



MAS REAL ESTATE

SHORT-FORM ANNOUNCEMENT: REVIEWED CONDENSED CONSOLIDATED INTERIM FINANCIAL RESULTS FOR THE SIX MONTHS TO 31 DECEMBER 2021

MAS P.L.C. Registered in Malta Registration number: C99355
JSE share code: MSP ISIN: VGG5884M1041 LEI code: 213800T1TZPGQ7HS4Q13 (MAS, the Company or the Group)

INTRODUCTION AND BACKGROUND

MAS (hereafter referred to as the Group or Company) performed exceptionally during the six months to 31 December 2021, and has achieved adjusted total earnings of €91.4million. The Group's financial results and strategic progress are discussed below.
In addition to the reported International Financial Reporting Standards (IFRS) results, this commentary also includes segmental reporting prepared on a proportionate consolidated basis to assist the interpretation of the former, rather than replacing it. Detailed financial results and Company Profile, updated on 31 December 2021, including highlights and supplemental operational information, are available on the Company's website. Unless otherwise stated, all amounts are presented on an adjusted proportionate consolidated basis.
MAS' primary business is the investment in, and operation of, green, high-quality retail assets in Central and Eastern Europe (CEE). The Group is internally managed, benefits from a multidisciplinary team of approximately 200 real estate professionals and is well positioned to leverage the region's continual high growth in consumption by generating significant like-for-like (LFL) net rental income (NRI) growth from retail properties through increasing tenants' sales and implementing asset management initiatives. MAS additionally benefits from exposure to retail and residential developments, on a downside protected basis, via the Development Joint Venture (DJV)* with developer Prime Kapital. The Group published and is focused on achieving, ambitious, quantified strategic growth targets aimed at maximising total long-term shareholders' returns.

FINANCIAL RESULTS

Group adjusted total earnings are, on a segmented basis, the combined result of (i) directly-owned income property and operations in CEE; (ii) Central and Eastern European investments with Prime Kapital in the DJV (including earnings from a proportion of completed DJV-owned income properties and development activities); (iii) directly-owned income property operations in Western Europe (WE) which MAS has mostly disposed of, and (iv) investments in listed securities (including other elements disclosed as Corporate).
Adjusted total earnings of €91.4million for the six months to 31 December 2021 (compared to adjusted total earnings of €47.4million for the previous six months) consist of adjusted distributable earnings of €20.0million and adjusted non-distributable earnings of €71.4million. Tangible net asset value (Tangible NAV) on 31 December 2021 was €1.31 per share, 5.6% higher than €1.24 per share on 30 June 2021. Adjusted distributable earnings for this period were 2.96eurocents per share, 5.3% above the 2.81eurocents per share for the preceding six months.

This exceptional financial performance is the result of a number of factors, including:

- (i) excellent operational performance of, and increase in NRI from, standing Central and Eastern European retail assets, which, combined with income increases from the Group's preferred share investments and listed securities, more than offset the negative impact to NRI resulting from asset sales in WE and higher financing costs incurred due to the bond issue in May 2021;
- (ii) significant improvements in Central and Eastern European asset valuations due to their excellent operational performance and the DJV completing commercial developments in Barlad and Ploiesti (both in Romania);
- (iii) a reduction in management's estimate for disposal realisation costs and losses for Western European assets remaining to be sold in light of ongoing implementation of asset management initiatives at Flensburg Galerie (Germany) and purchase offers received for Langley Park land holding (UK), and
- (iv) further Western European asset sales at considerable premiums to book value on 30 June 2021.

OPERATIONS

Covid-19 continued to impact MAS' operations for the six months to 31 December 2021. Information regarding Central and Eastern European gross leaseable area (GLA) affected by restrictions, LFL footprint (compared to 2019), LFL tenants' sales (compared to 2019), income entitlements (including invoicing, waivers and deferrals), collection rates (collections compared to invoicing) and pro forma collection rates (collections compared to the total expected income disregarding the pandemic's impact) for the six months to 31 December 2021, is detailed in Table 1 – Operational performance (all figures reported 28 February 2022).

Table 1 – Operational performance

		Jul 21	Aug 21	Sep 21	Oct 21	Nov 21	Dec 21	Total
Open GLA ²	%	97	97	96	71	9	8	62
Restricted GLA ²	%	3	3	4	29	91	92	38
Closed GLA ²	%	-	-	-	-	-	-	-
Footfall ² (2021 compared to 2019)	%	96	94	93	86	60	71	83
Open-air malls	%	108	102	101	92	64	73	89
Enclosed malls	%	84	86	84	78	55	67	76
Tenants' sales per m ² (2021 compared to 2019)	%	107	107	105	102	74	89	97
Open-air malls	%	118	113	115	111	78	92	103
Enclosed malls	%	96	99	93	90	69	84	88
Total pre-pandemic income expectation	€m	4.1	4.1	4.1	4.1	4.1	4.5	25.0
Income waived, deferred, or suspended	€m	-	-	-	-	0.1	0.2	0.3
Due income (invoked)	€m	4.1	4.1	4.1	4.1	4.0	4.3	24.7
Collection rate	%	99	99	99	99	99	99	99
Pro forma collection rate	%	98	98	98	98	97	97	98

Trading in the Group's Central and Eastern European markets was predominantly unaffected by social distancing until October 2021. Due to Romanian and Bulgarian vaccination rates being amongst the lowest in the European Union, following an increase in infections during September, both countries introduced significant restrictions on 25 October necessitating customers to present a valid Covid-19 certificate (proving either vaccination or recovery) prior to entering a shopping centre. During November, Romanian infection rates decreased and restrictions were eased on 9 December 2021, allowing customers presenting a negative Covid-19 test to visit shopping centres.
Total Central and Eastern European occupancy on 31 December 2021, improved to 95.3% (93.2% on 30 June 2021) due to ongoing asset management initiatives and developments opening with high occupancies.

Until September 2021, footfall in CEE was satisfactory, with open-air malls consistently performing better than the same period in 2019. The additional access restrictions, introduced in October 2021, significantly affected footfall in the Group's retail centres during November and December 2021. Open-air malls were substantially less affected (11% decrease) than enclosed malls (24% decrease) compared to pre-pandemic levels (the same period in 2019).

Tenants' sales were almost on par with pre-pandemic (2019) levels for the six months to 31 December 2021. The distinction between open-air and enclosed malls' performance observed in previous periods, remained relevant during the first half of the 2022 financial year, as sales in the former increased by 3% and those in the latter decreased by 12% compared to pre-pandemic levels (the same period in 2019). DJV, pet store, toys and grocery tenants' sales continued to outperform. Leisure, specialist, home appliances, furnishing and fashion (clothing and shoes) tenants' sales continued to be negatively affected by restrictions.

Overall, pro forma collection rates for the six months to December 2021 were an excellent 98%, driven by tenants' solid operational performance, as well as MAS' high proportion of anchor tenants (82% of GLA). Limited tenant support was granted by the Group during the first half of the financial year. Properties the DJV opened during the pandemic have achieved collection rates similar to standing assets.

PROPERTY VALUATIONS

The fair value uplift of €35.6million to income property, based on independent external valuations, is due to positive fair value adjustments of €40.2million in CEE (an improvement of 7.2% compared to valuations on 30 June 2021) and reductions of €4.6million for unsold Western European assets (a decrease of 4.2% compared to valuations on 30 June 2021).

MAS' properties are valued biannually by external, independent professional valuers with appropriate and recognised qualifications and recent experience in the location and category of property. Valuations are primarily based on discounted forecasted cash flows and are therefore forward-looking. Central and Eastern European properties' significant uplift in fair value was primarily driven by excellent operational performance (passing LFL NRI on 31 December 2021 is 8.7% higher than on 30 June 2021), as well as by a slight decrease in weighted average unlevered discount rate from 10.17% to 10.01% compared to valuations for the six months to 30 June 2021.

WESTERN EUROPEAN ASSET SALES

By 31 December 2021, sales of assets in WE with an aggregate value of €145.3million have been contracted, compared to book values of €138.8million on 30 June 2021. This includes the completed disposals of Adagio Hotel (UK) and Mallory Brooks Land holding (UK), and contracting the Gotha retail asset (Germany), where closing was only subject to the ordinary waiver of German statutory pre-emption rights (completed 23 February 2022), and the New Ueberio House office (UK), that was contracted prior to 30 June 2021 (completed 26 August 2021).

MAS' remaining Western European assets held for sale are Flensburg Galerie, Arches street retail units (UK) and the Langley Park. These assets, which will be disposed of opportunistically, had a combined book value of €81.2million with €34.4million secured bank debt outstanding on 31 December 2021. Valuations of these income properties for sale in WE, held by the Group on 30 June 2021, have decreased to levels closer to management's estimated disposal values. This, combined with the successful results of sales completed in the first six months of the financial year, as well as progress with asset management initiatives implemented at Flensburg Galerie, aimed at protecting shareholder value and preparing the asset for disposal, and offers received to take in respect of Langley Park, prompted management to re-assess its estimation for costs and losses regarding remaining assets to be sold from €27.1million on 30 June 2021, to €3.9million on 31 December 2021. This estimation assumes that Western European assets will be disposed of at fair value and takes into account punitive fixed-interest arrangements on secured debt, early bank debt repayment penalties, agency fees and other related costs to be incurred in completing the sales processes.

DEVELOPMENTS, EXTENSIONS, AND REFURBISHMENTS IN THE DJV

Two commercial developments were completed and opened during the six months to 31 December 2021, and substantial new development projects, at an estimated total cost of €752.1million, have been secured in Bucharest, Cluj and Brasov. As a result, the DJV's secured estimated commercial and residential development pipelines increased to €717million and €932.4million, respectively, at cost (figures not proportionally consolidated). Progress with developments and secured pipeline additions are detailed within.

Commercial developments

The DJV completed two projects in Romania during the six months to 31 December 2021, its third (Barlad Value Centre) and fourth (Prahova Value Centre) commercial developments since the pandemic started. The high proportion of anchor tenants (90% of GLA), high occupancy levels on opening and impressive NRI yields on cost achieved (4.8% and 9.9%, respectively) illustrate the developments' success.
Barlad Value Centre opened on 30 November 2021 with an exceptional occupancy of 99%. The 16,400m² GLA open-air mall is located in Barlad, Vaslui county's second largest city, with a population of 68,300. The centre is part of a 40,600m² GLA retail destination which is set to become the dominant commercial node in the wider region, totaling approximately 158,000 inhabitants. The centre includes the region's first Carrefour hypermarket, as well as a service area, fashion tenants, cafes with outdoor terraces and small food court. A significant leisure and food court extension of 1,300m² GLA is planned.

The first phase of Prahova Value Centre opened on 3 December 2021, with 96% of the 21,700m² GLA occupied. The centre is located in one of Ploiesti's debary populated residential areas, and has exceptional visibility from, and access to, the city's main transport nodes. The city has 220,000 inhabitants, while the catchment area consists of 759,000 inhabitants. The centre is anchored by a Carrefour hypermarket, hosts a mix of international and national tenants and includes a modern food court. The project's planned second phase encompasses a large-scale entertainment and leisure amenity which will position Prahova Value Centre as the city's major entertainment and leisure hub. Further details on the project's second phase will be provided in due course. The development will be integrated into the city's best (and greenest) residential development, Pleiades Residence (details below).

Construction of Alba Iulia Mall commenced, and the enclosed mall is expected to open by December 2022. The city's first and only modern retail centre, it will be integrated with an adjacent riverside park, with access to an impressive entertainment and leisure facility with generous outdoor terraces. Leasing is progressing well, with 63% of the project's 28,900m² currently leased to national and international tenants, including Altex, Carrefour, Colin's, Cropp, Deichmann, dm, House, KFC, LC Waikiki, Mesopotamia, New Yorker, Noriel, Sinsay, Spartak, and Sportissimo.

Leasing for the Silk District office development has recommenced and demolition is underway.

Construction of Mal Moldova, extending and redeveloping Era Shopping Centre (29,600m² GLA) into a super-regional enclosed mall and retail node incorporating approximately 106,200m² of destination GLA, is scheduled to begin in November 2022, subject to permitting renewals. This development is located in a densely populated residential and industrial area of Iasi, Romania's second largest city, with an average population of 91,000 inhabitants. Mal Moldova is well connected and will serve the southern Romanian and neighbouring Republic of Moldova, an estimated catchment area with approximately 644,000 inhabitants within a 60-minute drive. The centre will include the region's largest hypermarket, over 200 stores including a selection of fashion anchors, a large entertainment and leisure facility, and a dedicated home furnishing hub. The project's leasing is ongoing with outstanding interest from national and international tenants.

As previously reported, the contractual breach by one of the two sellers of Arges Mall development was settled in the DJV's favour. The planned, regionally-dominant enclosed mall is centrally located in a densely populated residential area of Pitesti, Arges county's capital and largest city, with an average population of 170,000. The mall will cater to an estimated catchment area with approximately 621,000 inhabitants within a 60-minute drive. Leasing continues, and currently national and international tenants have shown significant interest.

Permitting and leasing is progressing well at Roman Value Centre and Slobozia Value Centre extensions, while construction for the extension of Baia Mare Value Centre is scheduled to start in due course.

Residential developments

Construction at Marmura Residence, Bucharest, the DJV's first residential development, is progressing well. The first four buildings were substantially complete end of December 2021. Internal works on green spaces, infrastructure, common areas and finishes as well as works on retail units and parking spaces are well advanced. The project will benefit from southern Bucharest's strong growing demand for modern retail and quality residential projects. This large-scale, mixed-use development optimises the substantial land plot, integrating green and leisure facilities with new and existing infrastructure. In addition, the residential component will have extensive green areas, a spacious, exclusive community centre for residents, and will include approximately 3,800 affordable high-quality parking places in free-standing structures connected via walkways. The residences will also have pedestrian and vehicular access to the open-air mall. There is also a large, modern new kindergarten, within walking distance of Bercent metro station (approximately five minutes from the development). The planned open-air mall benefits from a large catchment area of 583,000 inhabitants within a 45-minute drive.

A 9ha site was secured in south-eastern Brasov, Romania, in a former industrial zone, for a new residential development, consisting of approximately 2,140 apartments and support functions. Brasov is southern Transylvania's major city, with approximately 287,000 inhabitants. The municipality hosts many large multinational companies (Accenture, IBM, Schaeffler, Siemens, Vodafone) and benefits from private, direct investments supporting its development into a major Romanian economic hub. As a result, Brasov's wider metropolitan area outperforms other Romanian regions in terms of employment and GDP, which, consequently, creates increasing purchasing power. This economic advantage, coupled with favourable demographics, produces a strong demand for residential properties. The site is in close proximity to Brasov's historic city centre, with its numerous entertainment and recreational facilities, as well as a well-preserved natural forest to the east.

In addition to the residential development, the DJV has secured a 6.6ha site north-west of Brasov, a 15-minute drive from the city centre, where it plans to develop a 19,800m² GLA open-air mall. The catchment area is estimated to include approximately 504,000 residents within a 60-minute drive, and the project will benefit from the strong regional economy and the regular influx of a large number of tourists (approximately 725,000 people visit the city and its environs annually). The open-air mall will have exceptional visibility from, and access to, modern infrastructure, and is located adjacent to an existing DJV retailer serving the city and towns to the north and in close proximity to a densely populated residential area.

In Bucharest, the 17.8ha former IMGB industrial site was secured for an approximately 28,000m² GLA open-air mall and a residential project of approximately 3,150 apartments. Bucharest (population approximately 2.2million) is Romania's capital and largest city, the country's economic centre and seat of its major universities. The city enjoys Romania's highest wealth concentration, purchasing power, mobility, labour force dynamics, and gross domestic product (GDP). The project will benefit from southern Bucharest's strong growing demand for modern retail and quality residential projects. This large-scale, mixed-use development optimises the substantial land plot, integrating green and leisure facilities with new and existing infrastructure. In addition, the residential component will have extensive green areas, a spacious, exclusive community centre for residents, and will include approximately 3,800 affordable high-quality parking places in free-standing structures connected via walkways. The residences will also have pedestrian and vehicular access to the open-air mall. There is also a large, modern new kindergarten, within walking distance of Bercent metro station (approximately five minutes from the development). The planned open-air mall benefits from a large catchment area of 583,000 inhabitants within a 45-minute drive.

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EXTENSIONS AND REFURBISHMENTS TO DIRECTLY-OWNED ASSETS

Atrium Mall's refurbishment and reconfiguration is complete, including a food court reconfiguration, refurbished bathrooms and improved tenant mix. Work on the centre's upgraded facades is ongoing and will be finished in due course. Twenty-five new retail concepts have opened either new brands (not previously present in the city) or updated configurations and offerings from existing tenants. Occupancy increased to 95.6% on 31 December 2021 (83.7% on 30 June 2021 due to ongoing refurbishment works).

The planned extension to Galleria Burgas was reconsidered, and instead will undergo a major refurbishment and reconfiguration. These plans, as well as internal analysis regarding previously planned extensions at Militari Shopping and Nova Park, are not finalised. Updates will be provided in due course.

DEBT, COST OF DEBT AND LIQUIDITY

On 31 December 2021, MAS had a combined €324.3million in cash, listed securities and unsecured credit facilities (figure not proportionally consolidated). This is the result of the Group holding €193.7million in cash, €110.6million in listed securities and a €20million, currently unsecured, committed facility. The Group's existing credit facility can be increased up to €60million. On 31 December 2021, the Group had an ongoing unsecured preferred share investment commitment of €13.7million to the DJV (figure not proportionally consolidated).

The Group's bond and unsecured facility ratios on 31 December 2021, shown in Table 2 – Debt tolerances and ratios, continued to demonstrate significant headroom compared to covenant tolerances, on both IFRS and proportionate consolidated bases.

Table 2 – Debt tolerances and ratios

	Tolerance	Actual IFRS	Actual proportionate consolidated basis
Solvency ratio	Shall not exceed 0.6	0.27	0.27
Consolidated coverage ratio	At least 2.5:1	3.63	4.12
Unencumbered consolidated total assets/ unsecured consolidated total debt	Minimum 180%	397%	331%

had an obligation of €137million outstanding (figures not proportionally consolidated). The balance of the ordinary share capital in PKM Development was taken up by Prime Kapital in 2016 for €30million in cash, and, in terms of applicable contractual undertakings and restrictions: (i) is not permitted to undertake any new brands (not previously present in the city) or updated configurations and offerings from existing tenants. Occupancy increased to 95.6% on 31 December 2021 (83.7% on 30 June 2021 due to ongoing refurbishment works).

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SEGMENTAL ANALYSIS
INCOME STATEMENT (JUL – DEC 2021)

	Proportionate accounts Six months to 31 Dec 2021						Adjusted proportionate accounts Six months to 31 Dec 2021				
	Total	CEE	DJV	WE	Co***	Total	CEE	DJV	WE	Co	Total
EARNINGS	66,911	39,518	25,331	10,519	(8,457)	24,509	443	378	23,230	458	91,420
Distributable earnings	21,019	15,075	12,020	953	(7,029)	(997)	-	(1,684)	-	687	20,022
Net rental income – income property	21,961	16,347	3,330	2,284	-	-	-	-	-	21,961	16,347
Net income – preference shares	6,430	-	6,430	-	-	-	-	-	-	6,430	-
Net dividends – listed securities	2,716	-	1,684	-	1,032	(997)	-	(1,684)	-	687	1,719
Net corporate expenses	(2,691)	(962)	(454)	(181)	(1,094)	-	-	-	-	(2,691)	(962)
Interest on debt financing	(8,333)	-	(214)	(910)	(7,209)	-	-	-	-	(8,333)	-
Interest capitalised on developments	1,269	-	1,269	-	-	-	-	-	-	1,269	-
Other distributable net income/(cost)	161	(166)	(2)	(25)	354	-	-	-	-	161	(166)
Income tax	(494)	(144)	(23)	(215)	(112)	-	-	-	-	(494)	(144)
Non-distributable earnings	45,892	24,443	13,311	9,566	(1,428)	25,506	443	2,062	23,230	(229)	71,398
Fair value adjustments – income property	49,757	24,886	15,295	9,576	-	(14,192)	-	-	(14,192)	-	35,565
Fair value adjustments – interest rate derivatives	88	-	-	88	-	-	-	-	-	-	88
Fair value adjustments – listed securities	12	-	-	12	-	(687)	-	-	-	(687)	-
Foreign currency exchange differences	2,214	-	-	2,625	(411)	-	-	-	-	2,214	-
Investment expenses	(1,723)	-	-	(1,538)	(185)	1,489	-	-	1,489	-	(234)
Share-based payment expense	(1,217)	(759)	-	-	(458)	1,217	759	-	-	458	-
Other non-distributable income/(cost)	(308)	-	78	(386)	-	-	-	-	-	-	(308)
Tax on sale of property	(93)	-	-	(93)	-	-	-	-	-	-	(93)
Deferred tax	(2,838)	316	(2,062)	(1,092)	-	1,746	(316)	2,062	-	-	(1,092)
Estimation for WF disposal realisation costs and losses	-	-	-	-	-	35,933	-	-	35,933	-	-
Weighted average number of shares (million) –	-	-	-	-	-	-	-	-	-	-	676.1
Adjusted distributable earnings per share (eurocents)	-	-	-	-	-	-	-	-	-	-	2.96
Dividend per share (eurocents)	-	-	-	-	-	-	-	-	-	-	2.96

SEGMENTAL ANALYSIS
BALANCE SHEET (DEC 2021)

	Total	CEE	DJV	WE	Co***	TOTAL
NET ASSET VALUE	895,039	486,165	352,045	79,337	(22,508)	(6,979)
Assets	1,337,805	520,934	412,061	124,567	280,243	(33,161)
Income property	700,034	486,855	124,456	88,723	-	-
Developments – income property	27,522	713	26,809	-	-	-
Developments – residential property	48,306	-	48,306	-	-	-
Preference shares	180,005	-	180,005	-	-	-
Listed securities	130,189	-	19,570	-	110,619	(19,570)
Goodwill	1,696	1,696	-	-	-	(1,696)
Deferred tax asset	2,505	1,428	129	948	-	-
Other assets	1,009	154	717	132	6	-
VAT receivable	3,078	522	1,911	429	216	-
Share-based payment prepayments	11,895	11,895	-	-	-	(11,895)
Trade and other receivables	30,092	7,478	2,396	19,482	736	-
Cash and cash equivalents	201,474	10,193	7,762	14,853	166,666	-
NET ASSET VALUE	442,766	34,769	60,016	45,230	302,751	(26,161)
Liabilities	363,056	-	23,893	37,395	301,768	-
Trade and other payables	1,071	-	1,071	-	-	-
Preference shares	30,084	23,866	6,218	-	-	(30,084)
Share-based payment liabilities	48,555	10,903	28,834	7,835	983	-
Disposal realisation costs and losses	-	-	-	-	-	3,000
NET ASSET VALUE	-	-	-	-	-	-
of shares in issue (million) *	-	-	-	-	-	-