



ENTERPRISE IN MALTA



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BAXTER MALTA CELEBRATES ACHIEVEMENTS

Throughout the past year, the Baxter Malta facility has worked one million hours without a lost time accident, reduced energy consumption by 14%, reduced waste by 12% and received an honourable mention for the best EH&S programme (2005–2006) by Baxter International Inc.

This was announced by Julian Dimech, Director Manufacturing of the Baxter Malta facility during the launch of the company's EHS week.

Speaking about these achievements, Mr Dimech said that this is a great achievement not just for management, but all employees at Baxter. Environment, health and safety responsibilities are important to fellow workers, our families and the organisation.

For Baxter, EH&S results are just as important as the financial and quality results. To reach these targets, naturally entailed a significant investment in time, resources and equipment.

However, considering the long-term payback in terms of a safe work place, it was well worth the investment.

The EH&S awareness week at Baxter has now become a fixed reference point in the company's calendar of events. This year's participants included personnel from the Health Promotion Unit, the FSE, and Solar Solutions Ltd.

Source: The Malta Independent - 1st November 2007

SPECIALISED MARITIME EQUIPMENT TO BE MANUFACTURED IN MALTA

The Ministry for Investment, Industry and Information Technology together with Italian firm Finultra SpA, recently announced the setting up in Malta of a new manufacturing plant for the production of specialised equipment used by the maritime industry.

The new manufacturing plant is expected to commence its operations in January 2008. The Maltese plant will at first be manufacturing magnetic compasses and other electronically controlled devices used in the maritime industry. These products will be exported to European and North American markets. The company will also conduct research and

development of new electronic products in this sector. Commenting on this announcement, Investment Minister Austin Gatt said "once again we have been successful at selling Malta as a destination for the manufacturing sector. When we focus on sectors in which we have a tradition and a competitive edge, then our attention reaps rewards".

He added that the potential of the maritime industry for Malta cannot be ignored. This justifies the ideas being promoted in the vision for the Grand Harbour to set in Malta an industrial park focusing and clustering operations of this type in the maritime industry. We have

secured an investment that combines successfully two of our most significant target sectors: electronics and the maritime industry.

Source: Ministry of Investment Industry & IT website - 12th November 2007



CISK PRODUCT NAMED WORLD'S BEST STANDARD LAGER



Cisk Lager, brewed and bottled by Simonds Farsons Cisk plc since 1928, has been named the World's Best Standard Lager by Beers of the World, an international consumer beer magazine. The recently-launched Cisk Excel won the World's Best Low Carb Beer title in the same awards.

The World Beer Awards, held for the first time this year, are organised by Paragraph Publishing, publishers of Europe's leading beer and whisky magazines.

An international panel of judges tasted their way through hundreds of

entries from Europe, the United States, Australia and beyond, to find the winners of each style.

"This global recognition of the quality of our products is very good news for us" Farsons Group Chief Executive Louis A Farrugia said. *"It confirms that our commitment to give our customers an excellent beer is giving us the results we are after and encourages us to keep improving on that".*

Cisk Lager has won several awards over the past years. Among the most significant, Cisk Lager won the UK's Brewex Competition in

1980 when it was awarded gold medals in both the Lager and the Best Overall categories.

In 1995 Cisk Lager received the top prize in the Australian International Beer Awards, while its sister brand Cisk Export won the Gold Medal at the World Beer cup in Ohio, USA in 2002. Cisk Lager placed second in the International Lager Competition Category, Class 1, of The Brewing Industry International Awards 2005.

Source: *The Times* – 5th October 2007

SIXTH VERTICAL STRATEGIC ALLIANCE SIGNED

Early in October, the Government of Malta entered into its sixth vertical strategic alliance, this time with the Economic and Social Research Institute (ESRI), one of the leading providers in geographic information systems (GIS).

The alliance was announced by the IT and Investment Minister Austin Gatt and ESRI Regional Manager Europe Aart van Wingerden. Mr van Wingerden explained that GIS technology was the way of the future, in that within a decade, more and more systems are going to be designed to work with GIS.

GIS technology is comprehensive in the sense that it works by combining imaging with all sorts of data. To give an example,

a GIS map can be tagged with information relating to underground sewers, waste water management, afforestation, and power grids. GIS technology is more usually associated with car navigation systems and also, very recently, mobile telephony.

Mr van Wingerden said that ESRI was set up in 1969 and currently employs some 5,000 people worldwide in 35 countries. Mr van Wingerden added that many people use their software, including the United Nations, the Red Cross and the European Commission amongst others. He said that his company's vision was to see Malta become part of the global cooperative effort to enhance the worldwide Geo-Web. This alliance would also offer the Maltese education

system free software to be given out to students and will see the organisation of specialised courses at the Malta College for Arts, Science & Technology (MCAST).

On his part Minister Gatt said that this was the sixth vertical strategic alliance, following in the footsteps of others signed with world players such as Microsoft, IBM, CISCO and others. Minister Gatt said that there is no doubt that GIS technology will become ever-present in the world of IT and we want everything to be compatible for data sharing. Dr Gatt also said that the target was to open a GIS Competence Centre in 2008.

Source: *The Times* – 3rd October 2007

"This was the 6th vertical strategic alliance, following in the footsteps of those signed with Microsoft, IBM, Cisco and others."

MALTA AT THE HEART OF TOLY'S OPERATIONS

Early in November, Toly Products Ltd opened a new development unit and a new dedicated manufacturing plant for Chanel, its largest customer. The ever-growing global group wants Malta to remain at the heart of its operations and use it as a springboard to the outside world, said Toly Products Chairman and Chief Executive Officer, Andy Gatesy.

Toly is a global supplier of high-quality plastic packaging components for cosmetic products sold around the world by leaders in the cosmetic and fragrance industry such as Avon, Boots, Chanel, Yves Rocher, Nina Ricci and Estee Lauder.

Upbeat as ever about the recent positive and unexpected results obtained by Toly Malta, Mr Gatesy explained that even though the global company opened a manufacturing plant in China two years ago, sales

in Malta increased by about 10% last year and a further 15% this year. The group has set itself the ambitious target of €100m in sales by 2010, but they are already ahead of target, so it is looking more achievable now.

He explained that Malta is the heart of the company's operations. Malta gives a lot of support to the group's other operations worldwide, so it must be kept sustainable.

What is it that keeps Toly in Malta? Mr Gatesy explained that is certainly the company's engineering skills, technology, the ability to have a sophisticated process in control, and producing the highest quality packaging in the industry. Linked with that it has to be the people.

"Our people are excited, passionate, entrepreneurial, committed. If you go around western Europe today, particularly in the developed countries, you

find less and less people who want to work in factories and succeed." Since Malta is a small island, people look at the outside world and say they want to be part of that big world out there, he explained, saying that today, Toly is becoming a brand.

Mr Gatesy said Toly has a real strong focus on creativity and innovation, which he believes is something that sets the company apart. This year Toly designed 14 new standard colour lines. In the past, Toly used to design about two to three colour lines every year. Now they do more than one a month because they are focused on innovation.

All the design is done in Malta and then exhibited around the world – from New York, Paris, Monaco, Bologna and Hong Kong.

Source: The Malta Business Weekly – 15th November 2007

"Malta is the heart of the company's operations. It gives a lot of support to the group's other operations worldwide."

NEW PLANT MANUFACTURING INDUSTRIAL EQUIPMENT

Oli SpA, an Italian industrial manufacturing firm, recently announced the opening of a new plant in Malta in March 2008. Oli SpA belongs to Wamgroup that employs over 2,000 persons in several factories worldwide.

The new plant will manufacture industrial equipment, processing goods sourced from the Far East and exporting them to European and other markets. Oli will be investing

in a computerized warehouse system operated by a robotic arm to be installed in the factory allocated to them.

Wamgroup Chairman Mr Vanier Marchesini explained how his company will be combining the skills of Maltese employees with the excellent shipping connections at Malta Freeport. Oli is investing €1.5 million in its Malta project that is expected to create

30 new jobs. *"Our partnership with Malta's government and our investment here are a sure sign of our confidence that Malta's manufacturing prowess can truly make a difference for our business. We chose this location carefully and full confidence that this project will be of benefit to us and to our new home: Malta"* he said.

Source: The Times – 10th November 2007



HIGH-END MALTA AUDIO VISUAL PRODUCTION CENTRE LAUNCHED



The set up of the Malta Audio-Visual Production Centre (MAPC) should build on the achievements in the IT sector and could provide the basis for Malta to become a centre of excellence in this sector.

During the launch held in September, IT and Investment Minister Austin Gatt said that just like the investment from Dubai in SmartCity has helped boost IT in Malta, the MAPC should do just the same for the filming and advertising industry in Malta. This new audio-visual company has been set up by a number of audiovisual industry professionals from Malta, Italy, Europe and the United States.

MAPC will be providing comprehensive services in relation to the creation of any form of audiovisual production. This will range from the drawing board stage to the final productions. All productions will be of high technological and quality levels, thereby contributing significantly to raise the level of audiovisual productions originating from Malta.

During their presentation, Andrea Pardo and Daniele Ventura, who were representing the backers, said that the company aimed to bring work to Malta. Mr Pardo explained that the reasons for coming to Malta were many. *"People have excellent English, it is a pretty location, there is*

good weather and there are competitive salaries and costs."

To offer high quality productions MAPC will be utilizing services already available in Malta together with overseas expertise. This will help to ensure the quality leap required by potential clients, including the large multinational companies. The quality guarantees, together with the significant cost-effectiveness, are expected to attract large budget productions which previously would not have considered Malta for their audiovisual needs.

Source: The Malta Independent - 29th September 2007

MARINE SOFTWARE ENGINEERING PROJECTS TAKES OFF

A new initiative aimed at the superyacht industry is aiming to have a €45 million turnover involving 10 foreign companies by 2011. It could also create 300 jobs and encourage 350 students to venture into this field.

"Some people think that this figure is conservative." Steps Ahead partner Geir Fagerhaus said when asked about these ambitious targets. *"Clients are looking for high-tech solutions but there were simply not the resources to provide them.*

Sweden certainly did not have the capacity as most of the market is centred around the Mediterranean. That is why we came to Malta. Every step since then has strengthened our belief that Malta is the right place to be" he said.

The Marine Software Engineering Cluster of Excellence (MARSEC-XL) is the result of a collaboration project between Euro-MedITI Ltd and Steps Ahead Ltd. The commercial side will centre around the Super-

yacht Technology Expansion Centre (S-TEC) and the Marine Business Port (MBP).

Mr Fagerhaus explained that most of the work is done while the boats are afloat. The yachts can then use the private marinas, which have space available, unlike many other countries where superyacht space is hard to find.

The Times (Business) - 1st November 2007

"Every step since we came to Malta has strengthened our belief that it is the right place to be."