

# The French Link

Connecting Maltese and French Businesses

MALTESE  FRENCH  
 CHAMBER OF COMMERCE

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JUNE 2023



ASSOCIATED PARTNERS

**BOV**  
Bank of Valletta

 **RCI Life Ltd**

## Message from Mr Joseph Bugeja

President of the Maltese French Chamber of Commerce

*I welcome you all again to another edition of our FRENCH LINK, a platform that brings our growing business community closer and allows us to get to know each other better.*

*Connections in terms of business ties, opportunities and friendships lie at the very core of the spirit with which the Maltese French Chamber of Commerce was set up and continues to operate.*

*We celebrated these connections recently with our social event successfully hosted earlier in May which after many months, allowed us to not only meet and network, but to also reaffirm our mutual friendships and interests.*



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Malta and France continue to share excellent and friendly relations. From a regional and global point of view we both share common objectives and challenges. In the Mediterranean, we share our common goal of achieving stability, peace, and prosperity in the region. We look forward for the next stage of opening up markets within the Mediterranean hub. We are also concerned about the human tragedy of migration and the internal dimension to solutions for such a phenomenon. That is why Malta is at the forefront for advocating peace and security.

### A MAIN TRADE PARTNER

France is one of Malta's main trade partners on both the import and export side, and there are French investments in Malta in various sectors, including advanced manufacturing, financial services, and logistics.

Maltese exports of goods to France have averaged at around €229.2m per year over the past five years, while imports have averaged at around €342.1m annually. A significant proportion of exports consist of high-value-added goods



processed in Malta. France is also one of Malta's largest tourism source markets and is also a key destination for outgoing Maltese tourists. In 2022, figures for incoming tourism exceeded the previous record set in 2019, showing that Malta has continued to develop its attractiveness to French tourists after the immediate aftermath of the pandemic.

### THE GLOBAL PLATFORM

On a global platform, Malta and France share thematic and political objectives. We work in hand together with our European partners to propose and implement avant-garde climate action initiatives, such as how to combat sea pollution and how to preserve biodiversity in the sea.



### THE POLITICAL DIMENSION

Politically, we share the same democratic principles of respect for human rights, freedom of expression, individual freedoms and above all territorial sovereignty.

While we condemn, in unequivocal terms, the Russian invasion of Ukraine as a blatant affront to international law, we work together with France and other European partners to mitigate the negative impact of this war on our peoples and economies, particularly the commercial aspect.

At the UN Security Council, Malta together with France as the only two EU members, are working with the rest of the world to try to bring sense to this human tragedy.

I would like to express my gratitude, dear President, for inviting me today, I trust that this event shall be a meaningful occasion for further exchanges and opportunities for the betterment of relations between Malta and France.



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## Message from Agnès Von der Mühl

French Ambassador to Malta

Speech delivered during the MCFF Networking Event

Ladies and gentlemen,  
dear friends.

Your presence this evening is a vibrant testimony of the deep friendship between our two countries and the dynamism of our bilateral relations as well as the density of our economic ties since France is proud to count as one of the main trading partners of the archipelago.

On the economic level, I would like to pay tribute to the dynamism of the French community, present in many sectors, from self-employed entrepreneurs to large corporations, whether it is the insurance sector, logistics transport, microchips or pharmaceutical products. Many of them have befriended us to be here this evening. I also want

also to pay tribute to the many Maltese business leaders who are key players in Malta's dynamic growth, and I thank them warmly for their presence.

We went through an unprecedented pandemic together yesterday and showed resilience. Today, we must face together a delicate economic situation, with inflation that is hitting our fellow citizens and our businesses hard. Both the French Government and the Maltese Government have taken strong measures to protect the most vulnerable and preserve the competitiveness of our economies. This is the condition of resilience, even if we have to stay the course with reforms, which are sometimes difficult and which can raise opposition, as you have seen in France.

This year is an opportunity to celebrate many anniversaries. Some can raise discussions, that I would prefer to leave in the hands of historians such as that of Napoleon's landing in Malta, whose presence Malta has taken the initiative to commemorate in the future Maltese 2-euro coin, from the angle of "Liberty and equality". Values that France was supposed to uphold and that its actions then may have sometimes betrayed, even if we can be grateful to Napoleon for having breathed a certain modernity into Malta and abolished slavery.

*Allow me also to salute Malta's cooperation for an effective multilateralism as Malta, brilliantly elected, sits on the United Nations Security Council for two years and our teams work hand in hand.*

We just celebrated the 20th anniversary of the signing of Malta's accession to the European Union, which was a major turning point for the archipelago, anchoring it definitively to the European continent while enriching Europe with its many Mediterranean facets.



Allow me on this occasion, and in the presence of the Minister, to thank Malta for its unfailing support during the French Presidency of the Union when our region is shaken by geopolitical upheavals unprecedented since the Second World War with the war waged by Russia against Ukraine, its sovereignty and independence, against its very existence.

Allow me also to salute Malta's cooperation for an effective multilateralism as Malta, brilliantly elected, sits on the United Nations Security Council for two years and our teams work hand in hand.

In order to celebrate our friendship, we at the French Embassy, in partnership with the city of Żebbug, wish to organize the day after July 14 a big party which will be open and inclusive to all, allowing ourselves to gather in a joyful atmosphere, French residents, tourists and Maltese, to share a moment of conviviality.

We are at your disposal, if you wish to contribute to the success of this beautiful event!

Long live the Franco-Maltese friendship!

# PROPULSE STRATEGY

## Where Your Ideas Take Flight



You could be a company creator, a manager or entrepreneur, a director, a decision-maker or a franchiser. But whatever your idea, project, range, brand or concept you would like to develop, PROPULSE STRATEGY by Mickael ROUSSEAU could be the start of your solution.

It could be an idea, an ambition or even a dream. Or perhaps you want a new start, and you need to act and commit yourself.

At PROPULSE STRATEGY, we show you how you can transform your idea into a tangible economic activity.

We become your co-pilot, developing or accompanying your value projects, we assist you through your challenges, help you meet motivated people and passing on all our know-how.

After all, as Antoine de Saint-Exupéry reminds us, "A goal without a plan is only a wish".

Contact me on [mickael@propulse-strategy.fr](mailto:mickael@propulse-strategy.fr)



## Hon Ian Borg

Minister for Foreign and European Affairs and Trade

*It is a great pleasure to be here with you today. Occasions such as this one, offer a splendid opportunity to re-affirm the strong relations that exist between Malta and France.*

Increased contact between our peoples and business communities is unarguably essential. We can only stand to benefit further from similar events and collaborations. Nothing beats a people-to-people approach in any type of relationship that one seeks to forge.

Events such as this fall within my Ministry's set of priorities. Undoubtedly, they are vehicles for business and trade opportunities, the promotion of which, is squarely a priority and an essential goal of my Ministry, which incorporates Trade with the core aspects of Foreign Policy.

In this regard, allow me to briefly underline the excellent and friendly relations between Malta and France. From a regional and global point of view we both share common objectives and challenges. In the Mediterranean, we share our common goal of achieving stability, peace, and prosperity in the region. We look forward for the next stage of opening up markets within the Mediterranean hub. We are also concerned about the human tragedy of migration and the internal dimension to solutions for such a phenomenon. That is why Malta is at the forefront for advocating peace and security.

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Thank you and a nice evening to all.



## 25 years of Mazars in Malta Growing with purpose together

by Anthony Attard

*This year, Mazars in Malta celebrates its 25th Anniversary. The firm's roots in Malta go back to 1998 and a small firm known as Attard Giglio & Co. Eventually, this firm became part of the Paris-based global Mazars network, adopting the name 'Mazars in Malta'.*

Over the years, Mazars in Malta has evolved into a multidisciplinary firm that offers a comprehensive and flexible range of services, specialising in audit, accountancy, advisory, and tax services. Our integrated approach is designed to leverage a global talent pool and serve organisations of all sizes, from SMEs to the largest multinational corporations.

The drivers behind the strategic direction of Mazars in Malta over the years, taking the firm through its various stage of development, have been its management team, composed of nine partners and directors. Our most formidable asset, however, are our people. From a handful of employees in our first years of operation, the firm now brings together a dedicated team of more than 85 internationally-oriented specialists, housed in our new offices at The Watercourse building in Birkirkara's Central Business District.

We see the celebration of a quarter-century of Mazars' operations in Malta as an opportunity to bridge the values and strengths which have defined the firm's success, with its fundamental purpose and vision – that of continuing to create value together with its stakeholders, and investing in what matters the most for its people, its clients and the local community. Hence the theme we have selected for these celebrations: 'Growing with purpose together'.

Consequently, as part of our 25th Anniversary celebrations, we have launched a €25,000 scheme which will fund youth-based initiatives for a better future. This scheme, which will span over three years, will mark Mazars' established presence in Malta, further linking the firm to the local community, and its future with that of Malta's youths. The scheme involves supporting five youth-oriented NGOs or student associations over three years, with a financial contribution totalling €5,000 for each of these, spread over this period. Each of the five NGOs or student associations who are granted funding as part of this project will receive €1,667 per year for three years. We are encouraging such NGOs and student associations to submit their proposals for youth-focused initiatives aimed at harnessing the potential of Maltese youth, and thus securing a better future for our society.

In line with Mazars' founding principles, Mazars in Malta has developed a reputation for deep ethical commitment and a rigorous approach towards transparency and sector best practice. This is further enhanced by the firm's social conscience and the respect it has for society at large, underlined by its pledge to always do the right thing. Our brand promise is therefore encapsulated in our goal to be the right partner for our people, our clients, our industry and for the community in which we operate.

*Anthony Attard is Managing Partner at Mazars in Malta*



# The Institute of Cellular Pharmacology

*The Institute of Cellular Pharmacology, ICP Ltd specializes in producing active and natural food supplements to support a fit and healthy body from bone health to vitality and well-being.*

ICP offers a range of products that are all locally made at our premises at Mosta TECHNOPARK. Discover more about our Prickly pear and algae products on ICP's new website <https://www.icp-malta.com/>.

ICP's food supplements are more than just Vitamins and Minerals. The highly researched plant extracts are dedicated to restore common and essential metabolic pathways damaged or silenced during evolution or by the aging process. This molecular approach utilising the pharmacological properties of ICP's bioactive plant extracts is scientifically and clinically proven. The quality and effectiveness of the products is guaranteed by biological activity testing, microbiological and biochemical analysis.

This unique approach has convinced and is trusted by thousands of clients to improve their quality of life from sports enthusiasts to Olympic champions and is encouraged by health professionals.

ICP is an ISO 9001 certified company also producing COSMOS certified cosmetic ingredients, anti-doping and Halal certified food supplements in compliance with FDA (Food & Drugs Administration) and HACCP (Hazard Analysis Critical Control Point) regulations. ICP's research centre has also been accredited by the DGRI (Directorate General for Research and Innovation, FRANCE).

## NEWS

We are pleased to announce the appointment of Ms Francesca Scicluna as the new Council Secretary to the MFCC.

We encourage you to reach out to Ms Scicluna via email [secretary@mfccmalta.com](mailto:secretary@mfccmalta.com) or on mobile number 79407305.

***We wish Francesca all the very best in her new role at the MFCC.***





## Celebrating 85 years of Michael Attard Ltd

From a humble beginning, the late Michael Attard Sr. founded the Michael Attard group in 1938 by trading oil and tyres. The company has grown over the years, representing several brands, most notably PEUGEOT automobiles since 1949 – making it one of the oldest franchises for the brand outside of France. Michael Attard Jr. has been at the helm of operations since 1976, who along with his brother John Attard, has helped the company grow into one of Malta's leading automotive representatives.

Reaching its 85th anniversary has been a fruitful journey for Michael Attard Ltd, with CITROËN and OPEL joining its portfolio in 2013 and 2020, respectively. EUROREPAR and VEEDOL (a motor oil originally imported by Michael Attard Sr, which returned to the local market in 2017) also form part of the Michael Attard Ltd portfolio. While the company has grown, its core vision remains the same: to instil creativity and invest in new ideas while sustaining growth in all brands it represents.

"This milestone is an astounding testament to the hard work put in by our dedicated teams throughout these 85 years. Our history has

provided a strong pediment to help us leap into the next generation of this ever-changing industry, preparing us for any challenges that lie ahead." Michael Attard

The automotive industry is constantly evolving, and the company aims to be at the forefront of the customers' needs. As the electric market keeps pushing forward, Michael Attard Ltd is technologically set up to play its part in the current energy transition, thanks to its multi-energy offering.

As the firm moves forward, it will continue to build on its strengths, innovating and evolving to meet the ever-changing needs of the market. Michael Attard Ltd is grateful for its customers, suppliers, and staff for their loyalty over the years.

[www.michaelattard.com](http://www.michaelattard.com)



*In 2023, Michael Attard Ltd is proud to reach another milestone by celebrating its 85th anniversary. Since its founding in 1938, the family-run business has become synonymous with the automotive industry in Malta.*

# Unlock Your Body Toning Journey

## Tips and Tricks

with Simone Mahler's Exceptional Products

*For over 75 years, Simone Mahler has been a renowned French cosmetic brand, leading the way in the beauty industry. French consumers have long been pioneers in body care, and Simone Mahler offers a range of exceptional products tailored to address your specific needs.*

If cellulite is a concern for you, our Body Sculpt cream is here to help. This 3-in-1 light gel cream, with its unique warming properties, works diligently to reduce cellulite and firm your body contours. Simply apply it daily, both morning and evening, for four weeks, and you'll notice a remarkable improvement in your skin.

For those worried about stretch marks, our Fermete Double Action cream is the answer. This remarkable product supports the collagen and elastin in your skin, effectively firming it and reducing the appearance of stretch marks. For an enhanced and warming effect, we recommend using the Serum Thermo-active in conjunction with it.

If you struggle with flabby skin around your abdomen, look no further than our Galbolift body cream. This cream, to be applied morning and night, targets the collagen and elastin in the

concerned area, providing a lifting and tightening effect that will leave you feeling confident and rejuvenated.

With summer just around the corner, tired and heavy legs can become all too common, particularly for those who spend long hours standing. Luckily, Gel Jambes Tonic is the perfect solution for your weary legs. Its refreshing action, combined with the synergistic blend of menthol, camphor, and arnica, works wonders in reducing fatigue and even helps in the prevention of varicose veins.

And what about body hair concerns? Whether you wax, shave, or have tried laser/IPL hair removal, our Soin Epil+ is the ideal complementary product for you. Designed to slow down hair growth and extend the time between hair removal sessions, this product is to be applied twice daily. Additionally, it helps prevent ingrown hairs, giving you smoother and more carefree skin.

Simone Mahler Body Products offer you a comprehensive range of solutions for your body concerns, whether you're at home or in the salon.

*Elevate your skincare routine with Simone Mahler, where beauty meets excellence.*

For more information, please contact Beautimport at 21696661 or visit our website at [www.beautmalta.com](http://www.beautmalta.com). If you're seeking expert advice on selecting the best product for your body, feel free to reach out to Hilda at 99633530.



## HomeTrends Home & Garden

HomeTrends Home & Garden in San Gwann offers a wide range of unique outdoor furniture, gas BBQs, fountains, swings, umbrellas, sunbeds, bubble spas, floor decking and a vast selection of outdoor accessories. With its exceptional offerings, this establishment is the perfect outlet to transform your outdoor space into a haven for relaxation, entertainment, and al fresco dining.

One of the main highlights of our shop is its remarkable selection of outdoor furniture. From cosy lounge sets to elegant dining tables and chairs, we have it all. Whether you prefer a rustic charm or a modern aesthetic, our diverse collection caters to all tastes and styles. Each piece is meticulously crafted, showcasing both quality and design expertise. With our HomeTrends furniture options, you can create a stylish and inviting outdoor oasis that reflects your personal style and a comfortable space for gatherings with friends and family.

For those who enjoy the art of grilling and outdoor cooking, the gas BBQ selection at HomeTrends is sure to impress. Designed with innovation and functionality in mind, these BBQs by top brands Outback, Grandhall and BBQ Chef offer exceptional performance and make outdoor cooking a breeze. From compact models perfect for small balconies to larger ones suitable for expansive patios, you can find the ideal BBQ to suit your needs and culinary aspirations.

To add a touch of elegance and serenity to your outdoor retreat, explore the enchanting assortment of fountains available. These beautiful water features create a soothing ambiance and provide a focal point for your outdoor space. Choose from a variety of styles, and sizes to find the perfect fountain that complements your overall aesthetic and enhances the tranquillity of your surroundings.

For moments of leisure and relaxation, indulge in our shop's selection of swings, sunbeds, and umbrellas. Additionally, HomeTrends offers an extensive range of unique outdoor accessories that add the finishing touches to your outdoor space. From decorative lanterns and outdoor rugs to vibrant cushions, floor decking and planters, these accessories infuse personality and charm into your surroundings, making your outdoor area truly one-of-a-kind.

The HomeTrends large complex provides an extensive selection of unique outdoor furniture, gas BBQs, fountains, swings, umbrellas, sunbeds, and a variety of outdoor accessories. It is the ideal destination for individuals looking to enhance their outdoor space.



# The Malta Property Landscape

A True Picture: Latest Edition  
Dhalia Real Estate & Grant Thornton

*Almost a year after its initial publication, Dhalia Real Estate and Grant Thornton Malta have come together again to present the third edition of “The Malta Property Landscape – A True Picture.” The latest edition of “The Malta Property Landscape” uses the latest of Dhalia’s high-quality real estate market data from 2022 and the analytical expertise of Grant Thornton to create a more accurate picture of current market trends.*

This edition also expands into the commercial real estate sector and predicts how the latest property trends will affect the overall property market in the next few years. The findings were presented during an event organised at Trident Park in Mriehel, Birkirkara on April 20th, which saw the participation of stakeholders in both the property and construction industries, as well as local authorities.

The event was opened by Grant Thornton Partner and Head Advisory George Vella, Minister of Public Works and Planning Hon. Stefan Zrinzo

Azzopardi, and Dhalia CEO, Alan Grima. All speakers observed the need for change in the property and construction industries to meet the needs of today’s buyers. George Vella remarked that it is the responsibility of all relevant stakeholders that form part of the property and development industries to lead the way in ensuring quality, affordability, and sustainability. “As financial advisors, it is our responsibility to help lead the way and help make people more knowledgeable about what it is really of importance in the [property] market.” The Minister of Public Works and Planning echoed statements of stakeholder responsibility and stressed the importance of using present data and needs to influence the impact of the sector as a whole.

“Analysing the property landscape in a scientific landscape based on data is of utmost importance. It is fundamental in understanding present and future trends.” The Minister also called for a change in the way the property and construction sector operates to ensure the current needs of industry are properly



# THE MALTA PROPERTY LANDSCAPE

A TRUE PICTURE

tackled. “We need to upscale in all aspects. We need to address the whole ecosystem of this sector.” Dhalia’s CEO Alan Grima also commented on the latest edition’s expansion into commercial property, which highlights the sector’s growth and challenges and will continue to expand into later publications. “Ultimately, our goal is to empower owners, buyers, businesses, investors, and other stakeholders with the knowledge and guidance necessary to navigate the conditions of Malta’s real estate market and make the right decisions for long-term success,” he commented. “At Dhalia, we remain dedicated to serving as a reliable information source for all stakeholders in Malta’s property industry.

We are committed to continually expanding our report to cover relevant sectors within our industry – ultimately, providing industry experts with the intel needed to contribute to the market’s sustainable growth.” The key findings of the latest edition were presented by Dr Daniel Gravino, a consultant of Grant Thornton. The latest findings were split into the current housing market, housing sustainability, and the market for commercial office space. These findings echoed the industry’s latest challenges, which include the affordability of housing for current generations and low-income earners, the sustainability of the current property market, and the need to invest in quality and energy efficiency. Figure 13, “Malta Property Landscape: A True Picture”, 3rd ed., p.24 Figure 24, “Malta Property Landscape: A True Picture”, 3rd ed., p.39 The presentation was then followed by two panels discussing the future of the island’s real estate and construction industries.

The first panel, aptly titled “Financing the Future”, focused on how the construction and real estate industry should aim to balance affordability, energy efficiency, and social responsibility. The speakers included: Erskine Vella (Director, Best Deal Properties), Francesca Vella (Manager, Grant Thornton), Gordon Dalli (Branch Manager, Dhalia), Marcel Cassar (CEO, APS Bank), and Matthew Zerafa (CEO, Housing Authority). The discussions

included the need for experts and influential stakeholders to take the lead in promoting sustainability and setting an example, the need for more data, regulation and change in policy, enforcement, and a need to increase awareness and education in energy efficiency by both private and public institutions. “Banks need to play a key role in providing sustainability,” remarked Marcel Cassar. The banking sector should be part of the change or lead in sustainable economic growth.

They are “the oxygen canisters” of the decisions being made today that impact the overall sustainability of the island. The second panel, titled “Redefining Malta’s commercial property landscape”, focused on the commercial property market’s latest challenges, as well as the opportunities that can grow from them. The speakers included Charles Xuereb (CEO, Trident Estates), Chris Grech (Chairman, Dhalia), Denise Xuereb (CEO, AX Real Estate), Perit. Justin Mizzi (Valuation Specialist, Archi+), and Oriana Abela (Partner, Grant Thornton). The discussion included the challenges of the current commercial real estate landscape, the need to prioritise public-private partnerships to attract the right businesses, the opportunities that lie in recent trends of hybrid working, the move towards sustainability, the future of the office lifestyle, and acknowledging the spending power of investors. Concerning the future of the commercial market, Chris Grech observed that there needs to be a shift from “quantity to quality [...] you need to come up with something that is different to the rest.”

He also commented that “it is in the interest of the investor to come up with a good product, because it is a long-term investment.” This latest edition enhances the in-depth market intelligence of the property market that will enable all stakeholders and investors in the property market to make informed choices towards the formation of a more sustainable property market. The full version of the third edition of “The Malta property landscape” publication is available from [www.maltapropertylandscape.mt](http://www.maltapropertylandscape.mt).



## Introducing the Dacia Jogger

The Perfect SUV for Families

*Embrace Family Adventures in Style with the Spacious and Versatile Dacia Jogger*

When it comes to finding the perfect family vehicle, there are a few key factors to consider. Space, comfort, and practicality are all at the top of the list, and the Dacia Jogger ticks all the right boxes.

This versatile SUV is a game-changer for families, with its seven-seater capacity and a range of family-friendly features that make it stand out from its competition.



### FUNCTIONAL AND COMFORTABLE INTERIOR

One of the standout features of the Dacia Jogger is its spacious interior. With seven seats, this SUV has room for the whole family and more. Whether you have a large family or you frequently travel with friends, the Jogger offers ample space to accommodate everyone comfortably. The third-row seats are easy to access, thanks to the sliding second-row seats, making it convenient for passengers of all ages to get in and out of the vehicle.

The Jogger's interior is designed with families in mind. It boasts plenty of legroom and headroom, ensuring that even taller passengers can sit comfortably. The seats are well-padded and supportive, providing a smooth and comfortable ride for both short and long journeys. Additionally, the SUV offers generous cargo space, making it ideal for carrying pushchairs, pets, sports equipment, or luggage for family vacations.

### SAFETY FIRST & UNPARALLELED EFFICIENCY

Safety is always a top priority for families, and the Dacia Jogger doesn't disappoint. It comes equipped with a range of advanced safety features to give you peace of mind on the road. From its electronic stability control and anti-lock braking system to its multiple airbags, the Jogger prioritizes the safety of both the driver and passengers. It also includes features such as rear parking sensors and automatic

emergency braking, further enhancing its safety credentials.

Not only does the Dacia Jogger excel in practicality and safety, but it also offers impressive fuel efficiency. Its efficient engine ensures that you can go the extra mile without breaking the bank. This means more money for family adventures and less time spent at the fuel station.

### PRACTICAL, COMFORTABLE AND AFFORDABLE

In addition to its functional features, the Dacia Jogger also boasts a modern stylish design. Its modern exterior features clean lines and a bold front grille, giving it an attractive and commanding presence on the road.

The Dacia Jogger is more than just a family SUV; it's a vehicle that brings families closer together. With its spacious seating, safety features, and fuel efficiency, it is the perfect companion for family road trips, daily school runs, and everything in between. It offers a combination of practicality, comfort, and affordability that is hard to beat.

If you're in the market for a seven-seater SUV that caters to the needs of your family, look no further than the Dacia Jogger. It's the ideal vehicle that provides the space, comfort, and versatility that families require, all at an affordable price. Say hello to family adventures in style with the Dacia Jogger.

DISCOVER THE DACIA JOGGER HERE, OR VISIT THE DACIA SHOWROOM AT HAL LIJA FOR MORE INFORMATION.



# AX HOTELS

*The AX Hotels brand has carved a unique status for itself in the Maltese market as a hotel and hospitality operator that caters to a wide range of customers of different demographics and preferences. Across our seven hotel properties located in Valletta, Sliema, and Qawra, as well as our many highly varied award-winning food and beverage outlets, we specialise in offering hospitality experiences to exacting standards.*



The 2023 reopening and rebranding of the ODYCY Hotel formerly known as Suncrest in Qawra marks a significant milestone for AX Hotels. The new hotel has been designed as a year-round 4-star hotel destination concept for locals and international visitors alike and is set to transform the famed seaside promenade in the Northeast of Malta with an array of new restaurants, bars, entertainment, and facilities including a soul-pleasing spa, conference centre, water park, and breathtaking rooftop pool decks. With this multimillion-euro investment, AX Hotels is poised to further strengthen its portfolio of 4-star establishments which already features a versatile complement of four-star hotels such as the renowned Victoria hotel in the heart of Sliema, the Saint John Boutique Hotel in Valletta catering to both independent travellers and business guests, and the Sunny Coast Resort & Spa in Qawra which offers self-catering accommodation.

Offering a combination of a vibrant town lifestyle and panoramic views of the Mediterranean Sea is The Palace Hotel. Located in the heart of Sliema,

it offers guests a collection of designer suits over and above a wide range of accommodation that complements the hotel's style. The hotel features several renowned outlets, including Tenptasian Asian Fusion restaurant, the rooftop cocktail lounge 360, and the contemporary Talk of Town Cafe.

AX Hotels also eagerly anticipates the eighth addition to the growing hotel portfolio through the development of the new Verdala Hotel, Spa and Sanctuary, set to open its doors in 2024. The aim is to open a new niche market in luxury wellness hospitality in Malta and to continue to diversify our hotel products to cater towards new and untapped market segments. AX Hotels properties in Valletta continue to elevate our positioning in the luxury market via Rosselli AX Privilege, whilst our Grain restaurants confirm their MICHELIN status year on year with an emphasis on supreme experiences for patrons.

Known for its innovative approach AX Hotels is set to unveil an exciting line-up of new concepts in the coming months. Among these eagerly anticipated ventures is Over Grain; a seafood rooftop lounge that promises to deliver a new alfresco culinary experience right in the heart of Merchant Street, Valletta. While the menu is yet to be revealed, patrons can expect a delightful array of dishes showcasing the finest flavours of the sea.

For the latest updates on AX Hotels' innovative offerings and developments in the hospitality industry, we invite you to visit our official website at [www.axhotels.com](http://www.axhotels.com).



# Multigas

Multigas has recently revamped its Mission, Vision and Values statements to reflect its current goals and objectives. This is because over the years client's needs have evolved and new services had been introduced to meet such requirements while being sustainable.

The management team worked closely together to come up with the updated statements that better define what the company does and where it wants to go in the future. The Mission Statement explains what we do and how we do it. The Vision Statement defines what we aspire to become as a company. The Values Statement describes the main believes that the company's employees need to follow to achieve such goals.

These statements were presented to the employees during a team building event, where the managers had the opportunity to explain in detail each statement and how every employee can contribute to achieve the set targets. The values were explained through practical activities where each employee had the opportunity to participate and experience the benefits of working towards the same goals. It was a successful event that brought all employees together away from their usual work environment, giving an opportunity to discuss and engage on the common, present and future targets of the company.

Detailed below one finds Multigas updated Mission, Vision and Values statements that will guide all employees in their daily activities:

## OUR MISSION

We manufacture and distribute industrial and medical gasses, focusing on safety, sustainability, and customer needs.

By continually investing in our highly professional and dedicated employees, we strive for consistency and best in class performance.

## OUR VISION

To enable innovative and socially responsible gas solutions.

## OUR VALUES

**People Centric** – we have people at heart, both people we employ and people we serve.

**Integrity** – we do the right thing even when the choice isn't easy.

**Teamwork** – we are better together.

Safety and sustainability – we care for people and our planet.

**Reliability** – you can count on us today and tomorrow.

# 45 Years of Enabling Trade Between Malta and France

***EXPRESS TRAILERS this year marks 45 years of dedicated weekly operations between Malta and France.***

Malta's leading transport and logistics operator has in fact been delivering transport on a weekly basis directly to and from France since 1978, managing entire supply chains, offering groupage services and full trailer loads, both for import as well as for export.

Express Trailers started its service to and from France with one depot in Paris. Eventually, growing demand led the company to explore the addition of new routes. Today, Express Trailers operates a weekly service that connects Malta with three depots in France namely in Paris, Lyon and Lille.

With a combined service offer via road, sea and air freight, Express Trailers' service caters for all types of cargo. Express Trailers has in fact been a major trading partner for the food and wine, automotive, fashion, cosmetic, industrial and pharmaceutical sectors.

"The regular weekly service and the reliability of our fully monitored, temperature-controlled and GDP pharma compliant fleet is what makes us ideal

logistics partners to French businesses operating in Malta and Maltese exporters to France," explains David Fleri Soler, Chief Commercial Officer at Express Trailers.

David Fleri Soler is also a member on the Council of the Maltese French Chamber of Commerce and therefore, has always harboured a special interest in developing commercial ties between Malta and France from a transportation and logistics perspective.

"The service we offer between Malta and France is also due to our successful ongoing partnership with French transport and logistics provider Dimotrans, a company with long years of experience that shares our same values of an effective, flexible and responsive service," added David Fleri Soler.

"Our 45-year experience working with France has earned Express Trailers a lot of know-how about the French market and this has enabled us to be able to apply a low-risk, efficient and complete service to our customers. Today, anyone who wants to do business with France knows that their products and cargo will be in the safe hands of a company with acquired experience, an obsession for excellence and with a 45-year proven expertise."





Melita Marine Group

## For Everything Yacht-Related, Melita Marine Group is the Brand to Trust

*Since 1989, Melita Marine Group (MMG), a superyacht company, has continuously expanded its maritime business transportation across borders. After gaining invaluable experience and a deep understanding of the Maltese yachting industry, the Group quickly recognized potential and sculpted the path to becoming a noteworthy part of the Mediterranean and World Yachting industry.*

Founded in Malta, MMG also has offices in Greece, Cyprus, Libya, and Spain. The founder and director, Pierre Balzan, even after over 30 years in the industry, shares that the passion for superyachts comes from his family, and the company is expected to continue to grow internationally in the next few years.

In 1998, as an extension, – Melita Power Diesel (MPD) was created from the ownership of Marine Industrial Repairs. MPD offers engine repair services, overhauling, and reconditioning. A year later, another brand came into the world as a subsidiary – Melita Yacht Painters.

Melita Marine Group represents worldwide engineering brands such as MTU, Detroit, Rolls Royce Power Systems, SCANIA, ALFA LAVAL Systems AWLGRIP, Quantum Stabilizer Service, and Prop Speed – to name a few.

The Group is privileged to be located at the centre point of the Mediterranean – connecting their facilities with other countries for optimizing services to attend to a sizzling demand of clients' requests.

From standard yacht services to a comprehensive range of yacht services – agency, charters, engineering, supplies, yard facilities, customs clearance, duty-free supplies, and bunkering – for everything yacht-related, you can trust Melita Marine Group.

# Investing in Green Energy With Bov Business Energy Loan



Bank of Valletta, together with the European Investment Fund (EIF), and the Maltese Government is promoting an attractive financial scheme aimed at assisting enterprises in managing and reducing their energy costs and supporting them in investing in energy-efficient solutions for their business.

The BOV Business Energy Loan offers businesses several benefits to finance energy-efficient solutions. Under this scheme, enterprises can take out an interest-free loan (where interest is fully subsidized) amounting to a maximum of EUR750,000, for a maximum period of ten years, thereby ensuring that these energy-efficient investments translate into an improved and tangible payback.

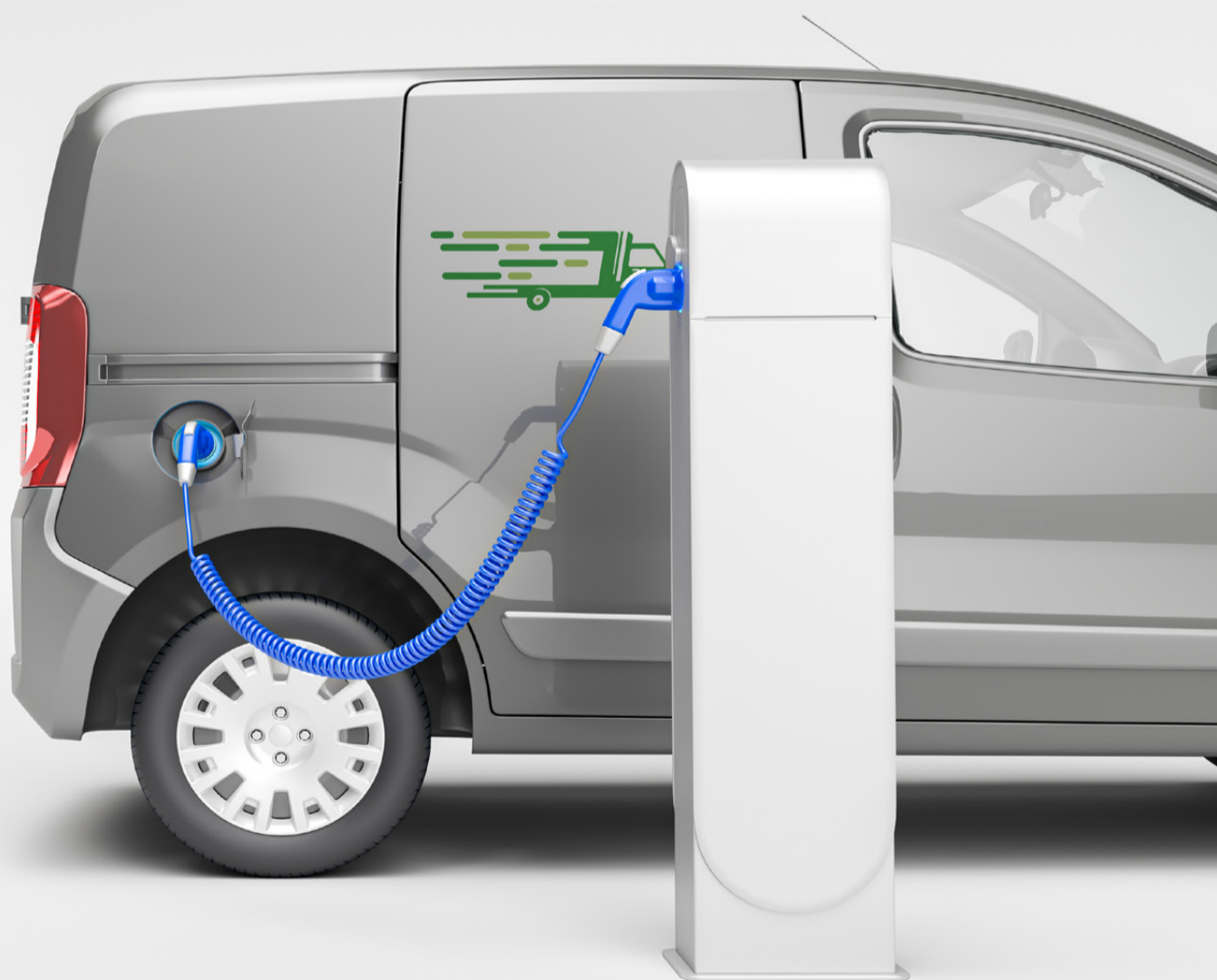
This financing opportunity is available to all enterprises. It is intended to cover the eligible costs of energy-efficient and renewable solutions such as insulation, apertures, building envelope measures with impact on thermal performance, heating, investments related to hot water generation, ventilation systems, cooling, lighting, Energy Management Systems, as well as electric & hybrid vehicles and charging stations.

Before undertaking such an initiative, a good first step for organisations would be to undertake an energy study to determine which energy-saving solutions give the highest payback for the business. As more organisations embed the principles of ESG in their operations, energy and eco-financing solutions are an ideal help and make this transition much less daunting.

Speaking about the BOV Business Energy Loan Simon Grech, Head of the Bank's SME function explained, "The Bank is taking a leading role in ESG matters and working on promoting a culture of responsibility towards ESG among our clients. One of the ways of doing this is by offering attractive benefits to those who are willing to take such important steps. Whilst product offerings such as the BOV Business Energy Loan help ease the burden of transition in no small way, we understand that such investment decisions could be overwhelming, so our dedicated and professional staff are ready to offer support and guidance to help organisations choose the best available options."

Businesses can get a better understanding of potential savings in energy costs and carbon dioxide reductions achieved through financing from the BOV Business Energy Loan by accessing the web-based tool called 'Climalta' that was developed by the European Investment Bank. This may be accessed through the following link. Prospective clients may visit one of our regional Business Centres, call the Bank on (+356) 21312020 or send an email on [smefinance@bov.com](mailto:smefinance@bov.com). For further information, one may click [here](#).

The financial support and benefits are derived from the establishment of a Fund of Funds – "EERE Malta" which is co-financed by Malta and the European Union under the European Regional Development Fund (ERDF). The objective of this fund of funds and its first loss guarantee combined with an interest rate subsidy scheme is to support the access of the final recipients for their investments in energy efficiency and renewable energy measures. EERE Malta is co-financed by the Republic of Malta, the European Union under the European Regional Development Fund.



All loans are subject to normal bank lending criteria and final approval from the Bank. Further terms and conditions are available from [www.bov.com](http://www.bov.com). Issued by Bank of Valletta p.l.c., 58, Triq San Zakkarija, Il-Belt Valletta VLT 1130. Bank of Valletta p.l.c. is a public limited company regulated by the MFSA and is licensed to carry out the business of banking in terms of the Banking Act (Cap. 371 of the Laws of Malta)."

RELATIONS BETWEEN MALTA AND FRANCE  
CONTINUE TO PROSPER

# Maltese French Chamber of Commerce Hosts Networking event

*“Malta will be commemorating Napoleon’s landing in Malta, a historic event in the country’s history on the new Maltese 2 Euro coin to celebrate two important values that we all cherish, those of freedom and equality.”*

This was announced by HE Agnès Von der Mühll, French Ambassador to Malta during a social networking event hosted recently by the Maltese French Chamber of Commerce which was attended by the community of French businesses operating in Malta and Maltese businesses doing business with France.

In her address, the French ambassador commended the Maltese French Chamber for its continuous efforts to strengthen the already very dynamic and successful relationships between Maltese and French businesses which she described as “a vibrant testimony of the deep friendship between our two countries and the dynamism of the bilateral relations and the density of our economic ties, with France proud to count Malta as one of its main trading partners.”

Addressing the French businesses operating in Malta, the Ambassador praised the dynamism of the French community.

“These are present in many sectors, from self-employed entrepreneurs to large corporations in the insurance sector, logistics, transport, microchips and pharmaceutical products. I also thank and pay tribute to the many Maltese business leaders who have become key players in Malta’s dynamic growth.”

Ambassador Von der Mühll concluded by thanking Malta for its unfailing support during the French Presidency of the European Union at a time when Europe is “shaken by geopolitical upheavals unprecedented since the Second World War with the war waged by Russia against Ukraine, its sovereignty and independence, against its very existence” and saluted Malta’s cooperation for an effective multilateralism as it sits on the United Nations Security Council for two years.

Addressing the attending guests, Hon Ian Borg, Minister for Foreign and European Affairs and Trade confirmed France as one of Malta’s main trade partners.

“Maltese exports to France have averaged at around €229.2m per year over the past five years, while imports have averaged at around €342.1m annually. A significant proportion of exports consist of high-value-added goods processed in Malta. And in terms of tourism, France is also one of Malta’s largest tourism markets where in 2022, figures for incoming tourism exceeded the previous record set in 2019.

Commending the Maltese French Chamber of Commerce for its commitment to sustain the relationship and trade opportunities between the two countries, Minister Borg underlined the excellent and friendly relations between Malta and France and stressed that both countries shall keep sharing their common goals and objectives namely stability, peace, and prosperity while continuing to address challenges such as migration and the environment together.

The event was also addressed by Joseph Bugeja, President of the Maltese French Chamber of Commerce who stressed that these events remain part of the Chamber’s commitment to enable and promote the consolidation of French-Maltese relationships

He thanked Ambassador von der Mühll for her continued support and all the members of the Maltese French Chamber of Commerce for their constant and loyal support and pledged the Chamber’s reciprocal support to all its members in their business prospects within the network and with any potential new business partners. He also expressed his special gratitude to the Chamber’s main sponsors, Bank of Valletta and RCI Insurance.

The French Ambassador also announced that this year’s celebration of the French National Day, the French Embassy will for the first time be collaborating with the locality of Żebbuġ with the organization of a public party on Saturday 15th July, open to all French residents, Maltese and French tourists with the aim to share a moment of conviviality.