

Main Street Complex p.l.c.

Review

Financial Year 2020 and  
Outlook 2021

AGM Presentation May 2021



# Disclaimer

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- This document contains forward-looking statements. All statements other than statements of historical fact included herein, including, without limitation, those regarding our financial position, business strategy, management plans and objectives for future operations are forward-looking statements. Any such forward-looking statements are subject to risk and uncertainty and thus could differ materially from actual results
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# 2020 Overview

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Strong start to 2020

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March 20 – start of Covid-19 pandemic

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Lock-down and restrictions of non-essential retail seriously disrupted retail, leisure, bingo/gaming and catering

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Priority on health and safety of customers, employees, tenants, local community and related stakeholders

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Physical AGM held at Main Street in July 2020 and Final Dividend for FY19 declared and paid

# Corporate & General Overview

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# General Overview

- Embassy Ltd remains the largest shareholder – 34.1% equity stake
- Remaining equity held by circa 170 shareholders
- Increased frequency of Board meetings due to ongoing pandemic – 10 during the year
- 4 Audit committee meetings
- Continuous review of financial impact and financial position of the Company

# General Overview - Management

- Management remains vested in Embassy Ltd in terms of a Management Support Services Agreement.
- Regular communication and support for tenants.
- Implementation of mitigation measures within complex.

# Performance 2020

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# Business Overview 2020

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Complex started year with 100% occupancy.

From 9<sup>th</sup> March 2020 all operators reported dramatic drops in business, even before they were forced to shut down for several weeks.

Complex completely closed between the 23<sup>rd</sup> March and 3<sup>rd</sup> May 2020 (7 weeks).

Mitigation measures planned and implemented.

4<sup>th</sup> May 2020 non-essential retail re-opened, but Bingo, leisure and catering only permitted to open later.

Restrictive measures applicable to all re-opened businesses.

Following 2020 Covid-19 closure, one tenant failed to re-open leaving 70sqm.



# Business Overview 2020

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Slow start in initial weeks after re-opening.

Supply chains of several retailers severely hindered resulting in low stock levels that further contributed to loss of business.

Most operators communicate higher conversion rate.

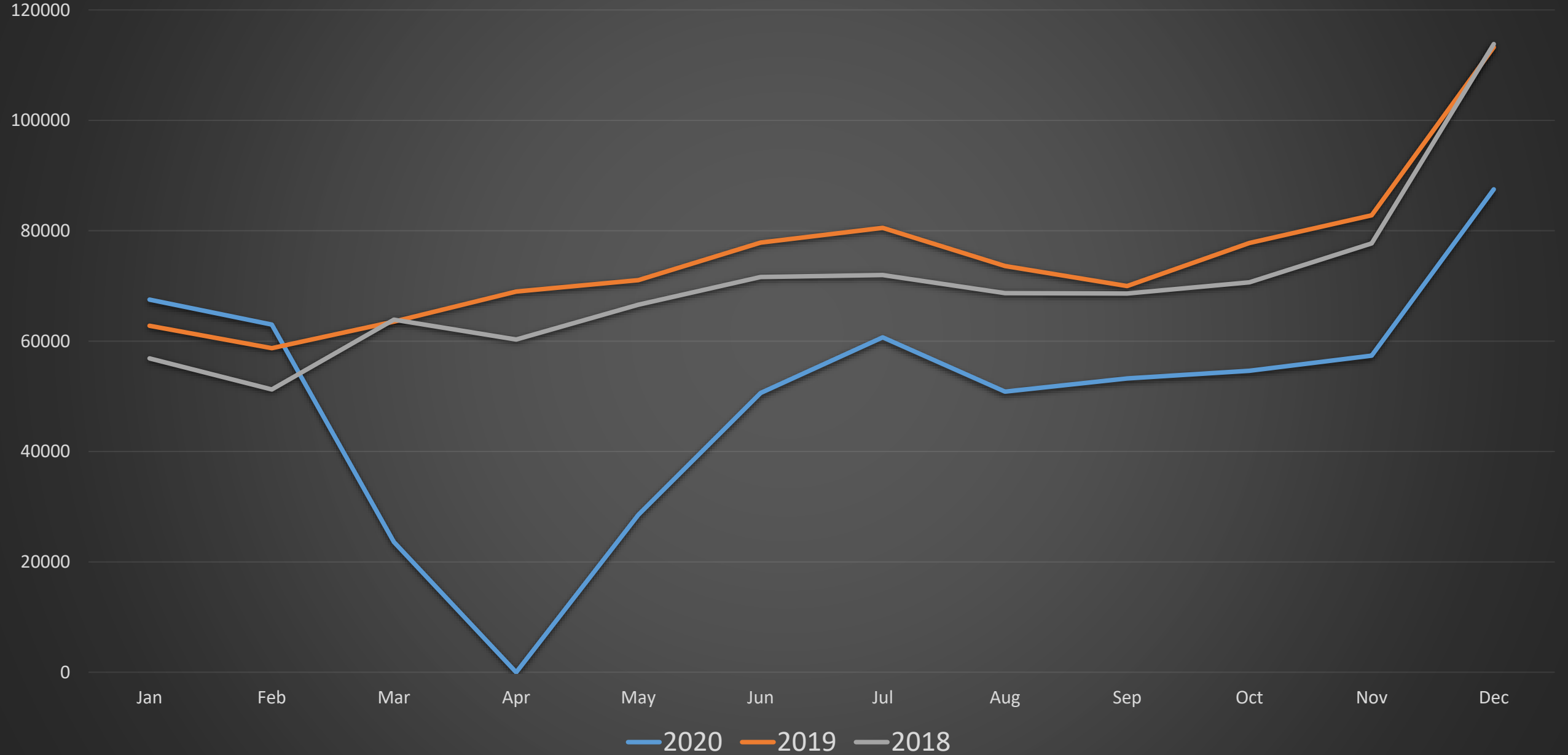
Capacity management and sanitization measures continue throughout the year.

Garage operator replaced by CT Park in Q4 of 2020 with a better controlled parking system. Peacocks fashion shop on Level 1 replaced by Orsay ladies' fashion, under the same lease agreement.

Business gradually picks up by July 2020, but sales depressed compared to previous year and pre-pandemic expectations.

# Main Street Complex Footfall

## 2020 - 2019 - 2018

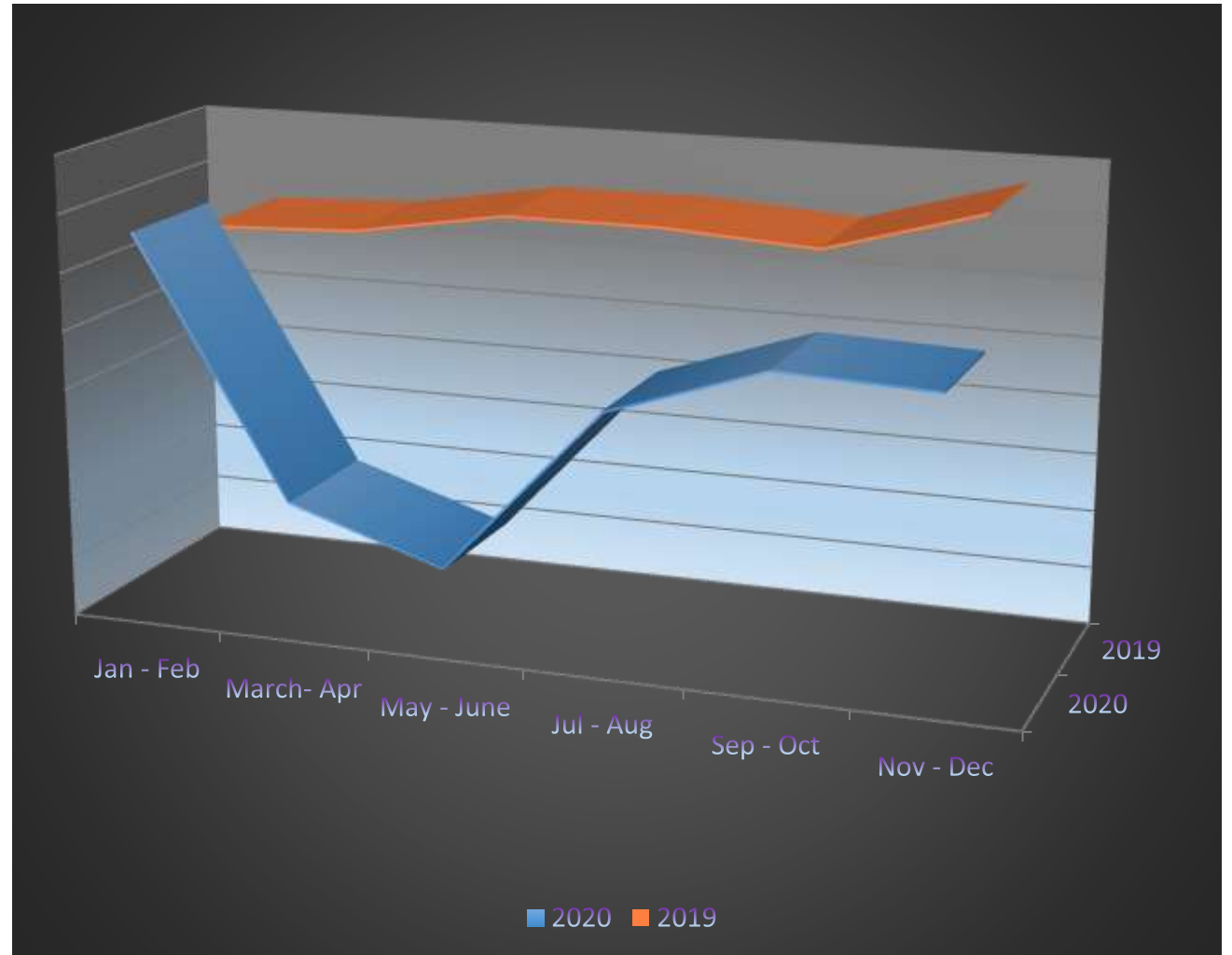


# Footfall Analysis

- First 2 months started off with a 7% increase in footfall above 2019.
- During March to June footfall was 37% of the footfall during the same period in previous year.
- Average footfall for the second half of 2020 stood at 73% of 2019.
- Over the full 12 months of 2020 footfall stood at 66% of previous year.

# Revenue disruption

- Revenue disruption when compared to relatively stable 2019.
- Revenue for the first 2 months was up 9%.
- The next 4 months saw a drop of 72% – full waiver of rent and common area service charge from 23 March to 31 May and discounts from June.
- Continued waivers extended to operators unable to open due to restrictions that were not lifted.
- Revenues for July - December stood at 29% less than previous year as discounts were still applicable.



(€ 000's)	2018	2019	2020
Revenue & other income	742	820	517
Overheads	257	303	292
Operating Profit	<b>485</b>	<b>517</b>	<b>225</b>
Net Finance Costs	46	1	1
Profit before Tax	<b>439</b>	<b>516</b>	<b>224</b>
Profit after Tax	<b>312</b>	<b>391</b>	<b>144</b>
<b>EBITDA</b>	584	619	336
Average annual Occupancy	95.6%	98%	99%
Occupancy @ year end	95.6%	100%	98%

- Annual Revenue dropped by 37%.
- Operating overheads 15% lower, while administrative expenses 3% higher.
- Total overheads prior to depreciation were 5% lower than 2019.
- Profit before and after tax fell by 57% and 63% respectively.

	2020
<b>Total Assets</b>	<b>€13.26m</b>
<b>Working Capital*</b>	<b>€146K</b>
<b>Total Liabilities**</b>	<b>€1.59m</b>
<b>Total Equity</b>	<b>€11.67m</b>
<b>* Of which Cash Balance</b>	<b>€255K</b>
<b>** Of which Deferred Tax</b>	<b>€1.27m</b>

- Robust financial position.
- Equity financing 88% of total assets.
- No additional borrowing required despite covid disruptions.
- Positive working capital.
- Creditors up to date.

# Dividend History

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NET Dividend	Paid on	Amount	Comment
Interim 2018	Sept 18	€121.8K	Entire Profit FY18 Paid out - €0.016 per share
Final 2018	May 19	€190K	
Interim 2019	Sept 19	€161K	Represents 82% of FY19 Profit - €0.017 per share
Final 2019	July 20	€161K	

No Final Dividend for FY20 declared as the Board opted for a cautious approach due to the ongoing pandemic and uncertainties it continues to present.

2021

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Q1 and Outlook



# Q1/2021

Continued discounts throughout Q1.

Complex open until 10<sup>th</sup> March 2021 as opposed to 22<sup>nd</sup> March 2020.

Concession fees and CAM waived during closure.

Revenue down to 62% and profit before tax down to 39% of SPLY.

Significant negative impact when compared to 2020 since there was no financial Covid-19 effect up to 22<sup>nd</sup> March 2020.

Positive cash generation.

Installation of new chiller.

	2021	2020
<b>REVENUE</b>	<b>113</b>	<b>183</b>
<b>EBITDA</b>	<b>72</b>	<b>146</b>
<b>PROFIT BEFORE TAX</b>	<b>48</b>	<b>122</b>
<b>PROFIT AFTER TAX</b>	<b>31</b>	<b>94</b>
<b>BUSINESS DAYS</b>	<b>69</b>	<b>82</b>

# Outlook 2021

- Initial footfall and reported business levels following re-opening on 26<sup>th</sup> April 2021 have been very encouraging.
- Covid-19 restrictions and safety measures still in place.
- Some tenants still not permitted to open on 26<sup>th</sup> April with catering establishment opening on 10<sup>th</sup> May with restrictions and Bingo due to open on 7<sup>th</sup> June.
- Company's aim is to return to full contracted rates in the earliest term possible, while protecting the longer term of its revenue streams.
- Upgrade of entrance area commenced in Q2.
- Main Street Complex welcomes international fashion brand Matalan to replace George under the same lease agreement.

# Outlook 2021

- Business expectations for 2021 indicate that Revenues should increase by 20% over 2020 but fall short of 2019 by 25%.
- Profit before Tax should increase by 30% over 2020 but fall short of 2019 by 45%.
- Company expects positive cashflows and profit for 2021.
- The Board remains committed to pay dividends and intends to do so at the appropriate time.
- Negative changes to overall Covid-19 situation could once again severely impact expectations.
- The company continues to increase efforts to communicate with the market and its stakeholders on a regular basis.



Stay Safe

Thank you

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