

ENTERPRISE IN MALTA

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SIEGFRIED GENERICS OPENS PHARMACEUTICAL PLANT IN MALTA

Siegfried Generics (Malta) Ltd recently became the eleventh pharmaceutical company to set up operations in Malta in the past five years.

The plant was inaugurated early in June by the Company CEO Douglas Gunthardt and Chairman Markus Altwegg. Attending this event was Hon. Austin Gatt, Minister for Industry, Investment and IT, who was accompanied by Malta Enterprise Chairman Dr Alec Mizzi.

During the inaugural speeches, Dr Altwegg said that before choosing Malta, Siegfried Ltd has considered several other possible locations in Asia, Eastern Europe, Spain and Portugal but in the end they decided to invest in Malta. He continued by saying that Malta was a relatively economical location, especially with regard to labour costs when compared with North and Central European countries.

Mr Altwegg also reminded those present that this was only the first phase of the company's operations and that after this validation phase, the next stage would kick in towards the second half of the year.

Minister Gatt said that the pharmaceutical industry has become a cornerstone of the Maltese economy in the past years with the sector employing some 600 persons. This sector registered a growth every year and such companies add to Malta's value added exports, explained Minister Gatt.

Malta Enterprise Chairman said that the Pharma Park at Hal Far is serving industry well and there is still space to accommodate new companies that want to set up operations in Malta. Production premises to each company's specific requirements are made readily available.

These are designed, constructed and located in a controlled environment, thus enabling the occupants to easily acquire a GMP licence as well as approval from the FDA, the MHRA and other regulatory authorities.

In addition, Malta Industrial Parks has announced the construction of new factory stock for the pharma industry to accommodate those investors requiring rapid mobilisation.

Source: *The Malta Independent* - 6th June 2007



MALTESE SURGEON REWARDED FOR GROUND-BREAKING STUDY

Maltese surgeon Marcel Gatt has for the second time been awarded the Moynihan Prize, a surgical honour in the United Kingdom. This accolade was presented to Mr Gatt by the President of the Association of Surgeons of Great Britain & Ireland in recognition of his research that has wide implications for the treatment and improved

survival of surgical and critically ill patients.

The research that led to his winning the award forms part of Mr Gatt's ongoing specialisation and research initiative focusing on intestinal failure.

The Moynihan Prize is the most esteemed of surgical awards. Nine

papers were selected for presentation at the association's annual meeting from about 2,000 submissions from around the world. These were assessed by the association's Scientific Committee.

Source: *The Times* - 18th June 2007

IT SOLUTION DEVELOPED BY CRIMSONWING WINS UK AWARD



Lloyd's Register Hull Integrity has won the prestigious Seatrade Award 2007 in the Innovation in Ship Operations category.

Developed by Malta-based Crimsonwing together with Lloyd's Register experts, Hull Integrity is a new service which allows owners and operators to better manage their vessel's hull structural integrity.

Launched in 2006, the system is applicable to all ship types.

The Seatrade Awards are firmly established in the UK as the leading programme for recognition of achievement and innovation within the international maritime community. Entries were judged on originality and imagination combined with the perceived practicality of the idea. Hull Integrity was judged

to have the potential to significantly improve the efficiency of ship operations and cargo handling.

Set up in Malta in 1998, software house and IT solutions provider Crimsonwing is a leading provider of e-business and commercial systems solutions.

Source: *The Sunday Times Business* - 10th June 2007

SMARTCITY DEAL CONCLUDED

The Government of Malta and SmartCity (a joint venture between TECOM Investments and Sama Dubai) have signed the final agreements to establish SmartCity Malta at a ceremony held in Malta on 23rd April 2007. The agreement was signed by Hon. Dr Austin Gatt, Minister for Investment, Industry and Information Technology of Malta and Ahmad bin Byat, Executive Chairman of TECOM Investments. Also present were Farhan Faraidooni, Executive Chairman of Sama Dubai, and Abdullatif Almulla, Chief Executive Officer of TECOM Investments and Fareed Abdulrahman, Executive Director of SmartCity.

SmartCity Malta will transform the Ricasoli Industrial Estate in Malta into a state-of-the-art ICT and Media business community based on the successful models of Dubai Internet City and Dubai Media City. Ahmad bin Byat, Executive

Chairman of TECOM Investments, said *"Malta was our choice for this project as it is very similar to Dubai in several respects. In terms of strategic location, size, connectivity, access to key markets, and high tourism orientation - both Malta and Dubai share a natural affinity."*

On his part Minister Gatt said *"this project makes Malta a centre for world-class activities providing top-notch career paths and well-paid jobs. This is not limited to ICT specialists, though certainly they are an important element. The Malta facility will be the first European outpost for SmartCity. It is expected that global players, a number of which have already demonstrated significant interest in the project, will be able to focus their European operations and business through SmartCity Malta."*

Farhan Faraidooni, Executive Chairman of Sama

Dubai, said that *"Malta, with its promising economic prospects, provides an excellent environment for this groundbreaking project. The complimentary fit of TECOM and Sama Dubai along with the expertise of our local partners will ensure the creation of the world class project, 'SmartCity Malta', in accordance with the best global standards of quality and technology."*

SmartCity Malta will attract an investment of at least US \$300 million, making this project the largest foreign investment initiative in the ICT sector in Malta. It is projected to generate 4% growth in the Maltese job market. This project will provide a substantial boost to Malta's construction, hospitality, maritime, services and retail sectors.

Source: www.miti.gov.mt

"Malta, with its promising economic prospects, provides an excellent environment for this project."

HSBC TO EXPAND ITS CALL CENTRE ACTIVITIES IN MALTA

HSBC is to double the number of employees at its €7 million global call centre in Malta, investing a further €5.5 million only six months after the centre first opened.

By the end of this year, the call centre will have about 500 full-time posts, apart from a number of part-timers, making the bank the largest local employer in the financial services sector.

HSBC Chief Executive Shaun Wallis said the decision to expand was taken in view of the really good customer exper-

ience. *"Maltese employees share a very strong work ethic and willingness to learn"* he said, adding that they also have excellent language skills, familiarity with modern banking and high productivity levels.

Malta's Call Centre is one of 14 dealing with calls from HSBC UK customer. The weekly call rate has shot up since the call centre opened — from 5,000 calls in October to some 42,000.

Among the guests at the Press Conference organised by the Bank was

Prime Minister Lawrence Gonzi, as well Investment, Industry and IT Minister Dr Austin Gatt together with Malta Enterprise Chairman Dr Alec Mizzi and HSBC Bank Malta Chairman Albert Mizzi.

Dr Gonzi said that HSBC's decision to invest further and extend its existing call centre operations bore testimony to the fact that Malta was a good place for business and was beneficial to invest in.

Source: *The Times* - 22nd May 2007

"Maltese workers share a very strong work ethic and willingness to learn."

EXPANSION PLANS FOR METHODE'S MALTA PLANT

With almost 700 employees in Malta, the company, which designs and manufactures electronic controls for major car makers worldwide, has just expanded its Malta operations and is planning to further increase operations locally this year. Thomas

D. Reynolds, Senior Vice President of Methode Electronics recently said that the company would be upgrading in Malta with injection-moulding facilities.

Mr Reynold said that the positive business climate in Malta, the talented

workforce and the business partnerships with government were factors which had encouraged the US-based mother company to investment further on the island.

Source: *The Times* - 4th May 2007

ITALIAN PRESS AWARDS LAURENTI RED

Camilleri Wines' Laurenti Merlot Cabernet Sauvignon 2003 has recently been awarded the prestigious prize of the Press during the second edition of the international competition *Emozioni dal Mondo — Merlot e Cabernet Insieme*.

The competition was held in Bergamo, Italy and 131 samples of Merlot Caber-

net wines were examined by an international jury with only 40 samples being awarded. The Laurenti Merlot Cabernet Sauvignon 2003, produced by Camilleri Wines of Malta, was awarded the Prize of the Press by a commission of journalists, an award equivalent to a silver medal.

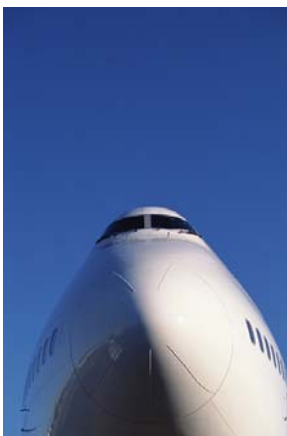
"Such an international recognition confirms our

belief that Laurenti is indeed a prestigious wine worth of international standards", said Louis Camilleri, General Manager of Camilleri Wines. He added *"Our Laurenti brand in fact continues to be the flagship in our constantly growing portfolio of locally grown wines."*

Source: *The Malta Business Weekly* — 19th April 2007



GOVERNMENT & LUFTHANSA TECHNIK MALTA SIGN INVESTMENT AGREEMENT



Last April, the Government of Malta and Lufthansa Technik Malta signed a formal agreement for a €55 million investment to set up new maintenance, repair and overhaul facilities for wide-body aircraft. This expansion project is estimated to create 550 jobs over four to five years and new training and development opportunities in aircraft maintenance.

Founded in 2002, Lufthansa Technik Malta

is a centre of excellence for C-Checks and modifications on the Boeing and Airbus narrow-body aircraft. Since it was set up, it has carried out over 230 C-Checks. The new facilities will now also cater for D-Checks, more commonly referred to as overhauls on wide-bodied aircraft, like Airbus A330/A340 and the A380.

During the signing ceremony Minister Gatt, responsible for Industry, Investment and IT, said "What we are witnessing

today is a clear endorsement of our economic, industrial and educational policies. This is not the opening of something new, it is a landmark, a continuation of an established and successful relationship between Lufthansa and Malta, that once again brands Malta as a top country for worldwide investors".

Source: *The Sunday Times* - 15th April 2007

COOPERATION AGREEMENT WITH SVILUPPUMBRIA SPA

"This agreement will also help identify partners who can enter into joint ventures."

Malta Enterprise entered into a cooperation agreement with Sviluppumbria Spa, which is responsible for development in the Umbria region in Italy. The two entities will be promoting commercial relations and investment between Malta and Umbria by exchanging information on opportunities which will help

cooperation between the private sectors of the two countries.

Companies will be assisted through technical and commercial consultancy while the two organisations will hold visits, workshops and professional courses in the two countries to promote investment and

trade. Malta Enterprise and Sviluppumbria will also identify partners who can enter into joint ventures.

The Agreement was signed by Chris Falzon (CEO) for Malta Enterprise while Dott. Vinicio Bottacchiari (President) signed for Sviluppumbria.

GUTENBERG PRESS CERTIFIED ISO COMPLIANT

Gutenberg Press Ltd, which services its local and foreign clientele by offering a one-stop-shop for pre-press, print and post-press services, is celebrating its 25th anniversary this year.

Gutenberg Press started off in humble conditions and with equally modest investment, but in a short span of time the company became one of the

leading printing and finishing houses on the island. For the past few years the company has been operating from a modern purposely built site and its directors have continued to invest extensively in machinery and human resources.

In March of this year, Gutenberg Press was also certified as ISO 9001-2001 compliant. The

directors of the company also announced that a Heidelberg 10-colour press will be installed this summer. This will enhance further Gutenberg's colour production capacity and capabilities.

Source: *The Malta Independent* - 1st May 2007
www.gutenberg.com.mt