



MALTAENTERPRISE

The Growth Route

Introduction

- The Invest scheme, Business Development, and Skills Development are the main ME schemes which support enterprise growth.
- By their nature, these schemes are positioned to support planned enterprise growth and not to assist in business continuity
- These schemes allow for further liquidity in the company, through fiscal assistance (tax credits) or cash grant through a reimbursement process.

Introduction

- These measures do not offer front financing assistance, therefore the company is expected to have managed to raise the required capital to implement project.
- Apart from ME schemes, there are also other measures and financial instruments managed by other entities which may be also considered.



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Invest

Introduction

Invest

Support for Initial Investment Projects

Tax Credits | Cash Grants | Loan Interest Rate Subsidies | Loan Guarantees

Overview

Objective: INVEST facilitates initial investments by encouraging the setting up of new establishments, the extension of capacity of existing facilities and the diversification of existing businesses, fundamental changes and acquisition of assets of establishments that would have closed down.

- Projects must qualify as **initial investments**.
- **Start of Works** must be on or after 1st January 2024.
- Investment must be in eligible **tangible and intangible assets**.
- **Projects** must result in one or more **qualifying activities**.

Qualifying Project – Activity

Manufacturing	IT - Computer Programming	Call Centre Activities	Pharmaceuticals
Repair, overhaul or maintenance	IT - Data Processing and hosting facilities	Research and Development, Design and Innovation	Audio-visual productions
Industrial Services	IT - Data Processing services	Waste Treatment	Audio recording
Industrial Packaging	IT - Electronic and mobile platforms	Environmental Solutions	Digital video games
Hotels and Guest Houses (Operation)	Logistics	Life Sciences	Education and Tuition
Knowledge Intensive Services	Restoration	Entertainment and Recreational Facilities	Human inpatient and/or day care services

Who can Apply?

1. SMEs undertaking an initial investment project, (whether operating from **assisted or non-assisted areas**, and
2. Large Undertakings having an initial investment project in favour of a new economic activity, operating from an **assisted area**.
 - Registered Limited Liability Company, Cooperatives, Partnerships (en nom collectif / en nom commandite) registered under Article 27(6) of ITMA
 - Operating from Malta (and incorporated in the EU)
 - Compliant with CfR

Eligible Projects & Conditions

- Having Start of Works from 1st January 2024 and 31st December 2027
- 25% of the eligible investment cost to be free from any public support

For SMEs – new establishment | extension of capacity | diversification | fundamental change | acquisition

- Investment has to be retained for at least 3 years after the completion of the investment
- Be in an assisted or non-assisted area (**different aid intensities apply**)

For Large - an initial investment that creates **a new economic activity | acquisition**

- Investment has to be retained for at least 5 years after the completion of the investment
- Be in an assisted area

Forms of Aid

Tax Credits

- Non-discretionary
- Tax credits awarded may be utilised as long as the **activity supported is still being carried out**
- Certificates are issued following presentation of all required documentation confirming that eligible costs have been incurred and that the project **can be implemented as approved.**
- Tax credits can be carried forward until fully utilised

Cash Grants | Interest Rate Subsidies |

Loan Guarantees

- Have to be requested and approved prior to the Start of the Project and during the validity of the Scheme
- Are at the discretion of the Corporation and awarded following an evaluation of the project and its economic impact.
- Loan Guarantees are only available to SMEs

Eligible Project Cost Categories

Tangible Assets (Procurement or Lease):

- Lands and Buildings | Plant, Machinery, Equipment
| Vehicles

Assets shall be new, except

- *for SMEs - first time used in Malta, and Compliant to latest environmental standards*
- *for the acquisition of an establishment*

Intangible Assets: do not have a physical or financial embodiment, such as patents, licences, know-how or other intellectual property, must be:

- Used exclusively in the **establishment** receiving the aid
- Amortisable
- Purchased under market conditions from third parties unrelated to the buyer
- Included in the assets register

An investment solely in intangible assets is not eligible

Calculating the value of investment on the basis of jobs created

The qualifying expenditure may be calculated on wage costs of **full-time** jobs created as a result of the **initial investment**:

- An investment in tangible assets **relative to the employment created**
- Jobs created shall lead to a net increase of employees in the **establishment** concerned (over previous 12 months)
- Eligible value: 2 years of wages of jobs filled within 3 years from completion of investment
- Employees must be resident in Malta and have an employment contract of at least 24 months.

Application Process

- Applications must be submitted through the Client Portal
- Applications must be submitted by 30th September 2026
- Applications for Tax Credits must be submitted within 12 months from Start of Works
- Applications for Cash must wait for the approval of the Corporation
- Applications for Tax Credits go through an eligibility evaluation
- Applications for Cash, IRS or LG go through an eligibility and economic feasibility evaluation



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Questions?

For further information contact

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Business Development

Introduction

Business Development

Facilitating value-added projects that contribute to the regional development of Malta

Objectives

Supported initiatives should lead to:

- new business opportunities
- creation of skilled and highly-skilled employment
- increased competitiveness
- widening market reach

*Support may be awarded to enterprises that contribute or plan to contribute to the **economic development, environment and sustainability targets** of the Maltese government.*

Who cannot Apply?

- The measure does not apply to enterprises that generate revenue:
 - a) directly or indirectly through gambling activities; or
 - b) the sale of real estate as a business activity;
 - c) wholesale or retail activities (unless of this activity is incidental to the other activities of the enterprise.) or
 - d) the provision of financial services.
- Businesses who are in default with the CfR
- Businesses in sectors excluded from receiving de minimis aid

Eligible Projects

Setting-up, expansion and modernisation

The setting up, expansion and modernisation of facilities for carrying out the following activities:

- a. manufacturing;
- b. industrial service analogous to manufacturing;
- c. maintenance repair and overhaul of electro mechanical equipment, aircraft and sea going vessels;
- d. software development (including video game development);
- e. the development and/or provision of digital solutions intended for an international market;
- f. waste recycling;
- g. product development and design;
- h. activities related to development and manufacture of pharmaceuticals and medical devices;
- i. filming, recording and editing of audio and visual content;
- j. research and development.

Eligible Projects

Environmental Actions

Projects to improve environmental protection and performance

(eg. minimisation of waste, reduction in carbon footprint, increase in recycling and reuse, or remediation of advanced human activities.)

Innovative New Businesses

The setting up of new business operations that provide products or services which are not readily available in the local market and with a drive towards international growth.

Facilitating Employment of Workers with Disabilities

Projects approved by the CRPD that facilitate the integration of disabled persons in the workplace, that extend beyond the requirements imposed by the applicable legislation.

Eligible Projects

Collaborative Projects

Projects submitted by business associations that lead to solutions of common benefit to multiple undertakings.

Upgrading of Facilities (Industrial Sites and Hotels)

Projects for the upgrading of industrial facilities and hotels that result in an improvement in the services provided from the facility / establishment and that are not considered to be part of the upkeep of the facility / establishment.

Establishing and upgrading of artisan facilities

Projects for establishing and upgrading facilities that incorporate artisan and design workshops. The Corporation shall consider projects that are focused on creative products and that demonstrate a potential to reach international clients.

Eligible Projects

Business Re-engineering and Digital Transformation

Review of business processes and re-engineering projects leading to enhanced use of digital technology, towards achieving higher efficiency by adopting technological solutions in their business.

Access to Markets and Certification

Projects leading to recognised certifications that are beyond the legal requirements of the applicant enterprise and are intended to achieve further economic development, business growth or enhanced environmental protection.

Eligible Costs

Wage Costs

- a) full-time employees;
- b) full-time students that are following a post-graduate degree at a tertiary education institution in Malta.

Lease and Rental of industrial and non-residential properties

Required for establishing a new business activity, the expansion of business activities or as part of a re-engineering exercise.

Shared industrial or business facilities (including costs for the use of temporary office space)

Advisory Services

Provided by an unrelated external Expert Advisor in relation to services having clearly defined deliverables

Procurement of Tangible Assets

Required to carry out the operations of the applicant.

Eligible Costs

Procurement of Intangible Assets

Such as patents, licences, know-how or other intellectual property purchased under market conditions from third parties unrelated to the buyer.

Digital Technologies

Procurement of software solutions, including licences and services - recurring costs may only be covered for a period not exceeding two years.

Construction, and related services

Services and materials required for the construction and upgrading of industrial sites, hotels and artisanal workshops.

Relocation of employees

The cost covering the accommodation rental for a period of 3 months, a flight to Malta and shipping of personal assets to Malta incurred for relocating personnel.

Form of Aid and Maximum Support

- Cash Grants and Tax Credits (or combination)
- Maximum support - **€300,000**
(per Single Undertaking over a rolling period of three years)
- Support shall not exceed **75% of the costs approved**

Submission of Application

Applicants must submit a **COMPLETE** application prior to the **start of the Project**

Applications must be submitted through the Client Portal

Applications must be submitted by 30th September 2030



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Skills Development

Introduction

Skills Development

Supporting Business undertakings to provide training to develop **and update the skills and knowledge of their workforce** and to train new employees to acquire the necessary skills and knowledge to **perform effectively**.

Objectives

- Provision of training to develop and update the skills and knowledge of employees.
- Training new employees to acquire the necessary skills and knowledge to perform effectively.
- Development of a knowledge-based workforce in order to perform effectively.

Eligible Training

Training must be provided by trainers employed by the Applicant [Internal] **or engaged specifically** for the delivery of the training [External Providers]

- Primary focus is Internal Training.
- Support for External Training should first be sought through JobsPlus.

Who can Apply?

- Open to SMEs / Large Undertakings that carry out an economic activity in Malta **[including self-employed]**;
- are registered with the Malta Business Registry / Jobsplus at the time of application;
- must be compliant in terms of VAT, Income Tax, and Social Security.
- be eligible to receive aid notified under GBER
- must not be an **Undertaking in Difficulty**
- are engaged in one or more qualifying activities;

Qualifying Activities

NACE	Activity
A	Agriculture, forestry and fishing
C	Manufacturing
E	Water supply, sewerage, waste management and remediation activities
F	Construction
G.47	Retail trade, except of motor vehicles and motorcycles
H	Transportation and storage
I	Accommodation and food service activities
J	Information and communication
K	Financial and Insurance Activities
M	Professional, scientific and technical activities
N	Administrative and support service activities
P	Education
Q	Human health and social work activities
R	Arts, entertainment and recreation
S	Other Service Activities

What training objectives criteria must be met?

Training to meet at least **one** of the following criteria:

- lead to the acquisition of skills, knowhow or knowledge directly related to the business operations of the applicant undertaking;
- lead to the development of the current and future function of the trainees within the organisation;
- training non-Maltese employees to support them in learning the Maltese language and culture;
- **lead to Digital Transformation** (in the use of digital technologies, digital communications, cyber security, and other topics related to digitisation);
- improve the applicant's position vis-a-vis Environmental, Social and Corporate Governance practices.

Conditional Criteria

- Training must be delivered to at least five [5] employees and must have a **duration of at least six [6] hours; OR**
- Training must have the scope of training employees in the use of heavy machinery & specialised equipment and requires **individual or group** training sessions of not less than **four [4] hours; OR**
- **Training that has the scope of training workers with disabilities or disadvantaged workers in carrying out their roles.**
- **Training in excess of six [6] hours should be split into training modules.**
- Applicant must identify clear learning outcomes to be achieved from the training and establish a methodology on how the attainment of these outcomes will be measured at the end of the sessions.

Ineligible Training

- Team building activities and training which focuses on corporate culture, values, organisational behaviour, brand identity or similar focused actions specific to the employer;
- Training which **undertakings** carry out to comply with national mandatory standards;
- Routine training which is carried out periodically, such as training aimed to keep employees updated of current processes and procedures
- Any training related to / for the Gambling Sector.

Eligible Costs

- Wage costs of trainees;
- Wage costs of internal trainers
- **Hourly costs** covering direct contact hours of training provided by an external expert and including the cost of materials and supplies (including access to online tools) to the extent that they are used exclusively for the training project and have been requested by the external expert for the delivery of the training.
- Air travel expenses incurred to send trainees to a foreign training location
- Air travel expenses incurred to bring trainers to Malta;

Form Of Aid

- Tax Credits / Cash Grants/ or a combination of both;
- **The Corporation shall, in principle, ONLY consider awarding Cash Grants:**
 - **To undertakings engaged in Manufacturing and Maintenance Repair and Overhaul [MRO] of electromechanical equipment; or**
 - **To support training initiatives related to investment projects that result in:**
 - the creation of a new establishment,
 - significant expansion of the current activities of an establishment or
 - the diversification of an establishment into products or services previously not provided by the undertaking

Maximum Aid

Size of Applicant	Aid Intensity
Small	70%
Medium	60%
Large	50%

- Up to €2,000,000 per skills development project
- **The aid intensity may increase by 10% when training is provided to workers with disabilities, yet in no instance shall the aid intensity exceed 70%.**

Submission of Application

- Applicants should submit a **COMPLETE** application prior to the Start of Works [entering into agreements with service providers or starting the training].
- The Corporation **may provide** formal consent to Applicants to start the project at their **own risk**, prior to issuing a final decision.
- The Corporation may also establish periodic cut-off points for the submission of applications.
- Undertakings may only request support for one training programme in any three [3] month period.
- Deadline for Applications 30th September 2026



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Thank you | Questions?

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Implementation

- Deadlines to be respected as stipulated in the approval letter, such as the deadline to countersign the letter.
- Claims to be submitted within the established parameters of the approval letter including all the necessary documentation to process claim.
- For support in terms of tax credits, typically only one tax credit certificate is issued per annum.
- Changes in project which do not have material impact on its purpose, scope and duration have to be communicated beforehand through a 'Request for Change' process. This is both applicable to changes within and outside the beneficiaries' control.

Implementation

- Changes in project's purpose, scope or duration might lead to a re-evaluation or revocation of support granted. Therefore, it is important that project is well defined prior to submitting it for consideration.
- This is also relevant to the GBER principle of 'establishment' where aid is tied to a physical project in a defined location.
- Changes in forecasted costs cannot be considered as support would already have been notified.
- Claims will be processed with the aid intensities stipulated in the approval letter. This is relevant to the size of undertaking.