



# MALTA

## YOUR BUSINESS PARTNER

**M**alta has a dynamic economy based on international trade and international business. Amongst its achievements, Malta has built a sound and competitive manufacturing and services base that does not rely only on its favourable geographic position, but also on its multi-skilled, multi-lingual workforce. It also offers political stability, healthy industrial relations, a pleasant and secure living environment and evident cost advantages together with high productivity levels, a good infrastructure set-up with advanced telecommunications, and a more than adequate air and maritime distribution network.

Air links with all major European, North African and Middle Eastern destinations are both frequent and efficient. Shipping lines are served by excellent natural harbours while international shipping companies provide both conventional and roll-on/roll-off services transporting merchandise to ports across the Mediterranean, Europe, Asia and the Americas.

Competing for foreign direct investment in an aggressive worldwide market, Malta's strategy is clearly defined. During the past four decades, Malta has been exceptionally successful in attracting foreign direct investment. The country has notched up an impressive record in attracting foreign investors, and who continue to re-invest in their production and service facilities in Malta.

In fact, many are the world class companies that already successfully operate on the island in healthcare and pharmaceuticals; ICT, including high-end electronics; back office activities, including call centres; and logistics-based services. Here one finds renowned firms such as Actavis; Arrow Pharma; Delta Electronics; STMicroelectronics; HSBC; Crimsonwing; Fraser Eagle; Lufthansa Technik; De La Rue; and Toly Products to name just a few. All these have already benefited from

the impressive profusion of high-grade human resources, attractive incentives package and superior quality of life that one finds on the island. Their presence provides a true testimony to the quality and productivity of the Maltese workforce and the infrastructure within which they function. This says a lot about Malta as your business partner.

Malta Enterprise, the national agency responsible for foreign investment, trade, and industrial development, provides a comprehensive package of incentives aimed at facilitating foreign direct investment in Malta. Some of these benefits include:

- reduced rates of income tax;
- investment tax credits;
- provision of industrial/administrative premises at attractive rates; and
- training grants.

In addition to its central investment promotion function, Malta Enterprise has the task of promoting the country's external trade by helping companies in Malta to penetrate new export markets. Due to its economic and commercial linkages between the countries of the Northern and Southern shores of the Mediterranean, Malta remains the ideal base from which to penetrate the markets in Europe, North Africa, the Middle East and beyond.

It is difficult to argue with this when there are so many international companies in Malta which seem to prove the point. Furthermore, Malta Enterprise aims to make it as easy as possible for the international business person to identify and make contact with the ideal producer, supplier or partner in Malta in the shortest possible time.

Thus, whether you are interested in Malta as an investment location, a trading partner, or outsource location, the business case in its favour is clear – Malta has the right mix for your business success. ●

For a free information pack on doing business with Malta, contact Malta Enterprise, Enterprise Centre, Industrial Estate, San Gwann SGN 09, Malta.  
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