

*Malta Vision 2015 and Beyond:
A Path to a Knowledge Based Economy*

Presented:
April 30, 2010

competitive analysis
&
targeting

market ready strategies

Who We Are

- **Leading Economic Development Consultancy in the US**
- **Specializing in Site Selection**
 - Semiconductor, ICT, Electronics
 - Data Centers, Solar, Wind, Energy
 - & High Tech Manufacturing sectors
- **Economic Development Strategic Planning**
- **Economic Impact, Analysis & Research**





Purpose of AE Engagement

Vision 2015 and Beyond seeks to build upon the Government's original ***Vision 2015*** to identify economic development opportunities leveraging Malta's unique assets towards higher value economic growth, job creation and wealth creation



Vision 2015 and Beyond: Project Phases/Process

Project Kick Off
and Public Input

Conduct key interviews, focus groups and surveys to gather information on the issues affecting Malta's short and long-term economic development prospects

1

Market
Assessment

Establish a baseline of demographic, economic, and workforce data to create an accurate analysis of the Maltese economy;
Identify strengths, weaknesses, opportunities, and threats; and identify issue areas

2

Target Industry
Analysis

Identify target industry clusters and specific niches; assess location and expansion trends

3

Competitiveness
Assessment

Assess Malta's competitiveness versus leading benchmark nations, while exploring opportunities to enhance competitiveness

4

Action Strategy
and Marketing Plan

Develop an implementable, actionable strategic plan and marketing strategy

Strategic Areas

Workforce &
Education

Quality of Life

Business Climate

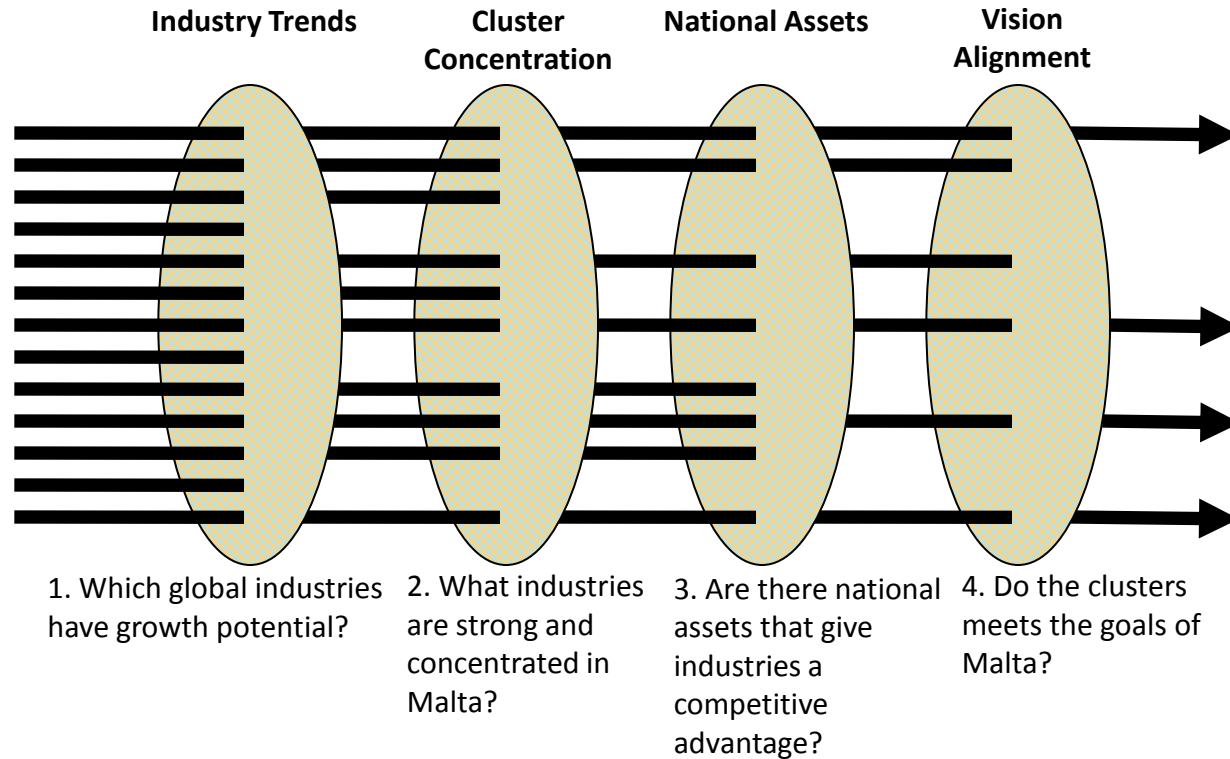
Sites &
Infrastructure

Economic
Development &
Marketing



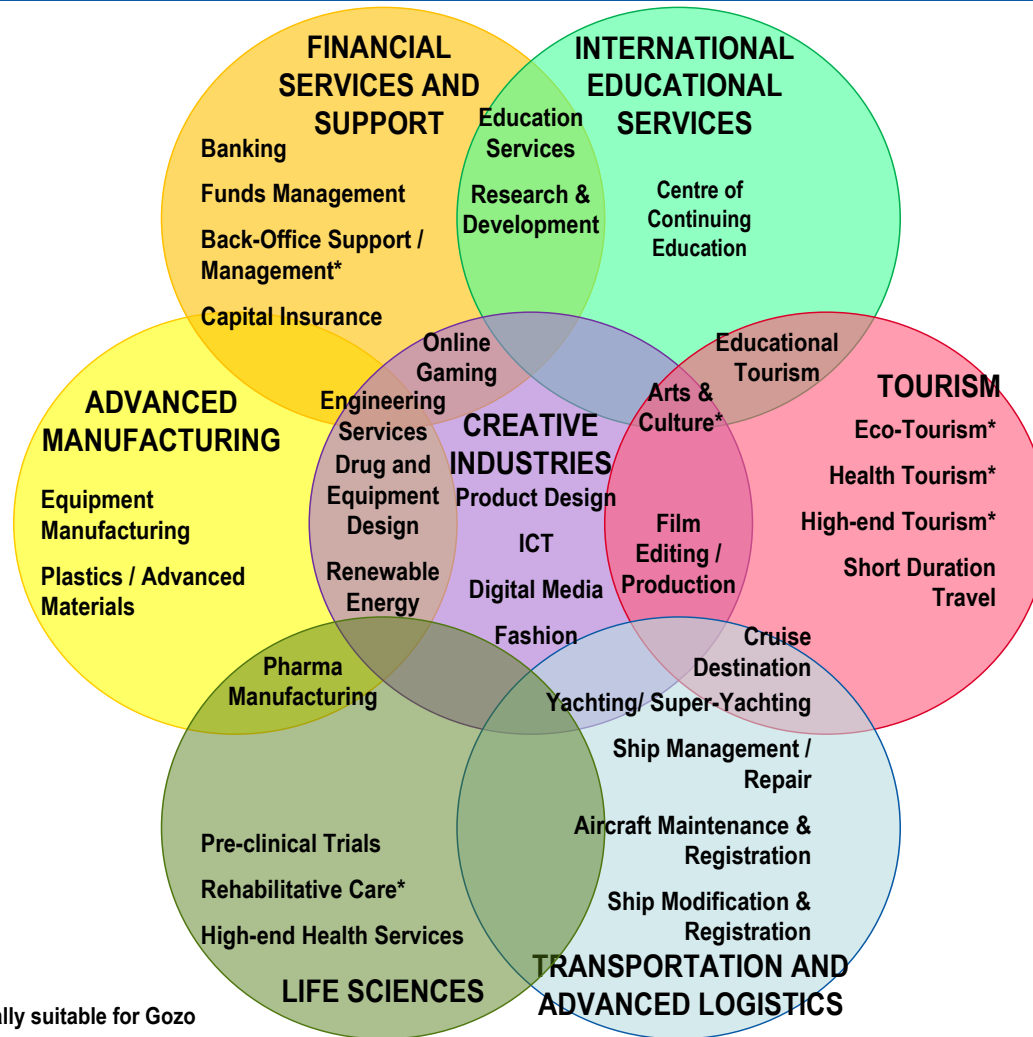
Target Industry Selection Process

ANGELOUECONOMICS TARGET INDUSTRY SELECTION PROCESS



Vision 2015 and Beyond: Target Industry Recommendations

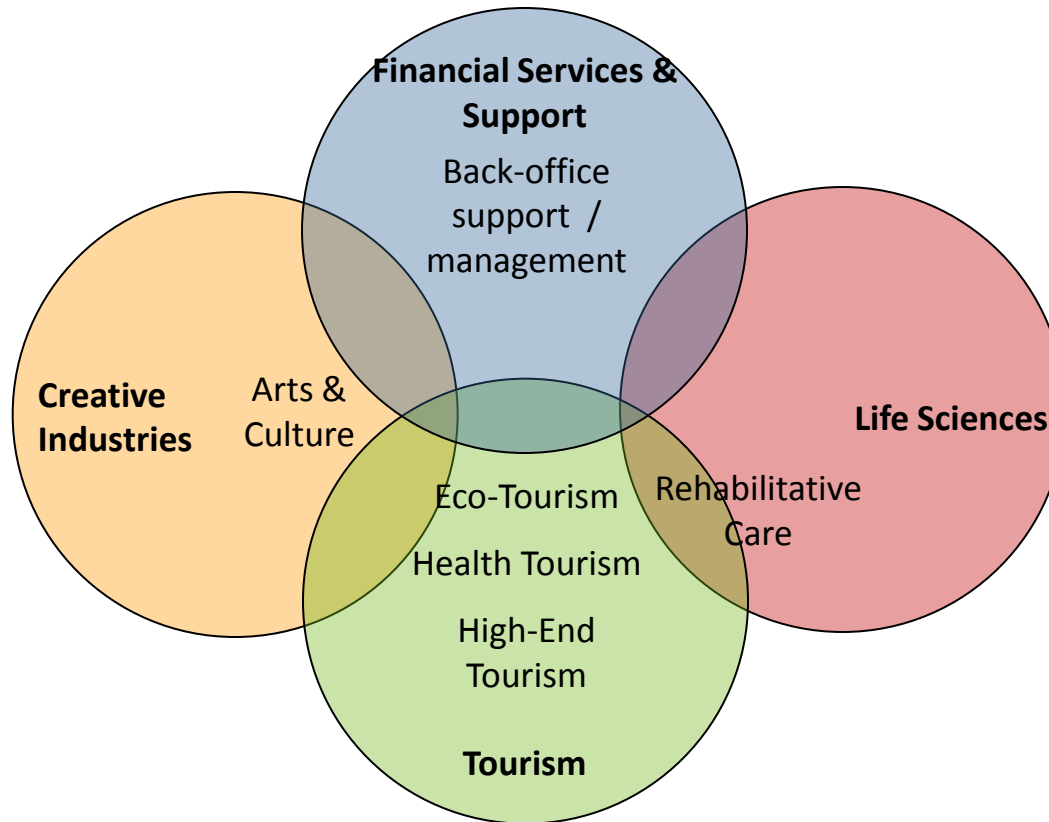
INTERRELATIONSHIP OF MALTA TARGET INDUSTRIES



*Niches especially suitable for Gozo



Gozo Specific Target Industries





Financial Services and Support

FINANCIAL SERVICES & SUPPORT

PRE-2008 NACE SECTOR COMPONENTS

Description

Financial Intermediation

DEFINITION

Businesses which manage money, including banks, consumer finance companies, stock brokerages, insurance companies, and investment funds.

Niches include:

- Banking
- Funds Management
- Capital Insurance
- Trusts
- Linkages to North Africa
- Back-Office Management

INDUSTRY

- Total Malta Employment (2008): 6,000
- Total EU Employment (2008): 6,599,523
- % Malta Employment Growth ('00-'08): 7.14%
- % EU Employment Growth ('00-'08): 6.74%

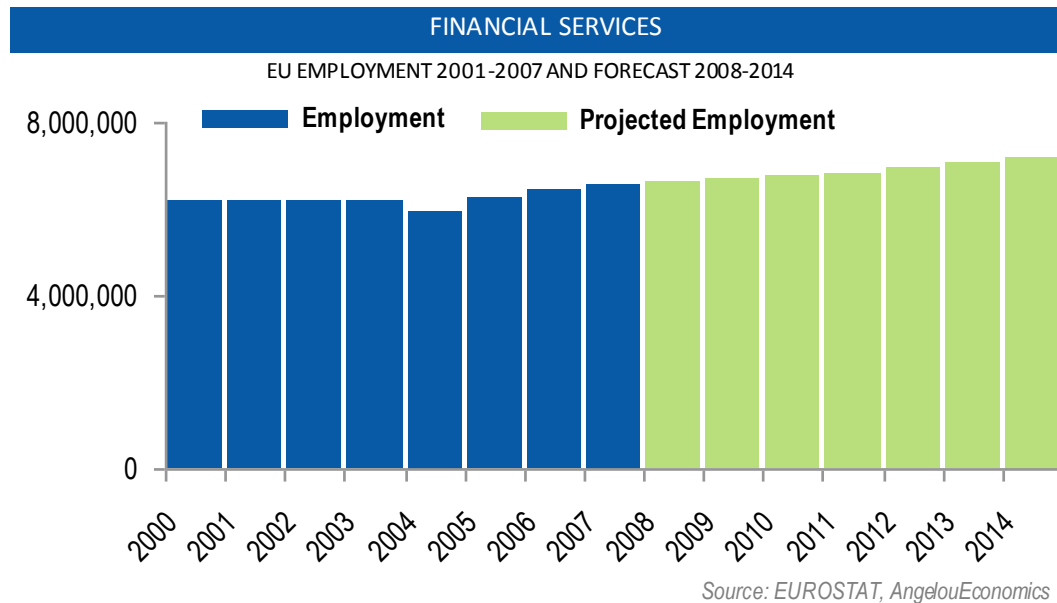
LOCATION CRITERIA

- Educated Labour Force
- Strong Tax and Policy Structure
- Excellent ICT
- Desirable Quality of Life

Description – The Financial Services and Support industry includes financial products such as commercial banks, savings, credit companies, investment and brokerage houses, and insurance.



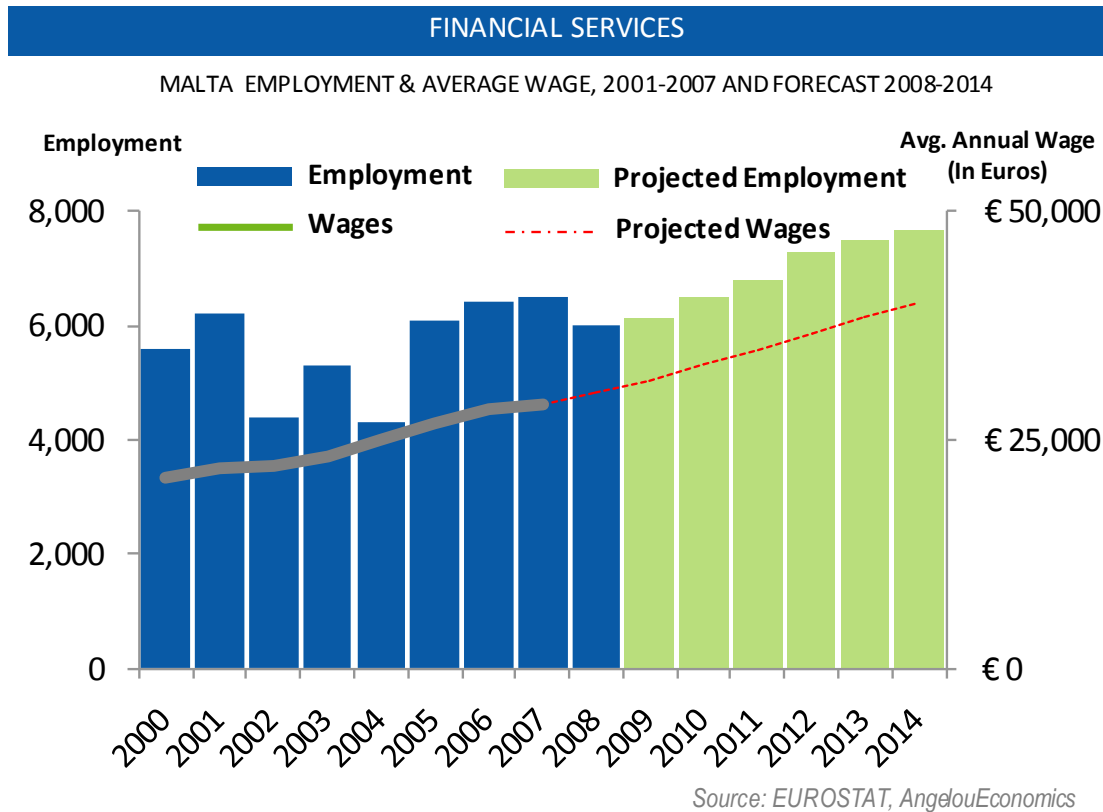
Financial Services – EU Trends



- Significant impact from the global economic recession
- Highly impacted on pending legislative changes
- The International Monetary Fund (IMF) has already adjusted global growth expectations upward for 2010 from the 3.1 percent forecast in October to 3.9 percent in January.



Financial Services - Malta



- Malta's favorable regulatory regime has been the primary driver for growth
- In spite of the global economic slowdown, Malta's diversified financial sector has remained strong
- Malta's strong financial record of accomplishment and stable economy will continue to drive growth in this sector



Market Opportunities

- Wealth Management Administration
- Banking
- Funds Management
- Captive Insurance
- Trusts
- Linkages to North Africa
- Back-office management



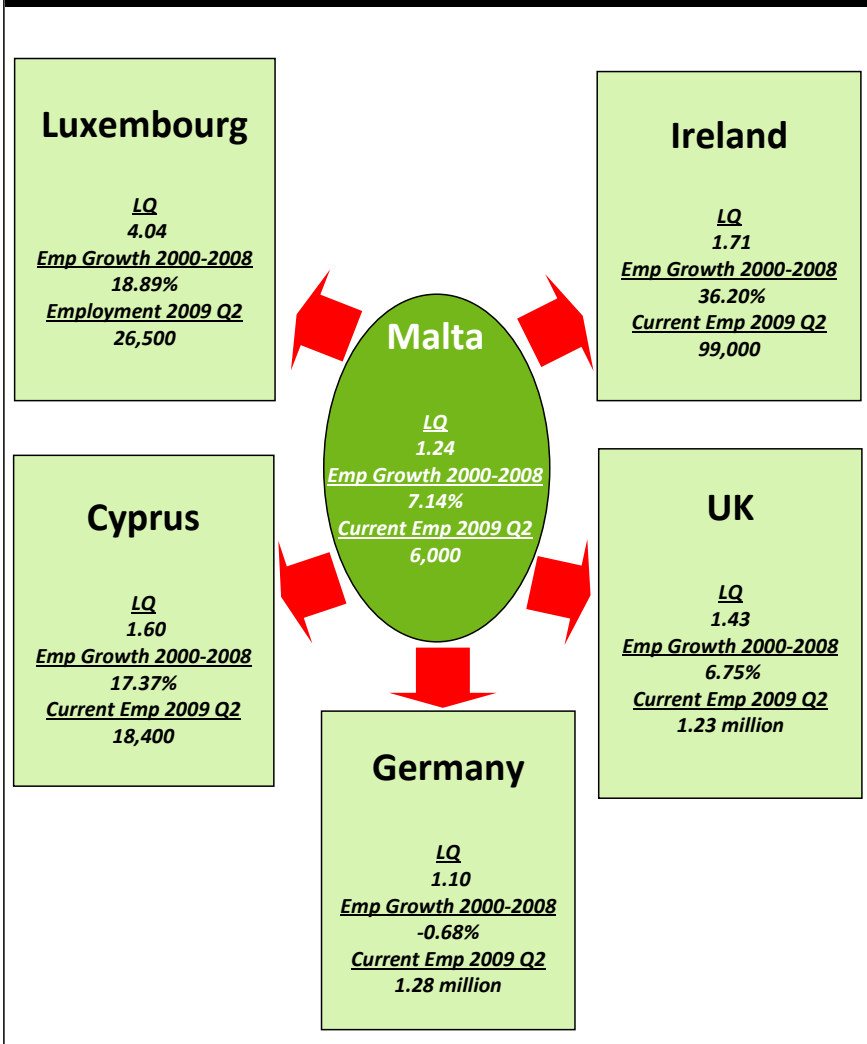
Location Decision Factors

- Reputation
- Tax and Policy Regime
- Easy Access to Regulator
- Cluster Effect / Support Services
- Legislative Agility
- Stability / Familiarity of Framework / EU Umbrella
- Skilled Labour Force
- Quality of Life
- ICT



Leading EU Benchmarks

LEADING EU NATIONS WITHIN FINANCIAL SERVICES SECTOR



Source: Eurostat

FINANCIAL SERVICES & SUPPORT CLUSTER STRENGTH

Country	Luxembourg	Ireland	Cyprus	UK	Malta	Germany
LQ	4.04	1.71	1.60	1.43	1.24	1.10



Next Steps

We need your input!

**Please complete the FinanceMalta –
Vision2015 survey in your packets.**

**Visit the project website to review the reports
and learn more about the project:**

www.Vision2015.gov.mt

thank you.



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