

# **Presidential Business Mission**

**Lisbon, Portugal**

**14<sup>th</sup> – 16<sup>th</sup> May 2018**

# ARRIGO GROUP LTD



<b>Company name</b>	<b>ARRIGO GROUP LTD</b>
<b>Contact details:</b> <ul style="list-style-type: none"> <li>• E-mail</li> <li>• Telephone</li> <li>• Web-site</li> </ul>	kurt@arrigogroup.com.mt +356 2349 2349 www.arrigogroup.com.mt
<b>Name of participant and designation</b>	Kurt Cachia
<b>General description of company's activities</b>	<p>Our Mission is to manage business travel and fulfill vacation dreams through our commitment to personalized, world-class service.</p> <p>We believe that consistent, ethical and quality performance with our customers, suppliers, employees and community will result in loyal, long-term relationships.</p> <p>We believe our service should exceed industry standards and be the best value for the customer.</p> <p>We will create a profit that will enhance the lives of our employees and, in part, will be given back to the community through programs and services.</p> <p>We believe that through shared decision-making, our company will proactively and successfully meet the challenges of the future.</p> <p>We can never be less than the best. We believe that through working together with other players in the Travel Industry we can accomplish the best product at the best market value and be a major contributor to the Maltese economy.</p>
<b>International experience - what activities in what countries?</b>	<p>Attending and setting up various travel stands promoting Malta and our Tourism services.</p> <p>Countries of which we have set up trade stands include USA China, UK. Italy, Germany, Poland.</p>
<b>Type of partners sought and type of collaboration proposed</b>	<p>Partners in the Travel and Tourism Industry. Both for outbound and inbound.</p> <p>Special attention to those willing to commit to seats on charter aircraft.</p>

## CHARLES SCERRI & ASSOCIATES

<b>Company name</b>	<b>CHARLES SCERRI &amp; ASSOCIATES</b> <b>MEMBER OF IAPA INTERNATIONAL</b>
<b>Contact details:</b> <ul style="list-style-type: none"> <li>• E-mail</li> <li>• Telephone</li> <li>• Web-site</li> </ul>	<a href="mailto:Charles@charlesscerri.com">Charles@charlesscerri.com</a> +356 99495874 <a href="http://www.charlesscerri.com">www.charlesscerri.com</a>
<b>Name of participant and designation</b>	Charles Scerri
<b>General description of company's activities</b>	CSA is an established multi-disciplinary audit firm providing a one stop shop approach including, corporate services accounting, tax consultancy, advisory, audit and assurance, residency and trusts. Through its professional staff the firm provides tailor-made solutions to individual business needs.
<b>International experience - what activities in what countries?</b>	Established in 1995 CSA is a member of IAPA International, having more than 240 offices in 80 jurisdictions. Our portfolio includes European, Middle and Far East, American and North African countries.
<b>Type of partners sought and type of collaboration proposed</b>	Interested to find service providers or firms that have international clients that want to benefit from the favorable Maltese jurisdiction or individuals who need the Maltese residency programs. B2B B2C individuals or companies are also of interest.

## FRANCIS J. VASSALLO & ASSOCIATES LTD



<b>Company name</b>	<b>FRANCIS J. VASSALLO &amp; ASSOCIATES LTD</b>
<b>Contact details:</b> <ul style="list-style-type: none"><li>• E-mail</li><li>• Telephone</li><li>• Web-site</li></ul>	francis@fjvassallo.com 99929995 www.fjvassallo.com
<b>Name of participant and designation</b>	Mr Francis J. Vassallo President
<b>General description of company's activities</b>	International Tax Structuring and related advisory services, Company Formation, Corporate and Fiduciary Services, Investment Funds and Trusts, Yacht and Aircraft Registration, VAT Advisory Services, Accountancy, Residency and related services, Back office and support services.
<b>International experience - what activities in what countries?</b>	The group is based in Malta and enjoys extensive business relationships with firms of professional repute in jurisdictions worldwide.
<b>Type of partners sought and type of collaboration proposed</b>	The group prides itself in addressing the specific requirements of its clients with utmost professionalism, providing a comprehensive service of the highest calibre.



## IMA ENGINEERING SERVICES LTD

<b>Company name</b>	<b>IMA ENGINEERING SERVICES LIMITED</b>
<b>Contact details:</b> <ul style="list-style-type: none"> <li>• E-mail</li> <li>• Telephone</li> <li>• Web-site</li> </ul>	<a href="mailto:imaeng@go.net.mt">imaeng@go.net.mt</a> 99430236 <a href="http://www.imaengservices.com/index.html">www.imaengservices.com/index.html</a>
<b>Name of participant and designation</b>	Ing. Michael Attard – Managing Director and/or Darren Cordina – General Manager
<b>General description of company's activities</b>	<p>IMA provides services in the following sectors</p> <ol style="list-style-type: none"> <li>1. Electroplating for engineering /electronic applications. Specializes in electroless plating of aluminium. Selective plating of contacts with gold.</li> <li>2. Manufacture of ignition switches for agricultural vehicles, forklifts , heavy vehicles , special vehicles. Ignition locks for electric bikes.</li> <li>3. Waste Management Facility. WEEE &amp; metal scrap.</li> </ol>
<b>International experience - what activities in what countries?</b>	<ol style="list-style-type: none"> <li>1. Plating of parts for automotive industry and electrical power switches – France</li> <li>2. Export of subassemblies of switches – Germany</li> <li>3. Export of WEEE /metal scrap -Germany</li> </ol>
<b>Type of partners sought and type of collaboration proposed</b>	<ol style="list-style-type: none"> <li>1. Manufacturers in the automotive industry, power switching, inverters requiring pre-assembled nickel (electrolytic &amp; electroless), tin plated connections in aluminium/copper.</li> <li>2. Manufacturers of control panels for special vehicles etc. to purchase our ignition switches 12V- 24V 90W-150W with anti-start lock.</li> <li>3. Interested to purchase scrap non-ferrous metals for recycling.</li> <li>4. Partners sought to participate in research and development of aluminium coated diamonds for additive manufacturing.</li> </ol>

## IN-SIGHT LIMITED TRADENAME IN ASIA GO2EUROPE



<b>Company name</b>	<b>IN-SIGHT LIMITED TRADENAME IN ASIA GO2EUROPE</b>
<b>Contact details:</b> <ul style="list-style-type: none"> <li>• E-mail</li> <li>• Telephone</li> <li>• Web-site</li> </ul>	trafford@propertylinemalta.com 0035621383966 www.go2europe.cn
<b>Name of participant and designation</b>	Trafford Busuttil
<b>General description of company's activities</b>	Our Group was established in 1986, today we are present in Malta, Latvia, Portugal and China, offering High Net Worth Investors the possibility to acquire residency in Europe and a Schengen Visa, through the acquisition of the Malta Residency and Visa Program or other European Residency by Investment programs.
<b>International experience - what activities in what countries?</b>	We have been active on the International property and Immigration Law market for the past 9 years. Today we own and operate offices in Malta – Latvia – Portugal and in 3 cities in China (Beijing – Xian – Guangzhou). In 2010, at the height of the financial crises, we looked East to embrace the opportunity ahead of us and today we pride ourselves as being one of the pioneers to offer European Immigration solutions through the sale of property investments to HNWI in China.
<b>Type of partners sought and type of collaboration proposed</b>	We are seeking property developers seeking to promote their in Asia.

**JMARTANS AUTOMATION LTD**

<b>Company name</b>	<b>JMARTANS AUTOMATION LTD</b>
<b>Contact details:</b> <ul style="list-style-type: none"> <li>• E-mail</li> <li>• Telephone</li> <li>• Web-site</li> </ul>	<a href="mailto:maria@jmartans.com">maria@jmartans.com</a> tel. 00356 2142 0655 <a href="http://www.jmartans.com">www.jmartans.com</a>
<b>Name of participant and designation</b>	Jonathan Grech – Managing Director Maria Torrisi – Business Development Manager
<b>General description of company's activities</b>	Maltese company that specializes in Automation for Building, Marine, Home and Industries. We provide both services and products within the automation industry.
<b>International experience - what activities in what countries?</b>	<p>Part of our business plan for 2018/2019 includes expansion towards European market. We already have business relationships with companies based in Italy and Netherland. We aim to export our services (in the form of qualified labor) and products. We are also about to launch an online store to increase our visibitliy.</p> <p>Portugal, along with other major european countires, is a market we are instrested to export our services and products to.</p>
<b>Type of partners sought and type of collaboration proposed</b>	We seek for manufacturing companies, especially machine builders, who want to subcontract services such as system integration, electrical engineering and design and build of control cabinets. The work will be performed locally until completion. When the product is ready for acceptance testing and commissioning, we'll fly over at the end user's premises for the hand-over.

**JUANAFIL CONSULTANTS™ LTD**

<b>Company name</b>	<b>JUANAFIL CONSULTANTS™ LTD</b>
<b>Contact details:</b> <ul style="list-style-type: none"> <li>• E-mail</li> <li>• Telephone</li> <li>• Web-site</li> </ul>	juanafil@juanafil.com.mt 00356 21470999 www.juanafil.com.mt
<b>Name of participant and designation</b>	Ms. Ismay Gambin M.B.A (private number 99864334)
<b>General description of company's activities</b>	Company Formation Secretarial Accounting Auditing Tax Advisory Trusts and Fiduciaries Staff Training & Courses ISO Certification Credit Status Reporting
<b>International experience - what activities in what countries?</b>	Sister companies in: United Kingdom: Juanafil International Certification Body Ltd United States: Juanafil Sureties LLC Europe: Juanafil Business Bureau Ltd
<b>Type of partners sought and type of collaboration proposed</b>	<ul style="list-style-type: none"> <li>• Corporate Banking (we are seeking bankers and financial institutions)</li> <li>• Company Formation</li> <li>• Tax Advisory</li> <li>• Manpower placement</li> </ul>





## Kaizen Institute Portugal

<b>Company name</b>	<b>Kaizen Institute Portugal</b>
<b>Contact details:</b> <ul style="list-style-type: none"> <li>• E-mail</li> <li>• Telephone</li> <li>• Web-site</li> </ul>	pt@kaizen.com +351 223 722 886 pt.kaizen.com
<b>Name of participant and designation</b>	TIAGO MOTA COSTA – SENIOR PARTNER
<b>General description of company's activities</b>	<p>Kaizen Institute mission is to challenge and support organizations to achieve World Class Results. We support leaders in the design and implementation of pragmatic solutions that generate Business Growth and Profitability Results. Kaizen can be applied to all sectors and company dimensions, public or private organizations.</p>
<b>International experience - what activities in what countries?</b>	<p>Our company delivers international projects in multiple cultures and sectors. We have long term relations with some global companies like Shell, Nokia, Philips, Burberry. Referring examples of countries: The Netherlands, Czech Republic, China, Malaysia, France.</p> <p>Kaizen Institute has a local branch located in Malta where we are delivering projects in different companies such as FARSONS, DELARUE, METHODE, MATER DEI HOSPITAL.</p> <p>Our projects are focused:</p> <ul style="list-style-type: none"> <li>• Acting in the Strategy Improvement, Innovation &amp; Marketing</li> <li>• Increase Profitability, Acting on Quality, Efficiency and Service</li> <li>• Development Programs for Management Teams and/or Operation Teams.</li> </ul>
<b>Type of partners sought and type of collaboration proposed</b>	<p>We are leaders on Continuous Improvement Consultancy. We also do Kaizen Training Activities such as Benchmark Tours.</p>

## KSi MALTA

<b>Company name</b>	<b>KSi MALTA</b>
<b>Contact details:</b> <ul style="list-style-type: none"> <li>• E-mail</li> <li>• Telephone</li> <li>• Web-site</li> </ul>	<a href="mailto:dmgauci@ksimalta.com">dmgauci@ksimalta.com</a> (+356) 79842439; (+356) 21226176 <a href="http://www.ksimalta.com">www.ksimalta.com</a>
<b>Name of participant and designation</b>	Mr. Dennis Mark Gauci Partner – International Clients Services
<b>General description of company's activities</b>	KSi Malta is one of the leading consultancy, auditing, accountancy and tax advisory firms in Malta. Its staff includes professionals with an accounting, legal, financial services and/or IT background that assist clients in regulatory, governance, financial and other matters.
<b>International experience - what activities in what countries?</b>	<p>KSi Malta is a member of Morison KSI, a global association of leading independent professional service firms, serving cross-border accounting, auditing, tax and consulting needs of clients. It currently has 164 member firms in 84 countries with a combined revenue exceeding \$1bn.</p> <p>Furthermore, KSi Malta boasts an impressive portfolio of international clients that operate in numerous jurisdictions and industries worldwide. In addition, KSi Malta services High Net Worth Individuals and their families around the globe for residency, financial, taxation and other needs.</p>
<b>Type of partners sought and type of collaboration proposed</b>	KSi Malta seeks professional partners that are willing to collaborate in order to offer their clients/customers/partners the possibility of using its services to further their business in Malta and/or the EU, or in need of specialized business advice on their operations. KSi Malta also seeks opportunities to showcase Malta's advantageous business environment for both companies and individuals.

# MAMO TCV ADVOCATES



<b>Company name</b>	<b>MAMO TCV ADVOCATES</b>
<b>Contact details:</b> <ul style="list-style-type: none"> <li>• E-mail</li> <li>• Telephone</li> <li>• Web-site</li> </ul>	<a href="mailto:Michael.psaila@mamotcv.com">Michael.psaila@mamotcv.com</a> <a href="mailto:David.tonna@mamotcv.com">David.tonna@mamotcv.com</a> <a href="mailto:Sandra.attard@mamotcv.com">Sandra.attard@mamotcv.com</a> <a href="mailto:Lisa.chetcutiganado@mamotcv.com">Lisa.chetcutiganado@mamotcv.com</a>  +35625403000  <a href="http://www.mamotcv.com">www.mamotcv.com</a>
<b>Names of participants) and designation</b>	Dr Michael Psaila (Managing Partner) Dr David Tonna (Senior Partner)
<b>General description of company's activities</b>	Mamo TCV is a full-service law firm with offices in Valletta, Malta. Areas of practice include corporate, financial services, intellectual property, aviation, shipping, telecoms and litigation
<b>International experience - what activities in what countries?</b>	Legal advice and services to clients in various jurisdictions including: <ul style="list-style-type: none"> <li>• United Kingdom;</li> <li>• Germany;</li> <li>• France;</li> <li>• Italy;</li> <li>• Spain;</li> <li>• Portugal;</li> <li>• United States of America;</li> <li>• China;</li> <li>• India; and</li> <li>• Australia.</li> </ul>
<b>Type of partners sought and type of collaboration proposed</b>	Law firms and similar professional firms with clients interested in doing business in Malta and any members of the Portuguese business community interested in doing business in or from Malta.



## MIRABELLE ENTERPRISES LIMITED

<b>Company name</b>	<b>MIRABELLE ENTERPRISES LIMITED</b>
<b>Contact details:</b> <ul style="list-style-type: none"> <li>• E-mail</li> <li>• Telephone</li> <li>• Web-site</li> </ul>	<a href="mailto:Debattista.pr@gmail.com">Debattista.pr@gmail.com</a> 00356 99494572 <a href="http://www.fatharryspub.com">www.fatharryspub.com</a>
<b>Name of participant and designation</b>	MS. ISABELLA DEBATTISTA COMPANY DIRECTOR/OWNER MR. JUDE FORMOSA COMPANY DIRECTOR
<b>General description of company's activities</b>	Mirabelle Enterprises Limited is in the Hospitality Business for the past 37 years since est. 1981. It presently operates in Malta 1.Fat Harry's Pub- Bugibba 2.Fat Harry's Dining Rooms- Bugibba 3.Fat Harry's Pub- Malta International Airport 4.Mirabelle la Cucina- Malta International Airport 5.Botteghino Café bar- Bugibba
<b>International experience - what activities in what countries?</b>	We are seeking interested parties who would like to invest in Hospitality, as a Franchisee for our trademark Brand- Fat Harry's Pub. Countries we are looking at for potential interest are Italy, Spain, Croatia, Poland, Portugal, Hungary, UK.
<b>Type of partners sought and type of collaboration proposed</b>	Potential partners that have a good hospitality background and experience, and who are committed to invest financially in our Brand as a Franchisee in their own Country.

## Nexia BT



<b>Company name</b>	<b>Nexia BT</b>
<b>Contact details:</b> <ul style="list-style-type: none"> <li>• E-mail</li> <li>• Telephone</li> <li>• Web-site</li> </ul>	<a href="mailto:chris.borg@nexiabt.com">chris.borg@nexiabt.com</a> +35699890371 <a href="https://www.nexiabt.com/en/">https://www.nexiabt.com/en/</a>
<b>Name of participant and designation</b>	Chris Borg (Manager)
<b>General description of company's activities</b>	<p>Nexia BT is a corporate and private client advisory, audit, accounting and tax firm providing a full range of financial, legal, and business advisory services to a diversified client base. Our main services are as follows:</p> <ul style="list-style-type: none"> <li>• Trading and holding structures;</li> <li>• Investment Funds and Trusts;</li> <li>• Aviation and Yacht leasing structures;</li> <li>• Maltese Residence and Citizenship Programs;</li> <li>• Bank account opening;</li> <li>• Business Advisory services;</li> <li>• Investment opportunities in Malta.</li> </ul> <p>We have vast experience in the development and provision of services for international structures in various areas of business.</p>
<b>International experience - what activities in what countries?</b>	<p>As a full-service business consultancy company with a worldwide clientele, Nexia BT has fostered longstanding professional relationships with some of the largest and most respected international private banks, family offices, wealth management firms, and law and immigration firms in both emerging and highly developed markets worldwide.</p> <p>Furthermore, Nexia BT already enjoys existing relationships globally through its Nexia International partner firms, as well as with other firms and several clients from many countries. Nexia BT's network is also further strengthened by its extensive international client list, often being global key players and whose businesses lead the way in the oil and gas, property development, logistics, pharmaceuticals, shipping, IT and telecommunications industries.</p>

	<p>Over the years, the firm has gained a vast accumulation of knowledge and experience in relation to the marketing and handling of wealth management, immigration services, residence and relocation programmes, and citizenship by investment programmes and is proud to have been appointed by the Malta government as official concessionaire for the Malta Residence and Visa programme in the Middle East.</p>
<p><b>Type of partners sought and type of collaboration proposed</b></p>	<p>We are seeking to connect directly with individuals or companies who are interested in investing in Malta to explore what Malta offers from a tax, business and lifestyle perspective.</p> <p>Given that we also work on a referral commission basis, we are also looking to foster longstanding relationships with partner companies. We typically work with banks, law firms, wealth and asset management companies, family offices, accounting and business advisory firms, immigration agents and those who might come across High Net Worth individuals or companies wishing to expand or relocate into Europe or diversify their investment portfolio, including through citizenship or residency.</p> <p>We look forward to meeting you during our visit to Portugal.</p>

## OZO GROUP OF COMPANIES LTD

<b>Company name</b>	<b>OZO GROUP OF COMPANIES LTD</b>
<b>Contact details:</b> <ul style="list-style-type: none"> <li>• E-mail</li> <li>• Telephone</li> <li>• Web-site</li> </ul>	jchircop@ozogroup.com 22471420 - 79507050 <a href="http://www.ozogroup.com">www.ozogroup.com</a>
<b>Name of participant and designation</b>	Ms. Janice Chircop ; Chief Operations Officer
<b>General description of company's activities</b>	<p>Ozo Group Comprises of 12 Different Companies that each of them offers the following services:</p> <ul style="list-style-type: none"> <li>○ Outsourcing of Personnel in the Hospitality and Manufacturing Industry</li> <li>○ Outsourcing of Care Givers &amp; Nursing Aids to Hospitals, Clinics &amp; Home for The Elderly</li> <li>○ Babysitting &amp; Childminding Services</li> <li>○ Live out Carers</li> <li>○ Condominium and Property Management</li> <li>○ Property Turnkey Projects</li> <li>○ Outsourcing of Security Guards to Hotels &amp; Businesses</li> <li>○ Provision of staff training services. Training in Health, Hospitality, Security, Safety and Cleaning Methodology.</li> <li>○ Cleaning services in offices and residential properties.</li> </ul> <p>Ozo Group is always looking for new ventures and is an ever-growing company.</p>
<b>International experience - what activities in what countries?</b>	<ul style="list-style-type: none"> <li>○ The European Business Awards – National Champions 2015/16 For Best Sustainable Growth &amp; Strategy</li> <li>○ The European Business Awards - National Public Champions for Malta 2015/16</li> <li>○ The European Business Awards - National Champions 2016/17 For Best Company (w/turnover of €0-25M)</li> <li>○ Identified as The Only Maltese Company to Feature in The Limited-Edition of 1000 Companies to Inspire Europe by The London stock Exchange</li> <li>○ Handpicked in The European TOP 100 Corporate Businesses by The Wealth &amp; Finance Magazine (Edition: 2016)</li> <li>○ On Going Training with Elite, hosted by the London Stock Exchange</li> <li>○ The EBA – National Champions 2017/18 For Best Sustainable Growth and Strategy</li> </ul>
<b>Type of partners sought and type of collaboration proposed</b>	To find a Business Partner to establish Ozo Bulgaria in all our lines of Business.



## PITROLO SALVATORE

<b>Company name</b>	<b>PITROLO SALVATORE</b>
<b>Contact details:</b> <ul style="list-style-type: none"> <li>• E-mail</li> <li>• Telephone</li> <li>• Web-site</li> </ul>	<a href="mailto:p.torchiani@gmail.com">p.torchiani@gmail.com</a> +356 99964502
<b>Name of participant and designation</b>	Piero Torchiani - Project Manager - Engineer
<b>General description of company's activities</b>	The company is active from more than 30 years before in Italy and now also in Malta. The company is specialized in Monumental and Artistic Restoration, turnkey projects of museums and exhibition halls and archaeological works
<b>International experience - what activities in what countries?</b>	<p>The company work in Malta and In Italy. Some of the works in Malta are the Restoration of Zejyun Church a building in Valletta in Old Bakery Street. In Italy some of the last works Lucus Feroniae Museum (<a href="http://www.museovirtualevalletevere.it/installazioni-museali.html">http://www.museovirtualevalletevere.it/installazioni-museali.html</a> – <a href="http://beni-culturali.provincia.roma.it/content/museo-nazionale-e-area-archeologica-di-lucus-feroniae">http://beni-culturali.provincia.roma.it/content/museo-nazionale-e-area-archeologica-di-lucus-feroniae</a>). Capitoliun Area in Brescia (<a href="https://vimeo.com/64057306">https://vimeo.com/64057306</a>). Works to complete the restoration and museum of the Bianchi oratory in Palermo.</p> <p>The company have different experience that consent design and build of museum and exhibition halls, archaeological works and restoration works in every sector.</p>
<b>Type of partners sought and type of collaboration proposed</b>	The company is searching a technical partner like architects and engineers in the country and a partner in the country to constitute a stable Joint Venture to participate public and private tender or private works in the sector of restoration, turnkey projects of museums and exhibition halls (design and building) and archaeological works.





## PRIME CARE LIMITED

<b>Company name</b>	<b>PRIME CARE LIMITED</b>
<b>Contact details:</b> <ul style="list-style-type: none"> <li>● E-mail</li> <li>● Telephone</li> <li>● Web-site</li> </ul>	<a href="mailto:mef@primecare.com.mt">mef@primecare.com.mt</a> <a href="mailto:ef@trands.com.mt">ef@trands.com.mt</a> Office: (+356) 27035105 Mobile: (+356) 79000707 Web: <a href="http://www.primcare.com.mt/">http://www.primcare.com.mt/</a>
<b>Name of participant and designation</b>	Emanuel Farrugia, Director
<b>General description of company's activities</b>	<p>The company runs St Elizabeth Prime Care Residential &amp; Nursing Home situated at 106, Vjal il-Haddiem, Rabat, Malta.</p> <p>The company has also plans to open additional retirement homes in the near future.</p>
<b>International experience - what activities in what countries?</b>	<p>The Farrugia Brothers, Anthony and Michael, emigrated to the USA in the 1970's.</p> <p>They managed and successfully completed various projects, including important landmarks such as the Bergdorf Goodman Building, Carnegie Hall, Lincoln Center, Con Ed, Bijan and Sofia Building.</p> <p>In the 1990's they opened a company in Malta, Trends Development Limited, and started development projects in Malta and Gozo amongst diversifying their interests and group portfolio in Elderly Care and Pharmaceuticals.</p>
<b>Type of partners sought and type of collaboration proposed</b>	<p>Seeking partners in the Elderly care sector as in;</p> <ol style="list-style-type: none"> <li>1) Partners wanting to invest in Malta in the Elderly Care.</li> <li>2) Partners wanting to develop skills on management of Elderly homes.</li> <li>3) Franchise Opportunities for the Prime Care Brand.</li> <li>4) Opportunities to employ people to work in Malta.</li> <li>5) Medical Tourism as in sending pensioners to Malta.</li> </ol>



Reanda Malta Ltd.

## REANDA MALTA LIMITED

<b>Company name</b>	<b>REANDA MALTA LIMITED</b>
<b>Contact details:</b> <ul style="list-style-type: none"> <li>• E-mail</li> <li>• Telephone</li> <li>• Web-site</li> </ul>	<a href="mailto:michelle@reandamalta.com">michelle@reandamalta.com</a> 21235064 79798475 reandamalta.com
<b>Names of participants and designation</b>	Michelle Agius Portelli – Director Angele Borg – Company Secretary and Accounts Manager
<b>General description of company's activities</b>	<b>Reanda Malta Ltd</b> is an audit firm regulated by the Malta Accountancy Board, which was established in 2016, by the joining of two practices, namely Robert Ebejer & Robert Borg. Both Robert Ebejer & Robert Borg are registered auditors and have vast experience in various fields.
<b>International experience - what activities in what countries?</b>	Reanda Malta Ltd is an Independent member of <b>Reanda International</b> . Reanda International is a network of worldwide independent audit firm which collaborate to provide assurance, tax, consulting and specialist business advisory to privately held businesses and transnational conglomerates. Reanda International has member firms around the world, especially in Asia and Europe.
<b>Type of partners sought and type of collaboration proposed</b>	Identify market opportunities and develop networking strategies by meeting lawyers and other audit firms to strengthen and promote the Reanda brand. We aim at finding partners who seek out professionals to assist their clients in setting up companies in Malta and outside Malta. Due to our membership in international networks we are able to assist clients to incorporate companies and establish businesses outside Malta, with the necessary advice on tax implications.



## SEASHELLS RESORT AT SUNCREST

<b>Company name</b>	<b>SEASHELLS RESORT AT SUNCREST</b>
<b>Contact details:</b> <ul style="list-style-type: none"> <li>• E-mail</li> <li>• Telephone</li> <li>• Web-site</li> </ul>	Ludgarda Schembri <a href="mailto:Ludgarda.schembri@axhotelsmalta.com">Ludgarda.schembri@axhotelsmalta.com</a> 00357 23543844/00356 99439665 www.seashellsresortmalta.com
<b>Name of participant and designation</b>	Ludgarda Schembri Sales and Marketing Manager
<b>General description of company's activities</b>	The Seashells Resort at Suncrest is a 4 Star Resort Hotel on the North of Malta and makes part of the seven Hotels forming AX Hotel Operations Ltd. The AX group is a local concern concentrating on construction, restoration of heritage sites, hospitality and various leading food and beverage outlets. The Seashells is one of the leading and largest Hotels on the island offering hospitality opportunities in terms of accommodation, restaurants, bars and events.
<b>International experience - what activities in what countries?</b>	As all of the AX Group hotels, the Seashells Resort at Suncrest has contractual ties with the leading tour operators, mostly in Europe and has also experience in the organization of Conference and Incentive group travel. The AX group has seen various international conferences, product launches, concerts, fashion shows and other events in its high end conference facilities featured in its 4 and 5 star properties. The Group's Marketing and Events Team attends regularly Tourism Events such as WTM, ITB, EIBTM and IMEX.
<b>Type of partners sought and type of collaboration proposed</b>	The Seashells Resort at Suncrest representing AX Hotel Operations Ltd, (St. John – 4 Star in Valletta, The Palace – 5 Star in Sliema, Palazzo Capua- 5 Star in Sliema, The Victoria – 4 Star in Sliema and Sunny Coast Resort and Spa – 4 Star in Qawra) seeks partners interested in tourist and corporate accommodation both in the four and five star categories as well as partners seeking conference, incentive and event space. MICE, Cultural, Religious, Historical group organizers looking for a new Mediterranean destination on their or clients' itinerary.



## SHIELD CONSULTANTS LTD.

## SHIELD CONSULTANTS

<b>Company name</b>	<b>SHIELD CONSULTANTS LTD.</b>
<b>Contact details:</b> <ul style="list-style-type: none"> <li>• E-mail</li> <li>• Telephone</li> <li>• Web-site</li> </ul>	<a href="mailto:info@shield.com.mt">info@shield.com.mt</a> +356 2144 6980 <a href="http://www.shield.com.mt">www.shield.com.mt</a>
<b>Name of participant and designation</b>	Patrick John Mifsud General Manager
<b>General description of company's activities</b>	SHIELD Consultants Ltd. specialise in providing operational risk management consultancy and training services. Focusing mainly on high-risk market segments in the Mediterranean, Middle East and Africa [MEDMEA], and specializing in maritime security; critical national infrastructures and Oil & Gas.
<b>International experience - what activities in what countries?</b>	SHIELD combines operational experience with technology in bringing innovation into all functional elements of operational risk management – security; maritime security; HSE; business continuity: fire; crisis management and emergency response as well as Quality risk management. Our services and systems were deployed in Europe, Middle East and Africa, including Malta, Netherlands, Scotland, Germany, Algeria, Libya, Gabon, Nigeria, Kazakhstan, Kurdistan, Iraq, Oman and Dubai.
<b>Type of partners sought and type of collaboration proposed</b>	SHIELD can provide Risk Management consultancy and training to a wide variety of industries, however we currently have a very good solution for Safety, Security, Emergency Response, Incident Management and Crisis Management for the Oil and Gas industry and other industries for which risk management is crucial for their operations.

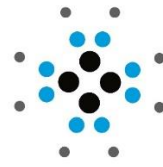


## THE CENTRAL BUSINESS DISTRICT FOUNDATION

<b>Company name</b>	<b>THE CENTRAL BUSINESS DISTRICT FOUNDATION</b>
<b>Contact details:</b> <ul style="list-style-type: none"> <li>• E-mail</li> <li>• Telephone</li> <li>• Web-site</li> </ul>	<a href="mailto:Keith.j.fenech@gov.mt">Keith.j.fenech@gov.mt</a> 99423011 <a href="http://www.cbdmalta.org">www.cbdmalta.org</a>
<b>Name of participant and designation</b>	Keith Fenech
<b>General description of company's activities</b>	The Mriehel Foundation is responsible for the upgrade of Mriehel from an industrial estate to a business hub.
<b>International experience - what activities in what countries?</b>	Nil
<b>Type of partners sought and type of collaboration proposed</b>	Companies working in a business hub with a history of setting up the area including infrastructure.

## Organisation Profile

<b>Name of company:</b>	<b>TRADEMALTA LTD.</b>
<b>Name of delegates:</b>	Mr Anton Buttigieg - CEO Ms Carmen Walls - Manager
<b>Contact details:</b> <b>E-mail:</b> <b>Telephone no.:</b> <b>Web-site:</b>	<a href="mailto:info@trademalta.org">info@trademalta.org</a> +356 2247 2400 <a href="http://www.trademalta.org">www.trademalta.org</a>
<b>Brief Profile:</b>	<p>Trade Malta Limited is a Public Private Partnership between the Government of Malta and the Malta Chamber of Commerce, Enterprise and Industry. The Company is an executive agency dedicated to supporting Malta-based companies in reaching foreign markets with their products and services so that they can grow internationally.</p> <p>The experienced team of executives at Trade Malta focus their efforts on assisting companies through a portfolio of services including, amongst others, organising incoming and outgoing trade missions and information seminars, participation at international fairs and exhibitions, country intelligence, matchmaking and networking opportunities.</p>



MALTA ENTERPRISE

## Organisation Profile

<b>Company name</b>	Malta Enterprise
<b>Contact details:</b> <ul style="list-style-type: none"><li>• E-mail</li><li>• Telephone</li><li>• Web-site</li></ul>	<a href="mailto:anthonydavid.gatt@maltaenterprise.com">anthonydavid.gatt@maltaenterprise.com</a> +356 99118929 <a href="http://www.maltaenterprise.com">www.maltaenterprise.com</a>
<b>Name of participant and designation</b>	Anthony David Gatt – Head Investment Promotion
<b>General description of company's activities</b>	Malta Enterprise (ME) is the national development agency responsible for promoting and facilitating international investment in the Maltese Islands by offering investors excellent business opportunities and tailored services. The Malta Enterprise network operates in various countries around the globe, with offices or representation in embassies and consulates in North Africa, the Middle East, Asia, the United States and Australia. The Corporation also coordinates initiatives to promote the Islands' economic growth attractiveness.

# Organisation Profile



<b>Company name</b>	<b>PROJECTS MALTA LTD.</b>
<b>Contact details:</b> <ul style="list-style-type: none"> <li>• E-mail</li> <li>• Telephone</li> <li>• Web-site</li> </ul>	emren-john.vella@gov.mt +356 7925 0184 www.projectsmalta.com
<b>Name of participant and designation</b>	Mr Emren John Vella - Chief Commercial Officer
<b>General description of company's activities</b>	Projects Malta Ltd was set-up to facilitate partnership opportunities between the Government of Malta and the Private Sector, whilst being continuously engaged in developing new PPP prospects. Our prime goal is geared towards the country's growth and competitiveness.
<b>International experience - what activities in what countries?</b>	<p>Projects Malta has published several projects which attracted international bidders having a wealth of experience in their particular field.</p> <p>Moreover, when a Request for Proposals is published, it is open for both local and international bidders. The aim is to acquire the best possible proposals for our projects.</p>
<b>Type of partners sought and type of collaboration proposed</b>	<p>Being the entity within the Government of Malta responsible for Public Private Partnerships, Projects Malta is regularly publishing calls for international bidders having particular interest in PPPs. Interested in such area may be those who are willing to explore new and exciting concepts in Malta. These may include but are not limited to:</p> <ul style="list-style-type: none"> <li>- Business Consultants</li> <li>- Technical Consultants</li> <li>- Project Management Consultants</li> <li>- International Entrepreneurs</li> <li>- Logistics Services</li> </ul>



## AIR MALTA

**Delegate : Dr Charles Mangion – Chairman**



Air Malta is positioning itself as the authentic Maltese airline that is an ambassador, guide and broker for Malta. It is primarily a point-to-point leisure airline, largely transporting customers from abroad on leisure-based travel to the Maltese islands and with smaller, but significant, corporate business and outbound travel by Maltese and expatriates.

The airline is developing a clear positioning as a destination airline with activities centred on the home airport. Air Malta offers the most extensive choice of air services to get to Malta - for leisure and business customers who value the 'Maltese difference'.

Since the start of its operation as the national airline of Malta on the 1st April 1974 with 7 scheduled services across Europe, Air Malta now operates a fleet of 7 Airbus A320/319 aircraft flying to 32 scheduled destinations in Europe, North Africa and the Eastern Mediterranean. The airline now carries 1.6 million passengers every year and transported over 55 million passengers to and from Malta since its beginning. In addition to its own network, Air Malta offers an additional 150 destinations through code share agreements with a number of quality airlines. Approximately 80% of all passengers are incoming to Malta, with the majority of which for leisure purposes. The remainder are local residents who are travelling to Air Malta's vast network of destinations for their holidays and business requirements.

Air Malta's role as the standard bearer for the nation will reflect the colourful and diverse characteristics of the Maltese Archipelago. As an airline, Air Malta puts its passengers' interest and welfare first. We pride ourselves in offering a service that our clients appreciate. We are committed to deliver on our claim that we are, 'More than just an airline'.

For general information on Air Malta, please refer to [www.airmalta.com](http://www.airmalta.com).

## FOUNDATION FOR SOCIAL WELFARE SERVICES



<b>Company name</b>	<b>FOUNDATION FOR SOCIAL WELFARE SERVICES</b>
<b>Contact details:</b> <ul style="list-style-type: none"> <li>• E-mail</li> <li>• Telephone</li> <li>• Web-site</li> </ul>	Email: fsws@gov.mt Telephone: +356 22588900 Website: www.fsws.gov.mt
<b>Names of participants and designations</b>	Remenda Borg Grech; Josephine Muscat
<b>General description of company's activities</b>	<p>Foundation for Social Welfare Services is a catalyst of change in the social welfare sector in Malta, consistent with the real and emerging needs of children, families and the community in order to avoid social exclusion.</p> <p>One of the services being offered by the foundation is the Adoption Service.</p>
<b>International experience - what activities in what countries?</b>	The Foundation has participated in various meetings internationally in order to go into agreement with other countries and eventually facilitate the adoption process. Malta already has existing ties with a number of countries and is currently in discussion with a number of countries to be included in intercountry adoption, namely: Cambodia, Ukraine, Poland and Vietnam.
<b>Type of partners sought and type of collaboration proposed</b>	The Foundation works on collaborating with different countries in order to be able to provide adoption services to meet with the demands of prospective adoptive parents who come forward for the Foundation's service.

## Organisation Profile

<b>Company name</b>	The Malta Chamber of Commerce, Enterprise and Industry
<b>Contact details:</b> <ul style="list-style-type: none"> <li>• E-mail</li> <li>• Telephone</li> <li>• Web-site</li> </ul>	0035621233873 <a href="http://www.maltachamber.org.mt">www.maltachamber.org.mt</a> <a href="http://www.mebc.org.mt">www.mebc.org.mt</a>
<b>Name of participant and designation</b>	Mr Frank Farrugia - President
<b>General description of company's activities</b>	The Malta Chamber of Commerce, Enterprise and Industry is an autonomous institution, recognised by the Laws of Malta. Membership is open to any form of commercial enterprise in or from Malta. Its main objective is to promote and protect business interests. It is the policy of the Malta Chamber to promote free competitive enterprise by supporting, or, if need be, resisting any laws and regulations affecting business interests. The Chamber was set up as a voluntary constituted body and officially recognised in 1848. Through the years, the Malta Chamber has kept a close watch on developments in the field of commerce, giving advice to Government on commercial legislation and related matters and intervening in the interest of its members and the nation whenever necessary. The Malta Chamber has set up a number of business councils that aim at promoting and facilitating business between Malta and other markets. These business councils are demand driven and are created by the members themselves. The Middle East Business Council was set up in 2013 with the main aim to promote and enhance business linkages between Malta and the GCC countries in particular and all Middle East countries in general.
<b>International experience - what activities in what countries?</b>	The Malta Chamber keeps close contact with similar foreign organisations. It is a Member of the International Chamber of Commerce, BusinessEurope, the Association of European Chambers of Commerce and Industry (Eurochambres) and the Assembly of Mediterranean Chambers of Commerce (ASCAME). The Malta Chamber also forms part of Enterprise Europe Network, the largest network of contact points providing information and advice to companies, in particular small and medium enterprises (SMEs). Enterprise Europe Network is present in over 50 countries around the world.

## **MTA – MALTA TOURISM AUTHORITY**

**Delegates : Dr Gavin Gulia – Chairman**



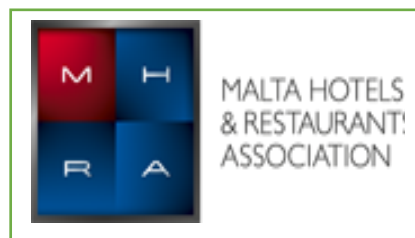
MTA's objective is to establish direct flight connection Kiev – Malta and as such interest is to meet Ukrainian tour operators, media and airport authorities to establish and promote the route. This initiative is being taken in coordination with Air Malta.

The mission of the Malta Tourism Authority is to advance the economic and social activity of tourism to Malta and Gozo, in the national interest, by working with all stakeholders to develop a sustainable industry for current and future generations.

The Malta Tourism Authority has the responsibility :

- To promote and advance The Maltese Islands as a tourism destination.
- To advise Government on tourism operations and to issue licences
- To contribute toward the improvement of the level of human resources in the tourism industry.
- To advise government on the planning and development of the tourism industry as well as on the infrastructure supporting the industry.
- To assist and advise on any tourism-related issues and to undertake activities, events and projects to fulfil our role.

## Organisation Profile



<b>Organisation</b>	<b>MALTA HOTELS &amp; RESTAURANTS ASSOCIATION</b>
<b>Contact details:</b> <ul style="list-style-type: none"> <li>• E-mail</li> <li>• Telephone</li> <li>• Web-site</li> </ul>	Ludgarda.schembri@axhotelsmalta.com +356 99439665
<b>Name of participant</b>	Ms Ludgarda Schembri
<b>General description of organisation's activities</b>	MHRA is the organization that represents Hotels and Restaurants in Malta and in Europe. It was established in 1956 and is the prime Private Sector representative body in Malta. Having some 85 per cent of all hotels and a large portion of the circa 2000 restaurants as its members. MHRA is also the founder member of the Mediterranean Tourism Foundation with members from all the countries bordering the Med.
<b>International experience -what activities in what countries?</b>	The members of MHRA have vast experience in the field of hospitality especially in Malta and western Europe, MHRA can bring their knowledge and experience as well as finance to projects.
<b>Type of partners sought and type of collaboration proposed</b>	MHRA is seeking partners in the private sector who would be interested in joint ventures or similar with Maltese Entrepreneurs particularly but not solely in the hospitality industry