



**DON'T HIDE AWAY FROM  
EU FUNDING.**

## Applying For Funds

Hiding away from EU funding means that your business cannot reach its full potential. Yet benefiting from these grant schemes can give your business a significant boost. We will pull you out onto the field and help submit a competitive application. Over the years we have helped numerous organisations of all sizes and from most industries to successfully apply for a vast majority of the national and EU funding. Contact us today to see what funding opportunities can benefit your business.

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## Business Enhance Grant Scheme

The Ministry for European Affairs and Implementation of the Electoral Manifesto, through the Parliamentary Secretariat for the EU Presidency 2017 and EU Funds, has recently launched the Business Enhance ERDF Grant Schemes.

The Business Enhance Grant Scheme has a total budget of €51M and addresses a number of priorities under Operational Programme I Cohesion Policy 2014–2020 ‘Fostering a competitive and sustainable economy to meet our challenges’ – which fall under three main priority axis mainly:

Priority Access	Intervention Areas	Allocated Budget
Priority Access 1: Investing in research, technological development and innovation	Under the axis, the OP will support investments in high quality research and innovation facilities in order to stimulate research in strategic areas and enable innovative methods to foster Research and Development within public institutions. In addition, the OP also promotes Business (R&I), particularly through financial incentives for enterprises.	€20M
Priority Access 2: Consolidating Investment within the ICT sector – Allocated Budget	Interventions under the axis aim to strengthen the Digital Economy by increasing the use of e-commerce and e-services as well as consolidating and further developing the provision of e-government services.	€5M
Priority Access 3: Enhancing Malta's competitiveness through investment in SMEs – Allocated Budget	Under this priority, the OP will promote interventions aimed at fostering an entrepreneurial environment which is conducive to new ideas and enhancing the creating and development of enterprises including, small and medium sized enterprises (SMEs) and small self employed. Moreover, interventions aimed at nurturing the growth potential of SMEs at regional, national and international level are also supported.	€26M

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## Grant Schemes

- Start-up Investment Grant Scheme; Budget €7M
- SME Growth Grant Scheme; Budget €8M
- SME Diversification and Innovation Grant Scheme; Budget €8M
- SME Internationalisation Grant Scheme; Budget €2M
- SME Consultancy Services Grant Scheme; Budget €1M
- e-Commerce Grant Scheme; Budget €5M

## Start-up Investment Grant Scheme

Start-ups face greater challenges particularly in accessing finance for productive investment to economically exploit their ideas and sustain their survival during their early years. This scheme seek assist start-ups in the form of non-repayable Grants in part-financing their initial productive investment costs and implementing their business growth strategies.

**ALLOCATED BUDGET – €7,000,000**  
**MAXIMUM GRANT €300,000 PER ENTITY**  
**PART-FINANCING 50% OF ELIGIBLE EXPENDITURE**

**STATUS:** Waiting for new call to be announced

### Eligible Actions

- The production, manufacture, improvement, assembly, preservation, processing of goods, materials, commodities, equipment, plant machinery
- Biotechnology, Pharmaceuticals and Life Science
- 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
- Information and communication technology (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 development and provision of tourism products and services related to the promotion of natural and cultural heritage
- The development and provision of tourism products and services relating to 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 promotion healthy living
- The development and provision of services and products promotion active ageing
- The development and provision of services and products related to child-day care
- 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

### Eligible Costs

- Lease/rental of private operational premises
- Construction/up-grades of private operational premises
- Purchasing of new equipment, machinery and plant
- Patents and licenses

## SME Growth Grant Scheme

Business success is dependent on the ability of the enterprise to focus investment towards its growth potential. This incentive seeks to support Undertakings through the provision of assistance in the form of non-repayable Grants to part-finance initial investments in tangible and intangible assets towards the implementation of their growth strategies related to the extension of the capacity of an existing establishment, or the setting up of a new establishment.

**ALLOCATED BUDGET** – €8,000,000  
**MAXIMUM GRANT** €500,000 PER ENTITY  
**PART-FINANCING** 20/35% OF ELIGIBLE EXPENDITURE

**STATUS:** Waiting for new call to be announced

### Eligible Actions

Initial Investment in tangible and intangible assets related to:

- the extension of the capacity of an existing establishment,
- the setting up of a new establishment.

The investment should result in the growth of the Undertaking, and an increase in the number of employees (full-time equivalent) employed by the Undertaking.

### Eligible Costs

- Lease/rental of private operational premises
- Construction/up-grades of private operational premises
- Purchasing of new equipment, machinery and plant
- Patents and licenses

## SME Diversification and Innovation Grant Scheme

The capability of an enterprise to undertake timely intervention to diversify, and innovate is crucial for survival and future business growth. This incentive seeks to assist SMEs through non-repayable Grants to part-finance investment to develop focused strategies and implement an investment in favour of diversification; a fundamental change, or towards investment to bring to the market significantly improved and advanced products/services to those already offered by the Undertaking.

**ALLOCATED BUDGET – €8,000,000**  
**MAXIMUM GRANT €200,000 PER ENTITY**  
**PART-FINANCING 50% OF ELIGIBLE EXPENDITURE**

**STATUS:** Call open

### Eligible Actions

Investment in Tangible and Intangible assets related to the implementation of focused strategies resulting in:

- the diversification of the output of an existing establishment into products or services not previously produced by the establishment;
- the implementation of a fundamental change in the overall production process of an existing establishment;
- a new economic activity related to the diversification of the activity of the establishment, under the condition that the new activity performed is not the same or a similar activity to the activity previously performed in 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 advance than those currently in use by the Undertaking.

### Eligible Costs

- Lease/rental of private operational premises
- Construction/up-grades costss
- Purchasing of new equipment, machinery and/or plant
- Patents and licenses
- Wage costs related to the wage of a Change Manager employed specifically through the project to drive the necessary change within the enterprise through the diversification or a fundamental change initiative

## SME Internationalisation Grant Scheme

Business growth depends on the success of enterprises to tap international markets and become less reliant on regional market dependencies, and better positioned to exploit inter-regional market opportunities. Active Participation at International Business Promotion Fairs provides businesses with the right environment not only to promote and introduce their products/services to new markets, but also to potentially strengthen their international market presence. This Grant Scheme is intended to facilitate the process towards the internationalisation of SMEs through active participation at International Business Promotion Fairs.

**ALLOCATED BUDGET** – €2,000,000  
**MAXIMUM GRANT** €10,000 PER ENTITY  
**PART-FINANCING** 50% OF ELIGIBLE EXPENDITURE

**STATUS:** Call open

### Eligible Actions

Active participation in International Business Promotion Fairs held outside the territory of the Republic of Malta where active participation means having a stand and exhibiting products/services at the fair.

The incentive supports SMEs actively participating in International Promotion Fairs, by covering part of the costs required to set-up and run a stand to exhibit their products/services, by covering a number of costs items including travel costs and per diem for up to 2 employees/directors of the Enterprise up to fixed thresholds.

### Eligible Costs

- Participation fee
- Rental of the exhibition space/stand
- Costs related to the construction and setting-up of the stand
- Travel costs
- Per Diem
- Design and printing of brand material
- Shipment of exhibits

## e-Commerce Grant Scheme

e-Commerce represents an opportunity for businesses to exploit their potential to increase their market share and reach new markets. Notwithstanding the island's strong IT infrastructure, enterprises in Malta have not as yet taken advantage of this reality that offers SMEs extensive possibilities, particularly in reaching new clients and markets through online selling.

This Measure seeks to assist Undertakings through a non-repayable Grant to part-finance investment to develop an e-commerce website and/or mobile application, that enables online payments or booking systems through the integration of an online payment gateway; or the upgrade of an existing e-commerce website and/or mobile application to enable online payments or booking systems through the integration of an online payment gateway.

**ALLOCATED BUDGET** – €5,000,000  
**MAXIMUM GRANT** €5,000 PER ENTITY  
**PART-FINANCING** 50% OF ELIGIBLE EXPENDITURE

**STATUS:** Call open

## Eligible Actions

The measure shall support investment towards the design, development, implementation and delivery of an e-commerce website and/or a mobile application, or an upgrade of an existing website or mobile application to enable online sales/bookings. The end product shall result in an e-commerce website/mobile application having a content management system and must comply with current industry standard e-commerce security practices. The e-Commerce website/mobile application will incorporate an online payment gateway and support a number of basic analytic features.

(For more details, see the [guidance note](#))

## Eligible Costs

To be eligible the end product shall be an e-commerce website/mobile application that will include a Content Management System that must comply with the current industry standard e-commerce security practices, will incorporate an online product/service catalogue, a shopping cart, a payment or booking system and an integrated e-commerce payment gateway enabling online payments and support at least basic analytics.

The following costs can be considered eligible:

- Domain name registration
- Hosting fees
- Content Management System (CMS) software including required licenses
- e-Commerce Website and/or Mobile Application design in line with the brand identity of the organisation
- 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).

## SME Consultancy Services Grant Scheme

SMEs generally have limited in-house resources and competences required to conduct studies to assist them in their decision making processes to embark on investment initiatives. This limitation presents a dependency on outsourcing consultancy services.

This Measure seeks to support SMEs through the provision of assistance in the form of a non-repayable Grant to cover part of the costs incurred for external consultancy services contracted to assess and evaluate the potential of re-engineering the organisation and its operations, or processes and systems aimed at rendering it more efficient; or the potential of the Undertaking to take on proposed investment initiatives aimed at potential future business growth of the Undertaking, and at rendering it more competitive.

**ALLOCATED BUDGET – €1,000,000**  
**MAXIMUM GRANT €4,000 PER ENTITY**  
**PART-FINANCING 80% OF ELIGIBLE EXPENDITURE**

**STATUS:** Call open

### Eligible Actions

External consultancy services procured to support the decision-taking process, by assessing and evaluating:

The potential of re-engineering the organisation and operations, or the processes and system is the undertaking aimed at rendering it more efficient, resulting in the development of an Organisation and Operations Review or Process and Systems Review; or

The potential of the Undertaking to take on proposed investment initiatives aimed at the potential future business growth of the Undertaking, and at rendering it more competitive, resulting in the development of a Business Plan or Feasibility Study addressing 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 of new or improved products, processes and systems,
- investment in new or improved products, processes and systems,
- organisation innovation,
- 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.





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