



Presidential Business Mission
Sofia, Bulgaria

4th – 6th February 2018

ASFALTAR LTD.

Company name	ASFALTAR LTD.
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	info@asfaltar.eu ; 79493271 / 21650350 / 21657263 www.asfaltar.eu
Name of participant and designation	MR PAUL MAGRO (DIRECTOR)
General description of company's activities	<ul style="list-style-type: none"> • Supply of road materials, concrete and concrete products. • Road building and other civil engineering works
International experience -what activities in what countries?	Importation of Aggregates, Bitumen, Cement and other products for the construction industry mainly from Italy, Albania and Montenegro.
Type of partners sought and type of collaboration proposed	Currently we are searching for other partners and/or suppliers in order to seek new business opportunities outside Malta and also new suppliers in the construction industry.

BONNICI BROS. LTD.



Company name	BONNICI BROS. LTD.
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	Info@bbg.com.mt 23596000 www.bbg.com.mt
Name of participant and designation	Mr Emmanuel Bonnici
General description of company's activities	Bonnici Bros Ltd is the founding company of the Bonnici Group. Since the idea was born in 1975, it has provided a multitude of services to private, commercial, industrial and national construction sectors, working on major projects throughout the island. The main focus of the Company lies within the local construction industry and civil engineering projects with specialisation in the fields of earthworks, road construction, commercial buildings and demolition.
International experience - what activities in what countries?	Bonnici Bros, has been involved with a number of international contractors and foreign companies, providing local support in terms of supplying construction materials and logistics.
Type of partners sought and type of collaboration proposed	Companies involved in the civil and construction industry. Suppliers of concrete based materials. Suppliers of Bitumen.

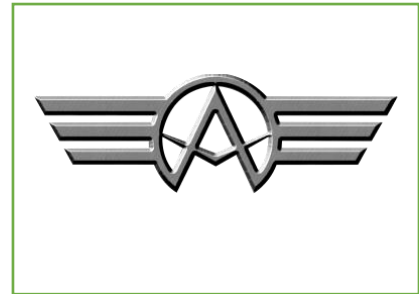


C. FINO & SONS LIMITED

Company name	C. FINO & SONS LIMITED
Contact details: 1. E-mail • Telephone • Web-site	wfino@fino.com.mt/cfino@fino.com.mt +356 2549 3000 www.fino.com.mt
Name(s) of participant(s) and designation	Jean Carlo Fino – Managing Director Wallace Fino – Business Development Director
General description of company's activities (max about 40 words)	Fino celebrates this year 82 years in business which was founded by the late Carmelo Fino. Company's main activities include manufacturing and retail of home domestic furniture, fit-out works of projects such as Hotels, Offices, Hospitals and others.
International experience - what activities in what countries? (max about 80 words)	Through its various subsidiaries, Fino has been involved in International business since 2003 when it entered the Libyan market and was successful in securing some high level projects there. Soon after the uprising in Libya in 2011, the company established a joint venture company in Doha, Qatar which is now in its 5 th year of operation, catering mainly for fit-out works (turnkey solutions) for the retail and commercial outlets. In 2012, the company established another joint venture company in Tunisia with the opening of our first retail showroom outside Malta. Both above mentioned International Business Units have been successful and the reason why we are looking to expand further our International activities possibly in Bulgaria.
Type of partners sought, and type of collaboration proposed (max about 60 words)	Normally we do not have a strict profile of our potential partner, however the partner should have a sound financial background and ready to invest in the Joint Venture. Moreover, we always look for potential partners who are well known and have access to the market who can introduce the new partnership to the local business community and government entities.

CAMILLERI PREZIOSI ADVOCATES

Company name	CAMILLERI PREZIOSI ADVOCATES
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	henri.mizzi@camilleripreziosi.com 21238989 www.camilleripreziosi.com
Name of participant and designation	Henri Mizzi Partner
General description of company's activities	We have an extensive range of commercial, corporate, finance and regulatory expertise, consistently recognised by clients and colleagues in other firms as "top-tier". We are renowned for our consistently high quality of service and for our in-depth expertise in all areas of our practice.
International experience -what activities in what countries?	Our client base is about 50% local and 50% international. We represent many foreign companies, including several well-known multinationals, especially those that set up Maltese structures. We assist them with their corporate, finance and taxation requirements; and also with employment, regulatory and dispute resolution needs, if and when they arise.
Type of partners sought and type of collaboration proposed	Law firms and other professional service providers. Businesses seeking to set up international structures.



CELIER AVIATION MALTA

Company name	CELIER AVIATION MALTA
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	raphael.celier@celiergroup.com +356 79680815 www.celiergroup.com
Name of participant and designation	Mr Raphael Celier
General description of company's activities	Aircraft manufacturer – Gyroplanes – Helicopters – crop spraying – aerial surveillance solutions – aerial mapping solutions – aerial LIDAR scanning - maritime borders patrol solutions – homeland security patrol solutions – light aerial medevac – political support Francophonie / Commonwealth
International experience - what activities in what countries?	France – Poland – Benin – Ghana – India – USA – Germany – Nigeria – Tanzania – Australia Introducing our technologies, solutions, supporting governments and private entities.
Type of partners sought and type of collaboration proposed	Governmental institutions – Police – Border guards – Army – Agriculture – geo mapping companies - Health, to propose an economic and effective ways of achieving missions as mentioned in general description.

CHURCHILL COMPANY LTD.

Company name	CHURCHILL COMPANY LTD.
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	Rosie Grech Rosiegrech8@gmail.com 99441880
Name of participant and designation	Ms Rosie Grech Owner & Director
General description of company's activities	Restaurant
International experience - what activities in what countries?	Not applicable
Type of partners sought and type of collaboration proposed	Developing signature cuisine internships for both prospective chefs and waiters.

DISTINCT HOMES LIMITED



Company name	DISTINCT HOMES LIMITED
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	<p>info@distincthomes.com.mt 21551234 www.distincthomes.com.mt</p>
Name of participant and designation	Mr Andrew Zammit, Director
General description of company's activities	Importation and retail of furniture, domestic appliances, bathrooms and tiles
International experience - what activities in what countries?	Trade relations with, including importation from, Italy, Spain, Romania, Turkey and China
Type of partners sought and type of collaboration proposed	Further suppliers sought for our lines of business. Any other possible collaboration not excluded.

FRANCIS J. VASSALLO & ASSOCIATES LTD



Company name	FRANCIS J. VASSALLO & ASSOCIATES LTD
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	francis@fjvassallo.com 99929995 www.fjvassallo.com
Name of participant and designation	Mr Francis J. Vassallo President
General description of company's activities	International Tax Structuring and related advisory services, Company Formation, Corporate and Fiduciary Services, Investments Funds and Trusts, Yacht and Aircraft Registration, VAT Advisory Services, Accountancy, Residency and related services, Back office and support services.
International experience - what activities in what countries?	The group is based in Malta and enjoys extensive business relationships with firms of professional repute in jurisdictions worldwide.
Type of partners sought and type of collaboration proposed	The group prides itself in addressing the specific requirements of its clients with utmost professionalism, providing a comprehensive service of the highest calibre.

F. X. BORG FURNITURE LTD.

Company name	F. X. BORG FURNITURE LTD.
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	jborg@fxb.com.mt 00356 79490982 www.fxb.com.mt
Name of participant and designation	Mr Joseph Borg Managing Director
General description of company's activities	The Group specializes in the manufacturing of Contract furniture together with the normal lines of domestic furniture both for the local and export markets. In contracts apart from the capability to produce all guestroom furniture, we can supply public area furniture including restaurants. Upholstery, bedding and all furnishings are also available.
International experience - what activities in what countries?	The Group concentrates on exports of Contract furniture to Europe and North Africa and the Middle East. The profile enclosed attests to the Group's experience in this sector both in the local and export markets. We have supplied clients in France, Germany and Libya and more recently clients in Qatar and Nigeria. We are also dealing with a range of foreign architects also in developing projects for the local market. The Phoenicia and Westin Dragonara are recent examples.
Type of partners sought and type of collaboration proposed	We are seeking to make contact with architects and designers involved in hotel contracts. Our flexibility and experience in meeting the requests of particular designers both locally and abroad gives us the required edge in this sector.

FORT CHAMBRAY LTD.



Company name	FORT CHAMBRAY LTD.
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	sales@chambrayresidences.com / michcar@onvol.net (+356) 7956 0019 / 2156 4910 www.fortchambray.com
Name(s) of participant(s) and designation	MRS. CAROL CARUANA - CEO
General description of company's activities (max about 40 words)	This is an investment opportunity, whereby an 18 th century Fort built by the Knights of St. John, is being converted into a luxury development, consisting of a mix of Villas, Maisonettes and Apartments. Project has been phased in 3 parts, two phases of which are complete and residents have already moved in. Phase 3 will include a luxury Hotel offering amenities to the residents.
International experience - what activities in what countries? (max about 80 words)	Marketing has been done in different countries, and the residents who purchased property within Fort Chambray come from all over the world. This Development is a "Special Designated Area", identified by the Maltese Government, whereby foreign Nationals can purchase property within this Development under same conditions as Maltese Nationals.
Type of partners sought and type of collaboration proposed (max about 60 words)	Our company is looking for an investor who is interested in developing an upmarket Hotel within the third and final phase of this prestigious Development. We are also interested in promoting the sale of the few remaining properties available within Fort Chambray.

GOZO PRIME AND MALTA PRIME PROPERTIES



Company name	GOZO PRIME AND MALTA PRIME PROPERTIES
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	nathon@gozoprime.com 99549160 www.gozoprime.com / www.maltaprime.com
Name of participant and designation	Mr Nathon Abela
General description of company's activities	Gozo Prime and Malta Prime are an established real estate organization focusing particularly in sales and sound investment opportunities of property developments mainly on the Maltese Islands. Gozo Prime and Malta Prime are constantly thriving to put the best properties on the market and look for novel business opportunities.
International experience - what activities in what countries?	Internationally, Gozo Prime and Malta Prime properties have dealt with a large number of international clientele in the buying and selling of real estate in the Maltese islands. Furthermore, Mr. John Abela, owner and acting director of the companies has owned and sold a number of properties abroad. Gozo Prime and Malta Prime has also taken part in numerous real estate exhibitions abroad including in Sweden, Stockholm and Milan.
Type of partners sought and type of collaboration proposed	Real Estate Agencies who wish to broaden their clientele to Europe, especially the Maltese. Gozo Prime also aims at meeting with new personnel having new business ideas who seek to broaden their operations and trade abroad.

iCONSULT



Company name	iCONSULT
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	INFO@iCONSULT.COM.MT +356 99477989 WWW.iCONSULT.COM.MT
Name of participant and designation	Mr PHILIP PACE (DIRECTOR)
General description of company's activities	<p>iCONSULT is a young and dynamic Healthcare company based in Malta (Europe) with operations in EU, Africa, Middle East and Asia.</p> <p>We assist medical companies (pharmaceuticals, sundries, medical devices, dermal fillers) who are seeking to enter these rapidly growing markets for the first time, or who wish to take their existing business to the next level.</p> <p>Services For Distributors</p> <ul style="list-style-type: none"> • Regular supply of quality products at the best prices and conditions; • Negotiation of long-term partnerships with suppliers, providing a broad range of products and marketing support; • Assisting distributors to anticipate international market changes which could affect local business; • Continuous presence of one single contact who can talk and understand your language, customs and traditions, and help to expand and diversify sales; <p>Meeting regional market shortages in pharmaceuticals and medical supplies</p> <p>Getting the right pharmaceutical supplies is crucial to enable you to continue delivering quality of care.</p> <p>But what if the product you need is not readily available due to short supply in your region?</p> <p>We can help. Through our sister company, we can supply a wide variety of branded or generic pharmaceuticals and consumable products to authorized clinics, hospitals and medical distributors worldwide.</p>

	<ul style="list-style-type: none"> • EU-GDP licensed pharmaceutical supplier. • Procurement expertise and experience. • Solid global supply network. • Sourcing capabilities for pharmaceuticals from any territory or region. • Storage and distribution capabilities.
<p>International experience - what activities in what countries?</p>	<p>We pride ourselves with over 15 years of experience complemented by a strong network of contacts and partners throughout the regions. Having worked with both global multinational medical companies, as well as leading distributors in the regions, we have a clear appreciation of the demands of the suppliers, customers and health authorities.</p> <p>We have a thorough understanding of the pharmaceutical and medical market dynamics, the regulatory requirements and most importantly the local cultures, making us ideally positioned to make market entry faster and less costly.</p>
<p>Type of partners sought and type of collaboration proposed</p>	<p>Importers / distributors in the healthcare market interested in :</p> <p>Registering, importing, distributing pharma products or medical devices to supply both hospital and private markets; participation in supply of government tenders; participation in the supply of items which are out of stock in the country or hard to find.</p> <p>Manufacturers of healthcare related products who want to expand their international export business.</p>

IDROPLAST MANUFACTURING LTD.

IDROPLAST
Manufacturing Limited

Company name	IDROPLAST MANUFACTURING LTD.
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	<p>info@idroplastmalta.com 00356 79454746 www.idroplastmalta.com</p>
Name of participant and designation	<p>Ms Doreen Cutrona Managing Director</p>
General description of company's activities	<p>Manufacturing of polyethylene water storage tanks, traffic barriers and cones. Manufacturing of agricultural nets, rubber profiles to seal aluminium/pvc doors and windows. Processing of raw materials and recyclables.</p>
International experience - what activities in what countries?	<p>Export certain products to Europe and MENA Region.</p>
Type of partners sought and type of collaboration proposed	<p>Partners in the plastic Industry and in the agriculture sector.</p>

JOSEPH CARUANA CO. LTD.



Company name	JOSEPH CARUANA CO. LTD.
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	michcar@onvol.net (+356) 7956 0019 -----
Name of participant and designation	DR. MICHAEL CARUANA LL.D. - CHAIRMAN
General description of company's activities	A leading company on the Maltese Islands importing thousands of tonnes of steel annually, including concrete reinforcement steel coils and rods, all types of commercial steel profiles, steel sheets and plates, steel beams and channels. Other imports include rough sawn timbers, plywood, chipboard, MDF and by-products.
International experience - what activities in what countries?	Our company has been importing material from all over the world, including Bulgaria. We are seeking to extend our commercial co-operation with other Bulgarian manufacturers. For several years, our company was also involved in the export of building and construction material to Libya.
Type of partners sought and type of collaboration proposed	We are seeking manufacturers of all types of commercial steel profiles, steel sheets and plates, steel beams, channels, and concrete reinforcement steel coils and rods. We are also interested in meeting suppliers of rough sawn timbers, plywood, chipboard, MDF and by-products.

KARKANJA LIMITED



Company name	KARKANJA LIMITED
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	euchar@karkanja.com 79000079 www.karkanja.com
Name of participant and designation	Mr. Euchar Vella
General description of company's activities	Karkanja Limited is a property development company that has focused on building quality projects meeting today's varying needs by attaching great importance to detailed participation in the conception, design, documentation and project management.
International experience - what activities in what countries?	None
Type of partners sought and type of collaboration proposed	We are looking for suppliers of finishing and construction material as well as for acquisition of land.

KEEN LTD.



Company name	KEEN LTD.
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	john@keen.com.mt 99865154 www.keen.com.mt
Name of participant and designation	Mr John Falzon Managing Director
General description of company's activities	Keen Ltd is a full-service digital and marketing agency. The company, specialising in design, web development, SEO, and marketing, can tackle any project on any channel and platform. Keen Ltd helps its clients by serving as an extension to their marketing team on all fronts.
International experience - what activities in what countries?	USA: Web Design & Development from various business sectors. Some projects even span out to SEO and social media marketing. Web Design & Web Development in France. Web Design & Web Development in the UK. Web Design & Web Development in Australia.
Type of partners sought and type of collaboration proposed	Our target clients are other web agencies who would like to outsource their services to us which includes: <ul style="list-style-type: none"> - Design - Branding - Web Development - Mobile App Development - Advertising - Digital Analytics & Reporting, - SEO - Social Media Marketing, - PR & Copywriting - Content Writing - Strategic Planning - Multimedia ... and many more.

KORDIN GRAIN TERMINAL COMPANY LIMITED



Company name	KORDIN GRAIN TERMINAL COMPANY LIMITED
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	alex@alexagius.com 99471676 www.kordingrain.com.mt
Name of participants and designations	MR ALEXANDER AGIUS CHIEF EXECUTIVE OFFICER MR MARC VELLA BONNICI CHAIRMAN
General description of company's activities	The Kordin Grain Terminal is placed in a most strategic location for the handling, storage and transshipment of all types of free flowing grains such as wheat, maize, barley and soyabean. The Terminal has a storage capacity of about 87,000 metric tones in all its 30 bins which are totally independent and suitable for storing free flowing products. It is equipped with Buhler installations.
International experience - what activities in what countries?	Our Clients are worldwide grain traders.
Type of partners sought and type of collaboration proposed	We are looking to meet with grain traders and exporters with the possible outcome of their utilizing our grain terminal for storage of grains. We would also like to make an alliance with an already established organisation and thus benefit from its expertise and thus encouraging the participation of international companies and global players as strategic partners to our company. We also consider other options to increase our current services.

KSi MALTA



Company name	KSi MALTA
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	jgauci@ksimalta.com 0035679426592 / 0035621226176 www.ksimalta.com
Name of participant and designation	Mr Joseph Gauci Managing Partner
General description of company's activities	KSi Malta is one of the leading consultancy, auditing, accountancy and tax advisory firms in Malta. Its staff includes professionals with an accounting, legal, financial services and/or IT background that assist clients in regulatory, governance, financial and other matters.
International experience - what activities in what countries?	<p>KSi Malta is a member of Morison KSI, a global association of leading independent professional service firms, serving cross-border accounting, auditing, tax and consulting needs of clients. It currently has 164 member firms in 84 countries with a combined revenue exceeding \$1bn.</p> <p>Furthermore, KSi Malta boasts an impressive portfolio of international clients that operate in numerous jurisdictions and industries worldwide. In addition, KSi Malta services High Net Worth Individuals and their families around the globe for residency, financial, taxation and other needs.</p>
Type of partners sought and type of collaboration proposed	KSi Malta seeks professional partners that are willing to collaborate in order to offer their clients/customers/partners the possibility of using its services to further their business in Malta and/or the EU, or in need of specialized business advice on their operations. KSi Malta also seeks opportunities to showcase Malta's advantageous business environment for both companies and individuals.

M. DEMAJO GROUP



Company name	M. DEMAJO GROUP
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	info@demajo.com (+356) 2552 0000 www.demajo.com
Name of participants and designations	Mr. Pier Luca Demajo, CEO Mr. David Raphael Busuttil, Head of Business Development Mr. Francois Grech Executive Director, Exigy Ltd.
General description of company's activities	The M. Demajo Group is a family business started in 1910, based in Malta and operating in the Euro-Mediterranean region. MDG is specialized in ICT Services but it also has over 30 different business ventures and partnerships across 6 sectors: <ol style="list-style-type: none"> 1. Information Communications & Technology; 2. Consumer Division; 3. Hospitality; 4. B2B; 5. Industrial & Infrastructure; 6. Corporate Services.
International experience - what activities in what countries?	The M. Demajo group had worked in a different number of Mediterranean countries and it also has a representative office in Rome for the Italian market. In 2016, it expanded the sales of its IT products and services into North Italy with the formation of Exigy Italia and the opening of a regional office in Milan. It has a joint venture company in Libya providing services to the energy sector. Since 2014 it has developed trade links with Vietnam and has a representative office there.
Type of partners sought and type of collaboration proposed	In ICT: Understanding the opportunities in the Bulgarian ICT sector, notably, software programming outsourcing, software licensing, hardware supply chains and data centres. In cross border trading: Companies that are interested in exporting their product and services to the North African market.

MAGRO BROTHERS (FOODS) LTD



Company name	MAGRO BROTHERS (FOODS) LTD
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	exports@magro.com.mt 00356 21556663 www.magro.com.mt
Name of participant and designation	Mr Christian Magro CEO
General description of company's activities	We are a food manufacturing company which produces tomato products and table sauces such as Ketchup, Mayonnaise, BBQ Sauce, baked beans and other products. We can supply in retail and catering pack sizes. Our company holds BRC Grade A+ and ISO 22000 certification and currently we supply our products to various multinational clients around the world.
International experience - what activities in what countries?	Our company is present in various European countries including Ireland, UK, Italy, Greece, Cyprus and Belgium and mainly we supply private label brands to major retailers. To supply these retailers we develop recipes which are approved by the retailers and our company is audited by the retailers representatives to check if we meet all their rigid standards. We also export our products to African countries including Libya, Congo and Algeria.
Type of partners sought and type of collaboration proposed	The scope of this visit will be to try to establish a good relation with importers, distributors and retailers to promote our brands and private label. We believe we can penetrate the Bulgarian market if we find the right contacts as we are competitive in pricing and we are superior in quality.

MICHAEL GRECH FINANCIAL INVESTMENT SERVICES LTD



Company name	MICHAEL GRECH FINANCIAL INVESTMENT SERVICES LTD
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	Michael.grech@michaelgrechfinancial.com 0035622587000 www.michaelgrechfinancial.com
Name of participant and designation	Mr Michael Grech – Managing Director
General description of company's activities	Company provides investment services to local and foreign clients and is well connected to a number of local and international banks, fund managers, brokers and fiduciary companies. The company is a licensed stock broker on the Malta Stock Exchange.
International experience - what activities in what countries?	Company has worked with various individual and institutional clients from around the world, namely from Europe, USA, Canada and Australia. Michael Grech has been involved in financial services for the last forty years.
Type of partners sought and type of collaboration proposed	Companies that can introduce business in investment and fiduciary services. Possibility of joint ventures may also be considered.

Nexia BT



Company name	Nexia BT
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	russell.baldacchino@nexiabt.com +356 7928 4155 www.nexiabt.com
Name of participant and designation	Dr Russell Attard Baldacchino Lawyer Tax & International Client Services
General description of company's activities	<p>Nexia BT is a leading corporate and private client advisory, audit, accounting, immigration and tax firm providing a full range of financial and business advisory services to a diversified client base.</p> <p>More recently, a specialized blockchain advisory team has also been introduced.</p>
International experience - what activities in what countries?	<p>With a strong International Department, our clients stem from all corners of the globe. Our team is actively present in professional conferences, seminars, trade missions and follow-up visits in throughout Europe, Russia and CIS countries, Asia, the Middle East and Africa.</p> <p>The main services availed of by our international clients include high net worth immigration, corporate services, tax advisory, yachting and aviation VAT structures, as well as assistance with financial services license applications, crypto-fund consultancy, ICO's and blockchain advisory.</p>
Type of partners sought and type of collaboration proposed	<p>Our ideal partners would include other service providers or professional who match us on one or more of our services, or any persons who are interested in such.</p> <p>The preferred sectors include immigration, financial services, corporate and tax, as well as blockchain and cryptocurrency advisory.</p>

NSTS – INTERNATIONAL ACADEMY & ENGLISH LANGUAGE INSTITUTE



Company name	NSTS – INTERNATIONAL ACADEMY & ENGLISH LANGUAGE INSTITUTE
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	fstiv@nsts.org +356 2 5588 202 / +356 7949 5955 www.nsts.org
Name of participant and designation	Mr Francis Stivala - Managing Director
General description of company's activities	Constituted under the statute of the University of Malta in 1954, NSTS is an NGO dedicated to encouraging intercultural and international relations through formal and non-formal education programmes: English Language Training to adults, university students, school children; specialized training of English language teachers in secondary mainstream teaching; Erasmus+; internships, work placements; secondary school year, vocational courses and degrees.
International experience - what activities in what countries?	<p>NSTS is a major international player with a 40 year history of leading global Associations that foster intercultural and international relations in some 80 countries, namely the International Student Travel Confederation and the World Youth, Student Educational Travel Confederation.</p> <p>NSTS holds world-wide representations where it motivates university and secondary school students to enhance their career formation in Malta by network participation in international English language and other programmes.</p> <p>Its adult programmes additionally provide specific English training to teachers of languages; to career diplomats, Members of the European Parliament and public officials involved in European relations; persons in key business positions involved in international relations and trade; aviation, tourism and hospitality front line staff; professionals, etc.</p>

Type of partners sought and type of collaboration proposed

1. Ministry for Education to train language teachers in teaching methodology through English stays in Malta; Erasmus+ options;
2. Other Ministries and Public Bodies whose officials need to improve their English language skills for greater effectiveness;
3. Training & Translation Services of Bulgarian Chamber of Commerce and Industry to offer Business English training to members and meetings with Maltese entrepreneurs;
4. University and tertiary institutions seeking partnership to facilitate English language training and dedicated internships for their students in Malta's international environment;
5. Secondary School promoters of Erasmus+ opportunities and facilitators of international education experiences in English, with optional first job experience;
6. Private establishments and companies commercially active throughout Bulgaria and beyond in marketing, promoting and encouraging English language learning and internship work experiences to adults and teenagers motivated to improve their professional and career skills and their international contacts within the context of the European mobility framework.
7. Other partners engaged in English international educational experiences for the development of the individual as may be proposed by the Bulgarian organization counterparts.

OGYGIA (GOZO) FOODS LIMITED



Company name	OGYGIA (GOZO) FOODS LIMITED
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	george@abrahams.com.mt Ogygia@abrahams.com.mt (+356) 21563231 (+356) 79210565 www.abrahams.com.mt
Name of participant and designation	MR. GEORGE BORG, EXECUTIVE chef
General description of company's activities	Based on the Island of Gozo (Malta) the company specializes in the manufacturing of traditional gourmet foods, liquors and wines. Ogygia offers a very wide range of traditional marmalades, honey, carob syrup, sun-dried tomatoes, handpicked capers, peppered cheese lets, olives, natural sea salt and wines.
International experience - what activities in what countries?	Ogygia products are widely appreciated and sought after by tourists visiting the Maltese Islands, this strong response and reception encourages the firm to expand into foreign markets. With regards to other direct experience of our products in international markets, specific cooking events in Italy have been held in Italy using Ogygia Products. Again, the response and reception of our products was very encouraging.
Type of partners sought and type of collaboration proposed	<ul style="list-style-type: none"> • Retail outlets that specialize in niche gourmet products • Restaurants and related establishments that want to offer guests particular niche and upmarket products. • Exporters of wine who are in search of partners to develop international markets, where through mutual agreements new markets would be tapped.

OZO GROUP OF COMPANIES LTD



Company name	OZO GROUP OF COMPANIES LTD
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	mmuscat@ozogroup.com 22471420 - 79472553 www.ozogroup.com
Name of participant and designation	Mr.Mario Muscat ; Chairman
General description of company's activities	<p>Ozo Group Comprises of 12 Different Companies that each of them offers the following services:</p> <ul style="list-style-type: none"> ○ Outsourcing of Personnel in the Hospitality and Manufacturing Industry ○ Outsourcing of Care Givers & Nursing Aids to Hospitals, Clinics & Home for The Elderly ○ Babysitting & Childminding Services ○ Live out Carers ○ Condominium and Property Management ○ Property Turnkey Projects ○ Outsourcing of Security Guards to Hotels & Businesses ○ Provision of staff training services. Training in Health, Hospitality, Security, Safety and Cleaning Methodology. ○ Cleaning services in offices and residential properties. <p>Ozo Group is always looking for new ventures and is an ever-growing company.</p>
International experience - what activities in what countries?	<ul style="list-style-type: none"> ○ The European Business Awards – National Champions 2015/16 For Best Sustainable Growth & Strategy ○ The European Business Awards - National Public Champions for Malta 2015/16 ○ The European Business Awards - National Champions 2016/17 For Best Company (w/turnover of €0-25M) ○ Identified as The Only Maltese Company to Feature in The Limited-Edition of 1000 Companies to Inspire Europe by The London stock Exchange ○ Handpicked in The European TOP 100 Corporate Businesses by The Wealth & Finance Magazine (Edition: 2016) ○ On Going Training with Elite, hosted by the London Stock Exchange
Type of partners sought and type of collaboration proposed	To find a Business Partner to establish Ozo Bulgaria in all our lines of Business.

TETHYS OIL SUPPLIES & SERVICES LTD



Company name	TETHYS OIL SUPPLIES & SERVICES LTD
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	dbusuttil@demajo.com (+356) 2552 3320 http://www.tossmalta.com/
Name of participant and designation	Mr. David Raphaël Busuttil – Executive Director
General description of company's activities	<ul style="list-style-type: none"> • Cross border trading to North African markets; • Marketing support activity: TOSS works closely with principals and associates such as FMC Technologies, ATLC, Faure Herman, PAL Electrical and others where TOSS gives marketing support that includes customer visits, site visits, product promotion and market information; • Logistics and administrative support; • Technical support services; • Training Services.
International experience - what activities in what countries?	<p>Set up in 1981, TOSS has been providing market support services to international companies, in penetrating the North African energy sector from Malta.</p> <p>In 2007, the Group partners in Serage-TOSS JV that is active in other North African states, particularly Tunisia and Egypt.</p> <p>Other business has been carried out in the past in Chad, Sudan, Iraq.</p>
Type of partners sought and type of collaboration proposed	Companies that are interested in exporting their product and services to the North African market, in Tunisia and Libya, in particular for the energy sector and derivatives.

THYNK SOFTWARE



Company name	THYNK SOFTWARE
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	mgrech@thynksoftware.com 00356 79710723 www.thynksoftware.com
Name of participant and designation	Mr Michael Grech Sales Representative
General description of company's activities	Thynk Software is software development company based in Malta focusing on building software solutions based on the latest technologies. The main focus for Thynk in the past year has been Financial Services software deployments however Thynk has been involved in various other sectors.
International experience - what activities in what countries?	In the Middle East Thynk has had a number of projects. In Saudi Arabia, Thynk has developed an e-Document management system for government agencies. In Dubai, Thynk was involved in a number of retail banking experiences with Emirates NBD and Alawwal bank. In the United Kingdom, Thynk developed a fund-raising platform for charities with Bid In Group. In the US, Thynk has developed a pricing and scheduling platform for an energy provider, Atlantic Energy. In Malta, Thynk has developed a life insurance and fund administration platform for Global Capital PLC.
Type of partners sought and type of collaboration proposed	Thynk Software is actively looking for partnerships and new distribution channels for it's products and services. Thynk has been focusing mainly on distributing their Financial Services product offering and thus are currently looking for opportunities in this space, mainly Compliance (KYC/AML), Fund Administration, Wealth management and Client Onboarding experiences.

V&C CONTRACTORS LIMITED



Company name	V&C CONTRACTORS LIMITED
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	Vince.borg@vccontractors.com 0035679494661 www.vccontractors.com
Name(s) of participant(s) and designation	Mr Vincent Borg – Director
General description of company's activities (max about 40 words)	Excavation Demolition Rock cutting Trenching works Road works Drainage connections Plant hire including large and small machinery. Property for sale. Property for rent including commercial, residential and warehousing. Road paving Landscaping works Concrete suppliers Asphalt suppliers Instant road repair suppliers
International experience - what activities in what countries? (max about 80 words)	We work with suppliers from Italy, Albania and Greece
Type of partners sought and type of collaboration proposed (max about 60 words)	Material for construction, ex: marble, stones, aggregate

Organisation Profile

Name of company:	TRADEMALTA LTD.
Name of delegates:	Mr Anton Buttigieg - CEO Ms Carmen Walls - Manager
Contact details: E-mail: Telephone no.: Web-site:	info@trademalta.org +356 2247 2400 www.trademalta.org
Brief Profile:	<p>Trade Malta Limited is a Public Private Partnership between the Government of Malta and the Malta Chamber of Commerce, Enterprise and Industry. The Company is an executive agency dedicated to supporting Malta-based companies in reaching foreign markets with their products and services so that they can grow internationally.</p> <p>The experienced team of executives at Trade Malta focus their efforts on assisting companies through a portfolio of services including, amongst others, organising incoming and outgoing trade missions and information seminars, participation at international fairs and exhibitions, country intelligence, matchmaking and networking opportunities.</p>



MALTAENTERPRISE

Organisation Profile

Company name:	MALTA ENTERPRISE
Contact details: <ul style="list-style-type: none">• E-mail• Telephone• Web-site	info@maltaenterprise.com +35625423294 www.maltaenterprise.com
Name of delegate:	Ms Nathalie Farrugia – Coordinator Investment Promotion
General description of company's activities :	Malta Enterprise (ME) is the national development agency responsible for promoting and facilitating international investment in the Maltese Islands by offering investors excellent business opportunities and tailored services. The Malta Enterprise network operates in various countries around the globe, with offices or representation in embassies and consulates in North Africa, the Middle East, Asia, the United States and Australia. The Corporation also coordinates initiatives to promote the Islands' economic growth attractiveness.

MTA – MALTA TOURISM AUTHORITY

Delegates : Dr Gavin Gulia – Chairman
Mr John Mary Attard – Senior Manager



MTA's objective is to establish direct flight connection Kiev – Malta and as such interest is to meet Ukrainian tour operators, media and airport authorities to establish and promote the route. This initiative is being taken in coordination with Air Malta.

The mission of the Malta Tourism Authority is to advance the economic and social activity of tourism to Malta and Gozo, in the national interest, by working with all stakeholders to develop a sustainable industry for current and future generations.

The Malta Tourism Authority has the responsibility :

- To promote and advance The Maltese Islands as a tourism destination.
- To advise Government on tourism operations and to issue licences
- To contribute toward the improvement of the level of human resources in the tourism industry.
- To advise government on the planning and development of the tourism industry as well as on the infrastructure supporting the industry.
- To assist and advise on any tourism-related issues and to undertake activities, events and projects to fulfil our role.

THE GENERAL WORKERS' UNION

Delegate : Mr Josef Bugeja - Secretary General



The General Workers' Union is Malta's largest trade union representing workers in every sector of the economy. Founded on the 5 October 1943 the GWU's strength emanates from the fact that it represents its members on all levels of social dialogue, from the organisational level to the international level. This makes the GWU the powerful force it is today in the domestic industrial relations arena.

The GWU was founded in the midst of the Second World War at a time when Malta was a British colony as a result of its geo-strategic position in the centre of the Mediterranean sea. This situation conditioned the Maltese worker's livelihood to depend on the military services. It is often said that because of this the Maltese economy and society prospered in times of war and got impoverished in times of peace. By the end of 1942, a young civilian clerk in the Dry-docks, by the name of Reggie Miller, successfully brought together a small group of workers to set up a strong general union.

During the first public meeting held in March 1943 Reggie Miller enthusiastically accepted the workers nomination to serve as the Union's first Secretary General. Reggie Miller's impact on the working class was immediate. From then on the GWU was to shape the future of the country's modern history.

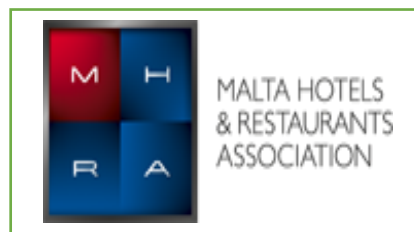
Since its inception the GWU endeavoured hard to secure and guarantee adequate working and living conditions for the Maltese at large. For several decades the GWU, not only encouraged social dialogue and social solidarity in Malta but also fulfilled its responsibility for leading the workers into the best future and quality of life. On their part and through their unity within the GWU, the workers achieved remarkable economic and social progress in all areas of employment and in their socio-economic well-being.

Organisation Profile



Company name	PROJECTS MALTA LTD.
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	emren-john.vella@gov.mt +356 7925 0184 www.projectsmalta.com
Name of participant and designation	Mr Emren John Vella - Chief Commercial Officer
General description of company's activities	Projects Malta Ltd was set-up to facilitate partnership opportunities between the Government of Malta and the Private Sector, whilst being continuously engaged in developing new PPP prospects. Our prime goal is geared towards the country's growth and competitiveness.
International experience - what activities in what countries?	Projects Malta has published several projects which attracted international bidders having a wealth of experience in their particular field. Moreover, when a Request for Proposals is published, it is open for both local and international bidders. The aim is to acquire the best possible proposals for our projects.
Type of partners sought and type of collaboration proposed	Being the entity within the Government of Malta responsible for Public Private Partnerships, Projects Malta is regularly publishing calls for international bidders having particular interest in PPPs. Interested in such area may be those who are willing to explore new and exciting concepts in Malta. These may include but are not limited to: <ul style="list-style-type: none"> - Business Consultants - Technical Consultants - Project Management Consultants - International Entrepreneurs - Logistics Services

Organisation Profile



Organisation	MALTA HOTELS & RESTAURANTS ASSOCIATION
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	tony.zahra@alpinemalta.com +356 79474581
Name of participant and designation	Mr Tony Zahra President
General description of organisation's activities	MHRA is the organization that represents Hotels and Restaurants in Malta and in Europe. It was established in 1956 and is the prime Private Sector representative body in Malta. Having some 85 per cent of all hotels and a large portion of the circa 2000 restaurants as its members. MHRA is also the founder member of the Mediterranean Tourism Foundation with members from all the countries bordering the Med.
International experience -what activities in what countries?	The members of MHRA have vast experience in the field of hospitality especially in Malta and western Europe, MHRA can bring their knowledge and experience as well as finance to projects.
Type of partners sought and type of collaboration proposed	MHRA is seeking partners in the private sector who would be interested in joint ventures or similar with Maltese Entrepreneurs particularly but not solely in the hospitality industry

AIR MALTA

Delegate : Dr Charles Mangion – Chairman



Air Malta is positioning itself as the authentic Maltese airline that is an ambassador, guide and broker for Malta. It is primarily a point-to-point leisure airline, largely transporting customers from abroad on leisure-based travel to the Maltese islands and with smaller, but significant, corporate business and outbound travel by Maltese and expatriates.

The airline is developing a clear positioning as a destination airline with activities centred on the home airport. Air Malta offers the most extensive choice of air services to get to Malta - for leisure and business customers who value the 'Maltese difference'.

Since the start of its operation as the national airline of Malta on the 1st April 1974 with 7 scheduled services across Europe, Air Malta now operates a fleet of 7 Airbus A320/319 aircraft flying to 32 scheduled destinations in Europe, North Africa and the Eastern Mediterranean. The airline now carries 1.6 million passengers every year and transported over 55 million passengers to and from Malta since its beginning. In addition to its own network, Air Malta offers an additional 150 destinations through code share agreements with a number of quality airlines. Approximately 80% of all passengers are incoming to Malta, with the majority of which for leisure purposes. The remainder are local residents who are travelling to Air Malta's vast network of destinations for their holidays and business requirements.

Air Malta's role as the standard bearer for the nation will reflect the colourful and diverse characteristics of the Maltese Archipelago. As an airline, Air Malta puts its passengers' interest and welfare first. We pride ourselves in offering a service that our clients appreciate. We are committed to deliver on our claim that we are, 'More than just an airline'.

For general information on Air Malta, please refer to www.airmalta.com.

MALTA MARITIME AGENCY

Delegate : Mr Franco Schembri - Agency Head



Malta Marittima Agency is a Government owned Agency and its main interest would be the promotion and enhancement of the maritime and marine economy in general with a particular interest in innovative solutions based on scientific research. Moreover, it would be of interest to the Agency to exchange conceptual policies with respect to the Integrated Maritime Policy, blue skills, Cluster development and International Ocean Governance.

The Foundation for Social Welfare Services (FSWS)

Delegate : Mr Alfred Grixti - CEO



The Foundation for Social Welfare Services (FSWS) is a **non-profit government organization** which has been established in Malta since March 1998 and oversees the provision and development of social services. The Foundation is constantly **striving to promote change and development**. It also seeks to **support and empower** the members of the community in order to **combat poverty and social exclusion**.

Mission Statement

By providing quality and timely service and support, the Foundation for Social Welfare Services empowers and helps to develop individuals to become responsible, integrated and productive members of society who value life as a resource for self actualisation.

THE COMMISSIONER FOR OLDER PERSONS

To promote and advocate human rights and interests of older persons, and the need to safeguard those rights and interests;

to promote opportunities for, and the elimination of discrimination against, older persons;

to encourage best practices in the treatment of older persons;

to keep under review the adequacy and effectiveness of any legislation relating and affecting the interests of older persons;

to advocate for adequate support and services to carers of the older persons;

to monitor and examine the impact of any decision taken by anybody, entity or authority on the human rights and interests of older persons;

to promote the protection of older persons from any kind of abuse, harm, ill-treatment, neglect and exploitation of any form;

to promote the highest standards of health, education, leisure, recreational facilities and social services for older persons in line with the relative approved standards in place from time to time;

to ensure that all possible measures are taken by the relevant authorities to prevent and address poverty and social exclusion and related issues among older persons.

COMMISSION FOR THE RIGHTS OF PERSONS WITH A DISABILITY



The Commission for the Rights of Persons with Disability is the National Entity in Malta which is responsible for regulating the disability sector in Malta. The main area of work involves protecting the rights of disabled people if they feel they have been discriminated against, either under the provisions contained in the Equal Opportunities Act (2000), or under the Articles of the United Nations Convention on the Rights of Persons with Disability. This can also include representing disabled people in court if a mediated solution cannot be found.

CRPD also administer the Maltese Blue Badge and Special ID Card schemes and have recently also begun issuing EU Disability Cards.

CRPD works to raise awareness of disability issues through campaigning and conferences, as well as speaking in newspapers, on social media and as part of television and radio programmes.

CRPD works with Government ministries in the design of legislation and policies to ensure that the rights of disabled people are promoted.