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Kenneth Farrugia

Chairman's Statement

2012 - Ushering the entry of the new normal in financial services

The developments that characterised the year under review brought about a continuum of the recurring financial and competitive challenges that many financial and credit institutions have now become accustomed to dealing with year in year out.

Yes, this is the new normal; an environment characterised by a fast changing legal, regulatory and market environment which we have all become accustomed to. First we had to deal with the problems faced by quite a number of credit institutions operating primarily in developed markets followed by a sovereign crisis whose magnitude was an unprecedented one and as we thought we were on course to restore the health of the European economy and its growth roadmap, up comes the Cypriot problem.

As we approach the end of each calendar year, it has become habitual to prepare a perennial list of the key issues that we will have to manage in the new year characterised by the undeniable fact that the financial services sector is facing various interdependent challenges which is leading companies in this dynamic industry to a strategic rethink of their positioning in the market as well as their business models.

The main challenge here is to simultaneously manage and remain attentive to the impact of the fast changing dynamics facing this industry.

Notwithstanding the market environment, Malta's financial services industry has managed to sustain its growth momentum.

The key sectors driving the growth of the industry, most notably the insurance, and funds sectors have continued unabatedly to register growth. Other sectors such as banking, trusts and foundations sectors have remained buoyant as the following table clearly confirms

	2010	2011	2012
Banking			
Credit and Financial Institutions	38	40	50
Insurance			
Insurance Undertakings and Intermediaries	78	83	87
Pensions			
Schemes	6	13	17
Administrators	5	7	9
Managers	3	3	3
Securities			
Investment Services	102	109	113
Recognised Fund Administrators	18	24	26
Collective Investment Schemes (New Licences)	108	179	128
Trusts			
Authorisations - Trustees, Fiduciary Service Providers and Administrators	117	123	131



In order to support the growth of these sectors, FinanceMalta has continued with its impetus to strengthen the visibility of Malta outside its shores through various initiatives that were organised over the year. No less than 29 initiatives were organised in 2012 using the various media channels and platforms.

These included the organisation of our own conferences and seminars, participation in third party conferences covering funds, insurance and trusts. FinanceMalta was equally active in the print media through the publication of thought leadership articles and the sponsorship of key sector driven publications covering the key areas of the industry contributing to its growth.

Yet again, technology has been leveraged to strengthen Malta's brand and communicate its value proposition through the concerted use of webinars, podcasts, electronic promotional mailings, website updates and our quarterly newsletter which is sent to an 8,000 strong database of contacts established over the years through the various initiatives organised so far. Our entry in the social media space has further complemented the array of initiatives using the e-media having established presence on YouTube, Twitter, Facebook and Linked-in.

FinanceMalta's marketing collateral was further strengthened through the launch of five sector guides which were found to be highly useful by our members and potential investors complementing the highly coveted Investment Guide and Business Directory.

All these initiatives were supported by a PR strategy which amongst others included international media releases, meetings with international journalists and media houses, as well as consuls and ambassadors.

A brief description of the events organised over the period under review are detailed in this report.

Acknowledgements are due to all the stakeholders that have been pivotal to the organisation of these high quality initiatives. The support and guidance of the Board of Governors as well as the drive and loyalty of the management and staff is highly laudable and I am highly appreciative of their contribution and efforts. Equally, I must also thank our members and sponsors for the various forms of support that they have extended to FinanceMalta along the years. Recognition is also due to Malta Enterprise for having partnered with us in a number of initiatives and last but not least, the support of the Government of Malta and the MFSA was yet again invariably present when needed.

Today, as a result of the various initiatives organised so far by both FinanceMalta as well as various other stakeholders, Malta has managed to create brand equity insofar as its financial services brand is concerned.

However, going forward, as with all brands, it is imperative that we have in place a concerted plan to sustain Malta's financial services brand visibility in the longer term particularly in the light of the industry's ongoing challenges which may easily, and in a short time frame, wipe out this industry.

Last November, the Board of Governors have approved FinanceMalta's plan of initiatives for 2013. Apart from sustaining Malta's visibility through the organisation of various international initiatives similar to the ones organised so far, during 2013, FinanceMalta's initiatives will aim to target various international financial services operators in a more granular manner.

From a strategic point of view, the Board initiated the process to analyse the current sector priority pillars of the financial services industry in Malta but particularly to identify new areas of business which may be targeted in 2014 and beyond. The exercise is planned to be finalised by the end of April 2013 and will be duly communicated to our members accordingly.

Lastly, it is imperative that Malta's service orientation and "can do" mindset is sustained going forward. It is only through our responsiveness and ultimate service experience that Malta may differentiate its value proposition in a sustainable manner.

Board of Governors



Kenneth Farrugia, Chairman

Kenneth Farrugia joined Bank of Valletta plc in October 1985, and has occupied various roles within the BOV Group. He currently sits on the executive committee of the Bank and holds the post of Chief Officer at Fund Services. Kenneth is also a director on the Board of Valletta Fund Management Limited, the bank's fund management arm. Within the financial services industry, Kenneth serves as Chairman of the Malta Funds Industry Association and is also a member of the management committee of the Depositor and Investor Compensation Schemes. Kenneth was appointed as Governor on the Board of FinanceMalta in 2007 and Chairman of the Board of Governors in April 2009.

Governors representing the Government of Malta



Joe V. Bannister, Deputy Chairman

Professor Joe V. Bannister is Chairman of the Malta Financial Services Authority, a position he has held since 1999. He also held the post of Chairman of its predecessor, the Malta Financial Services Centre, between 1995 and 1997. From 1990 to 1994 he was Chairman of Malta's inward investment authority (Malta Development Corporation). After graduating in science from the Universities of Malta and Oxford (UK), he held positions at both Universities and also at the Cranfield Institute of Technology (UK) and was Pro-Rector at the University of Malta from 2002 to 2006. He has served as Chairman of Tri-Med Fund Management Limited (1998 to 1999) and Mid-Med Bank Overseas Limited (1999) (both subsidiaries of Mid-Med Bank Ltd). Professor Bannister is an independent director of a number of non-Maltese investment funds (hedge funds) on behalf of international institutions.



Alan Caruana, Governor

Alan Caruana represents the Government of Malta on the Board of Governors of FinanceMalta. Alan is a Fellow of the Malta Institute of Accountants, an IT Auditor, and holds an MBA in General Management through the University of Bath. He heads the secretariat to the Minister of Finance, the Economy and Investment and his current role is that of managing multiple national projects where the Government of Malta has the lead role. He lectures in project management at Masters Level at the University of Malta, and is on the University of Malta Council. He was a senior management consultant at PricewaterhouseCoopers and a director of various institutions.



Michael Xuereb, Governor

Dr. Michael Xuereb is Director responsible for Regulatory Development at the Malta Financial Services Authority. Between 1995 and 1999 he served as General Manager of the Malta Development Corporation, Malta's inward investment promotion agency, which he had joined as Legal Advisor in 1989.

Prior to this he held the post of Counsel for the Republic within the Attorney General's Office. Dr. Xuereb read law at the University of Malta and also holds a Masters Degree in Financial Services.



Vincent Callus, Governor

Vincent Callus is currently giving services to the Malta Financial Services Authority in an advisory capacity. Before retiring from Government service, he used to occupy the position of Director, International Taxation in the Income Tax Division of the Ministry of Finance, the Economy and Investment. Over the years Vincent has been involved in many legislative changes which have been made to the income tax system in Malta. He has also been involved in negotiations on EU matters and has been a regular member of Malta's team for the negotiation of tax treaties for a long number of years.

Governor representing the Banking Industry



Mark Watkinson, Governor (appointed 1 December 2011)

Mark Watkinson was appointed Chief Executive Officer of HSBC Bank Malta p.l.c. on 1st January 2012 and Director on 14 February 2012. Prior to taking up his appointment in Malta, Mr. Watkinson was Head of Commercial Banking for North America based in New York. Mr. Watkinson has worked for HSBC for 26 years. In the past 5 years he has worked in New York, Toronto as Head of Commercial Banking for HSBC Canada and as President and Chief Executive Officer for HSBC Bank in the Philippines.

Governors representing the Insurance Industry



John Tortell, Governor (resigned 30th April 2012*)

John Tortell has been involved in the local insurance industry since 1985. Since the country's entry into the EU he was one of the first local operators to set up a joint venture operation with an overseas insurance manager.

He has now been elected as the Chairman of the Malta Insurance Managers Association.



Alberto Bisazza, Governor (appointed 1st May 2012)

Alberto Bisazza is the GM and director of KDM Insurance Brokers PCC Limited and is a registered insurance broker, authorised by the Malta Financial Services Authority. Having been in the insurance industry for the past 19 years, Alberto worked in various insurance sectors both with underwriters and agencies handling corporate business before moving to insurance broking. In 2006 Alberto set up KDMIB within the KDM Group of Companies. In August 2011, Alberto was influential in seeing the conversion of KDMIB to a Protected Cell Company, the first broker firm to be converted into a Protected Cell Company. Alberto was elected chairman of the Insurance Brokers Association of Malta (AIB) in May 2012.

Governor representing the Institute of Financial Services Practitioners



Andrew Manduca, Governor

Andrew Manduca represents the Institute of Financial Services Practitioners on the Board of Governors of FinanceMalta. Andrew is currently the Chairman and Senior Partner of Deloitte.

He leads the firm's international tax department and acts as Lead Client Service Partner to a number of international clients operating in and from Malta. Andrew is also the firm's International Services Co-Ordinator. He is the current Chairman of the Malta Branch of the International Fiscal Association (IFA), President of the Institute of Financial Services Practitioners (IFSP) and a past President of the Malta Institute of Accountants (MIA).

**This resignation is due to a rotation system between the different associations represented on the Board of Governors of FinanceMalta*

Executive Management



Bernice Buttigieg, Head of Administration and Secretary to the Board

Dr. Bernice Buttigieg graduated Bachelor of Arts (B.A. Legal & Humanistic Studies) and Doctor of Law (LL.D.) from the University of Malta. In 2005 she attained a Diploma in Canonical Marriage Cases, Jurisprudence and Procedure while in 2008 she graduated in Magister Juris (European and Comparative Law). Having had the role of Secretary General with the Institute of Financial Services Practitioners and the Malta branch of the International Fiscal Association, she was entrusted with supporting the setting up of STEP(Malta) and later on, FinanceMalta. Bernice is a director of the Accountancy Board and Head of Administration as well as Secretary to the Board of FinanceMalta.



Bruno L'ecuyer, Head of Business Development

Bruno L'ecuyer joined FinanceMalta in 2009 as Head of Business Development. A graduate of the University of Birmingham majoring in International Business with Honours, Bruno has led a diverse range of internal and external short term communications projects focussing his expertise on multinationals in the areas of finance, insurance, banking, pharmaceuticals, sports, and luxury goods in both public and private sectors.

He has held positions in London, Paris and Hong Kong. Bruno is responsible for Business Development, Corporate Communications and Strategic Marketing.

Members of Staff



Giselle McKenna
Administrative Assistant



Lizianne Gauci
Administrative Assistant
Seconded by IFSP



Lindsey Piccinino
Administrative Assistant
Seconded by IFSP



Mary Darmanin
Research Officer
Part-time; seconded
by MFSA



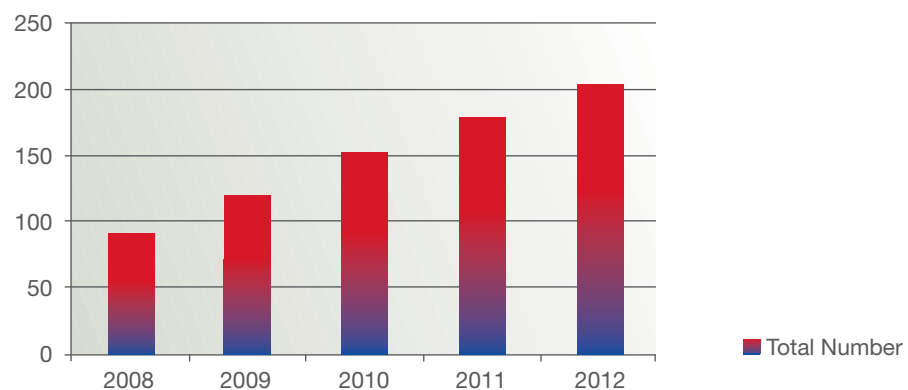
FinanceMalta's Membership

FinanceMalta's array of promotional initiatives has continued to attract an increased number of members to its fold across the three membership categories of the foundation: corporate members, affiliate members and student members. Further details are provided hereunder:

Corporate Membership

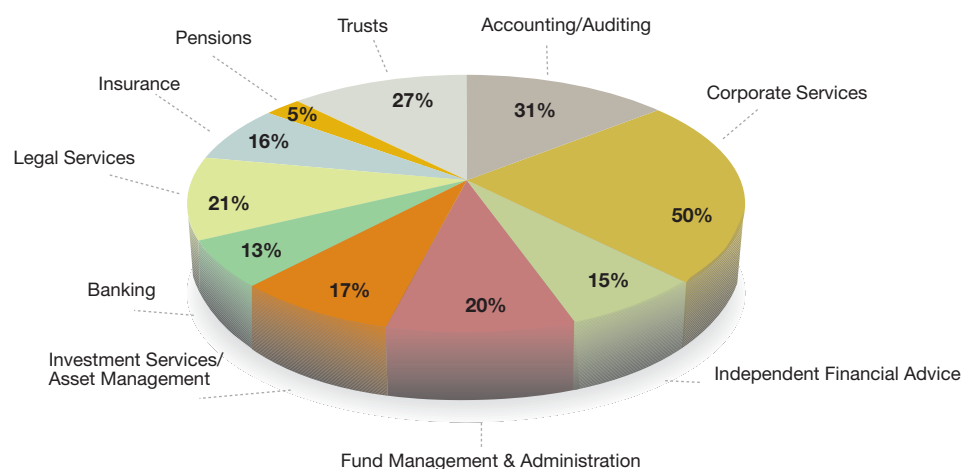
During 2012, the number of FinanceMalta corporate members reached 204, with 31 new member companies registered during the year.

Corporate Members



FinanceMalta's corporate members represent various sectors of the financial services industry as indicated in the chart below:

Sectors of Corporate Members 2012



The numbers listed on the pie chart are the number of Companies that fall under that category. It is important to note that each Company falls under more than one category so if these numbers are added together this does not reflect the total number of corporate members. Total numbers of corporate members in 2012 was 203.

Affiliate Membership

Further to FinanceMalta's launch of the affiliate membership programme in September 2010, FinanceMalta has exceeded its expected target of 60 affiliates in 2012.

This membership category is aimed at companies operating in the non-financial sector who would indirectly benefit from the growth of the financial services industry such as business services, education, recruitment, telecommunications & IT, travel & transport and accommodation services.

Student Membership

FinanceMalta has maintained close collaboration with University students through their representative bodies at the University of Malta, namely ASCS, Ghsl and ELSA during 2012.

In this manner, University students at the Faculty of Economics, Management and Accountancy (FEMA) and the Faculty of Law are kept constantly informed of any developments within the financial services industry.

During the period under review, FinanceMalta's management has met with a number of its members in order to both maintain an open dialogue on the trends, business prospects and challenges facing the industry, as well as keep them updated with FinanceMalta's promotional initiatives.

Member benefits include:

- Direct access to the experience and knowledge of fellow members
- Attending partner seminars, training sessions and workshops on a wide range of specialist subjects at heavily discounted rates, with some events even being complimentary
- Opportunity to showcase their firm during the various initiatives organised by FinanceMalta
- Attending FinanceMalta's annual conference at a discounted rate
- Opportunity to publish articles on FinanceMalta's website
- Complimentary copies of the FinanceMalta Investment Guide and Business Directory and sector guides
- Opportunity to take part in FinanceMalta's various webcast series
- Complimentary company name listing in FinanceMalta's Investment Guide and Business Directory, and Country Profiler magazine
- Members may contribute articles for inclusion in the quarterly e-newsletter which is distributed both in Malta and abroad to a 8,000 strong database of contacts
- Member firms' events posted onto FinanceMalta's on-line calendar of events
- Access to the 'member only' features of the FinanceMalta website
- Regular updates, newsletters, and publications
- Company profile and logo included in FinanceMalta's on-line membership directory
- Company logo link to and from FinanceMalta's website
- Ability to advertise HR vacancies on FinanceMalta's website on a complimentary basis

FinanceMalta Promotional Initiatives Report 2012

The following report provides an overview of the various promotional initiatives that were undertaken by FinanceMalta during 2012.

Target Segments

The remit of FinanceMalta that stems from the Deed of the Foundation extends to a wide range of economic sectors. In order for the promotional initiatives to be planned in a structured and focused manner, FinanceMalta targets 5 core market segments through a combination of promotional initiatives using various media platforms. The market segments are as follows:

Segment 1

Regulated Entities

This segment predominantly consists of financial and credit institutions, including banks, insurance companies and insurance managers, collective investment schemes and fund managers, trustees and foundations.

Segment 2

Family Offices and Family Businesses

A traditional family office is a business run by and for a single family. Its sole function is to centralise the management of a significant family fortune. Typically, these organisations employ staff to manage investments, taxes, philanthropic giving, trusts, and legal matters.

The purpose of the family office is to effectively transfer established wealth across generations.

The family office invests the family's money, manages all of the family's assets, and disburses payments to family members as required.

The office itself either is, or operates just like, a corporation (often, a limited liability company) with a president, CFO, CIO, and support staff. The officers are compensated as per an arrangement with the family, usually with overrides based on the profits or capital gains generated by the office.

Often, family offices are built around core assets that are professionally managed.

In addition, a more aggressive and well-capitalised office may be engaged in private equity placement, venture capital opportunities and real estate development.

Segment 3

Gatekeepers of Business - Practitioners and Consultancy Firms

The entities falling under this segment predominantly consist of Financial Services Practitioners such as audit, accountancy and legal firms, who are actively involved in the provision of consultancy services to financial and credit institutions and possibly entities operating in various other economic sectors.

These entities can be deemed as being gatekeepers of business, as in many instances they are pivotal as to which jurisdiction business is directed. These practitioners would normally be represented by renowned associations such as the Financial Services Lawyers Association, and the Institute of Chartered Accountants in England and Wales.

Segment 4

Non-Financial Institutions

The target entities falling under this segment are currently being serviced through Malta Enterprise and the Malta Chamber of Commerce, Enterprise and Industry. In order to avoid any overlap in targeting these sectors, FinanceMalta is already participating in a number of events organised by Malta Enterprise and the Malta Chamber of Commerce, Enterprise and Industry.

Segment 5

Domestic Operators, Practitioners and Students

This segment covers the domestic market place and covers the whole spectrum of financial services operators and practitioners, as well as students.

Communication Platforms

In executing its promotional strategy for each target segment, FinanceMalta uses various communication platforms which are grouped into the four areas below:

Technology

- Website
- Podcasts
- Webinars
- Video conferencing
- E-Newsletters
- SEO
- Social Media

Events

- Conferences
- Exhibitions
- Seminars
- Business breakfasts
- Round tables
- Networking events
- Educational Clinics

Alliances

- Malta Enterprise
- Chamber of Commerce, Enterprise and Industry
- Financial Services Associations
- Diplomatic network
- Professional bodies

Media

- Journalist Trips
- Key sector reports/ Joint advertising
- Sector technical guides
- Investment Guide and Business Directory
- Thought leadership articles/news stories
- Press releases

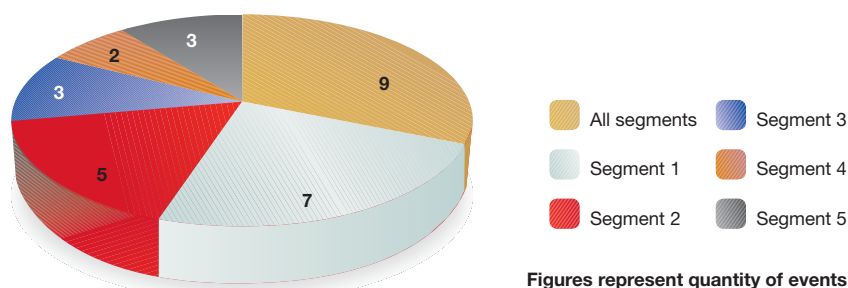


Events

Promotional Initiatives

In 2012, FinanceMalta organised, co-organised, exhibited or participated in 29 national and international promotional initiatives held in Hong Kong, London, Cape Town, Paris, Los Angeles, Milan and Geneva. These initiatives were aimed at the five target segments as follows hereunder:

Promotional Initiatives by Segment



16 - 18.01.2012

Asian Financial Forum, Hong Kong
All segments

FinanceMalta participated at the 4th Asian Financial Forum 2012 (AFF) held at the Hong Kong Convention and Exhibition Centre which brought together some of the most influential members of the global financial and business community. Over 2000 business and government leaders from around the world took part in the Forum, jointly organised by the HKSAR government and the Hong Kong Trade Development Council. The two-day financial summit discussed key issues such as global investment prospects, China opportunities and sustainable growth initiatives, under the theme "Asia: Driving Sustainable Growth" with a special focus on opportunities in Asia, particularly the Chinese mainland. FinanceMalta was one of the sponsors of this event.

31.01 - 01.02.2012

Captive Live Insurance Exhibition, London
Segment 2

FinanceMalta exhibited at the Captive Live insurance event in London with members from the Malta Insurance Management Association (MIMA) representing FinanceMalta on the stand.

06 - 08.02.2012

City Week UK, London
All segments

FinanceMalta attended the 2nd City Week conference in Westminster, London to assess the quality of the conference with a view to sponsoring the 2013 edition.

18 - 25.02.2012

ME Business Mission, South Africa
All segments

Malta Enterprise invited FinanceMalta and businesses wishing to explore business opportunities in South Africa to participate in a Trade and Investment Promotion delegation to the cities of Johannesburg and Cape Town.

23.02.2012

Hedge News Africa Symposium, Cape Town
All segments

Malta Enterprise's events in S. Africa were planned to coincide with the Hedge News Africa Symposium which FinanceMalta sponsored for the first time.

28 - 29.03.2012

2nd Annual Malta Fund Servicing Conference, Malta
Segment 1

FinanceMalta attended this conference, organised by MGI in collaboration with the MFSA.

20.04.2012

International tax conference, Malta
Segment 3

FinanceMalta addressed a conference organised by one of its members, International Management Services Ltd - Malta's international IECnet audit, accounting and tax network, at the Hilton Hotel in Malta.

25 - 26.04.2012

Eurohedge Conference, Paris
Segment 2

FinanceMalta participated at the Eurohedge Summit held at the Paris Stock Exchange with an information booth which was manned jointly with five FinanceMalta members.

24.04.2012

Video conference with a USA University, Malta-US Segment 3

Prof. Drew Markson, a lecturer at a University in California and partner of HB Capital Partners, a boutique investment management company, invited FinanceMalta to deliver a web based presentation to a number of law students based in California on Malta's hedge fund industry, as well as Malta's competitiveness vis-à-vis other jurisdictions such as Cayman - a jurisdiction which is widely used by the US for such purposes.

FinanceMalta chairman, Kenneth Farrugia, delivered a presentation to Masters level law students specialising in International tax, financial services, and compliance.

Prof. Markson distributed FinanceMalta's Asset Management Sector Guide to the students and made it available to them in the online library, ahead of the lecture.

25.04.2012

Business delegation from Austria, Malta Segment 4

On the occasion of the Austrian delegation to Malta, Juanita Brockdorff, as the representative of FinanceMalta, delivered a presentation on the Maltese tax system during the Breakfast Briefing held at the Hilton.

14.05.2012

BKR EMEA Conference, Malta Segment 3

FinanceMalta addressed the BKR EMEA conference in Malta. BKR International is an association of independent accounting and business advisory firms, representing the expertise of more than 145 firms in 300 offices in over 70 countries around the world. The topic of the presentation was the evolution of Malta as a Finance Centre as well as the remit of FinanceMalta as a Public Private Partnership.

18.05.2012

FinanceMalta 5th annual conference, Malta All segments

FinanceMalta's 5th annual conference titled Malta's Financial Services Industry - Sustaining the Momentum held at the Radisson Blu Resort, Golden Sands, was attended by some 250 delegates, including 26 speakers/ panelists.

The conference was chaired by Kenneth Farrugia, Chairman of FinanceMalta and included regulatory matters, the European economy, recent developments in insurance, securities and wealth management, as well as business trends in the industry, as the core themes.



Hon. Mr Tonio Fenech, Minister of Finance, the Economy and Investment



FinanceMalta 5th annual conference - May 2012



FinanceMalta 5th annual conference - May 2012

21 - 25.05.2012

**Business delegation to Milan, Italy
Segment 4**

The presentation highlighted the principal aspects which make Malta an attractive proposition as an international financial centre. It introduced FinanceMalta and its role as an entity with regards to the Financial Services industry in Malta, followed by a brief summary of the Maltese legal system and the way that elements of Common Law are ingrained in the country's Civil law system.

24 - 25.05.2012

**Malta International Risk &
Insurance Congress, Malta
Segment 1**

The fourth Malta International Risk & Insurance Congress brought together a group of leading European and international experts in economics and finance, risk management and transfer.

FinanceMalta manned the information stand throughout the event and displayed its Investment Guide and insurance sector guides.

01.06.2012

**Strategic Business Management
in Financial Institutions, Malta
Segment 5**

FinanceMalta delivered a presentation on the work of FinanceMalta and its strategic objectives to a group of business persons following an invitation from Henley Business School Malta.

19.06.2012

**Business Seminar: The potential
impact of CCCTB on Malta, Malta
Segment 5**

Following the completion of an impact assessment on the Common Consolidated Corporate Tax Base (CCCTB), commissioned by the Malta Business Bureau, in collaboration with Bank of Valletta plc, a business seminar was organised.

This seminar targeted Financial Controllers, General Managers, CEOs, Tax Consultants, Auditors, Accountants and other interested stakeholders from the private sector, to discuss the potential impact of an EU-wide CCCTB on inbound and outbound business in Malta.

20-21.06.2012

**Transcontinental Trust Conference,
Geneva
Segment 1**

This is the fourth consecutive time that FinanceMalta has sponsored the event which attracts around 180 wealth management practitioners generally operating in the Trust and Foundations field.

13.07.12

**Presentation to a delegation from
the Bank of Tokyo Mitsubishi, Malta
Segment All**

FinanceMalta delivered a presentation to the Bank of Tokyo Mitsubishi (Milan Branch) delegates at an event organised at the Malta Enterprises offices.

08.08.12

**Podcast - Family Offices, Malta
Segment 2**

FinanceMalta organised a podcast regarding 'Family Offices' which included a panel comprising three professionals - Ms Bryony Jennings from Boston Group Malta, Mr Marc Alden from Deloitte and Mr Stefan Magnusson from Living Capital.

The podcast was moderated by Mrs Vanessa McDonald and was uploaded to both FinanceMalta's YouTube channel as well as the multimedia page on FinanceMalta's website.

08.08.12

**Podcast - Malta as an International
Banking Centre, Malta
Segment 1**

FinanceMalta organised a podcast that focused on 'Malta as an International Banking Centre', moderated by Mrs Vanessa McDonald.

The panel comprised four professionals - Mr James Bonello from the Malta Bankers' Association, Mr Mark Watkinson from HSBC Bank Malta, Mr Joaquim F. Silva Pinto from Banif Bank and Mr Charles Borg from Bank of Valletta. The podcast was uploaded to both FinanceMalta's YouTube channel as well as the multimedia page on FinanceMalta's website.

20.09.12

**Swiss Asset Managers seminar,
Geneva, Switzerland
Segment 1**

FinanceMalta were gold sponsors of the Swiss Asset Managers conference - How to implement the AIFM Directive, pro-actively organised by ESSAFON. Other sponsors included PwC and Altarius Asset Mngt. As part of the sponsorship package, a speaker representing the MFIA was present.



Podcast - Family Offices, Malta - August 2012



Podcast - Malta as an International Banking Centre, Malta - August 2012



Business Mission to Hong Kong - October 2012

27.09.2012
HFM Week Breakfast, London, UK
Segment 1

FinanceMalta attended the yearly HFM Week Breakfast briefing as FinanceMalta had sponsored this event for the third year running.

As part of the sponsorship, FinanceMalta were billed as the exclusive sponsors which included co-branding of the event, as well as the nomination of a speaker to join the panel discussion.

13-21.10.12
Business Mission to Hong Kong
Segment 5

FinanceMalta formed part of the M.E. business delegation to Hong Kong and Shanghai which comprised about 28 persons including seven FinanceMalta members.

29.10/31.10/08.11/26.11/06.12.12
Meetings with foreign Ambassadors stationed in Malta
Segment All

The Chairman along with the Head of Business Development met with a number of Ambassadors to discuss bilateral trade development.

13-14.11.12
European Captive Live
Segment 1

FinanceMalta had a stand at the Luxembourg Captive Live Event which was a very successful event attended by many risk managers. This two day event related to many updates regarding Solvency II and was attended by many jurisdictions that compete with Malta.

14-15.11.12
Mediterranean Economic Forum
Segment All

The Head of Business Development was invited to speak about the role of FinanceMalta as a body whose role it is to promote financial market development in Malta.

20-22.11.12
Global Citizenship + Residence conference
Segment 2

FinanceMalta participated in the Global Citizenship conference organised by law firm Henley & Partners in Dubai. 200 attendees joined the Conference where the premier residence and citizenship event in the private client calendar boasted two ministerial addresses.

27-28.11.12
FT Global IFC conference
Segment All

FinanceMalta was represented at this conference which was attended by over 150 delegates and included a number of European and non EU jurisdictions. Keynote speakers included HE Mr Luc Friden, Minister of Finance of the Grand Duchy of Luxembourg, Sir Thomas Harris, Vice Chairman Asia, Standard Chartered Bank as well as Mr Hans Ole-Jochumsen, Chairman, Federation of European Securities Exchanges, and Executive Vice President of Transaction Services Nordic, NASDAQ OMX.

FinanceMalta was represented by its Chairman who delivered a presentation covering Malta's financial services centre during the session - Exploring the rise of regional centres in Europe, and also represented Malta on the panel session that followed.



Harrods joint showcase, London - March 2012

Other Initiatives

01 - 28.03.2012

Harrods joint showcase, London
All segments

During the month of March, the Malta High Commission in collaboration with FinanceMalta, Malta Enterprise and the Malta Tourism Authority showcased Malta at Harrods.

A strong Maltese presence at such an iconic British landmark highlighted Malta's efforts at attracting investment in those sectors in which it benefits from a competitive advantage.



Harrods joint showcase, London - March 2012

Educational Clinics

During 2012, FinanceMalta launched the educational clinics which it holds on a quarterly basis. These 90 minute sessions have the scope of providing continued development to financial services professionals, particularly in areas where there is a skills gap, and are open to both members and non-members of FinanceMalta, though the former benefit from complimentary places. Attended by some 30 to 50 delegates, these sessions are usually addressed by an international and a local speaker who could present the relevant topic from two sides of the coin, while encouraging discussion with the audience. FinanceMalta would like to thank the Malta Stock Exchange for hosting these events within its premises at no cost.

23.02.2012

Educational clinic: Global Residence and Citizenship-by-Investment Schemes, including Malta's HNWI Scheme, Malta All segments

During this 120 minute session held at the Malta Stock Exchange, Eric Major, Chief Executive Officer, Henley & Partners Ltd, John Huber, President, Malta Business Bureau, and Ian Casolani, Deputy Chairman, Real Estate Business Section, Malta Chamber of Commerce and Industry, provided the audience with topical updates on key issues for private clients to consider when seeking alternate residence and/or citizenship, including a jurisdictional analysis of Austria, Switzerland, Monaco, Jersey, Ireland, UK, Canada, Hong Kong and Malta, an up-to-date overview of international residence and citizenship programs with a special focus on Malta's High Net Worth Individuals' scheme, the impact of Malta's new scheme on the financial and real estate sectors, and proposed developments in the field.



Global Residence and Citizenship-by-Investment Schemes, including Malta's HNWI Scheme, Malta - February 2012

01.03.2012

Educational clinic: Marketing Malta as an International Financial Centre, Malta All segments

This 90 minute session was addressed by Richard Ogden, senior tax partner at Ernst & Young London, Ronald Attard, head of Transaction Advisory Services (TAS) at Ernst & Young Malta, and Bruno L'ecuyer, Head of Business Development at FinanceMalta.



Marketing Malta as an International Financial Centre, Malta - March 2012

21.06.2012

Educational Clinic: Regulatory Compliance consideration within the Asset Management Industry', Malta
All segments

This was the third educational clinic for 2012 titled 'Regulatory Compliance consideration within the Asset Management Industry'. The three speakers: James Farrugia from Ganado and Associates, Adam de Domenico from Zodiac Advisory Services, and Anthony Farrell from Temple Asset Management Limited, spoke about the process of obtaining a fund or fund management licence as well as the MFSA pre-licence and post licence conditions, with a particular emphasis on the compliance and ethical culture that is involved in the process. The 90 minute session ended with a panel discussion moderated by Bernice Buttigieg of FinanceMalta. As in previous editions, this event was held on a complimentary basis for FinanceMalta members while non-members were charged a nominal fee.



Regulatory Compliance consideration within the Asset Management Industry', Malta - June 2012



Regulatory Compliance consideration within the Asset Management Industry', Malta - June 2012

20.09.12

Educational Clinic on Islamic Funds, Malta
Segment 5

This was the fourth educational clinic for 2012 titled 'Islamic Funds' and was organised in collaboration with the Malta Institute of Management.

15.11.12

Educational Clinic: The Alternative Investment Fund Managers Directive: practical implications and its impact on Malta
Segment 5

This was the fifth and final educational clinic for 2012 entitled 'The Alternative Investment Fund Managers Directive: practical implications and its impact on Malta' and was organised in collaboration with the Malta Funds Industry Association.



Educational Clinic on Islamic Funds, Malta - September 2012



Educational Clinic on Islamic Funds, Malta - September 2012

Members' Networking Events

17.05.2012

Summer networking reception, Malta

All segments

Some 200 annual conference speakers, delegates, members and guests registered to attend this event sponsored by FinanceMalta which was held on the eve of the annual conference for the first time. This two-hour event which also celebrated FinanceMalta's 5th anniversary was held at the Bacchus Restaurant in Mdina. Immediately after the networking reception, a one hour tour of Mdina by night was organised, compliments of the MTA, for the foreign speakers, journalists and delegates. Some 20 foreigners joined this tour which they thoroughly enjoyed.



07.12.2012

Members Winter Networking Event

Segment 5

The Winter Networking event took place on Friday 30th November at the Xara Lodge. FinanceMalta members attended the event as well as the Prime Minister, Dr Lawrence Gonzi, who gave a speech, along with FinanceMalta's chairman. The chairman also donated a cheque on behalf of FinanceMalta to Michael Custo, representative of Puttinu Cares.



Summer networking reception, Malta - May 2012



Members Winter Networking Event - December 2012

Media

Connecting with Journalists

Acknowledging the power of the media and independent journalism, FinanceMalta has also, during 2012, dedicated part of its resources towards communicating with journalists, both local and foreign. FinanceMalta believes especially in independent journalism, as against paid up articles, and for this purpose, it has dedicated part of its budget to invite foreign financial journalists to Malta. Such initiatives are being organised in collaboration with Malta Enterprise and the Malta Tourism Authority as it is in Malta's interest to host these journalists and ensure a regular flow of articles published in the international media. The results have been encouraging and FinanceMalta will therefore, maintain such initiatives.

During 2012, FinanceMalta has also increased its list of foreign journalists and editors in its database so press releases issued locally are also circulated with these international contacts to be considered for publication.



Press Conference to Launch FinanceMalta sector guides, Malta - January 2012

25.01.2012

Press Conference to Launch FinanceMalta sector guides, Malta All segments

A press conference was held at the Malta Stock Exchange to launch the five sector guides on banking, investment funds & asset management, insurance & pensions, trusts & foundations, and wealth management.

Minister for Finance, the Economy and Investment, the Hon. Tonio Fenech, FinanceMalta chairman Kenneth Farrugia, and FinanceMalta's Head of Administration Dr Bernice Buttigieg, addressed the media and the members in attendance.



Press Conference to Launch FinanceMalta sector guides, Malta - January 2012

08.05.12

Journalist from Spain, Malta
All segments

FinanceMalta met with a journalist from Spain's largest broadsheet paper 'El Pais'.

The journalist's visit was coordinated by Malta Enterprise as part of a promotional drive to increase Malta's visibility in Spain.

16 - 19.05.2012

Journalist trip UK / Germany, Malta
All segments

FinanceMalta hosted three journalists during the annual conference in a bid to increase the media comment surrounding the event.

The programme of meetings was held on the day prior to the conference whereby the group met with the regulator, and representatives of FinanceMalta's founding associations.

The group also attended FinanceMalta's networking reception which offered the opportunity to meet with practitioners too. On the day of the conference the group had a private meeting with the Minister of Finance, the Economy and Investment, and attended most of the conference.

26-28.09.2012

Russian Press Trip
Segment 1

FinanceMalta hosted three business journalists from Russia in a joint effort with Malta Enterprise.

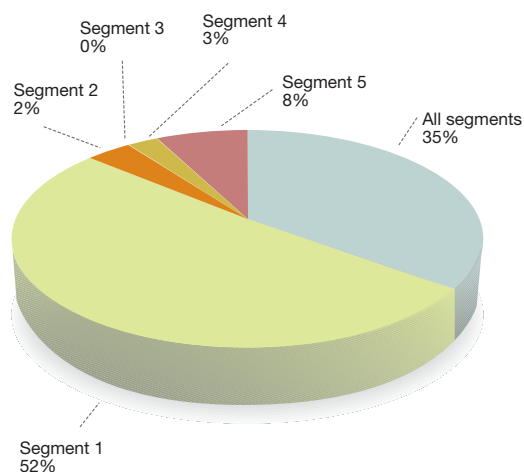
The scope of the trip was to facilitate meetings between the journalists and key personnel from government and industry.



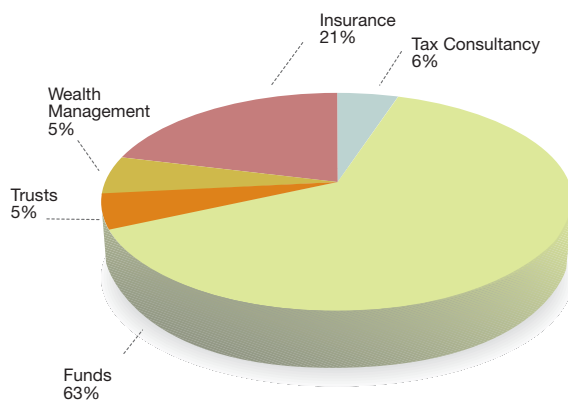
Advertising

FinanceMalta also maintained the visibility of Malta as a Financial Centre through print media and web banner advertising. During 2012, some 40 articles/ adverts/ advertorials were issued in local and predominantly international journals throughout the year. Once again, such promotion was aimed at the five target segments identified by FinanceMalta with most advertising covering all sectors, or specific sectors within the regulated services (Segment 1).

FinanceMalta has participated in a number of key sector reports by way of full page colour adverts and thought leadership articles. The publication of such reports and their global distribution to key audiences would not be possible without the participation of our members who participate both financially and through the provision of thought leadership articles. All the reports are available for download through the FinanceMalta website free of charge.



Within Segment 1, advertising was dominated by the two main sectors which are currently attracting most financial services business to Malta: funds and insurance. However, visibility was maintained for all the sectors through the use of print media advertising and thought leadership articles.



January 2012
STEP Journal
Segment 1

Full page colour advert promoting Malta's Trust and foundations, but also a thought leadership article provided by Diane Vella Bianco.

January 2012
FOG
Segment 1

Full Page colour advert in the FOG wealth management magazine distributed in the UK to HNWI, Family Offices and their advisors.

January 2012
Clearpath Analysis
Segment 1

Full page colour advert promoting Malta as a funds domicile with added commentary within this online report labelled 'Re-domiciling and Co-domiciling for fund managers'.

February 2012
Captive Review
Segment 1

Full page colour advert promoting Malta as an insurance domicile in this annual Malta report.



February 2012
Hedge Fund Review Malta Report
Segment 1

Full page colour advert promoting Malta as a funds domicile within the annual Malta report written by Margie Lindsay. This report included commentary from FinanceMalta as well as from our members, regulator and government representatives.



February 2012
HFW Malta Report
Segment 1

Full page colour advert promoting Malta as a funds domicile in this annual report which is always well received. This edition like all its predecessors included a number of thought leadership articles from domestic practitioners.



March 2012
Times of Malta
All segments

FinanceMalta took out a strip advert in a special Business and Finance supplement. Also included was an article on the growth of Malta as an international financial centre and the career opportunities this growth offers.

Global Fund Media

GFM Ltd, is the largest online news publisher dedicated to institutional investing, with five websites and daily global newswires covering Hedge Funds, Property Funds, Private Equity, ETFs and Mutual Funds. An online campaign ran for 12 months with web banners used on the Asset Advisor website to promote wealth management.

April 2012
Commercial Courier
Segment 5

Full page colour advert in the Commercial Courier publication. Issue April - May 2012.

April 2012
The Executive
Segment 5

A full page article in the publication aimed at increasing the visibility of FinanceMalta's 5th Annual Conference.

April 2012
Ecovis Folder
Segments 1&4

Full page colour generic advert (7 reasons) on the outside back cover of the folder.

April 2012
FO handbook
Segment 2

Full page colour advert in the Vermögensverwalter & Family Offices Handbuch 2011 publication. The wealth management advert is positioned on the right hand page in the section 'Inside Private Wealth Management'.

April 2012
MBB
All segments

A colour strip advert in the Malta Business Bureau's quarterly publication 'Business Agenda'. The strip was placed underneath the editorial.

April/May 2012
Hedge Funds Review
Segment 1

A banner advert was on the Hedge Funds Review website promoting FinanceMalta's 5th Annual Conference for 6 weeks. (screen shot available below)



May 2012
Asset Servicing Times
 Segment 1

Full page wealth management advert on the back cover of this publication. FinanceMalta Chairman participated in a 3 page panel debate on funds administration representing FinanceMalta. Issue 39.

May 2012
FTSE Global Markets
 Segment 1

A full page generic advert (attestations) on the back cover of this publication as well as a 2-page article entitled 'A new vision on Financial Services' in the introduction section.



May 2012
MENA FinanceMalta
 Segment 1

A full page funds advert on the inside back cover of issue no. 30. This advert was offered complimentary by the MFSA.

May 2012
Hedge Funds Review
 Segment 1

Directory listing of FinanceMalta on the Hedge Funds Review website.

June 2012
Asset Servicing Times
 Segment 1

FinanceMalta published a full page funds advert on a right hand page opposite a journalist (Mark Dugdale) report about Malta's financial services entitled 'A gateway to Europe'. Also in issue 41 FinanceMalta Chairman participated in a 6 page panel debate on EU funds administration.

June 2012
Asset Servicing Times
 Segment 1

In issue 42 a full page funds advert was published along with a 2,000 word article.

June 2012
St Michael School Magazine
 All segments

Full page colour advert about careers in the financial services sector on the right hand page opposite the foreword of the head of the senior school.

June 2012
Global Fund Media
 All segments

A full colour page funds advert in the Global Fund Media publication. This advert was offered complimentary by the MFSA.

July 2012
MBB
 All segments

A colour-strip advert in the Malta Business Bureau's quarterly publication 'Business Agenda'. The strip was placed underneath the editorial.

July 2012
Euromoney IFC
 All segments

A 3-page article on Malta's IFC along with a full page colour advert (7 reasons) and a full page country profile.

July 2012
Captive Review
 Segment 1

Directory listing on Captive Review Cell Company Handbook 2012.

July 2012
Asset Servicing Times
 Segment 1

In issue 43 a full page generic advert was published (getting it right).

August 2012
Angeler Plus
 All segments

A 2-page article written in German by Mr Anton- Rudolf Gotzenberger about the FinanceMalta 5th Annual Conference.

August 2012
Asset Servicing Times
 Segment 1

In issue 45 a full page generic advert was published (7 reasons).

Summer 2012
Intelligent Insurer
 Segment 1

A double page spread entitled 'Unlock new ideas your business deserves ... we're open for business.' Eight of our members participated in this promotional initiative.

September 2012
Time Out Magazine
 All segments

In this publication FinanceMalta published 3 generic full page adverts and had the logo on the front cover of the magazine.

September 2012
MENA Fund Manager
 Segment 1

A full colour page funds advert in the MENA Fund Manager publication.

September 2012
Asset Servicing Times
Segment 1

In issue 47 a full page funds advert was published along with a one page article written by Mr Andrew Frankish on Malta as the next financial centre.

September 2012
Asset Servicing Times
Segment 1

A full page generic advert (committed to success) was published along with a panel discussion on Malta's IFC.

September 2012
MBB
All segments

A colour strip advert in the Malta Business Bureau's quarterly publication 'Business Agenda'. The strip was placed underneath the editorial.

Oct - November 2012
MBB
All segments

A colour-strip advert in the Malta Business Bureau's quarterly publication 'Business Agenda'. The strip was placed underneath the editorial.

October 2012
Intelligent Insurer
Segment 1

A double page spread entitled 'Unlock new ideas your business deserves ... we're open for business.' Eight of our members participated in this promotional initiative.

October 2012
Asset Servicing Times
Segment 1

In issue 50 a full page funds advert was published.

October 2012
Fresher's Week Magazine
All segments

A full page careers' advert was published.

October/November 2012
Money magazine
All segments

A one page article written by Mr Bruno L'ecuyer entitled 'Having a global mind-set' and a full page careers' advert.

October 2012
Intelligent Insurer
Segment 1

A double page spread entitled 'Unlock new ideas your business deserves ... we're open for business.' Eight of our members participated in this promotional initiative.

October 2012
Asset Servicing Times
Segment 1

In issue 53 a full page funds advert was published.

November 2012
FIRST Magazine
All segments

In this publication FinanceMalta published an editorial and a full page advert in conjunction with Malta Enterprise.

November 2012
Captive Review
Segment 1

A double page spread entitled 'Unlock new ideas your business deserves ... we're open for business.' Eight of our members participated in this promotional initiative.

December 2012 - February 2013
MBB
All segments

A colour-strip advert in the Malta Business Bureau's quarterly publication 'Business Agenda'. The strip was placed beneath the editorial.

December 2012
HFM Week
Segment 1

Interview with Mr Kenneth Farrugia about how the domicile has developed over the course of 2012.

December 2012
Malta Business Weekly
All segments

A full page membership advert was published in this publication.

December 2012
Commercial Courier
All segments

A full page membership advert was published in this publication.

December 2012
The Executive
All segments

A full page membership advert was published in this publication.

December 2012
Step Directory 2013
Segment 1

A full page advert on trusts was published in this publication. This directory will be issued in Jan 2013.

Investment Guide and Business Directory 2012/13

FinanceMalta's Investment Guide serves as the flagship publication for Malta's International Finance Centre and is considered the foremost reference source on every aspect of doing business in or through Malta.

Now in its fourth edition the FinanceMalta Investment Guide and Business Directory has established itself as the most influential and trusted source of information for corporate leaders, senior decision makers, financial institutions, legal advisors and accounting professionals who are seeking a clearer understanding of the role played and opportunities offered by Malta's international Financial Centre.

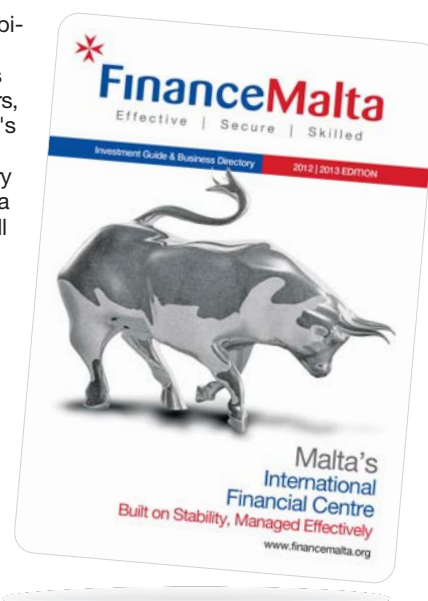
The Investment Guide is compiled to assist prospective investors obtain a broad understanding of the benefits to doing business and establishing operations in Malta.

With a controlled distribution of over 15,000 copies to a prequalified audience of finance professionals and thousands more downloaded in PDF from FinanceMalta's corporate website, the publication reaches an exclusive readership who not only need this information but are ready to act on it.

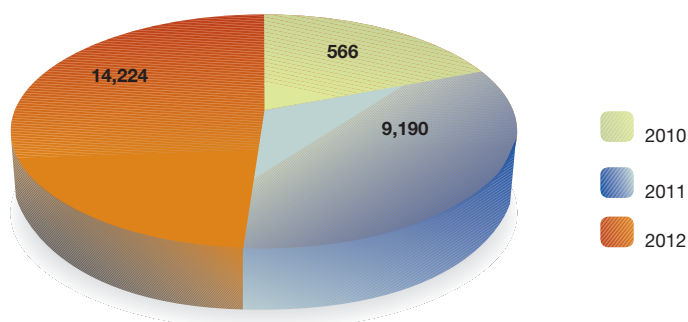
The publication (which is issued bi-annually by Country Profiler in association with FinanceMalta) is distributed to international investors, finance-related companies, Malta's network of embassies, high commissions, consuls and honorary consuls, Malta Enterprise and Malta Tourism Authority Network as well as all leading Maltese financial practitioners.

Covering topics such as doing business in Malta, banking, capital markets, funds, trusts, insurance, wealth management, legislation and taxation as well as providing information on living and working in Malta, FinanceMalta's Investment Guide and Business Directory provides a direct communication link to the decision-makers of foreign companies and investors interested in establishing their operations in Malta.

During 2012 copies of the investment guide were distributed both locally and internationally.



Distribution of FinanceMalta's Investment Guide & Business Directory



E- Newsletters

The Insight newsletter is a quarterly electronic publication that has been issued by FinanceMalta since September 2009. The FinanceMalta E-Newsletter is an important vehicle for enhancing the understanding, sound practices and growth of the Malta Financial Services Industry to a targeted readership.

In addition to being sent to email contacts via an online system, each issue of the Insight newsletter is uploaded onto the FinanceMalta website where it remains available to the general public.

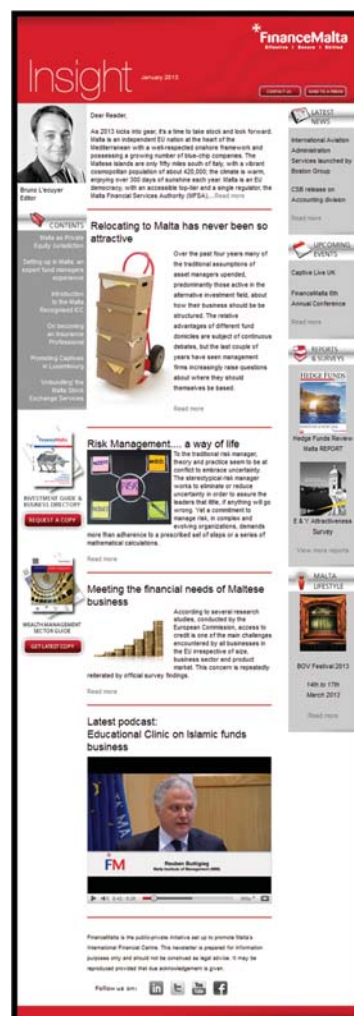
Special features

The structure of FinanceMalta's Insight newsletter template is based on permanent sections which make each edition looking like an online magazine received via email. The newsletter is rich in content with external links leading to FinanceMalta's website as the primary source of information.

The key sections are:

- Word from the editor
- Full contents with listing of all articles hosted online
- 2-3 articles in a format of snippets
- Latest news
- Upcoming events
- Report & surveys
- Malta lifestyle
- Link to download the Investment Guide & Business directory

During the year 2012 FinanceMalta published three issues of the Insight Newsletter during the months of March, June and September, with the December issue being sent in January 2013.



Contents specific to each newsletter:

March 2012
Insight Q1 Newsletter
Segment 1

- 1 The European Wholesale Securities Market unveiled
- 2 Insights into cell company structures in Malta
- 3 15 questions to FIM Bank Group President
- 4 Latest podcast: Insurance Regulation
- 5 FinanceMalta launch 'Sector Guides' showcasing the services, products and skills that support global business
- 6 Maltese Trusts and choice of Law issues
- 7 If you've got it flaunt it
- 8 A peak location for car captives
- 9 The Investment Trust structure - similarities and differences to ETFs
- 10 Incubator firm sets up three clients in Malta

June 2012
Insight Q2 Newsletter
Segment 1

- 1 Financial services in the European institutions
- 2 Malta: Offering flexibility right down to the cellular level
- 3 QROPS - A Malta Perspective
- 4 Latest podcast: FinanceMalta 5th Annual Conference - Kenneth Farrugia part 1
- 5 Job Exposure in Financial Services Programme: 2012
- 6 Forex businesses choose Malta as their domicile
- 7 An Introduction to Call Option Derivatives
- 8 Attracting the •Best of Breed• for Malta's Financial Services Industry
- 9 The Malta Stock Exchange is growing
- 10 Money makes the world go around...
- 11 The Financial Crisis: An Outer Space Event

September 2012
Insight Q3 Newsletter
Segment 1

- 1 A European Financial Transaction Tax?
- 2 Transformation of the banking sector in Libya
- 3 FATCA - From a Fund Perspective
- 4 Latest podcast: FinanceMalta 5th Annual Conference
- 5 EU Insurance PCC's mean Capital and Cost Savings
- 6 Who's afraid of the big bad bond bubble?
- 7 Setting up a QROPS in Malta
- 8 Malta: A Safe Alternative
- 9 Malta - a jewel in the Mediterranean!
- 10 The Malta Stock Exchange - A growing regulated European Market

December 2012
Insight Q4 Newsletter
Segment 1

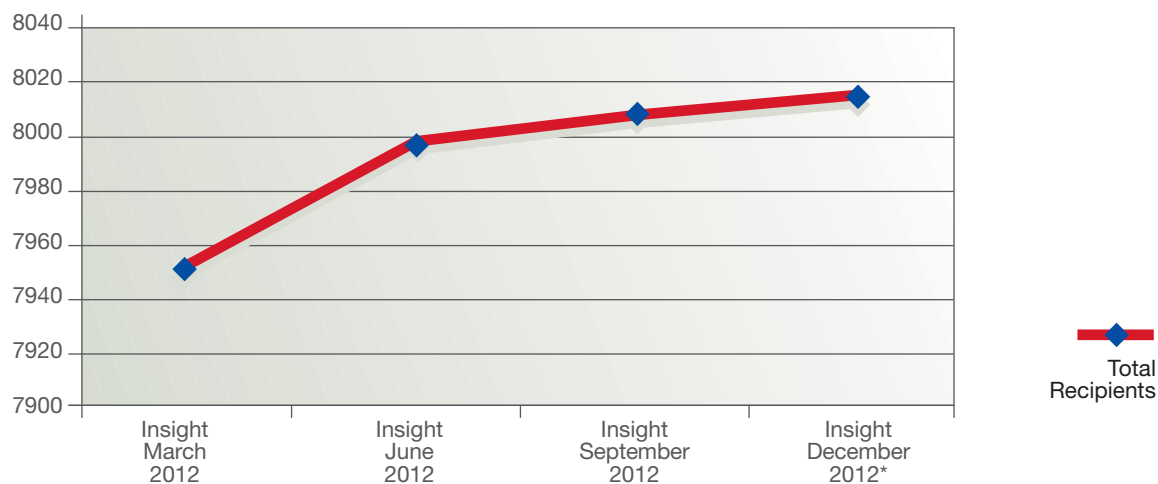
- 1 Malta as Private Equity Jurisdiction
- 2 Setting up in Malta: an expert fund managers experience
- 3 Introduction to the Malta Recognised ICC
- 4 On becoming an Insurance Professional
- 5 Promoting Captives in Luxembourg
- 6 'Unbundling' the Malta Stock Exchange Services

During the year 2012 Insight Newsletters have been sent to 45,687 recipients in total (including reminders).

Issue / Month published	Date sent	Total Number of Recipients
1 Insight March 2012	March 2012	7,951
2 Insight June 2012	July 2012	7,999
3 Insight September 2012	September 2012	8,008
4 Insight December 2012	January 2013	8,016

The number of recipients increased from 7,951 in January 2012 to 8,016 in December 2012 with the number of bounced emails as low as an average of 2%.

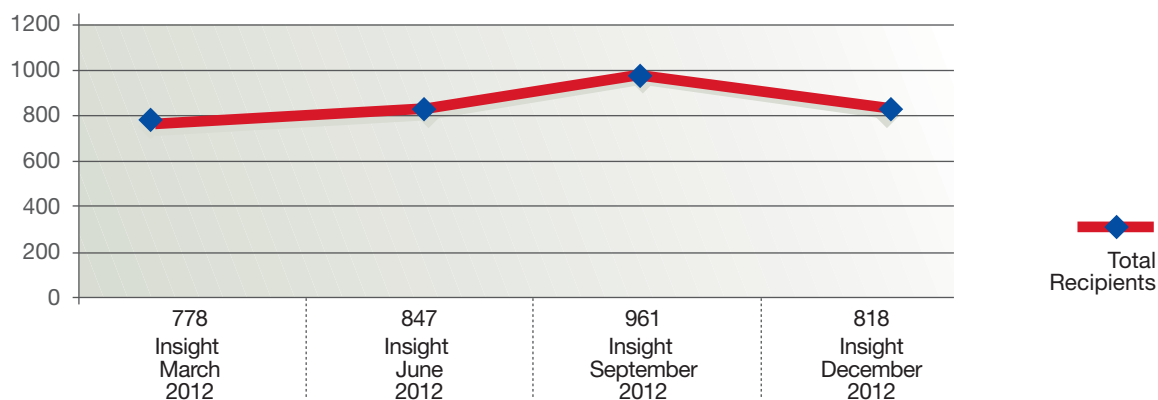
Total Recipients



Insight March 2012	Insight June 2012	Insight September 2012	Insight December 2012
7,951	7,999	8,008	8,016

Readership evolution based on unique opens

During the year 2012, there was positive development in readership from one issue to the other, considering the total number of unique opens per issue.



Insight March 2012	Insight June 2012	Insight September 2012	Insight December 2012
778	847	961	818

FinanceMalta will maintain the preparation and distribution of its Insight Newsletter and encourages its members to provide the foundation with thought leadership articles related to financial services to be included in this electronic newsletter on a complimentary basis, as a membership benefit.

Press Coverage

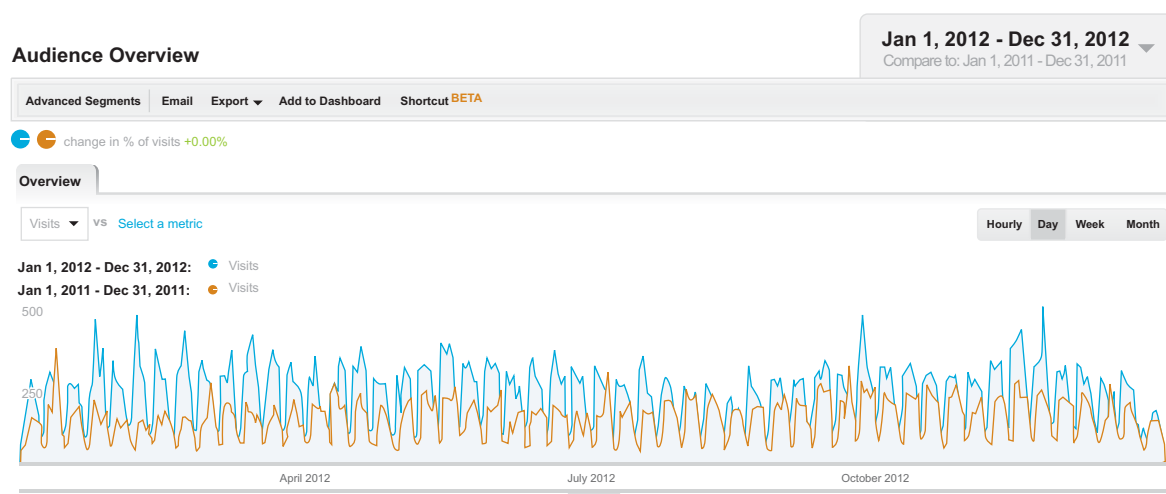
FinanceMalta has also supported Malta's visibility as a financial centre by issuing regular press releases aimed at the local and international press media. Throughout the year, 28 press releases were issued details of which follow hereunder.

Month issued	Title of Press Release
January	<ul style="list-style-type: none"> Bloomberg covers the recent growth of Malta's international financial services centre FinanceMalta at Asian Financial Forum and London's Captive Live UK to boost Malta's International Financial Services Centre FinanceMalta launch 'Sector Guides' showcasing the services, products and skills that support global business FinanceMalta's invite to attend The International Financial Services Forum in London evidence of the jurisdiction's improving global reputation
February	<ul style="list-style-type: none"> FinanceMalta attending The HedgeNews Africa Symposium as a key participant FinanceMalta 5th Annual Conference highlights the continuing growth of Malta's European Financial Centre FinanceMalta educational clinic features top global specialist as keynote speaker FinanceMalta showcasing Malta's European Financial Centre in the worlds' financial centre
March	<ul style="list-style-type: none"> Malta becoming a growing hub for wealth management and family offices in the Mediterranean region FinanceMalta's Annual Conference to sustain industry momentum FinanceMalta to highlight Malta's rapidly growing European Financial Centre at EuroHedge Summit in Paris
April	<ul style="list-style-type: none"> FinanceMalta sponsors delighted with showcase for Malta's rapidly growing European Financial Centre Malta's reputation for financial services remains unchanged, growth of Malta's financial services industry continues
May	<ul style="list-style-type: none"> Exclusive FinanceMalta networking event supporting continued growth of Malta's International Financial Centre FinanceMalta's 5th Annual Conference sustains industry momentum through local and international new reporting
June	<ul style="list-style-type: none"> FinanceMalta launch new Investment Guide and Business Directory FinanceMalta highlights Malta's rapidly growing European Financial Centre in latest Annual Report FinanceMalta introduce encouraging FTSE Global Markets second Malta Report FinanceMalta education clinic on Regulatory Compliance consideration within the Asset Management Industry FinanceMalta attends Europe's Oldest Trusts Conference highlighting the continuing growth of Malta's IFC
July	<ul style="list-style-type: none"> FinanceMalta embraces new mobile technology
August	<ul style="list-style-type: none"> FinanceMalta brand stewardship helps enable the continuing growth of Malta's IFC
October	<ul style="list-style-type: none"> FinanceMalta sponsor Hedge Fund Managers event in London's Mayfair FinanceMalta exhibiting at European Captive Forum in Luxembourg Highly acclaimed 2nd Edition of FinanceMalta Investor Guide Series to be launched in 2013
November	<ul style="list-style-type: none"> FinanceMalta Educational Clinic tackles the Alternative Investment Fund Managers Directive
December	<ul style="list-style-type: none"> FinanceMalta donates EUR 1,000 to Puttinu Cares at Winter Networking Event FinanceMalta highlighting Malta's international financial services centre at the Asian Financial Forum in Hong Kong

Website

FinanceMalta has sustained its efforts in keeping its website **www.financemalta.org** updated on a daily basis. The web portal is designed to provide updated information on Malta's Financial Centre including the main sectors: banking, funds, insurance, pensions, trusts and tax. Other sections on the website include information on FinanceMalta's governance, double taxation agreements, membership directory, events calendar, FinanceMalta's annual conference, finance jobs, a press centre, a gallery, a multimedia section, Malta Lifestyle, and a 'contact us' section.

From the homepage, visitors are able to access the latest news, messages from the chairman and Minister of Finance, the Economy and Investment, download copies of FinanceMalta's Investment Guide, subscribe to FinanceMalta's e-Newsletter as well as log in to a members' user area.



48,879 people visited this site

Almost 76,172 visits were registered on the FinanceMalta website during 2012, 64% of which were unique visitors. This represents an increase in the amount of visits registered on the Foundation's website during the previous year (2011).

Year	Visits	Unique Visitors
2012	76,172	48,879
2011	46,960	28,100

Communication

Electronic Communication

FinanceMalta has used an online system for its email communications and marketing since August 2010. From this date till the end of 2012, the number of active and confirmed contacts registered on FinanceMalta's system has reached 15,426. This system is being used to communicate various types of information to different target groups, as well as to support, promote and follow up its events via different type of email campaigns.

The following is a list of key types of email campaigns that are being sent out by FinanceMalta:

- | | | | |
|---|-------------------------------------------------------------------------------------------------------------------------------|---|-----------------------------|
| 1 | Informative campaigns such as announcements of finance sector news, regulatory updates, new podcasts, and new reports issued; | 4 | Press Releases; |
| | | 5 | Expression of Interest; and |
| | | 6 | General public notices. |

- 2 Events & Initiatives campaigns: promotion and communication support for forthcoming events & FinanceMalta initiatives, including event details, program and delegate registration procedure (including reminders), and post event follow ups'

These campaigns are distributed using FinanceMalta's customised, branded templates which include the following titles:

- | | | |
|-----------------------------------------------------------|--------------------------|-----------------------------------|
| 3 FinanceMalta Insight newsletter (on a quarterly basis); | 1 Expression of Interest | 5 Press Release |
| | 2 Forthcoming Events | 6 Latest Reports |
| | 3 Office Closure Notice | 7 Your Opinion Matters |
| | 4 Latest Podcasts | 8 FinanceMalta Insight Newsletter |



Meetings

Meetings were held with 17 candidate Honorary Consuls and a number of Ambassadors. The scope of these meetings was to introduce FinanceMalta and to provide information on Malta's financial centre, as well as to explore possible cooperation between the two parties.

During these meetings, copies of the FinanceMalta Investment Guide and other promotional brochures were presented.

FinanceMalta management has also held ad hoc meetings with international and local journalists to build relations with media players.

These have been positive in educating the media about FinanceMalta and its promotional initiatives.

Meetings were also held with prospective investors, editors of international magazines, the Regulator, Government Ministries and financial services associations.



Corporate Members

Accounting / Auditing

- 3a Accountants
- Advocates, Tanti-Dougall and Associates
- Affida Corporate Services Ltd
- Alter Domus (Services) Malta Ltd
- Areti Fiduciary Services Ltd
- Baker Tilly Sant
- Barclays Bank Plc
- BDO Consult Ltd
- Camilleri Galea Ltd
- Chetcuti Cauchi Advocates - Legal/Tax/Corporate
- Ciantar Associates
- Credence Corporate & Advisory Services Ltd
- CSB Group
- Deloitte
- EJZ Comprehensive Business Services Ltd
- EMCS International
- EMD
- Ernst & Young Ltd
- Exco Services Ltd
- FACT Group
- Fenech Farrugia Fiott Legal
- Fenlex Corporate Services Ltd
- Fides Corporate Services Ltd
- GM Corporate & Fiduciary Services Ltd
- Grant Thornton
- Graziella Debbattista - CPA
- Griffiths & Associates
- HSBC Securities Services (Malta) Ltd
- Integrated-Capabilities (Malta) Ltd
- Integritas Trustees Ltd
- International Management Services Ltd
- ITL Advisory Services Ltd
- JACS International Ltd
- Justin Cutajar CPA
- KPMG
- Mahoney & Co
- Maitland Malta Ltd
- Mdina Trust Services Ltd
- Mercieca Azzopardi & Co
- MSS International Services Ltd
- Nexia BT
- Notabile Consulting Group Ltd
- Palmali Ship Management Ltd
- Papilio Services Ltd
- PKF (Malta)
- Portman International Ltd
- PricewaterhouseCoopers
- QGen Ltd
- R.S. Attard - Moore Stephens Malta
- RSM Malta
- Salt Partners (Services) Ltd
- Stivala & Stivala Corporate Management Ltd
- Summa Fiduciary Services Ltd
- Trident Fund Services (Malta) Ltd
- Trident Trust Company (Malta) Ltd
- TW Management Ltd

- UHY Business Advisory Services
- Unifin Services Ltd
- Vistra Malta Ltd
- W & D Magro Co. Ltd
- WTP Advisors Malta
- Zodiac Advisory Services Ltd

Banks and Financial Institutions

- AgriBank
- Akbank TAS Malta Branch
- APS Bank Ltd
- Banif Bank (Malta) plc
- Bank Of Valletta plc
- Bawag Malta Bank Ltd
- Clearstream Banking
- CommBank Europe Ltd
- David Griscti & Associates
- Deutsche Bank (Malta) Ltd
- FCM Bank Ltd
- Fenech & Fenech Advocates
- Fenech Farrugia Fiott Legal
- Fenlex Corporate Services Ltd
- FIMBANK PLC
- HSBC Bank Malta plc
- IIG Bank (Malta) Ltd
- Investkredit International Bank plc
- Izola Bank p.l.c.
- Lombard Bank Malta plc
- Mamo TCV Advocates
- Mediterranean Bank
- NBG Bank Malta Ltd
- Northway Broker Ltd
- QGen Ltd
- Raiffeisen Malta Bank plc
- Sparkasse Bank Malta plc
- Volksbank Malta Ltd
- WH Partners

Collective Investment Services

- Advocates Primei
- Alter Domus (Services) Malta Ltd
- Amstel Capital Malta Ltd
- Bank Of Valletta plc
- FMG (Malta) Ltd
- Griffiths & Associates
- Heritage International Fund Managers (Malta) Ltd
- Iuris Services Ltd
- Mamo TCV Advocates
- Sparkasse Bank Malta plc

Corporate Services

- 3a Accountants
- Abacus Corporate Services Ltd
- Active Services (Malta) Ltd
- Acumum Legal Group
- Advocates Primei
- Advocates, Tanti-Dougall and Associates

- Aeronautica (Malta) Ltd
- Affinity Management Services (Malta) Ltd
- Altarius Asset Management Ltd
- Alter Domus (Services) Malta Ltd
- Amicorp Malta Ltd
- Areti Fiduciary Services Ltd
- Avanzia Taxand Ltd
- BDO Consult Ltd
- Bentley Trust (Malta) Ltd
- Boston Corporate Services (Malta) Ltd
- Camilleri Galea Ltd
- Camilleri Preziosi
- Castille Resources
- Chetcuti Cauchi Advocates - Legal/Tax/Corporate
- Citco (Malta) Ltd
- City Legal
- Corrieri Cilia Legal
- CREDAL International Ltd
- Credence Corporate & Advisory Services Ltd
- CREDITINFO Malta Ltd
- CSB Group
- Deloitte
- DF Advocates
- Dingli & Dingli Law Firm
- EJZ Comprehensive Business Services Ltd
- e-Management Ltd
- EMCS International
- EMD
- Ernst & Young Ltd
- Exco Services Ltd
- FACT Group
- Fenech & Fenech Advocates
- Fenech Farrugia Fiott Legal
- Fenlex Corporate Services Ltd
- Fides Corporate Services Ltd
- Finco Trust Services Ltd
- Francis J. Vassallo & Associates Ltd
- Francis Zammit Dimech - Advocates
- Galea Salomone & Associates
- Gatt Tufigno Gauci Advocates
- GM Corporate & Fiduciary Services Ltd
- Grand Harbour Trustees Ltd
- Grant Thornton
- Griffiths & Associates
- H & P Corporate Services (Malta) Ltd
- HBM Malta Ltd
- Hugh Peralta & Associates
- Integrated-Capabilities (Malta) Ltd
- Integritas Trustees Ltd
- International Management Services Ltd
- ITL Advisory Services Ltd
- Iuris Services Ltd
- JACS International Ltd
- Kamber Consultancy AG
- Kendrick Capital Ltd
- KPMG
- Mahoney & Co
- Maitland Malta Ltd

- Mamo TCV Advocates
- Marise Muscat - Compliance & AML services
- Mdina Trust Services Ltd
- Mercieca Azzopardi & Co
- Micallef & Associates
- Mifra Consultants Ltd
- MSS International Services Ltd
- Nexia BT
- Notabile Consulting Group Ltd
- Osiris Trust Ltd
- Palmali Ship Management Ltd
- Papilio Services Ltd
- PiscoPartners
- PKF (Malta)
- Plethora Management Services Ltd
- Portman International Ltd
- PricewaterhouseCoopers
- QGen Ltd
- Quantum Services Ltd
- RSM Malta
- Salt Partners (Services) Ltd
- SSRBJ Administration
- SSRBJ Law
- St. Publius Corporate Services Ltd
- Stivala & Stivala Corporate Management Ltd
- STM Malta Trust & Company Management Ltd
- Summa Fiduciary Services Ltd
- Trident Trust Company (Malta) Ltd
- Tri-Mer Services Ltd
- TW Management Ltd
- UHY Business Advisory Services
- Unifin Services Ltd
- United Trust
- Valletta Commercial Services Ltd
- Verdun Corporate Services Ltd
- Vistra Malta Ltd
- W & D Magro Co. Ltd
- WH Partners
- WTP Advisors Malta
- Zeta Capital Advisory
- Zodiac Advisory Services Ltd

Fund Administration

- Calamatta Cuschieri & Co Ltd
- FACT Group
- Fenech & Fenech Advocates
- Fenlex Corporate Services Ltd
- Integradvisory Ltd
- Island Financial Services Ltd
- JACS International Ltd
- Mahoney & Co
- Notabile Consulting Group Ltd
- PiscoPartners
- Portman International Ltd
- Quest Investment Services
- Temple Asset Management Ltd
- TW Management Ltd
- UHY Business Advisory Services
- Unifin Services Ltd
- Verdun Corporate Services Ltd

Independent Financial Advice

- Calamatta Cuschieri & Co Ltd
- FACT Group
- Fenech & Fenech Advocates
- Fenlex Corporate Services Ltd
- Integradvisory Ltd
- Island Financial Services Ltd
- JACS International Ltd
- Mahoney & Co
- Notabile Consulting Group Ltd
- PiscoPartners
- Portman International Ltd
- Quest Investment Services
- Temple Asset Management Ltd
- TW Management Ltd
- UHY Business Advisory Services
- Unifin Services Ltd
- Verdun Corporate Services Ltd

Institutions and Public Companies

- Malta Stock Exchange

Insurance

- Alternative Risk Management (Malta) Ltd
- AON Insurance Managers (Malta) Ltd
- Atlas Insurance PCC Ltd
- Bee Insurance Management Ltd
- Citadel Insurance p.l.c.
- Curmi & Partners Ltd
- Elmo Insurance Ltd
- Fenech & Fenech Advocates
- Fenlex Corporate Services Ltd
- Financial Planning Services Ltd
- FirstUnited Insurance Management Ltd
- GasanMamo Insurance
- Heritage Insurance Management (Malta) Ltd
- HSBC Life Assurance (Malta) Ltd
- Island Insurance Brokers Ltd
- Island Insurance Management Services Ltd
- JATCO Insurance Brokers Ltd
- KDM Insurance Brokers PCC Ltd
- Marsh Management Services Malta Ltd
- Mediterranean Insurance Brokers (Malta) Ltd
- Middlesea Insurance p.l.c
- MSV Life p.l.c
- Munich Re of Malta p.l.c.
- PiscoPartners
- South Risk Partners
- STM Malta Insurance Management Ltd
- USA Risk Group (Malta) Ltd
- WH Partners

Investment Services

- Acumum Services Group
- Advocates Primei
- Advocates, Tanti-Dougall and Associates
- Aequitas Legal
- Camilleri Preziosi
- Chetcuti Cauchi Advocates - Legal/Tax/Corporate
- City Legal
- Corrieri Cilia Legal
- CSB Advocates
- David Zahra & Associates Advocates
- DF Advocates
- DG & A Ltd
- Dingli & Dingli Law Firm
- EMD
- Fenech & Fenech Advocates
- Fenech Farrugia Fiott Legal
- Fides Corporate Services Ltd
- Francis Zammit Dimech - Advocates
- Galea Salomone & Associates
- Ganado & Associates
- Gatt Tufigno Gauci Advocates
- Gonzi & Associates Advocates
- Hugh Peralta & Associates
- Iuris Services Ltd
- Mamo TCV Advocates
- Micallef & Associates
- Mifsud & Mifsud Advocates
- Muscat Azzopardi and Associates Advocates
- PiscoPartners
- Refalo & Zammit Pace Advocates
- Simon Tortell & Associates
- SSRBJ Law
- WH Partners

Law Firms

- Acumum Services Group
- Advocates Primei
- Advocates, Tanti-Dougall and Associates
- Aequitas Legal
- Camilleri Preziosi
- Chetcuti Cauchi Advocates - Legal/Tax/Corporate
- City Legal
- Corrieri Cilia Legal
- CSB Advocates
- David Zahra & Associates Advocates
- DF Advocates
- DG & A Ltd
- Dingli & Dingli Law Firm
- EMD
- Fenech & Fenech Advocates
- Fenech Farrugia Fiott Legal
- Fides Corporate Services Ltd
- Francis Zammit Dimech - Advocates
- Galea Salomone & Associates
- Ganado & Associates
- Gatt Tufigno Gauci Advocates
- Gonzi & Associates Advocates

- Hugh Peralta & Associates
- Iuris Services Ltd
- Mamo TCV Advocates
- Micallef & Associates
- Mifsud & Mifsud Advocates
- Muscat Azzopardi and Associates Advocates
- PiscoPartners
- Refalo & Zammit Pace Advocates
- Simon Tortell & Associates
- SSRBJ Law
- WH Partners

Management Consultancy

- 3a Accountants
- Active Services (Malta) Ltd
- Affinity Management Services (Malta) Ltd
- Camilleri Galea Ltd
- Deloitte
- EMCS International
- EMD
- Ernst & Young Ltd
- Finco Trust Services Ltd
- GasanMamo Insurance
- GM Corporate & Fiduciary Services Ltd
- Grant Thornton
- Integrated-Capabilities (Malta) Ltd
- Mercieca Azzopardi & Co
- MSS International Services Ltd
- Nexia BT
- PKF Malta
- PricewaterhouseCoopers
- QGen Ltd
- SSRBJ Administration
- Stivala & Stivala Corporate Management Ltd
- Summa Fiduciary Services Ltd
- Tri-Mer Services Ltd

Pensions

- Acumum Services Group
- Curmi & Partners Ltd
- David Griscti & Associates
- Fenech & Fenech Advocates
- Fenlex Corporate Services Ltd
- GasanMamo Insurance
- International Management Services Ltd
- Iuris Services Ltd
- Mamo TCV Advocates
- PiscoPartners
- STM Malta Trust & Company Management Ltd
- Temple Asset Management Ltd

Tax Services

- 3a Accountants
- Acumum Services Group

- Advocates Primei
- Alter Domus (Services) Malta Ltd
- Avanzia Taxand Ltd
- Camilleri Galea Ltd
- City Legal
- Corrieri Cilia Legal
- Deloitte
- DG & A Ltd
- EJZ Comprehensive Business Services Ltd
- EMCS International
- Ernst & Young Ltd
- Fides Corporate Services Ltd
- Finco Trust Services Ltd
- Francis J. Vassallo & Associates Ltd
- Gatt Tufigno Gauci Advocates
- Grant Thornton
- Griffiths & Associates
- Iuris Services Ltd
- John Huber & Associates
- John Huber & Associates
- KPMG
- Mahoney & Co
- Mercieca Azzopardi & Co
- MSS International Services Ltd
- Nexia BT
- Papilio Services Ltd
- PricewaterhouseCoopers
- SSRBJ Administration
- Stivala & Stivala Corporate Management Ltd
- Summa Fiduciary Services Ltd
- Tri-Mer Services Ltd
- Valletta Commercial Services Ltd

Trustees and Fiduciaries

- 3a Accountants
- Abacus Corporate Services Ltd
- Acumum Legal Group
- Advocates Primei
- Advocates, Tanti-Dougall and Associates
- Affinity Management Services (Malta) Ltd
- Alter Domus (Services) Malta Ltd
- Amicorp Malta Ltd
- Areti Fiduciary Services Ltd
- Bank Of Valletta plc
- BDO Consult Ltd
- Bentley Trust (Malta) Ltd
- Camilleri Galea Ltd
- Chetcuti Cauchi Advocates - Legal/Tax/Corporate
- Ciantar Associates
- CREDAL International Ltd
- Credence Corporate & Advisory Services Ltd
- CSB Group
- DG & A Ltd
- Dingli & Dingli Law Firm
- EJZ Comprehensive Business Services Ltd
- EMCS International

- EMD
- Exco Services Ltd
- FACT Group
- Fenech & Fenech Advocates
- Fenech Farrugia Fiott Legal
- Fenlex Corporate Services Ltd
- Fides Corporate Services Ltd
- Francis J. Vassallo & Associates Ltd
- Francis Zammit Dimech - Advocates
- GasanMamo Insurance
- GM Corporate & Fiduciary Services Ltd
- Grand Harbour Trustees Ltd
- Grant Thornton
- Griffiths & Associates
- Hugh Peralta & Associates
- Integrated-Capabilities (Malta) Ltd
- Integritas Trustees Ltd
- International Management Services Ltd
- Iuris Services Ltd
- JACS International Ltd
- Maitland Malta Ltd
- Mamo TCV Advocates
- Mdina Trust Services Ltd
- Mifra Consultants Ltd
- MSS International Services Ltd
- Nexia BT
- Osiris Trust Ltd
- Papilio Services Ltd
- PiscoPartners
- Plethora Management Services Ltd
- Portman International Ltd
- Premier Fiduciary & Trusts Ltd
- PricewaterhouseCoopers
- Salt Partners (Services) Ltd
- SSRBJ Administration
- SSRBJ Law
- STM Malta Trust & Company Management Ltd
- Summa Fiduciary Services Ltd
- Temple Asset Management Ltd
- Trident Trust Company (Malta) Ltd
- Tri-Mer Services Ltd
- TW Management Ltd
- Unifin Services Ltd
- Vistra Malta Ltd
- W & D Corporate Services Ltd

Affiliate Members

Accommodation

- Hilton Malta
- Hotel Phoenicia Malta
- MIDI plc
- Mifsud Brothers
- The Westin Dragonara Resort
- The Xara Lodge
- The Xara Palace Relais & Chateaux

Business Services

- Aetos Holdings Pty Ltd
- Business Intelligence Solutions Ltd
- Castille Resources Ltd
- ClearVision
- Clever Solutions Ltd
- Combined Maritime Services
- CountryProfiler
- DMAX & Associates Ltd
- Documents Archive Management Ltd
- Linedata
- M. Demajo Group
- MISCO
- PowerHouse Ltd
- Regus Serviced Offices
- S & D Yachts Ltd
- SIX Financial Information
- SmartCity Malta
- Studio 7 Co. Ltd
- thewealthworks
- WH Works

Dining

- Bacchus Company Ltd
- Hilton Malta
- Hotel Phoenicia Malta
- MIDI plc
- SmartCity Malta
- The Westin Dragonara Resort
- The Xara Lodge
- The Xara Palace Relais & Chateaux

Education

- Chartered Institute for Securities & Investment (CISI)
- Hayes Culleton Ltd
- Malta Institute of Management
- Noddy's Kindergarten
- St. Michael School
- The Richard Clarke Academy

Health

- SmartCity Malta

Leisure

- Hera Cruises Ltd
- Hilton Malta
- M. Demajo Group
- MIDI plc
- Mifsud Brothers
- Outdoor Living
- PowerHouse Ltd
- The Xara Lodge
- The Xara Palace Relais & Chateaux

Logistics & Freight Forwarding

- C & C Express Ltd
- Focal Maritime Services
- MBL Shipping Agency Ltd
- Miles Express Cargo Systems Ltd
- Salvo Grima (Freeport Operations) Ltd

Media Organisations

- Allied Newspapers Ltd
- CountryProfiler

Professional Services

- Aetos Holdings Pty Ltd
- Ascent Software
- Avantech Ltd
- Business Intelligence Solutions Ltd
- Chartered Institute for Securities & Investment (CISI)
- Combined Maritime Services
- Documents Archive Management Ltd
- Linedata
- M. Demajo Group
- MISCO
- S & D Yachts Ltd
- SIX Financial Information
- Studio 7 Co. Ltd
- thewealthworks

Real Estate

- Belair Real Estate
- Chesterton (Boutique Properties)
- Frank Salt Real Estate Ltd
- MIDI plc
- Pender Ville Ltd
- Regus Serviced Offices
- SmartCity Malta
- Spinola Development Co. Ltd
- WH Works

Recruitment Services

- Castille Resources Ltd
- KONNEKT Search & Selection
- MISCO

Telecommunications & IT

- Aetos Holdings Pty Ltd
- Ascent Software
- BMIT Ltd
- Business Intelligence Solutions Ltd
- Clever Solutions Ltd
- ICT Ltd
- Infoscreen (Cyprus) Ltd
- Linedata
- M. Demajo Group
- MIDI plc
- SmartCity Malta
- Systec Ltd
- thewealthworks
- Vodafone Malta Ltd

Travel & Transport

- Mifsud Brothers
- Tristar Travel

Membership Application

Date: _____

Corporate membership with FinanceMalta is available to entities working within the financial services sector.

1. Member's details

(As you would like them to appear on the FinanceMalta website)

Company Name: _____

Address: _____

_____ Postal Code: _____

City: _____ Country: _____

Tel: _____ Fax: _____

Email: _____

Website: _____

Company Social Media Accounts:

linkedin.com/company/_____

twitter.com/_____

facebook.com/_____

youtube.com/user/_____

Other: _____

 Application Type: ☐ Renewal ☐ New

Membership Fees*:

Headcount	Dues		Headcount	Dues	
151+	€500	<input type="checkbox"/>	26-50	€350	<input type="checkbox"/>
101-150	€450	<input type="checkbox"/>	11-25	€300	<input type="checkbox"/>
51-100	€400	<input type="checkbox"/>	1-10	€200	<input type="checkbox"/>

2. Representative's details

CEO / M.D.: _____

Designation: _____

Email: _____

Direct Line: _____ Mobile: _____

Signature: _____ Date of Birth: _____

General Contact Name: _____

Position: _____

Email: _____

Direct Line: _____ Mobile: _____

VAT No.: _____

3. Classification of the Applicant

Please tick the relevant box/es as you would like them to appear on the FinanceMalta website. (Please see next page for exact definitions)

- | | |
|-----------------------------------------------------------|---------------------------------------------------|
| <input type="checkbox"/> Accounting / Auditing | <input type="checkbox"/> Law Firms |
| <input type="checkbox"/> Banks and Financial Institutions | <input type="checkbox"/> Management Consultancy |
| <input type="checkbox"/> Collective Investment Services | <input type="checkbox"/> Pensions |
| <input type="checkbox"/> Corporate Services | <input type="checkbox"/> Tax Services |
| <input type="checkbox"/> Fund Administration | <input type="checkbox"/> Trustees and Fiduciaries |
| <input type="checkbox"/> Institutions & Public Companies | |
| <input type="checkbox"/> Insurance | |
| <input type="checkbox"/> Investment Services: | |
| <input type="checkbox"/> Category 1a | |
| <input type="checkbox"/> Category 1b | |
| <input type="checkbox"/> Category 2 | |
| <input type="checkbox"/> Category 3 | |
| <input type="checkbox"/> Category 4 | |

4. Membership of Subsidiaries

Membership of an entity does not automatically include its subsidiaries. Subsidiaries are entitled to a 50% discount on the applicable membership fee. If the company is a subsidiary please fill in the following.

Subsidiary of (Company Name): _____

☐ We authorise FinanceMalta to use our company name in press releases/marketing and other PR initiatives.

☐ We understand that by becoming a member of FinanceMalta we are authorising the latter to contact us by mail, telephone, email, electronic messaging including text messaging or fax for any purpose that falls within the remit of FinanceMalta.



Malta's International
Financial Centre:
Built on Stability,
Managed Effectively



more information at:
www.financemalta.org



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