



MALTA

A Centre of Excellence for Healthcare

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A Centre of
Excellence for
Healthcare

“

In our field it is very important to be somewhere where the English language is spoken and understood because there are a lot of technical words which are not easy to translate in another language. Everybody can understand it and it makes the communication very easy. The Maltese workforce is very highly qualified, dedicated and loyal. What we needed for the pharmaceutical industry we found here on the island.

”

Ella Krist – General Manager, Siegfried Generics (Malta) Ltd.

November 2007

MALTA THE RIGHT LOCATION

Strategically
located in the
heart of the
Mediterranean

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



MALTA

Always ahead
of its time in
healthcare.

The Holy Order
of the Knights
Hospitalliers
selected Malta as
their base in the
Mediterranean in
the 15th Century.



MALTA

**ECONOMIC
VISION
2015**



A centre of Excellence in:

- Health Services
- ICT
- Financial Services
- Tourism Services
- International Educational Services
- High Value-Added Industry & Services



MALTA

A STRONG BUSINESS TRADITION

Malta offers definite advantages in terms of quality, rapid product turnover, short but specialised production runs, product development, sales and marketing.



A diversified and strong industrial manufacturing and services base:

- Healthcare & Pharmaceuticals
- High-precision engineering
- ICT, including electronics
- Knowledge-based services
- Logistic-based services
- Rubber and plastic products
- Tool-making
- Processed foods



MALTA

A HOME TO
WORLD-
CLASS FIRMS
IN THE
HEALTHCARE
AND PHARMA
SECTOR

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



MALTA

PEOPLE POWER

Graduates for
scholastic year
2006/07:

- Academia:

1,331 University
of Malta graduates

- Vocational:

1,282 MCAST
graduates + 6,224
ETC trainees



- Multi-lingual, well-educated population
- Availability of professional, managerial and technical staff
- 0.1 days lost due to industrial dispute
- Absenteeism: less than 2.5%
- Excellent work ethic



MALTA

BENEFITS

- A Centre of Quality for Manufacturing and Services - including maritime activities
- Competitive Cost Structure
- Excellent Communications
- English speaking, and a European way of doing business
- Southern-most part of the European Union with proximity to developing markets in North Africa and Middle East



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The favourable patent legislation in Malta has given us a distinct strategic advantage. The Bolar provision basically allows a company like ours to conduct testing and trials on originator products before their patent expiry.

”

Sergio Vella - Managing Director, Actavis Malta

November 2007

MALTA

WHAT WE CAN OFFER

- One of the fastest-growing industrial sectors in Malta with a number of major operators already established on the island
- Purpose-built premises ensure GMP certification
- Readily-available well-qualified staff, with over 500 students graduating every year in medical, pharmaceutical and related fields
- Ensure that companies' specific training needs are met (University, ETC and MCAST)
- Well-equipped and professional staffed laboratories for outsourced testing
- Close synergy with suppliers - fine chemicals, plastic, carbon, blister packaging, printing
- Unlimited water services can be made available to desired quality standards



MALTA

WHAT WE CAN OFFER

- GMP audits conducted by Malta Medicines' Authority are acceptable throughout the EU
- Medicines Authority provides timely services for marketing authorisation as a Reference Member State.
- Until recently, only a few patents were registered in Malta
- The Bolar provisions were fully incorporated in Malta's intellectual Property legislation in 2002 and provide total comfort to companies developing generic copies of innovative drugs still protected by patent
- In Malta, where many patents have not been registered, launch batches may be produced with impunity to enable the generic manufacture to be first-to-market immediately upon patent expiry



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Malta is a suitable place for healthcare production solution base in terms of its effective logistics system and also in terms of the high competent human recourses making us competing very effectively and successfully in the healthcare industry.

”

Eucharist Baldacchino – Plant Manager, Cardinal Health

November 2007

MALTA

**FACILITATING
BUSINESS**

- Legislation in English
- Focal points for industry in government departments
- Tax planning alternatives: corporate and personal
- Private arbitration
- Well-regulated financial institutions
- Multitude of professional services: legal, financial, marketing, technical, commercial.

BUSINESS SUPPORT AVAILABLE

- Assistance with the feasibility/viability study of investing in Malta
- Co-ordination of fact finding visits to Malta
- Setting up of meetings with industry, Financial Services and Government organisations
- Allocation of a Relationship Manager for hand holding during the setting up stage and beyond
- Quick response time for decisions

MALTA

INCENTIVE REGIME



INVESTMENT AID	ACCESS TO FINANCE	R&D AND INNOVATION	SME DEVELOPMENT	ENTERPRISE SUPPORT	EMPLOYMENT & TRAINING
Investment Tax Credits	Loan Guarantees	R&D Tax Credits	ERDF Innovact Scheme	Network Development	Training Grants
Gozo Regeneration	Loan Interest Subsidy	EUREKA	ERDF eBusiness Scheme	Business Advisors	Employment aid scheme
	Soft Loans	Technical Feasibility Studies	ERDF small start-ups grant	Trade Promotion	Training Aid
	Royalties	Loan of highly qualified personnel	ERDF Environment Scheme	ERDF - International Competitiveness	
		ERDF R&D grants	Exploratory award	ERDF Energy scheme	
		Innovative Clusters	SME development grants	Business development grant	

For detailed information on all currently available incentive schemes administered by Malta Enterprise, including guidelines and application forms, go to <http://support.maltaenterprise.com>.

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, on distribution of dividends, provided as a credit against the shareholders' tax liability. These refunds will generally be equal to 6/7ths of the tax paid.

MALTA

SUPERIOR LIFESTYLE

- High level of education provided by international, private and public schools.
- Excellent healthcare facilities (public and private hospitals).
- Efficient banking facilities.
- High standard affordable accommodation.
- Mediterranean climate with warm summers/ mild winters.
- Extensive cultural, social and sporting activities.
- Safe environment.



MALTA

COMING
TO MALTA

Click here
to access
application
form

APPLICATION FOR ASSISTANCE UNDER THE
BUSINESS PROMOTION ACT AND THE MALTA
ENTERPRISE ACT

Application for:

- access to finance incentives
- allocation of industrial space





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