

EMCS
CONFERENCES

Is Malta Competitive?

building a viable strategy for
business and the country

Corinthia San Ġorġ Hotel
Tuesday 18 November 2003

sponsors:

HSBC 
The world's local bank



programme

- 08:30 – 09:00** Registration and welcome coffee
- Session 1** **National & Organisational Competitiveness**
- 09:00 – 09:05** Welcome address and introduction
Ms Anne Grech
- 09:05 – 09:25** Building a strategy for national competitiveness
Dr John C Grech
Chairman & Managing Director
EMCS Limited
- 09:25 – 09:45** Malta's ranking across the World Competitiveness Index of the World Economic Forum – what makes a country more competitive?
Ms Emma Loades
Manager (Competitiveness Programme)
World Economic Forum
- 09:45 – 10:05** Building cross-sectoral synergies for national competitiveness – enhancing business competitiveness for national competitiveness
Mr Adrian Said
Director/Consultant
EMCS Limited
- 10:05 – 10:20** Questions and Answers
- Session 2** **A Competitive Strategy for Malta – a corporate leader's perspective**
- 10:20 – 10:40** The telecommunications sector in Malta – strengths, weaknesses, threats and the measures required to address these issues
Mr Joe C Grioli
Managing Director
Vodafone (Malta) Ltd
- 10:40 – 10:50** Questions and Answers
- 10:50 – 11:15** Coffee Break
- 11:15 – 11:35** Manufacturing in Malta - developing a viable strategy for the manufacturing sector
Mr Andy Gatesy
Chairman & CEO
Toly Products Ltd
- 11:35 – 11:45** Questions and Answers
- 11:45 – 12:05** A cross-country comparison of Malta's financial sector - the opportunities ahead?
Mr Chris Hothersall
Chief Executive Officer
HSBC Bank Malta plc
- 12:05 – 12:15** Questions and Answers
- 12:15 – 12:35** Tourism industry performance in relation to other countries – how can the country enhance its competitiveness in this sector?
Mr Alfred Pisani
Chairman
Corinthia Group
- 12:35 – 12:45** Questions and Answers
- Session 3** **Working to build a more competitive Malta**
- 12:45 – 13:20** Interactive Discussion with Speakers
- 13:20 – 13:30** Concluding Remarks
Dr John C Grech
- 13:30 – 15:00** Networking Lunch
- Optional** **Launch of**
Competitive Malta
foundation for national competitiveness
- 15:00 – 16:00**
- Presentation to the press: Scope, Mission & Objectives
 - World Economic Forum results
 - Questions by the press

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Dr John C Grech

Malta, like every other country in the world, needs to face competition directly and squarely. As globalisation grips the international economy it is becoming clearer that we are all involved in a level playing field. No barriers can effectively shelter the uncompetitive – the price of being uncompetitive is purely and simply economic failure. This reality comes closer to home as Malta proceeds to the scheduled membership of the EU in May 2004.

Competitiveness requires both the correct policy environment and infrastructure as well as the right corporate structure and entrepreneurial response. Achieving and sustaining competitiveness requires national commitment as well as national coordination by all economic stakeholders and social partners. It requires agreement on prioritisation and strategic direction as well as an efficient administrative system and sober compliance costs. It also necessitates a responsive, tightly managed and innovative corporate structure and a well-educated, skilled and a motivated labour force.

Vision, hard work, coordination and direction are all necessary ingredients.

All this needs to be done in an international context of increased globalisation. Thus it is not only how much better we are doing relative to past experience that matters but how much better we are doing relative to our competitors. International benchmarking and concerted effort at path breaking are of essence in achieving and sustaining competitiveness.

This conference is set in the context of what EMCS Ltd has been doing in recent months in association with the Malta Council for Science and Technology (MCST) and with the support of both national institutions as well as corporate entities. EMCS Ltd has spear headed together with MCST, Malta's participation in the World Economic Forum's World Competitiveness Index, as well as the setting up of the Foundation for National Competitiveness. These efforts by EMCS Ltd have been directed at the urgent need to place competitiveness at the top of the agenda for the country.

This conference is an opportunity to explore and evaluate Malta's performance in the World Competitiveness Index of the World Economic Forum as well as to debate the issues concerned from a national and sectoral perspective. A formidable panel of speakers that includes recognised corporate leaders has been brought together to help the participants to capture both the national and sectoral dimensions and draw conclusions and implications for their own role in the quest for attaining and sustaining competitiveness.

The Conference "Is Malta Competitive? Building a viable strategy for business and the country", proposes to be a mile stone in the national debate on competitiveness. It is also planned to act as background for the official launching of *CompetitiveMalta* - the Foundation for National Competitiveness. The participants are in fact cordially invited to participate at this official launch.

Ms Emma Loades



Emma Loades is Manager of the Global Competitiveness Programme at the World Economic Forum. Since joining the Forum, she has held several positions in the Communications Department, most prominently as Editor of the World Economic Forum. Emma has also participated in a coordinating capacity in many of the key regional summits and country meetings held by the World Economic Forum in Europe, the Americas, Africa, Asia, the Indian Sub-Continent and Australasia, including the Davos Annual Meeting. She is the author of one of the chapters featured in the latest Global Competitiveness Report. Emma Loades has a BA (Hons) degree from University College London.

Who should attend?

Mr Adrian Said

Adrian is a director of EMCS Ltd. where he is engaged in the provision of strategic planning, corporate restructuring and business development consulting. In line with this he assists a number of local and international organisations to improve their business performance. He was also responsible for the concept design of Competitive Malta – Foundation for National Competitiveness, a partner institute of the World Economic Forum. Adrian holds a first degree in Economics from the University of Malta and a Masters in Business Administration from the Strathclyde Graduate School of Business in Scotland. Adrian is a visiting lecturer at the Department of Management of the University of Malta.



Mr Joe C Grioli

He was appointed Managing Director of Pharmamed Limited, pharmaceutical manufacturers after having held financial management positions in electronic, hotel and other manufacturing industries. He was elected President of the Malta Federation of Industry for the years 1988 and 1989. In 1991, he was appointed founder Chairman of the Malta Maritime Authority, which position he held till January 1997. He is currently the Managing Director of Vodafone Malta Limited. The company started operations as mobile telephone operator and service provider in 1990. He also holds directorships in other Vodafone companies abroad. Mr Grioli is also the non-executive chairman of Viset plc.



Mr Andy Gatesy

Graduated in Mechanical Engineering in 1985 from Nottingham University and went on to read for a Masters Degree in Business Administration, specialising in export management and International Business at City University Business School, London. He has vast experience and knowledge of the cosmetic packaging business having held the posts of Sales and Marketing Director and Vice Chairman within the Toly Group. Currently, he holds the post of Group Chairman and he is also the CEO. Under his direction, Toly Products has continually evolved into a world-leading supplier with a diversified product portfolio including cosmetic, fragrance and skin care packaging.



Mr Chris Hothersall

Chris officially commenced his appointment as the new CEO of HSBC Bank Malta p.l.c. in August 2002. Mr Hothersall's last position prior to this appointment was Deputy Chief Executive Officer with HSBC in India. An Honours graduate in Economics, Chris is a long-term career banker within the HSBC Group, having joined the bank in September 1974. His roles within the Group have also covered a number of different general management and specialised appointments. His former role prior to India was Head of Trade Services at HSBC's Head Office in Hong Kong for nearly three years.

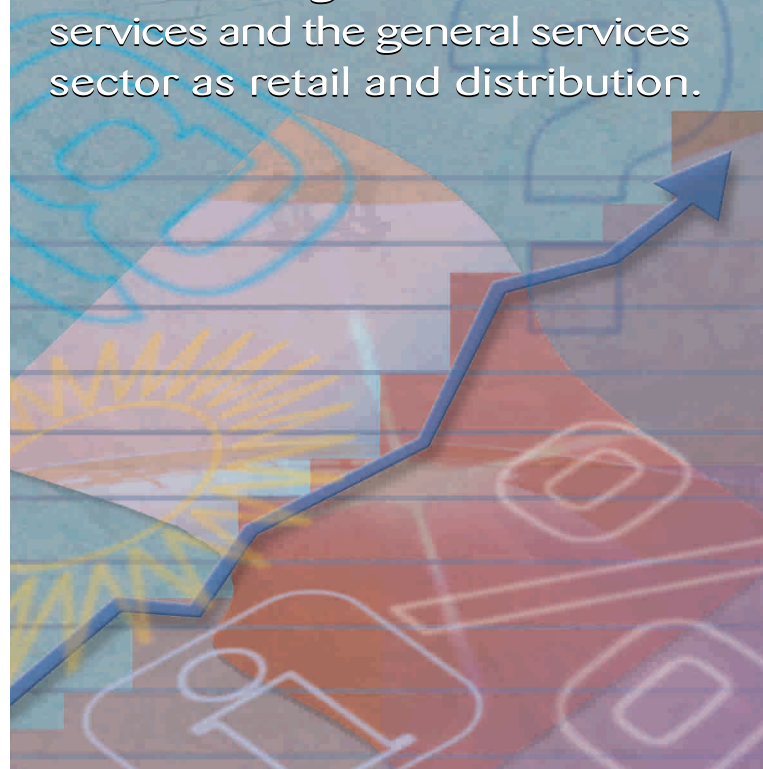


Mr Alfred Pisani

The Founder, Chairman and Chief Executive of the Corinthia Group of Companies which has grown into Malta's first global organisation, having acquired a number of prestigious hotels in various countries. His significant contribution to the well-being of tourism in Malta is characterised by his constant and uncompromising drive to improve quality and raise standards in the industry. He has amply demonstrated his outstanding capabilities as an entrepreneur and as a corporate leader and, despite endless difficulties and the limitations associated with a small country, has shown that it is possible for a Maltese company to succeed internationally.



This conference should be of direct benefit and appeal to corporate leaders, entrepreneurs, business executives, economic and financial advisers, bankers, lawyers, public officials, opinion leaders, constituted bodies, unions and those interested in participating in a debate that is focused on creating more awareness on the urgent need to achieve enhanced competitiveness for the country. The main areas of analysis shall be business performance, challenges and achievements in addressing competitiveness, benchmarking, path breaking and the need of innovative behaviour, government economic policies and other sectoral issues that are relevant particularly to those operating in the telecommunications, manufacturing, tourism, financial services and the general services sector as retail and distribution.



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For further information please contact:-

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Ms Mariella Cini - Conference Coordinator

Ms Anne Grech - Conference Director

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personal information

Name/s: _____

Designation: _____

Organisation: _____

VAT Reg. No: _____

Address: _____

Tel: _____

Fax: _____

e-mail: _____

The fee for this conference is Lm58+15% VAT per delegate. The fee is inclusive of lunch, refreshments and documentation. Full payment is required prior to the event together with the completed registration slip. All bookings carry a 50% cancellation charge.

Acknowledgements will be sent via e-mail.

payment information



I would like to register _____ delegates

I enclose a cheque for Lm _____ (Lm58+15%VAT per delegate) made payable to EMCS Limited

Please charge the above registration fee to my credit card:

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EMCS sets out its mission as...

“Providing value adding services to clients based on proven experience, durable relationships, professional competence and quality of delivery”

EMCS limited has been providing consultancy services to the corporate and public sector in Malta and to selected clients overseas for many years. EMCS Limited prides itself on having a very professional team - well qualified and experienced - who can deliver the service required by our clients. The mission statement “Providing value adding services to clients based on proven experience, durable relationships, professional competence and quality of delivery” describes how EMCS seeks to apply its specialist consulting services to complex client issues. This unique combination of management expertise and in-depth economic knowledge, enables EMCS to offer a service to an increasing number of organisations that want to meet the exciting challenge of achievement through the management of change and by taking advantage of new opportunities.

Competitive Malta

foundation for national competitiveness

The conference will feature the official launch of Competitive Malta – foundation for national competitiveness. The mission of Competitive Malta, a foundation consisting of a number of leading private sector organisations, is to elevate national competitiveness to the forefront of national debate. As a Partner Institute of the World Economic Forum the foundation is strategically poised to shape the national economic agenda and to offer concrete recommendations to government and the private sector so as to ensure a stronger international competitive infrastructure for the country. Competitive Malta will also be responsible for the execution of the Executive Opinion Survey of the World Economic Forum’s national competitiveness index.

This conference is being organised with the support of



Malta Council for Science and Technology

and in collaboration with

The Malta
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