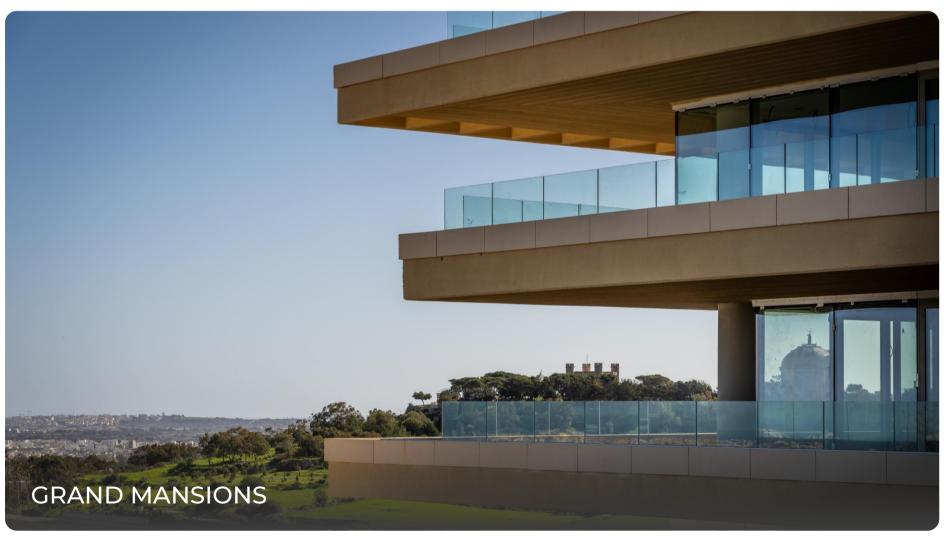
- RESIDENTIAL BLOCKS (THE GRAND & ROYAL MANSIONS) ARE READY
- FIRST RESIDENTS HAVE STARTED MOVING IN
- DEEDS OF SALE ARE BEING FINALISED
- NEW SALE AGREEMENTS ARE PROGRESSING AS EXPECTED

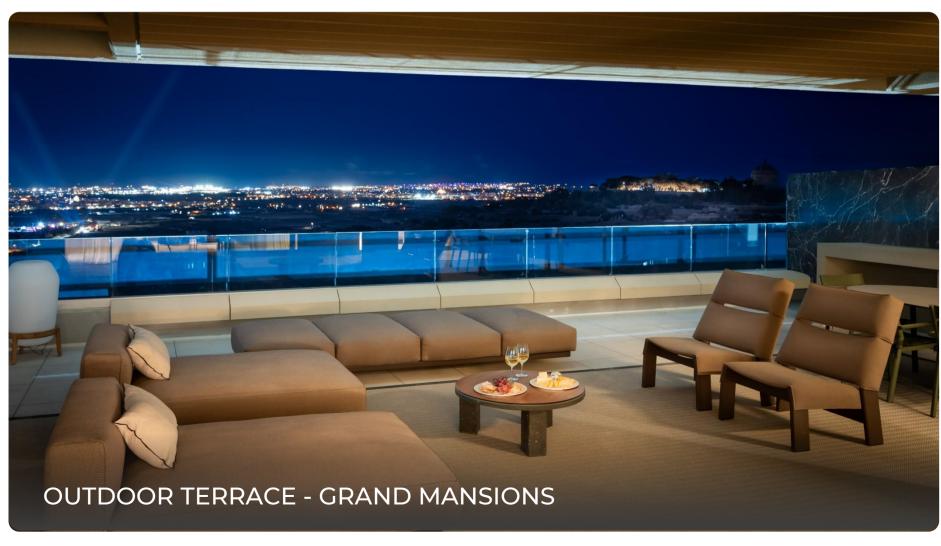












## VERDALA WELLNESS HOTEL

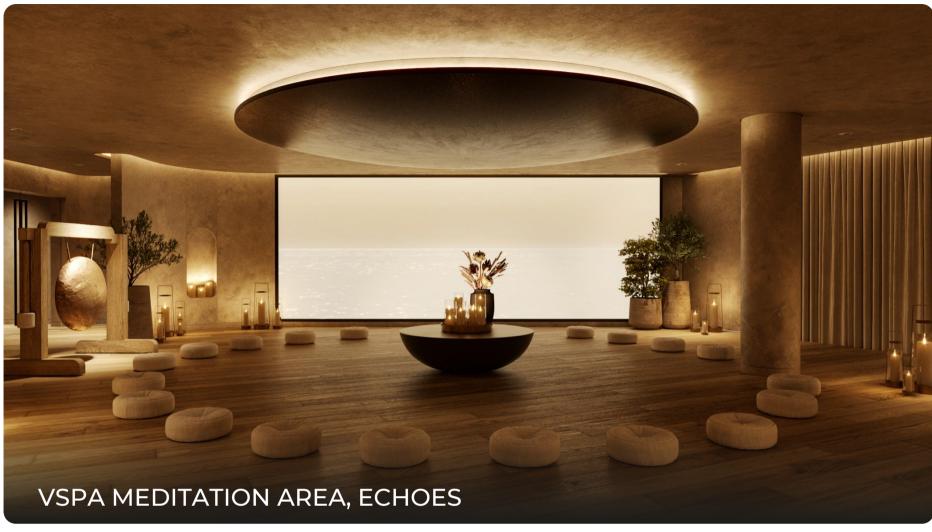
#### **Q** RABAT

- HOTEL FINISHES ARE PROGRESSING RAPIDLY,
   WITH A CLEAR END IN SIGHT
- THE HOTEL IS SET TO OPEN IN Q2 OF 2025
- WORKS ON VERDALA HEIGHTS RESIDENCES IS ALSO PROGRESSING AT A STEADY PACE AND ARE EXPECTED TO BE COMPLETED IN Q3 OF 2025
- THE HOSPITALITY CONCEPT IS NOW WELL-DEFINED
- RECRUITMENT OF THE HOTEL MANAGEMENT TEAM AND OPERATIONAL STAFF IS PROGRESSING STEADILY

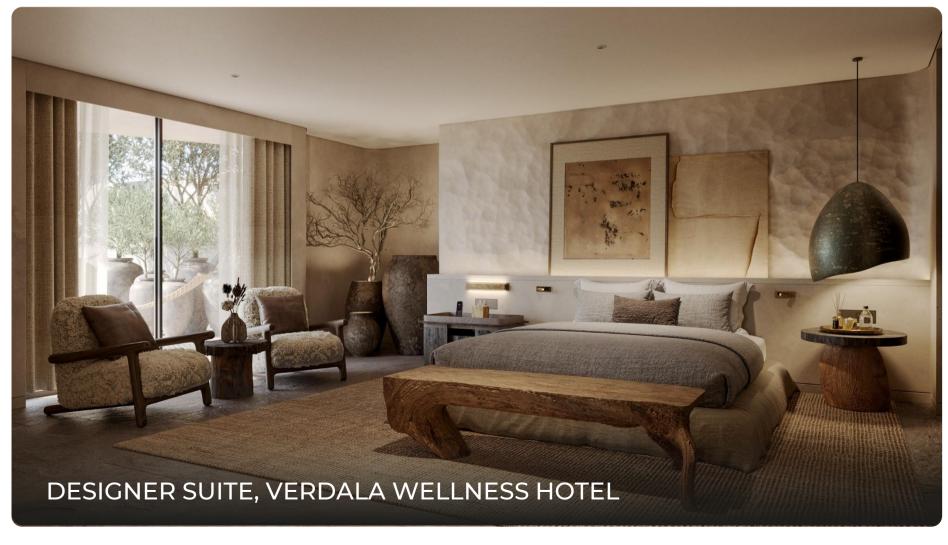










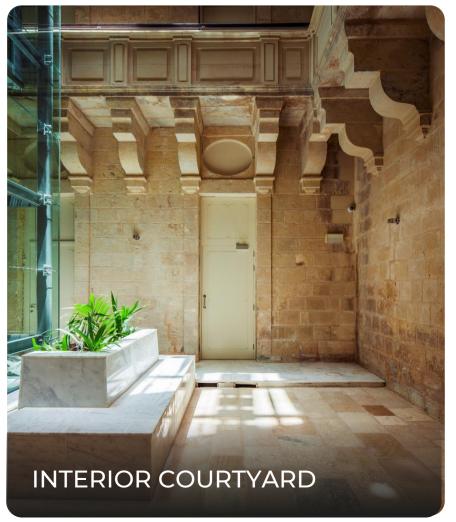


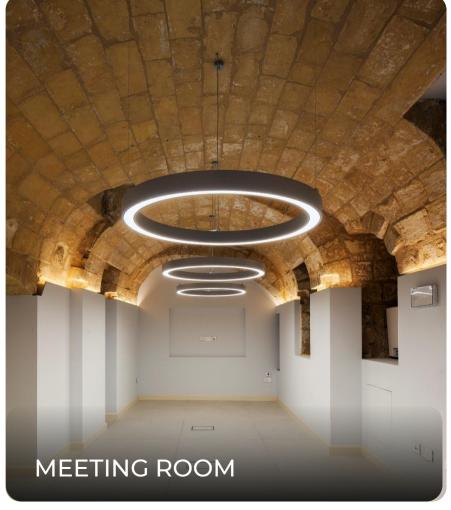
#### PALAZZO LUCIA

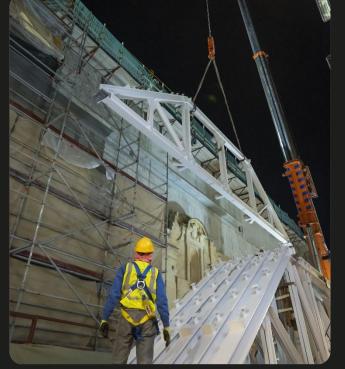
#### **Q VALLETTA**

- WORKS ON PALAZZO LUCIA WERE COMPLETED IN JUNE 2024
- THE RENOVATED PALAZZO OFFERS 1,248 SQM OF OFFICE SPACE WITH MODERN AMENITIES
- UPON COMPLETION, THE PROPERTY WAS FULLY LEASED OUT FOR A 10-YEAR TERM TO A GOVERNMENT MINISTRY

















AX CONSTRUCTION

# CONSTRUCTION DIVISION

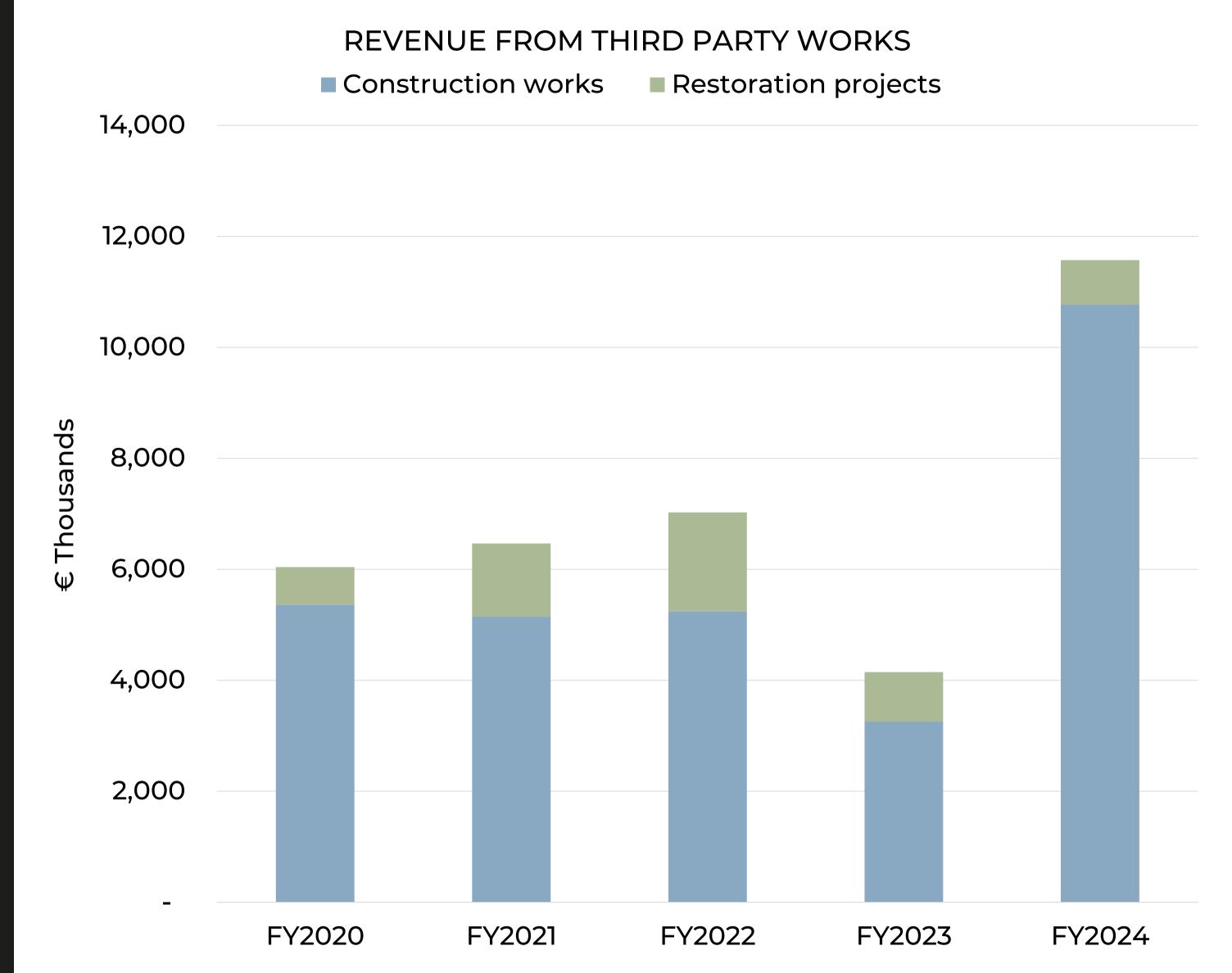
### AX CONSTRUCTION

- REBALANCING THE BUSINESS MIX FOCUS ON THIRD PARTY PROJECTS
- MAIN PROJECTS:
  - SCHENGEN DEPARTURES, MALTA INTERNATIONAL AIRPORT, LUQA
  - ST. JOHN'S CO-CATHEDRAL, VALLETTA
  - JESUITS' CHURCH, VALLETTA
  - VILLA LUNGINSLAND, RABAT
  - QUINTANO FOODS, MARSA
  - THE VERDALA WELLNESS HOTEL, RABAT
- DESPITE THE FOCUS ON EXTERNAL WORK, AX CONSTRUCTION IS PIVOTAL FOR THE REALISATION OF AX PROJECTS
- COMMITTED TO A SAFE WORK ENVIRONMENT WHILST RESPECTING THE COMMUNITIES WE OPERATE IN





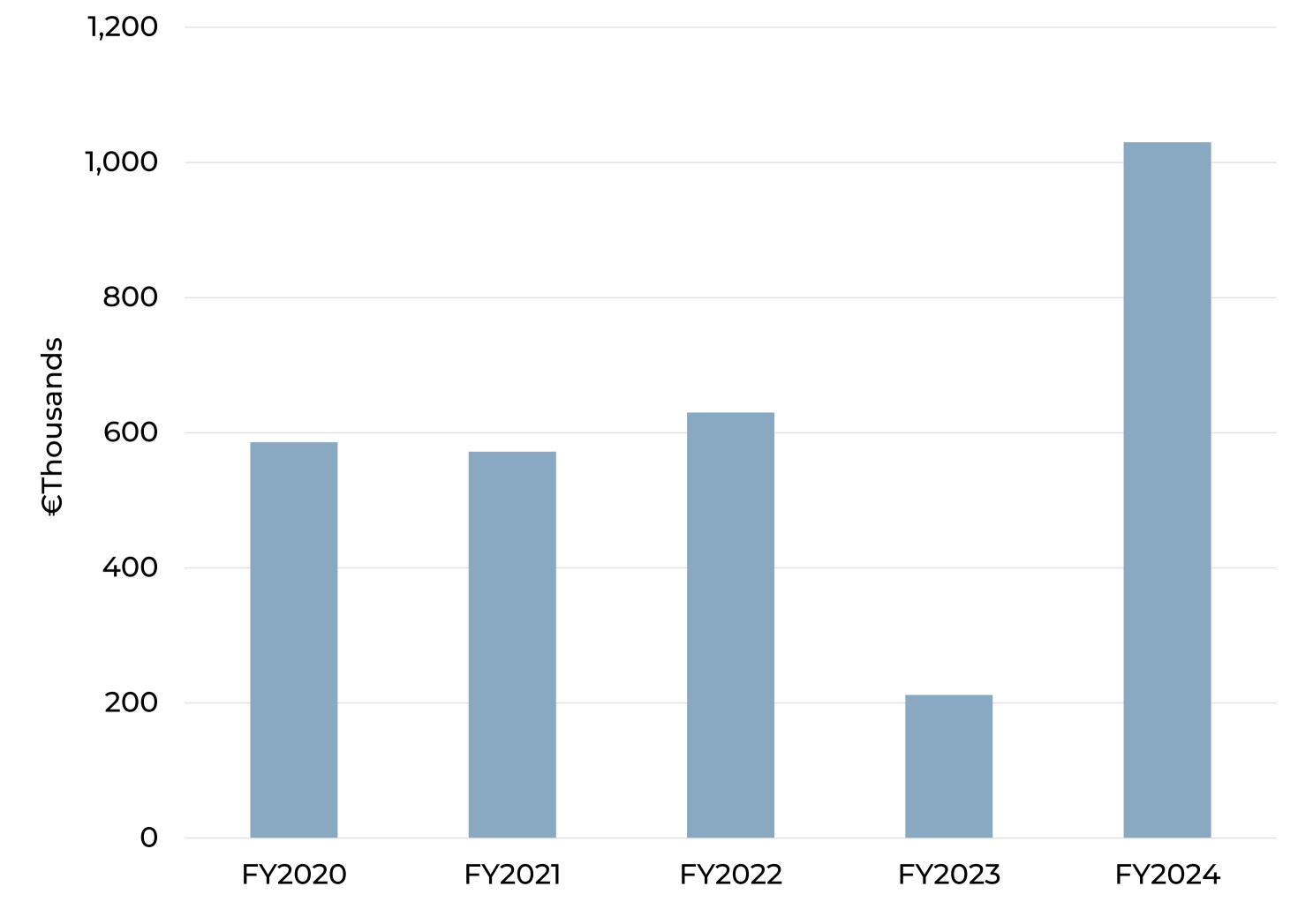
#### CONSTRUCTION DIVISION PERFORMANCE





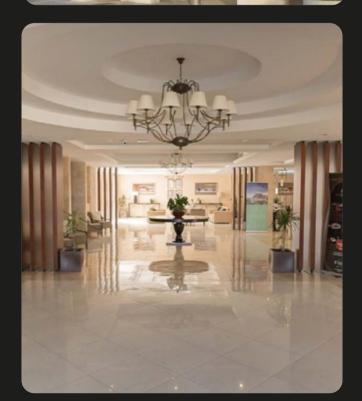
#### CONSTRUCTION PERFORMANCE















## ESTATE DIVISION

### A REAL ESTATE

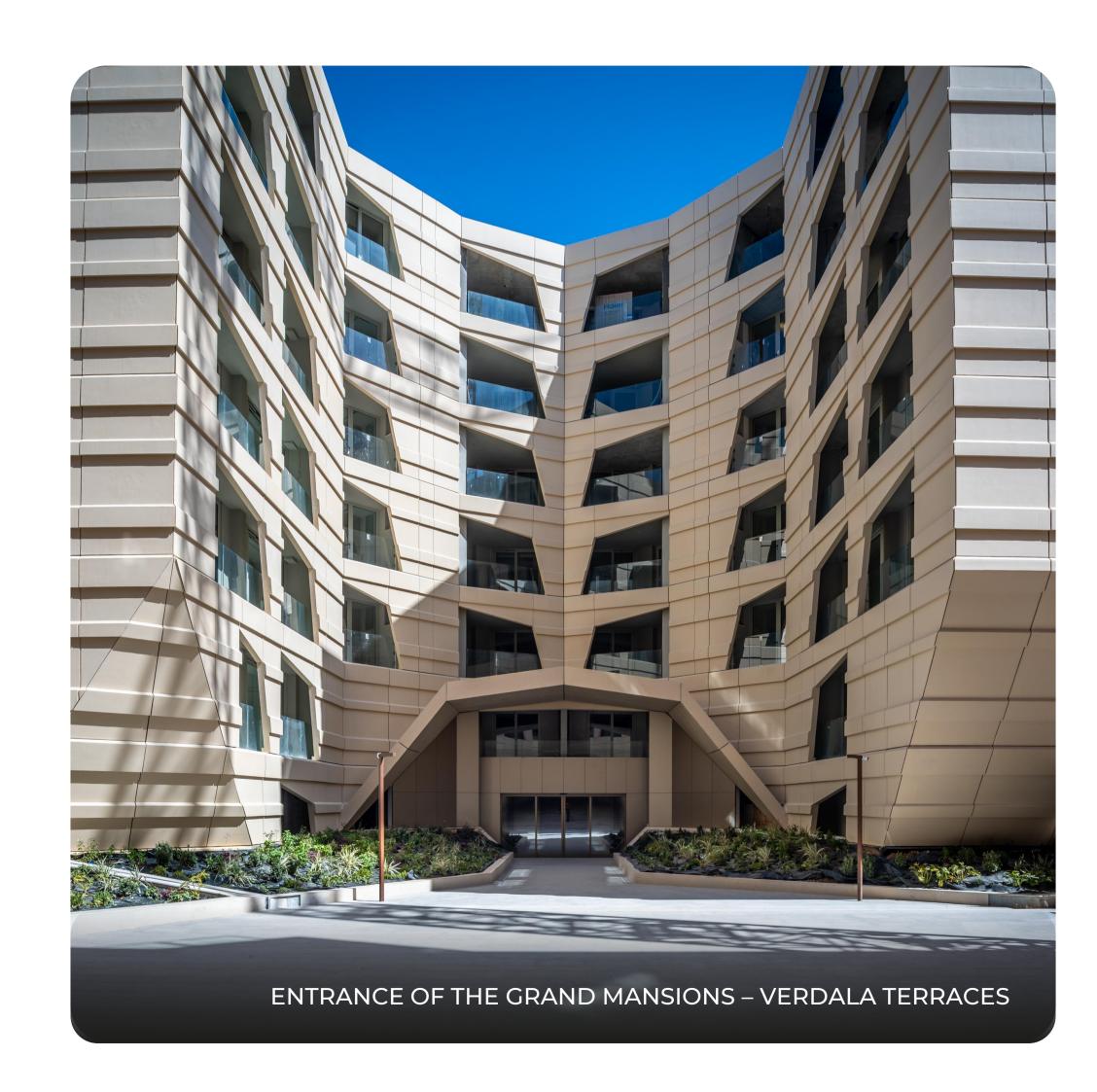
- AX REAL ESTATE PLC SIGNIFICANTLY OUTPERFORMED BUDGET EXPECTATIONS. THIS IS A RESULT OF THE EXCEPTIONAL PERFORMANCE OF OUR HOTELS
- TOTAL REVENUES SURGED TO EUR 19.5
   MILLION, MARKING A 64% INCREASE FROM THE PREVIOUS YEAR
- ALL PROPERTIES REMAIN FULLY LEASED OUT
- THE ADDITION OF THE VERDALA WELLNESS HOTEL WILL CONTINUE TO ENHANCE THE REVENUE GENERATION OF AX REAL ESTATE P.L.C.
- DISTRIBUTED TOTAL INTERIM DIVIDENDS OF EUR 6.0 MILLION DURING THE YEAR





# OTHER AX GROUP PROPERTIES

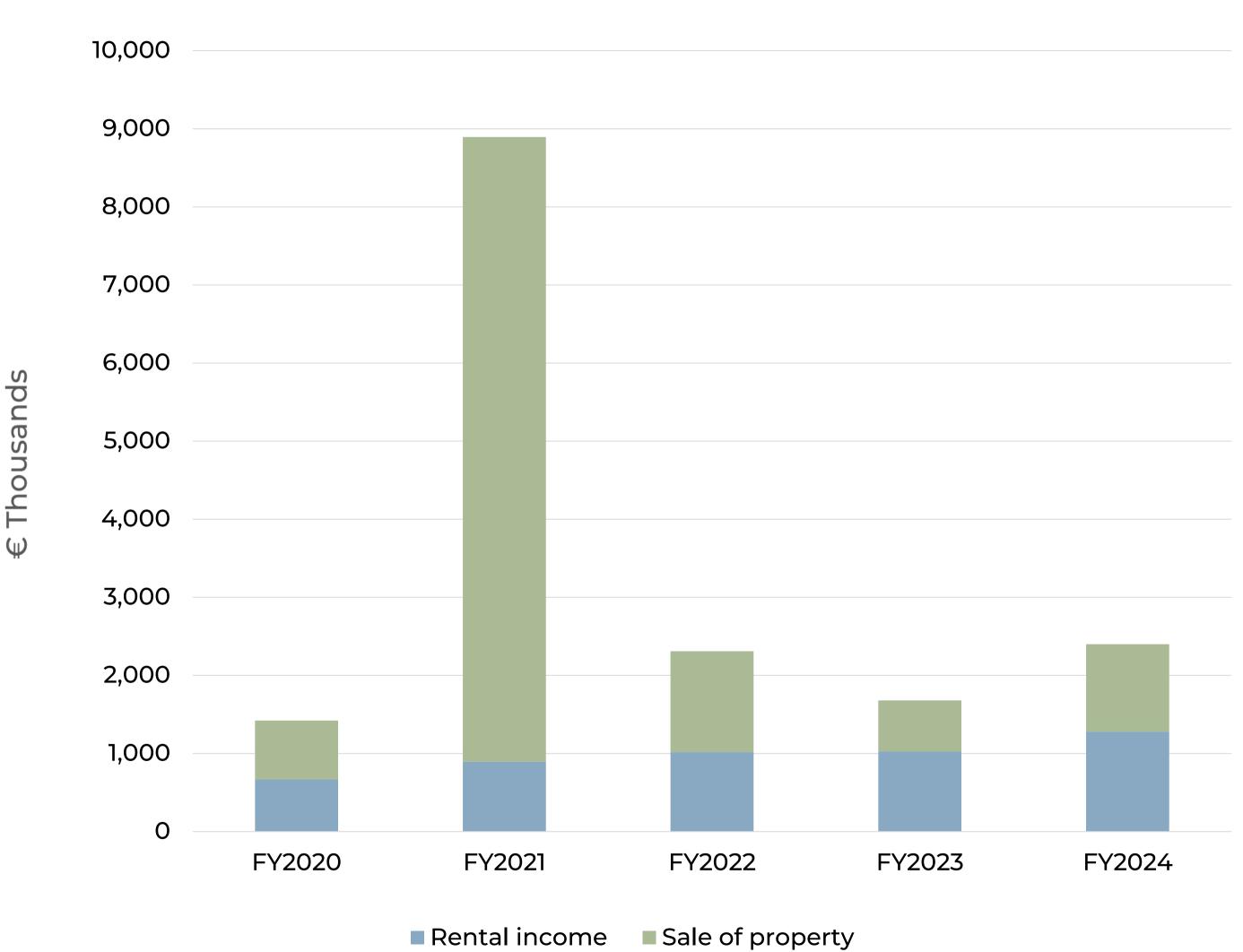
- VERDALA TERRACES SALES SIGNING OF THE FIRST DEEDS OF SALE STARTED JUST AFTER YEAR END
- SIGNING OF PROMISE OF SALE AGREEMENTS IN LINE WITH OUR EXPECTATIONS
- RENTAL INCOME FROM THE LEASE OF PALAZZO LUCIA STARTED IN JUNE 2024



### ESTATE DIVISION PERFORMANCE







**FINANCIAL YEAR 2024 PERFORMANCE REVIEW** 

### 03 OTHER INVESTMENTS





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- 5. FUTURE OUTLOOK

# VALLETTA CRUISE PORT P.L.C.

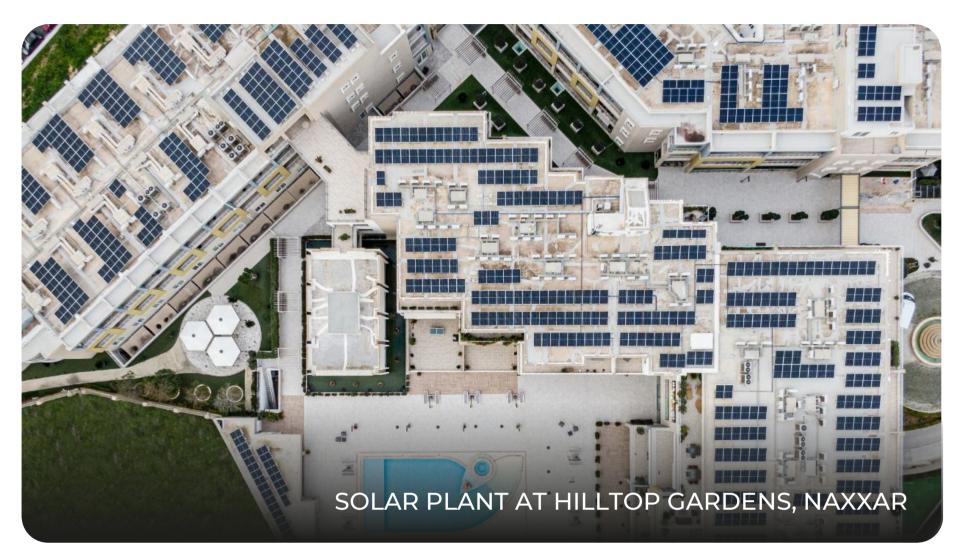
- AX GROUP HOLDS A 36.4% STAKE IN VALLETTA CRUISE PORT P.L.C.
- STRONG PERFORMANCE IN 2024 LED TO 28% REVENUE GROWTH WITH A 40% HIGHER EBIDTA
- IN 2024, VCP HOSTED OVER 940K PASSENGERS FROM 357 CRUISE SHIP CALLS.
- AX GROUP P.L.C. RECEIVED EUR1.3M IN DIVIDENDS
- UPCOMING PROJECTS ATRIUM CAR PARK AND OLD POWER STATION SITE





# INVESTMENT IN IMSELLIET SOLAR

- AX GROUP HAS 33% STAKE IN IMSELLIET SOLAR JOINT VENTURE
- DURING FY2024 IMSELLIET SOLAR GENERATED TOTAL REVENUE OF EUR1.2 MILLION
- AX GROUP'S INVESTMENT IN SOLAR ENERGY GENERATED STEADY REVENUE AND PROFITS
- IMSELLIET SOLAR OPERATES TWO FULLY OPERATIONAL PLANTS, ONE IN MGARR (IMSELLIET) AND THE OTHER AT HILLTOP GARDENS RETIREMENT VILLAGE





## 04 FUTURE OUTLOOK





- 1. PERFORMANCE INDICATORS
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### **FUTURE OUTLOOK**

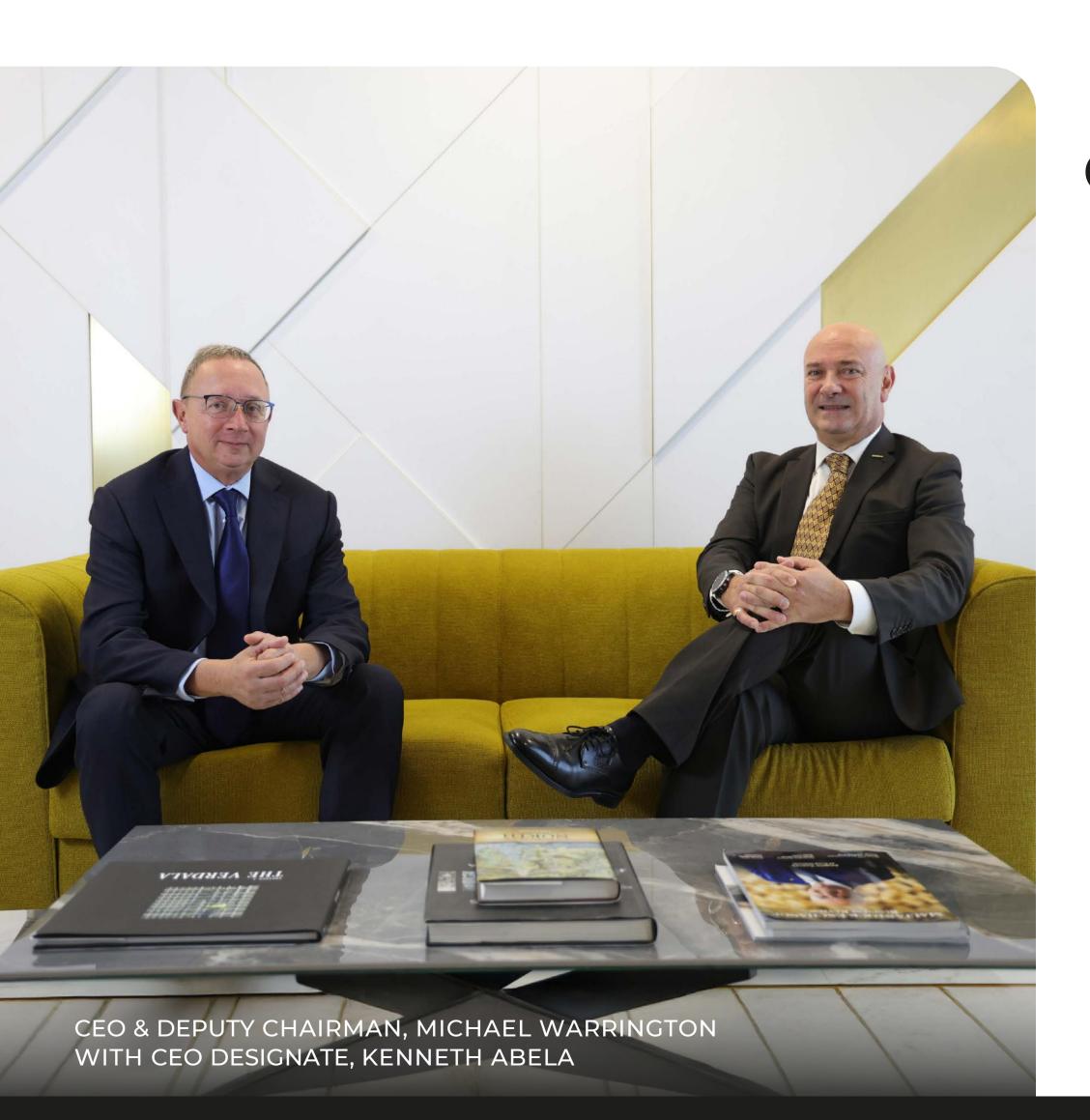
- THE SALE OF THE REMAINING UNITS AT VERDALA TERRACES CONTINUES TO BE A KEY FOCUS
- EXCITED FOR THE VERDALA WELLNESS HOTEL LAUNCH, THE 8TH AX HOTELS PROPERTY.
- HOTELS EXPECTED TO PERFORM WELL DESPITE STRONG COMPETITION.
- CARE DIVISION REMAINS A STABLE BUSINESS.
- CONSTRUCTION DIVISION SET FOR STRONG RESULTS AFTER SECURING MAJOR CONTRACTS.
- LABOUR SHORTAGES REMAIN A CHALLENGE; SIGNIFICANT INVESTMENT IN AX CAREERS AND EMPLOYEE DEVELOPMENT.
- GEOPOLITICAL UNCERTAINTY AFFECTS INVESTOR CONFIDENCE AND SUPPLY CHAINS.
- PRUDENT GROWTH STRATEGY TO SAFEGUARD STAKEHOLDER INTERESTS.
- TRANSITIONING TO A NEW GROUP CEO.

## 05 BEYOND THE BUSINESS





- 1. PERFORMANCE INDICATORS
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## CORPORATE GOVERNANCE INITIATIVES

- MR. MICHAEL WARRINGTON APPOINTED DEPUTY CHAIRMAN
- MR. KENNETH ABELA APPOINTED CEO DESIGNATE
- STRENGTHENING THE EXECUTIVE MANAGEMENT TEAM WITH KEY APPOINTMENTS
- ON TRACK WITH THE THREE-YEAR IT PLAN TO ENHANCE EFFICIENCY, GROWTH AND CUSTOMER EXPERIENCE





## AWARDS AND INDUSTRY RECOGNITION

**AX GROUP** 

#### European Property Awards 2024

- · ODYCY Leisure Development for Malta
- ODYCY Commercial Redevelopment for Malta
- · ODYCY Masterplan for Malta
- · ODYCY Hotel Architecture for Malta

Chairman Angelo Xuereb awarded Lifetime Achievement Award in Tourism by the Mediterranean Tourism Foundation

Claire Zammit Xuereb honoured with Bronze Award for Female Entrepreneur of the Year – Malta Business Awards 2023

Family Business of the Year – Malta Business Awards 2024







#### **AX HOTELS**

 AX Hotels wins Gold Award 'Leader in Quality Tourism' at the Malta Business Awards 2023

#### SLIEMA

- Sliema Hotels GSTC Certified Hotels
- AX The Palace Quality Award 2023 by Jet2Holidays
- Chefs at TemptAsian win Gold and Silver Medals at Malta Kulinarja 2024
- TemptAsian The Definitive(ly) Good Food Guide Awards by restaurantsmalta.com
- TemptAsian Winner of the Malta Best Hotel Restaurant at the Malta Culinary Awards 2024
- AX The Palace awarded the 'Recommended on HolidayCheck 2024' award
- AX The Palace Malta and TemptAsian Restaurant and Lounge awarded as Malta's Foremost Employer in the Hotels, Restaurants, and Hospitality by Wines and Restaurants of Malta (WRMC)

#### **QAWRA**

- AX ODYCY Traveller Review Award 2024
- AX ODYCY honoured with the TripAdvisor Travellers' Choice Award for 2024
- AX ODYCY wins Interior Architecture Award for Hospitality and Tourism Projects Award at the 2023 MASP Awards

#### **VALLETTA**

- Under Grain proudly awarded a Michelin star for the fifth consecutive vear
- Grain Street, earned a spot on the Bib Gourmand list for the third year
- Rosselli and AX The Saint John received an 'excellent' rating – Forbes Service Excellence Award
- Rosselli AX Privilege Recommended Hotel in the Forbes Travel Guide 2024
- Under Grain bestowed with the prestigious three forks - Forbes Travel Guide 2024
- AX The Saint John is selected by the Forbes Travel Guide as a Recommended Hotel for the 2024 Star Awards



























### **TECHNOLOGY AND ESG**

**ESG REPORTING:** WORKS ARE UNDERWAY FOR THE DRAFTING OF A SUSTAINABILITY REPORT IN LINE WITH THE RELEVANT STANDARDS

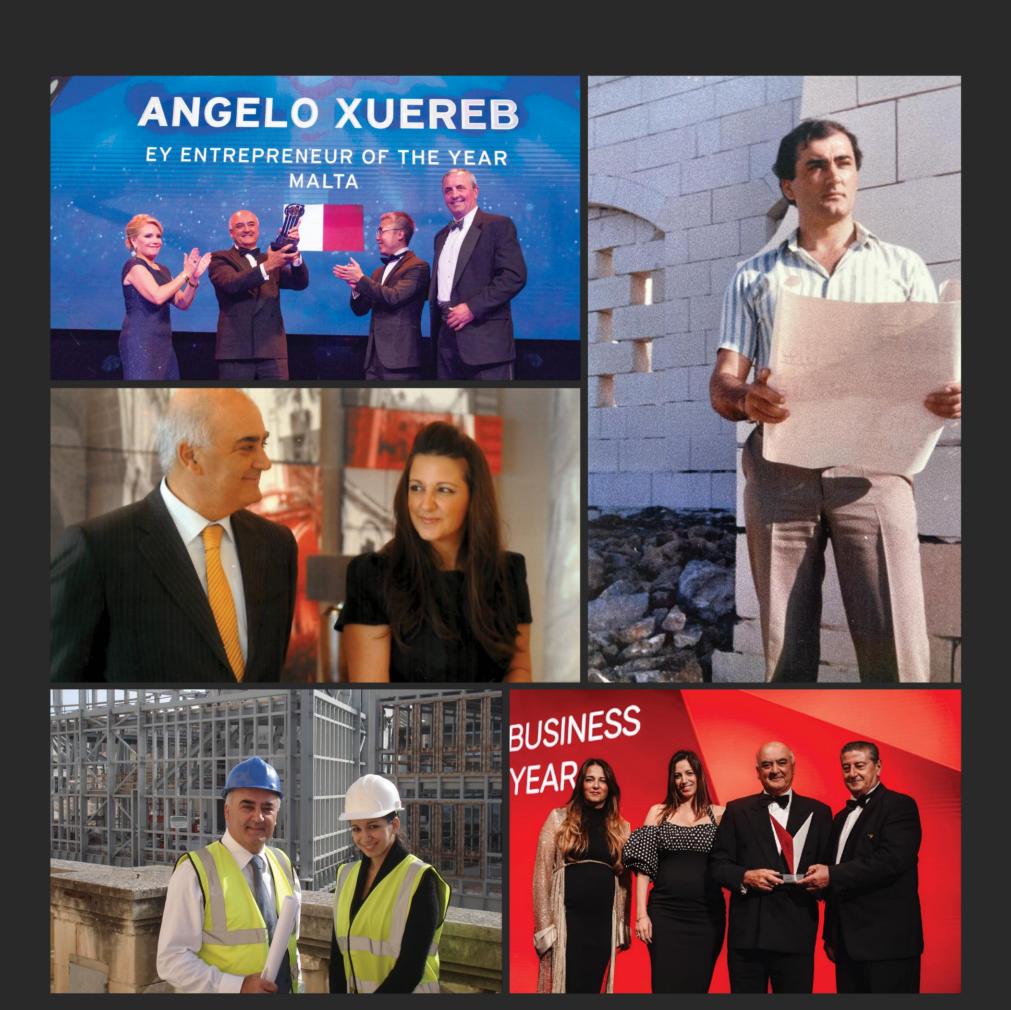
SIGNIFICANT STRIDES IN SUSTAINABILITY INCLUDING:
PLASTIC REDUCTION, WASTE MANAGEMENT AND
ENERGY EFFICIENCY, WHILE ALSO ENSURING THAT
PRIMARY FOOD AND BEVERAGE SUPPLIERS COMPLY
WITH INDUSTRY ESG STANDARDS

FIRST IN MALTA TO ACHIEVE GSTC ECO-LABEL

STRATEGIC TECHNOLOGICAL TRANSFORMATION:
A 3-YEAR STRATEGIC PLAN FOR TECHNOLOGICAL
TRANSFORMATION IS IN MOTION, INCLUDING
SIGNIFICANT UPGRADES TO IT INFRASTRUCTURE AND
SYSTEMS







THANK YOU