

FINANCIAL  
SERVICES

# TAKING THE NEXT QUANTUM LEAP

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# Agenda

1. Key Initiatives - CY 2016
2. State of Play of the Industry
3. Plans Going Forward - The Next Quantum Leap

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# **FinanceMalta**

## **Key Initiatives - CY 2016**

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# Key Financial Sectors

An ecosystem of financial sector diversity



# Key Communication Platforms

**Conferences  
and Events**



**Technology -  
Website and  
Email  
Marketing**



**Educational  
Clinics**



**Print, PR  
and Social  
Media**



# Conferences and Events

## 52 National & International Initiatives



# Technology Dedicated Website

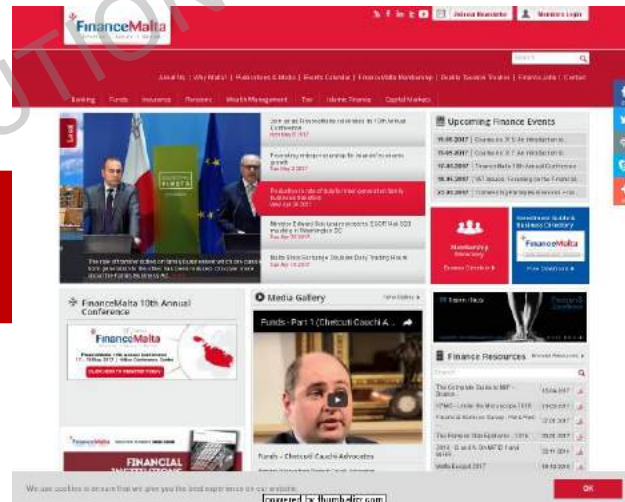
Digital Audit and SEO initiatives  
increased site visits by **28%**

**115,918 sessions**

CY 2016

**90,210 sessions**

CY 2015



## Print Media

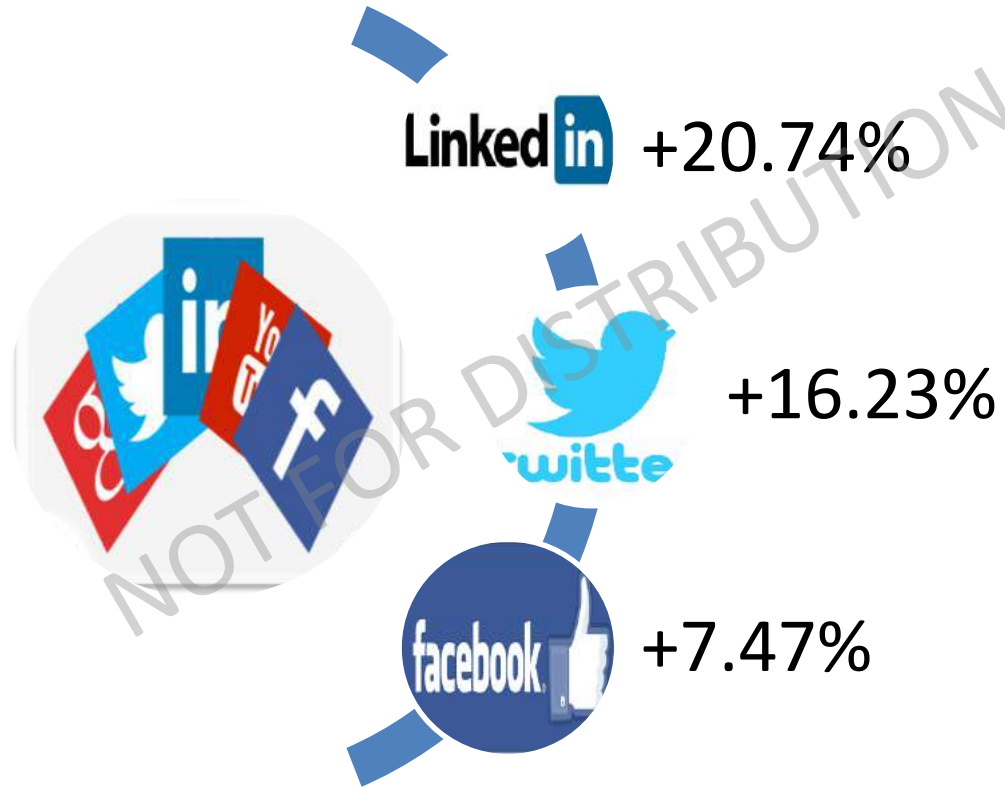
### Key Sector Reports

- 43 Thought Leadership Articles
  - Specialist Sector Guides
  - Participation in Key Media Specialist Publications
- 
- Europe GCC Trade and Investment Guide
  - HFM Malta Report
  - Captive Review
  - IFC World Malta
  - International Securities Services
  - Wealthbriefing Report
  - Intelligent Insurer
  - IFC Economic Report
  - Captive Review - ILS Report
  - Intelligent Insurer





# Social Media Platforms



# Educational Clinics

- UCITS V
- Legal Skills and the Financial Sector
- Common Reporting Standards



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# State of Play of the Industry

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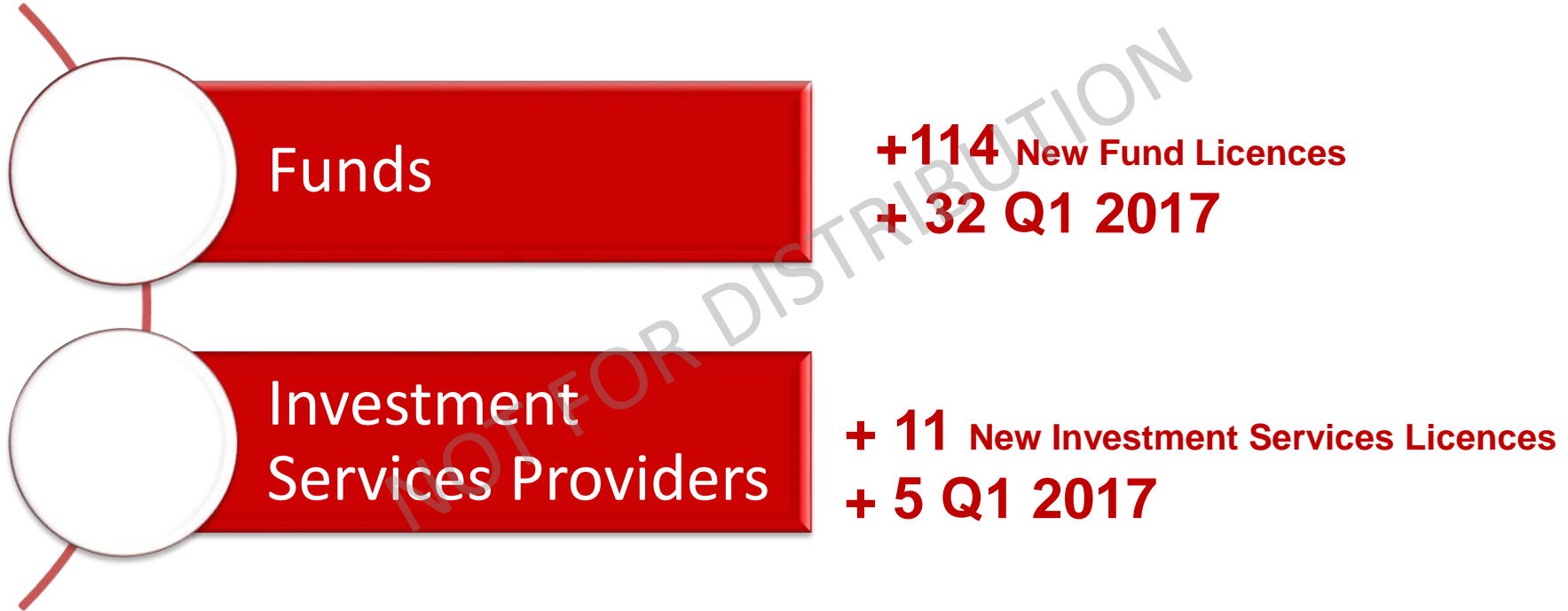
# Malta's Financial Services Industry

## Defined Clusters Shaping the Financial Services Industry



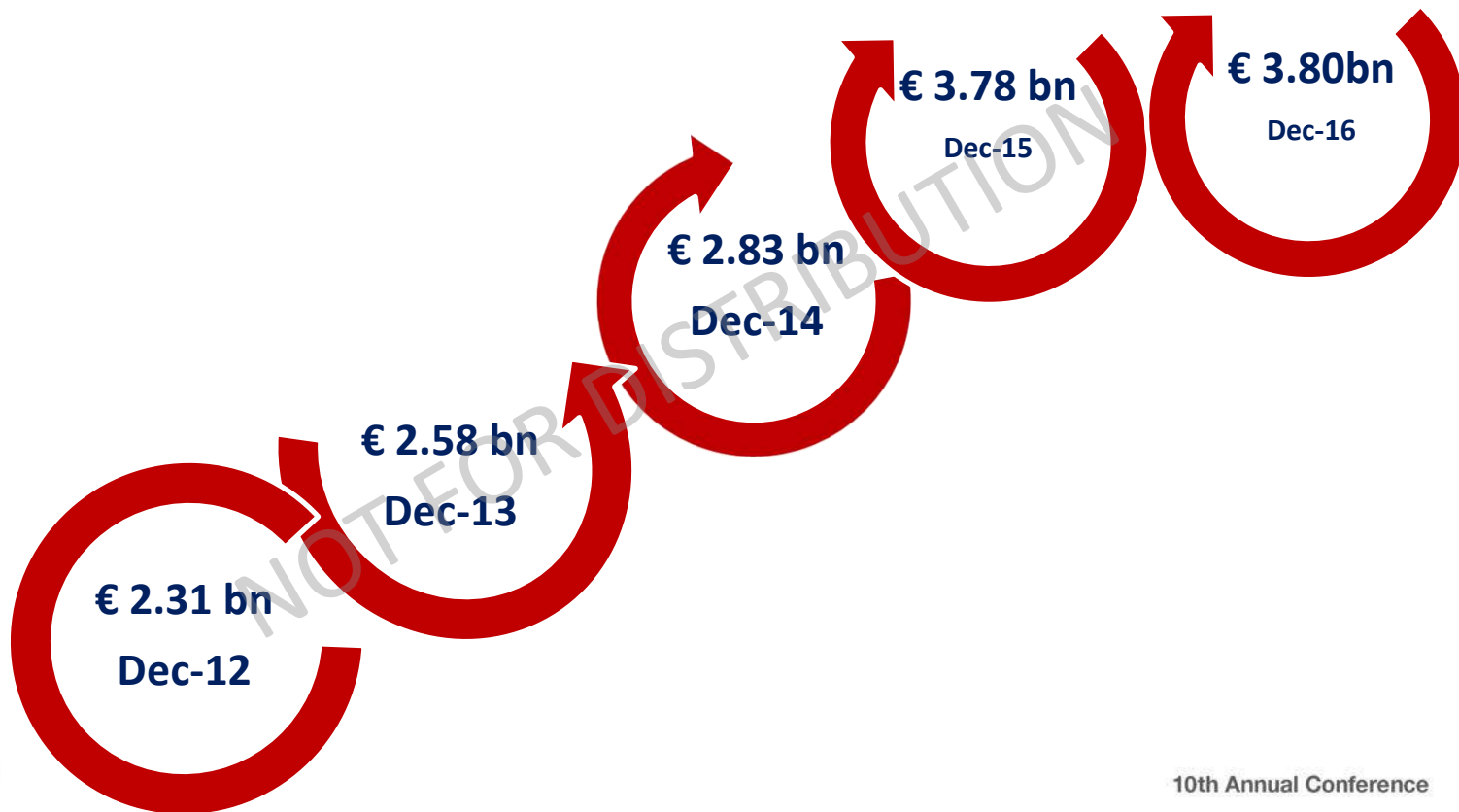
# Funds & Asset Management Sector

## Sustained Growth in New Business over 2016



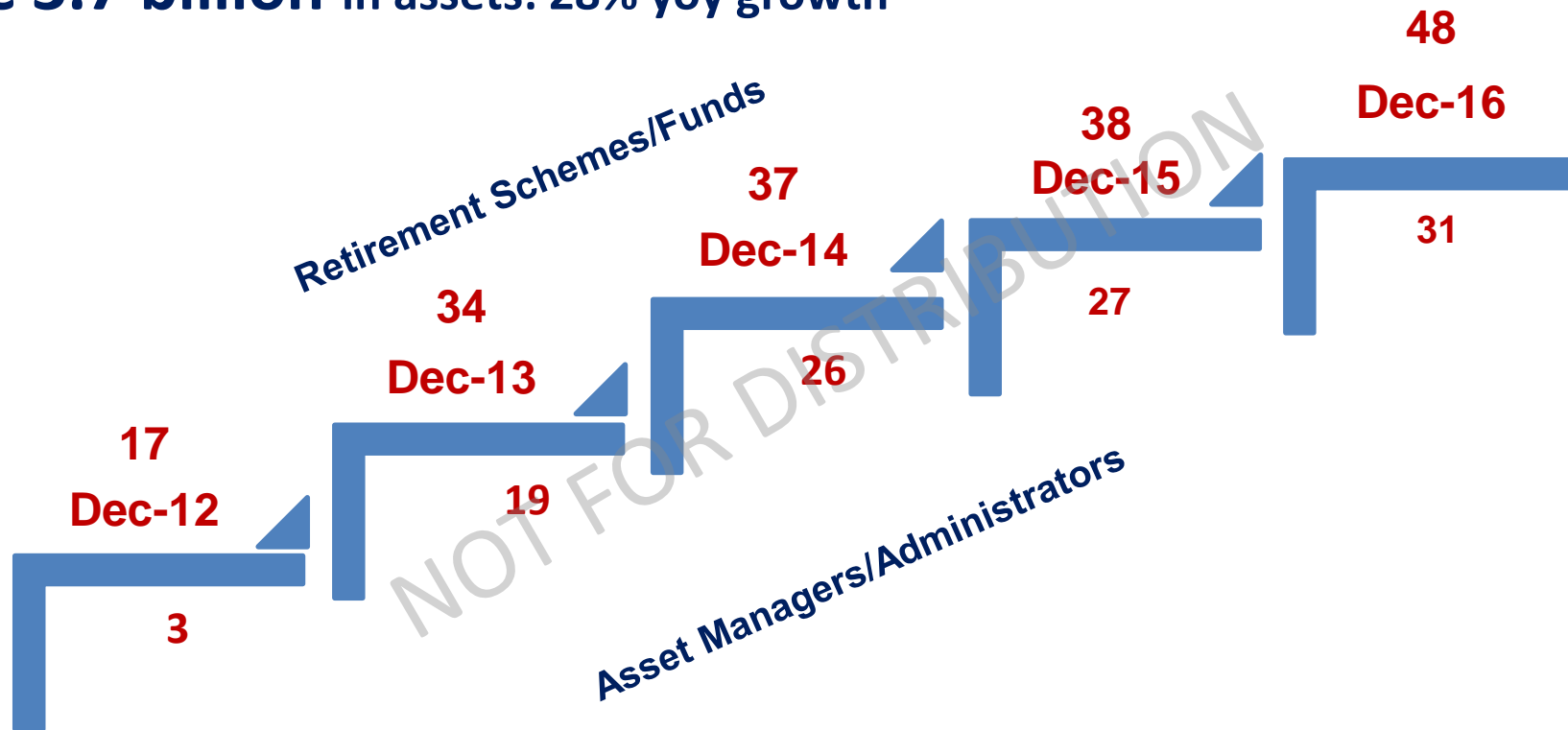
# Insurance Sector

## Gross Premiums Written

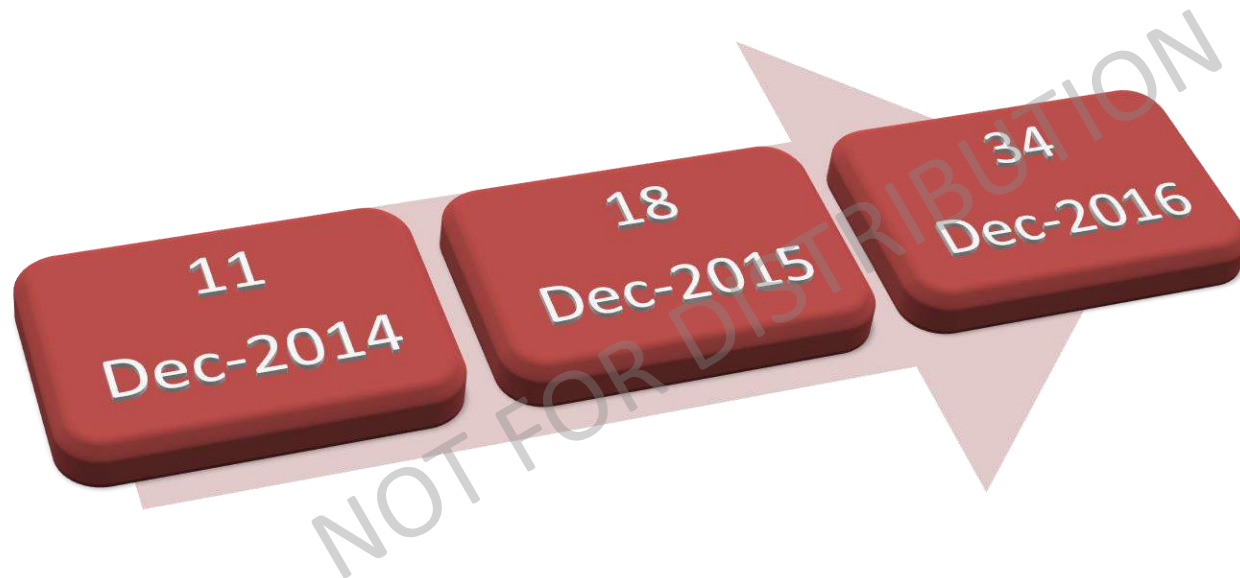


# Growth Traction in Pension Business

€ 3.7 billion in assets: 28% yoy growth



# Securitisation is Back!!

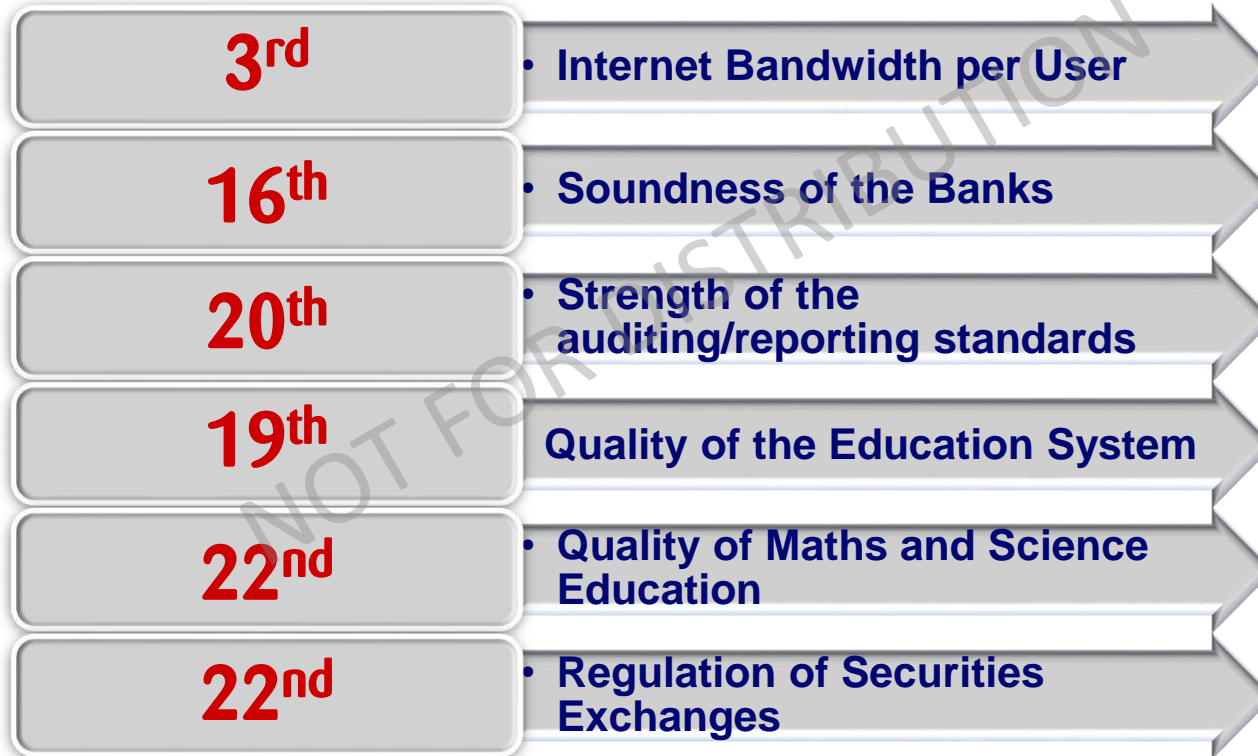




## International Attestations

### 1<sup>st</sup> Quartile Ranking for Malta in the Global Competitiveness Index 2016/17

Rank out of 138 Countries



# Plans Going Forward

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### 3 Key Thrusts

- 1. Sustain the Growth Traction Achieved in the Key Financial Sectors**  
Intensify key promotional initiatives in Europe/EEA – UK, Italy and Switzerland
- 2. Strengthen Malta's Presence in Relatively New Markets**  
Strong events calendar covering US, Abu Dhabi, Dubai, Singapore and China
- 3. Sustain Innovation and Devise a Strategy for the New/Emerging Sectors**  
Think Tank - FinanceMalta, IFSP and MFSA

# Acknowledgements

- **Sponsors ñ Managing Partners Group**
- **Speakers**
- **Government of Malta and the Malta Financial Services Authority and the Malta Stock Exchange**
- **Members - Industry Practitioners and Operators**
- **Board, Management & Staff at FinanceMalta**

**Thank You**

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