

MALTA

POSITIONED FOR TRADE AND INVESTMENT



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Malta - the right location



- ▶ 60 miles south of Sicily
- ▶ 200 miles east of Tunisia
- ▶ 200 miles north of Libya

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Malta Facts

- ▶ Total area: 316km²
 - ▶ Capital: Valletta
 - ▶ Population: 412,000
- ▶ Official languages: English and Maltese
 - ▶ EU Member: 2004
 - ▶ Currency: Euro (2008)
- ▶ GDP per capita: €13,795
 - ▶ Inflation rate: 1.2%
 - ▶ Unemployment: 7.2%



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Malta - Economic Vision 2015

A dynamic, high value - added economy
founded on competence, skills and excellence
and capable of sustaining a high standard of
living for its entire people



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Malta - Economic Vision 2015

A centre of Excellence in:

- ▶ ICT
- ▶ Financial Services
- ▶ Tourism Services
- ▶ Health Services
- ▶ International Educational Services
- ▶ High Value - Added industry & Services
- ▶ The regional dimension (Eco-Gozo)



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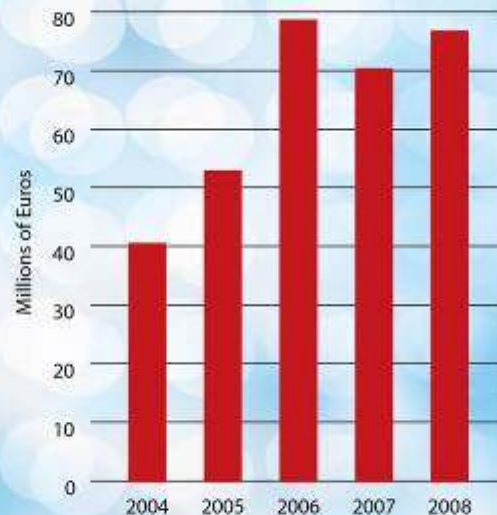
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ICT

- ▶ Over 1000 companies in ICT products/services
- ▶ Sound legislative regulatory framework
- ▶ Excellent ICT infrastructure
- ▶ A \$300 million investment by Dubai Tecom Group in Smart City Malta
- ▶ Over €2 billion turnover by the i-gaming companies based in Malta
- ▶ Centre of excellence in ICT training including Microsoft, Oracle and Cisco training centres

Gross Value Added of the Software Development Sector



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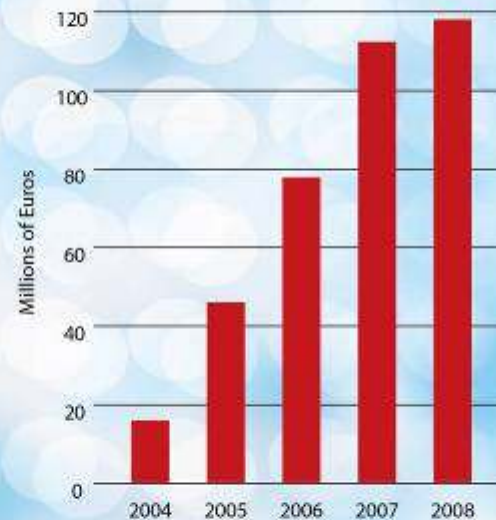
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Healthcare

- ▶ First class facilities available in public/private hospitals and clinics
- ▶ Pharmaceutical production success story:
 - Generic manufacturers
 - Medical devices
 - Healthcare products & services
- ▶ Favourable legal framework allowing generic drug development and stock piling

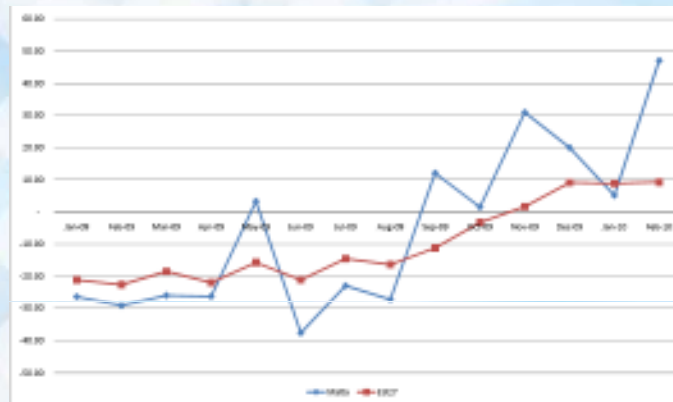
Gross Value Added of the Pharmaceutical Industry



Aviation Maintenance Cluster

- ▶ MRO of aircraft
 - ▶ Flight operations & charter, management, aircraft handling & commercial services
- ▶ Manufacture of aviation components
 - ▶ Back office support operations
 - ▶ Aircraft registration
- ▶ Research & innovation flying vehicles

Growth - Malta vs EU27



- ▶ Lufthansa Technik
 - ▶ SR Technics
 - ▶ Medavia
 - ▶ Aeromaritime
- ▶ World Aviations Systems



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Education & Training

- ▶ Education system based on the British Model with over 85 private, international and public schools
- ▶ Malta is a major centre in the EuroMed area for teaching English as a foreign language
- ▶ Malta's location, competitive cost and English speaking potential, make it an ideal base for companies to site regional training centres targeting students from North Africa, Middle East and Europe



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High End Manufacturing

- ▶ A shift of focus from low-cost manufacturing to knowledge-based industries and high-end manufacturing including:
 - ▶ Precision engineering
 - ▶ Electronic components
 - ▶ Pharmaceuticals
 - ▶ Medical devices
 - ▶ Automotive components
- ▶ Aviation and maritime engineering services



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Value-Added Logistics

- ▶ Malta's strategic position - a hub for global logistics
- ▶ Excellent air, sea and road infrastructure and long standing trade links with major ports in Europe, North Africa and Asia
 - ▶ A logistics centre for trading, regional storage, transshipment, distribution and marketing for international operations
- ▶ A hub in the Mediterranean for oil bunkering facilities and oil & gas logistics
- ▶ The Malta Freeport, strategically located on the main trade routes in the Mediterranean, handles circa 2 million 20 foot-long equivalent containers (TEUs) annually
- ▶ Operated by CMA CGM, the Malta Freeport is boosting its annual capacity to over 3 million TEUs by 2013



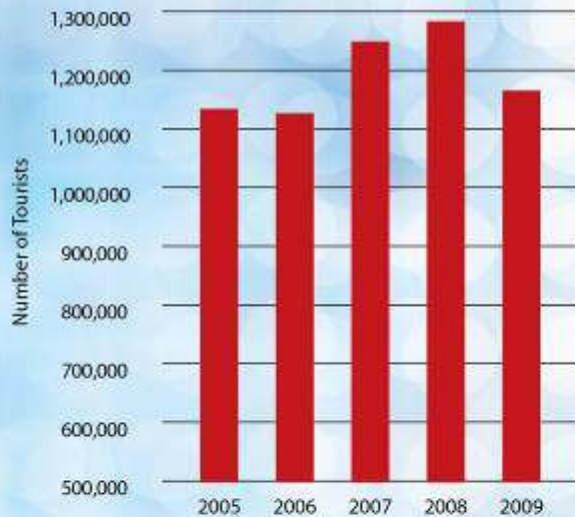
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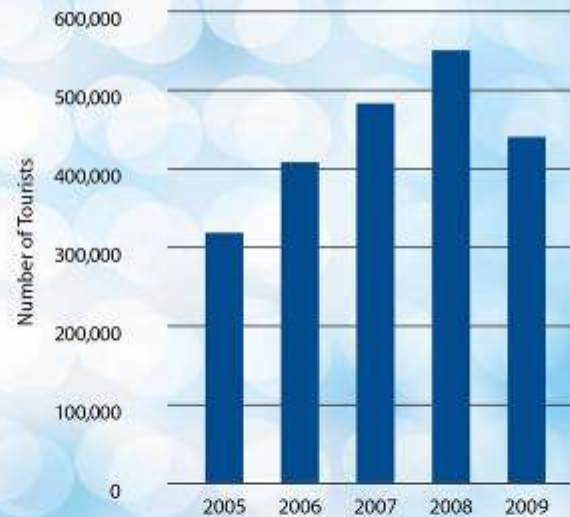

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Tourism

Incoming Tourists



Cruise Liner Traffic



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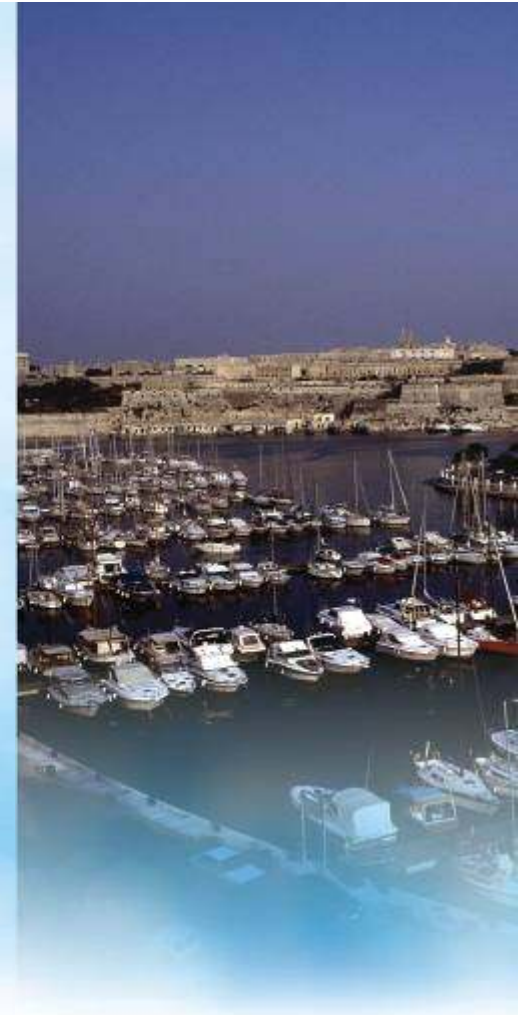
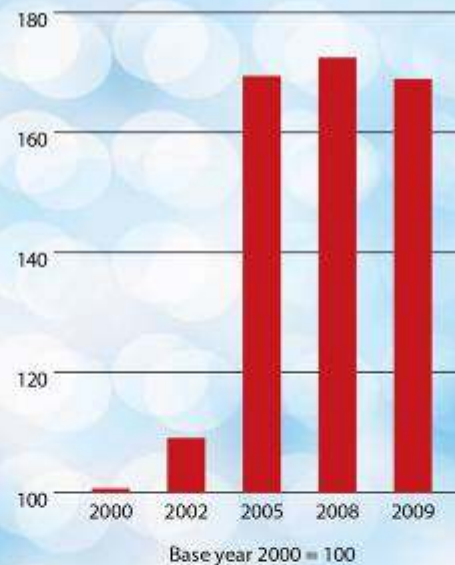
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Real Estate

- ▶ Despite limited land area available, Malta offers a wide range of both commercial and residential property
- ▶ From industrial parks to office towers and business estates to a well stock and advantageously priced residential market

Property Price Index
(Based on advertised prices)



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Malta - a Home to World Class Firms

Healthcare/Pharma

- ▶ Actavis
- ▶ Arrow Pharm
- ▶ Metallform
- ▶ Cardinal Health
- ▶ Amino Chemicals
- ▶ Siegfried
- ▶ Combinopharm
- ▶ Medichem
- ▶ Baxter
- ▶ Solea Pharma
- ▶ Starpharma
- ▶ Sterling Pharma

ICT

- ▶ Microsoft
- ▶ CISCO
- ▶ Siemens
- ▶ Crimsonwing
- ▶ Oracle
- ▶ HSBC
- ▶ Uniblu
- ▶ Vodafone
- ▶ World Aviation Systems
- ▶ Smart City
- ▶ 24i Contact

Mechanical Engineering /Other

- ▶ De La Rue
- ▶ Rolls Royce
- ▶ Prominent
- ▶ Hawker Siddeley
- ▶ Lufthansa Technik
- ▶ SR Technics
- ▶ Alstom
- ▶ Astracast-Jacuzzi
- ▶ Seifert
- ▶ Toly
- ▶ Adpro Instruments
- ▶ Playmobil
- ▶ Pamargan-Hutchinson
- ▶ Trelleborg (Dowty)
- ▶ ABB

Electronic & Electrical Components

- ▶ Delta Electronics
- ▶ Carlo Gavazzi
- ▶ Dedicated Micros
- ▶ Dold Industrial Automation
- ▶ Methode
- ▶ Bavarian Technologies
- ▶ ST Microelectronics
- ▶ MSC

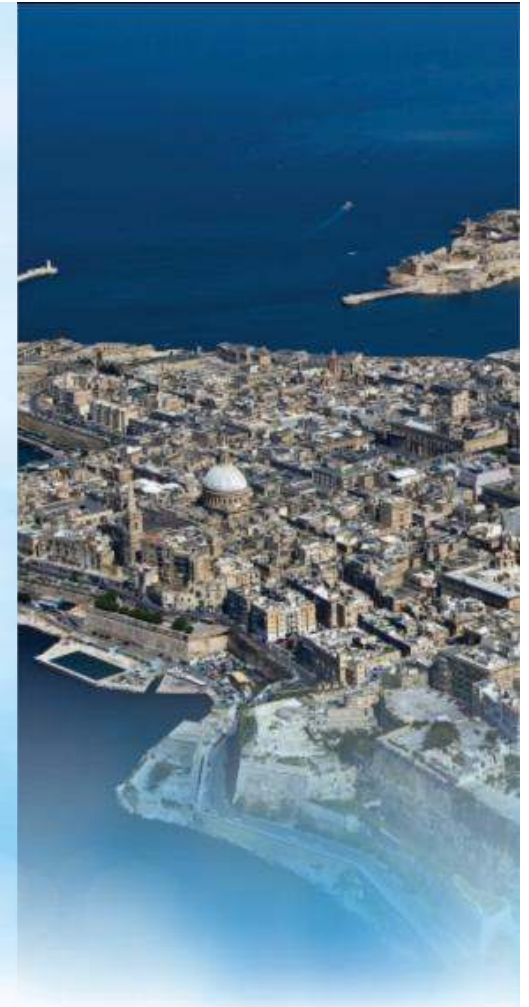
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Why Malta ?

- ▶ Geo-strategic location
- ▶ Economic, political and social stability
- ▶ EU member and part of the Eurozone
 - ▶ English as the business language
- ▶ Efficient communications infrastructure
 - ▶ First class human resources
 - ▶ Flexible labour legislation
- ▶ Consistent pro-business government policies



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Why Malta ?

- ▶ Superior quality of life
 - ▶ Safe environment
- ▶ High level of education facilities
 - ▶ Secure banking facilities and competitive interest rates
 - ▶ World-class free healthcare
- ▶ Quality affordable accommodation



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Why Malta ?

- ▶ Efficient tax systems
- ▶ Competitive cost structure with low social costs and competitive labour cost
 - ▶ Attractive incentives package
- ▶ Availability of touch-down, incubation and custom built industrial facilities



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Testimonial - Uniblue Systems

“When we first set up Uniblue we wanted to set up the company in a warmer climate. We scouted the Mediterranean region and looked up countries such as Greece, Spain and Gibraltar before we settled on Malta. Malta is very geographically central and it's very easy to access the rest of Europe and indeed the rest of the world. A 100% of our operations are based here - from sales and marketing to quality assurance and development - everything is wholly based in Malta. Also with English being an official language and the standard of education being high, we find Malta an excellent place to set up a software development company.”

Hilary Rogers, Public Relations Manager, Uniblue Systems Ltd

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Malta Incentive Regime

Investment Aid	Access to Finance	R & D and Innovation	SME Development	Enterprise Support	Employment & Training
Investment Tax Credits	Loan Guarantees	ERDF R&D grants	ERDF Innovation Actions Grant Scheme	ERDF Energy Grant Scheme	ETC Training Grants
Gozo Regeneration	Loan Interest Subsidy	R&D Tax Credits	ERDF e-Business Grant Scheme	ERDF - International Competitiveness	Employment aid scheme
	Soft loans	Technical Feasibility studies	ERDF Small Start-ups Grant Scheme	MicroInvest	Get Qualified
		Loan of highly qualified personnel	ERDF Environmental Innovation Grant Scheme	Business Advisory Services	
		EUREKA	Innovative Start-ups grant	Trade Promotion	
		Innovative Clusters	Exploratory award	Network Development	
			SME development grants	Business development grant	

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Malta - Double Taxation Agreements

Albania	Finland	Korea	Pakistan	South Africa
Australia	France	Kuwait	Poland	Spain
Austria	Germany	Latvia	Portugal	Sweden
Barbados	Greece	Lebanon	Qatar	Switzerland
Belgium	Hungary	Libya	Romania	Syria
Bulgaria	Iceland	Lithuania	Russian	Tunisia
Canada	India	Luxembourg	federation	United Arab
China	Ireland	Malaysia	San Marino	Emirates
Croatia	Isle of Man	Morocco	Serbia	United Kingdom
Cyprus	Italy	Montenegro	Singapore	U.S.A
Egypt	Jersey	Netherlands	Slovak Republic	
Estonia	Jordan	Norway	Slovenia	



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Malta - Market Access

- ▶ Free unrestrained access to the other 26 Member States of the EU: 500 million consumers
 - ▶ Members of the Schengen Area
- ▶ Free access to Third Country markets including
 - ▶ EFTA: Norway, Iceland, Liechtenstein, Switzerland
 - ▶ Euromed: Algeria, Marocco, Tunisia, Egypt, Israel, Palestinian Authority, Lebanon, Jordan, Syria, Turkey
 - ▶ Chile, South Africa, Mexico and Balkan countries
- ▶ FTAs being negotiated with Libya, the Gulf Cooperation Council, India, Brazil, South Korea, Ukraine and Singapore



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Malta - Income Tax Advantages

Malta has a full imputation tax system which completely eliminates the economic double taxation of company profits. Tax paid by companies in Malta (35%) is, upon distribution of dividends, qualifies for a credit against the shareholders' tax liability. These refunds are generally equal to 6/7ths of the tax paid.

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Testimonial - Playmobil (Malta)

“Playmobil is one of the oldest manufacturing companies in Malta, in fact we have been here since 1971 - for 36 years. In think our success is based on continuous investment in new technologies in our processes and obviously coupled within them the investment in all our employees, If you need qualified and highly trained labour at a reasonable cost to carry out product development, sales and marketing as well as production, then Malta is the place to invest. Likewise Malta Enterprise has always been a very good partner whenever we need anything for our company.”

Helga Ellul, CEO, Playmobil Malta

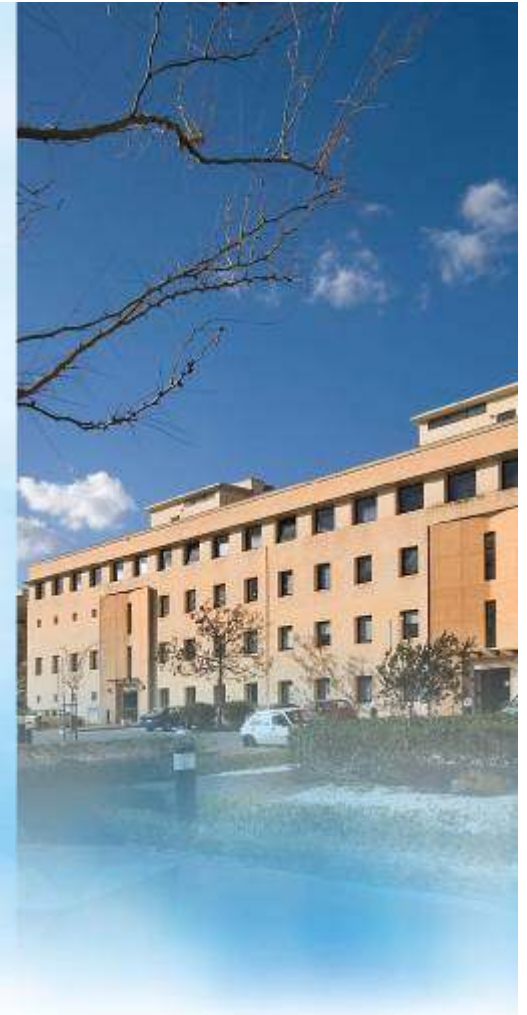
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- ▶ National economic development and investment promotion agency
 - ▶ Single point of contact for businesses
 - ▶ Attractive package of business incentives
- ▶ Administration for EU grants for businesses
 - ▶ Hands-on practical approach with dedicated relationship management officers for each project
 - ▶ Coordination of fact finding visits and meetings for business visitors to Malta



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THANK YOU FOR YOUR ATTENTION



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