SECTOR GUIDES 2015-2016

ISLAMIC
FINANCE
About FinanceMalta
A Culture of Getting Things Done

FinanceMalta, a non-profit public-private foundation, was set up to promote Malta’s Business & Financial Centre, both within, as well as outside Malta. It brings together 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 Stockbrokers, the Malta Bankers’ Association, the Malta Insurance Association, the Association of Insurance Brokers, the Institute of Financial Services Practitioners, and the affiliated 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.

Membership
FinanceMalta offers two types of membership: Corporate and Affiliate. Corporate Membership is open to entities operating within the financial services industry, such as fund, insurance and pension management companies, 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 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.

Board Members
Kenneth Farrugia (Chairman)
Prof. Joe V. Bannister (Vice-Chairman)
Charles Borg / Mark Watkinson
Matthew Bambach
Chris J. Nardi
Annalise Micallef
John Huber
André Borg
Bernice Buttigieg (Secretary to the Board)

Benefits of FinanceMalta Membership:
• Direct access to the experience and knowledge of fellow members.
• 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, with some events being 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.
• Opportunity to publish white papers and articles on FinanceMalta’s website and to take part in topical webcast series.

FinanceMalta Leadership Team

Kenneth Farrugia
Chairman
chairman@financemalta.org

Bernice Buttigieg
Head of Administration
bernice.buttigieg@financemalta.org

“Over the past ten years, Malta’s financial services industry has developed from one that was primarily led by the domestic market into a truly international financial services centre, attracting many top-rated financial services firms.”

Ivan Grech
Head of Business Development
ivan.grech@financemalta.org

“We are aiming to take Malta to the next level and create a globally recognised international financial services sector that is based on our skilled workforce, a stable regulatory environment and business-friendly policies.”

Follow us on:

FinanceMalta, Garrison Chapel, Castille Place, Valletta MLT 1063 - Malta
E: info@financemalta.org
T: +356 21 224 525 · F: +356 21 449 212

Promoting and Fostering Malta’s Finance Centre
CountryProfiler Ltd is a specialist publisher of country information that assists corporations managing operations across national borders with trade, investment and relocation decisions. CountryProfiler is recognised by senior business executives, government representatives, institutions and global organisations as a leading provider of informative, insightful and actionable country intelligence.

Europe
64, St Anne Court, Flat 4, Bisazza Street, Sliema SLM 1642 - Malta
Tel: +356 2034 2034

North America
Suite 21-2123, Walkers Line, Burlington, Ontario L7M 4Z9 - Canada
Tel: +1 905 645 1130 Fax: +1 905 963 7968
Email: info@countryprofiler.com
Website: www.countryprofiler.com

Main Photography
Fritz Grimm

Additional Photography
Alan Carville / Malta Stock Exchange

Design
Ramon Micallef - ram@box-design.net

Printing
Gutenberg Press, Malta

Publication Date
April 2015

The information included in this publication is for information purposes only and is subject to change. With regard to the licensing of a business, income generation or any other legal or accounting matters, the Publisher strongly recommends that the reader seeks the advice of an appropriately licensed professional. The Guide is meant as general information and should not be interpreted as legal advice or a technical guide to substitution of the relevant legislation. Additional requirements may also apply.

All rights reserved. Reproduction in whole or part is strictly prohibited without the written permission of the publisher. Opinions expressed in this publication are not necessarily those of the editor or publisher. All reasonable care is taken to ensure truth and accuracy, but the editor and publishers cannot be held responsible for errors or omissions in articles, advertising, photographs, or illustrations.

Meet the Team

Garvan Keating
Regional Director
keating@countryprofiler.com

Heidi Marttinen
Editor
marttinen@countryprofiler.com

Sonja Lindenberg
Editor
lindenberg@countryprofiler.com

Daniel Geraldes
Business Executive
daniel@countryprofiler.com

Morgane Stein
Business Executive
morgane@countryprofiler.com

Melissa Pugliesich
Office Manager
pugliesich@countryprofiler.com

About FinanceMalta
Publisher Information
Finance Industry Stakeholders
Malta at a Glance
International Finance Centre: A Partner for Success
Key Reasons to do Business in Malta
Key Opportunities
Sharia-Compliant Funds
MFSA Guidelines for Sharia-Compliant Funds
Capital Markets: Sukuk and the Malta Stock Exchange (MSE)
Special Purpose Vehicles and Trusts
Takaful: Islamic Insurance in Malta
Islamic Finance: Glossary
A Guide for Doing Business in Malta
Malta: A Cosmopolitan Lifestyle in the Med
Who’s Who: Malta Business Profiles

Contents
Finance Industry Stakeholders

Ministry for Finance
www.mfin.gov.mt
Prof. Edward Scicluna
Minister for Finance

Ministry for the Economy, Investment and Small Business
www.economy.gov.mt
Dr Christian Caruana
Minister for the Economy, Investment and Small Business

Dr José Herrera
Parliamentary Secretary for Competitiveness and Economic Growth

Malta Financial Services Authority (MFSA)
www.mfsa.com.mt
Prof. Joseph Bannister
Chairman

Central Bank of Malta
www.centralbankmalta.org
Prof. Josef Bonsici
Governor

FinanceMalta
www.financemalta.org
Kenneth Farrugia
Chairman

Malta Stock Exchange
www.borzamalta.com.mt
Paul Spiteri
Chairman

Malta Bankers Association (MBA)
Chairman:
Mark Watkinson
www.maltabankers.org

Malta Fund Industry Association (MFIA)
Chairman:
Kenneth Farrugia
www.mfia.org.mt

Malta Insurance Association (MIA)
Director General:
Adrian Galea
www.maltainsurance.org

Malta Insurance Management Association (MIIMA)
Chairman:
John Tortell
www.mima-malta.com

Institute of Financial Services Practitioners (IFSP)
President:
Christopher J. Naudi
www.ifsp.org.mt

Association of Insurance Brokers (ABIB)
Chairman:
Mark Spiteri
www.abib.com

Society of Trust & Estate Practitioners (STEP) Malta
Branch Chair:
Dr Jean-Philippe Chetcuti
www.step.org/malta

Additional Resources

Malta Institute of Taxation
www.maintax.org

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 (IoD) Malta
www.iiod.com/malta

Malta Enterprise
www.maltaenterprise.com

Malta Chamber of Advocates
www.avukati.org
Malta at a Glance

Located in the centre of the Mediterranean, Malta is rapidly growing into one of the foremost business hubs for international financial services in the Euro-Med region.

Adapting and Growing
As a hub for business from European and North African countries, Malta is marked by its flexibility, innovation and competitiveness. It is with these qualities that Malta has gone from strength to strength since it gained independence from Britain in 1964. 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.

Business in English
International 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 Italian, German or French.

Adapted and Growing
As a hub for business from European and North African countries, Malta is marked by its flexibility, innovation and competitiveness. It is with these qualities that Malta has gone from strength to strength since it gained independence from Britain in 1964. 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.

Business in English
International 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 Italian, German or French.

Adapted and Growing
As a hub for business from European and North African countries, Malta is marked by its flexibility, innovation and competitiveness. It is with these qualities that Malta has gone from strength to strength since it gained independence from Britain in 1964. 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.

Business in English
International 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 Italian, German or French.

Adapted and Growing
As a hub for business from European and North African countries, Malta is marked by its flexibility, innovation and competitiveness. It is with these qualities that Malta has gone from strength to strength since it gained independence from Britain in 1964. 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.

Business in English
International 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 Italian, German or French.

Adapted and Growing
As a hub for business from European and North African countries, Malta is marked by its flexibility, innovation and competitiveness. It is with these qualities that Malta has gone from strength to strength since it gained independence from Britain in 1964. 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.

Business in English
International 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 Italian, German or French.

Adapted and Growing
As a hub for business from European and North African countries, Malta is marked by its flexibility, innovation and competitiveness. It is with these qualities that Malta has gone from strength to strength since it gained independence from Britain in 1964. 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.

Business in English
International 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 Italian, German or French.

Adapted and Growing
As a hub for business from European and North African countries, Malta is marked by its flexibility, innovation and competitiveness. It is with these qualities that Malta has gone from strength to strength since it gained independence from Britain in 1964. 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.

Business in English
International 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 Italian, German or French.

Adapted and Growing
As a hub for business from European and North African countries, Malta is marked by its flexibility, innovation and competitiveness. It is with these qualities that Malta has gone from strength to strength since it gained independence from Britain in 1964. 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.

Business in English
International 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 Italian, German or French.

Adapted and Growing
As a hub for business from European and North African countries, Malta is marked by its flexibility, innovation and competitiveness. It is with these qualities that Malta has gone from strength to strength since it gained independence from Britain in 1964. 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.

Business in English
International 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 Italian, German or French.

Adapted and Growing
As a hub for business from European and North African countries, Malta is marked by its flexibility, innovation and competitiveness. It is with these qualities that Malta has gone from strength to strength since it gained independence from Britain in 1964. 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.

Business in English
International 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 Italian, German or French.

Adapted and Growing
As a hub for business from European and North African countries, Malta is marked by its flexibility, innovation and competitiveness. It is with these qualities that Malta has gone from strength to strength since it gained independence from Britain in 1964. 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.

Business in English
International 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 Italian, German or French.
Finance Centre

Serious Business
Malta’s ascent into an international centre of repute has been one of the fastest and most remarkable growth stories in recent times. Recognised for its pro-business attitude, excellent regulation and competitive cost of doing business, Malta has become the go-to finance centre for start-ups, growth-minded entrepreneurs and Fortune 500 companies alike.

Europe’s Fund Gateway
The fund industry is one of the finance centre’s main engines of growth. Malta hosts over 500 investment funds which have a combined net asset value of almost €10 billion. While Malta has a reputation as a jurisdiction for smaller financial services companies and start-ups, the fund sector is maturing and attracting sophisticated asset management activities.

Strong Ratings and Rankings
Maltese banks are some of the world’s safest credit institutions. The World Economic Forum rated the island’s banking system as the 10th soundest in its 2014-2015 Global Competitiveness Index. Institutions such as the International Monetary Fund, the European Commission and international credit rating agencies confirmed the sector’s robustness and resilience, while Bank of Valletta and the parent banks of domestic subsidiaries – such as HSBC – have passed the EU-wide stress tests of recent years.

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 presenting itself as a holistic lifestyle and residency destination for affluent foreigners.

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.

Diversified International Finance Centre

Insurance
Banking
Investment Funds
Asset Management
Holding & Trading Companies
International Pensions
Capital Markets
Wealth Management
Trusts & Foundations
Islamic Finance
Expat Residency
Financial Institutions
Family Offices
Foreign Exchange

Competitiveness

A Leading Centre
Malta regularly receives high rankings in benchmarking reports and was named ‘Most favoured domicile in Europe’ for investment funds in the Hedge Funds Review Service Provider Rankings in 2013 and 2014. In addition, the World Economic Forum ranks Malta above average for almost every metric in financial market development.

Innovation through Regulation
Malta’s financial regulatory framework is among 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 financial services sector has not been affected by the financial crisis. While other nations were trying to minimise their losses, Malta was posting year-on-year growth. Its financial sector alone has expanded around 25 per cent annually, and the banking sector did not have to carry out any restructuring or re-capitalisation exercises.

Low-Risk Environment
As a European Union member with a long-established democratic tradition, Malta offers a veritable safe haven for investors. Liberal economic policies and a government committed to an open business environment 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 MFSA, has set timeframes for the approval of licence applications for financial services such as investment funds and insurance vehicles. The authority takes a diligent, risk-based approach to each licence application. This allows for the fast-tracking of applications when needed and incorporating a company in Malta takes just a few days.

Approved financial services framework

EU & OECD

Annual expansion of Malta’s financial sector

25%
Market Access

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 in 2004, 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 28 EU economies.

Easy Access to World Markets
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 facilitating international business.

Perfect Timing
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 also works closely with other regulatory authorities to provide access to international markets and to ensure a smooth international trading environment for financial services.

Infrastructure

A Platform for Business
As a rapidly expanding economy, Malta has consistently delivered on demands to its infrastructure. Substantial investments have created a highly sophisticated business environment. Thanks to its financial infrastructure, pro-business climate, and growing international trade and investment in new industries, Malta is well positioned to seize economic opportunities.

State-of-the-Art Telecoms
In overcoming its geographical limitations, Malta has built up one of the world’s best telecoms infrastructure. Currently, it ranks 3rd of 144 countries worldwide for international internet bandwidth per user, as ranked by the World Economic Forum’s Global Competitiveness Report 2014-2015. This incredible level of internet service is maintained by two satellite stations and four submarine fiber-optic links to mainland Europe.

Growing Industry Cluster
In growing its financial services industry, Malta’s government has the support of a vibrant community of progressive-minded officials and committed business leaders. Today, a growing business cluster is driving productivity, new business and innovation within Malta’s finance industry. There are also many entities offering expert legal and support services to local and international clients.

Network of Worldwide Connections
Located 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.

Affordable Office Space
A wide range of office space can be found across the island, rents are reasonable and finding a decent office close to popular residential areas and amenities is relatively easy. Office space is available in purpose-built office blocks, as well as in converted houses and apartments, or within brand new mixed-use developments. Costs have become even more reasonable with business electricity tariffs being lowered by 25 per cent in 2015.
Robust Regulation
The country’s legislation is in line with EU law and is built on best practices from other finance centres. It caters for the regulation of investment funds, 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.

Efficient Regulator
At the heart of Malta’s financial services industry is an independent, risk-based regulator, the Malta Financial Services Authority (MFSA), which grants, licences and regulates all financial activities. 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.

Working in Partnership
The MFSA is known for being as thorough in their regulation as they are easy to approach and associate with. The country’s small size allows direct contact with licensees, which gives the MFSA a good understanding of the soundness of the licence holders. 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.

Integrity and Low Risk
Having joined the European Union in 2004, Malta strictly adheres to EU anti-money laundering policies, insider dealing and professional secrecy laws, and its frameworks are aimed at attracting only international businesses of repute. Malta’s adoption of the euro in 2008 has added further stability and increased the ease of doing business across frontiers.

The Right Tools
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.

Living the High 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 your day-to-day needs covered, with some of the best medical care in the world and an excellent education system, whether private or public.

The Mediterranean at its Best
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 your free time in Malta, whether you prefer to enjoy fine dining al fresco, relax by the sea or engage in other outdoor activities.

Top Leisure Activities
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 to keep you fit. You can also pamper yourself with a fantastic selection of restaurants, spas and hotels or visit one of the many lively night spots to dance your cares away.

Feel at Home
It is easy to feel at home in Malta. Chances are the local company legacy, reputation and the high streets 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 to settle down. Malta has a wide range of properties from luxury penthouses and villas to modest apartments and office spaces, all at very reasonable rents.

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.
Value for Money
No amount of sun, sea and sand can drive a business decision as much as cost. Fortunately, Malta offers great 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. Despite its size, Malta is a compelling alternative to other larger financial hubs in Europe.

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 ongoing operational costs are approximately 20-30 per cent 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 per cent, certain 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.

Low Living Expenses
Malta has one of the lowest costs of living in the EU. 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. Nevertheless, the purchasing power of Maltese people is much stronger thanks to the country’s lower living cost and competitive personal tax rates. Individuals are charged on their income at progressive tax rates up to a maximum of 35 per cent. However, for 2015, Malta reduced the top rate of income tax for those who earn less than €60,001 to 25 per cent.

Advice and Assistance
Outstanding Human Capital
Malta’s drive to become a global financial services centre has helped generate around 10,000 jobs in this sector. With 60 per cent of Maltese students going on to further education, the island has a highly educated and multilingual pool of talent from which to hire. Malta is continually cultivating the right talent, with more University of Malta graduates coming from the economy and management faculty than any other in 2013-2014.

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 Islands 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 professionals.

Attracting Foreign Talent
To attract further expertise in core sectors such as financial services, Malta offers a reduced 15 per cent flat tax rate to highly qualified persons in key positions within these industries. The island’s laws on immigration are in line with the European Union’s visa obligations for foreign nationals, and EU and EEA citizens are free to work and reside in Malta.

Multilingual Services
The British influence is clear in the work ethic present in Malta, and aside from English and Maltese most locals also speak Italian, French or German. Malta has a vast pool of multilingual talent in the form of professional expatriates from all over the world.
Key Reasons to do Business in Malta

Global Islamic finance investments are forecast to surpass US$ 2.6 trillion by 2017. Malta is keen to play a role in this expansion, building on its EU membership, strategic geographic location, flexible regulation and cost-effectiveness.

Regulatory Support

Part of Malta’s success as a financial centre is founded on its excellent legal and regulatory environment. Malta’s financial services framework and tax laws are up to date with EU directives and in line with EU requirements, while the regulator, the Malta Financial Services Authority (MFSA) performs its regulatory function in a constructive manner. In particular, Malta has a strong offering for investment funds. The MFSA has issued formal guidelines on Sharia-compliant funds, and is now looking at ways on how to enhance its Islamic finance industry.

Political Will & Government Initiatives

Malta’s interest in Islamic finance began in 2008, when the then-administration stated their objective of developing Malta as a Mediterranean Islamic finance hub. The Malta Financial Services Authority then analysed the island’s regulatory framework and issued guidance notes on Shariah-compliant investment funds in 2010. The current administration also seeks to make Malta Islamic finance ready and to diversify its financial product offering. Amongst other measures, the government has displayed a keen interest in the international sukuk market, which is expected to grow to US$900 billion in 2017.

EU Location for Shariah-compliant Products

Malta offers a highly regulated, well-respected and sophisticated EU environment to launch Islamic finance structures. There has been growing momentum to adopt and implement Sharia-compliant investment banking, project and trade finance, as well as Sharia funds and insurance, which could appeal to customers in EU and North African markets. The island’s international 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.

Passporting to EU and High-Growth Markets

Located strategically at the centre of the Mediterranean, Malta offers access to 230 million Muslims in Europe and North Africa, providing a considerable client base for Islamic finance practitioners. As a member of the European Union and the eurozone, Malta has strong links with all EU member states, while its extensive network of tax treaties, which includes countries such as Turkey, Tunisia, Egypt, Morocco, Malaysia, Singapore and the United Arab Emirates, makes the country a springboard into wider Muslim markets.

Accessing Non-Muslim Investors

Islamic finance can also be lucrative and viable for non-Muslims looking to diversify their holdings. Islamic investments often involve less risk than their conventional counterparts as they are based on business contracts that increase transparency and reduce speculation. The knowledge that Islamic investments are held in Malta, a European financial centre of repute, may comfort Western investors.

High-Profile Industry Cluster

Islamic finance, like every other type of financial activity, can benefit from Malta’s combination of experience and skills. Around 70 fund management companies, as well as the offices of “The Big Four” – Deloitte, KPMG, EY and PwC – operate in Malta. Global custody service providers also have a presence in Malta, with new international custodians moving in to cater to the booming fund industry. The country’s corporate service providers and legal firms are well versed in setting up corporate vehicles, the preparation of offering documents and the regulatory procedures for licensing, and most are part of international networks such as Lex Mundi and are regularly ranked on Chambers, Martindale Hubbell or similar institutions.

Low Set-up and Operational Costs

Malta is a cost-competitive jurisdiction in terms of set-up and on-going fees, compliance and operating costs. This makes the island an attractive outsourcing location for back and middle office functions. In addition, the cost of high-quality staff is still well below Western European levels and professional fees are also significantly lower, though the standards are just as high.
Key Opportunities

Malta continues to be an attractive domicile for investors and financial entities seeking a dynamic European base that is professional, practical, safe and cost effective.

**Regulation & Legislation**

Malta has done much over the past few years to build a strong finance sector. The island also has modern pragmatic legislation and a reputation for being innovative when it comes to launching new products.

**The Regulator**

The Malta Financial Services Authority (MFSA) is the single regulator of all financial services in Malta. The MFSA’s approach to regulation and supervision is based on principles rather than on rules and is proportionate to the size and nature of the business, without undermining investor protection. The country’s small size allows a direct contact with all licensees, which gives the MFSA a good understanding of the soundness of the licence holders. Businesses are encouraged to meet with the regulator prior to applying for a licence to discuss the application of regulations.

**Shariah Compliance**

While operators in Malta are seeing opportunities to offer Shariah-compliant products, they are faced with the challenge of applying two sets of rules to Islamic finance transactions: Malta’s regulatory framework and Shariah law. Although Malta is still at the beginning of its journey to becoming an Islamic finance centre, the MFSA is taking pride in financial innovation. The MFSA has already issued formal guidelines on Sharia-compliant investments funds, giving investors and fund service providers direction on the structuring of funds. The island’s government has also expressed its willingness to develop a framework for Islamic banking, ultimately broadening the country’s Islamic product and service offering. Malta’s financial centre also stands out for its extensive experience in serving international clientele in areas such as insurance, capital markets and wealth management, all of which could cater to an Islamic audience.

**Investment Funds**

Malta is regarded a well-established fund domicile. Retaining its popular Professional Investor Funds (PIF) regime, while implementing the EU’s Alternative Investment Funds Directive (AIFMD), is one of the biggest recent developments in Malta’s fund landscape. Today Malta continues to offer PIFs, with the addition of Alternative Investment Funds (AIFs), Undertakings for Collective Investment in Transferable Securities (UCITS) and non-UCITS retail funds. All these types of funds could be used to set up Shariah-compliant structures.

**Capital Markets**

The Malta Stock Exchange (MSE) is a dynamic European exchange constantly evolving and providing new opportunities for both conventional and Islamic finance structures. With the relevant infrastructure already in place, this is an exciting prospect for investors and issuers to launch example sukuk structures using Malta as a hub from which to market to European investors through a European exchange.

**Banking**

As an alternative form of finance, which prohibits interest on loans and generates profits in a socially responsible manner, international banks and financial services providers in Europe and elsewhere are increasingly offering Islamic products. Although barriers for Islamic retail banking exist in Malta due to the fact that banks are only allowed to own property up to a certain percentage of their total assets, Shariah-compliant investment banking, project and trade finance could be offered to neighbouring countries from Malta.

**Corporate Structuring**

An open economy, effective tax rates and excellent professional services have been the natural strengths of Malta for decades and have established it as a key centre for corporate structuring and a prime jurisdiction in which to incorporate Special Purpose Vehicles (SPVs). The island is increasingly capturing the attention of Islamic finance practitioners since a Malta company offers an easy solution to the most varied international business needs.

**Trusts & Foundations**

A key feature in the growth of Malta as a financial centre has been the provision of wealth management services. The concept of a trust is very similar to the Islamic waqf. The island is one of the few jurisdictions where both trusts and foundations can be set up. Both structures allow the creation of customised solutions that fit diverse personal and business needs, ranging from succession planning to estate management.

**Insurance**

Islamic insurance is gaining popularity as it is based on risk sharing rather than risk transfer. Malta already has a thriving insurance industry, possesses the right legislative instruments to set up Takaful instruments, and is the only full EU member state with legislation that allows for Protected Cell Companies (PCCs) and Incorporated Cell Companies (ICCs). Malta also has potential as an ideal base for reinsurance, or Retakaful, providers given that there are only a few Retakaful providers globally. This means that Takaful firms are often forced to transfer some of their risk to conventional reinsurers, creating a window of opportunity for Malta to attract new Islamic reinsurers into the market.

**Regulation & Legislation in Malta**

- Islamic Funds – PIF legislation
- Project Financing
- Islamic Stock Broking
- Takaful Insurance
- Special Purpose Vehicle (SPV)
Family Offices
Malta is positioning itself as one of Europe’s main family office locations. Offering a wide range of investment tools, as well as residency options and a citizenship by investment programme, the island is emerging as a European base for Islamic wealth managers and an alternative to the traditional Western family office locations of the US, UK and Switzerland.

Maritime & Aviation
Malta has forged a reputation as a key centre of activity in the global maritime and aviation industry and has gradually built up the experience needed to compete in a highly technical industry. The island has transformed itself into a competitive location for the registration and financing of both planes and ships. Strong interests from financiers and investors for Shariah-compliant investment and financing instruments in the maritime and aviation industry is now fueling demand for Islamic structures that could be set up in Malta in the form of funds, special purpose vehicles and sukuk.

Financial Software Development
Malta is seeking to grow its financial technology cluster (Fintech) and is highlighting its potential to Islamic Fintech entrepreneurs. With an established state-of-the-art telecoms infrastructure, Malta provides a tailor-made environment very conducive to Fintech companies that could use the island’s data centres in addition to developing and offering Fintech services. Malta’s small size and low costs make it an ideal start-up location, while potential synergies with Malta’s financial centre also make it a natural choice for companies seeking to use the island as a springboard to nearby markets.

Education & Training
With Islamic finance estimated to grow up to 20 per cent annually, the need for specialised human capital in the industry is higher than ever. There is currently a shortage of staff with extensive experience in Islamic markets, and this issue needs to be addressed with the industry’s rapid growth. With English as one of its official languages and building on its international reputation as a centre for learning and training, Malta is well placed to host Islamic finance training institutions.

Regional Headquarters
The combination of its central Mediterranean location, highly skilled international workforce, strong network of double tax treaties and high quality of life make Malta an attractive choice for companies looking for a location from where to oversee investment in the developed and emerging countries of the region. Malta is often regarded as the hub linking the EU’s market of 500 million people and the rapidly evolving markets of Africa.

Philanthropy
Philanthropists interested in impact and social investing are now looking at Malta due to the fact that the island offers both trusts and foundations as tools for charitable giving. The country’s strong regulatory framework and sound financial sector are expected to help Malta appeal to Muslims living in Europe and beyond.

Payments Industry
The rising demand for Islamic banking products and services are creating significant opportunities for Shariah-compliant card products, including debit cards, charge cards and credit cards offering new ways of how credit is structured and marketed to consumers with risks and profits shared among all parties involved. A strong and innovative regulatory framework, state-of-the-art telecommunications infrastructure capable of hosting and delivering round-the-clock connectivity to mainland Europe, and Malta’s accessibility and lower costs could turn out to be a major draw to payment providers seeking a secure environment to offer Shariah-compliant transaction channels.
Sharia-Compliant Funds

Malta’s fund sector is developing at a remarkable pace and has become one of the finance centre’s key engines for growth. Today, the country hosts almost 600 investment funds which have a combined net asset value of €9.7 billion.

Professional Investor Funds (PIF)

While Malta has a reputation as a jurisdiction for smaller financial services companies and start-ups, the fund sector is maturing and attracting sophisticated asset management activities. Funds which comply with Islamic law can be set up under the Undertakings for Collective Investment in Transferable Securities (UCITS) as Alternative Investment Funds (AIFs) or as Professional Investor Funds (PIFs), which are non-retail funds targeting the more experienced investor.

Types of Professional Investor Funds

A Professional Investor Fund (PIF) is a collective investment scheme in terms of the ISA. There are three different types of PIFs:

- PIFs promoted to experienced investors: with a minimum investment of €10k or equivalent, are subject to some investment restrictions, may be leveraged up to 100% NAV, must appoint a Custodian and issue an Offering Document
- PIFs promoted to qualifying investors: with a minimum investment of €75k or equivalent, with no investment restrictions (other than in the case of property funds), unlimited leverage, appointment of a Custodian is not mandatory (provided assets are subject to adequate safekeeping arrangements), and must issue an Offering Document
- PIFs promoted to extraordinary investors: with a minimum investment of €750k or equivalent, with no investment restrictions, unlimited leverage, appointment of a Custodian is not mandatory (provided assets are subject to adequate safekeeping arrangements) and can issue a simplified marketing document in lieu of a more detailed offering document

The underlying assets in which these funds can invest range from transferable securities, private equity, immovable property and infrastructure, to the more complex asset classes pertaining to the world of debt financing and derivatives. Most Maltese PIFs are used for hedge fund set-ups.

Key Features of PIFs

PIFs are regulated by the Investment Services Act and are mostly open or closed-ended investment companies, but unit trusts, contractual funds and limited partnerships can also be used. Self-managed PIFs are also allowed and the manager may also act as administrator.

<table>
<thead>
<tr>
<th>Experienced Investors</th>
<th>Qualifying Investors</th>
<th>Extraordinary Investors</th>
</tr>
</thead>
<tbody>
<tr>
<td>Minimum Investment</td>
<td>€10,000</td>
<td>€75,000</td>
</tr>
<tr>
<td>Setup Time</td>
<td>2-3 months</td>
<td>2-3 months</td>
</tr>
<tr>
<td>Investment Restrictions</td>
<td>Yes</td>
<td>None</td>
</tr>
<tr>
<td>Borrowing Restrictions</td>
<td>Up to 100% of NAV</td>
<td>Up to 100% of NAV</td>
</tr>
<tr>
<td>Offering Documents</td>
<td>Required</td>
<td>Required</td>
</tr>
<tr>
<td>Third Party Manager</td>
<td>Required or Self-Managed</td>
<td>Required or Self-Managed</td>
</tr>
<tr>
<td>Fund Administrator</td>
<td>Optional</td>
<td>Optional</td>
</tr>
<tr>
<td>Custodian</td>
<td>Required</td>
<td>Required</td>
</tr>
<tr>
<td>Auditors</td>
<td>Required</td>
<td>Required</td>
</tr>
<tr>
<td>Money Laundering</td>
<td>Required</td>
<td>Required</td>
</tr>
<tr>
<td>Compliance Officer</td>
<td>Optional</td>
<td>Optional</td>
</tr>
<tr>
<td>Listing</td>
<td>Optional</td>
<td>Optional</td>
</tr>
</tbody>
</table>

Features applicable to all PIFs:

- Service Provider: Must be based in Malta or in a recognised jurisdiction.
- Application for a Licence of a PIF: €1,500 per scheme, €1,000 per sub-fund, €1,500 per incorporated cell.
- Supervisory Fee: €1,500 per scheme, €500 per sub-fund, €1,500 per incorporated cell.
- Application Fees and Expenses: Application fee for a preliminary indication of acceptability is €500.

Malta Funds, Commodity Funds and Murabaha Funds, which generally invest in non-conventional asset classes, may only be licensed in Malta as PIFs, whilst Sharia-compliant equity funds can be set up as Maltese UCITS schemes or as PIFs. Considering the restrictions that apply to UCITS funds, Islamic funds may face particular challenges in operating under the UCITS framework, and industry experts believe that Malta’s framework for PIFs provides a more attractive environment for Sharia funds to work in.
The principal categories of collective investment schemes that can be set up under this common framework are the following:

Retail Investment Schemes - which are in turn divided into:
• UCITS
• Non-UCITS

Professional Investor Funds – which are in turn divided into:
• Experienced Investor Funds
• Qualifying Investor Funds
• Extraordinary Investor Funds

The regulatory standards that underpin the regime as applied to the different types of funds relies mainly on the principles of disclosure and transparency as means of protecting investors’ interests as well as on the investor’s understanding of risk as a key motive for applying regulation in a proportionate manner. The regime is applied to a large variety of conventional and alternative investment funds.

The formal guidelines issued by the MFSA give advice to fund promoters on how the current funds regime, regulated by the Investment Services Act, applies to funds established under Sharia rules and clarifies a number of related issues for the benefit of fund promoters.

The selected extra-financial criteria (Sharia Guidelines which the fund will adopt) must comply with all prevailing regulatory and statutory requirements. No specific difficulties arise provided that the extra-financial criteria do not infringe regulatory principles.
Capital Markets:
Sukuk and the Malta Stock Exchange (MSE)

Malta is positioning itself to tap into the billion-dollar sukuk market to attract foreign direct investment and to raise funds for both government and business. Sukuk and bonds are internationally recognised as important project finance vehicles for companies, institutions and governments, as they provide financial protection for portfolios with lower risk tools and enable investors to diversify their investments. While traditional bonds represent pure debt obligations from the issuer to the investor/bondholders, the sukuk represents ownership of well-defined assets.

The sale of the sukuk, both in primary and secondary markets, is a sale of a share of an asset, while selling a bond is essentially the sale of debt. In terms of pricing, sukuk prices are market-driven and depend on the fluctuation of the market value of underlying assets. In the case an issuer’s default, sukuk holders will possess the asset and either sell it or retain it as an asset. Bondholders on the other hand are completely dependent on the creditworthiness of the issuers without any specific assets to be relied on. New sukuk issuances are often oversubscribed, and some estimates suggest conventional investors may account for 40 to 60 per cent of any individual sukuk offering.

Malta is considering entering into the world of Islamic Finance. Prime Minister Joseph Muscat stated the country is exploring the opportunity to issue a sovereign sukuk on the Malta Stock Exchange (MSE) in order to gauge the reaction of the markets and send a strong political message that Malta is open for business.

Launching a sovereign sukuk would certainly put the country and its Exchange on the map for Islamic Finance and facilitate more sukuk transactions and trading. The MSE has launched a number of major initiatives designed to bolster its strategy, such as the adoption of the Xetra trading platform supplied by Deutsche Börse, the launch of the Market Making rules and the designation of the Exchange as a Designated Offshore Securities Centre by the UK tax authorities and been granted recognised exchange status by the US Securities and Exchange Commission.

The Malta Stock Exchange (MSE) 
Market Capitalisation 2014: €10.3bn

Trading Across Europe: Issuers that have been granted Admissibility to Listing can opt to have their instruments traded on the Malta Stock Exchange trading platform, or have them traded anywhere within the EU. This is possible since both the Main and the Alternative Companies lists are Regulated Markets, and enjoy full passporting rights within the EU.

Internationally Recognised Exchange: The Malta Stock Exchange is a small market with big visions, and its credible track record has already won recognition from other trading stock exchanges. Malta’s equity market has been listed in the FTSE’s Global Equity Index Series (GEI) since 2010. The MSE has also achieved recognition from the UK tax authorities and been granted recognised exchange status by the US Securities and Exchange Commission.

Malta Stock Exchange Affiliations
• Federation of European Securities Exchanges (FEE)
• European Central Securities Depository Association (ECSDA)
• World Federation of Exchanges (WFE)
• International Organisation of Securities Commissions (IOSCO)
• Federation of European Securities Exchanges (FESE)
• International Federation for Clearing and Settlement (IFC)

Aspects of the sukuk:
• An undivided ownership share in specific assets
• Assets must be Sharia-compliant, with a minimum of 51 per cent tangible assets
• The sale of the sukuk, both in primary and secondary markets, is a sale of a share of an asset, while selling a bond is essentially the sale of debt.
• In terms of pricing, sukuk prices are market-driven and depend on the fluctuation of the market value of underlying assets.

The sale of the sukuk, both in primary and secondary markets, is a sale of a share of an asset, while selling a bond is essentially the sale of debt. In terms of pricing, sukuk prices are market-driven and depend on the fluctuation of the market value of underlying assets. In the case an issuer’s default, sukuk holders will possess the asset and either sell it or retain it as an asset. Bondholders on the other hand are completely dependent on the creditworthiness of the issuers without any specific assets to be relied on. New sukuk issuances are often oversubscribed, and some estimates suggest conventional investors may account for 40 to 60 per cent of any individual sukuk offering.

The following fee structure applies to an issuer wishing to list securities on the EWSM under a stand-alone prospectus document.

Five Reasons to List on EWSM

1. EU Access
EWSM offers access to European financial services markets

2. Publicity
Listing on an international exchange helps to publicise the securities offering

3. Credibility
Listing highlights a recognised exchange’s seal of approval

4. Withholding tax exemption
Applies to securities listed on an EU recognised stock exchange, while quoted Eurobonds benefit from an exemption from withholding tax on interest payments

5. Investor Requirements
Many investment portfolios stipulate a requirement to invest in listed securities

The European Wholesale Securities Market (EWSM)

The EWSM delivers service excellence to international market participants as well as process efficiency, a price promise and a highly professional regulatory regime.

Malta is now offering the possibility for the listing of wholesale securities. The European Wholesale Securities Market (EWSM) is a new EU-regulated market for wholesale debt. The aim of the market is to meet international debt issuer requirements. The EWSM is a joint venture with the Irish Stock Exchange (ISE) and the Malta Stock Exchange (MSE), creating one truly European market designed to meet international debt issuer requirements.

The EWSM is approved as an EU regulated market under MiFID and is considered a Recognised Stock Exchange under the UK Income Tax Act, 2007. As the listing authority the MFSA approves prospectus for securities to be admitted to the EWSM under the Prospectus Directive, as well as the on-going requirements of issuers under the Transparency Directive.

The MFSA adopts a pragmatic approach to prospectus review and approval, including guaranteed review times of 15 business days for initial submission and two business days for subsequent drafts of prospectus.

The guidelines provide for the appointment of a Listing Agent for the admission process to ensure smooth and timely interaction between issuers and arrangers on the one hand and the MFSA and EWSM on the other with respect to regulatory requirements. The MFSA-Approved Agent may be a body, corporate, partnership or firm incorporated or established in the EEA and be independent of any Issuer, or related service provider, to which it provides listing agent services.
Malta is attracting increasing numbers of investors and high-net-worth individuals from the Middle East and North Africa, enticed by the country’s geographical proximity, EU membership and, more importantly, its excellent wealth management, estate planning and corporate finance offering.

Special purpose vehicles (SPVs) can take the form of a limited liability company or a trust in Malta. There are numerous benefits in establishing SPVs in Malta. In fact, Malta’s competitive tax regimes for companies, and for trusts, make the country the ideal location to establish SPV’s.

Coupled with the country’s wide network of double taxation treaties, the island offers an advantageous EU and eurozone location for the structuring of various transactions, ranging from purchasing and holding property to other corporate and financing solutions.

Where a Malta SPV is used in an Islamic finance transaction, it can be particularly useful when combined with a Malta trust holding the shares in the SPV. Malta trusts are effective and reliable, and can offer customised solutions for wealth management as well as succession planning. In the trust deed, settlers can define how assets are distributed to the beneficiaries so that they are in accordance with locals’ Islamic rules of succession.

SPV’s and trusts are regularly used for Islamic finance transactions through Malta. As the island develops its Islamic finance infrastructure and expertise further, other vehicles of Malta’s International Finance Centre can be adapted to the Islamic moral order that governs finance.

Types of Trusts:
- Testamentary trust
- Accumulation and maintenance trust
- Fixed interest trust
- Spends trust
- Charitable trust
- Unit trust

Special Purpose Vehicles and Trusts

At the centre of Malta’s offering to the Islamic finance community is the Special Purpose Vehicle, which has become a key element in Islamic finance transactions.

Key Features of a Malta Trust

Means of establishment: A trust may be created unilaterally or bilaterally, by verbal 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, interests lapse or no existing or possible beneficiary, the settlor holds the trust property for the settlor (or his or her heirs)
- It is the settlor’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 and any power to appoint an investment advisor or investment manager

The Protector: The protector is typically a person who is in a trustworthiness 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 acceptable by class or by relationship to a person alive or dead. For instance, children not yet born or conceived may be potential beneficiaries. The rights of the beneficiary are personal and are regarded as movables. 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. The new amendments preclude this rule from applying 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 is a form of legal institute which does not have its own legal personality. Trusts are not registered anywhere and there are no formalities for the annual maintenance of trusts other than statutory obligations that are imposed on trustees in the administration of trusts. (For example the duty to prepare accounts).

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 Malta trust has been amended to extend the permitted duration to 125 years (formerly maximum duration was 100 years), however, it can be terminated earlier if all beneficiaries acting in unison demand termination, which the trustees must accept.

Attacking trusts: A creditor would need to take action against the trustee. As the assets of the trust are not the personal assets of the trustee, only the trust assets are exposed. Trust assets might be subject to precautionary and execution warrants (such as garnishee orders, injunctions and warrants of sequestration) which can be issued by Maltese courts.

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 breach and can be sued for it. The trustees have a duty:
- to avoid any conflicts of interests
- upon accepting appointment, trustees are duty-bound to draw up a written inventory of the trust assets and declare that it includes all the trust property of which the trustees are aware
- to keep accounts and records of their trusteeship for at least 10 years from the date of termination of the trust/trusteeship
Takaful: Islamic Insurance in Malta

Insurance is a dynamic growth industry and a number of Fortune 100 companies have already set up operations in Malta, among them multinationals such as BMW, Peugeot, Citroën and Vodafone. With financial and insurance activities accounting for over 90% of Malta’s FDI stock, the sector has a highly international focus and is set for further growth.

Malta can also offer solutions for Takaful, Islamic insurance, which is structured as a charitable collective pool of funds based on social solidarity and cooperation. Takaful participants contribute equally to a fund to help protect one another against risks, whereas in the conventional insurance model, policyholders pay premiums to protect themselves.

Malta possesses the right legislative instruments to set up Takaful instruments, and is the only full EU member state with legislation that allows for Protected Cell Companies (PCCs) and Incorporated Cell Companies (ICCs).

A Takaful fund could be set up as a cell in both structures, which is then managed and administered on behalf of the participants by a Takaful operator who charges an agreed fee to cover costs. People requiring insurance cover, such as health, accident or motor insurance, could contribute to one or more cells to protect themselves against those risks.

Incorporated Cell Company

The Incorporated Cell Company is one of the latest additions to Malta’s insurance offering. Built on the familiar cellular model, but with the unique characteristic of cells with their own legal identity, the structure is set to prove innovative in the Reinsurance Special Purpose Vehicle landscape.

Incorporated cells are established within the ICC structure and assets and liabilities are attributed either to the cell company itself, or to a particular separate cell of the company. An incorporated cell in Malta allows a cell owner to insure directly own risks in EEA, cell insurance to third parties in EEA and reinsure risks outside the EEA. Cells can also insure on non-admitted basis risks globally where allowed.

Key Features of Incorporated Cell Companies

Corporate Form: Limited Liability Company

Name: The name of the company needs to include the expression ‘Incorporated Cell Company’ or its abbreviation ‘ICC’. This title needs to be displayed on all its business letters and forms to inform all parties dealing with the company of its status.

Permitted Business: The cell company and its cells may conduct business of insurance and reinsurance, including affiliated business.

Licensing Timeframe: Six months

Redomiciliation allowed: Yes

Solvency Margin: Solvency requirements for the ICC and each cell are the same as those of a standalone insurer.

Guarantee Fund: Both the ICC and the respective Cells are to maintain a Guarantee Fund made up of the greater of: 1) the Minimum Guarantee Fund or 2) the value of one-third of the margin of solvency or Malta margin of solvency (as applicable).

*Changes expected in 2016 under Solvency II

Technical Provisions: Calculated in accordance with regulations modelled on EU directives.

Cell Management: Each cell is a separate company and the board of the company has ultimate responsibility for all cells and cellular assets. The board may delegate the management and administration of a cell, or parts thereof, to a third-party insurance manager.

Own Funds:

- Long Term: Principal Insurance €3.7m / Affiliated Insurance €3.7m
- General: Principal Insurance €2.5m - €3.7m / Affiliated Insurance €2.5m - €3.7m
- Reinsurance: Principal Insurance €3.4m / Affiliated Insurance €3.7m
- Insurance and Reinsurance: Principal Insurance €2.5m - €7.4m / Affiliated Insurance €2.5m - €7.4m

Own funds are to consist of: Paid-up share capital which must not be less than 50 per cent of the value of Own Funds requirement, and a mixture of issued and unpaid share capital, preferential share capital, subordinated loans, retained profits and reserves. The Own Funds Requirement applies to the ICC and to each Incorporated Cell individually.

*Changes expected in 2016 under Solvency II

Power to contract: Cells have the ability to enter into contracts in their own name.

Liability: Assets and liabilities are held separately within each cell. Claims by third parties can only be directed against the cell itself.

Intercompany Loans: Allowed with approval from the Malta Financial Services Authority.

Reporting Requirements: Audited accounts under IFRS. Incorporated Cells carrying out affiliated insurance are exempt from:

- publishing abridged accounts in local newspapers
- contributing to the protection and compensation fund
- covering technical provisions by equivalent and matching assets to cover currency risk
- localisation rules and custody of assets rules
- the payment of duty on any contract of insurance relating to a risk situated in Malta
- requiring a minimum guarantee fund with an external institution.

Regulatory Fees: Authorization application fees are one-time fees and non-refundable irrespective of whether the application is accepted or refused.

Cell Company carrying out affiliated insurance business:

- Authorization application €5,000
- Annual continuance of authorization for cell company €2,500

Each cell carrying out affiliated insurance business:

- Authorization application €2,500
- Acceptance of Authorization €1,000
- Annual continuance of authorization for cell company €2,500

Cell Company and Individual Cell carrying out non-affiliated insurance business:

Fees according to Schedule in the Insurance Business (Fees) Regulations
Protected Cell Companies

Malta is the only full EU member state with Protected Cell Company (PCC) legislation, which provides numerous advantages compared to stand-alone insurance companies or captives. A unique element of a PCC is that an insurer can write business through the ownership of a protected cell, using the core's capital.

Key Features of Protected Cell Companies

Corporate Form: Limited Liability Company

Name: The name of the company must include the expression ‘Protected Cell Company’ or its abbreviation ‘PCC’. This title needs to be displayed on all its business letters and forms to inform all parties dealing with the company of its status. Each cell needs to have its own distinct name.

Permitted Business: The cell company and its cells may conduct business of insurance and reinsurance as principals, captives, insurance brokers and insurance management companies in respect of general and long-term business. However, insurance PCCs can only have insurance cells, management PCCs management cells and broker PCCs broker cells.

Solvency Margin:

Calculated on a cellular basis.

Minimum Guarantee Fund:

- The minimum guarantee fund or the value of the minimum guarantee fund or the value of one-third of the margin of solvency. Cells can use the minimum guarantee fund of the core.

Technical Provisions: Calculated in accordance with regulations modelled on EU directives.

Cell Management: The board of directors of the cell company has ultimate responsibility for all cells and cellular assets. The board may delegate the management and administration of a cell, or parts thereof, to a third-party insurance manager or a cell committee which may include representatives of the cell owner.

Power to contract: Cells contract through the PCC which acts on behalf of the cell.

Licensing Timeframe: Six months, reduced to three months in respect to the individual protected cells.

Redomiciliation allowed: Yes. Individual cells cannot redomicile on their own.

Own Funds (applying to the PCC as a whole):

- Long Term Business: €3.7m
- General Business: €2.5m-3.7m
- Reinsurance: €3.4m, reduced to €3.2m for affiliated insurance
- Insurance and Reinsurance: €2.5m-€7.4m

Own funds are to consist of:

- initial paid up share capital which must not be less than 50 per cent of the value of Own Funds requirement, cumulative preferential share capital, subordinated loans, retained profits, reserves other than reserves corresponding to the technical provisions and where applicable, the equalisation reserves and securities with no specified maturity date and other instruments including cumulative preferential shares. The minimum own funds requirements do not apply to individual cells, but to the PCC as a whole.

Financial Reporting Requirements: Audited accounts under IFRS. Captive PCCs are exempt from:

- publishing abridged accounts in local newspapers
- contributing to the protection and compensation fund
- covering technical provisions by equivalent and matching assets to cover currency risk
- localisation rules and custody of assets rules
- the payment of duty on any contract of insurance relating to a risk situated in Malta
- depositing a minimum guarantee fund with an external institution

Regulatory Fees:

Application fees are one-time fees and non-refundable irrespective of whether the application is accepted or refused.

Application Fees:

- PCC: €6,500
- Individual Cells: €2,500

Annual fees:

According to Schedule in the Insurance Business (Fees) Regulations reduced to €3,250 in respect of cells carrying an exclusively business of affiliated insurance

Benefit of a Protected Cell Company

- The PCC set-up alleviates the start-up and ongoing regulatory burden of an insurance company to be spread throughout the owners of the various cells and the core of the PCC without putting any individual cell owners’ assets at risk from liabilities of the others. Cells are particularly attractive to medium-sized corporate groups wishing to establish their own insurance vehicle.
Islamic Finance: Glossary

Islamic finance is based on the principles of Islamic law called Sharia. The literal translation of the Arabic term Sharia is ‘the way’, but is now widely understood to mean the principles of Islamic law. Sharia is not a finite standard, but rather a set of rules, principles and parameters whose primary sources are the Quran and the Sunna.

Typical Islamic Transaction Structures

Mudarabah
Mudarabah is an investment management partnership, where one party provides funds, while the other provides expertise and management, also called the investment manager (mudarib). Any profits are shared between the two parties on a pre-agreed basis, while losses are borne by the provider of the capital. Mudarabah is a common structure for sukuk.

Murabaha
Murabaha involves the act of leasing in which the owner of the asset transfers its ownership (unfixtur) or use and enjoyment of an asset to another person to use for an agreed period and for an agreed rent. The subject of the lease should be valuable, identifiable and quantifiable. Anything which cannot be used without being consumed, cannot be leased (such as, for example, money or perishable food products). As title to the leased asset is retained by the financier or lessor’s ownership, the lessee must bear all liabilities arising from its ownership. The period of the lease must be determined in clear terms and the lessee cannot use the leased asset for any purpose other than that contemplated by the lease agreement.

Ijara
Ijara involves the act of leasing in which the owner of the asset transfers its ownership (unfixtur) or use and enjoyment of an asset to another person to use for an agreed period and for an agreed rent. The subject of the lease should be valuable, identifiable and quantifiable. Anything which cannot be used without being consumed, cannot be leased (such as, for example, money or perishable food products). As title to the leased asset is retained by the financier or lessor’s ownership, the lessee must bear all liabilities arising from its ownership. The period of the lease must be determined in clear terms and the lessee cannot use the leased asset for any purpose other than that contemplated by the lease agreement.

Musharakah
Musharakah is an investment partnership. In a typical musharakah agreement, two or more parties agree to provide capital towards the financing of a commercial venture, share profits according to a stipulated ratio, and share losses on the basis of equity participation.

Sukuk
Sukuk is often referred to as ‘Islamic bonds’, but unlike conventional bonds, sukuk are not debt obligations or provide expertise and management, also called the investment manager (mudarib). Any profits are shared between the two parties on a pre-agreed basis, while losses are borne by the provider of the capital. Mudarabah is a common structure for sukuk.

Types of Sukuk

- Types of assets available to the issuer (or obligor) for use in the Sharia structure
- Obligations which have fixed and unencumbered tangible assets (such as land or equipment) would typically choose the (sarf) financing technique partly because it is straightforward and also because it is suitable for long-term financing. However, mudarabha, murabahah and sukukah also gained popularity because they allowed sukuk to be issued without being wholly reliant on the existence of underlying tangible assets (as in the case of (sarf)-based sukuk) to generate a return for the sukuk-holders.

Sukuk vs Bond vs Stock

<table>
<thead>
<tr>
<th>Comparison</th>
<th>Sukuk</th>
<th>Bond</th>
<th>Stock</th>
</tr>
</thead>
<tbody>
<tr>
<td>Type of Security</td>
<td>Share of Revenue Streams</td>
<td>Debt</td>
<td>Ownership in a Corporation</td>
</tr>
<tr>
<td>Type of Return</td>
<td>Profit sharing specified</td>
<td>Coupon Specified</td>
<td>Dividends Unspecified</td>
</tr>
<tr>
<td>Priority in Paying Principle</td>
<td>First Priority</td>
<td>First Priority</td>
<td>Less in Priority</td>
</tr>
<tr>
<td>Risk</td>
<td>Lower</td>
<td>Lower</td>
<td>Higher</td>
</tr>
</tbody>
</table>

Asset-Based Sukuk
Most, but by no means all, sukuk issued to date fall into the category of asset-based instruments. This means that sukuk-holders have beneficial interests in the underlying assets. Payments to sukuk-holders ultimately depend on the obligor’s own ability to meet those payments, rather than the value of the underlying asset. On a default, the principal amount available to sukuk-holders would be to enforce the payment obligations of the obligor pursuant to a purchase and sale agreement while bearing the costs of enforcement, less any shortfall in cash flows because the assets fail to perform or fall in market value.

Asset-Backed Sukuk
A small number of sukuk issuances dated to date have been asset-backed, in which the returns due to sukuk-holders depend on the performance of the underlying assets. The sukuk-holders have recourse to the assets which they are able to sell or liquidate if the cash flow from the transaction is insufficient to meet payments due to them. They do not, however, have recourse against the obligor if there is any shortfall in cash flows because the assets fail to perform or fall in market value.

Types of Sukuk
- Leased-based (ijarah)
- Partnership-based (murabahah and musharakah)
- Sale-based: murabahah and salam
**A Guide for Doing Business in Malta**

### Business Culture

As a former colony of the United Kingdom, the Maltese business environment is strongly influenced by British culture, but retains a Mediterranean flavour. Meetings and the way business is conducted may be less formal than in Northern Europe, however, scheduling appointments well in advance is necessary, and punctuality is both expected and appreciated. When it comes to business attire, men wear conservative suits and ties and women suits or dresses. When greeting new business contacts, their title and surname should be used and once a relationship has been established, often a first name basis is appropriate.

### Business Hours

Typical office hours are between 8.30 am and 1.30 pm. In summer, most government offices work half days. Banks are open from 8 am to 2 pm Monday to Friday, and Saturday until 12 pm. Most retail outlets are open from 9 am to 1 pm and from 4 pm to 7 pm Monday to Friday, and on Saturdays shops are generally open between 9 am and 1 pm.

### Language

Maltese and English are the official languages, with English the main language of business and laws and regulations are published in both languages. Many Maltese are also fluent in Italian, German or French.

### Banking & Financial Services

The country’s banks are able to provide a full range of personal, commercial and trade services to clients. With five retail banks and more than 20 international commercial and trade banks already operating in or from Malta, this sector has become one of the most robust on the island. HSBC and Bank of Valletta are the leading retail banks on the island, while smaller banks such as APS, Lombard and Banif Bank help to keep the banking sector competitive and innovative. Malta is also home to specialists in trade finance such as FIMBank and BASWAG. With the growing number of insurance companies that choose to domicile in Malta, Maltese banks have also built expertise in the management of insurance company investment portfolios.

### Investment and Trustee Services

A number of investment management companies as well as asset managers from the fund industry provide services to the insurance industry. With well over 100 investment services firms licensed in Malta, corporations seeking assistance in the management of their assets are spoilt for choice. In addition, more than 100 Maltese and international fiduciary companies are licensed to offer trust and trustee services on the island.

### Custodian Banking

Malta hosts global custodians and several other banks providing custodial services through international partners. Bank of Valletta, Mediterranean Bank, Sparkasse Bank, Deutsche Bank, Swissquote and Custom House hold custody licences in Malta. Retirement schemes are required to appoint custodians and trustees under certain conditions.

### Professional Services

The excellence of Malta’s professional services providers is internationally renowned, and the industry is well-equipped to offer support and strategic guidance. A large number of law firms operate on the island, which are regularly listed in Chambers, Legal 500 and other directories. International firms have a presence in Malta through associate links with local law firms, and many law firms have specialised in assisting international commercial and financial operators seeking opportunities in Malta. Most lawyers have obtained postgraduate degrees at major international institutions and have expertise in organisational structuring and licence applications. Businesses are also supported by a wide range of accounting and auditing practitioners from small boutique practices to the global Big Four accountancy firms, as well as various consultants providing business advisory and back office support. Professional services costs are in general significantly lower than in other Western European locations.

### Location, Location, Location

Malta’s strategic location at the centre of the Mediterranean has always been one of the key advantages of doing business in or from Malta. As an EU member state, businesses in Malta can passport their services to all other member states, tapping into the Union’s internal market of over 500 million people, while the growing markets of North Africa and the Middle East countries bordering the southern coast of the Mediterranean basin are easily accessible. An insurer licensed in Malta may also cover insurable risks in non-EU countries in which persons are allowed to procure insurance directly from a Maltese insurer. Malta has an extensive network of double taxation treaties for a number of key markets. The country is a signatory to some 70 agreements, among them China, India and the USA. To provide access to international markets and to ensure a smooth trading environment for the financial services sector, Malta is working closely with other regulatory authorities.

### Key Facts

- **Short Travel Times:** By air, most European hubs and North Africa can be reached in two to three hours.
- **Excellent ICT Connections:** Satellite technology and high capacity fibre-optic submarine cables link Malta with Europe.
- **Major Transhipment Centre:** Malta Freeport is a large regional hub.
- **Trustee Services:** Malta has a well-established trust and custodian services sector.
- ** Custodians and Custodians:** More than 100 Maltese and international custodians and custodians are licensed to offer trust and trustee services on the island.
- **Custodian Banking:** Malta hosts global custodians as well as several other banks providing custodial services through international partners.
- **Custodian Banking:** Bank of Valletta, Mediterranean Bank, Sparkasse Bank, Deutsche Bank, Swissquote and Custom House hold custody licences in Malta.
- **Custodian Banking:** Retirement schemes are required to appoint custodians and trustees under certain conditions.

### Location, Location, Location

Malta’s strategic location at the centre of the Mediterranean has always been one of the key advantages of doing business in or from Malta. As an EU member state, businesses in Malta can passport their services to all other member states, tapping into the Union’s internal market of over 500 million people, while the growing markets of North Africa and the Middle Eastern countries bordering the southern coast of the Mediterranean basin are easily accessible. An insurer licensed in Malta may also cover insurable risks in non-EU countries in which persons are allowed to procure insurance directly from a Maltese insurer. Malta has an extensive network of double taxation treaties for a number of key markets. The country is a signatory to some 70 agreements, among them China, India and the USA. To provide access to international markets and to ensure a smooth trading environment for the financial services sector, Malta is working closely with other regulatory authorities.
Real Estate

Malta offers a wide range of commercial and residential property for rent or purchase. Malta’s small geographical size is a benefit in terms of short commutes. The travelling time between Malta International Airport and an office is rarely longer than 20 minutes, and overall journeys are seldom longer than 40 minutes. Office space is available in purpose-built office blocks, in converted houses and palazzos, apartments or within new mixed-use developments. Malta offers enviable locations with sea views and marinas as well as prestigious landmark office complexes within easy commuting distance of residential areas. Overall rental costs are around two-thirds to half of those charged for comparable commercial spaces in continental Europe. Malta has also become one of the most sought after locations in Europe for foreign nationals to rent or purchase homes as an investment or for relocation purposes. A wide range of residential property can be found in Malta, ranging from apartments, penthouses, townhouses to villas, with or without a pool. Developments in recent years include marina and coastal complexes at the top-end of the market.

Communications

Malta telecoms network is reliable, stable and secure. As the infrastructure has opened up to market forces, access rates have increased and tariffs have lowered. Malta has seen huge public and private sector investment in ICT over the past 15 years and today the country boasts a truly modern infrastructure. The country’s ICT industry is a versatile and mature cluster, and the country hosts more than 200 IT companies, including international giants such as Microsoft, Oracle and Cisco. Malta is internationally connected through two satellite stations, one to the Atlantic Ocean region and the other to the Indian Ocean region, and four submarine fibre optic links to mainland Europe, two of which are operated by GO and the rest by Vodafone and Malta respectively. All operators say their cables are designed to carry a lot more traffic than current levels and their capacity is unlimited.

Human Capital

Highly educated, multilingual and diligent, the Maltese workforce is the country’s greatest strength and most valuable asset. Employers will find Malta can offer great value for money as labour costs are around two thirds of those in other Western European jurisdictions.

<table>
<thead>
<tr>
<th>Average Salaries per annum (€)</th>
<th>CEO</th>
<th>96,000</th>
<th>CFO</th>
<th>75,750</th>
</tr>
</thead>
<tbody>
<tr>
<td>Financial Controller</td>
<td>40,000</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Management Accountant</td>
<td>32,000</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Qualified Accountant</td>
<td>32,500</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts Administration</td>
<td>15,000</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Senior Compliance Manager</td>
<td>43,129</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Compliance Manager</td>
<td>30,242</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fund / Portfolio Manager</td>
<td>38,400</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Senior Fund Administrator</td>
<td>29,590</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fund Accountant</td>
<td>25,000</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Trust Manager</td>
<td>38,550</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Senior Branch Manager</td>
<td>41,500</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Branch Manager</td>
<td>34,873</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Senior Insurance Manager</td>
<td>55,000</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Technical Insurance Executive</td>
<td>24,760</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Treasury Senior Manager</td>
<td>42,255</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Treasury Dealer</td>
<td>30,569</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Source: Castille Resources, Salary Survey 2013

Examples of Commercial Property Rental Rates

| A | PRESTIGIOUS Portomaso: €300 - €427 per m² per annum |
| B | PRESTIGIOUS SmartCity: €220 - €380 per m² per annum |
| C | PROFESSIONAL Sliema / St. Julians Ta’ Xbiex / Gzira €60 - €267 per m² per annum |
| D | ECONOMICAL Central / North / South part of the island €30 - €80 per m² per annum |

What employers need to know:

- Probation: The length of the probation period is normally six months unless otherwise agreed by both parties.
- Weekly Working Time: 40 hours.
- Leave: Employees in full-time employment are entitled to 24 days of vacation leave per year. Maternity leave for female employees in full-time employment is 13 weeks. The law also provides for up to three months unpaid parental leave in the case of birth, adoption or legal custody of a minor.
- Social Security: Employees pay social security contribution at a rate of 10 per cent of the basic wage paid to their employers, subject to a minimum of €15.35 per week and a maximum of €35.39 per week. Employers pay another 10 per cent of basic wages, subject to the same minimum and maximum.

Taxation

Malta tax system has been deemed by the European Commission to be compliant with EU non-discrimination principles and has also gained approval from the OECD.

Corporate Tax

Malta offers a highly efficient fiscal system with double taxation on taxed company profits distributed as dividends. Malta companies are taxed at a rate of 35 per cent. However, a full imputation system applies for the taxation of dividends, whereby the tax paid by the company is imputed as a credit to the shareholder receiving the dividend. Following the distribution of a dividend, shareholders are also entitled to claim a tax refund of 6/7ths of the relevant tax paid in respect of trading income and 5/7ths of the relevant tax paid in the case of passive interest and royalties. The refund is reduced to 2/3rds where the distributing company claims double taxation relief. Income and gains from a participating company for tax purposes.

Taxation of Key Vehicles

Banks and Financial Institutions: Banks and financial institutions are taxed like all companies registered in Malta.

Insurance Companies: Special provisions apply to the determination of total income from the business of insurance.

Insurance Managers: Insurance management companies are taxed like all companies registered in Malta. Each cell in a PCC or an ICC is treated as a separate company for tax purposes.

Individuals: Individuals are charged on their income at progressive tax rates up to a maximum rate of 35 per cent.

Retirement Schemes: Licensed retirement schemes are exempt from tax on income and capital gains but this does not apply to immoveable property situated in Malta.

Tax Incentives for Highly Qualified Professionals

To attract highly qualified personnel to the financial services industry, Malta introduced an incentive scheme in 2011 targeting well-paid foreign executives. Individuals who have their domicile outside of Malta and are employed in senior positions with a company licensed or recognised by the MFSA to conduct financial business in or from Malta, can benefit from a flat personal income tax rate of 15 per cent on income up to €5 million. Any income over €5 million will be taxed free. To qualify for this tax incentive the employee must earn a minimum of €31,205 (basis year 2014) per year, amongst other criteria.
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. Several airlines operate regular flights to the island including Air Malta, Lufthansa, Emirates, British Airways, Air France, Alitalia, Scandinavian Airlines, Ryanair, EasyJet, Turkish Airlines and Air Berlin.

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, Excelsior, Radisson, Intercontinental, Westin Dragonara, Corinthia and the Hotel Phoenicia. Superior accommodation is also offered at the boutique hotel Xara Palace Relais & Châteaux.

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 seafront 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, all at competitive prices. Finding a good property close to amenities is fairly easy. Most notable properties include five-star apartment complexes built in Tigné and Portomaso.

Cosmopolitan, but not Costly
Whether choosing a modest apartment or a luxury villa, costs in Malta are very reasonable. Malta comes close to having the lowest cost of living in Europe, while still catering to all lifestyles. Moreover, the island offers highly sophisticated and reliable banking, taxation, insurance, social security and communications services.
The End of Long Commutes
In Malta the trip to work is a breeze, as it takes only 45 minutes to cross the entire island. Malta’s public transport system covers every corner of the two main islands. Water taxis are a scenic way to jump between the capital Valletta and the nearby headlands of Sliema to the west and the Three Cities to the east.

Safe and Quiet Streets
Few locations in the world can offer the same high standard of transparency, security and stability that Malta does. The country follows a zero-tolerance policy for corruption, and crime is almost non-existent. Children play on the streets, and there are still some areas where people leave their doors unlocked at night.

Family Life
Malta has a highly family-oriented culture. Almost all restaurants and public places are family-friendly, while nurseries are free and the Government offers working families subsidies to cover the cost of daycare. 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.

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 the renowned St James private hospital.

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 the Ministry for Home Affairs and National Security (www.mhas.gov.mt). Third-country nationals require work permits, and the granting of these is subject to a labour market test.

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 13°C (55°F). 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.

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 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.

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.
ABACUS CORPORATE SERVICES LTD

Founded in Luxembourg in 2003, Alter Domus has continually expanded its approach, offering tailor-made administration solutions across the entire value chain. Alter Domus, as part of the Amicorp Group, is a leading fund service provider assisting investors, asset managers and family offices in successfully navigating the challenges of the ever-evolving fund sector. Alter Domus offers a comprehensive range of fund services, insurance management services, and capital introduction to optimize the effect of our clients’ fund structures. Our vertically integrated service teams are made up of more than 750 experienced professionals active in fund administration, corporate secretarial, accounting, consolidation, tax and legal compliance and debt administration services.

Alter Domus Malta Limited offers the full range of legal and advisory services in a multi-disciplinary practice. Representing private individuals, corporations, family offices and other organisations, our services include advocacy in the UK, Malta, at EU level and throughout the Commonwealth. Centrally managed in the EU tax efficient jurisdiction of Malta, Alter Domus provides expert client service and practical advice at competitive, transparent pricing.

Abacus Risk Management Services PCC Ltd

Abacus, a presence in Malta at reasonable cost hereby enabling their clients to benefit from access to the Maltese Individual Investor Program. Abacus is an independent and privately owned fiduciary and fund services specialist group. Operating from the Isle of Man and Malta, we provide premier fiduciary and offshore fiduciary, fund and pension solutions to an international client base, delivered by an experienced and technically competent team of multi-disciplined and multi-lingual professionals. Whether an investment portfolio, trading company, real property, a luxury yacht or a business jet, we can establish an effective trust, company or fund structure tailored to your needs and offer associated administration and back office support services at the level you require. We also provide international corporate pension solutions and assistance toHNWIs accessing the Maltese Individual Investor Program.

Abacus Risk Management Services PCC Ltd, an Associate Company of Guam/Mamo Insurance Ltd, provides the set up and efficient management of your captive, protected cell(s) or other insurance operations in Malta by a team of experienced professionals overseen by Abacus Executive Directors with more than 60 years combined experience in the complex world of captive and global insurance. Abacus’ protected cells also provide foreign insurance managers the opportunity to establish a presence in Malta at reasonable cost hereby enabling their clients to benefit from Malta’s direct writing, tax efficient and compliant European jurisdiction. Abacu, the Insurance Manager of choice for Malta, the domicile of choice.

ACUMUM LEGAL & ADVISORY

Our highly experienced international lawyers, advocates and tax advisors, provide the full range of legal and advisory services in a multi-disciplinary practice. Representing private individuals, corporations, offices and other organisations, our services include advocacy in the UK, Malta, at EU level and throughout the Commonwealths. Centrally managed in the EU tax efficient jurisdiction of Malta, Acumum provides expert client service and practical advice at competitive, transparent pricing.

ALTER DOMUS (SERVICES) MALTA LIMITED

Alter Domus Malta is a leading European provider of fund and Corporate services, dedicated to provide equity and infrastructure houses, real estate firms, multinationals, private clients and private debt managers. Our vertically integrated approach offers tailor-made administration solutions across the entire value chain of investment structures, from fund level down to local Special Purpose Vehicles. Founded in Luxembourg in 2003, Alter Domus has continually expanded its global service offer and today counts 26 offices and desks across four continents. This international network enables clients to benefit globally from the expertise of more than 750 experienced professionals active in fund administration, corporate secretarial, accounting, consolidation, tax and legal compliance and debt administration services.

AMICORP MALTA LTD

Amicorp Malta entities are part of the Amicorp Group. Working as a global team across more than 45 offices in over 28 countries, each of Amicorp’s 950 + specialists contribute their individual talents to Amicorp’s broad range of expertise and experience. Amicorp Malta is licensed by the Malta Financial Services Authority (“MFSA”) to set up and administer trusts and foundations and to provide fund administration and related services. In addition we assist international clients with company formations, management and administration and related services, including financial reporting services, income tax, VAT, compliance and payroll services. Amicorp is also licensed to assist foreign nationals and their dependants with acquiring a certificate of naturalization as citizens of Malta.

Baudouin Deschamps

Chief Executive Officer

Baudouin Deschamps

Director & Insurance Manager

Geraldine Noel

Managing Partner

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY

ACUMUM LEGAL & ADVISORY
APX FUND SERVICES (MALTA) LIMITED

Apex Fund Services (Malta) Limited is part of one of the world’s largest independent fiduciary administration companies with approximately US$25 billion of assets under administration, 31 offices and over 350 employees across the globe. The Apex Global Network is at the heart of the company’s strategy of being located alongside its clients. Apex is unique in its ability to reach globally and services locally. We provide cross-jurisdictional solutions and the highest levels of personalised services.

Anthony O’Driscoll
Managing Partner & Head of Audit

ARGENTARIUS ETI MANAGEMENT LIMITED

Our firm is a specialist provider of private label securitisation transactions through a network of Special Purpose Securitisation Vehicles that we manage. We are an authorised Listing Agent for the issue of Structured Financial Instruments at the European Wholesale Securities Market in Malta and our specialty is the structuring and issue of Exchange Traded Instruments (ETIs) used in the securitisation of Alternative Investments under the Securitisation Act of Malta.

Andreas Woolf
MANAGING PARTNER

ATLAS GROUP

Atlas Group is an acknowledged market leader with its roots in the Maltese insurance market dating back to early last century. Atlas Insurance PLC Ltd, the group’s flagship company, converted to Protection Cell Company in 2006, a first for Malta and the EU, giving it the opportunity to have its own EU insurance vehicle with less capital and cost. With a highly educated staff complement of over 180 people, the group also includes Atlas Healthcare Insurance Agency Ltd, local agency for AXA PPP Healthcare, Jomondi Malta Financial Advisers Ltd, Ark Insurance Brokers Limited and Ark Insurance Management PCC Limited.

Michael Gatt
MANAGING PARTNER

AVANZA TAXAND LTD

Avanza Taxand is a member firm of Taxand, the global network of leading tax advisors. Avanza Taxand is dedicated to delivering top quality, tailored advice to local and international clients, both in tax and corporate structuring. The firm is committed to providing technical excellence and efficiencies for its clients.

Walter Cutajar
MANAGING DIRECTOR

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 accounting firms operating in 135 countries around the world, ensuring that our clients are able to draw on professional advice on any aspect of their international affairs.

Donald Sait
MANAGING PARTNER & MD OF BE @ BT

BANK OF VALLETTA PLC

Bank of Valletta is the leading financial services provider in Malta, offering a full spectrum of financial services, including retail banking, private banking, fund management, bancassurance, e-banking and trust services.

Charles Borg
MANAGING DIRECTOR

CAPSTONE GROUP

Capstone is a dynamic group consisting of an accounting, tax and business advisory firm, Capstone Advisory Co. Ltd., and an independent audit firm, Capstone Assurance Co. Ltd., providing statutory and non-statutory audit and assurance services.

Nadine Pace
CHIEF EXECUTIVE OFFICER

CENTRECOM

Centrecom is a contact centre based in Malta that offers world-class customer support to a variety of industries, including Finance, Insurance, Online classifieds, Aviation, Gaming and Government entities. Our multi-lingual team, which speaks over 30 languages, offers dedicated solutions to customers in over 200 countries worldwide. Centrecom is the right partner for your journey.

Dr Jean-Philippe Chetcuti
MANAGING PARTNER

CHECTUTCI CAUCHI ADVOCATES

With offices in Malta, Checutti Cauchi is a law firm who advises successful entrepreneurs, business families, institutions and their advisers seamlessly on their business and personal legal needs both at home and abroad. Our unique multi-disciplinary set-up of over 80 lawyers, tax advisors, accountants, company administrators and relocation advisors allows us to provide the full spectrum of legal, tax, company formation, immigration, corporate/vehicle, Maltese Residency, Malta Citizenship by Investment and fiduciary services to clients using Malta in international tax planning, cross-border business structuring and wealth management solutions.

CHECUTTI CAUCHI ADVOCATES

Chief Executive Officer

Dr Jean-Philippe Chetcuti
MANAGING PARTNER

Dr Louis de Gabrielle
TRUSTEE

CAMILLERI PREZIOSI

A leading Maltese law firm with a commitment to deliver an efficient service to clients by combining technical excellence with a solution-driven approach to the practice of law. Camilleri Preziosi is a specialised practice, advising on domestic and international transactions with a focus on corporate and commercial law, and the financial services sector. The firm provides both transactional and regulatory advice and assistance to clients.

Lovel 3, Vittoriosa, South Street, Valletta VLT 1130 - Malta
Tel: (+356) 2123 8889
W: www.camilleripreziosi.com
Contact: Dr Louis de Gabrielle - Partner

CENTRECOM

Aviation Centre, First Floor
St. Thomas Street, LGM000, Luqa - Malta
Tel: (+356) 2164 6460
W: www.centrecom.eu
Contact: Nadine Pace - Chief Executive Officer

Dr Louis de Gabrielle
TRUSTEE
CountryProfiler (CP) is an international media company that specializes in the publication of country reports and investment guides on the world’s most innovative and high-growth markets for trade, foreign investment and international financial services. CountryProfiler’s publications provide blue-chip companies, their executive management and professional advisors with global business intelligence and market insight they require when managing cross-border operations, investing or doing business with new markets. CountryProfiler’s publications are committed to being among the most prestigious economic intelligence products available.

CountryProfiler
The Penthouse, Tower Business Centre, Tower Street, Swatar, BB9041 - Malta
T: (+356) 2343 7330
E: info@countryprofiler.com
W: www.countryprofiler.com
Contact: David A. Curmi - Managing Director

Deloitte Malta
Deloitte Malta, Financial Services Industry Group has been at the heart of the industry’s growth in Malta and offers a wide array of services specifically designed for entities in the building, insurance and investment management sectors. This team consists of industry experts in all service lines being tax, audit and other tailor-made solutions for financial reporting, information technology solutions, compliance and risk management and regulatory advice and host other applications.

Deloitte PLC, Wieloch Bypass, Midford B851 - Malta
T: (+356) 2123 8200
E: s.lavo@deloitte.com.mt
W: www.deloitte.com.mt
Contact: Steve Paris - Leader Financial Services Industry

Dingli & Dingli Law Firm
Dingli & Dingli Law Firm was established in 1982 and has over the years earned a solid reputation for efficiency and effectiveness leading to results. This is achieved through the deployment of a strong team effort when handling assignments, harnessing the power of partnership to the full. The Firm handles all types of legal work, but is especially active in ship sale and purchase, registration and finance, financial services, tax, company formation and administration, real estate, citizenship and residency, intellectual property law, admiralty and aviation.

207, South Street, Valletta VLT1102 - Malta
T: (+356) 2123 8200
E: info@dingli.com.mt
W: www.dingli.com.mt
Contact: Kevin F. Dingli - Managing Partner

EY is a global leader in assurance, tax, transaction and advisory services. The thought and quality services we deliver build trust and confidence in the capital markets and in economies the world over. We develop outstanding leaders who team to deliver on our promises to all of our stakeholders. In so doing, we play a critical role in building a better working world for our people, for our clients and for our communities.

Deloitte
2nd Floor, Tower Business Centre, Tower Street, Swatar, Birkirkara BB8041 - Malta
T: (+356) 2123 8200
E: info@deloitte.com.mt
W: www.deloitte.com.mt
Contact: Jessica Vella - Marketing Manager

COUNTRYPROFILE MALTA LIMITED
CountryProfiler (CP) is an international media company that specializes in the publication of country reports and investment guides on the world’s most innovative and high-growth markets for trade, foreign investment and international financial services. CountryProfiler’s publications provide blue-chip companies, their executive management and professional advisors with global business intelligence and market insight they require when managing cross-border operations, investing or doing business with new markets. CountryProfiler’s publications are committed to being among the most prestigious economic intelligence products available.

CountryProfiler
The Penthouse, Tower Business Centre, Tower Street, Swatar, BB9041 - Malta
T: (+356) 2343 7330
E: info@countryprofiler.com
W: www.countryprofiler.com
Contact: David A. Curmi - Managing Director

Deloitte Malta
Deloitte Malta, Financial Services Industry Group has been at the heart of the industry’s growth in Malta and offers a wide array of services specifically designed for entities in the building, insurance and investment management sectors. This team consists of industry experts in all service lines being tax, audit and other tailor-made solutions for financial reporting, information technology solutions, compliance and risk management and regulatory advice and host other applications.

Deloitte PLC, Wieloch Bypass, Midford B851 - Malta
T: (+356) 2123 8200
E: s.lavo@deloitte.com.mt
W: www.deloitte.com.mt
Contact: Steve Paris - Leader Financial Services Industry

Dingli & Dingli Law Firm
Dingli & Dingli Law Firm was established in 1982 and has over the years earned a solid reputation for efficiency and effectiveness leading to results. This is achieved through the deployment of a strong team effort when handling assignments, harnessing the power of partnership to the full. The Firm handles all types of legal work, but is especially active in ship sale and purchase, registration and finance, financial services, tax, company formation and administration, real estate, citizenship and residency, intellectual property law, admiralty and aviation.

207, South Street, Valletta VLT1102 - Malta
T: (+356) 2123 8200
E: info@dingli.com.mt
W: www.dingli.com.mt
Contact: Kevin F. Dingli - Managing Partner

EY is a global leader in assurance, tax, transaction and advisory services. The thought and quality services we deliver build trust and confidence in the capital markets and in economies the world over. We develop outstanding leaders who team to deliver on our promises to all of our stakeholders. In so doing, we play a critical role in building a better working world for our people, for our clients and for our communities.

Deloitte
2nd Floor, Tower Business Centre, Tower Street, Swatar, Birkirkara BB8041 - Malta
T: (+356) 2123 8200
E: info@deloitte.com.mt
W: www.deloitte.com.mt
Contact: Jessica Vella - Marketing Manager

COUNTRYPROFILE MALTA LIMITED
CountryProfiler (CP) is an international media company that specializes in the publication of country reports and investment guides on the world’s most innovative and high-growth markets for trade, foreign investment and international financial services. CountryProfiler’s publications provide blue-chip companies, their executive management and professional advisors with global business intelligence and market insight they require when managing cross-border operations, investing or doing business with new markets. CountryProfiler’s publications are committed to being among the most prestigious economic intelligence products available.
FinanceMalta, a non-profit public-private initiative, was set up to promote Malta’s achievements by underpinning our clients’ continued success. We are known for the quality of our work. Whether advising on our clients’ daily needs or on some of the most groundbreaking and complex transactions or disputes, we consistently provide our clients with advice that they can depend upon. Our approach combines legal excellence with commercial acumen.

As trusted legal advisors to some of the largest international and local corporations and financial institutions for the past 50 years, we are proud to have contributed to Malta achievements by underpinning our clients’ continued success. We are known for the quality of our work. Whether advising on our clients’ daily needs or on some of the most groundbreaking and complex transactions or disputes, we consistently provide our clients with advice that they can depend upon. Our approach combines legal excellence with commercial acumen.

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 Primex, an international association of accountants and advisors, adds value to the servicing of clients’ needs within an international perspective.

Founded in 1975, Grant Thornton Malta is a member of Grant Thornton International and a leading assurance, tax and advisory firm in Malta. Proactive teams, led by approachable partners, use insights, technical knowledge and experience to help dynamic organizations unlock their potential for growth by providing meaningful, forward-looking advice. Our clients include government-owned organizations, local and international privately-held businesses and public interest entities operating in a variety of sectors including financial services, aviation, insurance, gaming, ICT, manufacturing, construction, import and retail. We also provide trusts and fiduciary services through Grant Thornton Fiduciary.

FirstUnited Insurance Brokers Ltd is an established Maltese law firm specialising in Corporate and Tax, Financial Services and Gaming Law. Our lawyers are experts in their respective fields allowing us to provide you with relevant, reliable and experienced legal advice. Contact us for a free initial assessment as to how we can better your business by setting up or relocating your company to Malta or by assisting you to establish and license your credit or financial institution (including electronic money), investment services, funds or igaming operations in Malta.

Gonz & Associates, Advocates is an established Maltese law firm specialising in Corporate and Tax, Financial Services and Gaming Law. Our lawyers are experts in their respective fields allowing us to provide you with relevant, reliable and experienced legal advice. Contact us for a free initial assessment as to how we can better your business by setting up or relocating your company to Malta or by assisting you to establish and license your credit or financial institution (including electronic money), investment services, funds or igaming operations in Malta.

FirstUnited Insurance Brokers Ltd

Established in 1998 we offer bespoke insurance advisory, risk assessment and broking services to Malta domiciled firms establishing new operations or who are looking to review or revalue their existing insurance programs. Our team of professionals offer considerable experience in the design, negotiation and placement of complex insurance solutions for corporate and multinational clients looking to build strong, long term relationships with the local and international insurance market. We form part of the Willis Global Network and as part of such affiliation, our clients receive the full benefit of the service that FirstUnited and Willis Group offer. We call this GlobalView - Global insurance delivered locally.

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 Primex, an international association of accountants and advisors, adds value to the servicing of clients’ needs within an international perspective.

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 Primex, an international association of accountants and advisors, adds value to the servicing of clients’ needs within an international perspective.

Founded in 1975, Grant Thornton Malta is a member of Grant Thornton International and a leading assurance, tax and advisory firm in Malta. Proactive teams, led by approachable partners, use insights, technical knowledge and experience to help dynamic organizations unlock their potential for growth by providing meaningful, forward-looking advice. Our clients include government-owned organizations, local and international privately-held businesses and public interest entities operating in a variety of sectors including financial services, aviation, insurance, gaming, ICT, manufacturing, construction, import and retail. We also provide trusts and fiduciary services through Grant Thornton Fiduciary.

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 Primex, an international association of accountants and advisors, adds value to the servicing of clients’ needs within an international perspective.

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 Primex, an international association of accountants and advisors, adds value to the servicing of clients’ needs within an international perspective.

Founded in 1975, Grant Thornton Malta is a member of Grant Thornton International and a leading assurance, tax and advisory firm in Malta. Proactive teams, led by approachable partners, use insights, technical knowledge and experience to help dynamic organizations unlock their potential for growth by providing meaningful, forward-looking advice. Our clients include government-owned organizations, local and international privately-held businesses and public interest entities operating in a variety of sectors including financial services, aviation, insurance, gaming, ICT, manufacturing, construction, import and retail. We also provide trusts and fiduciary services through Grant Thornton Fiduciary.

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 Primex, an international association of accountants and advisors, adds value to the servicing of clients’ needs within an international perspective.

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 Primex, an international association of accountants and advisors, adds value to the servicing of clients’ needs within an international perspective.

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 Primex, an international association of accountants and advisors, adds value to the servicing of clients’ needs within an international perspective.
IDS FUND SERVICES MALTA LTD
IDS Fund Services Malta Ltd was established in 2010 as a subsidiary of the leading administration company, the IDS Group. Tapping into the extensive knowledge and experience of the IDS Group, IDS Malta is focused on offering innovative fund administration and a full suite of supporting services to the investment industry, from long only to pure alternate focussed funds. Our clients include new launches, as well as established organizations and new and emerging asset management firms.

Dr Robert Tufingo
MANAGING PARTNER

Heritage International Fund Services (Malta) Limited
Heritage International Fund Services (Malta) Limited (“Heritage”) is part of the Heritage Group. Heritage is an independent provider of client-focused, comprehensive, third-party fund administration and depositary line services worldwide. With over 30 years of experience in handling the accounting, tax and administrative functions allowing companies to focus on their core business operations.

Dr Neville Carabott
MANAGING DIRECTOR

HSBC BANK MALTA PLC - GLOBAL BANKING AND MARKETS
The Capital Financing Department within HSBC Bank Malta plc., provides a full range of services to local corporates looking to diversify your sources of funds, with financing solutions designed specifically to meet your individual requirements. A brand that represents quality and luxury, HSBC offers a wide range of products and services through active involvement in the real estate, infrastructure and corporate entities. With a proven track record in managing bond and Equity Transactions, supporting the issuer from start to finish. We are able to leverage HSBC group’s connections in Property Management, Taxation, Corporate Governance and Compliance services to provide vital expertise through highly experienced teams. We are able to bring a variety of different financing solutions, depending on client's needs.

James Woodeson
HEAD OF GLOBAL BANKING AND MARKETS

GTVH ADVOCATES
GTVH is one of Malta’s leading Commercial Law firms which complements its strong local client base with a considerable international practice. The Firm’s service-oriented approach deals with the most challenging assignments of those national and international companies and organisations that seek the Firm’s advice. GTVH prides itself in meeting these organisations to face their legal challenges, including the ever-increasing complexities of today’s modern day business environment and the issues and dynamics of increasingly changing markets. Areas of specialisation include, predominantly, Corporate and Commercial Law, Financial Services and Taxation, Intellectual Property and ICT, Banking and Finance, Ship and Yacht Registration, Insurance, Dispute Resolution and Immigration.

Joseph J. Vella
MANAGING PARTNER

HSBMC MALTAS EQUITY MARKET LIST
HSBMC MALTAS EQUITY MARKET LIST (HSBMC) includes the Malta Stock Exchange, MIDDELF, the CSB Real Estate Ltd – forming part of CSB Group (est. 1987) who offer specialised Residential Sales & Letting, Commercial Sales & Letting, Property Management, Leasing, and Property Valuation.

Dr Michael Keyrouz
MANAGING DIRECTOR

IIG BANK (MALTA) LTD
IIG Bank (Malta) Ltd is a specialist trade finance bank focused on international commercial trade and does this through a comprehensive range of services that are tailored to meet the needs of its international trading customers and offer business and long lasting relationships and by being close to the customer to promote a better understanding of the complexities inherent in international trade flows.

Dr Neville Carabott
MANAGING DIRECTOR

KPMG
KPMG is one of the leading providers of audit, tax and advisory services. KPMG is effectively the largest provider of professional services on the island with a total staff complement in Malta of over 430. As we work with our clients, both internally and internationally, we bring our expertise and knowledge to bear for the purpose of improving competence and empowering change. We continue to build on past successes thanks to a clear vision, rigorously maintained values and, above all, our people.

Michael J. Zammit
MANAGING DIRECTOR & JOINT-OWNER

ibs services
ibs services provide the capability to manage the systems that lie at the heart of the investment bank’s operations. ibs services provide complete support and services for the investment bank’s operations, from front office to back office.

Eileen V. Muscat
MANAGING DIRECTOR

Malta Stock Exchange PLC
For over 20 years, the Malta Stock Exchange has successfully fulfilled its role as an effective venue to raise capital finance. The Exchange provides a structure for admission of financial instruments to its recognised list which may subsequently be traded on a regulated, transparent and orderly secondary market. IIG Bank (Malta) Ltd is a specialist trade finance bank focused on international commercial trade and does this through a comprehensive range of services that are tailored to meet the needs of its international trading customers and offer business services.

Garrick Chappel, CFA, SIFIA, Valletta KS 1661 - Malta E: +356 2244 4951 W: www.maltaex.com Contact: Eileen V. Muscat - Chief Executive
MAMO TCV ADVCATES
Mamo TCV Advocates, a Maltese tax-van-one law firm with a strong local and international practice, provides legal services in all areas of commercial law, most notably banking and financial services, corporate, communications, media and technology, intellectual property, shipping & aviation, and litigation services.

The firm’s mission is to deliver high-quality services through its diverse specialist resources and expertise in a proactive, efficient and timely fashion, and to foster its local and international networks to offer comprehensive and integrated services to clients.

William Thomas-Ferrand
HEAD OF OFFICE

MARS MANAGEMENT SERVICES MALTA LIMITED
Marsh Management Services Malta Limited is a firm that aims to operate in the financial services sector. Marsh is a wholly owned subsidiary of Marsh & McLennan Companies (NYSE: MMC), the premier global professional services firm providing advice and solutions in risk, strategy and human capital.

The Malta office was formed in July 2005 and is the market leader for Malta in the formation and management of offshore (Captive) and non-offshore insurance and insurance companies. Clients under the Company's management come from a wide range of industries and geographies from around the world.

Cenk Kahraman
Chair Executive Officer

RSG BANK MALTA LIMITED
RSG Bank Malta Limited (formerly Finanzbanke Malta Ltd) was established in 2000 and is a wholly owned subsidiary of RSG Group. The Group is the oldest and largest bank in Greece and it is present in a number of jurisdictions namely Greece, Cyprus, Bulgaria, Albania, Slovakia, UK, Serbia, Egypt, Malta, Romania and Turkey. RSG Malta is designed to be one-stop shop for banking services for high-net-worth individuals and corporations worldwide. Furthermore, the bank also specialises in the provision of risk management and treasury products/solutions for its clients (Ex. Foreign Exchange and Derivative products).

Cenk Kahraman
Chief Executive Officer

PWC
PwC is the leading and largest professional services organisation in Malta, providing industry-focused assurance, tax and advisory services. The Malta firm forms part of the PwC network where more than 184,000 people in 157 countries share their experience and solutions to develop fresh perspectives and practical advice. The PwC Asset Management (AM) practice serves institutional, retail, insurance company and bank-advised funds, domestic and offshore hedge funds, private equity and other alternative assets vehicles. PwC Malta provides a full range of industry-focused services and has a strong local and international network of tax and accounting professionals, providing a high quality service, covering the entire life cycle of the asset management sector.

Joseph Camilleri
Partner

RSM MALTA
Every firm should have the RSM name is driven by a common desire - to assist clients in achieving their goals and outperform their competitors. At RSM Malta, we have developed in this capability to help organizations anticipate and meet complex challenges. We use the firm that entrepreneurs count on. We focus our efforts on all the regulatory, statutory, tax, audit and accounting services required to operate in the financial services sector.

George Gregory
The firm’s core practice is advising and representing financial services firms in all aspects of regulation, compliance and corporate governance. The firm has extensive experience in the areas of capital markets, M&A and corporate finance, attracting clients from the financial services sector, ranging from international banks to private financiers and private equity firms.

George Gregory
Managing Partner

SGG FEXSsert Fund Services (Malta) Limited
SGG FexServ Fund Services (Malta) is your administrative partner for all your financial management requirements, bringing together the international expertise of SGG Fund Services B.V., responsible for the administration of over 250 alternative strategy funds, together with FexServ Financial Services, one of the leading and most established companies in the local financial services industry.

Anabel Mifsud
MANAGING DIRECTOR

SIMON TORELL & ASSOCIATES
Simon Torell & Associates is a full-service law firm with a particular focus on financial services and corporate law. Our lawyers are trained to not only apply the law to any given transaction or scenario but to familiarise themselves with the markets in which they operate with the ultimate goal of finding the best solutions for our clients.

Katya Tsai
Partner

SPARKASSE BANK MALTA PLC
The Bank forms part of the Austrian Savings Banks and the Erste Group Bank AG network. From Malta, the Bank provides Private Banking, Wealth Management, Custody and Depositary solutions. Fund custody is a core business for the bank and its expertise in the field allows for flexible and practical workable solutions. The bank provides custody services to UCITS, ASP and PFI's providing a personal, tailored and seamless banking, execution and settlement solution.

Paul A Mifsud
MANAGING DIRECTOR

STM MALTA TRUST & COMPANY MANAGEMENT LTD
STM Malta Trust & Company Management Ltd part of STM Group Plc, a company listed on the London Stock Exchange with offices in Gibraltar, Spain, Cyprus and Jersey. STM Malta Trust & Company Management is authorised by the Malta Financial Services Authority (MFSA) to act as Trustees, Directors and Retirement Scheme, providing these services to a growing international client base. Our dedicated staff have helped the business grow in offering retirement schemes recognised as QROPS, QEUHIS and QNUPS.

Deborah Schenck
MANAGING DIRECTOR

TUMAS DEVELOPMENTS
Tumas Developments has been instrumental in developing many of the island’s most prestigious projects. Launched in the 1960s by Tumas Fenech, it is described as Malta’s most enterprising and exciting entrepreneur in property development. Tumas Developments has been instrumental in developing many of the island’s most prestigious projects. Launched in the 1960s by Tumas Fenech, Tumas Developments has been instrumental in developing many of the island’s most prestigious projects. Launched in the 1960s by Tumas Fenech, Tumas Developments has been instrumental in developing many of the island’s most prestigious projects. Launched in the 1960s by Tumas Fenech, Tumas Developments has been instrumental in developing many of the island’s most prestigious projects. Launched in the 1960s by Tumas Fenech, Tumas Developments has been instrumental in developing many of the island’s most prestigious projects. Launched in the 1960s by Tumas Fenech, Tumas Developments has been instrumental in developing many of the island’s most prestigious projects. Launched in the 1960s by Tumas Fenech, Tumas Developments has been instrumental in developing many of the island’s most prestigious projects. Launched in the 1960s by Tumas Fenech, Tumas Developments has been instrumental in developing many of the island’s most prestigious projects. Launched in the 1960s by Tumas Fenech, Tumas Developments has been instrumental in developing many of the island’s most prestigious projects. Launched in the 1960s by Tumas Fenech, Tumas Developments has been instrumental in developing many of the island’s most prestigious projects.
UNITED INTERNATIONAL MANAGEMENT (MALTA) LIMITED

United International Management (Malta) Limited is part of the United Bank & Trust Group. We are a fully independent and privately owned financial services group with a proven track record in the industry. We provide banking, corporate and fund services to an international private, corporate and institutional client base from our offices in the major regulated financial centers. We combine an international presence with local expertise resulting in total client commitment and tailored client service. In Malta our full range of corporate services include company formation, (re-)incorporation, management, administration and accounting, tax compliance, structuring and transaction coordination.

Contact:
Joseph M. Camilleri - Chief Officer
W: www.vfs.com.mt
E: infovfs@bov.com
T: (+356) 2122 7148

Bob Rottinghuis - Manager
W: www.united-itrust.com
T: (+356) 2010 8648

Valletta Fund Services Limited

VFS was incorporated in 2006 as a fully owned subsidiary of Bank of Valletta plc. Maltese 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, VFS has positioned itself as Malta leading fund administrator. As at 31st January 2015, VFS was servicing over 118 investment funds representing US$2.9 billion worth of assets. VFS is recognised to provide fund administration services by the Malta Financial Services Authority.

Contact:
Dr Jonathan De Giovanni - Partner
E: info@wdm.com.mt
T: (+356) 2123 2096

Olga Finkel - Partner

ZETA

ZETA is a privately held independent group of companies based in Malta offering targeted services which include: Transaction Advisory & Structuring, Company Incorporation, Corporate Administration & Management, Fund Services, Directorship Services, Trusts & Foundations Administration, Insurance Advisory, Insurance Brokerage & Insurance Management.

Contact:
David Zammit - Managing Director
W: 4/6/ St. Paul’s Buildings, 5th Floor, Valletta VCT 2322 - Malta
T: (+356) 2121 9170
E: david@zeta-capital.com
W: www.zeta-holdings.com
Contact: David Zammit - Managing Director
MALTA
THE CULTURE OF GETTING THINGS DONE

➤ SECURELY REGULATED
➤ MARKET DRIVEN
➤ COMPETITIVELY SKILLED