

# 1 - The Malta Chamber of Commerce, Enterprise and Industry



**Mr Anton Borg** is a Certified Public Accountant graduating as a member of the Association of Certified Accountants in the UK in 1983. Becoming a member of the Malta Institute of Accountants in 1985, he sat on Council for 14 years, serving as President for 2 years in 1997.

No longer practicing the accountancy profession, Anton is Director of Elepac, Meritlink and Eurosupplies Limited.

Elected to the Council of the Federation of Industry (FOI) since 1999, Anton held various posts including that of President from 2003 to 2005. Anton represented the FOI on the Malta Council for Economic and Social Development (MCESD) and was a Trustee of the Malta Business Foundation. He also served on the Board of Directors of Malta Industrial Parks (MIP) and held the post of Deputy Chairman of Malta Enterprise.

As President, Mr Borg represents the Malta Chamber on numerous Boards including Malta Council for Economic and Social Development, Malta Enterprise, Malta Industrial Parks, Malta Business Bureau and the Malta Community Chest Fund, amongst others. He also sits on the Board of Malta Enterprise and of Junior Achievement Young Enterprise.



**Mr Tonio Casapinta** is Chairman of Casapinta Design Group Ltd and Casapinta Project Management Ltd. He is also Director of Pan Libya (Malta) Ltd, a joint venture between ATEX – The International Exhibition organisation in Libya and Casapinta Design Group Ltd in Malta.

Educated at St Aloysius' College, Birkirkara, he is an established Exhibition designer, a member of the British Chartered Society of Designers and a Fellow of the London Institute of Professional Designers.

Mr Casapinta is the Honorary Consul General of the Czech Republic in Malta since 1995 - [www.czech-malta.com](http://www.czech-malta.com) and has served as Council Member of the Malta Society of Arts, Manufacture and Commerce and the Libyan – Maltese Chamber of Commerce. He is also the co-founder and Council Member of the Honorary Consular Corps of Malta, having been elected Secretary in 2007 and Deputy

Dean in 2012 - [www.consuls-malta.org](http://www.consuls-malta.org).

Having been a member of the Malta Chamber of Commerce, Enterprise and Industry since 1985, Mr Casapinta served as Council Member and Honorary Assistant Treasurer of the Malta Chamber of

Commerce and Enterprise between 2001-2003 and 2006-2008 respectively, prior to the merger with the Federation of Industry.

Between 2009 and 2010, Mr Casapinta was the Deputy Chairman of the Malta Chamber Internationalisation Committee and the “Malta Abroad Initiative”, advising the Maltese Government on Malta’s Investments and Export promotion priorities overseas. In September 2013 he was appointed to represent the Chamber on the Joint Stakeholders Working Council set-up by the Ministry of Foreign Affairs for the same purpose.

In 2013, he was appointed Chairman of the [Middle East Business Council](#) under the auspices of the Malta Chamber. In December 2014 appointed Director of Trade Malta Ltd, a Public Private Partnership between the Government of Malta and the Malta Chamber of Commerce, responsible for the internationalisation of Malta made products and services.

**Organisation Profile:** 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.

In 1857, the Exchange Buildings, constructed on its present site in Republic Street, Valletta, which was granted to the Chamber in perpetual lease by the Government, was inaugurated. The building is the work of architect Giuseppe Bonavia.

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 co-operates with other Institutions and, in its main national activities, works closely with kindred organisations as the occasion demands. The 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).

## 2 - Idroplast Manufacturing Ltd



**Ms Doreen Cutrona** is a co-founder and partner of Idroplast Manufacturing Ltd as from 2009. Idroplast Manufacturing Ltd is a manufacturing company of liquid storage cisterns, traffic barriers, and cones, and other plastic products at roto moulding process.

Doreen is a self-driven business leader and with the goal to expand the business, she has successfully enabled the company to diversify also into the manufacturing of agricultural and industrial netting.

Doreen being the Managing Director has developed the company into a medium-sized firm to cater for local and international market in Europe, North Africa and other countries.

She had the opportunity to grow the business from the ground up. It is a family business and she managed to grow the business from a micro enterprise to a SME and then to an international business.

She is also an approved waste broker in particular on plastic scraps.

Doreen is the Managing Director of Italcris Trading Ltd. which import and sell hardware and building material in the local and international market.

Doreen has a qualification in leadership and management. She has an eager for continuous development by attending profession training courses and conferences locally and abroad.

Business networks are engaged both in the Maltese business environment and by attending exhibitions and trade missions abroad. In fact she is also presently member of the Association Women in Business and the Libyan-Maltese Chamber of Commerce.

Doreen is a recognized woman leader and in fact she featured in an article on Malta Business Review, published on April 2015.

She is married and mother of four children and a firm believer of “being optimist, setting impossible goals and make them possible and lead by example”.

### **Company Profile:**

IDROPLAST, was established in 2009, to manufacture water storage tanks in 20 various shapes and sizes starting from 300 up to 5000 litres. We produce a range of products such as: Rectangular tanks, Agricultural and Industrial tanks, Septic tanks, Potable water tanks, Underground water tanks, Rain water harvesting tanks , Bowser type water tank, round water tanks, corrugated roofing sheets, Traffic barriers (New Jersey type), traffic cones, etc., Idroplast polyethylene water storage tanks are manufactured at a rotational moulding process. All tanks are completed with tank connector.

The company has expanded its operations in manufacturing EPDM-rubber profiles which its use is to seal the glass to the aluminium/pvc windows and doors. Recently the company diversified also into the manufacturing of FIDPE monofilament nets. All products are manufactured from top quality monofilament, 3.5% UV treated. The nets are produced by the Sulzer machines and cover mainly the Agricultural and Industrial sectors. Within the agricultural range we manufacture the grape nets, insect nets for green houses, tomato/strawberry growing etc, shading nest, anti-hail/frost nets, olive collection nests etc. within the industrial range we manufacture the scaffolding netting, shading nets etc.

Idroplast Manufacturing Ltd is the sister company of Italcris Malta Ltd which has been in business as general importers, wholesalers and distributors of building material and hardware products such as water pumps, generators, bathroom sanitary ware and accessories, and many other products for the past decades with successful trading. As we had expanded our product range, we moved to new premises. We are flexible in meeting customers' needs. We presently export a number of products to Europe, North Africa and other countries. Within the agricultural range, we manufacture the grape nets, lawn growing nets, insect nets for green houses, tomato /strawberry growing etc., shading nets, anti-hail and frost nets, olive collection nets etc. Within the industrial range we manufacture the scaffolding netting shading nets, etc.

Idroplast Manufacturing Ltd., is a sister company to Italcris Trading Ltd and Italcris Malta Ltd., which have been in business importers, wholesalers and distributors of building material and hard ware products such as water pumps, generators, bathroom sanitary ware and accessories and other products for the past decades with successful trading. As we had expanded our product range, we moved into a new premises. Being a small and medium sized firm we are very flexible in meeting customers' needs. Infact both companies have traded with various top customers with a good client base. The market of Idroplast is both for local and international. We export a number of products to Europe, North Africa and other countries.

### 3 - MT.R Contracting Ltd



**Ing. Piero Torchiani**

He is a professional that works in different sector of building works. Like structural designer he design more than 300 bridges. He worked also in the sector of building laboratories also in the restoration sector. He is a quality assurance inspector acting with certification body in the building sector. He worked as designer in some of the most important restoration work in Malta. He worked also as consultant with Transport Malta. Further more information can be find in the attached CV.



**Ms Filomena Capriata**

Restorer Filomena Capriata began her training and professional development at the renowned Istituto Italiano Arte Artigianato e Restauro in Rome way back in 1995, from where she obtained her qualification in painting restoration (Restoration of canvas and panel paintings) followed by her specialisation in the restoration of mural paintings at the Chiesa di San Biagio a Sacrofano in Rome. This latter activity was pursued in the context of a specialised course which offered the possibility of taking part in various on-site projects, in particular restoration works in the field of frescoes. This proved to be an opportunity for Filomena Capriata to get in contact with, and directly acquire precious techniques from the state-of-the-art restorers at the laboratory of painting restoration of the Vatican Museums. In particular, her mentor and tutor was Bruno Baratti, known as the father of modern restoration, but also renowned for being one of the hand-picked team of restorers in what is known as the chief restoration project of the 20th century, that of the Sistine Chapel.

This experience enabled the Director of MT.R Contracting LTD to be appointed as Technical Director for the Restoration of Cultural Works of Art. Since then, she has been at the helm of several major restoration projects. The mission of MT.R Contracting is to be the focal point when it comes to the restoration of valuable historical buildings and monuments. Equipped with a strong team of indisputably-talented people and headed by competent and smart management,

MT.R can offer its services in all aspects of restoration and can provide technical, material and cultural advice and assistance from start to finish.

Services offered by MT.R range from plastering to finishing works, from murals and frescoes to furniture painting and conservation and restoration on wooden and stone items. Another service offered, which is also one of the strongest points of the company, is its experience and competence in planning and logistic tasks.

All restoration projects are carried out in conformity with international standards; specifically, the conservation of materials is carried out following the recommendations of the Commissione NorMal. Over the years, restoration has become one of the core activities of MT.R, thus enabling the company to compete on an international scale and provide highly-innovative services and execute very complex projects. The team at MT.R is able to offer its services in all the stages of a given project. In fact, tasks entrusted to it vary from the surveying and mapping of the damage/deterioration of the site, both on site and in laboratory setting, to the planning of reinforcement works or total restoration of buildings, including the meticulous restoration of decorative structures and architectural works of art.

Currently, MT.R Contracting is actively present in the island of Malta and is one of the main contributors to the renovation of monuments and other works of art. Important restoration works have been assigned to the company, including the fortifications restoration in Valletta and in the ancient capital city of Imdina. Director Filomena Capriata has also been entrusted to restore Fort St Angelo – fortress and seat of the Knights of St John - back to its former splendour. This new venture of MT.R aims to give back to the country one of its most valuable historical and artistic gems, but it will also provide tourists the opportunity to relive once again the

Great Siege experience and the exploits of the Knights of Malta.

### **Company Profile**

MT.R Contracting LTD is a highly-specialised company providing conservation and restoration works of historical buildings. Founded in 2012, the company owes its establishment to the wealth of experience brought in by its Technical Director of

Restoration of Cultural Works of Art, Ms Filomena Capriata, and her team of qualified experts made up of conservators, restorers and architects.

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## 4 - Space Tech International Ltd



### **Mr. Karl Xuereb- Marketing Director**

Karl is responsible for leading the marketing function at Space Tech International. In particular he is responsible for positioning the company in existing markets and leading the company's internationalisation drive into new markets. Karl has extensive experience in corporate strategy and marketing in a number of sectors including financial services and IT and has worked in a number of emerging and developed economies including China, Germany, Italy, Japan, Korea and the UK. He has also recently served as Malta's Ambassador to Germany, China and Japan. He is a Chartered Accountant and

holds an MBA from Warwick Business School.

### **Company Profile:**

Space Tech International designs and produces 2D and 3D drawing and rendering software for architects and designers. Our main markets are in the EU and include France, Germany, Italy and Holland.

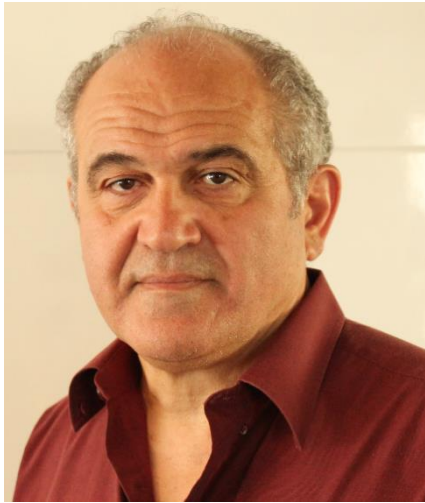
As part of our current internationalization drive we are planning to expand into new markets including the Middle East and Asia with a particular emphasis on emerging markets. Turkey is one of the markets that we are keenly targeting.

Our current offer ARC+ X9 is one of the best and most competitive on the international market today. It is BIM compliant with full IFC compatibility with probably the most realistic and versatile rendering available. Our current intensive product development drive will ensure that we remain competitive and that we continue to lead both in technology and usability.

We have no experience of Turkey. It is an emerging market with a strong economy, growth and capital projects. We believe that our products can be well positioned in this market. We therefore seek business partners who can act as our distributors and enable us to enter this market and provide us with nationwide coverage.

Our medium term objective is to build a substantial portfolio of clients with our chosen partners that will rival or exceed results from some of our established markets. This business mission will be one of a series of initiatives that we will undertake as part of our market entry strategy.

## 5 - Brands International Ltd



**Mr. Charles M. Mercieca** is the C.E.O. and major shareholder of Bands International Ltd., its subsidiaries including Harruba Estates Ltd. And Bo Concept Malta Ltd. Mr Mercieca has been directly involved in sourcing, business start-ups, research, corporate growth and governance.

He has upheld through the decades a keen sense for CSR mainly serving a number of NGO boards. Amongst others, he held a variety of posts, within the Malta Chamber of Commerce & Enterprise over a period of thirty years, including that of the Vice President of the main council. He also served as President of the Maltese –American Chamber of Commerce (Am-Cham).

He recently successfully completed Henley’s Post Graduate Diploma in Management and is presently reading for M.B.A at Henley Business School at the University of Reading.

Mr Mercieca has clear specific objectives in seeing Malta Taking a valued economic role within the EU. As our country’s immediate future economic sectors that need priority, he believes that the following specific areas need focus:

- Further integration of Malta’s major economic sectors with the EU
- Maltese businessmen/ entrepreneurs can make a major contribution to bring about a network dynamism in international trade in the interest of the Maltese economy if such culture is given direction.
- Maltese businessmen need to continue fostering trade relations also with non EU countries to achieve a more balanced and stable island economy.

### **Company Profile:**

Brands International Ltd is involved in operations connected to the following sectors:

- Furniture
- Home improvement and accessories
- Sawn timber
- Energy saving products

We focus on offering complete commercial and residential finishing solutions under one roof according to the needs of customers:

- Kitchen
- Indoor and outdoor furniture
- Parquet and laminated flooring



- Decking
- Internal and external wall cladding
- Soffit ceilings
- Specialised custom made joinery projects and timber structures
  - Gazebos/ pergolas
  - Staircases
  - Apertures (external doors and windows)
  - Garden Screens

The service we offer ranges from

- Retail experience
- Interior design service
- Goods procurement, sourcing and importing
- Product development
- Delivery services
- Installation, assembly and fitting services
- Maintenance

Brands International Ltd operates a showroom having over 700 square meters of display space on two floors in San Gwann. Main goals are to showcase top quality brands under one roof while providing a professional shopping experience and comprehensive service to create a project designed around our clients' needs and requirements.

We are committed to research and launch innovative products both for home and commercial use and strive to acquire the product ranges of internationally renowned brands, with a high commitment towards quality, authentic design, eco-friendliness, and value for money.

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## 6 - Condicto Consultants



**Ms Ezgi Harmanci** holds a degree in law from the Marmara University in Istanbul, Turkey.

In view of the prosperous trade relations between Malta and Turkey, Ezgi is currently an External Consultant at Malta Enterprise, an initiative that aims to promote bilateral economic relations between the two countries. She is the Managing Director of Condicto Consulting Group, a multidisciplinary consultancy firm based in Malta. She has 5 years of experience in Business and Legal environments as a senior consultant.

Her main areas of specialisation include corporate law, foreign direct investments, construction projects, business structuring, start-ups and financial services. As you know I am the only qualified Turkish lawyer in Malta. My main interest is to attract Turkish companies to set up business in Malta. In that field I collaborate mainly with Malta Enterprise and Finance Malta. With this business trip I would like to meet Turkish companies and focus on the Investment opportunities. I have become totally focused on this specific business activity and am working alongside other colleagues in our endeavour to attract specialised companies to Malta. Our focus is on a limited range of business sectors and include aviation, high tech knowledge-driven industries, and medical-oriented companies mostly in genomic medicine and bio medics. Our purpose is to attract such companies to open specialised branches in Malta and to support them in benefitting from Malta's competitive regulations related to FDIs.

### **Company Profile:**

We are an international business and corporate development firm with a highly motivated team of efficient young professionals. Our international network allows us to provide innovative financial solutions to individuals and organizations. Our team caters to companies and high-net-worth individuals helping them reach their goals and grow their business by finding the right strategy.

Our diversity and experience allow us to offer our clients the highest level of creativity, flexibility, and responsiveness. Our goal is to ensure that our clients achieve sustainable competitive advantage, build more capable organizations and secure lasting results by maintaining a close collaboration among all levels of the client organization.

We can offer a broad spectrum of products and solutions, which can be customized to meet our client's needs.

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## 7 - Easy School of Languages, Malta.



**Mr Farrugia Wismayer**, Director has a strong academic background backed up by numerous years' experience in the field. He has successfully led Easy School to grow and thrive in Malta's educational sector, leading its business development and marketing

### **Company Profile:**

Located in the heart of Valletta, Easy School of Languages offers students from all over the world an Easy way to Master the English language. The operation is led by Mr Farrugia Wismayer who is the company's founder and director. Since it was incorporated, the school has gone from strength to strength, successfully teaching students from all over the World the English language. The school works with agents and individuals from all corners of the globe and ensures that each

students receives individual attention in every way. The school is committed to creating a stimulating and dynamic environment to ensure that each student leaves Malta with newly acquired and enhanced language skills together with a better understanding of Malta's history, culture and traditions.

Easy School of Languages operates in the International Arena, catering for students from various non-native English speaking countries in order to master as a foreign language. The company has a network of agents and clients from over the world and has welcomed over 10,000 students over its 12 years of operation. Easy School's staff have travelled extensively aboard over these years building its own reputation and that of Malta on the way. Easy School is represented in Turkey through a handful of agents who send students to Malta to learn English.

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## 8 - FCM Travel Solutions:



**Mr. Michael Gatt -**

Director business development

Destination Management company

FCM Travel Solutions - incoming / special events

### **COMPANY PROFILE:**

- Top 3 Travel Ltd, a merger of three local Maltese companies, Unique Travel, Howards Ltd & EC Travel. The scope of this merger is to provide better services to our global clients through our joint expertise, better purchasing and negotiation power. Mainly having the knowledge of the trade on an international scale.
  - In our business structure we are proud of the dedicated Destination Management Company that falls under our global brand FCm Events.
  - FCm Events Malta is a market leader as Destination management player on the Maltese Islands. Operating for over 20 years and enjoying the strengths of being part of and international franchise namely FCm Travel Solutions. FCm Travel Solutions is a worldwide corporate travel and expense management specialist delivering time and cost efficiencies for companies large and small, local and global.
  - Through a global and local network, our people are your guarantee to outstanding event management. Delivering exceptional service, high-value solutions and measurable cost comparison.
  - From “concept to reality”, our services and events are tailor made to meet the creative, motivational and budgetary needs of our client. We work with you from the initial concept and design, through to successful program execution.
  - We realise that your goal is to obtain cost effective, optimum quality and overall good value for money from the services we provide. It is our pleasure and duty to see that your goal is our cause.
  - FCm Events Malta has a dedicated team with a wealth of experience in organising conferences and incentives for large international companies and small independent client alike. We are able to handle any event, meeting, conference, exhibition, to your liking. Our leisure department may also look after team building, tours and fun activities that can run parallel to any corporate event taking place on the islands. Once you are in contact with us you will realise that our one stop shop set up will be the answer to all your requirements including provision of in-house services such as local transport, private jet charter, yacht chartering and organising events overseas.
  - Having conducted years of excellent service and quality for all FCm Events clients we pride ourselves to be a Quality Assured DMC.
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## 9 - FinanceMalta



**Mr. Ivan Grech** is the recently-appointed Head of Business Development at FinanceMalta, the promotional arm of the financial services industry in Malta. Working in marketing management roles for more than twenty years, he has gained experience in various industry sectors ranging from private healthcare to the automotive business.

### **Company Profile:**

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

FinanceMalta came on the scene at a critical time just as Malta entered the eurozone. The financial services sector is now a major force in the country's economy. Malta has some significant strengths to offer the industry such as a well-trained, motivated workforce; a low-cost environment; and an advantageous tax regime backed up by more than 60 double taxation agreements. To these, FinanceMalta can add a world-class information and communications technology infrastructure, English as an official language, an enviable climate and its strategic location.

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

The Board of Governors, together with the founding associations – The Malta Funds Industry Association, the College of Stockbrokers, the Malta Bankers Association, the Malta Insurance Association, the Association of Insurance Brokers, the Malta Insurance Managers Association and the Institute of Financial Services Practitioners – its corporate and affiliate members, and staff are committed to promoting Malta as a centre of excellence in financial services and international business.

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## 10 - FSC Associates Ltd



**Mr. Meddie Ssegiujja** describes himself as resilient and enjoys networking at every opportunity. He is an expert in interpreting regulations and legislative requirements, including European and International Taxation, free movement of persons, EU Financial Regulation, EU Pass porting rights, anti-money laundering & financial crime. Meddie has a unique ability to adapt and tailor his negotiating methods, support and advice on an individual basis which ensures that he manages expectations and identifies the most relevant opportunities to clients. Meddie wears many hats, from business development, corporate law, corporate finance, compliance & jurisdictional tax structuring. Industry experience includes regulatory Compliance (EU, UK& Malta), Corporate Governance, Taxation & company formation, Financial & Regulatory Reporting, organisational Restructuring, wealth management, quality assurance and regularity affairs.

Meddie relocated to Malta from the UK following a number of years' experience within the legal advisory and consulting field. Meddie worked with a number of corporate entities, including BST Group International, Ozmond Agents and the biggest Insurance legal holding to the UK, Quindell Legal Services via AAH Group. Meddie is also well laced within the African market, having worked with Omanyee, one of Africa's biggest financial powerhouses and helped broker the company's European business set up in the UK and currently in Malta. He also worked with MJM Europe Limited as the executive Manager in Malta before joining FSC Associates in 2015.

Strong commitment to continuous professional development. Examples include attending executive education programs, multiple certifications, and development of training programs. Meddie is also a graduate of University of West London (TVU) with a Bachelor of Laws (LLB).

### **Company Profile:**

FSC Associates is a dynamic and reputable International Corporate and Financial Service provider committed in delivering the best possible services to entities and private individuals. Our services include among others; incorporation and administration services, financial consulting, investment consulting, wealth planning, banking services, tax advisory, and immigration services.

FSC Associates is about long term, close collaboration. Aligning individual needs with collective expertise and dedicated resources, we deliver bespoke, international corporate structuring solutions that reach across the full spectrum of private, entrepreneurial and corporate wealth. With a meticulous approach, the relationship we have with our professional intermediaries, corporate and private clients has been at the core of our evolution. We listen and comprehensively understand each client's need to identify and implement well thought-out, unambiguous solutions. With a global client base and wealth structuring solutions spanning over fifty different jurisdictions, we are able to act thoughtfully, responsibly and promptly in delivering total assurance.

Our service is superior because it is inherently linked to personal inspiration. Creating a culture that stimulates and drives people always to go beyond the call of duty has established and enhanced FSC Associates' reputation. This is perhaps best reflected in the continuing long-standing associations we enjoy with both clients and their advisers. Our understanding and clarity of decision-making builds a sustainable and mutually rewarding commercial relationship. With broad professional expertise so effortlessly available,

regardless of the complexity and geographical scope required, the solution is always fluently delivered. Our team of professionals have decades of combined experience in the ever-demanding Finance and Corporate sector.

### **Why Use Our Services?**

For every significant global jurisdiction, we utilise an extensive international network to incorporate and manage companies. With careful thought and prudent partner selection, our clients receive a service that it is both efficient and cost-effective. We have the expertise, knowledge and support to create and sustain innovative solutions from the simple and straightforward investment holding company to the complexity of a stock exchange listing for an international group. Incorporating and providing professional management of companies and partnerships, our service is comprehensive and wide ranging.

### **Doing Business with Us**

FSC Associates ensures best practice and operational excellence in the delivery of financial solutions that meet customers' specific needs. We pride ourselves on the simplicity and transparency of our business practices and procedures. Once we have understood the client's needs, we will provide expert advice in the clearest possible terms and offer tailored solutions.

We focus on making it easy to do business with us. Our highly experienced team of professionals operates in a work culture that emphasizes the importance of providing outstanding service. Our systems, processes and flexible policies support our goal of providing customers with a positive experience. We have intermediaries in London, Bermuda, Cyprus, South Africa, Turkey and United Arab Emirates.

### **Turkey Mission**

We believe that there are better, more sustainable ways of doing business, so we ask the difficult questions, challenge the status quo, and develop responsible approaches to corporate services. Turkey is a country offering

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## 11 - Link School of English



**Mr. Roger De Gaetano**

Founder and CEO of Link School of English, Sunlingua Co.Ltd and Uniwise Co.Ltd. He believes in one principal message mainly in offering professional EFL courses to discerning students from over thirty five countries. His organisations are also run by his wife Gillian and his sons George and Nicholas. Back in 1980 he jointly established Intermed Products Ltd and Business Services Ltd., specialising in various services from/to Malta. In 1980 he was co-representative of BBC EFL Language Courses supplying Malta, Sicily and North Africa. In 1997 he was jointly responsible in setting up Gazelle Couriers Ltd., a courier service providing excellent door-to-door courier services mainly to North Africa. In 1992 he set up Link School of English and 1996 expanded his organisation by establishing AMCM a Multicultural Association which to date was responsible for introducing over 20,000 students from the European Union to Malta. From 2013 he initiated his own charters to Malta solely for his own clients. For numerous years he participated in various EFL Workshops in Russia, Ukraine, China, Sweden, France, Italy, UK, Switzerland, Austria, Turkey & Germany wherein he launched the popular 'LINK European Framework Courses', which were followed by thousands of foreign students.

In 2009 he opened a branch of Link School of English in Hammersmith, London offering charter flights to London to thousands of foreign students. In 2012 he was appointed Council Member of the Maltese Italian Chamber of Commerce and is also a member of Maltese-German Chamber of Commerce and Maltese French Chamber of Commerce.

In 2013 he set up and curated the first exhibition totally dedicated to the Maltese artist Amadeo Count Preziosi who worked and lived in Pera from 1842 to 1882 in honour of the 89th Anniversary of the Republic of Turkey. A commemorative catalogued was published under the auspices of H.E. Mrs. Refika Nihal Cevik the Turkish Ambassador to Malta (sponsored by Link School of English). In 2015 he was appointed the Vice-Chairman of the Maltese Turkish Business Council.

**Company Profile:** Established in 1992, Link School of English is an official examination centre for Trinity College London and London Chamber of Commerce and Industry (LCCI) thus allowing students to attend preparation courses and sit for globally recognised qualifications.

Link School offers a vast range of English Language Courses from General English to Business English, Financial, Marketing, IT, Banking, Management, Secretarial, Tourism, Law, Medical and numerous other Specialised Programmes as well as Academic Year Courses. We are also experienced in creating courses for students with specific needs and requirements. Our Adult programmes aim at helping students achieve career objectives and continuous personal development. Students can prepare for IELTS, TOEFL, TOEIC and all Cambridge examinations (PET, FCE, CAE, CPE, and BEC). A fine selection of accommodation possibilities is available such as carefully selected host families situated in walking distance from the school, hotels, self-catering apartments or our multicultural student campus.



We also give students the opportunity to learn about our history and unique culture whilst in Malta. Accompanied by our professional team of leaders and guides, students can explore the Maltese Islands through the exciting range of activities. Our Company policy is one of enthusiasm and dedication, offering value-added benefits to satisfy students' needs and demands. Link School is a fully accredited member of FELTOM, a national association that establishes quality assurance standards in the English language teaching industry in Malta. We have also been awarded with the Equality Mark, a symbol of our dedication to ensuring that our school is a discrimination free environment for students.

In 2006 we established a private charter operating from Reggio Calabria, Italy and introduced over 7000 students to pursue their studies in English in our School. In 2008 we set up a Tour Operator Company called Sunlingua Co.Ltd., which is responsible for all non-academic matters such as Conference & Incentives, charter flights, airport transfers, all types of accommodation, excursions, sports, cultural activities and events. We proudly achieved the "Quality School Award 2013" by Language Bookings which certifies us for high quality standards in our range of EFL language courses and student services.

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## 12 - Sovereign Group



**Mr. Ravi Viroomal** is Head of Sovereign's Business Unit in Malta. Having relocated at the beginning of 2015 from the Gibraltar office Ravi brings expertise in assisting corporations and businesses enter new markets such as Malta, Gibraltar, UK, U.A.E. Singapore and China to name but a few. Ravi also assists individuals and entrepreneurs with personal structuring to effectively hold and protect their assets, commercial interests and businesses.

Ravi graduated in 2003 from an established University in the UK with a BSc Degree in Economics. He has worked in London for five years in the financial services industry heading a team looking after the needs of UK companies conducting global

trade. He has over six years of experience assisting companies, high net worth individuals and business owners with market entry, corporate and trust structuring, residency and citizenship issues.

Being part of an international organisation that is the Sovereign Group and catering to its clientele Ravi travels extensively across Europe, the Middle East and South East Asia.

### Company Profile

Sovereign's core business is setting up and managing companies, trusts, pensions, insurance and other structures to meet the specific personal or business needs of our clients. Typically these needs would include tax planning, wealth protection, property ownership and facilitating cross border business.

We currently manage over 12,000 structures for a wide variety of clients. We work with public companies, charities and professional law and accountancy firms, but the majority of our clients are individuals – expatriates, entrepreneurs, consultants, private investors, or high net worth individuals (HNWIs) and their families.

We have also developed a wide range of supporting services such as wealth management, specialist tax advice, yacht and aircraft registration, credit cards, fund formation, pension services, residence and citizenship applications, as well as trade mark and intellectual property registration and protection. In short we operate like a family office.

The first Sovereign office opened in Gibraltar in 1987 and we now have offices or agents in all the major international finance centers. This global reach enables us to provide local expertise on an international scale and allows our clients access to a global service from a local point of delivery. It also means that, in most cases, business can be conducted in the client's first language. At a time when transparency and regulation have risen to the top of government agendas, Sovereign is committed to ensuring that its compliance and legal obligations – and those of its clients – are met. In all jurisdictions that require us to be licensed we have applied for, and been granted, the appropriate authorisation. To obtain these licenses, Sovereign has had to demonstrate its financial stability and probity as well as professional competence and integrity and the robustness of its systems.

## 13 - Strand Palace Agencies Ltd



Mr. Ray Calleja is the Chairman of the company and has been so from the outset. The key of his success of his company “Strand Palace Agencies Limited” had started in the early 70s when he opened his Manufacturing Factory but to open his way up to this stage he always followed his policy in business “Always contact business within your mean” Mr. Ray Calleja is still daily active in his company and along his side his son Mr. Steve Calleja and his grandchildren is still working to keep the company growing and be more successful. The company satisfaction that he

has is to see the company were it is today, which is one of the largest distribution company in Malta on Retail, Catering and Wholesale, as well as, having his manufacturing snack products in Maltese culture.

### **Company Profile:**

Strand Palace Agencies Ltd is a 4<sup>th</sup> generation company dealing in food products, ambient, chilled and frozen, importing and distributing to grocery, food service inclusive of hotels and restaurants.

The trade potential within Turkey for Strand Palace for importation is a source of well-made and presentable edible products as is evidenced from the products we handle in bakers wares, nuts and chocolate related items Strand Palace imports. These command a favourable reception in the Maltese market.

As for the potential within Turkey for exports from Malta, one notices the number of non-Turkish brands on the market giving indication that there is potential. We intend to exploit this as we will detail later on. The representative of the company is Ray Calleja who is the chairman and also responsible for the firm’s manufacturing sector. Strand Palace wishes to meet the Turkish companies who are manufacturers of paper related articles inclusive of kitchen rolls, toilet paper, napkins, etc.

As for exports from Malta, Strand Palace wishes to meet with Turkish importers and distributors of snack products. These snacks are manufactured by a company within the group. This snack that is very popular in Malta, namely Twistees, is marketed for export packs of 50 and 150 grams under the ‘tastees’ brand

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## 14 - The Student Campus



**Mr. Matthew Sammut** founded the Student Campus a software-as-a-service company which brings together K-12 and Higher Education world class professionals and academics who have joined forces to design and develop a unique, intuitive, safe platform which positions students at the heart of the educational arena. Matthew is also the Founder of one of Europe's leading ICT academies - ICE Malta, working with educational partners Adobe, Autodesk, Linux, Microsoft, Cisco, The Digital Marketing Institute amongst other prestigious brands, as well as Founder of his first

Start-Up Venture NIU, a design and development firm based in the Maltese islands. In 2013 Matthew was nominated for the Europe ICT StartUp Awards and was awarded the title of Innovative Entrepreneur in 2014. He is regularly invited as a guest lecturer at the University of Malta and is a regular contributor for a number of publications and local and international conferences and fora focused on education in the digital era, entrepreneurship and information technology. Matthew currently lives in the Maltese islands where he is fully focused on implementing a business strategy, identifying business opportunities & collaborations and developing strong customer relations for The Student Campus all over the globe.

### **Company Profile:**

The StudentCampus, a Software-as-a-Service (SaaS) company bringing together K-12 and Higher Education world class professionals and academics who have joined forces to design and develop a unique, intuitive, safe platform which positions students at the heart of the educational arena and encourages the creation of an educational footprint of students from their early years all the way up to graduation and employment. The Student Campus is scalable, affordable and secure and offers powerful metrics which gives schools the opportunity to monitor, evaluate and address students' progress throughout all stages of the learning process. Furthermore, this platform is renowned for being easy to set up, manage and use while together with innovation, stellar support remains one of the company's main traits. TheStudentCampus' ongoing investment and commitment to innovation, ensures that 2020Educational Trends including personalized, flexible and dynamic learning will be mastered by all schools, and the world will continue to celebrate students' achievement. Since the official launch during the prestigious Collide Conference in the USA, Malta's TheStudentCampus has been the selected platform by academies all over the world. While TheStudentCampus community continues to grow at a rapid pace, no expense has been spared to ensure that all educational entities have the opportunity to choose 24x7 support which guarantees that school administration teams, educators, guardians and above all – students, maximize learning and truly +621 celebrate the integration of technology in education. Furthermore, the company continues to invest endlessly in research and global studies to ensure that TheStudentCampus positions itself as a true leader of the EdTech community.

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## 15 - Valletta Legal



**Dr Mark Bencini.** Mark is a multitasking and multidisciplinary man and the firm's youngest partner. His days are mostly spent in meetings with clients or at his desk, dissecting contracts, dealing with Intellectual property issues, devising fiscal or corporate strategies that best suit his clients and advising foreign high net worth individuals about residency issues as well as estate and tax planning. He is a trusted advisor to organisations including Banks, Insurance Companies, Governmental Authorities and National Foundations.

In September 2014, Mark, together with other respectable members of the Council, embarked on a mission to create the Maltese-Turkish Business Council (MTBC). Together with the rest of the team, Mark has brought this organisation to life and within the ambit of one year, they have managed to make their voice heard in the business community both in Malta and Turkey. He perseveres to make the MTBC the primary point of contact for Maltese and Turkish businessmen alike, seeking like-minded people with whom they can do business in the other jurisdiction.

### **Corporate Profile:**

Valletta Legal is the law firm at the heart of our larger organisation. Our multidisciplinary team of legal practitioners provides consultancy services and representation to international business executives, private and public companies, governmental authorities, banks, entrepreneurs, investors as well as individuals.

Apart from offering legal advice and representation across the entire spectrum of civil and commercial matters, we also offer a full complement of Corporate Services as well as book keeping services. We further offer Fiduciary Services and act as Trustees licensed by the Malta Financial Services Authority.

We are proud to be based in the heart of the historic city of Valletta. Thus, we are in close proximity to most departments and organisations necessary for the conduct of our business, including the Courts of Malta and the Maritime Section of Transport Malta with whom we interact in relation to the various services offered under the heading of Maritime Law.

We understand that our clients all value efficiency as well receiving personal and professional attention and we endeavour to ensure that such level of service is maintained throughout.

Our business interest in Turkey is purely from the perspective of offering legal, fiduciary and financial services to organisations seeking trusted, proper and comprehensive guidance when doing business with Malta.

Our role in the Maltese-Turkish Business Council (MTBC) has helped us understand Turkish business culture in more depth. On the other hand, our presence on the board of the MTBC ensures that Turkish entrepreneurs seeking a trusted person in our field will immediately find a friendly face.

## 16 - TradeMalta

Mr Anton Buttigieg is the Chief Executive Officer of Trade Malta Limited. As Chief Executive Officer, Mr Buttigieg is responsible for executing the corporate mission of the agency and for achieving its long-term goals and objectives. Mr Buttigieg oversees the day-to-day operations of Trade Malta Limited.



Mr Buttigieg joined Trade Malta from Business Leaders Malta, the business services company, where he was Operations Director. He was previously Business Administration and Development Manager at Panta Lesco Group, a building management services company, Management Consultant at market research and training firm MISCO, and an Economist at the Central Bank of Malta. He graduated from the University of Malta with a Bachelor degree in Commerce, majoring in Economics, in 2000 before pursuing a Master's in International Economics and Management from SDA Bocconi, the Milan-based business school.



Mr Richard Scerri is the Head Trade Promotion, responsible for a number of trade promotional activities and programmes offered by Trade Malta. He graduated from the University of Malta in Business Administration, followed by an MBA from the Maastricht School of Management.

Mr Scerri has held a number of managerial positions both in the services and retail sectors. Further his main focus throughout his carrier to date has been business development, sales, operations and human resources management. Holding management positions in the Malta Institute of Management and Marks and Spencer, Malta. In particular, at the outset he formed part of the national export promotional agency that was responsible for assisting local companies in their export drive.

### **Organisational Profile:**

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.

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.

## 17 – Transport Malta



Ivan Sammut has 15 years' experience in the international maritime industry and graduated with a Master of Science degree in International Maritime Studies from the University of Southampton, United Kingdom. He is the current Registrar General of Shipping and Seamen, responsible for the Merchant Shipping Directorate within Transport Malta – the Malta Ship and Yacht Register. He is Malta's representative on the Administrative Board of the European Maritime Safety Agency (EMSA) and the European Sustainable Shipping Forum (ESSF). Mr Sammut is also Malta's head of delegation at a number of meetings of the International Maritime Organisation (IMO) and the International Labour Organisation (ILO). He is also a member of the Board of Directors of Yachting Malta and a member of the National Integrated Maritime Policy Committee.

For the last five years, Mr Sammut is entrusted to regulate, control and administer all matters related to ship and yacht registration under the Malta flag and their technical performance with regards to safety and pollution prevention and to promote Maritime Malta with the international shipping community. He is also entrusted with regulating the employment and certification of seafarers and to promote and advance the skills of seafarers and of persons employed in the maritime industry, to foster Malta's relations in international shipping fora and to administer the implementation of maritime and other related international conventions and agreements.

### **Organisational profile:**

Malta has a centuries old Maritime tradition. The strategic location of the Maltese Islands at heart of the Mediterranean Sea, its natural harbours, and the entrepreneurial and maritime skills of its people have, since time immemorial, conspired with its history and millennial culture to transform this European sovereign state into an international maritime service centre.

Building on its long and varied maritime tradition, Malta, a member of the European Union, has today established itself as one of the leading maritime hubs and service centres in the Mediterranean region.

Placed to become an international centre of excellence in the maritime industry, the Island offers a whole range of international maritime services and facilities as part of a comprehensive package for the maritime industry.

Malta's long tradition and revival as a maritime services provider has led to the establishment of the Maltese flag as a reputable flag of choice and quality through the open Maltese register for ships, bare boat charters and mortgages.

Maritime Malta has also developed a very strong legal and regulatory platform that has enabled the Malta flag to become a reputable international ship register which is now established as one of the largest in the world.

Vessel registration under the Malta flag and the operation of Maltese ships is regulated by the Merchant Shipping Act of 1973, a law based in the main on United Kingdom legislation but subsequently revised and amended in 1986, 1988, 1990, 2000 and 2010. The main legislation is supplemented by a comprehensive set of rules and regulations.

Ship registration and the provision of all ancillary services is the responsibility of the Merchant Shipping, a body set up by an act of Parliament within the aegis of the Ministry responsible for maritime affairs.

Besides providing ship and yacht registration services, the Merchant Shipping is also responsible for the regulation, control and administration of all matters related to merchant shipping, the certification of seafarers, the fostering of Malta's relations in international shipping fora, and the administration and implementation of international maritime conventions and agreements.

The Merchant Shipping is now, more than ever, giving increasing and fundamental importance to safety of life at sea and the prevention of pollution from ships as well as compliance with international maritime conventions.

The Directorate is headed by the Chief Officer responsible for Merchant Shipping who in terms of law is also the Registrar-General of Shipping and Seamen



## 18– HBM Group



Sarah Borg is a director of HBM Group in Malta and its associated companies including HBM Malta Limited and e-Management Limited. Sarah joined the group in May 2009 and is primarily responsible for HBM Malta's internal group accounting and HR matters, as well as overseeing the Accounting Strategic Business Unit. In such roles Sarah also manages client corporate and accounting matters including the maintenance of proper books of accounts in accordance with Malta company legislation and International Accounting Standards. Sarah has been actively involved in the corporate services sector since 2006. Prior to joining HBM Group, Sarah spent 4 years working in the Taxation and Legal Department of one of the 'big four' audit and advisory firms in Malta,

during which time she was exposed to the international business climate; as well as various world-renowned players in the financial services industry. Sarah speaks fluent English, Italian and basic French.

### **Company Profile:**

HBM Malta Limited is a dedicated business division of an international group of companies, namely the HBM Group, established in 1991 by Herman J Behr in Curacao. Shortly after establishing the office in Curacao, offices were also established in Aruba, the British Virgin Islands, and Panama To date HBM Group has operational Rep. offices in 13 jurisdictions including The Netherlands and Malta. In 2000 e-Management N.V. was formed to become the leading e-commerce company solution organisation in Curacao, and a couple of years after expanded the business and also established e-Management in Malta. Today the global HBM Group maintains a physical presence in multiple jurisdictions and boasts of substantial team of experienced and dedicated professionals, with many years of experience in assisting clients from all over the world with their international business requirements ranging from company set-up, formation, domiciliation, and international corporate structuring, to providing directorship and trustee services, all of that while also providing the required back-office services such as accounting and corporate-secretarial services.

HBM Group's presence in Malta is manifested through HBM Malta Ltd. and e-Management Ltd. Both HBM Malta Ltd. and e-Management operate as Company Service Providers (CSP) in terms of the Company Service Providers Act (Chapter 529, Laws of Malta) and, as such, both provide a full complement of corporate services including, inter alia, company incorporation and administration, domiciliation, directorship, accounting and corporate secretarial services.

Moreover, HBM Group is currently in the process of consolidating its presence in Malta as well as enhancing its service offering through HBM Trustees Ltd, a Maltese company in formation, which is presently in the final stages of obtaining authorisation by the Malta Financial Services Authority ('MFSA') to act as a trustee of trusts, to act as administrator of private foundations and to provide fiduciary services in terms of the Trusts and Trustees Act (Chapter 331, Laws of Malta).

To ensure the right solution, HBM Group is dedicated to understanding the client's priorities. HBM Malta Limited can guarantee the highest standard of business ethics, the utmost confidentiality, and state-of-the-art technology.

HBM Malta Limited's service portfolio comprises the following:

- Company set-up and incorporation services;
- Regulatory and licensing consultancy;
- Directorship and management services;
- Accounting and administrative services;
- Back-office and support services;