

interview

Business meetings



Charles Guillermin

Malta offers various benefits to French entrepreneurs, Charles Guillermin from the French Entrepreneurs group says.

When was the French Entrepreneurs group set up and what with aims? The French Entrepreneurs group was founded in January 2016 with the aim of bringing together French entrepreneurs working in Malta.

I have been residing in Malta since 2008 but did not have a lot of contact with most French business owners. Then I decided to approach them on social networks and through word of mouth. I also discussed this networking concept with HE Mme Beatrice Le Fraper du Hellen, French Ambassador to Malta, and she liked the idea. In fact, she offered to host the first meeting at her residence.

What does membership in this group entail?

The group is by private invitation only and this allows members to build a connection. Networking is made at quarterly aperitif meetings, during which we discuss various issues in a friendly atmosphere. For these meetings, everyone can bring their knowledge and expertise for the benefit of others. Apart from these meetings, we maintain contact online and through other meetings.

What business opportunities does Malta present to French entrepreneurs?

From a business point of view, Malta offers various advantages to French entrepreneurs, including a comfortable working environment, reduced administrative burden, qualified and affordable human resources, and low corporate tax. Moreover, Malta is very close and connected to Paris, London and other major European cities.

What kind of business is Malta attracting from France?

Most of the businesses that Malta is attracting are from the financial, online gaming and online publishing sectors. However, there are also French



entrepreneurs involved in more traditional sectors such as real estate, private aviation, yachting and oil.

What are the main advantages for French entrepreneurs to set up business in Malta?

Malta offers us the possibility to work in a pleasant environment, in the heart of the European Union. Moreover, Malta has a very welcoming local population and an affordable cost of living. Also, it's one of the few places in Europe that combines climate, safety and tax incentives.

How would you describe the business relationship between Malta and France?

Malta and France enjoy a very good business relationship.

That said, I believe that there are a lot of French entrepreneurs who are not aware of the various benefits that Malta offers - we should do more to promote these benefits.

Is there room for potential growth in business relationships between Malta and France?

The business relationship between the two countries has potential for further growth. However, to do this, Malta needs to increase its communication efforts in order to attract more French entrepreneurs. This effort can be made through specialised press, television and partnerships with French law firms and banks. Maltese banks should also improve their services as they are not always very flexible with expatriates.

What are the short- to mid-term goals for the French Entrepreneurs group?

In the short-term, our aim is to bring together all French entrepreneurs in Malta and build a strong community. Then we will dedicate our efforts to strengthen relationships and attract other French entrepreneurs to Malta.

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