



B Planning Your Business Growth



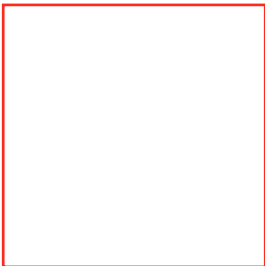
Starting a new business is always a challenge and even more so if the business is proposing innovative products or services. Malta Enterprise assists your start-up once it:

- Is knowledge-based or research-related
- Entails an innovative approach in its operations
- Exhibits a potential for export



Your benefits from starting an innovative company:

- **Dedicated assistance in your first 3 crucial years** that could also include you becoming a tenant at the Business Incubation Centre at the Kordin Industrial Estate (KBIC)
- **Planning your business** that in turn facilitates access to start-up grants and loans;
- **Access to modern 24 hour facilities** including shared services, a canteen and a number of meeting rooms for you to meet with clients.



STEP	How you can start an innovative company
1	A meeting with one of our advisors to assess your needs and, if applicable, to fill in an application form.
2	Following a successful evaluation of your case, you could be accepted as a temporary tenant at the KBIC or, in some cases, as an out-reach client working from your own premises.
3	An advisor would help carefully plan your business that is then documented and submitted to Malta Enterprise for a formal evaluation.
4	Once the business proposal is accepted, you would be eligible to benefit from start-up grants and access to other financial assistance.
5	Over the three years, you would be expected to participate in the numerous training opportunities and other business support assistance say on new technology or even exporting.
6	At the end of the three years at the Incubation Centre, you would then 'graduate' to your own permanent premises.
7	Your Case Study is shared with others with the intention of motivating other companies to do the same for higher national competitiveness.

Other areas assisted by Malta Enterprise

Investment Aid

Malta Enterprise's package of assistance also includes a National Regional Investment Aid that is designed to assist in Malta's development by supporting investment and job creation. This aid promotes the expansion and diversification of economic activities of enterprises located in Malta, by encouraging enterprises to expand their operations, increase employment or to set up new establishments locally.

Companies engaged solely in one or more of the following activities are eligible for this incentive:

1. Manufacturing;
2. Maintenance, repair and overhaul (M.R.O.);
3. Services of an industrial nature directed to 1 or 2 above;
4. Information and Communication Technology including Call Centres;
5. Research and Development and Innovation;
6. Eco-innovation, waste treatment and environmental solutions;
7. Biotechnology;
8. Filming facilities and facilities for audiovisual productions;
9. Provision of Tertiary Education in the fields of science and technology;
10. Provision of logistic services that include part-transformation that adds value by large undertakings;
11. Private Health-Care services through the setting up of new investment projects carrying out an initial investment of at least €2.5m in medical equipment;
12. Activities set out in Article 11 of the Malta Freeports Act (Chapter 334 of the Laws of Malta), and carried on mainly in a freeport as defined by that Act.

Definitions of the above activities are as per regulation 3 under the Investment Aid Regulations 2008. Manufacturing activities do not include synthetic fibres.

Investment Tax Credits are available on investments of a capital nature in tangible and intangible assets relating to:

- i. the setting up of a new establishment;
- ii. extension of an existing establishment;
- iii. diversification of the output of an establishment into new, additional products;
- iv. a fundamental change in the overall production process of an existing establishment;
- v. the acquisition by an independent qualifying company of capital assets directly linked to an establishment which has closed or which would have closed had it not been purchased.

Investment aid is calculated either in reference to tangible and intangible investment costs resulting from the initial investment project or to value of wage costs for jobs directly created by the investment project. Tax credits unutilised during a particular year are carried forward to the following year. The above incentive on significant investment would normally result in minimal or no taxes being paid for a number of years.

Soft Loans

Qualifying companies may be assisted by low interest rate loans covering up to 75% of the qualifying expenditure undertaken by the company.

Loan Interest Rate Subsidies

Alternatively, companies may qualify for a subsidy on the interest rate payable on loans taken up from licensed financial institutions to acquire additional assets.

Loan Guarantees

Malta Enterprise may guarantee up to 75% of loans taken up by qualifying companies to finance the acquisition of assets.

Royalties

Royalties are targeted to assist innovative projects during proof of concept. Royalty financing is similar to a loan guarantee up to €46,587 that is repayable on turnover as opposed to other loan guarantees.

