



# Start-Up Essentials Package



# Built Differently

To Make the Difference

With over half a century of dedicated experience, CLA Malta is committed to your financial success. Learn more about our services. We invest time in understanding your unique goals, ensuring personalised strategies to get you where you want to be.



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# Welcome!

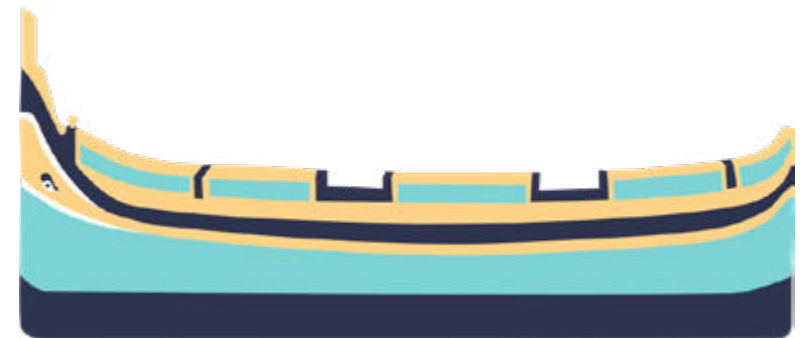
**Merħba** – as we welcome you to Europe's golden gem, known to many as the 'Digital Island of the Future'. The island in the middle of the Mediterranean radiating innovation and future-forward entrepreneurial spirit.

This not only for our lifestyle and way of life, but also in the way we encourage and nourish outcome-oriented ideas, cultivate a thriving business environment and support young start-ups and entrepreneurs.

In offering the best start-up packages in Europe coupled with abundant access to finance, we believe that in rewarding creativity and novel ideas, we would create a safe space of growth tailored to suit your needs – With our experience and guidance, we will offer you an exclusively holistic service that realises your true potential whilst ensuring adequate funding support to secure your future prospects – It's no wonder we merit the term 'The Start-Up Hub'.

With Malta being a top destination for start-ups, and at the forefront of our package, we've placed the Maltese Luzzu—a symbol of reliability and resilience. Resembling the Luzzu's journey, your venture is at the initial stages of its journey, and we are here to accompany you and navigate any challenges that come your way.

**Let's have a chat and set you up for success!**

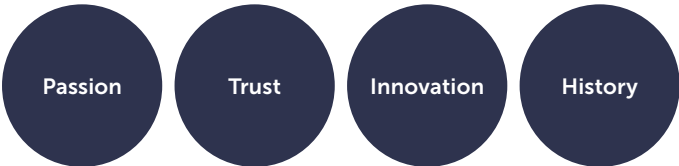


# CLA Malta

**CLA Malta stands out from the rest. We are built differently and structured to provide innovative and client-first services in taxation, legal advisory, and corporate support to various industries.**

Our philosophy is rooted in creating a collaborative environment where our team and clients prosper, guided by our core values of flexibility, engagement, and dedication.

With half a century of expertise, CLA Malta is dedicated to providing top-tier service, ensuring efficiency, and driving businesses towards success.



We're passionate about staying adaptable and ensuring active participation from everyone to accomplish all goals.

Drawing from our extensive knowledge, we support local businesses' growth and assist international companies in establishing and succeeding in Malta.

At CLA Malta, building your success is not just our priority.  
**It's our passion.**

# CLA Global

**CLA Global Limited (CLA Global)** was founded by CliftonLarsonAllen LLP and Evelyn Partners.

The organisation offers one of the largest financial outsourcing services and private client and wealth advisory platforms of any global accounting organisation. Moreover, it hosts a culture of diversity and inclusion that uses combined strengths as its greatest competitive advantage.

Professionals in its member firms support clients by speaking their language and serving as their eyes and ears from a business, regulatory, and tax perspective — so they can help them cross borders confidently and efficiently.





# Malta

Malta is an archipelago in the centre of the Mediterranean Sea. It is a nation dotted with historical sites related to a succession of rulers including the Romans, Moors, Knights of Saint John, French and British. It has numerous fortresses, megalithic temples and the Hypogeum dating to circa 4000 B.C.

Malta is the largest island and the cultural, commercial and administrative centre. The island offers plenty of specialist activities both at sea and on land varying from learning English or a new skill, to discovering its history or getting fit. And if this were not enough, Malta's two sister islands, Gozo and Comino, can be a pleasant change-of-scene or alternative destinations in themselves.

Malta is a republic island whose strong ties with the United Kingdom, having formed part of the British colony, is a Member of the Commonwealth of Nations. Malta has been a member of the European Union since 2004 and it later also joined the Eurozone in 2008.



### Currency

Euro



### Capital City

Valletta - UNESCO World Heritage Site & European Capital of Culture for 2018



### Language

Maltese and English



### Climate

Guaranteed 300 days of sunshine



### Accessibility

Direct flights to & from all major cities in Europe & beyond. Mediterranean cruise liners regularly include Valletta as one of the ports on their itinerary



# Our Innovative Start-Up Ecosystem

Attracting and supporting start-ups to our island has always been a priority and common theme on the national agenda, perhaps even more so during the past few years.

The openness of the island for start-ups has been frequently proclaimed whilst ambitious projects targeting start-ups have been continuously proposed and implemented.

These include projects such as;

- ▶ Start-up Visa Program
- ▶ National start-up festival
- ▶ New and extended support measures and incentives
- ▶ National start-up show
- ▶ A one-stop shop specifically for start-ups to help ease setting up



## Our Pillars

The intricacies of the modern start-up ecosystem must be accounted for, and we firmly believe that our offering caters for start-ups' needs and the struggles they endure.

In this light, CLA Malta's start up framework is built on three fundamental pillars:

- ▶ Organisation through our Corporate Services
- ▶ Sustainability through our Mentoring & Support
- ▶ Accessibility through our Founder Workspace

## Organisation through our Corporate Services

- ▶ Incorporation
- ▶ Opening of bank account
- ▶ Accounting setup + 20 hours of accounting support
- ▶ Tax compliance (covering first year of operation)
- ▶ Registered office (covering first year of operation)

## Accessibility through our Founder Workspace

- ▶ 9 cubicles (1 person each)
- ▶ 5 working stations
- ▶ 3 boardrooms (up to 6 people each)
- ▶ 2 meeting spaces (up to 6 people each)

## Sustainability through Mentoring & Support

- ▶ Assistance with identification of local and EU funding
- ▶ Financial feasibility analysis
- ▶ Cost Benefit analysis
- ▶ Project Management
- ▶ Digitisation Mentoring
- ▶ Marketing Mentoring
- ▶ Market Analysis to identify niche opportunities
- ▶ Introduction to potential mentors and investors
- ▶ Potential match financing/funding



The background is a collage of three distinct images. A large, solid green triangle points from the top left towards the center. Below it, the side of a ship is visible, featuring a brown hull with a red stripe and a small, stylized eye-shaped logo. The bottom right corner shows a dark blue sea under a twilight sky, with a distant, hilly coastline visible on the horizon.

How can CLA Malta  
support you?



# Start-Up Packages

	STANDARD €2,900	PREMIUM €3,500
Opening of company	✓	✓
Assistance with opening a bank account	✓	✓
Accounting setup + 20 hours accounting support	✓	✓
Filing of VAT declarations	✓	✓
Company registered office	✓	✓
Mentoring & support capped at 20 hours in any of the following: <ul style="list-style-type: none"> <li>• Assistance with identification of local and EU funding</li> <li>• Financial feasibility analysis</li> <li>• Cost Benefit analysis</li> <li>• Project Management</li> <li>• Digitisation Mentoring</li> <li>• Marketing Mentoring</li> <li>• Market Analysis to identify niche opportunities</li> <li>• Introduction to potential mentors and investors</li> <li>• Potential match financing/funding</li> </ul>	✗	✓
20 hours access to the Founder Workspace (subject to availability)	✗	✓

*All prices are exclusive of 18% VAT.*

*Such fees are subject to solely the first year of operation*

*T&C's apply – please visit our website for more details and the disclaimer at the end of this brochure*

# Additional Services

**Get a 20% discount**  
on any of the below listed services:

- ▶ Contract Drafting
- ▶ Payroll Services
- ▶ Services of a Virtual Office
- ▶ Business Development Services
- ▶ Advisory Services

*Such fees are subject to solely the first year of operation*

*T&C's apply – please visit our website for more details and the disclaimer at the end of this brochure*

## Our Marketing Partners



**Uwejja** is a creative digital agency offering clients a range of different services under one roof. Having worked with clients ranging from M Demajo Wines & Spirits & Seatrans Shipping, to VF Group and Sigma, Uwejja's team is versatile and capable of adapting to our client's requirements, regardless of the industry.

Uwejja takes pride in consistent communication with its clients, meeting deadlines and ultimately doing what matters most - exceeding your expectations!

### Services:

- ▶ **Website Design & Development:**  
starting from €800
- ▶ **Website Maintenance & Upkeep:**  
starting from €60 per month  
Marketing Services: starting from €340 per month
- ▶ **Design:**
  - **Company Logo:** starting from €340
  - **Brand Guidelines:** starting from €440
  - **Business cards:** starting from €95
  - **Flyers:** starting from €95
  - **Presentations:** starting from €140
  - **Stationery & merchandise:**  
Price Upon Request

### Additional Services:

- ▶ **Mobile App Design & Development**
- ▶ **Professional Photoshoot**
- ▶ **Professional Video shoot**
- ▶ **Search Engine Optimisation**
- ▶ **Google Ads**

# Our Advisory One-Stop Service

Setting up your business and online presence is only the start – its sustainability in nourishing growth will truly set you up for success!

We want to support and invest in tomorrow's firms, by prioritising **YOUR IDEAS, YOUR VISION.**

## Our Services:

- ▶ Identifying access to private **FUNDING AND CROWDFUNDING**
- ▶ Assistance with identification and application for **LOCAL AND EU FUNDING**
- ▶ Cost Benefit Analysis that proves **VIABILITY**
- ▶ **FINANCIAL FEASIBILITY ANALYSIS** that wows investors
- ▶ Executive **TRAINING** for your team
- ▶ Mentoring and Performance **MONITORING**, helping you maximise efficiency
- ▶ **DUE DILIGENCE** exercises
- ▶ **MARKET ANALYSIS** to identify niche opportunities
- ▶ **PROJECT MANAGEMENT** and **REPORT MENTORING**
- ▶ **DIGITISATION** Mentoring



## Disclaimer

Each and every incentive mentioned within this brochure is only applicable for those entities which by their nature may be considered as start-ups. Amongst others, in order for an entity to be considered as start-up, it needs to always respect the following conditions: it has not taken over the activity of another enterprise or been acquired by another enterprise; it has not yet distributed profits; and it has not been formed through a merger.

The fees mentioned in the pricelists found in this brochure solely cover our professional fees and exclude any applicable disbursements which may be due by the client to the respective authorities. Moreover, all fees indicated exclude VAT.

Throughout the provision of its services, CLA Malta's role shall be limited to that of an advisory firm; CLA Malta shall in no manner undertake to represent any of its clients legally.

All information contained in this brochure has been duly compiled after due reference was made to the respective laws of Malta. The information contained herein is of a general nature and is not intended to address the circumstances of any particular individual or entity. Although we endeavour to provide accurate and timely information, there can be no guarantee that such information is accurate as of the date it is received or that it will continue to be accurate in the future. No one should act upon such information without appropriate professional advice after a thorough examination of the particular situation. Please contact us if you need any specific advice.

# Industry Experts



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## Your Success is Our Mission

At CLA Malta, we offer a wide range of services designed to support your financial journey. No matter your needs, we have the expertise to help. Discover all we have to offer and find the right solution for you.





# Contact us



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