



Internationalisation
Solutions and ideas
for international growth

Internationalisation is one of the most important challenges for business. It is a factor in the growth and development of companies' competitiveness that has entered the vocabulary and business plans of many entrepreneurs. The internationalisation process is an opportunity for growth through which companies can create value, yield returns on invested resources, extend competitive advantage and access new growth opportunities.

Deloitte Private

Deloitte develops collaborative projects based on the needs of its clients, creating bespoke solutions appropriate to clients's size and objectives.

By first listening to its customers' needs, Deloitte supports entrepreneurs and aims to position itself as a Trusted Business Advisor, providing tailored multi-disciplinary solutions for:

- Family businesses and entrepreneurs
- Family offices and private investors
- Public and private SMEs
- Private equity firms, in their approach to SMEs
- Micro-enterprises

Corporate needs

The critical success factors that can help Maltese companies compete in global markets are:

Knowledge of the market

- In-depth knowledge of the opportunities and risks on the market and sector in which the company operates
- Knowledge of target markets, development trends, potential profitability, volume growth trends and the distribution structure of the foreign country in question
- Ability to respond to change in demand trends and opportunities offered by the market.

A strategic vision

- In-depth knowledge of all internal factors within the company (strengths and weaknesses) and of potential opportunities to seize on the market
- Medium and long-term strategic approach and definition of a strategy that is sustainable from an operational and financial standpoint, as well as profitable
- Ability to identify and enhance the distinctive, tangible and intangible elements (competitive factors) of a company's offer that make it stand out from the competition
- Need to adapt the company organisation in line with the internationalisation process, investing in training and in the development of IT and reporting systems to provide employees with adequate skills to control the worldwide Group's operations
- Ability to manage changes in company management and employees, with cooperation across all areas of the company and development of a common vision focussing on internationalisation
- Promotion of a positive business climate for internationalisation, creating enthusiasm in the team and a strong sense of belonging to the organisation.



The Deloitte approach

Deloitte is a leading professional services provider, offering a wide range of service offerings. Combining a tradition of quality with innovative methods and technologies, Deloitte is the ideal partner to provide assistance in identifying value added solutions through various services:

- **Analysing the international competitive environment** to illustrate the attractiveness of markets, to identify possible opportunities and risks, and to create a development plan by selecting the most suitable strategic options, including external options (joint ventures, partnerships, acquisition of companies or business divisions)
- **Supporting due diligence analysis of the economic and financial statements** of a potential foreign counterpart, also aimed at identifying possible synergies and streamlining measures in the event of a partnership
- **Evaluating intangible assets or company divisions** for the establishment of a joint venture or partnership with a foreign enterprise, and analysis of any limits or restrictions on the use of trademarks or patents and intellectual property in the potential target location
- **Legal and tax assistance on possible regulatory constraints and potential incentives and tax benefits** aimed at the management of transnational and intragroup operations and verification of compliance with VAT and customs regulations, as well as the management of expatriate staff
- **Supporting the search for industrial and financial partners**, also through international networking programs with investors and companies;
- **Analysing the reputation of potential foreign counterparts**, to mitigate risks from activities carried out in certain foreign markets
- **Upgrading governance and internal policies** to ensure compliance with national and international regulations
- **Assistance in defining the support structure** necessary to enable the proper introduction of activities abroad, with support for administrative, accounting and tax management with specialised, reliable operational support in the target country
- **Evaluating the adequacy and reliability of information** and company management control systems, and identifying potential actions made necessary by the internationalisation process
- **Evaluating the potential of internal resources** to implement the internationalisation process, and supporting management change procedures and the professional development of all staff

- **Assisting the application of computer and digital platforms** at the various foreign branches to guarantee that processes and activities are in line with those of the parent organisation. Development of reporting systems enabling remote control of international operations with appropriate KPIs
- **Assisting businesses in the prevention and management of risks from cyber threats** to guarantee adequate protection of tangible and intangible assets from possible cyber attacks, in order to allow the implementation of technical, organisational and legal measures aimed at the correct processing of third-party data (customers, employees, suppliers...)
- **Revision, verification and implementation of consistent accounting principles in the Group** through the development of accounting manuals and assistance in financial reporting management
- **Audit and attest activities** of the foreign subsidiaries and branches.

Contacts

For more information, please contact:

Chris Curmi

Global Employer Services Leader - Malta

Tel: +356 23432708

ccurmu@deloitte.com.mt

Conrad Cassar Torregiani

Tel: +356 23432716

ctorregiani@deloitte.com.mt

Deloitte.

Private

Deloitte refers to one or more of Deloitte Touche Tohmatsu Limited ("DTTL"), its global network of member firms, and their related entities. DTTL (also referred to as "Deloitte Global") and each of its member firms are legally separate and independent entities. DTTL does not provide services to clients. Please see www.deloitte.com/about to learn more.

Deloitte Malta refers to a civil partnership, constituted between limited liability companies, and its affiliated operating entities: Deloitte Services Limited, Deloitte Technology Solutions Limited, Deloitte Digital & Technology Limited, Deloitte Digital Limited, Deloitte Technology Limited, and Deloitte Audit Limited. The latter is authorised to provide audit services in Malta in terms of the Accountancy Profession Act. A list of the corporate partners, as well as the principals authorised to sign reports on behalf of the firm, is available at www.deloitte.com/mt/about

Deloitte is a leading global provider of audit and assurance, consulting, financial advisory, risk advisory, tax and related services. Our network of member firms in more than 150 countries and territories serves four out of five Fortune Global 500® companies. Learn how Deloitte's approximately 286,000 people make an impact that matters at www.deloitte.com/mt.

This communication contains general information only, and none of Deloitte Touche Tohmatsu Limited, its member firms or their related entities (collectively, the "Deloitte network") is, by means of this communication, rendering professional advice or services. Before making any decision or taking any action that may affect your finances or your business, you should consult a qualified professional adviser. No entity in the Deloitte network shall be responsible for any loss whatsoever sustained by any person who relies on this communication.