

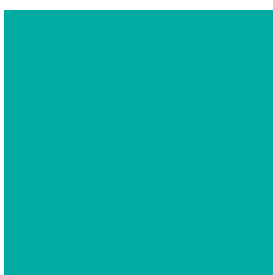
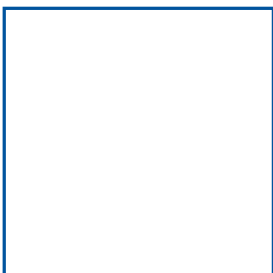
Pharma Malta

A healthy location for the Pharmaceutical industry



MaltaEnterprise

Why Malta?



Malta has been an established EU member state since May 2004. A stable economic, industrial and political environment, excellent language skills, a productive labour force and an attractive incentives package, are just some of the reasons why so many companies are now looking at Malta as their first choice for foreign investment. Undoubtedly, businesses locating to Malta will join a growing band of international companies in the pharmaceutical and medical device sectors that are already operating successfully on the Island.

Location

- A Mediterranean Island State - within easy reach of other European capitals with direct flights to 37 major centres (flying times 2½ hours and less).
- Point of access for large and growing North African and Middle East markets.
- Ease of exporting through advanced logistics services, air and sea freight.

Strong skills' base

- Knowledgeable, hard-working and dedicated workforce.
- Availability of highly qualified staff, negligible attrition and low salary/wage inflation.
- Strong linguistic capabilities with English as the official language for business and commerce.
- Long established university producing a stable pool of pharmacy and chemistry graduates.
- Vocational college offering laboratory sciences courses designed specifically for the pharmaceutical sector.

Favourable business environment

- Membership of Euro-zone and EU regulatory environment.
- Attractive incentives package, particularly for the pharma sector and related activities.
- Investment Aid in the form of tax credits on capital investments; project financing at low interest.
- Between 35% and 80% of employee training costs provided as cash grants for the upgrading of human resources.

Track-record in the industry

- Well-established in manufacturing – especially pharmaceuticals and healthcare.
- Global manufacturing base for Actavis, Arrow Pharm, Siegfried Generics, Medichem, Combindo Pharm, Baxter and Cardinal Health.
- Export-oriented economy; pharmaceuticals growing in volume.
- Robust patent legislation dating back to 1960s.
- Prime location for first-to-market launch of new generics after patent expiry.
- Medicines Authority able to act as an effective reference Member State.
- Competent and cost effective regulatory authorities for facilities audit and EU GMP certification.
- Clearly articulated Bolar provisions fully incorporated in legislation.
- Long-respected reputation for healthcare services.
- Local suppliers of fine chemicals, plastic, carton, blister packaging; laboratory and other support services.
- Inward processing relief on non-EC goods for re-packed/re-assembled exports.

Living Environment

- A wealth of history and archaeology.
- A mild climate which encourages an outdoor social and cultural life all year round.
- A safe, secure and pleasant country to work and live in.
- First-class healthcare facilities available in private and public hospitals.
- Excellent education system with numerous private, international and public schools.
- Exceptional standard of living while annual living costs are substantially lower than in many other EU Member States.
- High standards of affordable accommodation.

In our field it is very important to have English as an official language because there are a lot of technical words which are not easy to translate in another language. Everybody can understand English in Malta and it makes communication very easy. The workforce is also highly qualified and here we found the qualifications that are needed for the pharmaceutical industry.

Ella Krist, General Manager - Siefgnied Generics (Malta)

November 2007

Aurobindo selected Malta for its favourable patent environment, tax benefits, government support and healthcare infrastructure as reasons for investing in the country. Important also is the island's qualified, English-speaking workforce and the availability of efficient transport links to all major destinations.

V. Murali Dharan, Associate Vice President Business Development - Aurobindo

July 2008

Medichem was attracted to Malta following the adoption by Malta Enterprise of a strategy that seeks to promote the further development of the pharmaceutical sector in the Maltese economy. Malta Enterprise and Malta Industrial Parks as well as MEPA played a big role in making this possible. Malta was chosen for two main reasons, the commercial advantages gained by the Business Promotion Act as well as the Patent Law factors such as the Bolar Clause which allows a company to develop a product which is still under patent.

Juan Ramón Pérez Zamora, Plant Manager - Medichem Manufacturing (Malta) Ltd

July 2008

The favourable patents environment together with an interesting incentives package served as a strong motivator in expanding our activities on the island. The fact that the same regulatory framework as that of the EU now regulates the manufacture of pharmaceutical products in Malta is a great plus. Additionally, a technically strong English speaking workforce, consistently high quality levels and a flexible can-do approach, all constitute powerful elements that help to make the Malta offering a very attractive one.

Sergio Vella, Managing Director – Actavis Malta

July 2008





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