



رقم ٤٨/٢٠١٦/٤٢٦٠

بيروت في ٢٠١٦/٤/١

هـ

حضرة الزميل الكريم،

تحية طيبة وبعد،

الموضوع: لقاء يوم عمل مع وفد اقتصادي مالطي في مقر غرفة التجارة والصناعة والزراعة في بيروت وجبل لبنان، نهار الاربعاء في ٢٠١٦/٤/١٣.

نرسل لكم ربطا، دعوة اتحاد غرف التجارة والصناعة والزراعة في لبنان للمشاركة في يوم عمل مع وفد اقتصادي مالطي يزور لبنان برئاسة رئيس جمهورية مالطا جوزف مسقط، وذلك في مقر غرفة التجارة والصناعة والزراعة في بيروت وجبل لبنان يوم الاربعاء في ٢٠١٦/٤/١٣، وفقا للبرنامج المذكور في الدعوة.

نرجو من الزميل الذي يهمله المشاركة في هذا اللقاء وحقل الغذاء، ملء الاستمارة المرفقة وإعادتها بمهلة أقصاها ٩ نيسان الجاري، الى غرفة التجارة عبر بريدنا الالكتروني (events@ccib.org.lb) أو الى غرفة الملاحة عبر بريدنا الالكتروني (c.i.n@sodetel.net.lb) كي يصار الى تحديد مواعيد الاجتماعات الثنائية (B2B).



وتفضلوا بقبول فائق الاحترام

الرئيس

ايلى اميل زخور

ربط: دعوة اتحاد غرف التجارة والصناعة والزراعة في لبنان ومرفقاتها.

حضرات السادة الكرام،

تحية طيبة وبعد،

يسر اتحاد غرف التجارة والصناعة والزراعة في لبنان احاطتكم علماً بالزيارة التي يقوم بها رئيس مجلس الوزراء في جمهورية مالطا الدكتور جوزف مسقط الى لبنان على رأس وفد اقتصادي رفيع المستوى وذلك خلال الفترة ١٢- ١٤ نيسان ٢٠١٦.

يضم الوفد حوالي ٢٥ شركة من كبار رجال الأعمال المالطيين في المجالات التالية: صناعة وتركيب وصيانة المصاعد الكهربائية، صناعات بلاستيكية، استشارات مالية وقانونية، صناعة الحديد، خدمات النقل البري والبحري والجوي (صفحة ٩ في الملف المرفق)، خدمات الاطفاء والامن، الخدمات الامنية وكافة الاخطار، تربية وتجارة الاسماك، ادارة ومعالجة النفايات، البناء، وغيره..

وفي هذا الإطار ينظم اتحاد الغرف اللبنانية يوم عمل لأعضاء البعثة المالطية، وذلك نهار الاربعاء في ١٣ نيسان ٢٠١٦، في مقر غرفة بيروت وجبل لبنان، الصنائع، وفقاً للبرنامج التالي:

- الساعة ١١,٠٠ – ١٢,٣٠ منتدى الاعمال اللبناني-المالطي بحضور رئيس وزراء مالطا والوفد الرسمي المرافق ورؤساء الهيئات الاقتصادية اللبنانية وعدد من رجال الاعمال اللبنانيين – في قاعة المؤتمرات، الطابق الثاني
- الساعة ١٢,٣٠ مأدبة غداء في نادي الاعمال – الطابق الثالث
- الساعة ٢,٣٠ – ٥,٠٠ لقاءات عمل ثنائية بين أعضاء الوفد ونظرانهم اللبنانيين – الطابق الثاني

نرفق لكم لائحة الشركات المشاركة في الوفد ونشاطاتهم، وندعوكم لحضور المنتدى وحفل الغداء ولكل من يرغب بلقاء الشركات المالطية نرجو ملء الاستمارة المرفقة واعادتها بمهلة أقصاها ٩ نيسان ٢٠١٦ عبر البريد الالكتروني: events@ccib.org.lb لكي يصار الى تحديد مواعيد الاجتماعات الثنائية بين الشركات اللبنانية والمالطية.

لتأكيد الحضور او الاعتذار او لمزيد من المعلومات الرجاء الاتصال على الرقم التالي: ٠١/٣٥٣٣٩٠ مقسّم ١٦٣

نشكر تجاوبكم وتفضلوا بقبول الاحترام،

الرئيس

محمد شقير



MALATA BUSINESS DELEGATION 13 APRIL 2016

B2B REGISTRATION FORM

PARTICIPANT INFORMATION

Company Name:

Sector:

First Name:

Last Name:

Address:

Postal code:

City:

Country:

Mobile:

Tel:

Fax:

E-mail:

Web site:

Public Sector

Private Sector

B²B MEETING REQUEST

Interested to meet with the following companies (From the list attached):

- 1-.....
- 2-.....
- 3-.....
- 4-.....
- 5-.....
- 6-.....

COMPANY PROFILE



Malta Business Mission to Beirut,
Lebanon

12th – 14th April 2016

Lebanon Business Delegation, 12th to the 14th April 2016

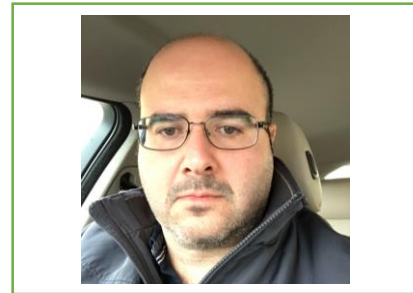


Company Profile

Sector: Lifts and Escalators

Company name	ADVENT LIFTS SERVICES LTD
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	<p>c.mizzi@adventliftsltd.com</p> <p>+356 99 321 119 / +356 21 463 581</p> <p>www.adventliftsltd.com</p>
Name(s) of participant(s) and designation	Cleaven-Ray Mizzi - Sales Manager
General description of company's activities (max about 40 words)	Advent Lifts Services Ltd is a medium-sized business specialising in the design, manufacturing, supply, installation, assembly, servicing and refurbishing of safe, stylish and energy efficient lifts and escalators in hydraulic and traction types including machine roomless in Malta, Europe, Africa and Worldwide.
International experience - what activities in what countries? (max about 80 words)	Apart from Malta and Gozo, we have participated in projects in London (Shopping Arcade) - UK, Various Places in Libya - mostly Tripoli but also in Misurata, Various Places in Italy, Oran & Algiers - Algeria, Addis Ababa - Ethiopia and Sydney - Australia.
Type of partners sought and type of collaboration proposed (max about 60 words)	We are mostly interested in finding a person or company who would like to import our products in each country. This person or company would be able to import the product (lift or escalator) from our company, install it himself and provided maintenance and repair service to his client. Ideally the person or company has technical knowledge and experience in the lift industry, however, training will be provided by us on our products. In case of difficulty we are able to supply our technical support and if needs be send over a technician to Algeria as part of our technical assistance. We also consider projects were we need to do our own installation, however we prefer a partner that is familiar to the country to do it for us.

Lebanon Business Delegation, 12th to the 14th April 2016



Company Profile

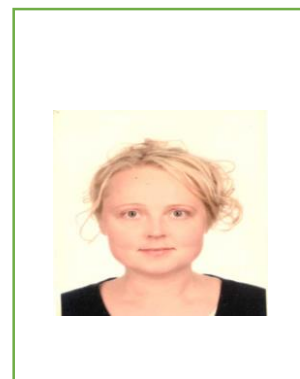
Sector: Lifts and Escalators

Company name	Central Lifts Co. Ltd.
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	Email : allan@central-lifts.com Tel : 2248 5000 Web : www.central-lifts.com
Name(s) of participant(s) and designation	Allan Mifsud Technical Director
General description of company's activities (max about 40 words)	We manufacture complete lifts and lifts kits for the following ranges: Hydraulic Traction MR/ Traction MRL Freight Lifts Hydraulic Freight Lifts Traction MRL Using low pit dimensions from 150mm for hydraulic and 350mm for Traction MRL.
International experience - what activities in what countries? (max about 80 words)	We have been exporting lifts for the past four years, our export markets being the Maghreb and Middle East areas. Our main customers are in Qatar, Dubai & Abu Dhabi where 70% of our exports are absorbed. We export also, in lesser quantities, to Nigeria, Palestine, Libya, UK, Greece & Russia.
Type of partners sought and type of collaboration proposed (max about 60 words)	The target company must be a lift installation company, with experience in the sector. At least one of technical personnel speaks and reads technical English. 30 lift installations per year is required for exclusive distribution in the country.

Lebanon Business Delegation, 12th to the 14th April 2016

Company Profile

Sector: Financial/ Legal Services



Company name	Family Office Limited
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	welcome@familyofficemalta.com +356 99977757 www.familyofficemalta.com
Name(s) of participant(s) and designation	Dr. Elena Koltsova, Director
General description of company's activities (max about 40 words)	<p>Family Office Limited is a Maltese based company which provides services to high net worth and ultra-high net worth individuals based all around the world.</p> <p>We are focused on providing services in six main areas of expertise:</p> <ul style="list-style-type: none"> • Family Office Services; • Malta Citizenship via Investments Programme & Immigration Programmes & Tax Residence Programmes; • Corporate Services; • Consulting; • Yachting & Aviation.
International experience - what activities in what countries? (max about 80 words)	<p>Our clients are based all around the world as Malta provides great opportunities both to foreign individuals who can obtain Maltese citizenship via investments and to companies who might be interested in entering European and African markets. Our services are aimed to HNWIs and UHNWIs.</p>
Type of partners sought and type of collaboration proposed (max about 60 words)	Immigration lawyers, tax advisers specialising in international tax structuring, maritime lawyers.

Lebanon Business Delegation, 12th to the 14th April 2016



Company Profile

Sector: Plastic manufacturing

Company name	Idroplast Manufacturing Ltd.
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	doreen@idroplastmalta.com 00356 7945 4746 www.idroplastmalta.com
Name(s) of participant(s) and designation	Doreen Cutrona Managing Director
General description of company's activities (max about 40 words)	IDROPLAST, manufacture a) water storage tanks and traffic barriers and cones that are manufactured at a rotational moulding process, b) Rubber profiles used to seal the glass to the aluminium/pvc windows and doors c) Agricultural and industrial nets, that are manufactured from top quality monofilament, 3.5% UV treated.
International experience - what activities in what countries? (max about 80 words)	Idroplast Ltd exported to Libya, Morocco and Italy. The company exhibited its products at Libya build in 2012 and 2013 which at that time was very successful in selling to this market. We also have agreements with different suppliers of raw material from Italy, Germany, Spain, Egypt and Turkey.

Lebanon Business Delegation, 12th to the 14th April 2016



Company Profile

Sector: Port Handling Equipment

Company name	Motherwell Bridge Industries Limited
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	tony.mallia@mbmalta.com 21657800 /79345693 www.mbmalta.com
Name(s) of participant(s) and designation	Mr. Anthony Mallia – Managing Director
General description of company's activities (max about 40 words)	Steel Fabrication; Site Erection of Port handling Equipment; Maintenance of Port handling equipment; Emergency repairs and servicing on ships of Plate heat exchangers, turbo chargers, and other equipment; Welder training & certification Agencies for Allison transmissions, Konecranes, Terberg & Tranter; overhauling & testing of Industrial Diesel Engines.
International experience - what activities in what countries? (max about 80 words)	a) Fabrication: storage tanks in Libya, Saudi Arabia, Yemen Tanzania, Kazakhstan; etc; b) Structural steel structures in Malta & Libya; c) Installation & testing of Port handling cranes in: Spanish ports – Valencia (2Phases), Castellon, Malaga, & Barcelona (2 Phases); Oman; Abu Dhabi; Duala, Cameroun; Rome, Togo; Semarang, Indonesia, Poland (Commissioning) d) Various repair & Servicing works on Ships in Mediterranean ports
Type of partners sought and type of collaboration proposed (max about 60 words)	<p><i>As part of its growth strategy Motherwell Bridge Industries is aiming to increase its presence in the Mediterranean Region. It is therefore looking for business opportunities within these two countries either through offering direct services or through co-operation agreements or joint ventures with prospective established partners in these countries.</i></p> <p><i>A prospective partner would be an established contractor involved in port handling equipment or in the provision of maintenance services to the port and marine industry on similar equipment interested in expansion or diversification into this sector.</i></p>

Lebanon Business Delegation, 12th to the 14th April 2016



Company Profile

Sector: Financial/ tax services

Company name	Nexia BT
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	<ul style="list-style-type: none"> • Email: info@nexiabt.com • Phone: 00 356 2163 7778 • Website: www.nexiabt.com
Name(s) of participant(s) and designation	Tim Dambrauskas – Director, Tax and International Client Services, Nexia BT
General description of company's activities (max about 40 words)	Nexia BT provides services ranging from audit, tax advisory, accounting to specialised advisory services, for particular sectors such as financial services, remote gaming, maritime and aviation. We also offer holistic solutions to individuals wishing to relocate to Malta under the citizenship and residence programmes.
International experience - what activities in what countries? (max about 80 words)	The firm has wide experience in providing comprehensive services to international clients and a well-established reputation with its international clientele, mainly based Russia, CIS and Baltics. Recently, Nexia BT is also growing its client portfolio in the Middle and Far East. Our team offers services to wealthy business owners, SMES and government organisations. The firm assists in company formation, secretarial services, opening bank accounts; tax planning, corporate and personal tax advice, VAT consultancy, residence programmes, yacht and aircraft ownership structures.
Type of partners sought and type of collaboration proposed (max about 60 words)	Nexia BT strives to find collaborators who either themselves, or their clients, are interested in venturing business opportunities in Europe. With over 24 years' experience in the sector, Nexia BT can help its client's setup their business in Malta through its international arm, Nexia BT can be the right choice for collaborators interested in obtaining citizenship and/or residence programmes.

Lebanon Business Delegation, 12th to the 14th April 2016

Company Profile



Patrick J Mifsud



John Schembri

Sector: Security Services/ Risk Management

Company name	SHIELD CONSULTANTS LTD.
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	E-mail : info@shield.com.mt Telephone : +356 2144 6980 Website : www.shield.com.mt
Name(s) of participant(s) and designation	John Schembri (Managing Director) Patrick John Mifsud (General Manager)
General description of company's activities (max about 40 words)	SHIELD Consultants Ltd. specialise in providing operational risk management consultancy and training services. Focusing mainly on high-risk market segments in the Mediterranean, Middle East and Africa [MEDMEA], and specializing in maritime security; critical national infrastructures and Oil & Gas.
International experience - what activities in what countries? (max about 80 words)	SHIELD combines operational experience with technology in bringing innovation into all functional elements of operational risk management – security; maritime security; HSE; business continuity: fire; crisis management and emergency response as well as Quality risk management. Our services and systems were deployed in Europe, Middle East and Africa, including Malta, Netherlands, Scotland, Germany, Algeria, Libya, Gabon, Nigeria, Kazakhstan, Kurdistan, Iraq, Oman and Dubai.
Type of partners sought and type of collaboration proposed (max about 60 words)	SHIELD can provide Risk Management consultancy and training to a wide variety of industries, however we currently have a very good solution for Safety, Security, Emergency Response, Incident Management and Crisis Management for the Oil and Gas industry.

Lebanon Business Delegation, 12th to the 14th April 2016



Company Profile

Sector: Freight Services

Company name	MILES EXPRESS CARGO SYSTEMS LIMITED
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	info@milesxp.com +356 21 240 877 www.milesxp.com
Name(s) of participant(s) and designation	Martin Ferry Managing Director
General description of company's activities (max about 40 words)	<p>Customized international air; ocean; land; express transport & logistics services.</p> <p>Planning & support for project and oversized cargos.</p> <p>Warehousing; non-technical examinations; repacking & distribution.</p> <p>Knowledgeable with customs regimes; letters of credits and consular documentation.</p> <p>Cross border & e-logistics.</p> <p>24 7 availability provided by a highly motivated Team.</p>
International experience - what activities in what countries? (max about 80 words)	<p>Moving goods across the borders; securely and efficiently; still challenges many shippers. Border crossing is complex and is subject to various laws; treaties and security requirements.</p> <p>Our Company's operations differ from international express deliveries and global freight forwarding including amongst others the handling of sophisticated equipment and parts for the Aviation; Oil & Gas industries and the Healthcare sector.</p> <p>During the past twenty years we have been dealing with cross border transportation/logistics services in different continents amongst which are Africa, the Middle East; Europe and the Far East.</p>
Type of partners sought and type of collaboration proposed (max about 60 words)	<p>Malta's geographical position enhanced with EU membership concurrently well conversant and rapid in dealing with customs procedures amongst other activities; has the potential of facilitating trade. For this reason as our Company has incessantly been dealing in cross-border activity; we are looking at establishing new contacts with potential areas of import; export; trading; and services relating to transport and logistics. Our Company's motto is 'there is no better place than Malta to do businesses.</p>

Lebanon Business Delegation, 12th to the 14th April 2016

Company Profile



Sector: Aquaculture

Company name	AquaBioTech Limited (AquaBioTech Group)
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	George D. Mantas gdm@aquabt.com +35622584100 www.aquabt.com
Name(s) of participant(s) and designation	Shane A. Hunter Technical Director
General description of company's activities (max about 40 words)	The AquaBioTech Group is an international research and development, engineering, technology provider and consulting company. The AquaBioTech Group undertakes a variety of aquaculture, fisheries, marine surveying, aquarium and aquatic environmental projects through its regional offices and partners throughout the world. The vast majority of the company's work is related to the marine or aquatic environment, encompassing aquaculture developments, market research / intelligence, through to project feasibility assessments, finance acquisition, project management, technology sourcing and technical support and training.
International experience -what activities in what countries? (max about 80 words)	The AquaBioTech over the last 20 years has delivered projects and assignments in more than 55 countries including many Gulf and Middle East countries (Saudi Arabia, Oman, Turkey, Israel, Egypt, etc.). The company has not worked in Jordan and Lebanon for the last few years however we strongly believe that we have a good readiness level and the experience required to enter the market and meet the requirements.
Type of partners sought and type of collaboration proposed (max about 60 words)	<i>Type of partners:</i> SMEs, Entrepreneurs, Public Bodies, Universities, Research Centers interested in the blue growth research and development. <i>Type of collaboration:</i> Research collaboration (Interreg ENPI CBC – H2020) Technical consultancy for aquaculture and fisheries projects in Lebanon and Jordan Special Audits (Due Diligence, Risk Management, Biosecurity Audits) Market research and Intelligence

Lebanon Business Delegation, 12th to the 14th April 2016

Company Profile

Sector: Fisheries



Company name	MFF LIMITED C15289
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	sellul@ebcon.com.mt/rmicallef@ebcon.com.mt +35622475000 www.mff.com.mt
Name(s) of participant(s) and designation	Mr. Salvu Ellul Managing director
General description of company's activities (max about 40 words)	MFF Limited is engaged in the fish farming industry. Its experience dated back from the early 1993 when the original activity was to farm sea bream and sea bass. However, as from year 2002 the company has broadened its species to include blue fin tuna.
International experience - what activities in what countries? (max about 80 words)	<p>The company's main clients are located in Japan for blue fin tuna and lately also in European countries. MFF Limited has a very good reputation with the Japanese clients who are specific about the quality and consistency of the tuna.</p> <p>Lately the company is also supplying tuna to European markets, however the main client still is Japan. As with sea bream and sea bass the client base is mainly European countries including and not limited to Italy, Malta and Spain.</p>
Type of partners sought and type of collaboration proposed (max about 60 words)	

Lebanon Business Delegation, 12th to the 14th April 2016



Company Profile

Sector: Legal Services

Company name	Micallef & Ellul Advocates
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	andy@meadvocates.com 21493839 / 79049980 www.meadvocates.com (an updated version will be launched this Wednesday)
Name(s) of participant(s) and designation	Dr Andy Ellul LL.D Advocates and Legal Consultant
General description of company's activities (max about 40 words)	The firm has been established in 2007. It specializes in litigation, but lately it diversified its practice into the field of Commercial law. Currently it represents various high profile Maltese entrepreneurs and commercial entities, including a local bank. It is also Consultant to the Government of Malta with regards to the privatization of the former Malta Ship Building site and the international initiative of land reclamation in Malta.
International experience - what activities in what countries? (max about 80 words)	The firms has assisted, and still does, clients in other jurisdictions with regards to commercial activities, mainly in England, Dubai, Abu Dhabi, Brussels, Strasbourg, Italy and Switzerland.
Type of partners sought and type of collaboration proposed (max about 60 words)	We are seeking collaboration with local law firms in order to promote the Maltese Individual Investor's Programme, among others. To this effect, the firm has already established ties with foreign law firms.

Lebanon Business Delegation, 12th to the 14th April 2016



Company Profile

Sector: Fire and Security

Company name	Alberta Group
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	<p> info@alberta.com.mt +356 2144 3538 www.alberta.com.mt </p>
Name(s) of participant(s) and designation	Mr George Barbaro Sant - Director
General description of company's activities (max about 40 words)	<p> Alberta Fire & Security Equipment Ltd is a leading provider of holistic, integrated fire and security solutions. We design, install, commission and service fire detection, intruder alarm and gas extinguishing systems. These services are also provided to the marine industry and together with additional services and repairs in this sector. </p> <p> PT Matic Ltd provides specialist consultancy, monitoring and contracting services related to all aspects of environmental protection and remedial solutions. In 2008, the Renewable Energy division was set up and has since achieved a track record of various successful projects in both the national domestic and commercial sectors and also planning to expand beyond the Maltese shorelines. PTM has over the years established itself as a specialist supplier of a comprehensive range of environmental services that range from the proper handling and disposal of hazardous and non-hazardous waste to environmental testing, consultancy and the supply of related equipment. </p> <p> International Safety Training College (ISTC) is currently operating in Malta and Libya through two leading international training centres which provide consultancy and training to the highest professional standards in emergency response, disaster management, fire safety, health and safety, first aid and survival, environment and marine. The unique training facilities have been specifically designed to satisfy the requirements of aviation, oil, gas and marine industries, which are contained within a large incident ground where risk critical training is undertaken on a daily basis. </p>

**International experience -
what activities in what
countries?
(max about 80 words)**

Alberta Fire & Security Equipment Ltd being the local market leader has invested in a fast-growing Global Division expanding rapidly to encompass an increasing number of countries. Our main global projects have been primarily the integration of major systems for the oil and gas industry in North Africa. With our working relationship with strategic technical alliances across several industries, we pride ourselves in providing international experience at local level. We have made inroads in Sub Sahara African countries, mainly Nigeria and Kenya. Furthermore, Alberta has an office in Tripoli and carries out several large scale projects in Libya.

PT Matic Ltd performed a number of jobs in various countries with services for international clients and has had a particularly strong presence in the North African region. PTM are highly established in Malta as one of the leading waste brokers and the largest exporter of hazardous and green list waste.

International Safety Training College (ISTC) has secured a number of well-established accreditations and approvals from a variety of high-profile organisations, both locally and internationally. This places ISTC amongst the top safety training centres in Europe and beyond. The following are just a few of our internationally recognized accreditations:

- Civil Aviation Authority of Libya
- NEBOSH
- OPITO – Bosiet/Huet/Foet
- IFE affiliated
- Membership to JOIFF
- Bureau Veritas – Quality Management Systems
- Malta Maritime – STCW95 Courses

Lebanon Business Delegation, 12th to the 14th April 2016



Ms Maisoon Tarhuni



Mr Joshua Farrugia

Company Profile

Sector: Travel

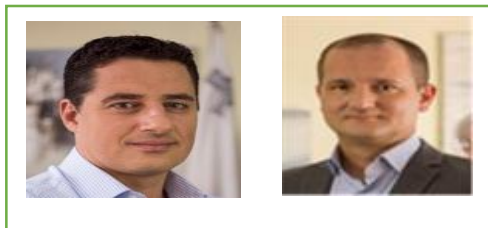
Company name	New Sky Tour operators Ltd.
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	Newskytouoperators@gmail.com 00356 21896738
Name(s) of participant(s) and designation	Maisoon Tarhuni , Joshua Farrugia
General description of company's activities (max about 40 words)	<p>I would like to introduce our company (New Sky Tour Operator Ltd) established recently in last July 2015 and it came with a previous background of more than 10 years. As an entity which takes care of any tour and travel requirements of its estimated clients at global level.</p> <p>We are an innovating company dedicating to delivering an outstanding walking holidays .we provide ourselves on our attention to detail and customer services to ensure that you enjoy every minutes of your tour.</p> <p>We are interesting in social and religious background, remarkable traditions and culture, sumptuous food and cuisines, specially designed package programs will make your visit of life time... an impressive and memorable one indeed!</p> <p>New sky is one step enterprise that offers the complete range of travel related services, superior knowledge and efficient and ability to anticipate and resolve potential problem along the way, this is the reason behind any success.</p> <p>OUR SERVICES</p> <ul style="list-style-type: none"> - Hotel booking - Tour & entertainment - Transportation

	<ul style="list-style-type: none"> - VIP services - English courses - Business courses - Translation services - Organizing Conference & fairs.
<p>International experience - what activities in what countries? (max about 80 words)</p>	<p>After our success in North Africa & Middle East (Libya, Tunis, Morocco, Algeria, Jordan) and all our efforts and teams support, we are believing in the challenges and new chances in this world and because of the similar culture and environment between Malta and other middle east countries (Lebanon) and after all our researches and contacts that strongly will help us to get our target easily, we are planning to open a new destination in Lebanon. (Enclose a brief about Lebanon).</p>
<p>Type of partners sought and type of collaboration proposed (max about 60 words)</p>	<p>Due to the Mediterranean similarity of Lebanese and Malta, both countries have to gain from the tourist industry, barring in mind that economies tourism is a pillar of both economies, as Malta being a destination in European Union is an attractive option for the Lebanese Market.</p> <p>If Malta been marketed well in Lebanon, this will have a huge response for inbound tourist to Malta. One also has to consider That Malta can be also a transit point for the Lebanese people for EU travelling with Malta having good connections to other EU destinations. This point can have more weight if a weekly direct flight will be considered.</p> <p>We started our communication and we have about 2 agencies targeting to be a partner (Saker sky Ltd/ Alfaisel Toursim) . We prepared a marketing plan to start our new business in new Destination Lebanon.</p>

Entities

Lebanon Business Delegation, 12th to the 14th April 2016

Company Profile



Antonio Montebello

David Borg

Company name	Wasteserv Malta Ltd
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	ceo.ws@wasteservmalta.com 00356 23858000 www.wasteservmalta.com
Name(s) of participant(s) and designation	Antonio Montebello Chief Executive Officer
General description of company's activities (max about 40 words)	<p>The company operates the country's major waste infrastructure including:</p> <ul style="list-style-type: none"> • Mechanical & Biological Treatment Plants • Materials Recovery Facilities • Engineered Landfills • Thermal Treatment Facility • Autoclave Rendering Plant • Civic Amenity Sites <p>Furthermore, the company is wholly dedicated to educating the general public on sustainable waste management in order to achieve its vision of 'creating resources from waste'</p>
International experience - what activities in what countries? (max about 80 words)	<p>WSM is actively dealing with international entities, continuously liaising with foreign expertise and attending conferences to feed the knowledge revolving around this sector.</p> <p>Through its projects, WSM deals with consortiums that are composed from international and local partners. For instance, the Malta North MBT has expertise from Portugal and Germany, the Autoclave project expertise from Sicily and Spain, whereas the transfer station project at tal-Kus expertise from Italy.</p>
Type of partners sought and type of collaboration proposed (max about 60 words)	Establishing effective and inclusive partnerships whereby WasteServ Malta Ltd may provide knowledge and expertise components while benefitting itself from the collaborative relationships.

Lebanon Business Delegation from the 12th to the 14th April 2016



Mr Anton Buttigieg



Mr Richard Scerri

Name of company:	Trade Malta Ltd.
Name of delegates:	Mr. Anton Buttigieg - CEO Mr. Richard Scerri – Head
Contact details: E-mail: Telephone no.: Web-site:	info@trademalta.org +356 2247 2400 www.trademalta.org
Brief Profile	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.

Lebanon Business Delegation from the 12th to the 14th April 2016



Mr Anton Borg

Name of company:	The Malta Chamber of Commerce, Enterprise and Industry
Name of delegate:	Mr. Anton Borg
Designation:	President
Contact details:	
E-mail:	info@maltachamber.org.mt
Telephone no.:	+356 2123 3873
Web-site:	http://www.maltachamber.org.mt
Brief Profile	The Malta Chamber is a private membership Chamber established in 1848. The Chamber would like to meet with the Albanian Chamber of Commerce to discuss collaboration and possibly sign an MoU as well as with any other entities of relevance. The Malta Chamber is a partner in the consortium hosting EEN in Malta.

Lebanon Business Delegation from the 12th to the 14th April 2016

Name of company:	Malta Tourism Authority
Delegates:	<p>Mr. Gavin Gulia – Chairman gavin.gulia@visitmalta.com +356 2291 5115 / +356 7942 2916</p> <p>Edward Zammit – Manager edward.b.zammit@visitmalta.com +356 2291 5142 / +356 7964 2734</p>
Web-site:	http://www.visitmalta.com
Brief Profile	<p>Malta Tourism Authority is the entity entrusted with the promotion of Malta as a tourism destination. The authority operates a network of own offices and representatives in Europe, North America, Asia and the Gulf. This network is primarily tasked with sourcing tourism from various markets worldwide and with promoting Malta through b-to-b and b-to-c initiatives.</p> <p>The organisation is hoping to meet with relevant entities and individuals in Albania, to explore how Malta and Albania can collaborate in the area of tourism.</p>

Lebanon Business Delegation, 12th to the 14th April 2016



Company Profile

Mr Sandro Chetcuti

Company name	Malta Developers Association
Contact details: <ul style="list-style-type: none"> • E-mail • Telephone • Web-site 	Leminic@maltanet.net 99492095 www.mda.com.mt
Name(s) of participant(s) and designation	Sandro Chetcuti President
General description of company's activities (max about 40 words)	<p>The MDA is the highest body and voice of private Real Estate developers in Malta.</p> <p>MDA links private real estate developers to the relevant state authorities and to customers through numerous initiatives and activities.</p> <p>MDA promotes responsible development and ownership of real estates in Malta through legislative advocacy, educational programs and professional networking opportunities.</p>
International experience - what activities in what countries? (max about 80 words)	
Type of partners sought and type of collaboration proposed (max about 60 words)	Property Developers and Contractors

