

WEALTH MANAGEMENT



FinanceMalta

Effective | Secure | Skilled

SECTOR GUIDES 2018-2019 EDITION

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Malta at a Glance

Located in the centre of the Mediterranean, between Europe and North Africa, Malta is the European Union's smallest member state. Famous for its 7,000-year history and 300 days of sunshine, Malta has emerged as one of the most remarkable success stories in the Eurozone. Recognised for its pro-business attitude, state-of-the-art infrastructure and modest costs of doing business, it has become the go-to country for growth-minded entrepreneurs and multinational companies.

Source: Malta Financial Services Authority, Transport Malta, Malta Individual Investor Programme Agency. All figures as of end 2017 unless otherwise indicated.



Location: **Southern Europe** Official Name: **Republic of Malta**
 Area: **316 km²** Languages: **Maltese & English**
 Population: **460,000 of which: Maltese: 94% Foreign: 6%**
 Memberships: **European Union, Eurozone, Schengen Area**



Currency:
Euro



Time:
GMT+1



Voltage:
240



International
Dialling Code:
+356



Religion:
**Roman
Catholic**



Annual
rainfall:
600 mm



Sunshine:
**300 days of
sunshine/year**



Temperature average:
**Winter 12°C
Summer 31°C**



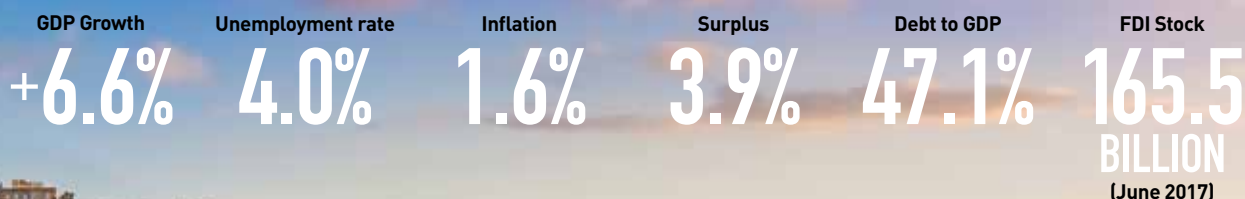
→ A full member state of the European Union and part of the Eurozone, providing Malta-based businesses with instant access to the EU's internal market of over 500 million people

→ Advantageous geographical location, being within three hours direct flight time from other European financial centres

→ An accessible, respected and forward-looking regulator and risk-based supervision

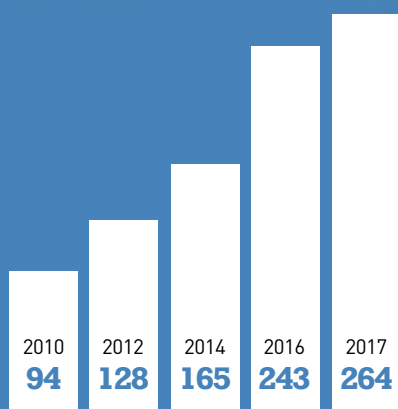
→ Comprehensive financial legislation catering inter alia for the regulation of investment funds, insurance companies, securitisation, banking and financial institutions, offering many regulatory structures that are unique in Europe

Malta's Economy in 2017 Source: European Economic Forecast, Spring 2018



The Maltese Islands were previously best known as a holiday destination. However, over recent years, the country has sought to diversify its economy beyond tourism by promoting a range of sectors and activities, including financial services, tourism, iGaming, construction & real estate, manufacturing, life sciences, maritime and aviation.

Aircraft registrations in Malta



Maritime

Malta shipping register position in Europe and the world: largest register in Europe and the sixth largest in the world in terms of gross tonnage

Registration of super yachts over 24m in length:

687

Investment Migration

900 individuals have been granted citizenship under Malta's Individual Investor Programme during the period 2014 to 2017

→ A network of double tax treaties with some 70 countries

→ Political stability coupled with unanimous political support for the country's position as an international financial centre

→ An educated, dedicated and multi-lingual workforce and Incentives to attract foreign professionals

→ A banking sector, composed of a combination of solid and reliable Maltese banks and major international banks, providing the highest standards of service to corporate and private clients

→ State-of-the-art telecommunications infrastructure and support services by professionals with a 'can do' attitude

→ High quality of life in a Mediterranean island environment with English as one of Malta's official languages.

Malta's Finance Sector

Source: Malta Financial Services Authority. All figures as of end 2017 unless otherwise indicated.

GDP contribution

11%

Banks

25

Financial institutions

48

including 34 payment providers and 14 e-Money institutions

Notified AIFs 18

Investment Funds (including sub-funds) registered in Malta

670

of which
AIFs: 101
PIFs: 450
UCITS: 114
Retail non-UCITS: 5

Net Asset Value of Malta domiciled Funds:

€10.8

billion of which
AIFs: €3.33 billion
UCITS: €2.71 billion
PIFs: €4.7 billion

Fund Administrators

26

Incorporated Cells

21

Fund Managers

80+

Recognised Incorporates Cell Companies: 6

Insurance companies

63

including
8 captives and
14 Protected Cell
Companies

Reinsurance Special Purpose Vehicle:

1

Insurance Managers

11

Retirement Schemes

50

Retirement Scheme Administrators

16

Retirement Funds

2

Registered Company Services Providers: 172

Notified Securitisation Vehicles 40

including 15 Securitisation Cell Companies with 26 cells

WHY MALTA:

Hedge funds, private equity and real estate – Malta offers all the favourite investment vehicles of high-net-worth individuals and families, while the EU member state allows investors to protect their assets through the establishment of trusts or foundations.

Single Regulator

While the financial sector is becoming increasingly complex, family offices based in Malta say they can successfully navigate the new regulatory landscape because all of Malta's financial services fall under the regulation of the single regulator, the Malta Financial Services Authority (MFSA). New and foreign companies are able to benefit from streamlined licensing procedures, lower regulatory fees and reduced bureaucracy when compared to other IFCs.

Attractive Advisory and Product Portfolio

Malta's strengths as a wealth management centre lie in the foundations of its thriving finance centre, which offers a wide range of investment vehicles including investment funds and trust companies. The country's excellent physical and legal infrastructure has also been bolstered by seasoned professionals with a proven track record in structuring customised solutions and offering innovative approaches. The regulatory regime is widely respected, and as an EU member state with a low-risk environment, Malta offers a cosmopolitan lifestyle within easy access of most European and Mediterranean capitals.

Reputable Banking Centre

In recent years, Malta has been experiencing a steady influx of banks specifically established to offer investment banking, private banking and wealth management services to their wealthiest clients. Specialist wealth managers are offering private wealth management, while a large number of banks provide professional financial advice and products to high net-worth, corporate and institutional clients.



WEALTH MANAGEMENT

Yacht and Aircraft Registration

Shipping has been an essential part of Malta's economy for the millennia. In more recent years, Malta has aimed to position itself in niche areas and introduced extensive VAT incentives for the registration of yachts under the country's flag. In addition to its maritime heritage, Malta has developed a strong legislative framework for the registration of aircraft. Private jets can now be registered under Malta's law, which also allows the jet to be owned by a trust. In addition to providing high-net-worth families with a diversified investment portfolio and a place to live or holiday, purchasing real estate in Malta traditionally generates high returns, due to the limited land mass of the island, if one opts for re-sale.

Top Quality Service Providers

High-net-worth individuals appreciate the security that the country's regulatory system provides and emphasise that the true value of Malta's wealth management industry lies in the finance centre's reputation as stable and sound. Malta offers an OECD and EU-approved fiscal framework, combined with around 70 double taxation treaties. In addition, the country's prudential supervisory system, under which trustees and other investment service providers have to be licensed by the Malta Financial Services Authority (MFSA), gives comfort to clients by ensuring that certain regulatory standards are met. With its excellent reputation for high standards of regulation and supervision, competitive costs and a highly educated workforce, Malta is prepared to satisfy the most diverse and sophisticated customer requirements.

Competitive Fee Structure

The competitive landscape for wealth management services has increased in recent years, making it more difficult to attract new clients and retain existing ones. In this climate, cost is becoming a decisive factor. Single family offices are usually not designed as profit-making entities themselves and, hence, they need to control the cost of their operations, while consistently low interest rates mean many wealthy individuals are looking for quality service providers with competitive fees. Many family offices are currently analysing their cost structure to restructure their operations, and Malta, with its more competitive fee and salary structure, expects to welcome more family offices in the near future.

A Focus on Cryptocurrencies and Blockchain

The wealth management is in the midst of digital disruption. Due to the introduction of new regulations and related cost increases, a greater focus is placed on cost effectiveness, while technology is becoming mission critical to drive customer engagement, collect data on clients and potential clients, portfolio handling as well as regulatory and tax reporting. In this climate, Malta seeks to attract fintech companies and technology-driven businesses providing wealth management solutions. Wealth management firms seeking to harness blockchain technology should also look at Malta given that the island just introduced a regulatory framework for cryptocurrencies and Distributed Ledger Technologies (DLT).

Benefits of Wealth Management in Malta

- EU and eurozone location
- Multi-disciplined advisors able to adapt to the changing needs of HNWI's
- Sound and sophisticated banking system
- Fast-track authorisation for Professional Investor Funds (PIFs)
- Flexible investment structures (SICAVs, trusts, partnerships etc.)
- One of the only civil law jurisdictions to have successfully developed a trust concept by integrating it with Roman law sources
- A reputable stock exchange
- Recognition of foreign trusts
- Offering the set-up of both trusts and foundations
- Legislation published in English
- A stable macroeconomic environment
- Crypto-friendly government with dedicated legislation for blockchain and Distributed Ledger Technologies



About FinanceMalta

Malta is internationally recognised as a brand denoting excellence in financial services. It offers an attractive cost- and tax-efficient base for financial services operators looking for a European Union-compliant, yet flexible, domicile.

FinanceMalta, a non-profit public-private foundation, was set up to promote Malta as a Business & Financial Centre, both within, as well as outside Malta. It brings together, and harnesses, the resources of the industry and government, to ensure Malta maintains a modern and effective legal, regulatory and fiscal framework in which the financial services sector can continue to grow and prosper.

FinanceMalta's Board of Governors, together with the founding associations that include the Malta Funds Industry Association, the College of Stockbroking Firms, the Malta Bankers' Association, the Malta Insurance Association, the Association of Insurance Brokers, the Institute of Financial Services Practitioners, and the Malta Insurance Management Association, as well as its members and staff, are committed to promoting Malta as a centre of excellence in financial services and international business.

Board of Governors



Kenneth Farrugia
(Chairman)



Karol Gabaretta



Dr Matthew Bianchi



Dr Wayne Pisani



Dr Annalise Micallef



John Huber

Membership

FinanceMalta offers two types of membership: Corporate and Affiliate. Corporate Membership is open to entities operating within the financial services industry, while Affiliate Membership is designed for organisations and companies wishing to take advantage of the growth of Malta's finance industry and the FinanceMalta network, including, but not limited to, firms providing Real Estate Services, Recruitment Services, Business and Professional Services, and Media Organisations. For further information on membership categories and classification, visit www.financemalta.org.

Selected Benefits of FinanceMalta Membership:

- Company profile with logo in the FinanceMalta online membership directory, including a link to own website.
- Receive regular updates, newsletters, and publications on relevant issues. Attend partner seminars, training and workshops on a wide range of specialist subjects at heavily discounted rates (some events are complimentary).
- Influence the market, regulators and law makers through FinanceMalta's lobbying activities.
- Benefit from FinanceMalta's marketing and PR initiatives.
- Regular opportunities to showcase your firm on the international scene under the umbrella of FinanceMalta at certain events.
- Attend the annual FinanceMalta conference at a discounted rate.
- Opportunity to publish white papers and articles on FinanceMalta's website and to take part in topical webcast series.

Corporate membership fee: €250 - €600 per annum (depending on the applicant entity's headcount). Fees for new members will be calculated on a pro-rata basis. Affiliate membership fee: €300 per annum. Fees for new members will be calculated on a pro-rata basis.



Finance Industry Stakeholders



“ Malta is becoming a solid top performer in economic terms, and the outlook is bright. In 2017, our GDP grew by a record 6.6%, one of the highest in Europe. Economic growth is expected to remain well above the EU average, and inflation is expected to be moderate. Unemployment is at historically low levels, sitting at 3.5%.”

Prof. Edward Scicluna
Minister for Finance

“ We are putting Malta on the international map as a blockchain hub, with the introduction of the world’s first holistic regulatory framework for Distributed Ledger Technologies (DLT). A new supervisory body, the Malta Digital Innovation Authority (MDIA), will certify and regulate blockchain-based businesses, initial coin offerings (ICOs) and distributed ledger technologies.”

Silvio Schembri
Parliamentary Secretary for Financial Services, Digital Economy & Innovation

“ We are working on the reform and modernisation of the MFSA. We are reviewing our business processes in order to improve efficiency and productivity. Our competitive advantage was for a long time our ability to give operators fast feedback, and we will address any speed to market issues.”

Prof. John Mamo
Non-Executive Chairman of the Malta Financial Services Authority (MFSA)

“ Malta’s finance industry has markedly evolved over the last ten years. We have seen strong cluster formations in certain sectors, particularly in asset management, insurance and private wealth. Financial services have become an important economic contributor, accounting for 11% of GDP and providing work to around 10,000 people.”

Kenneth Farrugia
Chairman of FinanceMalta

Finance Industry Associations

Malta Association of Retirement Scheme Practitioners (MARSP)
Chairperson:
Bethell Codrington
<http://marsp.org.mt>

Malta Bankers Association (MBA)
Chairperson:
Marcel Cassar
www.maltabankers.org

Malta Funds Industry Association (MFIA)
Chairperson:
Kenneth Farrugia
www.mfia.org.mt

Malta Insurance Association (MIA)
President:
Catherine Calleja
www.maltainsurance.org

Malta Insurance Management Association (MIMA)
Chairperson:
Elizabeth Carbonaro
www.mima-malta.com

Institute of Financial Services Providers (IFSP)
President:
Wayne Pisani
www.ifsp.org.mt

Association of Insurance Brokers (AIB)
Chairperson:
Fiona Borg
www.aibmalta.com

Financial Institutions Malta Association (FIMA)
Chairperson:
Steve Grech

Malta Association of Risk Management (MARM)
President:
Dominic Fisher
www.marm.org.mt

Additional Resources

Society of Trust & Estate Practitioners (STEP) Malta
www.step.org/malta

Malta Institute of Accountants (MIA)
www.miamalta.org

Malta Institute of Management (MIM)
www.maltamanagement.com

Malta Chamber of Commerce
www.maltachamber.org.mt

Institute of Directors Malta
www.iod.com/malta

Malta Enterprise
www.maltaenterprise.com

Malta Chamber of Advocates
www.avukati.org

International Finance Centre:

Malta: A Strong Partner for Finance Companies





COUNTRY

Small Island, Big Business

Malta has consistently been ranked one of the best-performing economies in Europe in recent years, and unlike some of its counterparts, has been remarkably resilient to global headwinds. From a financial standpoint, Malta is proof that you do not have to be a big country to be a big player. Home to a population of just over 460,000 people and just 316 square kilometres in area, the island is registering high GDP growth of 6% plus and record-low unemployment.

Staying Ahead

Gaining independence from Britain in 1964, the country's decision to join the EU in 2004 and the Eurozone in 2008, was integral to the expansion of its horizons and bolstered its status as a key business hub in the Euro-Mediterranean region. In particular, Malta's financial services industry has been a key focus of the government and a great success story in the country's growth. The finance sector today accounts for 11% of the country's GDP, providing almost 10,000 jobs.

International Malta

Malta uses English as an official language, alongside Maltese. Use of English is universal, making Malta instantly accessible to anyone conversant in English. Many Maltese also speak a third language, usually Italian, German or French. Accounting for 6% of the population, Malta is also home to a growing expat population, attracted by strong economic growth and career prospects.

Central Location

Located at the southern tip of Italy, the Maltese Islands lie virtually midway between Europe and North Africa, some 90 kilometres south of Sicily and 300 kilometres north of Libya. This makes the island an excellent gateway for business between Europe, Africa the Middle East and Asia. The capital city, Valletta, is both the administrative and business centre of the country.

A Place to Grow a Company

Malta offers investors a secure and transparent environment in which to start or expand a business. The country has introduced business-friendly policies underpinned by a legal and regulatory framework that is fully harmonised with EU legislation. Malta has also built up modern telecommunications and international transport links. Over the past years, both political parties – government and opposition – have worked hand-in-hand to create the right legislative and regulatory framework for financial services firms to grow and prosper.



KNOWLEDGE ECONOMY

Fastest Growing Economy

Malta has posted positive growth figures over recent years and has regularly been among the best-performing economies in the EU. Figures for 2017 showed that Malta's economy grew by 6.6%, making it the fastest-growing economy in the EU. Malta's growth rate has been forecast to reach 5.8% in 2018 and 5.1% in 2019. In 2016, Malta's government also delivered its first surplus, and the government balance of payments remained positive in 2017.

Diversified Economy

Over the past years, Malta has diversified and thrived. Popular as a safe and sunny tourist destination for sun-starved northern Europeans, the tourism sector contributes some 25 per cent to the island's GDP. However, a variety of service businesses have joined the traditional economic generator and services now account for 75 per cent of Malta's GDP. Industry accounts for 23 per cent and agriculture for 2 per cent.

Driven by Service Exports

Malta has played to its strengths by establishing itself as the most successful knowledge-based economy in the Mediterranean region. Key to this success has been the growth of service-focused businesses in fields such as ICT and the booming Maltese financial services industry. Expansion of the aviation and maritime industries together with life sciences and education pave the way for a prosperous future.

Blockchain Island

Malta is way ahead of many other countries in harnessing new technologies. Following the roll out of the world's first holistic regulatory framework for Distributed Ledger Technologies (DLT), Malta is being coined the blockchain island. To highlight Malta's dedication and commitment to the sector, the government declared that it is expecting that the sector will account for 10% of GDP by 2027.

Confident Malta

Strong economic growth has transformed Malta into a confident nation, which is now strengthening its position on the global stage. In view of Brexit, Malta says it could become the UK's gateway to the European Union, and the island is positioning itself as an attractive alternative for companies seeking an address in the European Union. While Malta's ability to maintain its tax base will define its economic future to a certain extent, taxes are widely seen as just one factor driving commercial decisions, and the country is paying attention towards increasing the overall ease of doing business.



KEY OPPORTUNITIES

A Leading Domicile for Asset Protection

Malta is one of the few jurisdictions that cater for both trusts and foundations. While trusts are peculiar to systems of law based on common law and are not generally found in civil law countries, civil law Malta is an exception to this rule. Malta trusts and foundations benefit from a number of advantages when compared to other trust jurisdictions and the country's lower set-up and management costs are proving attractive to both corporate entities and high-net-worth individuals.



FINANCE CENTRE

A Diverse Financial Marketplace

Malta has positioned its financial services sector to serve as a European hub for many specialised services. For an island nation of just 460,000 people, Malta has built up a remarkably diverse financial services portfolio, including investment funds, insurance and reinsurance as well as wealth management. Malta today can stand tall among Europe's financial hubs and is developing new credentials in a range of sectors such as payments, fintech and Distributed Ledger Technologies (DLT).

A Fund Alternative

The investment funds and asset management industry is one of the finance centre's main engines of growth. Malta hosts over 670 investment funds which have a combined net asset value of more than €10 billion. While Malta has a reputation as a jurisdiction for smaller financial services companies, there is widespread agreement that Malta has reached a high level of sophistication on the fund administration and fund management side, and emerged as a veritable start-up location bringing new funds to market.

International Banking

Malta has one of Europe's healthiest and most profitable banking sectors. The World Economic Forum's Competitiveness Index 2017-2018 rates Malta's banking sector the 17th soundest banking system in the world. The country's banking sector was in fact one of the first to embrace an international approach. Today, some 25 banks have established operations in Malta, although only a handful of these are active in the local market. Most use the island as a platform from which to conduct specialised asset financing, corporate banking and trade finance services.



COMPETITIVENESS

Innovation through Regulation

Malta's financial regulatory framework is one of the most robust in the world and is fully harmonised with EU and OECD rules, while still being sophisticated enough to remain a flexible platform for the financial services industry. The proactive approach taken by the regulator – the Malta Financial Services Authority (MFSA) – has supported the country in becoming a leading financial centre in Europe.

High Performance

Unlike many of its EU peers, Malta's economy, along with its financial services sector, has performed steadily. Malta's financial sector has been growing by around 18% to 20% annually, and the banking sector did not have to carry out any restructuring or re-capitalisation exercises.

Low-Risk Environment

Malta, a European Union member, has liberal economic policies and a government committed to growing the financial services sector, which are important factors for many investors looking for long-term stability. The Maltese tax system is the only remaining full imputation system in the EU. The system has been in use since 1948 and is fully approved by the EU and OECD.

Quick Start-Up Time

Malta's financial regulator, the Malta Financial Services Authority (MFSA), has set timeframes for the approval of licence applications for financial services such as investment funds or insurance vehicles. The authority takes a diligent, risk-based approach to each licence application. Malta has also introduced products that allow for the fast-tracking of applications, and incorporating a company in Malta takes just a few days.

Cost-effective and Competitive

Traditionally, Malta has enjoyed strong cost advantages. However, additional regulatory and compliance requirements are eroding some of Malta's cost advantages. Nevertheless, the country's cost base is still very competitive, with operational costs and salaries being 20% to 30% cheaper than in other competing locations.

KEY OPPORTUNITIES

EU Location of Excellent Repute

Malta offers a highly regulated, well-respected, sophisticated EU environment and the country is fast becoming the wealth management jurisdiction of choice for people from across the world. Internationally, the island's reputation as a location to establish and manage private and commercial trusts is growing significantly as the demand for secure solutions to wealth management issues increases.



Winning in Wealth Management

The country is a welcoming place for high-net-worth individuals due to its mixture of innovative products, experienced professionals and strong regulatory framework. It offers all the favourite investment vehicles of wealthy clients, while allowing investors to protect their assets through the establishment of trusts and foundations. Malta is also branding itself as a holistic lifestyle and residency destination for affluent foreigners, while it also offers a citizenship-by-investment programme.

Pushing Growth through Captives

Malta is a relative newcomer to the international insurance market, yet it has made significant strides in attracting world-class companies to its shores, including some of the largest blue-chip corporations in the world. Malta championed the introduction of innovative structures such as Protected Cell Companies (PCCs) and Reinsurance Special Purpose Vehicles (RSPVs), and has built up a reputation for being a cost-effective EU base for insurance and reinsurance providers and a highly attractive captive domicile.



Global Business Gateway

Malta's internal market is relatively small and the real opportunity lies in using the country as a stepping stone to markets in Europe and North Africa. Strategically located at the centre of the Mediterranean, between Europe and North Africa, Malta has historically been the link between the two continents. This is why so many investors see the benefits of using Malta as the first step towards success in surrounding markets.

Single EU Passport

Since becoming an EU member, Malta has experienced accelerated growth in all sectors of its financial services industry. With the introduction of passporting rights, allowing companies to establish a branch or provide services in any other EU country, many business opportunities opened up between Malta and the EU. Establishing a business in Malta provides instant access to the EU's internal market of over 500 million people in all EU economies.

Global Malta

Malta also enjoys excellent relations outside of the EU, specifically with other Mediterranean nations in North Africa and the Middle East, making it an attractive base for European, American or Asian companies wishing to enter the relatively untapped markets to the south. In addition, Malta is a signatory to some 70 double-taxation treaties, covering most of the world's high-growth markets. The island has also sought to promote itself in overseas and developing markets, with special attention being paid to other financial hubs such as New York and Dubai.

Perfect Time Zone

Malta is in a convenient time zone to do international business. The island is one hour ahead of GMT, thus matching office hours with Asia in the morning, Europe throughout the day and the US in the afternoon. This allows international business conducted from Malta to be timely and profitable.

Ahead of the Curve

In a changing regulatory landscape with tighter requirements, Malta offers a safe EU location with a firm but flexible regulatory framework. Malta is quick in transposing EU directives related to the financial services sector into local law. The island is also working closely with other regulatory authorities to provide access to international markets and to ensure a smooth international trading environment for the financial services sector.



INFRASTRUCTURE

Scaling Up

Malta has the infrastructure that anyone would expect to find in a prosperous city-state. However, investment has been largely focused on economic assets, at the cost of neglecting social and urban infrastructure. An influx of companies and foreign professionals has put pressure on the island's road network and other facets of urban living. Recognising that quality of infrastructure is a decisive factor when businesses plan investments, Malta is planning a thorough infrastructural overhaul.

Financial Infrastructure

As a highly developed financial centre, Malta offers financial companies the right support infrastructure as well as a highly sophisticated business environment. Over the years, Malta's finance community has worked together in developing the required capabilities, capacity and regulatory frameworks to move into new areas of business. Thanks to Malta's pro-business climate, growing international trade and investment in new industries such as cryptocurrencies and blockchain, companies in Malta are well positioned to seize economic opportunities.

State-of-the-Art Telecoms

Given its size, the island's telecoms infrastructure is disproportionately strong. Data centres are provided with international bandwidth through the three main telecoms service providers; GO, Vodafone and Melita. There are also several other independent data centres. Malta is internationally connected through two satellite stations and five submarine fibre optic links to mainland Europe via Italy. To reduce Malta's reliance on the existing links, Malta's government plans to invest in an additional fibre optic cable to France.

Worldwide Connections

Located uniquely on the main shipping routes, Malta has been a significant port for most of its modern history, with links to other major ports in Europe, North Africa and Asia. Malta is connected by air to almost every major city in Europe, and to key destinations in North Africa and the Middle East, most only a few hours' flight-time away.

Available Office Space

A wide range of office space can be found across the island. Although prices are on the rise, rents are still reasonable. Office space is available in purpose-built office blocks, as well as in converted houses and flats, or within brand new mixed-use developments. Companies have hardly any issues finding the right space, and up to 400,000 square metres of office space is expected to come on to the market in the next few years.

KEY OPPORTUNITIES

Innovative Yacht and Aircraft Registration

An internationally recognised and reputable jurisdiction with EU-compliant legislation, Malta has a well-organised and efficient Aircraft and Commercial Yacht registration system with clear technical rules and low registration costs.



REGULATION & LEGISLATION

No Place for Financial Secrecy

By introducing a strong supervisory framework as well as a competitive, transparent regime approved by both the EU and the Organisation for Economic Co-operation and Development (OECD), Malta sought to distance itself from secrecy jurisdictions, tax havens and shell company structures. The island has continuously ensured that its laws, including anti-money laundering rules, are fully aligned with European rules and global best practice.

Efficient Regulator

The Malta Financial Services Authority (MFSA), an independent, risk-based regulator, oversees the financial services sector. The MFSA ensures best practice and compliance, while the fact that it regulates all financial services allows it to streamline procedures for companies, to reduce bureaucracy and to offer lower regulatory fees. Committed to renewal and reform, the MFSA is continually reviewing its business processes in order to further improve efficiency and productivity.

Direct Contact

The MFSA is approachable and offers face-to-face meetings with international companies seeking to operate from Malta – a level of access that is rare in other finance centres. The MFSA establishes constructive working relationships with companies investing in Malta, which helps ensure a smoother start up and full compliance with all regulatory standards.



The Right Tools

The country's legislation caters for the regulation of investment funds, banking, insurance business, pension funds, as well as investment service providers and trustees. Maltese legislation is designed to efficiently meet the needs of both the industry and the consumer and is updated continuously to reflect the latest market demands. Malta also introduced a regulatory framework for Distributed Ledger Technologies (DLT), with the Malta Digital Innovation Authority (MDIA) certifying and regulating blockchain-based businesses, initial coin offerings (ICOs) and DLTs.

The Best of Both Worlds

The island's legal system is rooted in both the Anglo Saxon common law tradition and the Continental European Napoleonic/Justinian code. However, Maltese corporate law is firmly based on British models. The MFSA also has advantageous regulation for re-domiciling companies into and out of Malta. This allows established businesses to set up shop in the country, while preserving the continuity of company legacy, reputation and its financial track record.

KEY OPPORTUNITIES

Investment Migration

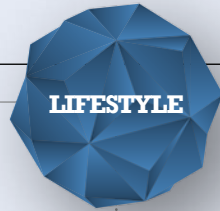
Malta offers the perfect luxury expat destination for anyone looking for an unpretentious, beautiful and refreshingly affordable destination. Investors looking for a second citizenship or a second residence can take advantage of several different programmes.



KEY OPPORTUNITIES

Family Offices

Industry players expect more family offices to be set in Malta. One of the key attractions for family office providers is the country's regulatory framework that surrounds the wealth management industry and the smooth licensing process for trustees, foundation administrators and investment advisors. By locating both the administration and asset management functions in Malta, affluent families and their advisors can benefit from low administrative costs, simple licensing arrangements and an effective regulator.



LIFESTYLE

The Sunny Side of Life

Aside from being a great place to invest and run a business, Malta also offers an excellent quality of life. With its Mediterranean environment, Malta is far more relaxed and reasonably priced than other major European finance centres. The island also has all day-to-day needs covered, with some of the best medical care in the world and an excellent education system, whether private or public.

Never a Dull Moment

Malta is abundant with beautiful, easily accessed beaches and many offices for rent enjoy a sea-view. Thanks to the warm summers and mild winters, it is easy to make the most of free time in Malta, whether one prefers to enjoy fine dining al fresco, relax by the sea or engage in other outdoor activities.



COSTS & FEES

Value for Money

No amount of sun, sea and sand can drive a business decision as much as cost. Malta is not a low-cost country, however, it still offers cost advantages as a finance centre, especially when compared to the rest of Europe and other leading jurisdictions. International companies often note that they receive great value for money when considering the skills and expertise present in the Maltese market.

Low Operational Overheads

What makes Malta particularly attractive to international companies is that legal and accounting fees, as well as certain regulatory fees, are lower in Malta than in most other European jurisdictions. Overall, operational costs are approximately 20% to 30% lower than those in the UK, Germany, France, Belgium, the Netherlands and Luxembourg. This means companies can offer their services to clients at an attractive cost rate.

Fiscally Efficient Framework

Malta offers a tax-friendly base for financial services companies, operating a full imputation tax system. While all companies pay tax at a rate of 35%, shareholders are entitled to refunds for the tax paid by the company and there is no withholding tax on dividends. In addition, companies benefit from a wide network of double tax treaties. This combined with a number of other incentives make the costs of doing business in Malta more than affordable.

Relatively Low Living Expenses

Malta has one of the lowest costs of living in the EU. Although on the rise, rents are cheaper than in most other European countries, and apartments are often fully furnished. Public transport and taxi fares are also lower. Some household and personal care items can be more expensive in Malta as the majority of products are imported, yet food prices are more or less the same as in other European countries. Free state healthcare and education is available in addition to private clinics and schools.

Competitive Personal Tax Rates

Salaries in Malta are usually one-third lower than in the more established finance centres, however, all staff in Malta benefit from take-home pay that is higher than in many other European countries, due to the relatively low taxes and contributions. Malta has a progressive taxation system, under which individuals are taxed between 15% and 35% of their income.

More than just Sun and Sea

Malta offers much more than just the traditional 'sun and sea' package. Leisure activities such as horse riding, archery and bowling are available alongside traditional sports clubs such as football and rugby as well as a variety of great gyms. There is also a fantastic selection of restaurants, spas and hotels.

Make Yourself at Home

It is easy to feel at home in Malta. The local supermarkets stock many foreign products, and the high streets and shopping malls host most of the big brand names. All personal needs – from private banking to tax planning – are catered for. Malta also has a wide range of properties from luxury penthouses and villas to modest apartments and office spaces.

Relaxed Atmosphere

It is easy to strike a great work-life balance in Malta. The country's small size means that commuting times are minimal, giving you more time to enjoy the island. As one of the safest countries in the world with a very low crime rate, Malta is an ideal place for the whole family.



KEY OPPORTUNITIES

Crypto-Hub

Cryptocurrencies gained global attention in 2017, and high-net-worth individuals are beginning to show interest in investing in Initial Coin Offerings (ICOs) and holding cryptocurrencies. With its dedicated regulatory framework for Distributed Ledger technologies and cryptocurrencies, wealth managers and investors should have Malta on their radar to make the most of emerging opportunities.

Moving to Malta

Malta's drive to become a global financial services centre has helped generate around 10,000 jobs in this sector. With 60% of Maltese students going on to further education, the island has a highly educated and multi-lingual pool of talent from which to hire from. The island has also attracted a large number of foreign finance professionals who have taken up jobs in the dynamic finance industry.

Established Service Providers

Malta has both a proud tradition of family-run financial services firms, as well as being home to offices of 'The Big Four' – Deloitte, KPMG, EY and PwC. In addition, a large number of law firms operate on the island, most being part of international networks such as Lex Mundi and Lexis Nexis and regularly ranked on Chambers, Martindale-Hubbell or other similar institutions. Malta also provides an array of corporate service providers offering solid business advisory and back-office support.

Finely Honed Skills

Service companies in Malta are efficient and have developed expertise in key areas such as captive insurance, funds, trusts and wealth management. The island's support services are top class, and professionals of the same calibre of those in London, Dublin or Luxembourg are easily found. To ensure that growth can be sustained, Malta is eager to expand its pool of highly specialised talent.

Move to Malta

Malta not only remains open and welcoming towards foreign professionals, but also actively encourages them to come and work on the island. Malta offers a reduced 15% flat tax rate to highly qualified persons in key positions within those industries. The island's laws on immigration are in line with the European Union's visa obligations for foreign nationals, and EU and European Economic Areas (EEA) citizens are free to work and reside in Malta.

Multi-cultural Malta

As a small island nation, Malta is very outward-looking and welcoming to people and ideas from around the world. With 20% of the workforce being foreign expats, Malta has a vast pool of multilingual talent and is well placed to support the international operations of global financial services companies.

Private Banking

Malta has one of Europe's healthiest and most profitable banking sectors, and the country has attracted international attention as a secure location to manage wealth.

Malta's banking infrastructure caters for all levels of wealth from the mass affluent to the ultra-high-net-worth individual, requiring the more personalised services of a private banker. The country takes a prudent and conservative approach to managing its banks and the sector has developed significantly over the last 15 years – from four retail banks serving the local population to an EU-compliant industry sector of world-class sophistication with 25 credit institutions. Truly international, Malta hosts institutions from some 16 countries who have set up operations in Malta.



Sound and Conservative

The World Economic Forum's Competitiveness Index 2017-2018 rates it as the 17th soundest banking system in the world, while institutions such as the International Monetary Fund, the European Commission, and credit rating agencies confirmed the sector's robustness and resilience. Bank funding in Malta depends on retail deposits, not wholesale borrowing, and has over the years stuck to the conventional banking approach, based on old-fashioned intermediation between retail depositors and borrowers.

Private Banks

Malta's key location at the centre of the Mediterranean has made it one of the top locations for wealth management services and family offices from Europe, North Africa and increasingly from the Middle East. Specialist wealth managers are offering Swiss-style private wealth management, while foreign banks also offer management solutions. In addition, retail banks such as Bank of Valletta, HSBC and BNF Bank also provide professional financial advice and products to high-net-worth, corporate and institutional clients.

Investment Banking

Malta banks are well placed to serve the growing fund sector. With more than 600 funds already licensed by the MFSA, the country's banks have a strong track record in setting up and managing different investment vehicles for institutional and individual investors ranging from mutual and real estate funds to pension funds, as well as other investment and financing products and services, such as M&A advisory, equity and debt capital markets and the provision of tailor-made discretionary portfolio management services.



Investment Funds

The funds sector is the fastest growing financial sector in Malta, attracting investors from across the world thanks to its innovative structures, flexible regulation and good governance.

Malta is a relatively young investment fund jurisdiction, challenging the more established centres in Ireland and Luxembourg. Fund managers and promoters regularly comment on the high level of product flexibility that the island offers. Funds may be licensed as either Alternative Investment Funds (AIFs) or as Professional Investor Funds (PIFs). While AIFs appeal to fund promoters wishing to passport the fund throughout the EU under the Alternative Investment Fund Managers Directive (AIFMD), the PIF licence is the licence of choice for smaller funds, which would benefit from certain exemptions contained in the AIFMD. Malta's legislation also provides for the setting up of UCITS (Undertakings for Collective Investment in Transferable Securities), while the latest addition to Malta's fund framework is a manager-led product, the Notified AIF or NAIF, which has been designed to speed up time-to-market and can be registered within 10 days.

Structuring Options

Maltese-registered funds can be set up in a number of possible legal forms, including open-ended and closed-ended corporate entities, unit trusts, contractual funds, and limited partnerships. The investment company with variable share capital (SICAV) is to date the most widely used legal form, and it can be structured to include master feeder funds and umbrella funds with segregated sub-funds. Whereas the multi-fund SICAV allows the creation of sub-funds whose assets and liabilities constitute a distinct patrimony from those of other sub-funds and the SICAV itself, the island also introduced Incorporated Cell Companies (ICCs) and structures for the creation of fund platforms.

Welcoming Fund Platforms

The introduction of the Recognised Incorporated Cell Company (RICC) has led to significant growth in the field of fund platform providers. This is a structure that allows the 'core' to provide, in exchange for payment of a platform fee, certain administrative services to its incorporated cells. The RICC has become a popular choice for smaller managers and start-up funds as it offers a plug and play solution. As the RICC is itself a separate company, its shareholders can benefit from Malta's tax regime for limited liability companies.

Licensing Requirements

Collective investment schemes domiciled in Malta require a licence from the MFSA. Similarly, managers, investment advisors, custodians and prime brokers establishing operations in Malta need to apply for the appropriate licence under the Investment Services Act. On the other hand, fund administrators intending to provide purely administrative services need to apply to the MFSA for a recognition certificate. When considering an application for an investment services licence or a collective investment scheme licence, the MFSA takes into account the reputation and suitability of the applicant and of all other relevant parties closely connected with the scheme. A licence will only be issued if the MFSA is satisfied the scheme will comply with the relevant regulations and that its directors, officers, trustees, or general partners, are fit and proper persons to carry out the functions required of them.

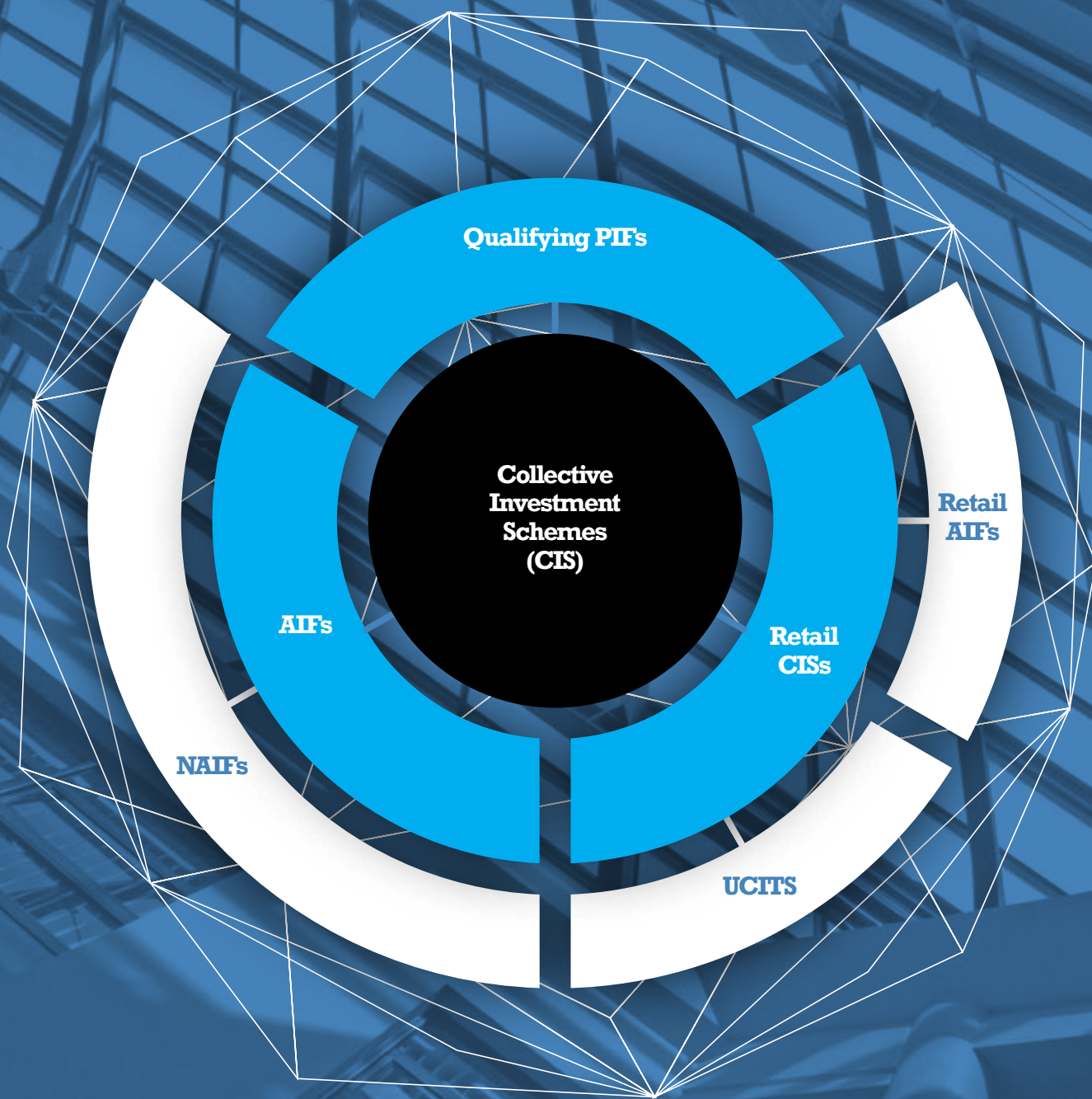
A Top Management Location

The growth of the investment funds sector has not only been driven by the registration of funds in Malta, but has also led to the development of service clusters in asset management and asset servicing which have today become renowned for their knowledge, commitment and highly cost competitive service offering. Fund managers and fund administrators based in Malta today service funds in many other locations. Malta offers flexible structures for asset managers, including Alternative Investment Fund Managers (AIFMs) and UCITS management companies. However, the island has also become popular among De Minimis AIFMs, which are not required to comply with the requirements emanating from the AIFM Directive. There is widespread agreement that Malta has reached a high level of sophistication on the asset management and servicing side, and emerged as a veritable location for start-up managers.

Emerging Opportunities

A number of promising opportunities currently exist within Malta's fund industry, the two most notable being securitisation and cryptocurrencies. Managers are already noticing an increase in the use of securitisation vehicles by fund structures. The sector is also seeing the convergence of the capital markets and the fund market. In 2017, the Malta Stock Exchange (MSE) received regulatory approval to launch the new Institutional Financial Securities Market (IFSM), which since then has become the first fully Maltese Institutional Securities market. Malta is making waves in the cryptocurrency and blockchain sphere with the introduction of the world's first holistic regulatory framework for Distributed Ledger Technologies (DLT), while the MFSA has given the green light and classified virtual currencies as an investable asset for the investment funds industry. Just a year ago there were hardly any dedicated cryptocurrency funds, now investment in the sector has mushroomed. The island's government is throwing its doors wide open to innovative blockchain and cryptocurrency companies.

Fund Categories



The Malta Company

A Malta Company is the ideal vehicle for a number of activities, ranging from property ownership to the management of e-Commerce activities and licensed financial services provision.

Incorporating a company in Malta is relatively easy and only takes a couple of days. The Maltese legal structure is a hybrid system of Civil and Common law. While it is based on the civil law pattern of continental Europe, most administrative and fiscal legislation is constructed on the British model. This offers Malta a particular advantage in company formation as practitioners have a cultural affinity with both systems and can easily bridge the gap between continental European and Anglo (UK) legal frameworks. The incorporation procedure usually takes one week. To take advantage of Malta's fiscal framework, companies are required to show that their Malta operations are genuine and being run from Malta. In broad terms, this means companies must show that the management, control and day-to-day decisions concerning business activity are taken in the country.





Key Features of Malta Companies

- **Company Law:** Companies Act 1995
- **Type of Company:** Private and Public Limited Liability Company
- **Language of Legislation and Corporate Documents:** English Exchange
- **Control:** No Length of
- **Time to Incorporate:** approximately 1 week
- **Government Registration Fee:** There is a minimum registration fee, payable to the Registry of Companies of €245 (registration in paper) or €210 (registration in electronic format). This increases in proportion to the amount of authorised share capital of the company
- **Shelf Companies Available:** No

Corporate Names

- **Name Restrictions:** Names identical or similar enough to create confusion, offensive or otherwise undesirable
- **Endings and Abbreviations Required:** 'Private Limited Company', 'Limited' or its abbreviation 'Ltd.'
- **Length of Time to Verify Name Availability:** Less than 24 hours depending on name similarity
- **Reservation of Names Permitted:** Yes
- **Language of Name:** Any language using the Latin alphabet

Capital and Shareholders

- **Minimum Number of Shareholders:** 2 (there are exceptional circumstances where one member is permitted)
- **Corporate Shareholders Permitted:** Yes
- **Local Shareholders required:** No
- **Disclosure of Shareholders:** Yes (Anonymity can be retained through a licensed Fiduciary or Trustee)
- **Minimum Authorised Shares to be Issued:** €1,164.69 (one thousand one hundred and sixty four euro & sixty nine cents)
- **Bearer Shares Permitted:** No
- **Registered Shares Permitted:** Yes

Directors and Company Secretary

- **Minimum Number of Directors:** 1 (private), 2 (public)
- **Minimum Number of Company Secretaries:** 1
- **Corporate Directors Permitted:** Yes
- **Corporate Company Secretary Permitted:** No
- **Local Directors/ Company Secretary Required:** No
- **Disclosure of Directors / Company Secretary:** Yes
- **Appointment of Subsequent Directors /Officers:** Yes

Meetings

- Annual General Meeting of Shareholders Required: Yes – notice to be given to every member of the company and its auditor
- Annual General Meeting of Directors Required: No
- Location of Directors and Shareholders Meetings: Malta - for place of effective control & management
- Adoption by Consent Permitted: Yes
- Quorum Required for Purposes of Meetings: 2 members personally present shall be a quorum in so far as the articles of the company do not contain other provisions. Meanwhile, if any business is to be transacted at a meeting, the quorum stands at: a member or members holding in the aggregate at least one tenth of the paid up share capital of the company and who hold the right to attend and vote at meetings. In this case, a proxy for a member will be taken into consideration in determining the quorum.

Local Requirements

- Registered Office/Agent: Yes / No
- Register of Directors / Officers to be kept at Registered Office: Yes
- Company Seal Required: No
- Copy of Minutes to be kept at Registered Office: Yes, or at any such place as may be specified in the memorandum of articles
- Copy of Share Register to be kept at Registered Office: Yes, or at any such place as may be specified in the memorandum and articles

Annual Requirements

- Minimum Annual Government Fee or Franchise Tax: Registration of an annual return, €163.06 where the authorised share capital of the company does not exceed €11,646.87
- Requirement to File Annual Return: Yes (42 days after the date to which it is made up)
- Requirement for Financial Audited Accounts: Yes
- Requirement to file Financial Statements: Yes (ten months after the end of the relevant accounting reference period + 42 days)
- Requirement to file Tax Return: Yes

Trusts & Foundations

Malta is one of the few jurisdictions that cater for both trusts and foundations. While trusts are peculiar to systems of law based on common law and are not generally found in civil law countries, Malta, a civil law country, is an exception to this rule.

The Malta Trust

Built on the key concepts of certainty, security and confidentiality, Malta's EU membership makes the country an attractive location for the establishment of trusts. It gives high-net-worth (HNWI) individuals the peace of mind that comes with a highly regulated environment that remains faithful to the original concept of a trust. While the country has been a prominent player in administering private wealth structures for almost 30 years, the latest legislative update of its Trusts and Trustees Act brings the country into line with international trends and rival trust jurisdictions, ensuring that Malta remains one of the 'go-to' names for those in search of wealth management solutions. Malta introduced the Private Trust Company (PTC), which offers interesting opportunities to HNWI's and families who favour tailor-made trustee solutions.

Flexible Trust Law

Trusts have been established in Malta since 1988, however, the law governing trusts has in recent years undergone major changes. The Maltese trust laws were originally adapted from the 1984 Jersey Trust laws but were updated in 2004 under the new Trusts and Trustees Act. This law makes Malta one of the only countries to successfully incorporate the Anglo Saxon Trust concept with its Roman law based legal system. This new system has accelerated the process of setting up a trust by allowing the creation of customised solutions for each individual trust set-up making Maltese trusts an attractive solution to personal and business needs.

Recognition of Foreign Trust Law

Malta's trust law also allows settlors to establish trusts governed by a foreign law, and foreign trusts are fully recognised. The country not only

recognises trusts created voluntarily and evidenced in writing as required under the Hague Convention, but also recognises any other trust of property arising under the law of another country, meaning that even constructive or resulting trusts arising under foreign law will be recognised and enforced in Malta. Maltese law ensures that rules such as the forced heirship rules only apply in cases where the settlor was domiciled (given the Anglo-Saxon interpretation) at the time of creating the trust. Accordingly, foreign investors seeking to use the Maltese trust to streamline their assets or organise their estate need not be concerned about the Maltese public policy rules.

Reliable Service Providers

In Malta, a professional trustee and a foundation administrator have to be licensed by the Malta Financial Services Authority (MFSA). This system ensures that certain standards are met and provides settlors with a higher degree of assurance. The MFSA has already licensed some 130 Maltese and international fiduciary companies to offer trust and trustee services in the country, proving this is a rapidly expanding segment of the financial services sector.

Lower Set-up Costs

Another key attraction Malta offers for those considering where to set up a trust is its significantly lower set up and administrative costs. On average, setting up a trust in Switzerland will cost a minimum of €5,000, while in Malta the cost of setting up a fully-fledged trust is around €1,500. Professional fees in Malta, including trust management fees, legal fees and audit fees, are also significantly lower than in other jurisdictions, while the country's professional classes enjoy an excellent international reputation.

Maltese law caters for all the main types of trust normally found in traditional common law jurisdictions such as:

- Discretionary trusts
- Accumulation and maintenance trusts
- Fixed interest trusts
- Spendthrift trusts
- Charitable trusts
- Unit trusts

Benefits of Malta Trusts & Foundations

- One of the few civil law jurisdictions that has developed its own domestic trust law
- Recognition of trusts set up under foreign laws
- Offering the set-up of domestic trusts and foundations
- Legislation published in English
- EU and eurozone location
- High professional standards with many accountants, bankers, lawyers and investment advisors holding overseas qualifications and having overseas experience
- Fast-track authorisation for trustees licensed in other (approved) jurisdictions
- English-speaking country with a pro-business government

TRUSTS

- Do not have a separate legal personality
- Defined in terms of relationship
- Trustee is the legal owner of the assets

DIFFERENCES BETWEEN MALTA TRUSTS AND FOUNDATIONS

FOUNDATIONS

- Have a separate legal personality
- Defined in terms of the assets making up the foundation
- Foundation is the legal owner of its own assets



Key Features of a Foundation

Means of establishment: A trust may be created unilaterally or bilaterally, by oral declaration or in writing. A unit trust must always be created in writing.

The Settlor: The settlor is the person who sets up the trust. The settlor must be of age, have full capacity to contract and a free disposition of the assets settled on trust. While imposing fiduciary obligations upon the trustee in favour of the beneficiaries, trusts do not leave the settlor with any rights in relation to the trust property – except as specifically provided for in the Trusts and Trustees Act. The Trusts and Trustees Act lists the settlor's rights (which may be supplemented by the trust deed) as follows:

- The settlor has the power to seek court directives as to trust validity
- The settlor has the right to a variation of terms and revocable trusts where the Trust Deed so provides
- In cases of trust termination, interest lapses or no existing or possible beneficiary, the trustee holds the trust property for the settlor (or his or her heirs) absolutely
- It is the trustee's duty to provide the settlor with information, subject to the terms of the Trust Deed.

The settlor may reserve or grant himself:

- Any beneficial interest in the trust property
- Any power to appoint, add or remove trustees, protectors or beneficiaries
- Any power to appoint an investment adviser or investment manager

The Protector: The protector is typically a person who is in a trustworthy position (e.g. the family lawyer). The protector may also act as investment advisor. Subject to the trust terms, the protector typically has the power to:

- Appoint new and/or additional trustees
- Remove trustees
- Require trustees to obtain the protector's discretion (including approval) in relation to particular matters e.g. purchase / sale of trust property.

The Beneficiary: The beneficiary is the person who may benefit from the assets of the trust. All beneficiaries have to be mentioned by name or are ascertainable by class or by relationship to a person alive or dead. For instance, children not yet born or conceived may be beneficiaries. The rights of the beneficiary are personal and are regarded as movable property. Subject to the trust deed, the beneficiary may sell, charge or deal with his or her interest in any manner, provided that this is done in writing. The beneficiary has the right to information from the trustee and may seek court directives regarding the validity of the trust. The beneficiary may also disclaim his or her interest, or part thereof. All the beneficiaries who are in existence and have been ascertained, provided that none of them is interdicted or a minor, may request the trustee to terminate the trust and distribute the trust property. However, this rules

does not apply in the case of protective trusts.

Trust Deed: The Trust Deed is the instrument whereby the trust is created and includes the terms of the trust and may also be in the form of a unilateral declaration of trust. For example, a Trust Deed may provide for the addition of new beneficiaries (e.g. for unborn children) or the exclusion of a specific benefit to certain beneficiaries under conditions clearly stated in the Trust Deed.

Letter of Wishes: The settlor can guide the trustee in a separate letter of wishes on how the trustee should exercise his discretion. Depending on the relationship between the settlor and the beneficiaries, the settlor can inform the beneficiaries of this letter, however, he/she may also choose not to disclose this letter to the beneficiaries.

Legal Form: A trust does not have its own legal personality.

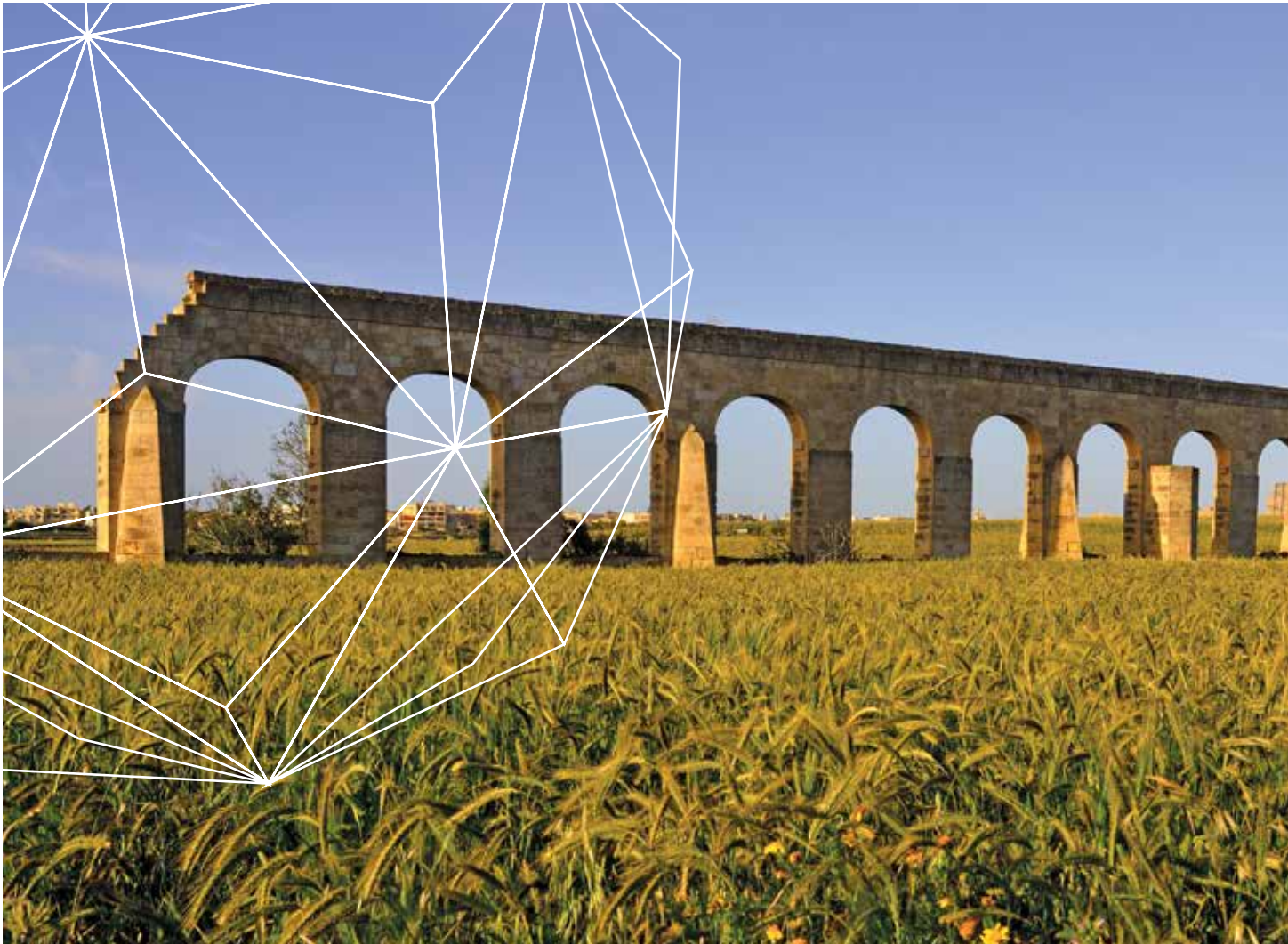
Reporting: Trustees – except for private trustees – have to submit to the MFSA a declaration of beneficial ownership of an express trust, which generates tax consequences.

Set-up time: There are no statutory restrictions that could delay the setting up of a trust in Malta. Therefore, the time required depends on the particular circumstances and mainly relates to the drafting of the Trust Deed.

Termination: The permitted duration is 125 years, however, it can be terminated earlier if all beneficiaries acting in unison demand termination, which the trustees must accept.

Ensuring trustees' performance: Professional trustees are licensed by the MFSA, which has also issued a code of conduct to provide guidance to trustees as to the standards required under the Trusts and Trustees Act and other financial services legislation, as well as to the best practice in the industry. Trustees must exercise their fiduciary duties prudently and competently and, subject to the terms of the trust and the provisions of the Trusts and Trustees Act, consider the rights of all beneficiaries when making decisions affecting the administration of the trust. If a trustee fails to administer a trust in accordance with the law and the respective trust deed, the trustee is liable for such a breach and can be sued for it. Trustees have the duty to avoid any conflicts of interests together, and upon accepting appointment, trustees are duty-bound to draw up a written inventory of the trust assets and declare it includes all the trust property of which the trustees are aware. Trustees are obliged to keep accounts and records of their trusteeship for at least 10 years from the date of termination of the trust/trusteeship





The Private Trust Company (PTC)

Malta introduced the Private Trust Company (PTC) for family trusts. A family trust is defined as 'a trust created to hold property settled by the settlor or settlors for the present and future needs of family members and family dependants'.

A trustee company:

- whose objects and activities are limited to acting as trustee in relation to specific settlors and providing administrative services in respect of specific family trusts;
- which does not hold itself out as trustee to the public and
- which does not act habitually as a trustee (in any case in relation to more than 5 settlors at a time)
- is not required to be authorised but is required to merely register with the MFSA. PTC's offer some very interesting opportunities to HNWI's and families who favour a tailor-made trustee solution in the design of which they can take part (and possibly also a role) when compared to the mainstream professional or institutional trustees.

The Malta Foundation

While foundations have been recognised and regulated in Malta for almost 200 years through Maltese case law and doctrinal writings, Malta enacted specific legislation to clearly define their legal framework in 2008. Today, Maltese foundations are regulated by the Second Schedule of the Civil Code (Chapter 16 of the Laws of Malta), which dedicates an entire subtitle to foundations.

The legislation allows for the set-up of two types of foundations: Private and Purpose Foundations, which have particular uses and benefits for certain clients.

Private Foundations: Set up for the benefit of a named person or class of persons called beneficiaries. The foundation's patrimony is owned by the foundation itself (due to its separate legal personality) and is administered by designated persons (known as 'administrators') for the benefit of such beneficiaries.

Purpose Foundations: Set ups that have no ascertained or ascertainable beneficiaries, but are established exclusively:

- For any charitable, philanthropic or other social purpose
- As a non-profit making organisation
- For any other lawful purpose (not necessarily a social purpose and can be a private purpose)



Separate Legal Identity

Unlike trusts, foundations have a legal personality and the foundation itself becomes the legal owner of the foundation property. Based on Maltese company law principles and Italian and French civil law provisions, Maltese foundations require the appointment of administrators who are responsible for the administration of the foundation's property. These are regulated under the Trusts and Trustees Act. The public deed creating a foundation must be registered. However, only a minimum of information is available to the public and confidentiality is retained.

Key Features of a Foundation

Means of Establishment: A foundation can only be constituted in writing, either by a public deed or by a will. The foundation deed must be registered with the Office of the Registrar of Legal Persons.

Assets: The assets of a foundation may originate from any lawful business or activity and may consist of present or future assets of any nature. The minimum endowment of money or property to set up a foundation must be worth at least €1,165 (and €233 for a foundation established exclusively for a social purpose or as non-profit making).

Foundation deed: The foundation deed must contain the following information:

- The name of the foundation, which must include in it the word 'foundation'
- The registered address in Malta
- The purposes or objects of the foundations
- The constitutive assets with which the foundation is formed
- The composition of the board of administrators, and if not yet appointed, the method of their appointment
- The legal representation (a local representative is necessary, if the administrators of the foundation are non-Maltese resident)
- The term for which it is established
- In the case of a private foundation, the deed of foundation must contain the names of the beneficiaries, or in the absence of such indication, a declaration that the foundation is constituted for the benefit of the beneficiaries. In the latter case, the beneficiaries must be indicated in a separate legal instrument, known as a beneficiary statement, which must be signed by the founder, addressed to the administrators and authenticated by the Notary Public who has published the foundation deed. In order to protect confidentiality, the beneficiary statement does not need to be filed; in its stead a note of reference referring only to the founder is filed with the Registrar of Legal Persons.

Legal Form: Once the foundation is established and the deed is filed, a new legal person is created and the foundation itself becomes the owner of the foundation property.

Reporting: Foundations are required to report information on the beneficial owners to the Registrar for Legal Persons.

Termination: Except when foundations are used as collective investment vehicles, in securitisation transactions or in the case of purpose foundations (which may be established for an unlimited term), foundations are valid for a maximum term of 100 years from their establishment.

Founder:

The rights of the founder:

- The founder may exercise supervision over administration of the foundation, obtain a copy or copies of accounts, inventory and descriptive notes of property
- He/she may intervene in court proceedings concerning the appointment of administrators or the disposal of assets

Conditions for the founder:

- The founder may also be an administrator
- The founder may be a beneficiary during his lifetime but in this case, he/she cannot act as sole administrator of the foundation.

Administrator:

Duties of the administrator:

- The administrators (whether natural or legal persons) are responsible for maintaining possession and control of the property of the foundation, safeguarding such property and ensuring compliance with the statute of the foundation and the law
- They are bound by fiduciary obligations stipulated in the Civil Code. Any fiduciary who breaches such obligations shall be bound to return any property, together with all other benefits derived by him, whether directly or indirectly, to the person to whom the duty is owed.

Conditions for the administrator:

- The administrator can be based outside Malta. However, a person resident in Malta must be appointed to act as the local representative of the foundation in this case;
- The administrator may be the founder; however, in such situation, the founder cannot be the sole administrator.

Supervisory Protector: The deed can provide for a supervisory council or the office of protector. They usually exercise supervision over the acts of the administrators, and may be vested with powers of appointment or removal of administrators.

Yacht Registration

Over the past ten years, the global luxury superyacht market has expanded beyond all expectations, and the development of a new yacht code has made the registration of commercial and pleasure yachts, including superyachts, in Malta very attractive.



Yachts and Pleasure Boats

The Malta flag is the largest flag fleet in Europe. All types of vessels, including pleasure yachts, can be registered in the name of legally constituted corporate bodies or entities irrespective of nationality, or by European Union citizens who are limited to pleasure yachts. Malta is an especially attractive base for superyachts and the owners of more than 680 superyachts – vessels over 24 metres in length – have already chosen Malta as a base to take advantage of the location of the country and its cost-effective services provided by marinas and ancillary companies.

Registration as Commercial Yacht

Under the Commercial Yacht Code small yachts and superyachts, which do not carry cargo or more than 12 passengers, can be registered as commercial yachts. If such a Maltese registered vessel is owned, chartered or managed, then no income tax is due in Malta on or in relation to the ownership, operation or management of the yacht. The owner, charterer or manager is only subject to paying an annual tonnage tax that is calculated according to the size of the vessel.

Benefits of Yacht Registration under the Maltese Flag:

- An internationally-recognised and reputable jurisdiction
- EU compliant legislation
- Clear technical rules
- A well-organised and efficient Commercial Yacht registration system
- Low registration costs for commercial yachts
- Efficient holding and administrative structures

Yacht Leasing Structure

For yachts which are not commercially registered, Malta operates an attractive system for purchasing and leasing, similar to those of Italy, France, Cyprus and Greece. This enables yacht owners to pay VAT on their yachts calculated on the percentage of the time that vessels are deemed to have sailed in EU waters – based on the assumption that the larger the yacht, the less time it stays in those waters and vice-versa.

The island has also adopted a reduced VAT rate on short-term yacht charters commencing in Malta. While such charters will continue to be subject to a rate of 18% on the cost of the charter, this will only be applied proportionally, based on the amount of time the charter is in EU waters. Malta's proximity to North African and Eastern Mediterranean destinations means that a superyacht charter could be undertaken where a significant portion of the time is spent beyond the realms of the EU and its tax rules.

Business-Friendly

Malta has successfully attracted professional companies to its maritime and yachting sector because it has struck the balance between serious regulation and an industry-friendly approach. Dedicated legislation and tight registration criteria, all in line with EU Directives and International Maritime Organisation conventions, as well as a high-level 24/7 administrative service are among the driving forces behind the success of Malta's shipping industry. Transport Malta, the regulator of the industry, goes to great lengths to emphasise that Malta is a flag of confidence and not one of convenience. The island's status as an EU member state, its state-of-the-art maritime framework and the excellent safety records of Malta-flagged ships helped the island to be officially classified as a low-risk flag. Ship owners appreciate that Transport Malta is on call 24-hours a day to deal with problems from managers or ships' staff. The authority has technical staff on hand to guide ship owners through whatever issues might arise.

Aircraft Registration

With a rapidly growing aircraft register, effective legislation and a strong support infrastructure, Malta's aviation industry looks set to continue its extraordinary expansion.



While Luxembourg and Ireland have traditionally been Europe's aviation hubs, key players in the global aviation industry are increasingly relocating to Malta. The Maltese aircraft registry counts in excess of 260 aircraft, and aircraft management companies and charter companies have relocated their headquarters to the island adding to the increasing number of private jet companies choosing Malta as the ideal location for the management of their fleets.

Private Aircraft Registration

The Maltese aircraft register was first established in the 1960s, however, the country introduced a new Aircraft Registration Act in 2010, which streamlines and sets a defined legal framework to regulate aircraft registration in Malta. It also widens registration possibilities for aircraft not used for air service and implements the Cape Town Convention, now widely recognised as a market standard in aircraft finance transactions.

The legislation also provides for modern trends in aircraft ownership for business and private jets and pays specific consideration towards fractional ownership and the ownership of aircraft by trusts. In addition, it creates the unique possibility to register an aircraft while it is still under construction.

Applications for aircraft registrations are to include particulars and evidence relating to the aircraft, the ownership, acquisition, chartering and operation thereof and the qualifications of the registrant. The Maltese Aircraft Registration Act is fully compliant with EU legislation and allows the following persons/entities to register an aircraft in Malta:

- Citizens of EU or EEA member states, or Switzerland with a place of residence or business in the EU, the EEA or Switzerland.
- An undertaking formed and existing in accordance with the laws of Malta, a member state of the EU, the EEA or of Switzerland. The undertaking (which must be owned and controlled to at least 50% by EU/EEA/Swiss citizens or by an EU member state government) must have its registered office, central administration and principal place of business in the EU, the EEA or Switzerland.
- A natural person who is a citizen of or an undertaking established in an approved jurisdiction other than those referred to above. These shall be qualified to register an aircraft in construction or one which is not used to provide air services provided they satisfy certain conditions.

Purchase and Lease of Aircraft through Malta

Similar to its yacht leasing programme, Malta also introduced a system that makes the purchase and the subsequent lease of an aircraft through Malta much more attractive. The country has developed a simplification measure to determine VAT payments that will only be due for the time the aircraft is being used in the European Union. The factors taken into consideration when calculating the chargeable proportion of the lease are the aircraft type, the Maximum Take-off Mass (MTOM) and the range of the aircraft, amongst others, to easily assess the time an aircraft is flying in or outside the EU. The system allows for an aircraft owned by a Maltese company to be leased to third parties with an option to purchase the aircraft at the end of the lease. The incentive is expected to become a major draw for the industry, making Malta a serious contender with other European aircraft leasing centres such as Ireland.

Citizenship & Residence

Malta's wealth-based immigration programmes offer a host of advantages to affluent foreigners, expats and globetrotting professionals looking for a permanent or temporary home.



Malta's citizenship-by-investment and residency programmes are attracting increasing attention from high-net-worth investors and entrepreneurs from around the world. While living in Malta has long been popular with European nationals, and especially with people from the UK and Scandinavia, the new wave of expatriates taking advantages of Malta's programmes includes individuals and families from South Africa, Russia, Asia, the Middle East and the Americas.

Individual Investor Programme

Malta's Individual Investor Programme (IIP), offering foreign nationals the possibility to obtain Maltese citizenship, is the only one of its kind endorsed by the European Commission. A Maltese passport offers visa-free access to 173 countries, and as stable country Malta is being seen as a safe haven for individuals, families, business owners and investors.

The IIP requires an investor to pay €650,000 to the National Economic and Social Development Fund, purchasing property having a minimum value of €350,000 or leasing a property for a minimum annual rent of €16,000, in addition to investing €150,000 in government-approved financial instruments. Malta is aware that citizenship is a very complex and sensitive matter, and therefore has developed a four-tier due diligence system to ensure that applicants are bona fide and worthy of Maltese citizenship.

Malta Residency and Visa Programme

For those who are not interested in, or coming from countries that don't accept dual citizenship, Malta launched the Malta Residency and Visa Programme (MRVP) in 2016. The MRVP grants international investors residency in Malta and a visa by which they can access the Schengen area. Through this programme, Malta effectively acts as a gateway to Europe, which is an attractive feature for nationals coming from South Africa, Russia and China to name but a few. Applicants cannot be citizens of the EU, the EEA and Switzerland and are required to invest in property on the Maltese Islands. If purchased, the property needs to have a minimum value of €270,000 in Gozo or the South of Malta, or of €320,000 elsewhere in Malta. Renting property is an alternative; the annual lease must be between €10,000 and €12,000. Applicants must also commit to invest €250,000 in Government bonds, and this investment must be held for a minimum period of five years. In addition, the applicant needs to declare either an annual income of not less than €100,000 arising outside Malta or capital of not less than €500,000.

Other Residency Options

Alternatively, non-EU foreigners can take advantage of the country's Global Residence Programme, which offers a 15% flat tax rate on income remitted to Malta.

The programme is linked to the purchase of property, however investment can be as low as €220,000 for property in the south of Malta or in Gozo. The value of property bought in the remaining parts of Malta has to be at least €275,000. Alternatively, they can rent property for €9,600 per year in Malta and €8,750 per year in Gozo or the South of Malta. Industry professionals point to the benefits derived from this scheme for foreign entrepreneurs, international consultants, intellectuals, authors, musicians or athletes who can establish a second residence in Malta that suits their lifestyle and tax profile. A similar programme for EU/EEA/ Swiss Nationals, the Residence Programme, is also in place, offering individuals from those countries the same tax status.

Retirement Haven

Pensioners can benefit from the Malta Retirement Programme, which has been designed to attract nationals of the EU, EEA and Switzerland, offering a 15% tax rate for individuals. Retirees can also make use of Malta's wide network of double taxation agreements. Under most tax treaties that Malta is party to, pensions are tax-exempt from the country in which they are sourced, as long as the person is residing and receiving the pension in Malta. This means pensioners can remit their pensions to Malta and have them taxed at only 15% if they apply for the Malta Retirement Programme.

Cryptocurrencies

Malta is taking a lead role and positions itself as a hub for cryptocurrencies – an emerging asset class that promises a profitable rate of return.



Malta has made an effort to present itself as a cryptocurrency-friendly jurisdiction and has attracted some of the world's largest cryptocurrency exchanges to set up offices on the island. The island has rolled out the world's first holistic regulatory framework for cryptocurrencies and Distributed Ledger Technologies (DLTs). The Malta Digital Innovation Authority (MDIA), a new regulatory body, is tasked with certifying DLT platforms and related service providers, while the framework also sets out the regulatory regime for Initial Coin Offerings (ICOs) and service provision in relation to virtual currencies under the MFSA.

DLT is still at a nascent stage; nonetheless Malta has taken proactive steps, which have already attracted major cryptocurrency exchanges to set up shop on the island. In this age of fintech and blockchain innovations, many wealth management clients are eager to add cryptocurrencies to their portfolios. The trading and holding of cryptocurrencies, as well as investing in ICOs and establishing a cryptocurrency investment funds, are likely to remain a key investment topic for years to come.

Initial Coin Offerings

ICOs are captured under Malta's Virtual Financial Assets Act, which includes a financial instruments test that enables entities to determine whether their virtual currency, token or activity falls within the scope of existing financial services legislation. It also sets out the licencing requirements, procedures and obligations for ICOs and service providers, which fall outside of the scope of other legislation. One of the requirements is that no fund-raising campaign will be valid unless the company behind it has published a white paper, explaining a project's technological basis and business plan. Documents must include, among other things:

- A description of the "reason behind the initial virtual financial asset offering"
- A detailed description of the technology offered and its benefits
- A detailed description of the project's sustainability/scalability
- Possible risks and plans to mitigate those risks
- A detailed description of the virtual assets
- Methods of payment
- It is also required that the financial history of the issuer is made public.

Crypto-Funds

Cryptocurrency investment funds are becoming increasingly popular, and Malta has extended the Professional Investor Fund regulations to allow them to invest in virtual currencies. Just a year ago there were hardly any dedicated cryptocurrency funds, now investment in the sector has mushroomed globally.

Blockchain Potential

Wealth management firms are also exploring blockchain applications. Thus far, a lot of processes still require manual labour, and the wealth management sector can certainly benefit from the performance increase provided by blockchain technology. Malta's initiatives are attracting interest from the entire spectrum of blockchain companies and service providers, and wealth advisors should have Malta on their radar as the promise of this technology means the industry could redesign entire processes.

Wealth Management Services and Family Offices

Malta offers family offices and wealth management firms a combination of top-class professional services, effective regulation and the ideal lifestyle location.



Malta is becoming a popular family office destination and asset management location due to its business- and wealth-friendly environment. Although many wealth holders that have moved structures to the island are keeping a low profile due to the private nature of the industry, practitioners are reporting that they are providing more family office and wealth management services than they did a few years ago. Even if only a few family offices are identifiable in Malta today, the market will clearly play an important role in the future.

The Malta Financial Services Authority (MFSA) is responsible for the licensing, regulation and supervision of investment services providers. Wealth managers are required to apply for one or multiple licences depending on the services they provide.

Malta's Investment Services Law provides for different categories of investment services, with more complex businesses requiring higher levels of regulation, and vice versa.



There are four categories of investment services license in Malta:

Category 1

Reception and transmission of orders, investment advice, placing of instruments without a firm commitment basis, cannot hold or control clients' money or assets

Category 2

Can provide any investment service as well as hold and control client moneys, but cannot operate a multilateral trading facility or underwrite or place instruments on a firm commitment basis

Category 3

Can provide any investment service and hold and control client moneys

Category 4

Can act as trustees or custodians of funds

Wealth managers and family offices seeking to act as trustees and/or foundation administrators are also required to apply for a licence with the MFSA.

DOING BUSINESS in Malta



Business Culture

Up until 1964 Malta was a colony of the United Kingdom, and British culture still underpins the Maltese way of doing business. At the same time, meetings are much less formal and business is conducted in a more leisurely manner than in Northern Europe. However, appointments are necessary and should be made one to two weeks in advance. As in most Mediterranean countries, the concept of time is a little more relaxed than in countries to the north. Nevertheless, punctuality is expected and appreciated. Work contacts are usually greeted with their title, if they have one, followed by the surname. However, once a relationship has been established, only first names are used.

Language

Most business correspondence is carried out in English, which is one of the country's two official languages, Maltese being the other. Laws and regulations are published in both languages. Many Maltese also have a good command of Italian and a sizeable proportion also speak either German or French.

Business Hours

Office hours are generally 8.30 am to 1 pm, and 2 pm to 5.30 pm, Monday to Friday. Some government departments work half days in summer, but many have adapted to ensure offices are manned throughout normal business hours, and the private sector continues to operate normally throughout the year. Most banks open from 8.30 am to 2 pm Monday to Friday, and Saturday until 12.30 pm. Most shops open from 9 am to 7 pm Monday to Saturday, while some close for lunch between 1 pm and 4 pm. Most retail and commercial shops are closed on Sunday.

Incorporating a Company

Forming a company in Malta is relatively easy and only takes a couple of days. Maltese law does not have a specific requirement on the nationality and residence of directors, and does not lay down any specific requirements on the shareholding of a company. The company may be owned indirectly through a Maltese holding company or directly by non-resident shareholders. However, corporate substance is mandatory for companies to benefit from tax refunds and other mechanisms. Companies require an appropriate physical presence, registered employees on their books and all other necessities *typically associated with economic substance*.

Tax

The Maltese taxation system is one of the main reasons foreign investors choose to establish companies in Malta. The island offers competitive rates compared to other EU countries with a corporate tax rate of 35% on all profits. Through Malta's full imputation system shareholders can claim a refund on tax paid by the company, which effectively reduces the tax rate to 5%. As a member of the EU, Malta's tax system has been approved by the European Commission and the OECD. A network of over 70 double taxation treaties further strengthens Malta's position as a key corporate location.



**15% Income
tax rate
for highly
qualified
professionals**



Personal Taxation & Expat Taxation

Malta has a progressive personal taxation system that ranges from 0% to a maximum of 35% for income over €60,000. To attract highly qualified personnel from abroad, the Government has introduced an incentive scheme targeting foreign executives. Finance professionals earning a minimum of €84,016 can benefit from a flat personal income-tax rate of 15% on all income up to €5 million. Any income over that figure is tax-free. Malta's tax system is beneficial for entrepreneurs, wealthy individuals and investors who are looking for a stable, safe and attractive business environment.

Airport & Air links

Malta is connected by air to almost every major city in Europe and to key destinations in North Africa and the Middle East, most being just a few hours' flight-time away. Cities such as Frankfurt, London and Paris can be reached in less than three hours, while a flight to Rome takes only one hour. At present, Malta is connected to some 100 airports. Malta is also being served by low-cost airlines, and carriers such as Ryanair and EasyJet are adding new routes. Malta International Airport (MIA), the island's only airport, is centrally located and can be reached within 20 to 40 minutes from all towns and villages.

FDI Attractions & Incentives

An open economy with a long-established history of trade, Malta has always actively sought foreign direct investment (FDI), both in existing companies and in new ventures. With a well-balanced mix of incentives that support and ensure long-term competitiveness and growth of companies setting up in Malta, the island attracts record levels of foreign investment, amid intensifying global competition. Companies need to apply to Malta Enterprise, Malta's investment promotion agency, to determine eligibility, and to access the assistance. Incentives include most of the internationally available investment incentives.

Market Access

Malta's internal market is relatively small and the real opportunity lies in using the country as a stepping stone to markets in Europe or North Africa. Strategically located at the centre of the Mediterranean, between Europe and North Africa, Malta has historically been the link between the two continents. As an EU member state, Malta offers instant access to the EU's massive single market of over 500 million people. Companies can conduct business freely and sell their products in all EU member states and/or establish a business in another EU country. In addition to its close geographical position, Malta also has strong historical and cultural ties with North Africa, making it an attractive base for European, American or Asian companies wishing to enter the relatively untapped markets to the south. In addition, Malta is a signatory to some 70 double taxation treaties.



Start-up Support

Fintech start-ups find Malta a particularly attractive place due to the concentration of industry players, talent and suppliers on the island. Malta is also stepping up its efforts in helping to create new businesses and have expanded the scope of support for innovators. Incubators and innovation hubs have been established to support start-ups that have the potential to develop innovative services for the finance industry. Malta is generally 20 to 30% cheaper than the more established European centres, while a company's seed capital may last three to five times longer. A number of co-working spaces have opened up offering entrepreneurs the opportunity to work in a vibrant and dynamic environment that will not only foster their ideas, but also create invaluable business connections while still being affordable.

Telecoms & Data Management

Given its size, the island's telecoms infrastructure is disproportionately strong. Hosting and co-location services can be easily sourced. Data centres are provided with international bandwidth through the three main telecoms service providers; GO, Vodafone and Melita. There are also several other independent data centres. Malta is internationally connected through two satellite stations and five submarine fibre optic links to mainland Europe via Italy. To reduce Malta's reliance on the existing links, Malta's government plans to invest in an additional fibre optic cable to France. Bandwidth in Malta is slightly more expensive than elsewhere due to the fact that Malta is an island, but increased competition from multiple market players is expected to drive telecommunications prices further down in the near future.

Banking & Financial Support Services

Malta boasts a well-developed financial support infrastructure, and the country's service providers offer access to a full range of banking, insurance and investment products. The World Economic Forum's Competitiveness Index 2017-2018 rates Malta's banking sector the 17th soundest banking system in the world. Some 25 foreign or privately owned credit institutions are present in Malta, offering the full set of banking services ranging from retail and investment banking to wealth management. Insurance companies provide all types of cover, ranging from personal, health, property, auto and travel to liability and employee protection. Investors can find a number of insurance management companies handling cover for large corporations and providing reinsurance solutions. The country's experienced wealth managers and stockbrokers are well connected and provide access to global capital markets.

Professional Services

Malta has a solid cluster of firms that specialise in providing professional services. The international business community in Malta is strongly supported by a large range of accounting and auditing practitioners ranging from small boutique practices to the global Big 4 accountancy firms, as well as most international network brands. Most of the country's legal firms are part of international networks such as Lex Mundi and Lexis Nexis and are regularly ranked on Chambers, Martindale-Hubbell or similar. Malta also boasts an array of corporate service providers offering business advisory and back-office support. Malta is able to offer operators professional services at costs that are generally lower than in other Western European locations.

**17th
soundest
banking
system**

(World Economic Forum, Global Competitiveness Report 2017-2018)





Employment Regulation

Regulation: Employment & Industrial Relations Act

Type of contract: Fixed or indefinite, full-time or part-time

Probation Period: Six months

Standard working week: 40 Hours

Annual leave: 25 days

Maternity Leave (paid): 18 weeks

Parental Leave (unpaid): 3 months

Employment Agency: Jobsplus

Technical Support

Malta offers highly experienced and vibrant ICT sector, and the island is also home to a rapidly emerging cybersecurity cluster, providing operators' advice and assistance on risks, compliance and security threats.

Customer Support

The island's reputation as an outsourcing location has been built upon some of the country's most fundamental strengths: the fact that English is an official language, availability of talented people and value for money. Malta has a long and proud heritage of hosting global businesses, having imported and exported people, ideas and products for centuries. These companies now attract employees from across the globe offering customer service in English, French, Spanish, Portuguese, Italian, Dutch, German, Polish, Russian, Swedish, Arabic and Turkish to mention just a few of the many language groups available on the island.

HR & Recruitment

The key ingredient to Malta's finance success has been the ability to attract the best and the brightest. Most Maltese nationals speak at least three languages, Maltese, English and Italian, and some are even conversant in French and German. Some 60% of students (18-24-year-olds) continue their education to the third level, and finance related subjects are among the most chosen. Malta is doing its parts to attracting finance talent from all over the world by fast-tracking visa and work permit applications for key employees from non-EU countries, making the onboarding process for companies as smooth as possible.

Recruitment Agencies & Training

Malta has a good stock of specialist recruitment agencies, including companies that focus on the finance sector. These companies can assist operators in deciding how and where to recruit the human resources necessary, using their international networks to reach potential candidates from around the world.

Salaries & Staff Cost

Malta remains significantly cheaper than other European capitals in terms of staff salaries and other costs. While salaries have increased in recent years, the figures are still lower than the European average. In financial services, financial packages range from €20,000 for administrative support roles to €40,000 to €60,000 for department heads and €75,000 to 160,000 for CEOs.

Work Permits & Approvals

Visa obligations for foreign nationals reflect EU regulations and obligations. Non-EU nationals must apply for and obtain an employment permit. Due to the nature of the industry and the specific knowledge that is required, the granting of employment permits even to non-EU nationals is generally an uncomplicated and smooth process.

Commercial Property

Malta offers enviable real estate with sea views and marinas as well as prestigious landmark office complexes within easy commuting distance to residential areas. Although sales and letting prices have been on an upward trend, they are around two-thirds of those charged for comparable spaces in Continental Europe. Office space comes in many flavours, ranging from purpose-built office blocks, converted houses, apartments and palazzos, to new, large mixed-use developments. A large number of local and international real-estate agents provide sales and letting services and can assist in locating suitable property.



Expatriate Life Malta

More than a great place to invest, Malta is a multi-faceted jewel shining at the centre of the Mediterranean. This small, friendly and welcoming island contains everything you could want to strike that perfect balance between business and pleasure.





A Short Flight Away

As a leading finance centre, Malta is well connected. Malta International Airport, the island's only airport, is just two or three hours flying time from most European cities. Regular flights are provided by Air Malta, the national airline, as well as other carriers such as Lufthansa, Emirates, Turkish Airlines, British Airways, Alitalia, Ryanair, EasyJet, and WizzAir.

Mediterranean Luxury

Determined to uphold its reputation as a five-star destination for high-end travellers and the global business elite, Malta features a number of international and luxury hotels such as the Hilton, Radisson, Marriot, Intercontinental, Westin Dragonara, Kempinski, Corinthia and the Hotel Phoenicia. Superior accommodation is also offered at the boutique hotel Xara Palace Relais & Chateaux.

Gastronomic Delight

When it comes to dining, Malta is an island of staggering options. The food scene is defined by an eclectic mix of Mediterranean cooking with strong Italian influences, fuelled by rich ingredients fresh from farm and sea. There are also many restaurants offering international specialities, and the choice is wide, from smart city restaurants in Baroque palaces and family-run trattorias to seafood fish restaurants.

The World's Best Climate

With more than 300 days of sun a year, expatriates in Malta often become the envy of friends back home. Hot, dry summers and mild winters have earned Malta the title of world's best climate by 'International Living' magazine. Even in winter Malta enjoys an average of 5 to 6 hours of sunshine and more than 12 hours a day in summer.

Universal Use of English

As an official language of Malta, English is spoken by nearly everyone. English is so prevalent in Malta that thousands of foreign students travel from all over the world to learn English on the island. It is the main business language, while laws and regulations are published in both Maltese and English. Maltese is a unique language with Arabic roots and speckled with Italian, French and English words. Many Maltese are multilingual and also fluent in Italian, German or French.

A Home in the Sun

For those looking for something more permanent, Malta boasts a wide range of properties available to rent or purchase, from furnished apartments to farmhouses, villas with pools, and even palazzos. Finding a good property close to amenities is fairly easy. Most notable properties include five-star apartment complexes built in Tigne and Portomaso.

Comparatively Cheap

Although on the rise, the cost of living in Malta is one of the lowest in Europe and ranks somewhere in the middle in terms of a global league table. On average, the cost is one third of that in the world's most expensive cities. Everyday groceries are on average more expensive in Malta than in Eastern European countries, however they are cheaper than in most Western countries and in global business centres.

High Standard of Living

Malta is one of the easiest places to relocate to in the EU and residents enjoy an exceptional standard of living: 10 months of sunshine, an English-speaking population, and a Mediterranean island setting in which it is easy to find one's way around. Although Malta is a small country, it offers a variety of lifestyle choices that range from urban, cosmopolitan and luxurious to relaxed and rural. Boasting a diverse range of shopping, cultural and leisure activities, all at affordable rates, Malta provides expatriates with a unique opportunity to live every aspect of life to the full.

Getting Around

Given Malta's small size, distances in Malta are negligible and the entire island can be crossed in an hour. However, in similarity to many other successful business centres, the country suffers from traffic congestion during rush hours, and it's advisable to avoid peak times. As in the UK, cars drive on the left. The public transport system is safe and cheap. A network of routes and a fleet of modern buses provide an extensive service across Malta and Gozo.

Family Life

Malta has a highly family-oriented culture. Almost all restaurants and public places are family friendly, while the government offers working families subsidies to cover the cost of daycares. Older children can be enrolled in one of many excellent international private or local public schools, nearly all of which teach in English. Tertiary education is offered through the University of Malta and other institutes and private colleges.

Work-Life Balance

Although working hours do not vary significantly from those in other countries, many expats say that they enjoy a better work-life balance in Malta. Overtime is the exception, rather than the rule, while Malta's small size means beaches, sports facilities and restaurants are just a short ride away. As in many southern European countries, family plays an important role in Maltese society. This also means that time-off during evenings and weekends is respected.

First Class Healthcare

Malta has some of the best healthcare in the world, which is offered free to EU nationals residing in Malta, while foreign residents are advised to take out private medical insurance. As well as local clinics in each town, Malta has a large and modern public hospital, Mater Dei, while also being home to several private clinics and hospitals.





Work and Live Visa Free

As a member of the Schengen Zone, Malta attracts thousands of professional EU nationals every year, who are free to reside and work on the island. Non-EU citizens can find details about visa-exempt countries and visa application procedures on the website of Identity Malta (www.identitymalta.com). Malta has introduced a fast employment and residence process for highly specialised non-EU nationals who would like to work and live in Malta.

An Island of Opportunity

Although the finance sector is important to the island's economy, Malta is more than just finance: the island's diversified economy is performing exceptionally well, offering exciting and dynamic employment opportunities in a host of sectors such as education, health, gaming, maritime and aviation, to name but a few. For dual-career couples this means that accompanying spouses and partners usually do not struggle to find work.

Getting Things Done

Given Malta's size, its productivity level compares well with other European countries, while increasing efficiency is high on the government agenda. It might be time-consuming to complete certain administrative procedures, however, there is a refreshing lack of bureaucracy in other areas of public and business life. Crime is very low when compared to other major cities, and there is a general level of all-round safety.

Welcoming Foreigners

Malta's economic growth and investment from international companies have long caught the attention of high-flying foreign professionals. Today, some 6% of Malta's population is foreign, with many people coming from the UK, Scandinavia, Italy and Spain, but also from France and Germany. The majority of expats finds it easy to meet new people in Malta; and many count locals, as well as other expats among their friends.



Centuries of Captivating History

Heritage forms an important part of island life. With 7,000 years of history and many remains visible to this day, Malta can be described as an open-air museum. Megalithic temples, medieval towns and massive bastions have all been declared as UNESCO World Heritage Sites. These formidable structures regularly provide the backdrop for events listed in Malta's packed cultural calendar such as concerts, plays or art exhibitions as well as its thriving film industry.

Outdoor Malta

Malta's Mediterranean climate lends itself to a year-round outdoor lifestyle of water sports, golfing, hiking, fishing, horse riding and more. The conditions for scuba diving and snorkeling are excellent, particularly as the sea temperature never drops below 13C (55F). Malta has one golf course, located at the Royal Malta Golf Club, and gyms, football or water polo clubs can be found all over the island.

An Island Playground

While the warm climate and endless seas surrounding Malta make hanging out at the beach an obvious choice, there's so much more to do for families with children. All localities have at least one playground, while there are also a number of outdoor and indoor fun parks with trampolines and climbing ladders. But that's not all: a petting farm, the Playmobil fun park, Popeye Village, the Splash and Fun Water Park, the Malta National Aquarium, as well as an interactive science centre will also keep kids entertained.

Active in Malta

The sea, cafés, restaurants, clubs, cinemas, theatres, sports clubs or gyms are almost always within a walking distance of office complexes or residential areas. Malta also hosts many great festivals of culture and art. Each town or village even has its own annual feast and parade for their patron saint. For those in need of some retail therapy, Malta is home to shopping malls for big brand names and markets for local goods.



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Geraldine Noel
PARTNER

Acumum – Legal & Advisory

Acumum's senior management of lawyers, accountants and tax advisers provides expert, trusted, cost efficient and bespoke services to an international clientele: individuals, family offices, corporations, Governments & other service providers. Believing in long-term relationships, we provide holistic, sustainable and practical solutions to clients, whilst being committed to a superb level of client service. Centrally managed in the fiscally efficient European jurisdiction of Malta, Acumum's operations are overseen by Geraldine Noel, a UK barrister registered in Malta, with over 25 years international legal experience. Specialisms: Aviation, Banking & Financial Services, Fiduciary – Trusts & Foundations, Gaming, Intellectual Property, Insurance, Maritime, Personal & Corporate Tax Structuring, Wealth & Estate Planning.



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COUNTRY EXECUTIVE MALTA
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Alter Domus (Services) Malta Limited

Alter Domus is a fully integrated provider of Fund and Corporate Services, dedicated to international private equity & infrastructure houses, real estate firms, private debt managers, multinationals, capital market issuers and private clients. Each of our two service lines - Corporate Services and Fund Services - are staffed by multi-disciplinary, industry focused teams who specialise in handling our clients' local administrative and compliance issues. Alter Domus today counts 39 offices and desks across five continents through which clients are able to benefit from the global expertise of more than 1,800 experienced professionals active in fund administration, corporate secretarial, accounting, consolidation, tax and legal compliance, depositary services and debt administration services.



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David Borg
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ARQ Group

ARQ Group is a multi-disciplinary organisation providing a wide range of corporate services to the local and international business sector. As a joint venture between Capstone Group, a mid-tier audit and accounting firm, and FFF Legal, an established Maltese law firm, ARQ is uniquely positioned to offer seamlessly integrated legal and financial services customised to meet the client's specific business needs across a range of sectors. ARQ also provides a complete service to any client seeking to relocate to, or invest in, Malta. ARQ's core focus areas are taxation; company incorporation and administration; trust and fiduciary services; accounting and assurance services; investment migration; residency and citizenship programmes; business advisory services; economic and business intelligence; and risk management and AML compliance.



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Stuart Ciappara
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Artex Risk Solutions (Malta) Limited

Artex Risk Solutions is the global Insurance Management subsidiary of Arthur J. Gallagher with 15 offices and 30 domiciles throughout North America and Europe, employing 400+ employees with 1,500+ customers worldwide. We specialize in innovation, creation and management of insurance and alternative risk transfer solutions that deliver cost effective and sustainable advantages to our clients. The Artex Malta office is regulated by the Malta Financial Services Authority and the Malta team includes experienced practitioners covering the full remit of services required for managing insurance risks for clients throughout Europe. Whether you require a captive, access to a protected cell company or setting up your own EU direct write underwriting operation, we are able to assist.



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Walter Cutajar
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Avanzia Taxand

Avanzia Taxand is exclusively Taxand Malta. Taxand is the world's largest independent tax organisation offering practical, expert-led advice. Avanzia Taxand can help turn your tax challenges into strategic solutions that will work for you and your business. International surveys have consistently ranked the firm very highly. Avanzia Taxand is the leading tax firm in Malta and was named 'Malta Tax Firm of the Year' by the International Tax Review in 2019, 2013 and 2016. In 2011, 2014, 2015, 2016 and 2018 it was named Malta Tax Firm of the Year by Corporate International.



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Donald Sant

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Baker Tilly Malta

Baker Tilly Malta is a firm of accountants, auditors, taxation and business advisors providing services for businesses operating in all spheres of the economy, both locally and overseas. Baker Tilly Malta is an independent member of Baker Tilly International, a worldwide association of leading accountancy practices operating in 131 countries around the world, ensuring that our clients are able to draw on professional advice on any aspect of their international affairs. The philosophy of the firm is based on the concept of providing creative forward thinking and planning, and being able to offer an independent and innovative service in support of clients' business goals.



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Mario Mallia

CHIEF EXECUTIVE OFFICER

Bank of Valletta PLC

With its longstanding banking experience, Bank of Valletta is Malta's leading pioneer in financial services. Bank of Valletta has a dedicated infrastructure, which incorporates the largest branch network across Malta and Gozo, as well as an International Corporate Centre, specialised Business Centres, dedicated Investment Centres and a fully-fledged Wealth Management arm. The bank offers sophisticated digital channels and has a network of international representative offices in Brussels, London and Milan. BOV issues bank cards under the Visa and Mastercard brands and distributes American Express cards. Our customers may avail themselves from a comprehensive suite of banking and investment services, coupled with professional specialists, committed to delivering the most personalised service possible.



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Nicholas Zahra

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Bastion Wealth Limited

Bastion Wealth offers its clients a comprehensive package of fund services, from the definition and set up of a fund to its ongoing administration, investment management, risk management and compliance. Our AIFM licence enables our clients to manage and to market funds across Europe. Our team has pooled its collective experience to create a platform of services that provides asset managers, fund managers and family offices access to a unique and timely service, facilitating their launch of a new fund or conversion of an existing fund. We have done most of the preparatory work for you – the licensing, the structure, the contractuals, and the expertise are ready to use.



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CHIEF EXECUTIVE OFFICER

Bentley Trust (Malta) Limited

Bentley Trust (Malta) Limited provides Trust and Company formation and administration on an international, multi-jurisdictional basis. We specialise in meeting the varied requirements of wealthy individuals and their families, entrepreneurs, corporate executive and charities. We can tailor solutions to address a broad range of client objectives. From our base in Malta and together with your chosen professional advisers, Bentley Trust (Malta) Limited offers a highly personal, discrete service providing flexible, efficient administration of all client assets on a global basis. Bentley Trust (Malta) Limited is regulated by the Malta Financial Services Authority. The Bentley Reid Group has offices in Hong Kong, Malta and London, UK.



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Joseph M Camilleri

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BOV Fund Services Limited

BOV Fund Services was incorporated in 2006 as a fully owned subsidiary of Bank of Valletta plc, Malta's largest banking group, to provide the fund management industry with a comprehensive and integrated range of high-quality fund administration solutions. Through the dedication of its highly qualified and professional human resources as well as the significant investment in state-of-the-art technology, BOV Fund Services has positioned itself as Malta's leading fund administrator. As at January 2018, BOV Fund Services was servicing over 120 investment funds representing €3.7 billion worth of assets, approximately 25% of the local market. BOV Fund Services is recognised to provide fund administration services by the Malta Financial Services Authority.



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Amanda Balzan
OFFICE MANAGER, MALTA

Business Office Services International (Malta)

Business Office Services offers fully furnished, high-quality, plug-and-play serviced offices within a Business Centre in Mriehel. Besides office space, clients are offered a full suite of associated business services tailored to their individual requirements. Organisations ranging from startups, requiring a minimal amount of space, to larger companies requiring a larger footprint, now have the opportunity to relocate to a centrally located business office. Business Office Services allows clients to focus on their business, whilst the day-to-day operations are taken care of by a team of highly trained professionals. On-site private parking facilities are also available.



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Silvio Busuttill
MANAGING PARTNER

Busuttill Professional Services

Busuttill Professional Services is an audit, accounting and fiduciary firm based on the island of Malta with more than 36 years of experience. We offer complete solutions for associations, branches, companies, foundations, individuals, organisations, partnerships, sole traders and trusts. Our portfolio includes accountancy, advisory, assurance, banking, employment, fiduciary, immigration, licensing, liquidation, patenting, secretarial, subsidy, taxation, transportation and welfare services.



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Louis de Gabriele
PARTNER

Camilleri Preziosi Advocates

Camilleri Preziosi commands an outstanding reputation amongst clients and peers as a leading Maltese corporate law firm. We are regularly ranked as a top-tier firm by Chambers, IFLR1000 and Legal 500. We retain a strong commitment to deliver a quality service in the practice of law. We do this by combining technical excellence with a solution-driven approach. The close relationships we develop and the keen interest we take in our clients' businesses enable us to give practical, effective advice and innovative solutions under the most challenging situations.



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Kris Baron
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Capstone Group

Capstone Group is an established accounting and assurance firm with a strong reputation built on expertise in the key areas of the financial services industry. The Group's advisory arm, Capstone Advisory Co. Ltd, delivers effective strategic solutions to businesses and has acquired a solid expertise in this area, particularly in the remote gaming sector. Audit and assurance assignments are managed by Capstone Assurance Ltd., which is authorised by the Malta Financial Services Authority (MFSA) to carry out Class 1 audits, as well as by the Malta Gaming Authority (MGA) to provide system audits. Capstone Group's core focus areas are audit and assurance; tax planning; business advisory services; trust and fiduciary services; information systems audit and assurance; residency schemes; and investment migration.



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Amanda Chetcuti-Ganado
DIRECTOR

Corporate Services Limited

CSL is a leading provider in the corporate services sector. We take pride in offering a wide-range of solutions in a cost-effective manner. Established in 1994, CSL is one of the first financial service providers in Malta. CSL is a one-stop-shop offering professional and personalised tailor-made services including: Company incorporation and administration including fiduciary services, Assistance in obtaining Maltese citizenship and residency, Registration of private and commercial vessels under the Malta flag, VAT leasing scheme, Aircraft registration, Trusts, Payrolls, Assistance in opening of bank accounts in Malta, Accountancy and Audit services offered by Anton Chetcuti-Ganado & Associates, member firm of INAA Group, a worldwide association. CSL is regulated under the MFSA to act as trustees.



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Alan Dimech

DARAG Malta Insurance and Reinsurance PCC Ltd.

DARAG's Protected Cell Company is the first PCC legacy acquirer domiciled in Malta, licensed by the MFSA in 2015. Through its protected cell structure, it is able to offer clients a full suite of insurance and reinsurance solutions by way of portfolio transfer, company acquisition and retrospective reinsurance solutions. DARAG has two additional carriers, in Germany and in Italy, and a multi-cultural, multi-discipline, multi-lingual team able to deliver bespoke solutions to clients, enabling them to advance their business goals. With the current needs of our industry constantly in mind, we look to deliver the most appropriate solution through innovation and tailor-made structuring, always seeking to deliver the best result to our clients and partners.



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Charles Schiavone
COUNTRY MANAGER

DHL

DHL is the global market leader in the industry and "The Logistics Company for the World". Our popular International Express door-to-door delivery service is available when you're sending document or non-document shipments anywhere around the world. The company has been operating in Malta since 1983, and DHL Express remains a pioneer, constantly providing new solutions for its customers, solutions that make it the market leader. While maintaining the largest market share, DHL sets very high levels of service and always seeks to serve the customer in the best possible way. Having a constant presence in the Maltese market since 1983, DHL has acquired a deep knowledge of critical shipments as well as unparalleled experience in the specialised handling of express deliveries for each industry sector.



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Ronald Attard
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Ernst & Young Limited

EY is a leading firm in assurance, tax and advisory services. EY Malta forms part of the EMEIA Area, enabling our experienced professionals to use and implement our globally-proven methodologies and extensive resources so as to offer high quality and seamless services to both our domestic clients as well as to clients who operate cross-border. EY is committed to doing its part in building a better working world. The insights and quality services we deliver help build trust and confidence in the capital markets. Our values define who we are. They guide and influence our professionals to create positive change in our people, our clients and our communities.



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Dr Neville Carabott
MANAGING DIRECTOR

Estera

Estera is a world-leading provider of fiduciary and administration services. Established for over 25 years, we provide corporate, trust, fund and accounting services to clients across the globe. We have more than 500 highly qualified professionals across 12 jurisdictions: Bermuda, BVI, Cayman, Guernsey, Hong Kong, Isle of Man, Jersey, Luxembourg, Malta, Mauritius, Seychelles and UK. Our Malta office, formerly part of the Heritage Group, collaborates with clients and their advisers to deliver smart, considered and most of all practical solutions, whether in a single location or across multiple jurisdictions. Our commercial focus, attention to detail and responsiveness coupled with a resolute commitment to the delivery of service excellence, is what sets us apart.



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Dr Rosanne Bonnici
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Fenech & Fenech Advocates

Established in 1891, Fenech & Fenech Advocates is a leading Maltese full-service top-tier law firm providing value-driven, tailored legal services across all practice areas. Having a largely international practice, the firm's expertise spans from financial services, tax and asset finance to shipping, aviation and TMT law. Drawing on its in-house corporate services group, the firm also offers comprehensive corporate solutions with respect to the setting up and administration of companies, trusts and foundations.



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Dr Tonio Fenech
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Fenech Farrugia Fiott Legal

Fenech Farrugia Fiott Legal is a full-service legal firm offering a comprehensive range of specialised services with a particular emphasis on cross-border commercial and corporate law. Backed by a highly experienced team of leading experts in their field, FFF Legal provides a seamlessly integrated portfolio of legal services tailored to meet the most complex requirements in a versatile and dynamic manner. The firm acts on behalf of a number of local and international clients, including credit and financial institutions, investment companies, i-gaming companies and other trading and holding entities. The firm's core focus areas are corporate and commercial law, financial services law and practice, maritime and aviation law, trusts and foundations, estate planning and private clients work.



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Ivan Grech
HEAD OF BUSINESS DEVELOPMENT

FinanceMalta

FinanceMalta, a non-profit public-private initiative, was set up to promote Malta's international Business & Financial Centre, both within, as well as outside Malta. It brings together, and harnesses, the resources of the industry and government, to ensure Malta maintains a modern and effective legal, regulatory and fiscal framework in which the financial services sector can continue to grow and prosper. The Board of Governors, together with the founding associations, its corporate and affiliate members and staff are committed to promoting Malta as a centre of excellence in financial services and international business.



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Dr Stephen Attard
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GANADO Advocates

GANADO Advocates is a leading Maltese commercial law firm and predominantly servicing international clients doing business in or out of Malta. The firm provides legal and tax advice and ongoing assistance to high net worth individuals and their families, foundations, trustees, family offices and other wealth management service providers in connection with the planning and structuring of their own or their clients' private wealth and assets, including regulatory advice which is relevant for any fiduciary activities. The firm also has a long-standing practice providing high net worth clients with tax efficient solutions for the ownership and leasing of their yachts as well as assisting them with the registration of their yachts under the Malta flag.



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GasanMamo Insurance

GasanMamo is one of Malta's leading insurers, providing excellent value insurance products for both personal and commercial clients. We believe in lasting relationships built on value and trust. Our customers are at the very heart of all that we do. Our proven track record dating back to 1947 positions us confidently going forward. Professional, friendly and helpful is how we like to be seen.



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Peter Griffiths
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Griffiths + Associates Ltd

Established in 1982 and located in Naxxar, our firm of Certified Public Accountants offers a one-stop shop assisting businesses in carrying out activities in, from or through Malta. The firm's activities include company incorporations, back-office services and international corporate structuring, especially within the context of Malta's extensive tax treaty network and advantageous tax regime. Being members of PrimeGlobal, an international association of accountants and advisers, adds value to the servicing of clients' needs within an international perspective.



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Jesmond Mizzi
MANAGING DIRECTOR

Jesmond Mizzi Financial Advisors Limited

Jesmond Mizzi Financial Advisors Limited provides investment advice to retail clients, professional as well as eligible counterparties, and has been doing so for the past 15 years. The company acts as investment manager, promoter and distributor of Merrill SICAV plc which it founded in 2015 together with Atlas Insurance PCC. The Merrill SICAV plc qualifies as a Maltese UCITS in terms of the UCITS Directive, and consists of three sub-funds which focus on total return, high income and global equities. The company is the representative in Malta of Janus Henderson Global Investors, Legg Mason Global Funds plc and Pictet. The company, which is licenced by the MFSA, is a member firm of the Malta Stock Exchange and a member of the Atlas Group.



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George Mallia
HEAD RETAIL AND PROPERTY

La Valette Club

La Valette Club at Malta International Airport has been perfecting its VIP services for over two decades, with the aim of adding exceptional value to its guests' airport experience. La Valette Club offers a variety of membership options, giving members access to the airport lounges and privileges such as complimentary parking and chauffeur and portage services. Whether a frequent flyer or a business traveller, La Valette Club services are tailored to help guests save precious time and unwind before proceeding with their journey. In 2017, La Valette Club unveiled a completely revamped departures lounge boasting some very unique features, and received a prestigious highly commended rating from Priority Pass.



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Joseph Portelli
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Malta Stock Exchange PLC

The Malta Stock Exchange provides a structure for admission of financial instruments to its recognised lists which may subsequently be traded on a regulated, transparent and orderly secondary market place. It also offers a comprehensive range of back-office services including maintenance of share and bond registers, clearing and settlement and custody services through its in-house Central Securities Depository. Access to the market may be achieved through admission to listing on the Regulated Main Market, or the Institutional Financial Securities Market (IFSM), both of which are regulated by the MFSA and enjoy full passportability within the EU, or through admission to the SME-oriented Prospects MTF, that is regulated by the Malta Stock Exchange.



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Anthony Attard
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Mazars Malta

Mazars is one of Malta's leading multi-disciplinary audit and advisory firms. We are committed to giving our clients an efficient and value for money service, underlined by a high level of commitment and quality. Owing to our size, we can offer a wide range of specialised services whilst retaining a personalised approach in terms of delivery. Our service portfolio includes company formation, accounting, auditing, payroll, VAT advisory and compliance, as well as corporate and personal tax planning. As an integrated member firm of Mazars Group, we are in a position to draw upon the experience and resources of Mazars worldwide.



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Gerasimos Mavrokefalos
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NBG Bank Malta Limited

NBG Bank Malta Limited (formerly Finansbank Malta Ltd) was established in 2005 and is a wholly-owned subsidiary of NBG Group. The Group is the oldest and largest bank in Greece and is present in a number of jurisdictions namely Greece, Cyprus, Bulgaria, Albania, FYROM, UK, Serbia, Egypt, Malta and Romania. NBG Malta is designed to be a one stop shop for banking services for high-net-worth individuals and corporations worldwide. Furthermore, the bank also specializes in the provision of risk management and treasury products/solutions for its clients (Ex. Foreign Exchange and Derivative products).



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NEWCO Corporate Services Ltd

NEWCO is an independent corporate services provider that, together with its clients' specialists, has been supporting the structuring of international operations through competitive tax jurisdictions for over 25 years. With wide experience and know how, which allowed it to successfully support major multinational companies as well as smaller companies and start-ups, mainly from EU and Latin-American countries, NEWCO's team of experts provide legal, tax advice and all the professional services involved in the setting up and management of companies and assistance to high-net worth individuals in Malta.



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Sean Murray
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SANNE

SANNE is a leading global provider of alternative asset and corporate services. Established for over 25 years and listed as a FTSE 250 company on the Main Market of the London Stock Exchange, SANNE employs more than 1,200 people worldwide and administers structures and funds that have in excess of £200 billion of assets. As leaders in our field, we deliver tailored administration, reporting and fiduciary services to a highly valued international client base through a global network of regulated businesses within 15 leading financial jurisdictions spread globally across the Americas, Europe, Africa and Asia-Pacific. Our Malta business provides a full suite of fund administration services through one coordinated platform.



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Eman Pulis
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SIGMA

SIGMA is all about iGaming in Malta. The new, redesigned portal serves as a jobs board all year round to showcase the hundreds of vacancies and connect talent with great companies. SIGMA also organises a number of lavish dinners, branded iGatherings, to promote Maltese culture, cuisine and history in a friendly business environment. Finally, the next Summit of iGaming in Malta is taking place in November 2018, moving it farther away from ICE, and anticipating another record breaking year with 400 sponsors and exhibitors and 12,000 delegates.



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Dr Jonathan De Giovanni
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WDM International

WDM International is a full-service firm, presenting a multidisciplinary offering to its clients, ranging from legal and tax consultancy to audit and business advisory. WDM Lex Advisory, the firm's legal services arm, is at the forefront in the following lines of expertise: international taxation; residence, citizenship planning and private client services; setting up of funds, fund managers, forex companies, credit and financial institutions and operations involved in blockchain and cryptocurrency; setting up of fintech and iGaming operations and aircraft and yacht registration. The firm is an Approved Agent for Malta's Citizenship by Investment Programme and is also licensed to act as a trustee or co-trustee and as an administrator in the context of private foundations.



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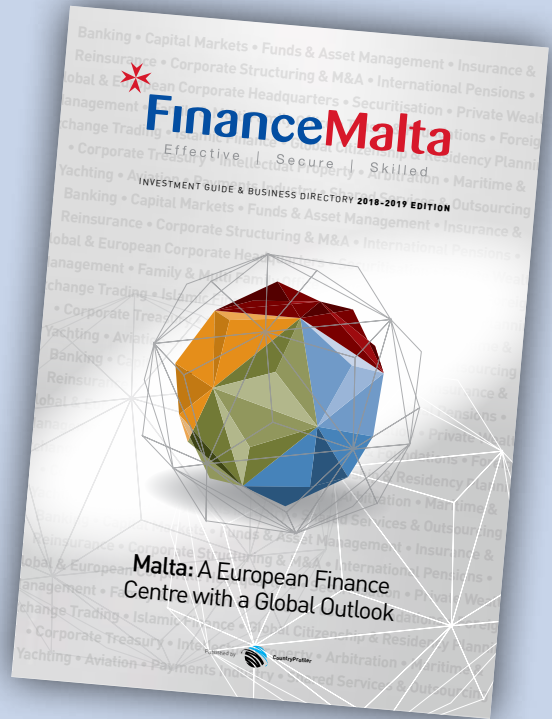
Zarattini International Ltd

Zarattini International brings together innovation, alliance and proficiency to offer high value added custody services in Malta. We remain at the forefront of innovation while keeping in touch with our roots. We dare to push boundaries but never lose sight of our responsibilities. We combine the highest standards with the deepest dedication to our clients' needs. Integrity, transparency and resourcefulness are the pillars of our organisation. Part of a Swiss financial group with activities in Switzerland, Luxembourg and Malta, we have built our strong reputation upon reliability, excellent professional competence and transparency. We have a long history of providing reliable local and global custody services to a variety of clients, including asset managers and private and institutional investors.



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Promoting and Fostering Malta's International Finance Centre



Malta

The culture of
getting things done



Securely Regulated
Market Driven
Competitively Skilled