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Kenneth Farrugia

## Chairman's Statement

I am pleased to report that for the calendar year under review, Malta's financial services industry has continued with its evolution into a well-connected and attractive domicile for EU-regulated financial services business. While there is still ample room for stronger growth in EU-driven business flows, Malta is equally well placed to become an attractive financial services domicile for non-EU based financial services operators, particularly those in the Middle East, the US, Latin America and Hong Kong/China interested to conduct business in Europe and equally in Africa.

Overall, the stable economic and political climate has clearly contributed to the continued development of a vibrant financial services industry in Malta. During the course of last year, Malta's insurance and asset management sectors have continued to spearhead the growth of the industry alongside positive developments in the pensions, trusts, and financial institutions sectors. In order to support the growth of these key financial sectors, over the course of 2013, FinanceMalta has organised a concerted range of initiatives through the use of various media channels. All these initiatives were aimed at strengthening Malta's international visibility as a competitive financial services domicile.

From a strategic perspective, over these last 12 months FinanceMalta has continued to focus its promotional thrusts in Europe through the organisation of its own initiatives, participation in various third-party financial services events and conferences, the use of social media platforms, the re-launch of a new website as well as various e-marketing initiatives which have collectively played a very important role in further strengthening Malta's financial services brand. In addition, the alliances forged with Malta Enterprise and the Chamber of Commerce have been further strengthened as have our working relationships with the various financial services associations, professional and diplomatic bodies. FinanceMalta also acknowledges the pivotal importance of public relations and during the year has hosted a number of international journalists and editors of various financial services media publications.

I am grateful for the continued support of all the industry stakeholders as the multiple initiatives organised over

the course of this year would not have been possible without the laudable and tireless efforts and commitment of FinanceMalta's employees and the Board of Governors, past and present. I must also recognise the financial, technical and other forms of support received from FinanceMalta's members as well as various sponsors which has enabled the organisation of high end initiatives. Recognition is also due to Malta Enterprise for having partnered with us on a number of promotional events and as well as the support from the Government of Malta and the MFSA which was yet again invariably present when and where needed.

Going forward, while European markets will remain our key priority, in the coming years it is in our plans to extend our reach to other regions including the Gulf, Hong Kong/China and the US. In this regard, following consultation with the members and founding associations, a three-year strategy roadmap was prepared by FinanceMalta providing a clear path to strengthen Malta's relevance as a financial centre within and beyond the European borders to further sustain the economic growth contribution of the industry which has more than doubled in these last few years and which in turn has generated employment opportunities.

At this juncture, the growth of the industry going forward can only be sustained through the collective efforts of all stakeholders as we progress in the journey towards becoming a relevant International Financial Centre. Underpinning this process is the need to further strengthen investment in education, remain centric and responsive to the needs of international investors and equally important by inducing innovation in our proposition as the industry progresses to increased homogeneity. This will invariably necessitate an ever stronger thrust to differentiate Malta's value proposition therefore strengthening its relevance to reflect the requirements of international financial services business.

Lastly, despite the growth that has been experienced so far across various financial sectors, I firmly believe that the industry is well on its way to continue to register excellent progress in 2014.

## Board of Governors



### **Kenneth Farrugia, Chairman**

Kenneth joined Bank of Valletta p.l.c. 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 Fund Services responsible for the Bank's two subsidiaries, Valletta Fund Management Limited ("VFM") and Valletta Fund Services Limited. Kenneth is a director on the Board of Valletta Fund Management, serves as Chairman of the Malta Funds Industry Association and is also Chairman of Malita Investments plc which is listed on the Malta Stock Exchange.

## Governors representing the Government of Malta



### **Joe V. Bannister, Deputy Chairman**

Prof. Joe Bannister has served as Chairman of the Malta Financial Services Authority since 1999 and was also the Chairman of the Malta Financial Services Centre between 1995 and 1997. During 1990 and 1994 he served as Chairman of the Malta Development Corporation, Malta's inward investment authority. He was the Chairman of Tri-Med Fund Management Limited between 1998 and 1999 and Mid-Med Bank Overseas Limited in 1999, both subsidiaries of Mid-Med Bank Limited. He also serves as an independent director of a number of non-Maltese hedge funds for international institutions. Having graduated in sciences from the University of Malta and the University of Oxford, UK, he held positions in both Universities and the Cranfield Institute of Technology in the UK. He was also the pro-rector of the University of Malta between 2002 and 2006.



### **Alan Caruana, Governor (resigned 31/10/2013)\***

Alan Caruana is an Information Technology Auditor, a fellow of the Malta Institute of Accountants and holds an MBA on General Management from the University of Bath. Mr Caruana lectures project management at the University of Malta at Masters level and sits on the council of the University. He was a director of various institutions and served as a senior management consultant at PricewaterhouseCoopers.



### **Vincent Callus, Governor (resigned 31/10/2013)\***

Vincent Callus is an advisor to the Malta Financial Services Authority after retiring from Director, International Taxation in the Income Tax Division of the Ministry of Finance, the Economy and Investment. Over the years, Mr Callus was involved in many legislative changes which were made to Malta's income tax system. He was involved in negotiations on EU matters and was a regular member of Malta's team for the negotiation of tax treaties.



### **Michael Xuereb, Governor (resigned 31/10/2013)\***

Dr Michael Xuereb is a Director of the Malta Financial Services Authority for Regulatory Development. He was Counsel to the Republic of Malta in the Attorney General's Office and between 1995 and 1999 he served as General Manager of the Malta Development Corporation, Malta's inward investment promotion agency, which he joined in 1989 as Legal Advisor. Dr Xuereb read law at the University of Malta and holds a Masters Degree in Financial Services.

*\* These resignations are a result of a change in Government*





**John Huber, Governor (appointed 01/11/2013)**

John Huber is Managing Consultant at John Huber & Associates, a tax advisory firm. He also served as an adviser to Government on various residence programmes. He is a Council member at the Malta Chamber of Commerce, Enterprise and Industry and serves on a number of Executive Committees. Mr Huber is a Fellow Member of the Malta Institute of Taxation and a member of the Institute of Management. He was appointed on the EU Social Security System co-ordination advisory committee and of CEDEFOP (the European Centre for the Development of Vocational Training), is a Board Director at Eurochambres where he also sits on the budgetary committee and is a non-executive Director in various Maltese companies. He is also a Board Member on the Malta Community Chest Fund.



**Annalise Micallef, Governor (appointed 01/11/2013)**

Dr Annalise Micallef is a partner at Micallef & Associates, a firm of notaries and estate planners. She read a law degree and holds a Masters in Financial Services from the University of Malta. Dr Micallef practises as a notary public and is also actively involved in the regulation of the notarial profession as Vice-President of Malta's Notarial Council. Her main areas concern estate planning, most notably trusts and foundations. She is a member of the Society of Trust and Estate Practitioners (STEP) Malta Executive Committee and the STEP EU Committee which deals with issues concerning different EU initiatives. Dr Micallef currently sits on the Executive Council of the Council of the Notariats of the European Union (CNUE).



**André Borg, Governor (appointed 01/11/2013)**

Dr André Borg is a lawyer by profession and a partner at Borg & Associates Advocates law firm. He was employed by Middlesea Group until taking on a new role at International Insurance Management Services Ltd being seconded to Italy in challenging times at Progress Assicurazioni S.p.A's legal and anti-fraud office, where he moved on to head the International and Major Claims unit. In Italy, he benefited from a scholarship in Business Entrepreneurship at the Università Cattolica del Sacro Cuore in Milano. He also worked at the European Parliament and the EU Court of Justice in Luxembourg. Currently, Dr Borg serves on a number of Boards and holds directorships in local FSPs, LTDs and charitable foundations.

## Governor representing the Banking Industry



**Charles Borg, Governor**

Charles Borg currently serves as Chief Executive Officer of Bank of Valletta plc with overall responsibility for the operations of the bank and its management. Previously he was Chief Officer in charge of Financial Markets and Investments at Bank of Valletta plc and held various senior management and executive positions within the Group. He moved to Valletta Fund Management Limited in 1994 and was appointed General Manager in 1999. Mr Borg sits on the boards of Valletta Fund Services Limited, Valletta Fund Management Limited, BOV Investments Limited and Middlesea Insurance plc. He was the Honorary Treasurer of the Institute of Financial Services till 2000 and Honorary President until 2004.

## Governors representing the Insurance Industry



**Alberto Bisazza, Governor (resigned 30/09/2013)\***

Alberto Bisazza is a registered insurance broker and currently occupies the role of General Manager and Director of KDM Insurance Brokers PCC Limited. He has worked in the insurance sector for the past 20 years, both with underwriters and agencies handling corporate business, before moving to insurance broking. Mr Bisazza set up KDMIB within the KDM Group of Companies in 2006 and was influential in the conversion of KDMIB into a Protected Cell Company in 2011.

*\*This resignation is a result of a rotation system between the three insurance associations (MIA, AIB and MIMA) represented on the Board of FinanceMalta.*



**Matthew Bianchi, Governor (appointed 01/10/2013)**

Dr Matthew Bianchi is a partner at GANADO Advocates and heads the law firm's Insurance and Pensions division. He regularly advises re-insurance companies, insurance managers, captives, protected cell companies (PCCs) and insurance intermediaries and serves as the Secretary General of the Malta Association of Insurance Brokers and the Malta Insurance Management Association.

## Governors representing the Institute of Financial Services Practitioners



**Andrew Manduca, Governor (resigned 30/04/2013)\***

Andrew Manduca is 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. Mr Manduca is also the firm's International Services Co-Ordinator. He is the Chairman of the Malta Branch of the International Fiscal Association (IFA), past President of the Institute of Financial Services Practitioners (IFSP) and a past President of the Malta Institute of Accountants (MIA).

*\* This resignation is a result of a change in chairmanship following the IFSP AGM.*



**Chris J. Naudi, Governor (appointed 01/05/2013)**

Chris Naudi is a partner of EY since 2001 and occupies the role of Head of Tax at EY Limited in Malta focusing on International Tax Services. He is a Fellow of the Institute of Chartered Accountants in England and Wales, a Fellow of the Malta Institute of Accountants, a Certified Public Accountant and a Member of the Malta Institute of Taxation. He is also a past examiner of the Malta Institute of Accountants and sits on its Education Committee. He is the President of the Institute of Financial Services Practitioners and also sits on the tax sub-committee of the Institute.

## Executive Management



### **Bernice Buttigieg, Head of Administration and Secretary to the Board**

Dr Bernice Buttigieg is the Secretary to the Board of FinanceMalta and heads the administration. She held the role of Secretary General with the Institute of Financial Services Practitioners and the Malta Branch of the International Fiscal Association before being entrusted with supporting the setting up of STEP(Malta) and later FinanceMalta. She is a director of the Accountancy Board. Dr Buttigieg graduated Bachelor of Arts (B.A. Legal & Humanistic Studies) and Doctor of Law (LL.D.) from the University of Malta. She also attained a Diploma in Canonical Marriage Cases, Jurisprudence and Procedure in 2005 and graduated in Magister Juris (European and Comparative Law) in 2008.



### **Bruno L'ecuyer, Head of Business Development**

Bruno L'ecuyer has led various internal and external short term communications projects focusing on multinationals in the areas of finance, insurance, banking, pharmaceuticals, sports and luxury goods in the public and private sectors. He joined FinanceMalta in 2009 as Head of Business Development, after holding positions in London, Paris and Hong Kong, and is responsible for Business Development, Corporate Communications and Strategic Marketing. Mr L'ecuyer is a graduate from the University of Birmingham majoring in International Business with Honours.

## Members of Staff



**Mary Darmanin**  
**Research Officer**  
Seconded by the MFSA  
(retired in May 2013)



**Lindsey Busuttill**  
**Marketing Coordinator**  
Seconded by the IFSP



**Lizianne Pace Frendo**  
**Marketing Coordinator**  
Seconded by the IFSP



**Giselle McKenna**  
**Marketing Coordinator**

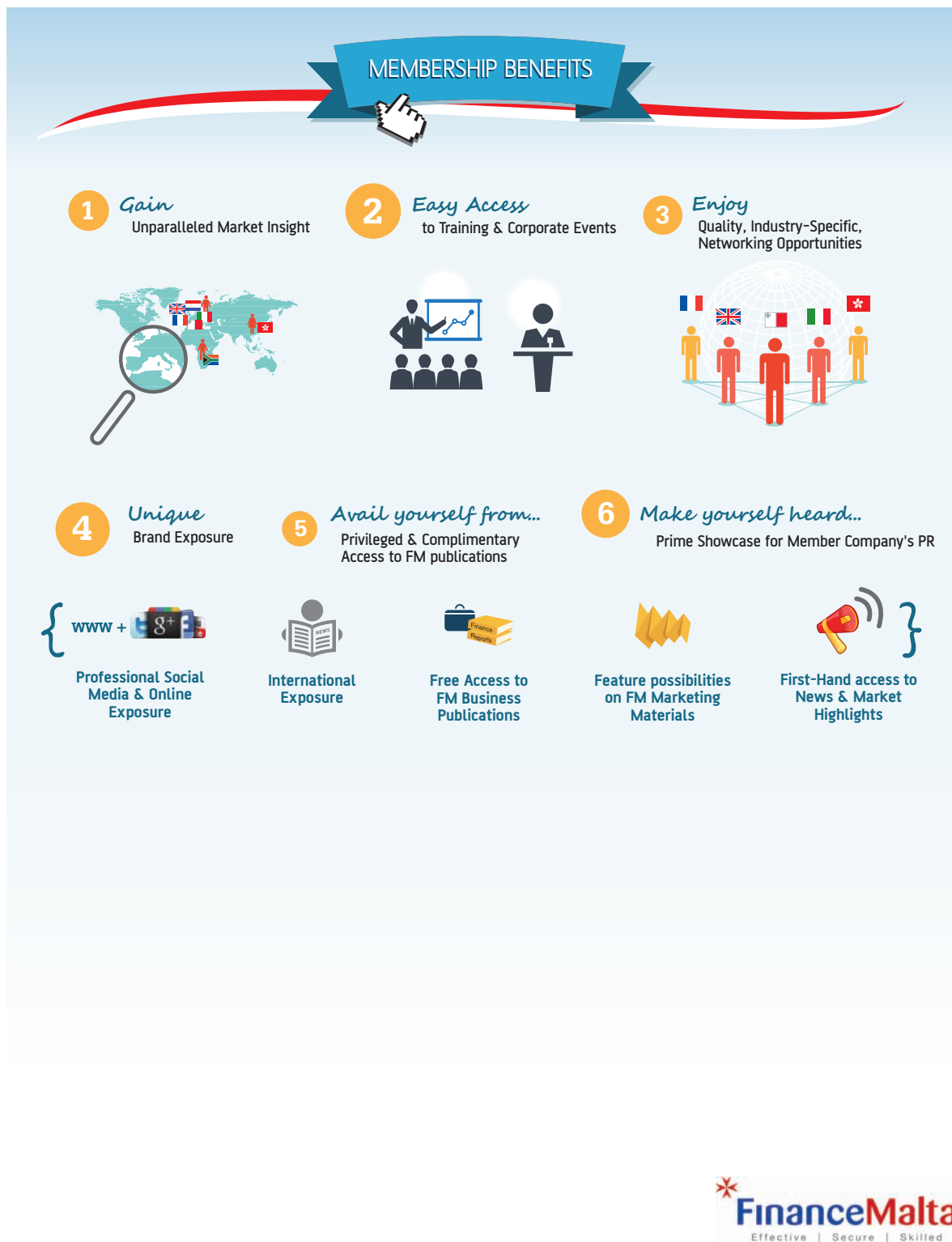


**John Anthony Navarro**  
**Office Clerk**



# FinanceMalta's Membership

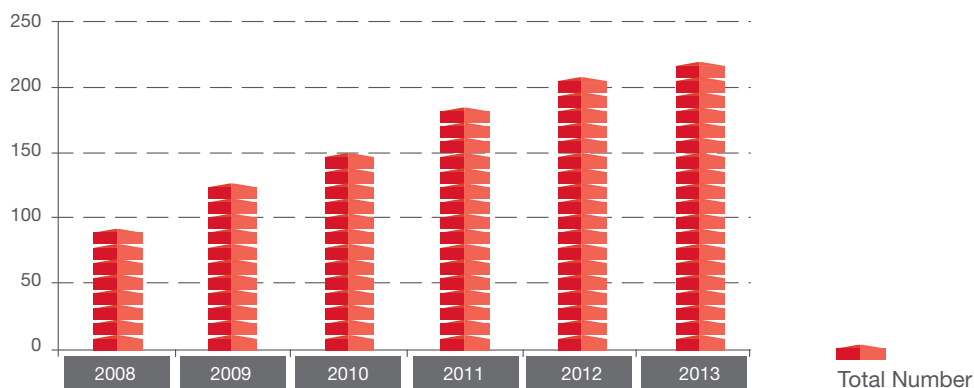
The promotional activities undertaken by FinanceMalta continued to attract more members to the foundation's three membership categories: corporate members, affiliate members and student members. More details are provided in the following pages:



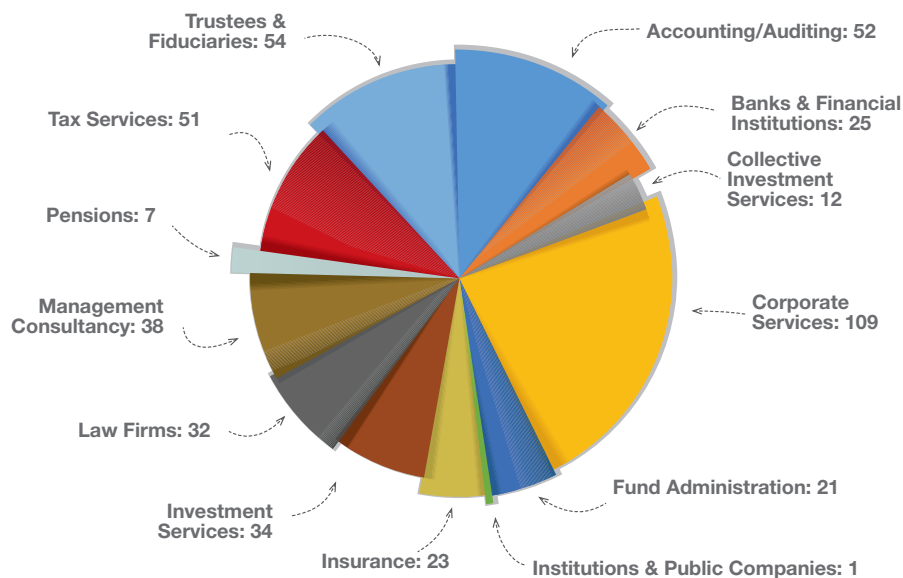
## Corporate Membership

During 2013, the number of FinanceMalta (FM) corporate members reached 209, with 22 new member companies registered during the year. Corporate membership is available to entities operating in the financial services field including accounting and auditing firms, banks and financial institutions, corporate services firms, law firms, investment services, fund administration companies, collective investment services, institutions and public companies, management consultancy companies, insurance companies, pension firms, trustees and fiduciaries and companies offering tax services.

### Increase in corporate membership since its initial launch



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



### Sectors of FinanceMalta's Corporate Members 2013\*

\*The numbers listed on the pie chart are the number of companies that fall under the particular category. It is important to note that a number of companies fall under more than one category so the addition of all these numbers does not reflect the total number of corporate members. Total number of corporate members in 2013 was 209.

During 2013, the following benefits were granted to FinanceMalta's corporate members:

**1 Quality, Industry-Specific, Networking Opportunities and access to Training and Incentive Events**

During 2013, as in previous years, corporate members had direct access to the experience and knowledge of fellow members, were able to influence the market, regulators and law makers through FinanceMalta's lobbying activities underpinned by the strength of membership and links with its founding associations and could benefit from FinanceMalta's marketing and public relations initiatives.

Corporate Members had the opportunity to attend and network at partner seminars and workshops on a wide range of specialist subjects at heavily discounted rates, with some events on a complimentary basis, such as FinanceMalta's educational clinics while the annual FinanceMalta conference was offered at a discounted rate.

**2 Unparalleled Market Insight and Privileged Complimentary access to FinanceMalta's Publications**

FinanceMalta Corporate Members received regular market insights, six e-newsletters and exclusive publications on Finance issues, attended partner seminars, training and workshops on a wide range of specialist subjects at heavily discounted rates, gained access to the 'member only' features of the FinanceMalta website and received complimentary copies of the FinanceMalta Investment Guide and Business Directory and Sectorial investor guides.

**3 Unique Brand Exposure**

Corporate Members contributed articles for the quarterly e-newsletter distributed both in Malta and to selected foreign based contacts and published articles on FinanceMalta's website, had their company logo link to and from FinanceMalta's website and the company profile with logo in the FinanceMalta on-line membership directory.

Events by members' firms' were featured on FinanceMalta's online calendar of events while members had regular opportunities to showcase their firm on the international scene under the umbrella of FinanceMalta during certain events and initiatives organised by FinanceMalta together with its prestigious partners such as the Financial Times.

Moreover, members advertised their vacancies on FinanceMalta's website on a complimentary basis and received sponsorship preference for events organised by FinanceMalta, had their company name listed on a complimentary basis on the FinanceMalta Investment Guide and Business Directory, and Country Profiler magazine and had the opportunity to take part in FinanceMalta's topical podcasts.

## Corporate Members 2013

### A

- > 3a Accountants
- > Abacus Corporate Services Ltd
- > Abacus Fund Administration Ltd
- > Active Services (Malta) Ltd
- > Acumum Legal & Advisory Group
- > Advocates Primei
- > Aequitas Legal
- > Aeronautica (Malta) Ltd
- > Afex (Europe) Ltd
- > Affinity Management Services (Malta) Ltd
- > AgriBank
- > Akbank TAS Malta Branch
- > Alter Domus (Services) Malta Ltd
- > Alternative Risk Management (Malta) Ltd
- > Amicorp Fund Services Malta Ltd
- > Amicorp Malta Ltd
- > Amstel Capital Malta Ltd
- > Antelope Trustees Ltd
- > AON Insurance Managers (Malta) Ltd
- > Apex Fund Services (Malta) Ltd
- > APS Bank Ltd
- > Areti Fiduciary Services Ltd
- > Atlas Insurance PCC Ltd
- > Avanzia Taxand Ltd

### B

- > Baker Tilly Sant
- > Banif Bank (Malta) plc
- > Bank of Valletta plc
- > Barclays Bank plc
- > Bawag Malta Bank Ltd
- > BDO Consult Ltd
- > Bee Insurance Management Ltd
- > Bentley Trust (Malta) Ltd
- > Blue Planet Investment Management Ltd
- > Boston Corporate Services (Malta) Ltd

### C

- > Calamatta Cuschieri & Co Ltd
- > Camilleri Galea Ltd
- > Camilleri Preziosi
- > Castlegate Fund Services Ltd
- > Charts Investment Management Service Ltd
- > Chetcuti Cauchi Advisors Ltd
- > Ciantar Associates
- > Citadel Insurance plc
- > Citco (Malta) Ltd
- > City Legal
- > Clearstream Banking
- > Clive Capital (Malta) Ltd
- > CommBank Europe Ltd
- > Corrieri Cilia Legal
- > CREDAL International Ltd
- > Credence Corporate & Advisory Services Ltd
- > Creditinfo Malta Ltd
- > CSB Advocates
- > CSB Group
- > Curmi & Partners Ltd
- > Custom House Global Fund Services Ltd

### D

- > David Griscti & Associates
- > David Zahra & Associates Advocates

- > Deloitte
- > Deutsche Bank (Malta) Ltd
- > DF Advocates
- > Dingli & Dingli Law Firm
- > Directors Chambers Ltd
- > DNT Fiduciary Ltd

### E

- > Ecovis (Malta) Consultants Ltd
- > EJZ Comprehensive Business Services Ltd
- > Elmo Insurance Ltd
- > e-Management Ltd
- > EMCS International
- > EMD
- > Equiom (Malta) Ltd
- > Ernst & Young Ltd
- > Exante Ltd
- > Exco Services Ltd

### F

- > FACT Group
- > FCM Bank Ltd
- > Fenech & Fenech Advocates
- > Fenech Farrugia Fiott Legal
- > Fenlex Corporate Services Ltd
- > Fexserv Financial Services Ltd
- > FEXSERV GROUP
- > Fides Corporate Services Ltd
- > FIMBank
- > Financial Planning Services Ltd
- > Finco Trust Services Ltd
- > Finisterre Malta Ltd
- > FirstUnited Insurance Management Ltd
- > FMG (Malta) Ltd
- > Francis J. Vassallo & Associates Ltd
- > FZD Advocates

### G

- > Galea Salomone & Associates
- > Gamma Capital Markets Ltd
- > GANADO Advocates
- > GasanMamo Insurance
- > Gatt Tufigno Gauci Advocates
- > GM Corporate & Fiduciary Services Ltd
- > Gonzi & Associates Advocates
- > Grand Harbour Trustees Ltd
- > Grant Thornton
- > Griffiths & Associates

### H

- > H & P Corporate Services (Malta) Ltd
- > Harbour Pensions Ltd
- > HBM Malta Ltd
- > Heptagon Capital
- > Heritage Insurance Management (Malta) Ltd
- > Heritage International Fund Managers (Malta) Ltd
- > HSBC Bank Malta plc
- > HSBC Global Asset Management (Malta) Ltd
- > HSBC Life Assurance (Malta) Ltd
- > HSBC Securities Services (Malta) Ltd

### I

- > IDS Fund Services Malta Ltd
- > IIG Bank (Malta) Ltd
- > Integradvisory Ltd
- > Integrated-Capabilities (Malta) Ltd
- > Integritas Trustees Ltd
- > International Management Services Ltd
- > Island Insurance Brokers Ltd
- > Island Insurance Management Services Ltd
- > Iuris Services Ltd
- > Izola Bank Ltd

### J

- > JACS International Ltd
- > JATCO Insurance Brokers Ltd
- > Jesmond Mizzi Financial Advisors Ltd
- > John Huber & Associates
- > Justin Cutajar CPA

### K

- > Kamber Consultancy AG
- > KDM Insurance Brokers PCC Ltd
- > Kendrick Capital Ltd
- > KPMG

### L

- > Lombard Bank Malta plc

### M

- > Mahoney & Co
- > Maitland Malta Ltd
- > Malta Capital Management Ltd
- > Malta Stock Exchange plc
- > Maltese Cross Financial Services Ltd
- > Mamo TCV Advocates
- > Marsh Management Services Malta Ltd
- > Mazars Malta
- > Mdina Trust Services Ltd
- > Mediterranean Bank plc
- > Mediterranean Insurance Brokers (Malta) Ltd
- > Mercieca Azzopardi & Co
- > Micallef & Associates
- > Michael Grech Financial Investments Services Ltd
- > Middlesea Insurance p.l.c
- > Mifra Consultants Ltd
- > Mifsud & Mifsud Advocates
- > MSS International Services Ltd
- > MSV Life p.l.c
- > Munich Re of Malta p.l.c.
- > Muscat Azzopardi and Associates Advocates
- > MZ Investment Services Ltd

### N

- > NBG Bank Malta Ltd
- > Newco Corporate Services Ltd
- > Nexia BT
- > Northway Broker Ltd

**O**

- > Orangefield Group
- > Osiris Trust Ltd

**P**

- > Palmali Ship Management Ltd
- > Papilio Services Ltd
- > PiscoPartners
- > PKF (Malta)
- > Plethora Management Services Ltd
- > Portman International Ltd
- > Praxis Fund Services (Malta) Ltd
- > Premier Fiduciary & Trusts Ltd
- > PricewaterHouseCoopers

**Q**

- > QGen
- > Quantum Services Ltd

**R**

- > Raiffeisen Malta Bank plc
- > Refalo & Zammit Pace Advocates
- > RiskCap International Ltd
- > Rizzo, Farrugia & Co (Stockbrokers) Ltd
- > RS Attard - Moore Stephens Malta
- > RSM Malta
- > RTFX Ltd

**S**

- > Salt Partners (Services) Ltd
- > Simon Tortell & Associates
- > Somerset Management (Malta) Ltd
- > South Risk Partners
- > Sparkasse Bank Malta plc
- > SSRBJ Administration
- > SSRBJ Law
- > Stivala & Stivala Corporate Management Ltd
- > STM Malta Insurance Ltd
- > STM Malta Trust & Company Ltd
- > Summa Fiduciary Services Ltd
- > Swissquote Europe Ltd

**T**

- > Tanti-Dougall & Associates, Advocates
- > Taxways Group (Invest Group Ltd)
- > Temple Asset Management Ltd
- > TMF Fund Administrators
- > Trident Fund Services (Malta) Ltd
- > Trident Trust Company (Malta) Ltd
- > Tri-Mer Services Ltd
- > Tromino Financial Services (Malta) Ltd
- > TW Management Ltd

**U**

- > UHY Business Advisory Services Ltd
- > Unifin Services Ltd
- > United International Management (Malta) Ltd

**V**

- > Valletta Commercial Services Ltd
- > Valletta Fund Management
- > Valletta Fund Services
- > Vistra Malta Ltd
- > Vitava Fund SICAV
- > Volksbank Malta Limited

**W**

- > WDM International Ltd
- > WH Partners
- > WTP ADVISORS MALTA

**Z**

- > Zeta Capital Advisory
- > Zeta Corporate & Management Services Ltd
- > Zodiac Advisory Services Ltd

## Affiliate Membership

FinanceMalta's affiliate membership programme, aimed at companies operating in the non-financial sector which could indirectly benefit from the growth of Malta's financial services industry, attracted eight new affiliates during 2013, thus bringing the total number of affiliates to 59. The programme was offered to companies operating in the accommodation, business services, education, health, leisure, logistics and freight forwarding, professional services, real estate, recruitment services, ICT, travel and transport sectors.

**In 2013, the benefits of Affiliate Membership with FinanceMalta included:**

### 1 Brand exposure, online traffic and brand awareness

Affiliate companies benefited from finance-related news updates on the FinanceMalta website and had their company name listed on the FinanceMalta Investment Guide and Business Directory under the affiliate members section with the affiliate company's profile and images on the FinanceMalta on-line Business Directory.

### 2 Webcast, advertising, brand awareness

Companies affiliated with FinanceMalta could profit from ad-hoc 'brand awareness' opportunities throughout the year, had a link from FinanceMalta's website to their website and had the opportunity to sponsor a podcast through FinanceMalta's extensive on-going series and banner advertising on the FinanceMalta website.

### 3 Networking opportunities, use of affiliate services

Affiliate companies had the opportunity to network during the annual FinanceMalta conference at a discounted rate and during events organised in Malta and overseas. They had the ongoing opportunity to generate brand awareness among other members while FinanceMalta used its affiliate members' services and directed visitors to use its affiliate members' services, whenever this was possible.

### 4 Second refusal opportunity

Members were afforded the right of second refusal on support opportunities after the first refusal went to Corporate Members.



## Affiliate Members 2013

### A

- > Aetos Holdings Pty Ltd
- > Allied Newspapers Ltd
- > Ascent Software
- > ATCS consulting Ltd
- > Avantech Ltd

### B

- > Bacchus Company Ltd
- > Belair Real Estate
- > BMIT Ltd
- > Business Intelligence Solutions Ltd

### C

- > C & C Express Ltd
- > Cabinet Comptable Rawat
- > Castille Resources Ltd
- > CDDS International S.A.
- > Chartered Institute for Securities & Investment (CISI)
- > Chesterton (Boutique Properties)
- > Combined Maritime Services
- > Country Profiler

### D

- > Dhalia Real Estate Services
- > Dmax & Associates Ltd
- > Documents Archive Management Ltd

### F

- > Focal Maritime Services
- > Frank Salt Real Estate Ltd

### H

- > Hera Cruises LTD
- > Hilton Malta
- > Hotel Phoenicia Malta

### I

- > ICT Ltd
- > Infoscreen (Cyprus) Ltd

### K

- > KONNEKT Search & Selection

### L

- > Linedata

### M

- > M. Demajo Group
- > Malta Institute of Management
- > MBL Shipping Agency Ltd
- > Melita plc
- > MIDI plc
- > Mifsud Brothers
- > Miles Express Cargo Systems Limited
- > MISCO
- > Misco Directors Network

### O

- > Outdoor Living

### P

- > P5+
- > Pender Ville Ltd
- > People & Co Ltd
- > PowerHouse Ltd

### R

- > RE/MAX Malta
- > Regus Serviced Offices

### S

- > S & D Yachts Ltd
- > Salvo Grima (Freeport operations) Ltd
- > SIX Financial Information
- > Smartcity Malta
- > Spinola Development Co. Ltd
- > St. Michael School
- > Systec Ltd

### T

- > The Richard Clarke Academy
- > The Westin Dragonara Resort
- > The Xara Lodge
- > The Xara Palace Relais & Chateaux
- > thewealthworks
- > Tristar Travel

### V

- > Vodafone Malta Ltd

## Student Membership

FinanceMalta kept university students in the Faculty of Economics, Management and Accountancy (FEMA) and the Faculty of Law informed of developments within the financial services industry. This was possible through the close collaboration that exists with students' representative bodies at the University of Malta: the ASCS, Ghsl and ELSA.

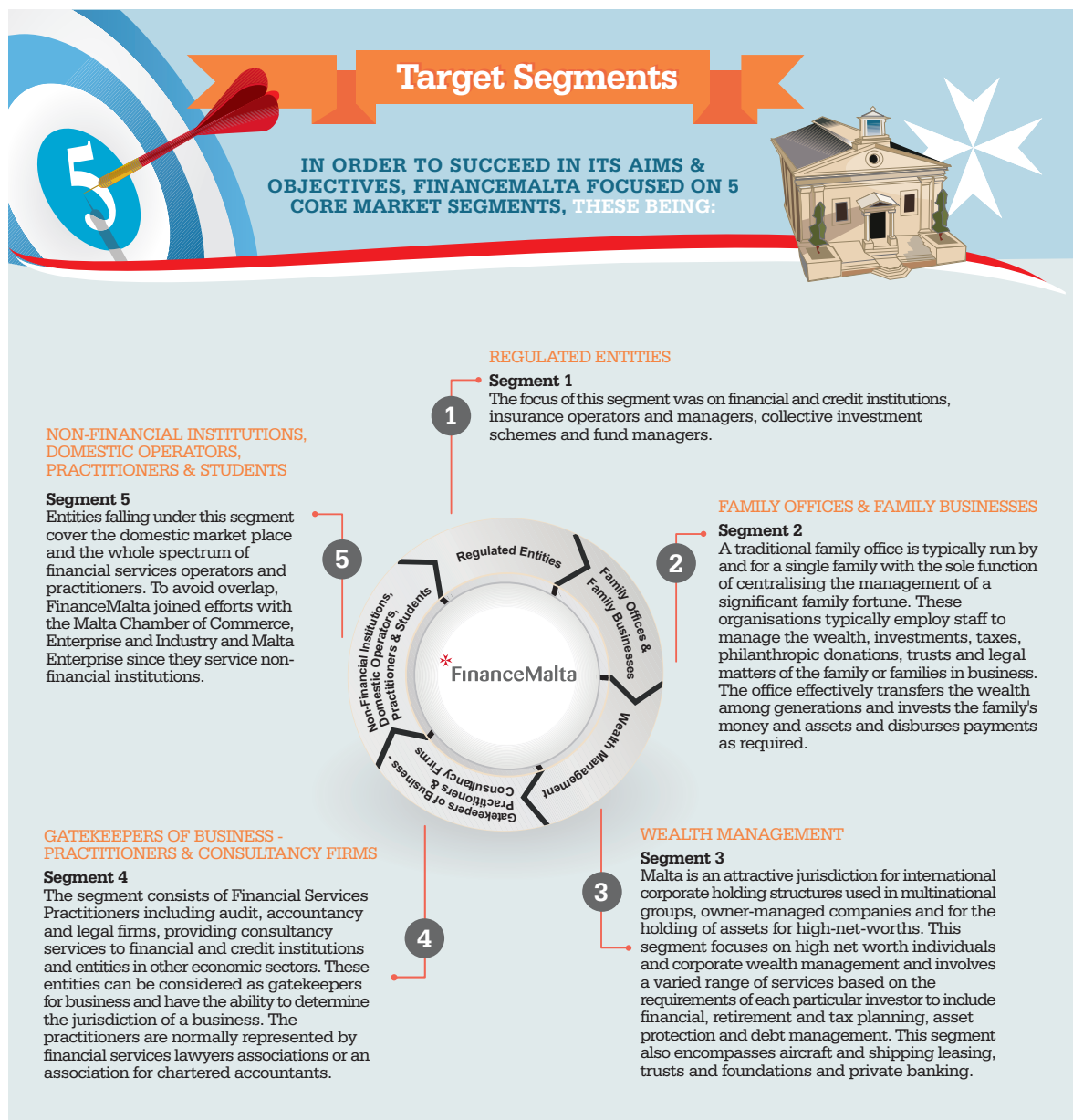
The management team of FinanceMalta met with the members of the representative bodies to update them on trends, business prospects and challenges facing the industry. The meetings also served to keep students updated on promotional initiatives organised by FinanceMalta.

# FinanceMalta Promotional Initiatives Report 2013

The following report provides an overview of the various promotional initiatives that were undertaken by FinanceMalta during 2013.

## Target Segments

FinanceMalta undertook various promotional activities during 2013. Since its remit according to the Deed of the Foundation extends to a wide range of economic sectors, the promotional activities were structured and focused on five core market segments through a combination of promotional initiatives and the use of various media platforms. The market segments are:



## Communication Platforms

For its promotional strategy aimed at each target segment, FinanceMalta used various communication tools which are divided into four areas, as shown below:





## Technology

### FinanceMalta Corporate Video

As part of a national promotional project with Dubai 7 Television, FinanceMalta supported the production of a series of programmes aired in the GCC and aimed at raising Malta's profile as a business and tourism destination.

A dedicated six minute video promoting Malta as a Finance Centre was produced, offering prospective investors a good overview of Malta's unique selling propositions and attractiveness. This latter video, which is now hosted on FinanceMalta's website and YouTube channel, was extensively promoted via Social Media platforms where it attracted good reviews, and shares. The video is available for members to use at their own events or promotions.



## Communication

### Email/Permission Marketing

FinanceMalta has used an online system for its email communications and marketing since August 2010. From this date till the end of 2013, the number of active and confirmed contacts registered on FinanceMalta's system has reached 11,270. 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 types 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;
- 2 Events and Initiatives campaigns: promotion and communication support for forthcoming events and FinanceMalta initiatives, including event details, programme and delegate registration procedure (including reminders), and post event follow ups;
- 3 FinanceMalta Insight newsletter (on a quarterly basis);
- 4 Communication targeting FinanceMalta members and affiliates
- 5 LinkedIn promo campaigns (as part of Social Media engagement activities)
- 6 Press Releases;
- 7 Expression of Interest; and
- 8 General public notices.

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

- 1 Expression of Interest
- 2 Forthcoming Events
- 3 Office Closure Notice
- 4 Latest Podcasts
- 5 Press Release
- 6 Latest Reports
- 7 Your Opinion Matters
- 8 FinanceMalta Insight Newsletter
- 9 Keep in touch
- 10 Social Media promotions



## 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 public.

### Special features

The structure of FinanceMalta's Insight newsletter template is based on permanent sections which make each edition look 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
- Latest podcast/video

During the year 2013 FinanceMalta published five issues of the Insight Newsletter during the months of January, April, July, September and December.

During the year under review, Insight Newsletters have been sent to 42,089 email addresses in total (including reminders).

Issue / Month published	Total Number of Recipients
1 Insight January 2013	8,016
2 Insight April 2013	6,856
3 Insight July 2013	6,941
4 Insight September 2013	7,002
5 Insight September 2013 (reminder)	6,286
6 Insight December 2013	6,988

Considering that the accumulative sending group was quite large, the Insight Newsletters showed positive results with an average open rate of 12% based on unique opens, a low bounce rate at an average of 1.4% and an unsubscribe rate of only 0.3%.



## Contents specific to each newsletter

### January 2013 Insight Newsletter Segment 1

- Relocating to Malta has never been so attractive
- Risk Management...a way of life
- Meeting the financial needs of Maltese business
- Malta as a Private Equity Jurisdiction
- Setting up in Malta: an expert fund managers' experience
- Introduction to the Malta Recognised ICC
- On becoming an Insurance Professional
- Promoting Captives in Luxembourg
- 'Unbundling' the Malta Stock Exchange Services
- Latest podcast: Educational Clinic on Islamic funds business

### April 2013 Insight Newsletter Segment 1

- Re-Domiciliation of Funds and Companies to Malta
- Malta: a stable and robust banking system
- Cautious optimism for the financial year ahead
- Maltese "Fiduciary" Alternatives
- Working in finance? Take the CFA exam and put your career in the fast track
- That European Protected Cell Company
- A modern well regulated cost-effective EU domicile
- Forfeiting - an alternative method of financing international trade
- Malta: a Financial Services Centre of Excellence
- Commerce in the Mediterranean
- Opinion piece on banking in Malta
- From E-Commerce to E-Money
- Latest podcast: Educational Clinic AIFMD

### July 2013 Insight Newsletter Segment 1

- The islands of the Mediterranean Sea - Malta stands out
- The new role of market making on the Malta Stock Exchange trading platform
- Protecting Professional Investors: An analysis of the AIFMD
- Structuring leveraged buy-outs: benefits of financing through Malta
- A greater role for financial intermediaries in SME financing
- The ECB recently cut interest rates and considers negative deposit rates. Will they work?
- Financial and Insurance activities contribution to Gross Value Added
- Investment Advice: The Maltese Perspective
- Latest video: Financial Services Industry Overview

### September 2013 Insight Newsletter Segment 1

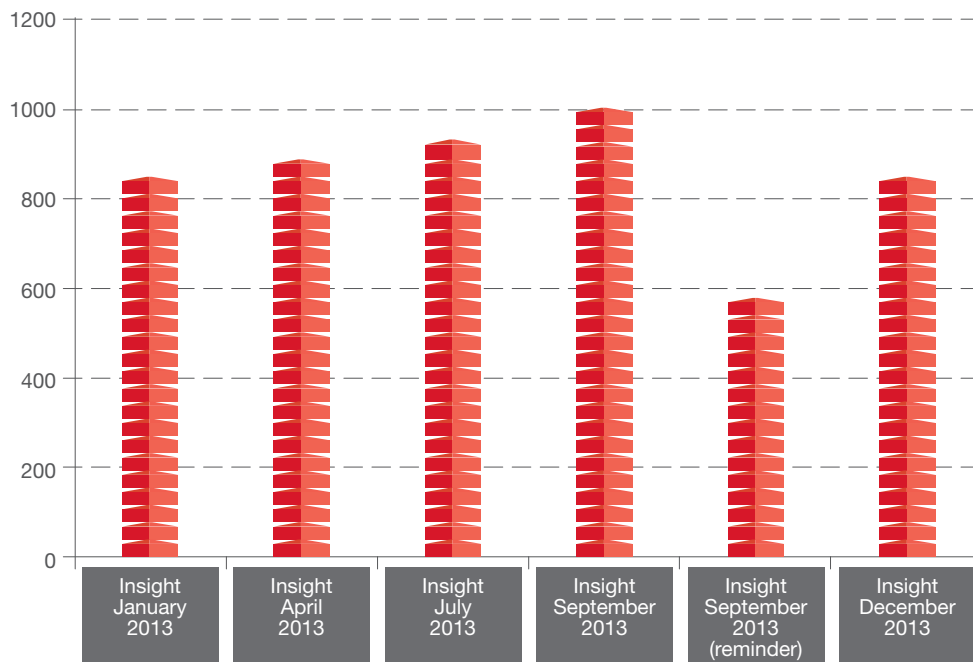
- Malta's New Global Residence Programme
- The Relevance of Cyber Security Risk Management
- "PANTA CHOREI, OUDEN MENEI": The developing world of Maltese trust law
- Data Protection and Geo-Location Tools
- The UCITS Brand
- The AIFM Directive and its Impact on Malta
- Insurance securitisation in Malta
- The Art of Attributing Profits to PEs
- Latest Video: The Realities of Setting up in Malta

### December 2013 Insight Newsletter Segment 1

- Malta awarded "Most favoured domicile in Europe"
- Virtual Currencies - A Question of Trust
- Moody's changes Malta's rating to stable, highlights strength of banking system
- The Regulation on European Venture Capital Funds - A New Opportunity for SMEs?
- AIFMD - The State of Play across Europe...and Malta's personal touch
- Study on the UCITS Framework in the Maltese Fund Services Industry
- Cross-Investments between sub-funds of Malta-registered SICAVs
- Celling Solvency II to Captives
- Getting Credit - How easy is it for you?
- Latest podcast: Opportunities for the Malta Stock Exchange

### Readership evolution based on unique opens

During the year 2013, readership for the Insight Newsletter amounted to over 5,000 contacts. This occurred in consideration of the number of unique openings per email, with a total number of recorded openings standing at 9,180, including multiple openings from the same email address.



### Total readership per issue (based on unique opens)

Insight January 2013	Insight April 2013	Insight July 2013	Insight September 2013	Insight December 2013
841	864	935	1,583	835

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.

## Website

A re-designed, smartphone friendly website was launched by FinanceMalta on the eve of the annual conference held in April 2013. The new front-end makes the information available more accessible while the content presented focuses on the latest developments in the financial services industry, always offering visitors the most relevant news in the field.

The revamped homepage is packed with valuable market insight, offers a well-stocked media gallery, including past educational clinics, presentations and industry-specific interviews among other information and presents visitors with a plethora of useful resources, free downloads of reports, including the FinanceMalta membership directory and the Investor Guides, among many other local and international reports.

The website also includes a calendar of lifestyle events in collaboration with the Malta Tourism Authority and automatic registration to FinanceMalta events to reduce the manual intervention required by employees.



Almost 68,872 visits were registered on the FinanceMalta website during 2013, 64.9% of which were unique visitors. There has been a marginal drop in traffic during the change-over period between the old and newer edition of the website, causing a small drop in figures over the year.

Year	Visits	Unique Visitors
2013	68,872	44,727
2012	76,172	48,879

### Audience Overview

Jan 1, 2013 - Dec 31, 2013  
Compare to: Jan 1, 2012 - Dec 31, 2012

Advanced Segments Email Export Add to Dashboard Shortcut **BETA**

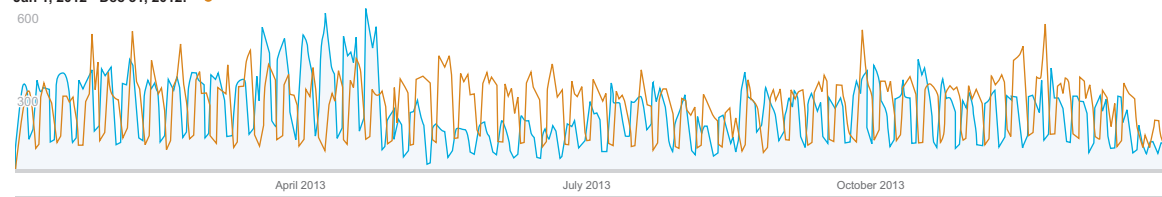
change in % of visits +0.12%

#### Overview

Visits vs Select a metric

Hourly Day Week Month

Jan 1, 2013 - Dec 31, 2013: Visits  
Jan 1, 2012 - Dec 31, 2012: Visits

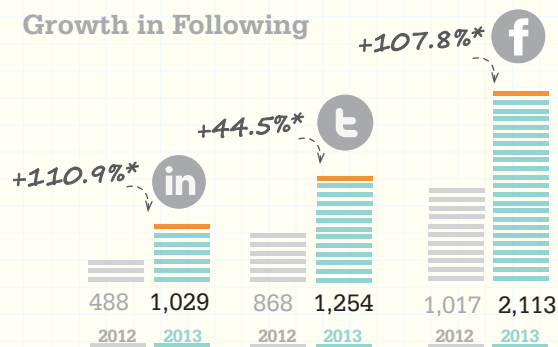


44,727 people visited this site

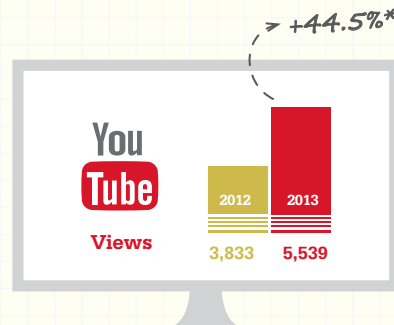
## Social Media

### FinanceMalta Social Media Snapshot 2013

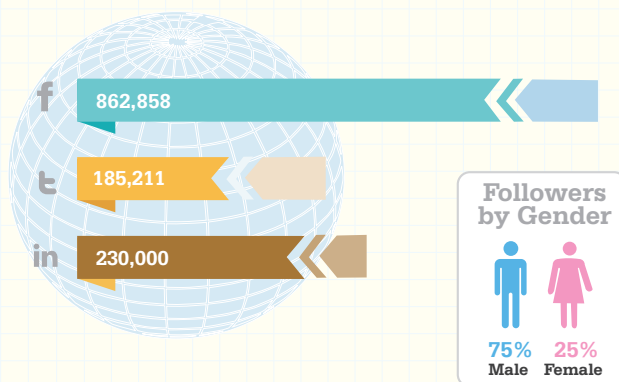
#### Growth in Following



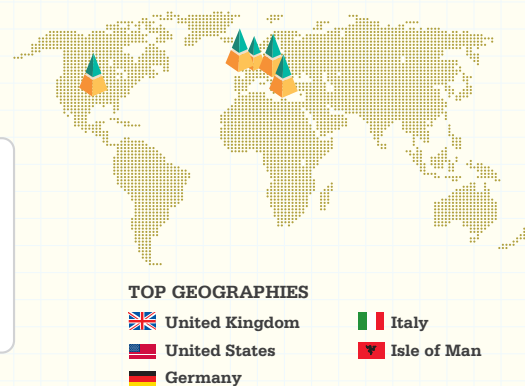
#### Viewership Growth



#### Social Reach 2013



#### Demographics



\* Growth between 2012 & 2013

FinanceMalta's exposure on LinkedIn, Twitter and Facebook has grown significantly during the past 24 months since the organisation first went live on social media back in March 2012. The marketing efforts adopted on these platforms were not driven by numbers but by the quality of the followers - seeking to primarily attract a following from finance industry professionals and from operators of related businesses in Malta and overseas.

During the period under review, FinanceMalta's official page on LinkedIn - the most popular platform amongst professionals and finance industry players - has seen a 110.9% growth over 2012, whilst the company's Twitter page (a platform which is gaining ground particularly in continental Europe, apart from being very popular in the US) has registered a 44.5% jump in following over the same period.

Comparatively, FinanceMalta's official Facebook page has experienced an outstanding 107.8% increase in likes throughout 2013. During 2013, FinanceMalta's Social Media team have researched and created over 900 new posts on LinkedIn, Twitter & Facebook respectively.

These posts, appearing daily from Monday to Friday, have featured, amongst other subjects, industry-specific information, technical briefs, event reporting and promotions, multimedia and PR announcements, and have generated an increased interest and engagement across the three platforms, resulting in more likes and shares overall.

During 2013, FinanceMalta has comprehensively reached 862,858 people on Facebook, over 185,211 people on Twitter and over 230,000 on LinkedIn.

FinanceMalta's YouTube Channel has seen an increase in views of 44.5% between 2012 and 2013 (5,539 views in 2013, compared to 3,833 views in 2012). It is estimated that 2 out of every 3 visitors to FinanceMalta's Social Media platforms are males.

Other than Malta, FinanceMalta's metrics show that its pages are popular with people from the United Kingdom, the United States, Germany, Italy and the Isle of Man, amongst others.



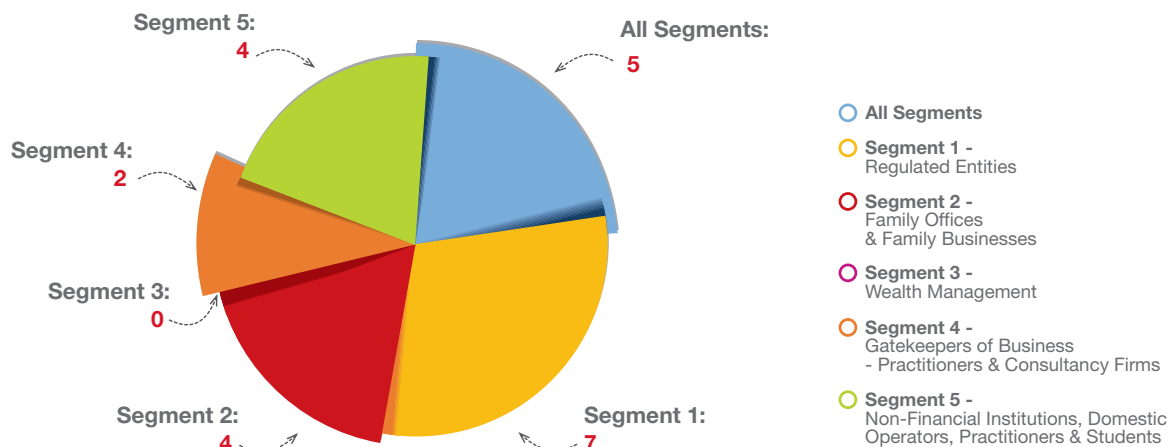
## Events

### Promotional Initiatives

During 2013, FinanceMalta organised, participated, exhibited or hosted around 22 promotional initiatives held in Malta, Hong Kong, London, Paris, Milan, Geneva, Maastricht and Cape Town. All of these initiatives were aimed at promoting the five target segments and included:

#### Promotional Initiatives by Segment

Figures represent quantity of events



**12 - 17.01.2013**

**Asian Financial Forum, Hong Kong**  
All segments

FinanceMalta, accompanied by one of its corporate members Exante, represented Malta during the Asian Financial Forum which attracted more than 1,400 delegates bringing together some of the most influential members of the global and financial business community. The event provided an opportunity for FinanceMalta to take note of the developments in the dynamic Asian markets.

The plenary sessions focused on 'Asia: Shaping the Next Global Landscape' and 'Policy Dialogue' with a panel session on 'Global Investment Opportunities' and a workshop about the Future of the Eurozone. This event was supported by FinanceMalta to promote Malta's financial services industry and communicate with all the participants of the forum.

**12 - 13.02.2013**

**Captive Live Conference, London**  
Segment 1

FinanceMalta attended the UK's leading captive insurance conference and exhibition, Captive Live, which attracted over 600 delegates including 150 captive owners. FinanceMalta's participation in Captive Live UK increased Malta's visibility as a European Financial Centre (EFC) among the captive insurance market reinforcing Malta's presence as a European domicile. FinanceMalta's stand at Captive Live sought to educate visitors about the legal, regulatory and licensing regime in Malta and ensured that members had the opportunity to meet with potential clients.

To facilitate networking opportunities for Maltese delegates, FinanceMalta hosted a luncheon which was an excellent opportunity to remind attendees about Malta.





Hedge News Africa Symposium - 21.02.2013



Hedge News Africa Symposium - 21.02.2013



Hedge News Africa Symposium - 21.02.2013

**21.02.2013**  
**Hedge News Africa Symposium, South Africa**  
**All Segments**

FinanceMalta participated in the Hedge Week briefing to gatekeepers and was informed that there was some interesting activity carried out in Malta from this region. It was noted that the hedge fund industry in South Africa is very well developed and delivers top performances.



Promotional material at the Hedge News Africa Symposium - 21.02.2013

**14.03.2013**  
**Family office seminars, London**  
**Segment 2**

UK delegates had the opportunity to attend two seminars organised jointly by FinanceMalta, Malta Enterprise and the Malta High Commission in London during which, the many opportunities available in Malta for family offices, family businesses and hedge funds, were presented.



FinanceMalta's Annual Conference - 26.04.2013

## 26.04.2013

### FinanceMalta's 6th Annual Conference, Malta All Segments

What has, over the last six years, become known as the leading finance sector event of the year in Malta, FinanceMalta's 6th Annual Conference titled 'Competing in Global Markets: The New Normal' was held at the Corinthia San Gorg Hotel, in St. Julians. This event attracted some 250 delegates, featuring some 34 prominent local and international speakers and panel moderators.

The conference, chaired by Kenneth Farrugia, Chairman of FinanceMalta, focused on the developments taking place in the global financial services sector. The Eurozone crisis, the EU banking union, corporate governance, asset management and trusts and foundations were among the themes discussed during the day-long conference. Leading international finance news house, Bloomberg, was the key media partner for this past year's annual conference.

Prof. Anthony Fisher, Director, Global Strategy Limited, UK, provided a regulatory update on 20 years of financial services in Malta. Bloomberg Finance LP economist, David Powell, said that a resolution to the euro-area debt crisis remains a distant prospect while the weak growth outlook poses a threat to the sustainability of the sovereign debt of several countries. Fabio Recine, Principal Financial Stability, European Central Bank, examined the main elements of the banking union reform and the main tasks of the ECB in the context of the newly established Single Supervisory Mechanism.



FinanceMalta's Annual Conference - 26.04.2013





FinanceMalta's Annual Conference - 26.04.2013

'Going beyond Europe's borders: What are the opportunities for you?' was another panel discussion which was moderated by Malcolm Booker, Head of Tax Services, Deloitte, Malta. The panel was composed of Prof. Drew Markson, Professor, Thomas Jefferson School of Law, USA; Francis J. Vassallo, President, Francis J Vassallo & Associates Ltd; Kurt Kamber, President, Malta Swiss Chamber of Commerce, Switzerland; Maria Xuereb, Partner, Deloitte, Hong Kong and Mario Portelli, Partner PwC, Bahrain.

Prof. Alexander Wagner, Assistant Professor of Finance, University of Zurich, Switzerland, highlighted several current trends in the area and considered how privately held and public corporations should act in light of these developments.

Richard Ogden, Consultant, Ernst & Young, United Kingdom and United Arab Emirates delivered a keynote speech entitled 'Nineteen for you and one for me' focusing on the changes in tax policy of some key economies, outlining the changes in the approaches of the OECD, EC and national tax legislation and considered the potential effects on smaller countries which have relied in part on competitive tax regimes to attract foreign direct investment.

A panel discussion on the Banking Union was moderated by Juanita Bencini, Partner, Risk Consulting Advisory Services, KPMG while Robert Priester, Executive Director, European Banking Federation, Mark Watkinson, CEO, HSBC Bank Malta plc, John Cassar White, Group Chairman, Bank of Valletta plc and Fabio Recine, Principal Financial Stability, European Central Bank participated as panellists.

A panel discussion on 'The realities of setting up in Malta: An investor's experience and recommendations' was moderated by Kevin Valenzia, Partner, PwC, Malta. Noel Vella, Chief Financial Officer, Clive Capital; Dr Kostantin von Jagow, CEO, Munich Re of Malta plc; Stefan Klaus Mast, Managing Director, Lufthansa Malta Pension Holding Ltd; Barry Woestenburg, Managing Director, H & P Services (Malta) Ltd and Carsten Schaefer, Chief Financial Officer, Tipico Co. Ltd were the panellists.

A number of workshops were also held on the Challenge of ETF's to the European Asset Management Industry, Trusts and Foundations update and Opportunities for the Malta Stock Exchange.



FinanceMalta's Annual Conference - 26.04.2013

**03.05.2013**

**UK Family Offices visit, Malta**  
**Segment 2**

A total of 19 UK based Family Offices visited Malta through a joint collaboration between FinanceMalta, the Malta High Commission and PricewaterhouseCoopers. Their three day programme included a half day briefing by FinanceMalta Chairman, and presentations by Kevin Valenzia from PricewaterhouseCoopers, Chris Bond from HSBC Bank Malta plc, and the High Commissioner in London, Joseph Zammit Tabona.

**15 - 16.05.2013**

**2013 British Association of Insurers (BIBA) conference, London**  
**Segment 1**

FinanceMalta collaborated with the Malta Insurance Management Association (MIMA) and participated in the 2013 British Association of Insurers (BIBA) conference, the largest gathering of insurance professionals in the UK and overseas attracting more than 4,000 delegates over two days for a mixture of keynote speeches, learning sessions and networking.

**22 - 23.05.2013**

**Eurohedge summit 2013, Paris**  
**Segment 1**

FinanceMalta sponsored the prestigious Eurohedge summit for the third consecutive year in 2013. Held in Paris, the EuroHedge Summit is Europe's largest hedge fund event and attracts the industry's elite practitioners from around the globe.

**19 - 20.06.2013**

**28th Annual Transcontinental Trusts Conference, Geneva**  
**Segment 2**

FinanceMalta sponsored the TransTrust conference and the delegation from Malta included seven persons representing various FinanceMalta members. FinanceMalta's speaker this year was Dr Anthony Cremona who delivered a lecture on the fundamental differences between Foundations and Trusts.

**25.06.2013**

**German Masters students, Malta**  
**Segment 4**

FinanceMalta hosted a group of nine German Masters students from Munich University of Applied Sciences (MUAS). The aim of their visit to Malta was to learn about tax optimisation for German companies in Malta. Prof. Dr Ingrid Huber-Jahn, deputy dean at the Faculty of Business Administration, MUAS, accompanied the delegation. During the event, Dr Bernice Buttigieg introduced FinanceMalta and focused on the growing financial services industry while Andre Zarb, partner and head of tax at KPMG Malta gave a detailed presentation on Malta's tax system.

**19.07.2013**

**IFS panel discussion**  
**Leveraging Social Media in Financial Services, Malta**  
**Segment 5**

FinanceMalta was invited by the Institute of Financial Services (Malta) IFS to participate in a panel discussion on leveraging the use of social media in the financial services sector which is facing the challenge of having to adapt to the phenomenal growth of social media and integrate it into its day-to-day activities.

During the seminar a number of practical case-scenarios were used to identify the changes that social media brought when compared to traditional media, how it can be measured and the concept of a 'brand is forever'. The importance of social media for B2C and B2B, together with the identification of a target audience, were also discussed.

**28 - 30.07.2013**

**Bi-annual Honorary Consuls event, Malta**  
**Segment 4**

FinanceMalta coordinated and chaired a workshop on financial services and the opportunities available for investors which included presentations delivered by PricewaterhouseCoopers, GANADO Advocates and EY who spoke on Wealth Management, Funds, and Banking during the bi-annual Honorary Consuls' event held at Smart City Malta. Around 120 delegates from all over the globe participated in a mixture of networking events, seminars, workshops and meetings.

**11 - 13.09.2013**

**40th International Forfeiting Conference, Malta**  
**Segment 1**

FinanceMalta was approached by the International Forfeiting Association (IFA) to support its annual conference that was held in Malta with the support of FIMBank Group. The conference was held over three days and attracted over 125 forfeiting practitioners who were informed about Malta as a financial jurisdiction by FinanceMalta.



The 40th International Forfeiting Conference - 11-13.09.2013



ESAFON Conference - 3-4.10.2013

### 17 - 18.09.2013

#### **Financial Times & The Banker IFC Forum, London All Segments**

FinanceMalta participated in a high-level, strategic briefing organised by the Financial Times and The Banker on International Financial Centres (IFCs).

The event gathered leaders from IFCs together with key figures from banking, asset management and insurance in a forum for debate and discussion on how to grasp the opportunities and meet the challenges of successfully competing in the new global economy.

### 29.09 - 02.10.2013

#### **FERMA Forum 2013, Maastricht Segment 1**

FinanceMalta set up a stand during the conference organised by the Federation of European Risk Management Associations (FERMA) which saw 1,600 risk and insurance management professionals attend for three days of seminars, workshops and networking to discuss the state of the insurance industry.

### 03 - 04.10.2013

#### **Sustaining Economic Growth through New Financial Centres & Boutique Exchanges Conference, Malta Segment 1**

FinanceMalta participated in a conference that was supported by The Malta Stock Exchange and organised in collaboration with ESAFON. Standing as a successful, stable, skilled and reliable financial services economy is on the priority list of many jurisdictions which have recognised that globalisation is not an option and seek building market share to service global capital investors diversifying from core to local markets. Boutique

exchanges are considered paramount to sustain the economic growth and the development of new financial centres. The conference addressed the challenges and the opportunities through presentations, case-studies and panel discussions as forming stable new business partnerships is key to foster innovation and development. FinanceMalta Chairman, Kenneth Farrugia, moderated a panel on Business and Cooperation Opportunities and Challenges.

### 23.10.2013

#### **Malta centro per i servizi finanziari: le opportunità per gli operatori italiani (Doing Business in the Malta Financial Centre, Opportunities for Italy), Milan All segments**

FinanceMalta organised a one day workshop in Milan aimed at finance operators. This event was organised with the support of Bank of Valletta's office in Milan and Italian financial journal La Mia Finanza and consisted of a presentation delivered by the chairman of FinanceMalta Kenneth Farrugia which covered the history of Malta as an International Financial Centre. Dr Louis Degabriele presented a regulatory update, and a panel discussion on the opportunities available for Italian businesses in Malta ensued moderated by the editor of La Mia Finanza.



Showcasing seminar in Milan - 23.10.2013





Showcasing seminar in Milan - 23.10.2013

**25.10.2013**

**The Economy: Today & Tomorrow. Malta Attractiveness Survey 2013 National Conference, Malta**  
Segment 5

FinanceMalta endorsed and participated in an EY Malta national conference held to present the results of the ninth edition of the Malta Attractiveness Survey 'The Economy Today and Tomorrow' which forms part of EY's European Attractiveness Survey initiative during a time of continued global economic challenges. The survey tracked the perceptions held by Senior Executives of foreign-owned companies operating in Malta and the reasons for retaining, expanding or developing their investment in Malta.

**30 - 31.10.2013**

**Citizenship by Investment & International Residence Summit 2013, London**  
Segment 2

FinanceMalta attended the Citizenship and Residency Summit organised by Informa in London along with a small delegation from Malta and the launch of the Individual Investor Programme where Malta's Prime Minister, Dr Joseph Muscat, delivered the keynote speech.

**14.11.2013**

**The MIM Mediterranean Economic Forum - Unleashing Malta's Potential, Malta**  
Segment 5

FinanceMalta participated in the annual Mediterranean Economic Forum organised by the Malta Institute of Management (MIM) which focused on FDI in the North African region. The conference addressed FDI development in various sectors including energy, ICT and manufacturing.

The conference also addressed recent regional developments in the financial sector.

**29.11.2013**

**MEBC Seminar on Business Ethics & Culture in the Arab World – two years after the Arab Spring, Malta**  
Segment 5

The Middle East Business Council (MEBC) – Malta in collaboration with FinanceMalta organised a seminar on "Business Ethics & Culture in the Arab World – two years after the Arab Spring". Participants were addressed by the Chairman of MEBC, Tonio Casapinta, while Prof. Ranier Fsadni from the University of Malta spoke about the political situation in the Arab world following the Arab Spring. A keynote speech was delivered by Sanaa El-Nahhal, President of the Arabic Culture Information Society who gave a presentation on the cultural aspects that should be kept in mind when doing business in the Arab world.

**02 - 04.12.13**

**24th Annual Global Custody Forum 2013, London**  
Segment 1

FinanceMalta was represented at the Global Custody Forum in London during a full-day workshop entitled 'The Evaluation, Selection and monitoring of your global Custodian' which covered a number of different topics including strategic issues facing the custody industry, best market practice, evaluation and selection of custody providers.

## Other Initiatives



EuroLawyers Football Tournament - 4-9.06.2013

**04 - 09.06.13**

### **Eurolawyers Football Tournament, Italy Segment 1**

FinanceMalta sponsored the Eurolawyers Football Tournament in Italy. This was the Malta team's 13th participation in the tournament and its sister tournament, the Mundiavocat, the Lawyer's Football World Cup. For the second time, FinanceMalta sponsored the Malta team, which wore kits with the FinanceMalta logo, and placed a modest 17th place.

**26.09.2013**

### **Trust & Foundations podcast, Malta Segment 3**

FinanceMalta organised the Trust and Foundations podcast which was filmed during the FinanceMalta annual conference and uploaded on the website and on FinanceMalta's YouTube Channel.

Moderator Dr Max Ganado, Managing Director, GANADO Advocates, and panellists Malcolm Becker, Chairman, STEP (Malta) and CEO, Bentley Trust (Malta) Limited and Dr Annalise Micallef, Partner, Micallef Notaries, looked at the state of play of Trusts and Foundations and discussed the selected proposals in the Trusts Revision proposals, such as family offices and confidentiality, and Malta's strategy with regard to trusts and foundations.

**09.10.2013**

### **HFM Week Hedge Funds Dinner, London Segment 1**

FinanceMalta was the key sponsor of a networking event hosted by HFM Week in London for European and US hedge fund managers. FinanceMalta have been working with HFM Week, the award-winning weekly hedge fund publication, for several years to network with peers and further Malta's growing jurisdictional reputation in this sector amongst so many influential participants. HFM Week hosts a number of hedge fund events throughout the year, in the UK and USA, including educational briefings, C-Level Summits and specialist events.

**21.11.2013**

### **Hedge Funds Review (HFR) Awards, London Segment 1**

For the first time, Malta won the coveted award of Europe's favoured domicile in the Hedge Fund Service Provider rankings 2013. FinanceMalta's Chairman Kenneth Farrugia received the distinguished award on behalf of Malta's international financial services centre.

The choice of most favoured domicile was selected as the biggest change over 2012 results by Hedge Funds Review, the leading publication for the alternative investment industry. Malta rose from third position in 2012 to first place in 2013.

Voting in the survey was conducted online and eligible to vote were individuals from single-manager hedge funds or Fund of Hedge Funds organisations and investors, such as family offices, pension funds, sovereign wealth funds, insurance companies and asset allocators, underlining Malta's popularity with a broad range of hedge fund formats and professionals.

Within this context, over these past years, FinanceMalta, through its management team and its member base, has been pivotal in the organisation of various international promotional initiatives aimed at showcasing the funds sector and its critical success factors. As a result of these initiatives, which included the use of various media channels, Malta is today renowned as a highly competitive European Fund Domicile as this Award clearly confirms.

## Educational Clinics

FinanceMalta organised six educational clinics during 2013 with the aim of providing continuous development to financial services professionals. These clinics, which were open to both FinanceMalta members and non-members, were addressed by international and local speakers who presented the topic and stimulated a debate and discussion. The educational clinics attracted around 30 to 50 delegates. While all employees of member firms registered to attend these events free of charge, non-members paid a minimal fee.

### 1 **08.05.2013** **Managing Risks in the Fund Management Industry** All Segments

Around 35 practitioners attended this educational clinic on Managing Risks in the Fund Management Industry, which session was organised in collaboration with the Malta Funds Industry Association. The participants were addressed by John Collier, Divisional Director, Prime Professions Limited; Joanne Alamango, Founding Partner, South Risk Partners Ltd; Dr Louis Degabriele, Partner, Camilleri Preziosi Advocates; and Martin Campbell, Financial Lines Divisional Head, The Channel Syndicate.

### 2 **09.05.2013** **Momentum, Trends and Extended Market Moves** Segments 1 & 5

This educational clinic, held in conjunction with Bloomberg, was attended by 11 practitioners. The clinic was delivered by Bloomberg Economist, Guido Riolo and the session covered technical methods for analysing market movements and benefitting from using different strategies in search of alpha.



Above and below: Educational Clinic with Bloomberg Finance LP - 09.05.2013



### 3 **09.07.2013** **Alternative Investment Fund Managers Directive** Segments 1 & 5

In July 2013, FinanceMalta organised an educational clinic in collaboration with the Malta Funds Industry Association (MFIA) to address the Alternative Investment Fund Managers Directive.

The aim of the clinic was to provide its members with information on the implications of the Directive when considering AIFMD projects. Around 80 people attended the activity.



Educational Clinic with the MFIA - 09.07.2013

### 4 **25.09.2013** **Corporate Governance and Ethics** Segment 5

This educational clinic consisted of two presentations and was attended by around 30 practitioners. The first presentation focused on 'Wilful Neglect and Default - The importance of high standards in Corporate Governance' and was delivered by Brendon Norman-Ross, Barrister, Director of Compliance at Active Group, Guernsey.

The second presentation was entitled 'Sound Corporate Governance versus Top Down (EU) Legislation' and was delivered by Anthony Farrell, Co-Founder, Directors Chambers Ltd. A Panel discussion on remuneration policy and what constitutes appropriate and inappropriate compensation ensued.





Educational Clinic Corporate PR - 12.12.2013

## 5 **17.10.2013** **Foreign Account Tax Compliance Act (FATCA)** **Segment 5**



Educational Clinic on FATCA - 17.10.2013

The purpose of this educational clinic was to consider the entities that are impacted by FATCA focusing, in particular, on asset management entities. The main requirements and deadlines, as set out in the FATCA legislation, including those provided for in the Model Intergovernmental Agreement that Malta signed with the United States, were also covered.



Educational Clinic on FATCA - 17.10.2013

The session analysed certain specific tasks that asset management entities need to take action on, in order to become FATCA compliant.

The speakers for this session were Dr Neville J. Gatt, Bernard Attard and Diane Difesa from PricewaterhouseCoopers Malta and Mark D. Orlic from PwC Frankfurt. This educational clinic was organised in collaboration with the Malta Funds Industry Association (MFIA).

## 6 **12.12.2013** **Corporate PR: Managing a firm's corporate image** **Segments 1 & 5**

The last educational clinic for 2013 focused on corporate public relations and managing a firm's image during a crisis. This event was held at the Malta Stock Exchange and was primarily attended by senior managers from the banking, insurance, legal and accountancy professions.



Educational Clinic Corporate PR - 12.12.2013

## Members' Networking Events

As in previous years, FinanceMalta organised two networking events mainly aimed at its members: one in spring; the other in winter.



**25.04.2013**

### **Spring Networking Event, Malta** **All Segments**

FinanceMalta held a networking reception on the eve of the annual conference at Corinthia San Gorg to serve as a prelude. Around 187 members confirmed their attendance ahead of the social event along with the speakers of the annual conference and invited VIPs which included, among others, banks' chief executive officers and senior officials, the Minister for the Economy, Investment and Small Business, Chris Cardona and former Finance Minister, Tonio Fenech.

**05.12.2013**

### **Winter Networking Event, Malta** **Segment 5**

This past year's FinanceMalta's traditional Annual Winter networking reception saw over 100 corporate and affiliate members at Magazino Hall in Valletta which also included a fundraiser for Din I-Art Helwa, National Trust of Malta, a non-governmental, not-for-profit, voluntary organisation that was founded in 1965 to safeguard the historic, artistic and natural heritage of Malta. Since its foundation, Din I-Art Helwa has restored and managed numerous cultural sites of immense historic and environmental importance. Mr Kenneth Farrugia, FinanceMalta chairman, presented a donation of €1000 to Mr Martin Scicluna, treasurer of Din I-Art Helwa who confirmed that this sum would be utilised in the restoration of the stone framework which supports the Preti painting at Sarria Church in Floriana. The restoration project of Mattia Preti's altarpiece, the 'Immaculate Conception' at Floriana's Sarria Church was completed by December 8, the feast day of the Blessed Virgin as part of the celebrations commemorating the 400th anniversary of Preti's birth. The impressive titular painting was saved from collapse by Din I-Art Helwa when work was undertaken to remove it from its corroded stretchers and its decayed lining, where it had sagged dangerously under its own weight causing it many losses. The painting of the Virgin has an outstandingly beautiful face, and she is seen standing over the figure of evil while vessels ply to and fro between the Lazaretto and Valletta carrying victims of the plague. Angels surround the Virgin and are depicted replacing their swords into their scabbards symbolising that the battle with the plague was over.



Above: Spring Networking Event - 25.04.2013

Below: Winter Networking Event - 05.12.2013





## Alliances

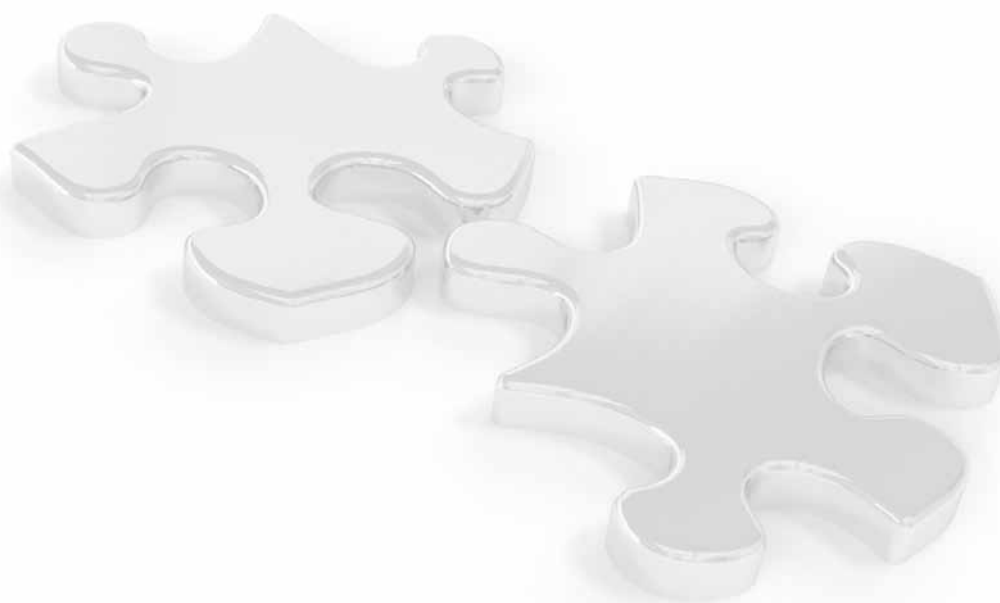
### Meetings

Meetings were held with 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.

Throughout the year, FinanceMalta management 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, financial services associations and prospective members.

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







## Media

### Connecting with Journalists

FinanceMalta hosted a number of foreign journalists during 2013 as part of its continuous efforts to communicate the services and support available through the Malta Financial Centre. The twice-yearly visits to Malta were held in collaboration with Malta Enterprise and the Malta Tourism Authority and journalists followed a varied three-day programme including meetings, discussions and interviews with government representatives, including Ministers and Parliamentary Secretaries, the Malta Financial Services Authority and associations represented on the board of FinanceMalta. The programme also included a tourism element with visits to Mdina, Valletta and Gozo which journalists included in their features together with photographs.



Media Trip from the Gulf - 26-30.03.2013

**24-26.04.2013**

**Middle East Journalists visit**  
**All segments**

FinanceMalta, Malta Enterprise and the Malta Tourism Authority hosted a group of journalists from the Middle East who could attend for the 6th Annual FinanceMalta conference.

The journalist and editors of Al Arabija Business, Gulf Business and Gulf News, respectively, had high level meetings with the Prime Minister Dr Joseph Muscat, the Minister for the Economy, Investment and Small Business Dr. Chris Cardona, and the Middle East Business Council at the Chamber of Commerce.

FinanceMalta hosted the journalists and editors for lunch and FinanceMalta Chairman Kenneth Farrugia gave a presentation on the history of Malta as a finance centre. During their visit they also saw various touristic areas in Malta and Gozo.

**28.11.2013**

**Annual Journalists' Dinner**  
**Segment 5**

Maltese financial correspondents were hosted for dinner by the Chairman and Board Members of FinanceMalta at Hotel Phoenicia (a FinanceMalta affiliate member). The Chairman presented an update on developments in the financial industry to journalists present who were also shown the corporate video of FinanceMalta that had been finalised that same week.

**04 - 06.12.2013**

**Senior Editors on fact finding mission to Malta**  
**All segments**

A group of senior editors from Hedge Funds Review, IFC Review and FTSE Global Markets visited Malta on a fact finding mission.

They were hosted by FinanceMalta with the support of the Malta Tourism Authority and had meetings with the Malta Stock Exchange, FinanceMalta, the Institute of Financial Services Practitioners, and the Parliamentary Secretary for Competitiveness, Dr Edward Zammit Lewis.

The editors, who were staying at the Hotel Phoenicia (a FinanceMalta affiliate member) were hosted for dinner by the Chairman of FinanceMalta, Kenneth Farrugia, at The Xara Palace Hotel (a FinanceMalta affiliate member).



Launch of the second Edition of the Sector Guides - 21.03.2013



### Launch of New Sector Guides

In March 2013, FinanceMalta organised a press conference at the Malta Stock Exchange to launch the new Sector Guides aimed to attract business to Malta in the form of sector-driven technical and promotional guides.

Under the five sector headings of Credit and Financial Institutions, Insurance and Pensions, Investment Funds and Asset Management, Trusts and Foundations, and Wealth Management, the guides were produced for distribution to prospective overseas clients and institutions as an essential reference source.

The guides take an informative look at the industries and sub-industries that comprise the various sectors, along with the macroeconomic drivers that influence them, and unique challenges facing the companies in these sectors.

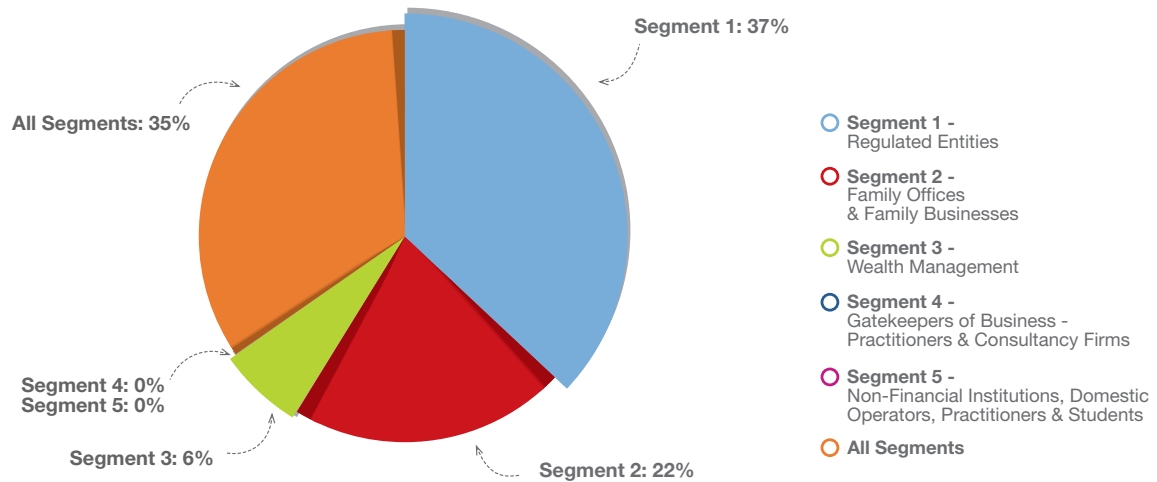
FinanceMalta developed these five sector guides in cooperation with a number of partners including the Government of Malta, the Malta Financial Services Authority and industry associations including the Malta

Bankers' Association, the Malta Funds Industry Association, the Malta Insurance Association, the Malta Insurance Management Association, the Association of Insurance Brokers, the Society of Trust and Estate Practitioners Malta and the Institute of Financial Services Practitioners. This stakeholder approach underlines that Malta has the services, products and skill sets across the board to support global business.

During 2013, these five publications were made available to the Finance Industry both locally and overseas in both printed glossy editions as well as in the digital form made available for download on FinanceMalta's website and promoted regularly via Social Media postings. FinanceMalta issued the new updated versions of the Sector Guides before their due revision date given the popularity of the previous editions which saw printed copies almost run out within six months. The new guides were produced for distribution at local and international industry conferences and networking events. They were also distributed directly to FinanceMalta's contacts.

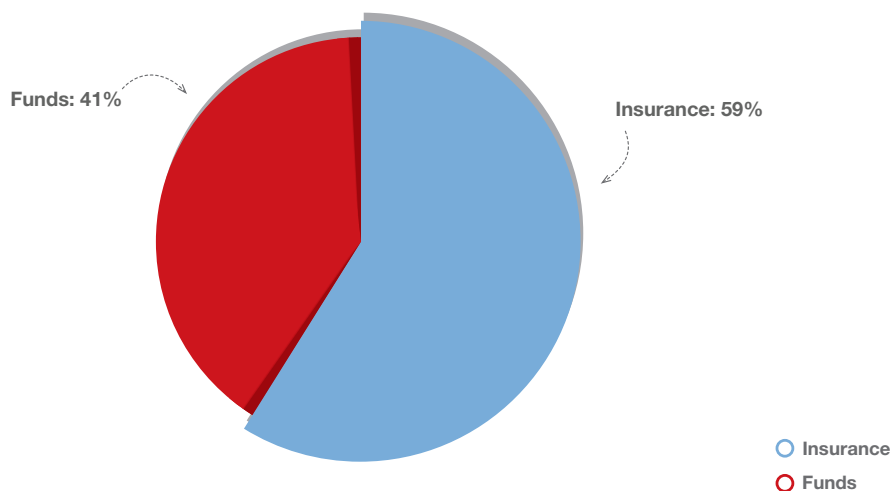
## Advertising

FinanceMalta featured Malta as a Financial Centre through print media and web banner advertising with a total of 46 articles, adverts and advertorials published in local and international journals throughout 2013. This comprehensive body of PR and marketing promotions was aimed at highlighting the five target segments which FinanceMalta identified: Regulated Entities; Family Offices and Family Businesses; Wealth Management; Gatekeepers of Business - Practitioners and Consultancy Firms; and Non-Financial Institutions, Domestic Operators, Practitioners and Students.



Segment explanations can be found on page 13 of this report

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.



**2013**

**Re-Domiciling and Co-Domiciling for Fund Managers**  
ClearPath  
Segment 1 - Funds

A full page funds advert was published in this publication.

**2013**

**Hedge Magazine**  
Square Up Media  
Segment 1 - Funds

An article entitled 'To EU or Non-EU' - 10 Key considerations in Choosing a Fund Domicile was written by Kenneth Farrugia.

**April | October | November 2013**  
**Captive Insurance Times | 3 issues**  
Black Knight Media  
Segment 1 - Insurance

A three-page article was included in the April issue and a full page insurance advert together with an article were placed in the October issue. In the November issue, FinanceMalta provided MIMA with the opportunity to participate in a roundtable.



**September | October | November 2013**  
**Intelligent Insurer | 3 issues**  
Newton Media  
Segment 1 - Insurance

FinanceMalta and eight of its members published a double page joint advert in Intelligent Insurer.



**2013**

**FSC Report 2013**  
Campden Wealth  
Segment 3 - Wealth Management

A half page advert on Wealth Management and a listing in the directory section of the FSC Report 2013 were published.

**January 2013**

**Malta Captive Review 2013**  
Pageant Media  
Segment 1 - Insurance

A back page advert entitled 'Malta: flawless structure, seamless opportunities' was published. The foreword was also sponsored by FinanceMalta.

**January 2013**

**STEP Directory 2013**  
Think Publishing  
Segment 2 - Trusts

A full page advert on Trusts was published in the STEP Directory 2013.

**January | April | July | October 2013**  
**Business Agenda | 4 issues**  
Malta Business Bureau  
All segments

A colour strip advert was included under the editorial in each of the Malta Business Bureau's quarterly publication 'Business Agenda'.



**February 2013**

**Captive Live UK: Captive Review - Issue 112**  
Pageant Media  
Segment 1 - Insurance

A one page insurance advert was published in Captive Review issue 112 which coincided with the Captive Live event in the UK.

**March 2013**

**EMEA Captive Magazine 2013**  
Newton Media  
Segment 1 - Insurance

Eight FinanceMalta members participated in a joint promotional initiative with a full page advert entitled 'Unlock new ideas your business deserves...we're open for business.'



**March 2013**  
**Bloomberg Brief**  
**Bloomberg**  
**All Segments**

A half page advert on FinanceMalta's 6th Annual Conference was published in Bloomberg Brief.

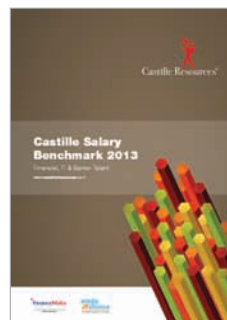


**April 2013**  
**Malta Business Weekly & the Malta Independent on Sunday | 2 issues**  
**Standard Publications**  
**All Segments**

FinanceMalta published half page adverts in The Malta Business Weekly and the Malta Independent on Sunday to promote its 6th Annual Conference.

**April 2013**  
**Castille Salary Benchmark 2013**  
**Castille Resources**  
**All Segments**

The FinanceMalta affiliate logo was placed on the front cover of the Castille Salary Benchmark 2013 survey.



**April 2013**  
**The Executive**  
**Effective Marketing**  
**All Segments**

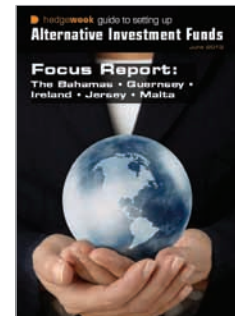
An article entitled 'The emergence of Malta as an International Financial Centre (IFC)' by FinanceMalta Head of Business Development, Bruno L'ecuyer, was published on page 23 of The Executive magazine.

**May | June | December 2013**  
**Hedge Funds Review: 3 Issues**  
**Incisive Media**  
**Segment 1 - Funds**

A full page funds advert was published in each edition of the Hedge Funds Review magazine in May, June and December 2013.

**June 2013**  
**Hedgeweek Guide to setting up Alternative Investment Funds 2013**  
**Global Fund Media**  
**Segment 1 - Funds**

A full page funds advert was published in this publication with an opening section about Malta. This was included and paid for by the MFSA.



**June 2013**  
**Hedgeweek special report: Malta Hedge Fund Services 2013**  
**Global Fund Media**  
**Segment 1 - Funds**

A full page funds advert in colour and an editorial by FinanceMalta chairman Kenneth Farrugia were published in this report.



**July 2013**  
**CityWealth**  
**Jones Publishing Ltd**  
**Segment 3 - Wealth Management**

This publication includes a two-page article on FinanceMalta's 6th Annual conference.

**August 2013**  
**Economic Update**  
**Network Publications**  
**All Segments**

A full page careers advert was published in this edition of the Economic Update magazine.





**August - September 2013**

**Money Magazine**  
**Be Communications**  
**All segments**

Money Magazine interviewed FinanceMalta's Head of Business Development, Bruno L'ecuyer and a full page membership advert was included by FinanceMalta.



**September 2013**

**Bloomberg Brief: Economics Europe**  
**Bloomberg**  
**All Segments**

A half page funds advert was published in this publication.

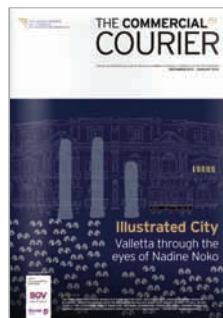
**April | May | June | August | September | October | November | December 2013**  
**Trust & Trustees | 8 issues**  
**Barker Brooks Communications Ltd**  
**Segment 2 - Trusts**

A company profile on FinanceMalta was published as a listing in the directory.

**October | November | December 2013**

**The Commercial Courier**  
**Content House**  
**All Segments**

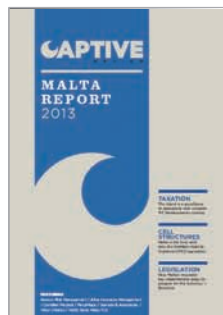
A full page colour membership advert was published in these publications.



**December 2013**

**Captive Review Malta Report**  
**Pageant Media**  
**Segment 1 - Insurance**

The Captive Review Malta Report 2013 was sponsored by FinanceMalta with a full page advert published on the inside front cover along with a display of the FinanceMalta logo on the front page, a branded association foreword and a company profile listing in the directory of the report.



**December 2013**

**ASCS Dublin Business Trip 2013**  
**ASCS**  
**All Segments**

A full page careers' advert was published on the inside front cover of this publication.

**December 2013**

**The Economic Update**  
**Network Publications**  
**All Segments**

A full page membership advert and an editorial about the Hedge Funds Review Award were published in this edition of the Economic Update magazine.



**December 2013**

**The Guide to Wealth Planning**  
**Hubbis**  
**Segment 3 - Wealth Management**

A full page advert on Wealth Management was published in this issue. It also carried a three-page profile about Malta entitled 'Is Malta an emerging centre for wealth structuring?' written by FinanceMalta Head of Business Development, Bruno L'ecuyer.



**December 2013 - January 2014**

**STEP Journal**  
**Think Publishing Ltd**  
**Segment 2 - Trusts**

A full page advert on Trusts was placed in this Journal.

## Investment Guide and Business Directory 2012/13

The fourth edition reference publication for investors and entrepreneurs looking at doing business in or through Malta covered topics ranging from banking, capital markets, funds, trusts, insurance, wealth management, legislation and taxation. The publication, produced by Country Profiler in 2012 in association with FinanceMalta, provides useful information on living and working in Malta and assists potential investors to understand the benefits of establishing operations and doing business in Malta.

The guide, which 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, 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 the International Financial Centre.

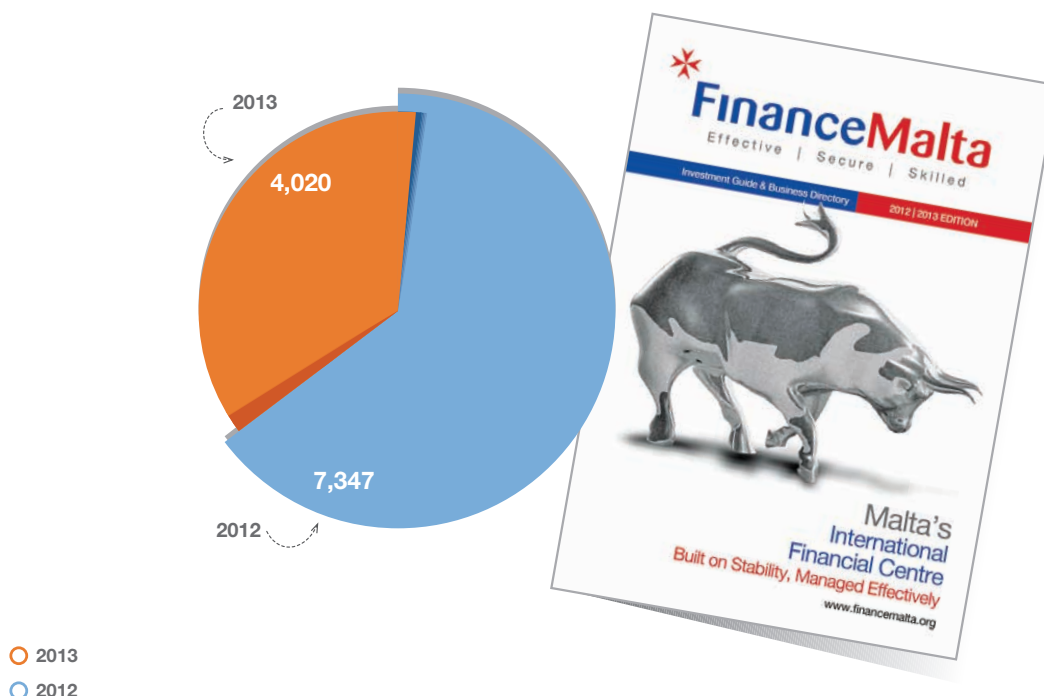
With a controlled distribution of 10,000 copies to a pre-qualified audience of finance professionals, hundreds of copies are downloaded in PDF format from FinanceMalta's website.

The 321-page Business Guide serves as a major reference source on every aspect of doing business in and with Malta in order to attract and facilitate global trade and investment to and through Malta. The principle objective of the Guide is to assist members in their efforts to improve the business climate and promote domestic and foreign investment. Rather than being technical in character, the Guide focuses on practical features, articles and recommendations that are comprehensible not only to experts and academics but also to policy-makers, officials, practitioners and opinion-makers working in the financial services industry.

The Guide focuses on the key components that contribute to the creation of a favourable investment and business climate in Malta: political stability, the rule of law, macroeconomic conditions, governance and institutions, the regulatory environment, human resources and infrastructure. It contains a number of examples of successful measures and innovative policies drawn from stakeholders.

### Distribution of FinanceMalta's Investment Guide and Business Directory

Although this bi-annual publication was published in April 2012, in 2013 FinanceMalta dedicated a substantial amount of time distributing this publication to the right avenues, ensuring that no publications remained in store by the end of the year. The total number of distribution represented in the pie chart below, exceeds the 10,000 copies mentioned above, since it also includes the distribution of the previous issue in the first quarter of 2012.



## 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, 14 press releases were issued, the titles of which follow hereunder.

### January

FinanceMalta to host luncheon at Captive Live UK in London as part of the jurisdiction's global outreach programme

### February

FinanceMalta 6th Annual Conference highlights Global Opportunities for Malta's Finance Centre

FinanceMalta 6th Annual Conference programme with a world class line up of top international speakers

### March

FinanceMalta launch new 'Sector Guides' ahead of schedule based on un-precedented international demand for jurisdiction information

### April

Bloomberg economist David Powell keynote speaker at FinanceMalta Annual Conference on April 26

Minister for the Economy, Investment and Small Business Dr Christian Cardona cites FinanceMalta as "critical success factor" in the growth of Malta's international financial centre

Minister of Finance Professor Edward Scicluna keynote speaker at FinanceMalta Annual Conference on April 26

### May

FinanceMalta exclusive sponsor for Malta's Eurolawyer football team competing in Italy. Best player award will be dedicated to the memory of Dr. Simon Tortell

FinanceMalta's Annual Conference delivers Malta's international business message for continuing growth of Malta's onshore European Financial Centre

### June

FinanceMalta attending 28th edition of Geneva Trusts Conference as part of its international effort to showcase Malta's European Financial Centre

### September

FinanceMalta Education Clinic brings Corporate Governance into the financial services spotlight

### October

The MFIA and FinanceMalta hold an Educational Clinic on FATCA

### November

Malta awarded 'Most favoured domicile in Europe' in Hedge Fund Service Provider rankings 2013 by Hedge Funds Review

### December

FinanceMalta end busy year with Malta's international financial centre at an unprecedented all time high



more information on:  
[www.financemalta.org](http://www.financemalta.org)



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