



MALTA ENTERPRISE

Malta. A Stable Economy, Open for Business

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Malta. A Clear Economic Vision

- To develop a dynamic, high value-added economy founded on competence, skills and excellence and capable of sustaining a high quality standard of living.
- Malta Enterprise is the national agency responsible for promoting and supporting Foreign Direct Investment into Malta.
- Malta Enterprise also assists businesses and industries in the country to grow, develop and internationalise through a wide range of support measures.

Malta. Malta Enterprise

Malta Enterprise is the first point of contact for any company interested in setting up in Malta. Its role is to:

- Assist foreign companies wishing to do business in Malta and promote investment and trade opportunities
- Facilitate enterprise development in Malta through a wide range of support services and schemes, including EU-funded assistance for businesses
- Assist companies to tap into other markets abroad, including through collaborative projects and networks such as the Enterprise Europe Network
- Manage industrial parks, custom-build factories, and allocate industrial space



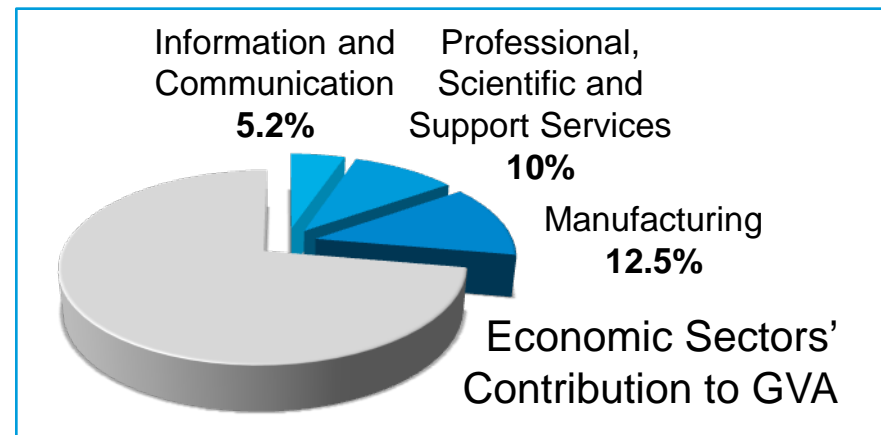
Malta. A Stable Economy

Economic Indicator	Date	Malta	EU27
Real GDP Growth	2011	+1.7%	+1.6%
	2012	+0.8%	-0.3%
Unemployment	Mar-2013	6.5%	10.9%
Inflation (HICP)	Mar-2013	+3.1%	+2.4%
Deficit as % of GDP	2012	-3.3%	-4.0%
Government Debt as % of GDP	2012	72.1%	85.3%
Exports per capita	2011	€15,700	€11,000

Source: Eurostat

Credit Ratings	Rating
Fitch	A+
Moody's	A3
Standard & Poor's	BBB+

Sourced: 07-05- 2013



Malta. ICT and Digital Media

- Excellent ICT infrastructure, with over 95% of territory with broadband connection
- Strong iGaming sector, with LGA among most reputable regulators globally
- Growing digital media industry, including gaming and software development
- Call Centre, Back Office Support and Shared Services
- CISCO, HP, Microsoft and Oracle training academies
- Dubai's Tecom investing \$300m in SmartCity Malta



Malta. ICT Resources

University of Malta - Graduates

Faculty of Information and Communications Technology	Level	2010-2011	2011-2012
	Honours	89	72
	Masters	20	17
	Doctorate	1	2
	Higher Diploma	2	3
	Post-Graduate Diploma	3	7
	Diploma	6	3
Total Graduates from the Faculty of Information and Communications Technology	All Faculty Courses	121	104

Source: University of Malta, Office of the Registrar

Malta. ICT Resources

Malta College of Arts, Science and Technology- Graduates

Institute of ICT	Level	2010-2011	2011-2012
	Certificate	95	149
	Diploma	437	405
	Bachelor (Honours)	31	77
Total Graduates		563	631

Malta. ICT Resources

Salaries (weekly)

	Clerical/ Executive	Managerial	Weighted Average
ICT	£254.70	£362.10	£291.42

Source: Ministry of Finance, the Economy and Investment, Economic Survey November 2012

Malta. ICT Resources

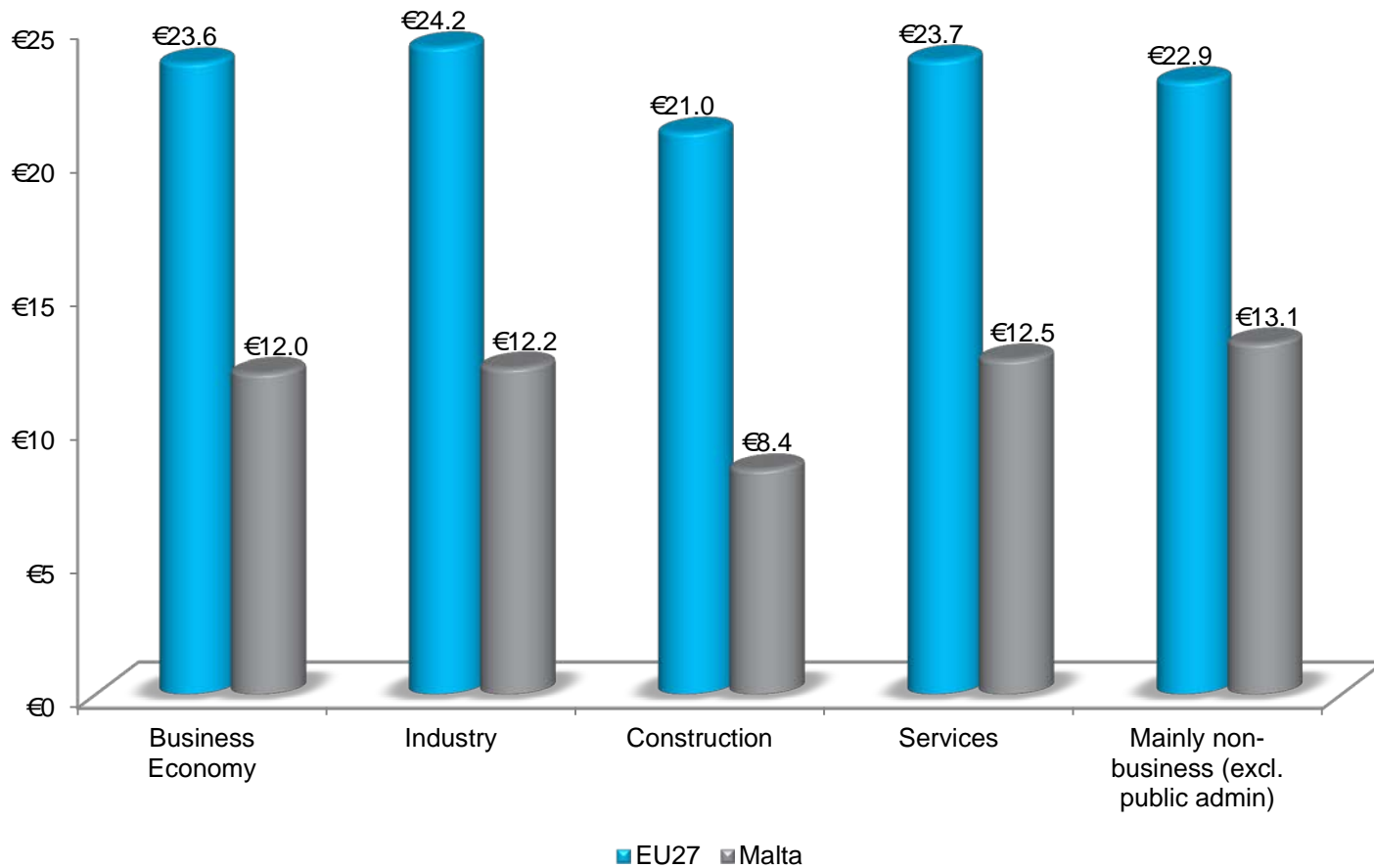
Language skills

Language	1995		2005	
	Number of Inhabitants	Percent	Number of Inhabitants	Percent
English	246,157	75.9	318,354	87.9
Italian	118,213	36.4	205,375	56.7
French	31,945	9.8	75,914	20.9
German	6,807	2.1	20,110	5.5
Arabic	5,955	1.8	14,046	3.9
Other	5,769	1.8	15,159	4.2
Total	324,386	100.0	362,376	100.0

Source: NSO, Census of population and Housing 2005, Volume 1, Population

Malta. ICT Resources

Labour Costs per hour by economic activity (2012)



Malta Enterprise. Core Costs

- Office Rental Rates by Size (July 2012)

Office Size	Median rent per sqm per annum
1-40 sqm	£131
41-70 sqm	£103
71-110 sqm	£90
> 110 sqm	£106

Source: Malta Enterprise, Economic & Market Research Unit, Rental Rates – Offices & Warehouses

- Rental Rates for Finished Apartments (December 2012)

Apartment	Monthly Rent	Location
Top End	£1,550-£4700	Portomaso, Pender Gardens, St Julian's, Sliema, Tigne Point
Mid End	£645-£1,370	St Julian's, Valletta, Swieqi, Qawra
Bottom End	£202-£550	Bugibba, Hamrun, Msida, San Gwann, Marsascala

Source: Real Estate Agents



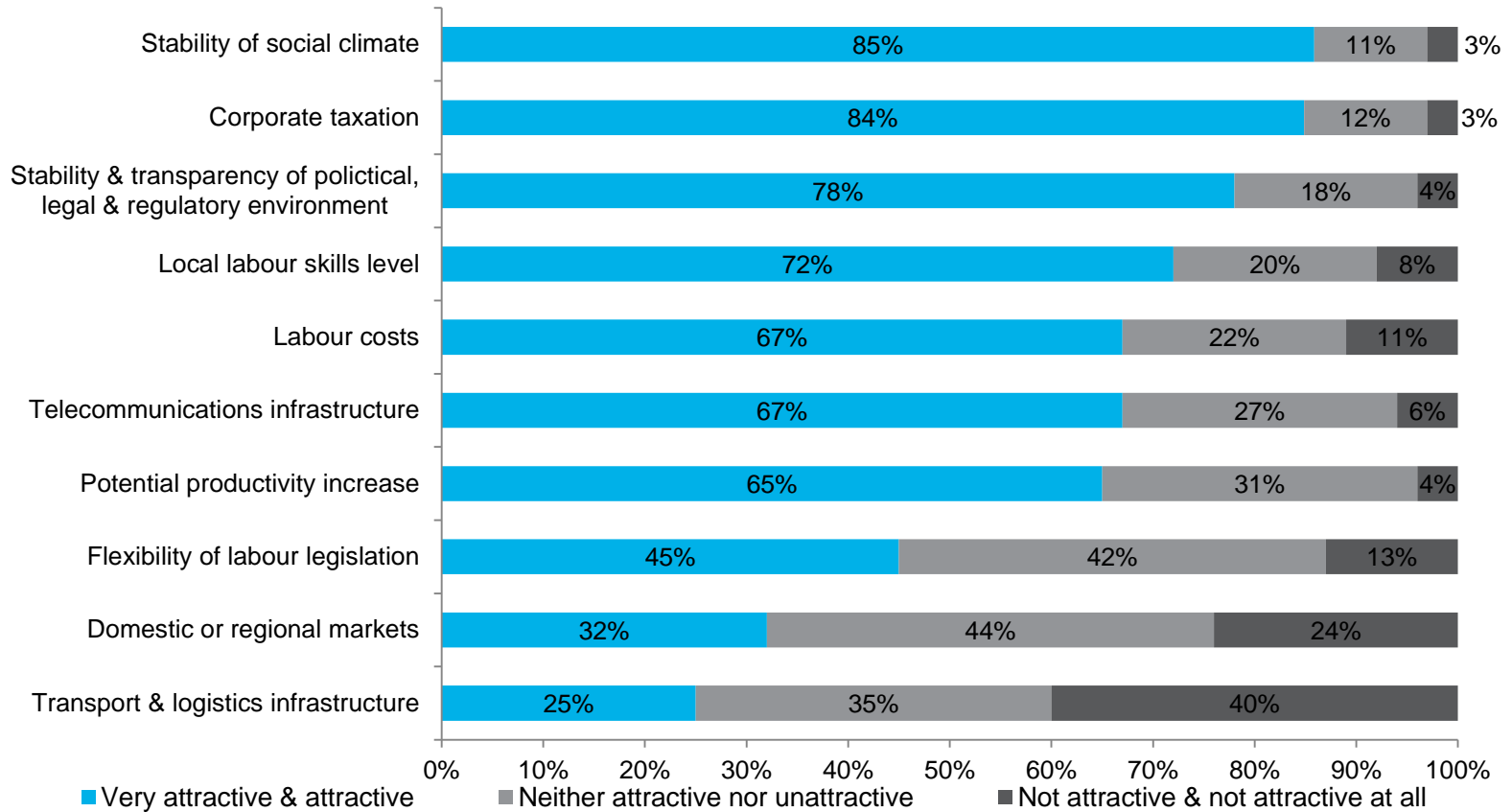
Malta. Incentives Package

Availability of an attractive incentives package, including:

- **Investment Aid** tax credits calculated on the value of investment or new employment generated
- **Fiscal Incentives**
 - Corporate tax rate may effectively be reduced to 5%
 - Fiscal incentives for highly qualified and skilled foreign workers in target industries
- Schemes to help companies obtain **access to finance**
- Support to help companies **internationalise** their business
- Various schemes to support **R&D and innovation**, including tax free income on royalties from intellectual property
- **Business Development Grants** for high value-adding projects
- Support for **education and training** of workforce

Malta. Why?

Malta's Attractiveness vis-à-vis investment criteria



Source: Ernst and Young's 2012-Malta Attractiveness Survey

Malta. Why?

Some key benefits Malta offers:

- Economic, political and social stability throughout the years
- Strategic location with easy access to nearby markets
- Efficient tax system
- Highly-skilled and English-speaking human resources
- Competitive cost structure with low social costs and competitive labour costs
- Excellent quality of life and safe environment
- Attractive Incentives Package



Thank You

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