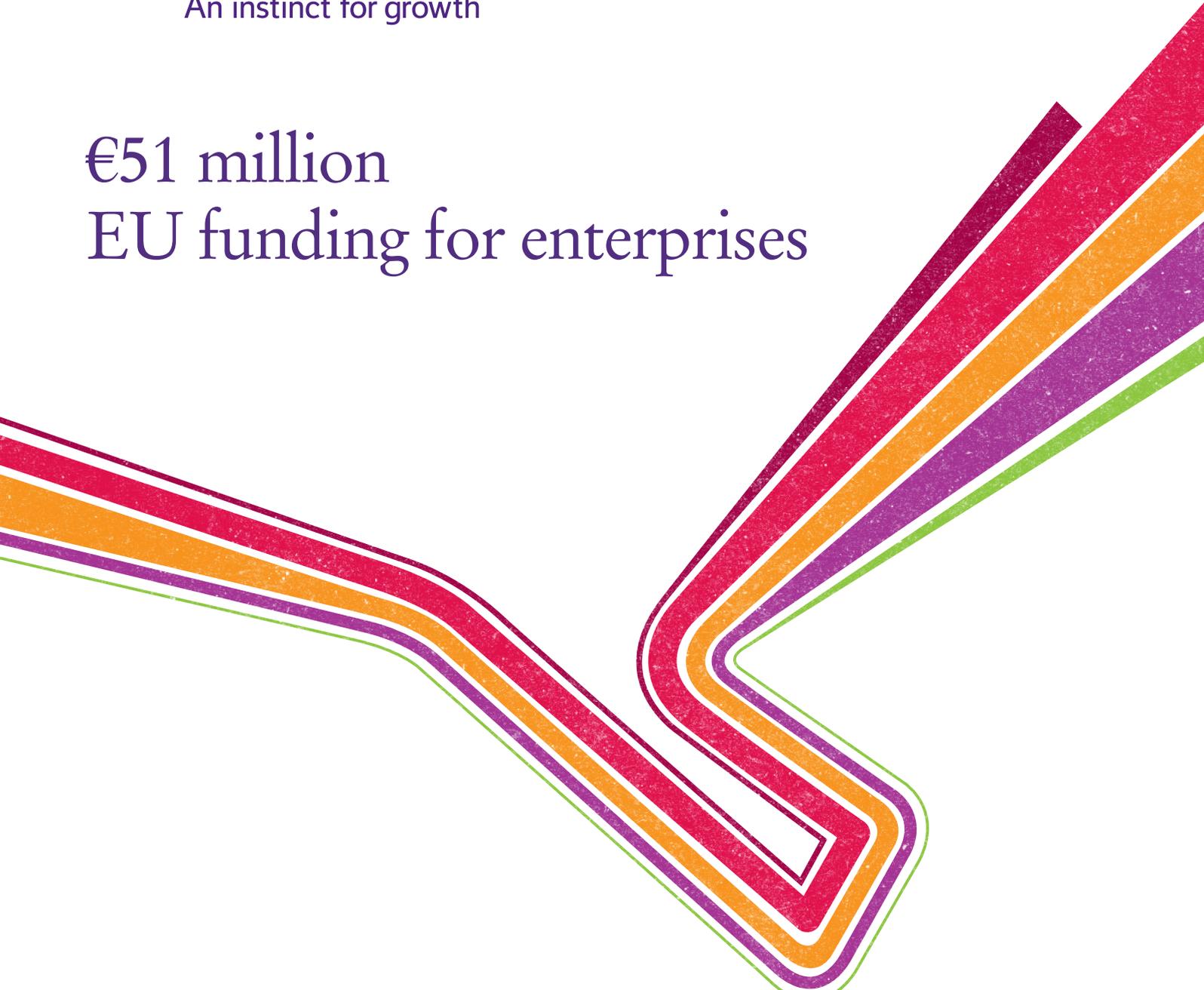




Grant Thornton

An instinct for growth™

€51 million
EU funding for enterprises





Grant Thornton is one of the world's leading organisations of independent assurance, tax and advisory firms.

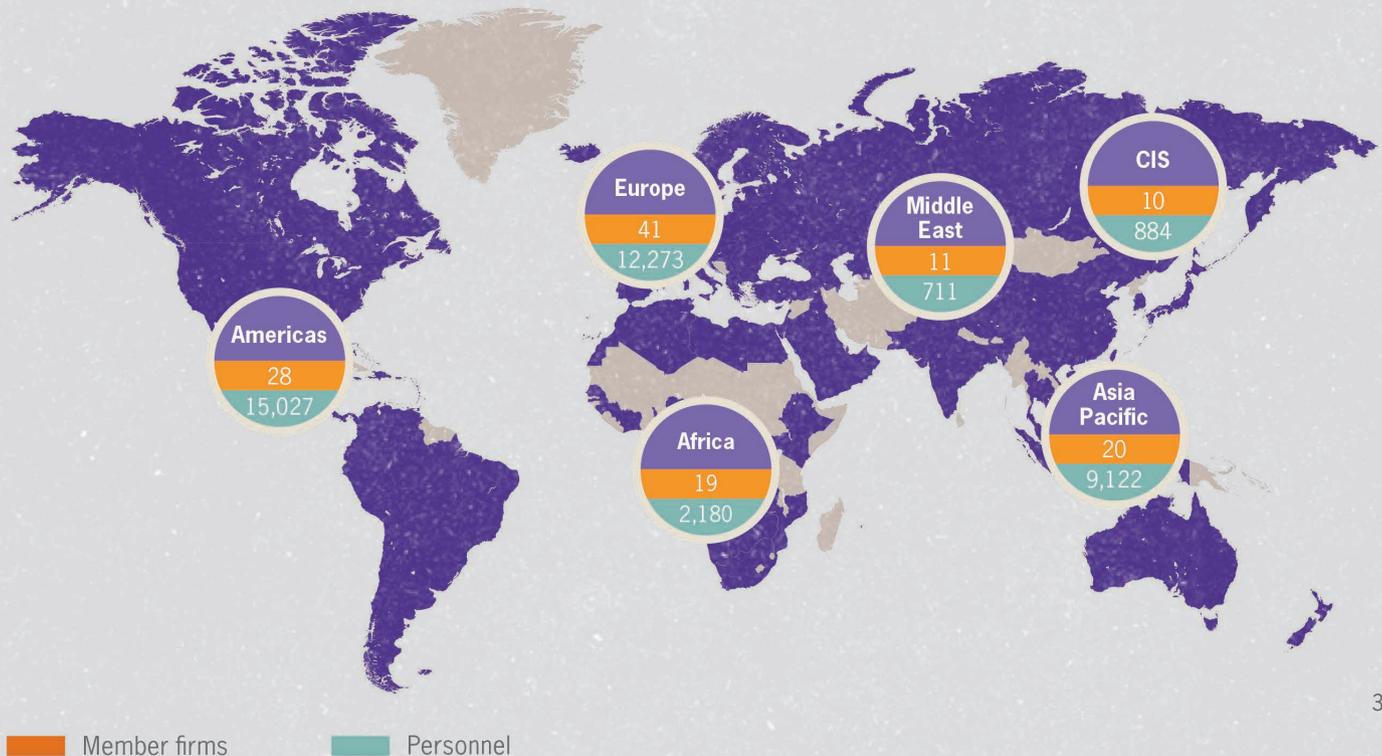
Since 1975 Grant Thornton Malta has positioned itself as a market leader, taking pride in providing the best-value advice the industry has to offer.

About Grant Thornton

For more than 100 years Grant Thornton has provided valued service to organisations with a focus on assisting them unlock their potential for growth by delivering meaningful and forward looking advice. We do that by delivering real insight through a combination of technical rigour, commercial experience and intuitive judgement.

As a \$4.6bn global organisation of member firms with 42,000 people in over 130 countries, we have the scale to meet your changing needs, but with the insight and agility that helps you to stay one step ahead.

Grant Thornton Malta works with a broad range of publicly and privately held companies, government agencies and financial institutions. We focus on serving dynamic organisations that pursue growth holistically – whether through revenue improvement, leadership, mission fulfillment, or innovation. Grant Thornton supports the kinds of policies that allow these companies to reach their full potential and is particularly qualified to serve small and medium-sized clients that face the challenges of growth and expansion.



EU advisory services

During the period 2014-2020 Malta will be benefitting from just over €1 billion of EU funding. This will be one of the most important injections of investment in Malta since Independence and is expected to leave a significant positive impact on the country. Major investment is expected to take place in key areas such as the environment, the transport infrastructure, education and the competitiveness of the private sector.

Through its Malta office, Grant Thornton Malta provides a wide range of EU advisory services. Our expertise dates back to Malta's accession period to the EU and broadened post accession. Along the years we have provided specialist tailored services to a variety of private and public clients on EU related assignments ranging from the drafting of EU funding programmes, evaluation, EU project applications and project management. Our services have also catered for key European Institutions, such as the European Commission and the European Parliament. More specifically, Grant Thornton experts have contributed directly towards the drafting of the EU Programmes for the Structural and Investment Funds (2014 – 2020). Grant Thornton Malta is also actively engaged with Grant Thornton International to develop EU services Europe wide.

Through our pro-active team of experts using insights, experience and instinct to understand complex issues we will provide you with on-the-ground support to benefit from EU funding opportunities arising from the various programmes. We have a very strong track record which is mainly attributed to the knowledge of the regulations and specific funding programmes requirements. Our strength lies in helping our clients turn project ideas into eligible EU funded project proposals and in turn support them in materialising the developed project ideas on the ground. Grant Thornton can also assist with putting in place the necessary project management and monitoring systems that such projects entail.



As part of Malta's Structural Funds Programme (2014-2020) €51 million worth of EU ERDF grants will provide an opportunity for local enterprises to unlock their potential for growth. The focus is on research and innovation, e-commerce, and SME Competitiveness. The programme's goal is that of boosting jobs and growth, and creating a better quality of life in Europe.

A number of grant schemes are available, covering Research, Development and Innovation Support, E-Commerce, Start-up Investment, SME Growth, SME Diversification, SME Internationalisation and SME Consultancy Services.

Through our expertise in EU funding and specific programme requirements we can support you to:

- identify the right funding source for project ideas
- develop project ideas into funding proposals
- apply on your behalf for EU grants.

The schemes launched so far under this initiative are the following:

- **SME Growth Grant Scheme with an allocation of €8 million**
- **Start-up Investment Grant Scheme with an allocation of €7 million**
- **SME Diversification and Innovation Grant Scheme with an allocation of €8 million**
- **SME Internationalisation Grant Scheme with an allocation of €2million**
- **SME Consultancy services Grant Scheme with an allocation of €1 million**
- **SME eCommerce Grant Scheme with an allocation of €5 million**



Start-up investment grant scheme

Applications currently closed. A fresh call is expected in the coming months.

Eligible undertakings

Start-ups established for less than three years, engaged in one of the following activities:

the production, manufacture, improvement, assembly, preservation, processing of goods, materials, commodities, equipment, plant and machinery

biotechnology, pharmaceuticals and life sciences

research and technological innovation

the repair, overhaul or maintenance of pleasure crafts, yachts having less than 100gt, aircraft, engines or equipment incorporated or used in such vessels or aircraft

ICT development activities, software development

eco-innovations, and environmental solutions

the development and provision of tourism products and services related to: emerging niche markets; the promotion of natural and cultural heritage; and social tourism with specific focus on senior tourists, accessible tourism and active ageing

the creation of tourism products and services as a result of networks created between traditional tourism service providers and the crafts and artisan sector

the development of innovative, concepts, products and services offered by Boutique Hotels and Palazzini

the development, and/or provision of e-health solutions

the development and provision of services and products promoting healthy living, active ageing and child day care related

the development and creation of crafts and artisan products

retail activities by self-employed and family businesses engaged in craft

start-ups proposing products and/or services that can be marketed and distributed internationally and which are typically more advanced than those prevailing in their respective industry in terms of technology, know-how and skills

Maximum grant	50% of eligible expenditure up to €300,000
Eligible costs	within the context of an approved business plan, the following expenditure is considered eligible: lease of private operational premises; construction or upgrades of private operational premises; purchasing of new equipment, machinery and plant; patents and licences
Type of call	number of competitive calls
Exclusions include	agriculture, forestry and fishing; the processing and marketing of agricultural products; public entities not carrying an economic activity; manufacturing, processing, and marketing of tobacco and tobacco products; Energy Generation, distribution and infrastructure; the Steel Sector; the Coal Sector; the Shipbuilding Sector; the Transport Sector; The Synthetic Fibres Sector; Financial and insurance activities; Real Estate activities; Gambling and Betting Activities; Investment to achieve the reduction of greenhouse gas emissions from activities listed in Annex I to Directive 2003/87/EC; Actions addressing training and mentoring activities; Actions resulting in the decommissioning or the construction of nuclear power stations; Actions resulting in investment in airport infrastructure unless related to environmental protection or accompanied by investment necessary to mitigate or reduce its negative environmental impact; Undertakings engaged in an illegal economic activity
The allocated budget for this Grant Scheme is set at €7,000,000 with indicative annual thresholds of €1,400,000.	





SME growth grant scheme

Eligible undertakings

SMEs implementing growth strategies related to the extension of the capacity of an existing establishment, or the setting up of a new establishment. Such investment should result in the growth of the undertaking, and an increase in the number of employees (full time equivalent) employed by the undertaking.

Maximum grant

	State aid (up to €500,000)	
	Up to 31 December 2017	As of 1 January 2018
Micro and small	35%	30%
Medium	25%	20%

Eligible costs

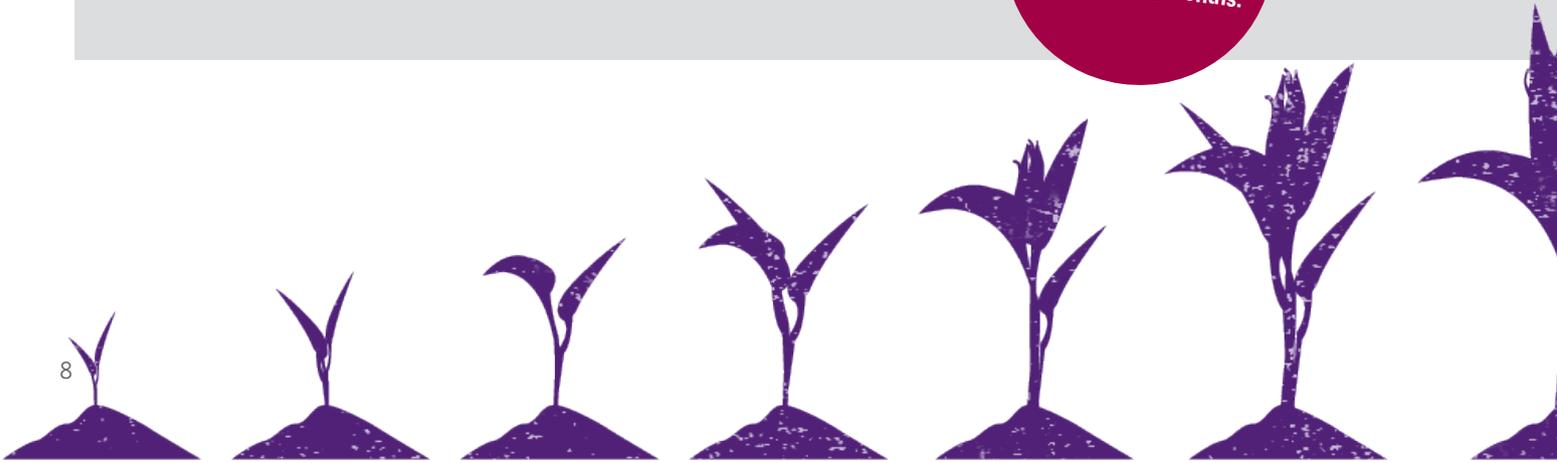
lease of private operational premises; construction/upgrades on private operational premises; purchasing of new equipment, machinery and plant; and patents and licences

Type of call

number of competitive calls

The allocated budget for this Grant Scheme is set at €8,000,000 with indicative annual thresholds of €1,6 00,000.

Applications currently closed. A fresh call is expected in the coming months.





Exclusions
include

agriculture, forestry and fishing; the processing and marketing of agricultural products; public entities not carrying an economic activity; manufacturing, processing, and marketing of tobacco and tobacco products; energy generation, distribution and infrastructure; the steel sector; the coal sector; the shipbuilding sector; the transport sector; The synthetic fibres sector; financial and insurance activities; real estate activities; gambling and betting activities; Investment to achieve the reduction of greenhouse gas emissions from activities listed in Annex I to Directive 2003/87/EC; actions addressing training and mentoring activities; actions resulting in the decommissioning or the construction of nuclear power stations; actions resulting in investment in airport infrastructure unless related to environmental protection or accompanied by investment necessary to mitigate or reduce its negative environmental impact; undertakings engaged in an illegal economic activity.

SME diversification & innovation grant scheme



Eligible undertakings

SMEs who seek to adapt and become more resilient, and to address market challenges through

- the diversification of the output of an existing establishment
- the implementation of a fundamental change in the overall production process
- a new economic activity related to the diversification of the activity of the establishment
- the adoption of solutions that lead to the development of a significantly improved product or service
- the acquisition and integration into the business operation of solutions that are new or significantly advanced than those currently in use by the Undertaking

Actions should result in one of the following activities:

the production, manufacture, improvement, assembly, preservation, processing of goods, materials, commodities, equipment, plant and machinery

biotechnology, pharmaceuticals and life sciences

Research and technological innovation

the repair, overhaul or maintenance of pleasure crafts, yachts having less than 100gt, aircraft, engines or equipment incorporated or used in such vessels or aircraft

ICT development activities, software development

eco-innovations, and environmental solutions

the creation of tourism products and services as a result of networks created between traditional tourism service providers and the crafts and artisan sector

the development and provision of tourism products and services related to emerging niche markets; the promotion of natural and cultural heritage; and social tourism with specific focus on senior tourists, accessible tourism and active ageing

the development of innovative, concepts, products and services offered by Boutique Hotels and Palazzini

the development, and/or provision of e-health solutions

the development and provision of services and products promoting healthy living; active ageing; and child day care related

the development and creation of crafts and artisan products

retail activities by self-employed and family businesses engaged in craft

the introduction of products and/or services that can be marketed and distributed internationally and which are typically more advanced than those prevailing in their respective industry in terms of technology, know-how and skills



Maximum grant	50% of eligible expenditure up to €200,000
Eligible costs	lease of private operational premises; construction/ upgrades on private operational premises; purchasing of new equipment; machinery and plant; patents and licences; and wage costs (change manager)
Type of call	open rolling call
Exclusions include	fisheries and aquaculture; primary production of agricultural products; processing and marketing of agricultural products; energy generation, distribution and infrastructure; transport sector; the steel sector; the coal sector; the shipbuilding sector; the synthetic fibres sector; financial and insurance activities; real estate activities; and gambling activities



SME consultancy services grant scheme



Eligible undertakings

SMEs procuring external consultancy services to support the decision-making process, by assessing and evaluating:

- the potential for re-engineering the organisation, operations, processes and systems of the undertaking aimed at rendering it more efficient, resulting in the development of an organisation and operations review, or a process and systems review; and
- the potential of the undertaking, to undertake proposed investments aimed at the future potential business growth of the undertaking and at rendering it more competitive through any of the following:
 - the economic exploitation of new ideas
 - expansion in the capacity of the establishment
 - diversification of the activity of an establishment
 - diversification in the output of an establishment
 - fundamental change in the overall production process of the establishment
 - development and/or investment in new or improved products, processes and systems
 - organisation and/or process innovation
 - the internationalisation of products and services
 - the entry, establishment and expansion into new markets
 - the introduction, upgrading and integration of e-commerce solutions enabling online selling by the undertaking



Maximum grant

80% of eligible expenditure up to €4,000

Eligible costs

consultancy services procured from external consultancy service providers registered with the Intermediate Body under the scheme. The consultancy services covered by the grant are meant to primarily address services in relation to formulating and executing the business' business plan and feasibility study support, including assistance with sourcing financing for such business plan.

Type of call

open rolling call

Exclusions include

fisheries and aquaculture; primary production of agricultural products; processing and marketing of agricultural products; energy generation, distribution and infrastructure; transport sector; the steel sector; the coal sector; the shipbuilding sector; the synthetic fibres sector; financial and insurance activities; undertakings that perform intra-group activities whose principal activities fall under classes activities of head offices or business and other management consultancy activities; real estate activities; and gambling activities



SME internalisation grant scheme

Eligible undertakings	SMEs actively participating (through stands and exhibits) in International Business Promotion Fairs held outside the territory of Malta
Maximum grant	50% of eligible expenditure up to €10,000
Eligible costs	rental of the exhibition space/stand; contractual services related to the construction and setting-up of the stand; air travel; accommodation; design and printing of branding material; shipment of exhibits
Type of call	open rolling call
Exclusions include	fisheries and aquaculture; primary production of agricultural products; processing and marketing of agricultural products; energy generation, distribution and infrastructure; the steel sector; transport sector, the coal sector; the shipbuilding sector; the synthetic fibres sector; financial and insurance activities; real estate activities; and gambling activities



e-Commerce grant scheme



Eligible undertakings	SMEs, exploiting their potential to increase their market share and reach new markets through e-Commerce
Maximum grant	50% of eligible expenditure up to €5,000
Eligible costs	services from external service providers registered with the Intermediate Body of the scheme covering domain name registration; hosting; content management system, software including required licences; e-commerce website and/or mobile application design; shopping cart integration; other set-up fees (including setting up and configuration of the CMS system, system design, customisation and development, integration with payment system/s, implementation of the required security features, testing and go live)
Type of call	open rolling call
Exclusions include	fisheries and aquaculture; primary production of agricultural products; processing and marketing of agricultural products; energy generation, distribution and infrastructure; the steel sector; the coal sector; the shipbuilding sector; the synthetic fibres sector; financial and insurance activities; undertakings that perform intra group activities whose principal activities fall under classes activities of head offices or businesses and other management consultancy activities; real estate activities, gambling activities; and undertakings specialising in IT services and that have the capability of trading online using inhouse resources.



Stefano Mallia
Partner, Business & EU
Advisory Services

M. +356 7971 0290
E. stefano.mallia@mt.gt.com



Alison Mizzi
Business Consultant
Advisory Services

T. +356 2132 0134
E. alison.mizzi@mt.gt.com



Grant Thornton
Suite 3, Tower Business Centre,
Tower Street, Swatar, BKR4013 Malta
T +356 2132 0134
E info@mt.gt.com



© 2016 Grant Thornton Malta. All rights reserved. Grant Thornton refers to the brand under which the Grant Thornton member firms provide assurance, tax and advisory services to their clients and/or refers to one or more member firms, as the context requires. Grant Thornton Malta is a member firm of Grant Thornton International Ltd (GTIL). GTIL and the member firms are not a worldwide partnership. GTIL and each member firm is a separate legal entity. Services are delivered by the member firms. GTIL does not provide services to clients. GTIL and its member firms are not agents of, and do not obligate, one another and are not liable for one another's acts or omissions.

www.grantthornton.com.mt