

THE **sme**

conference

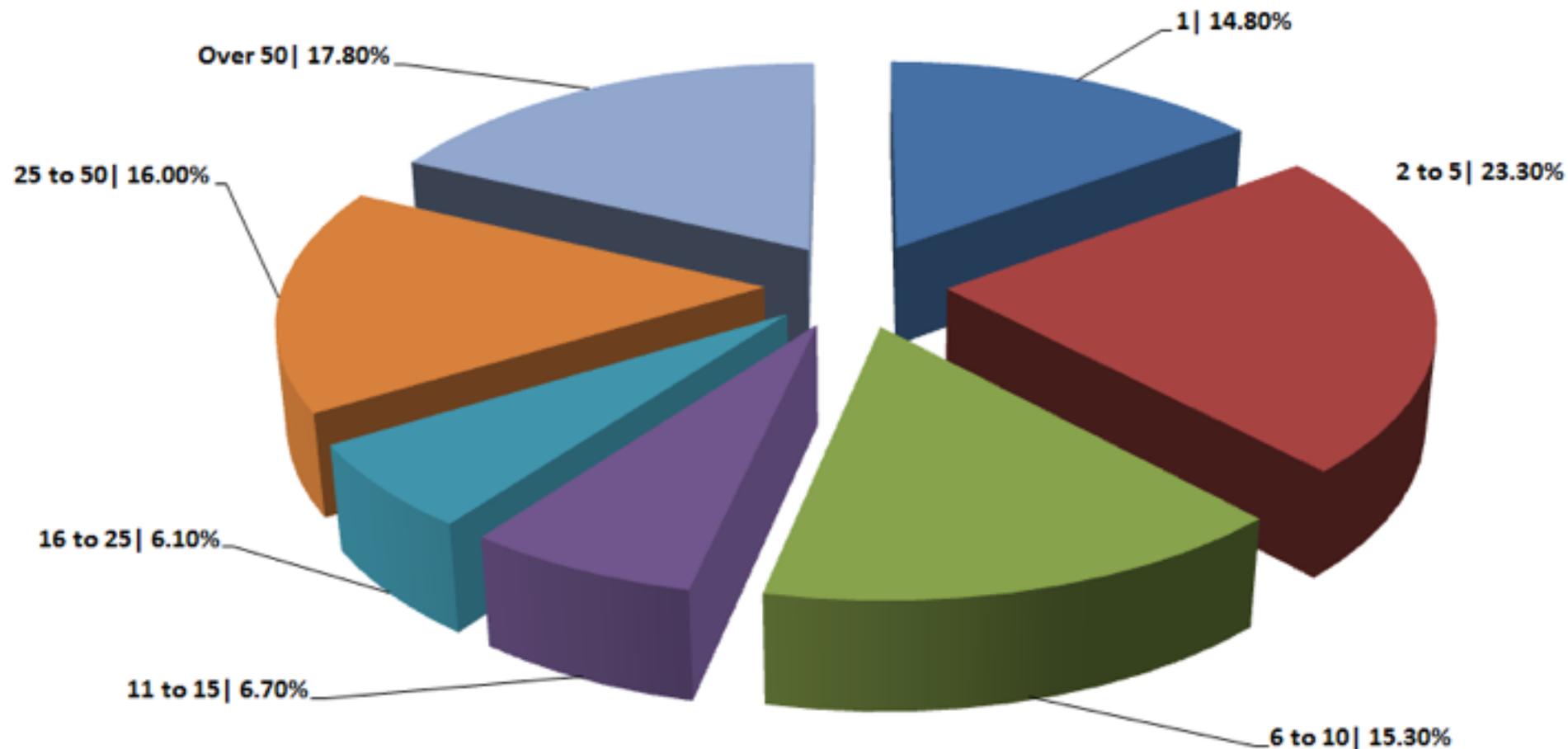
SME YEAR IN REVIEW



How are local businesses doing in the current economic environment ?

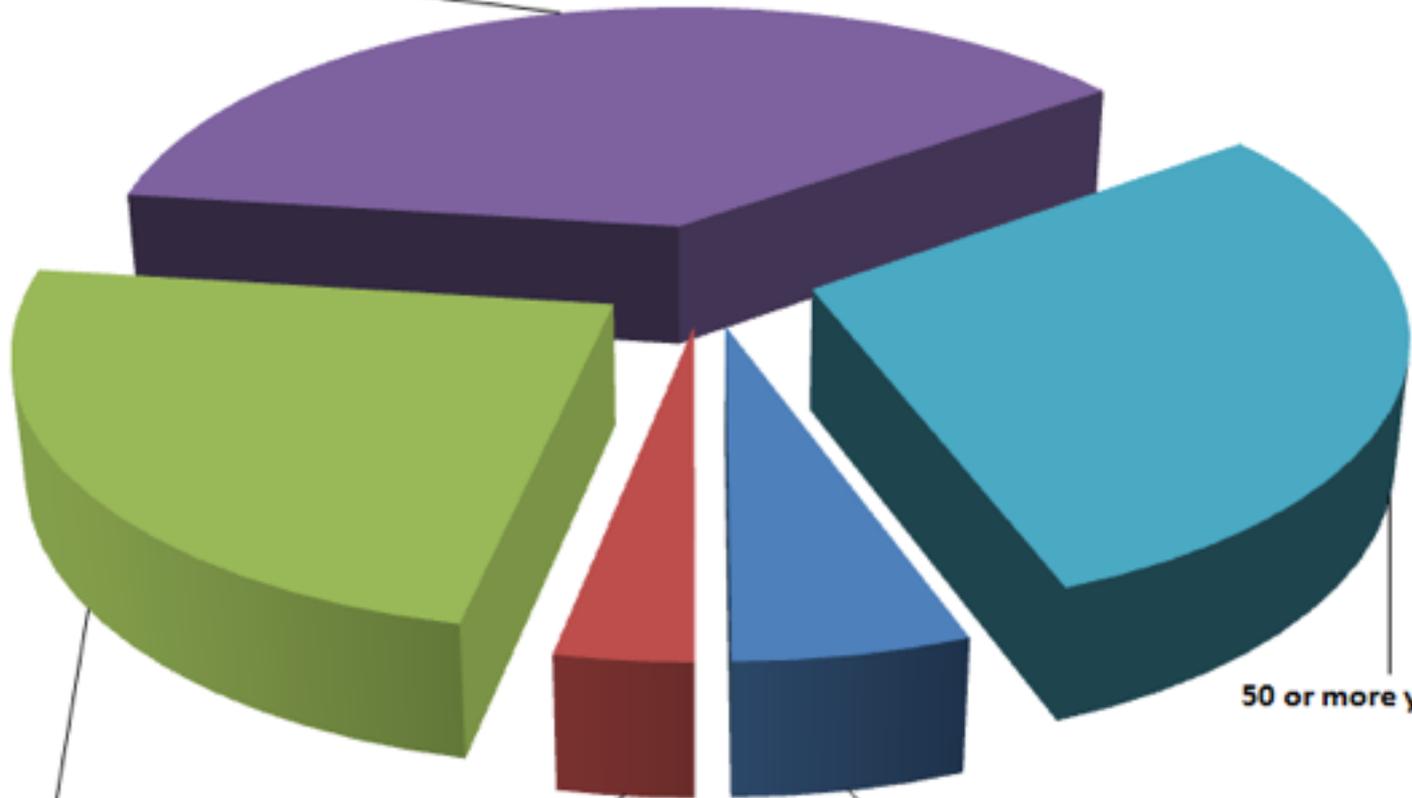
October 2018

How many people do you employ in your business ?



Years in Business?

21 to 30 years | 38.00%



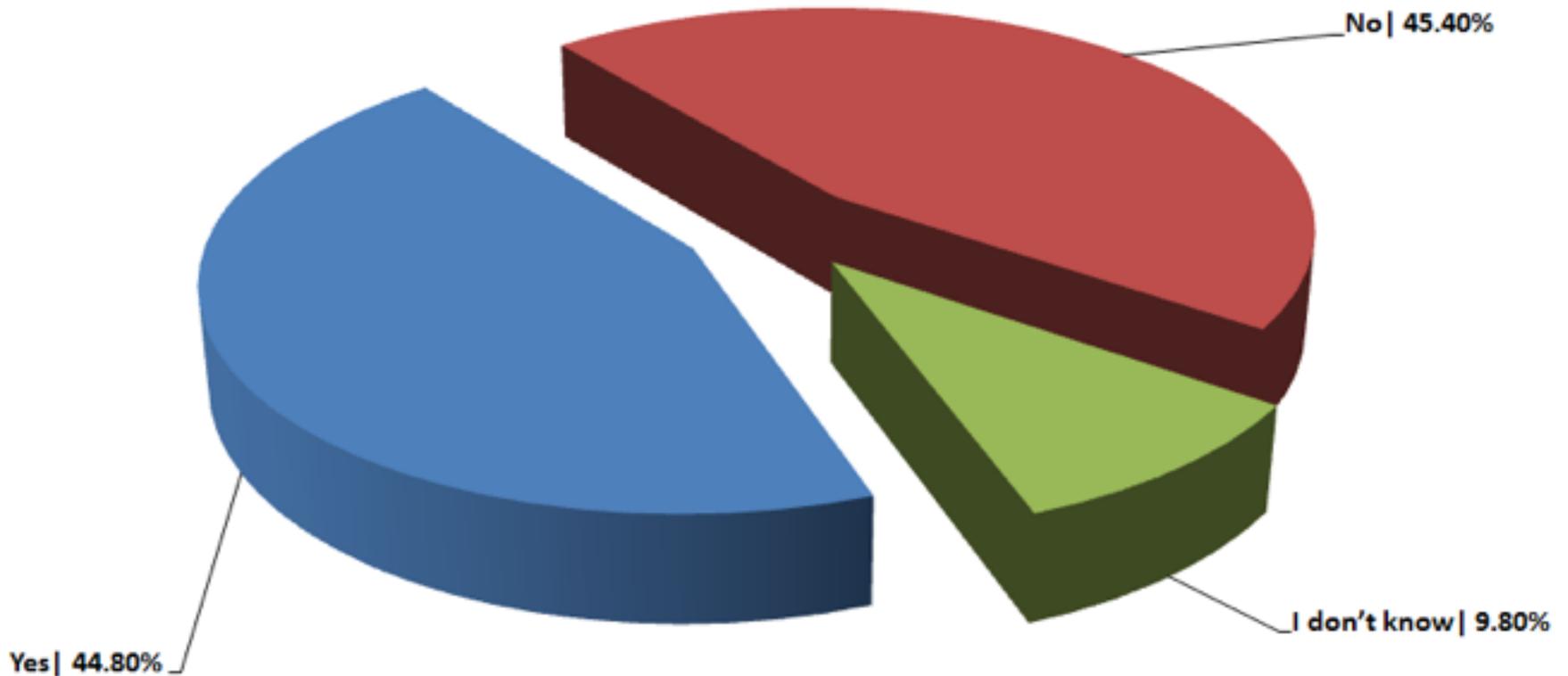
50 or more years | 29.40%

1 to 5 years | 5.50%

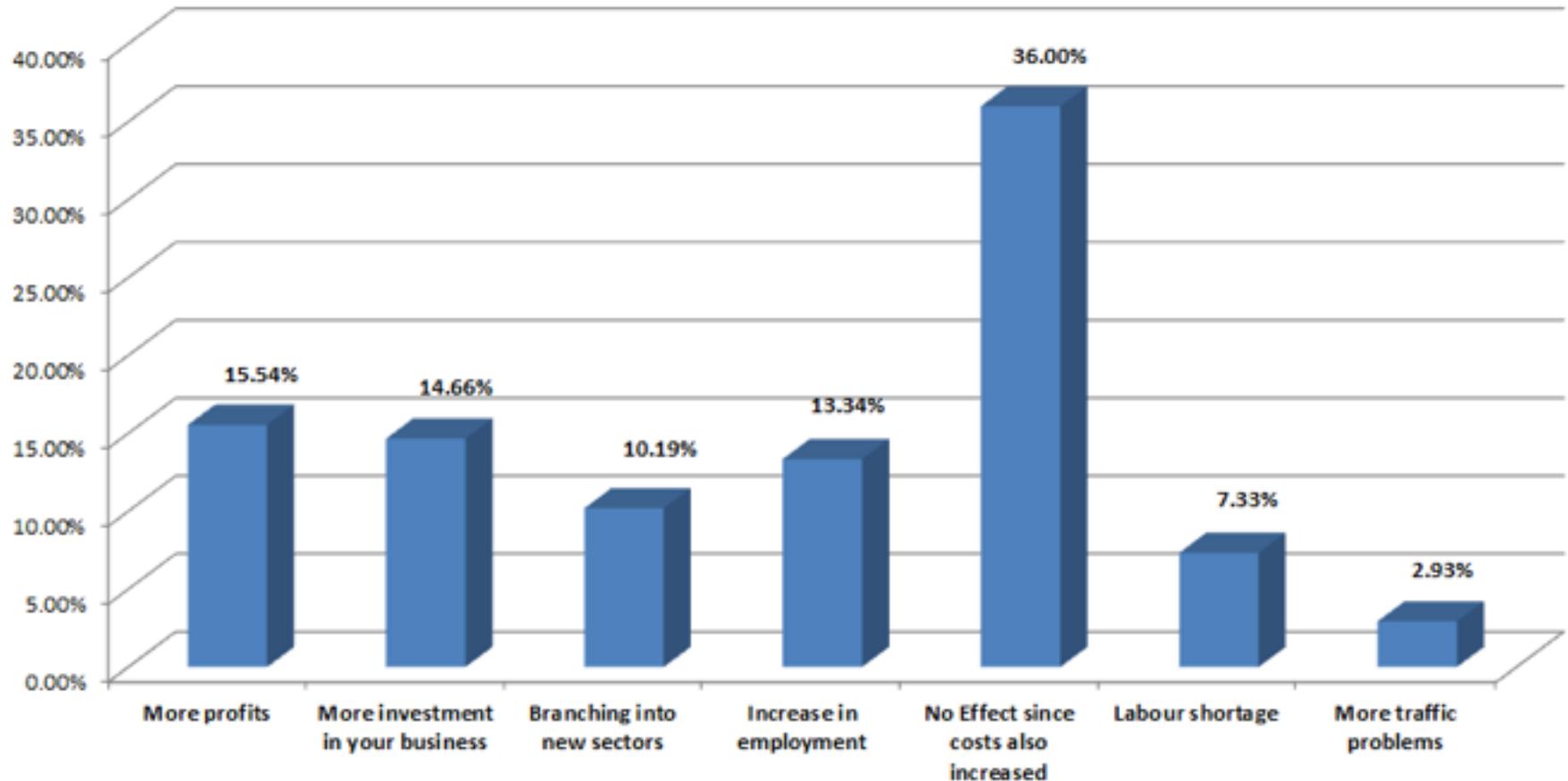
6 to 10 years | 3.20%

11 to 20 years | 23.90%

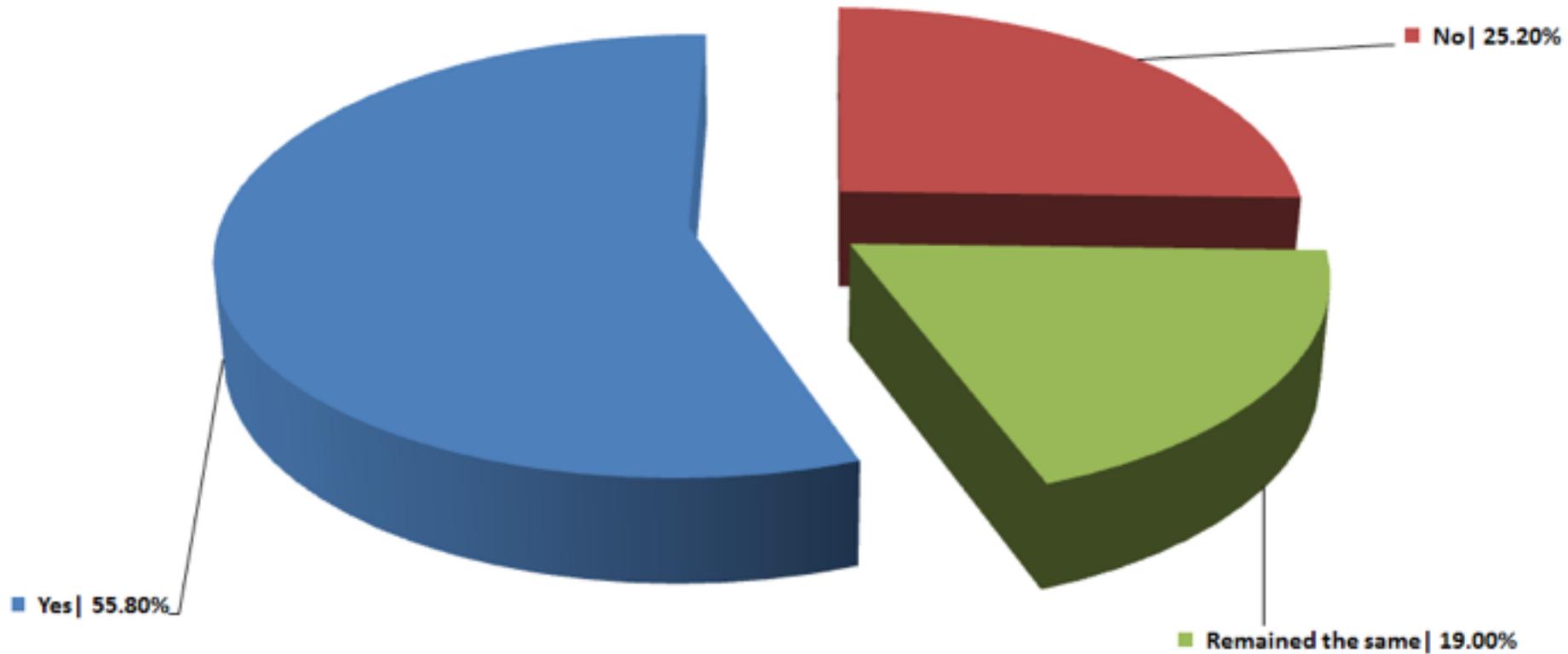
Do you agree with the term '**The fast growing economy is positively effecting my business**' ?



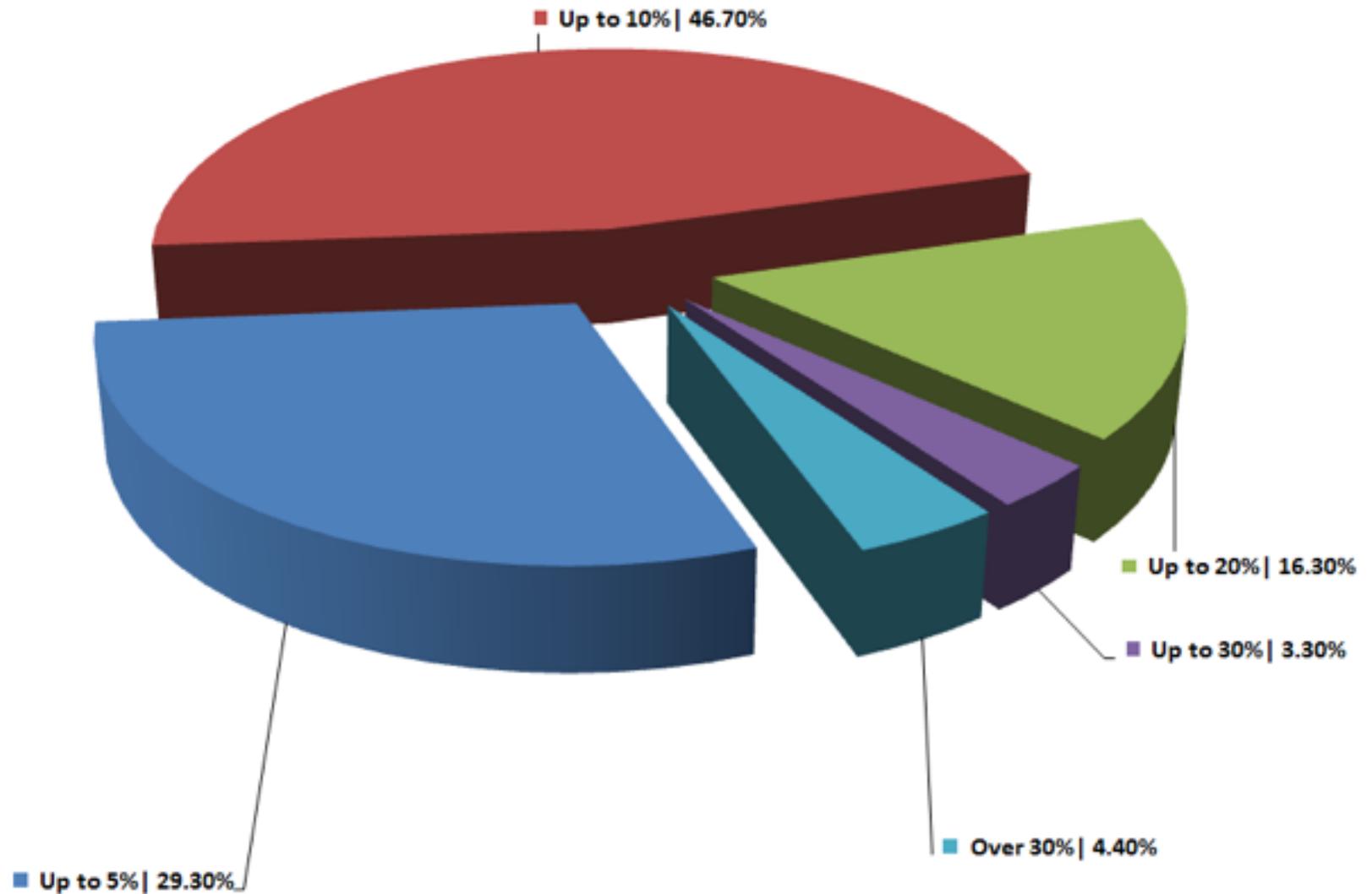
What has the 'fast growing economy' meant for your business?



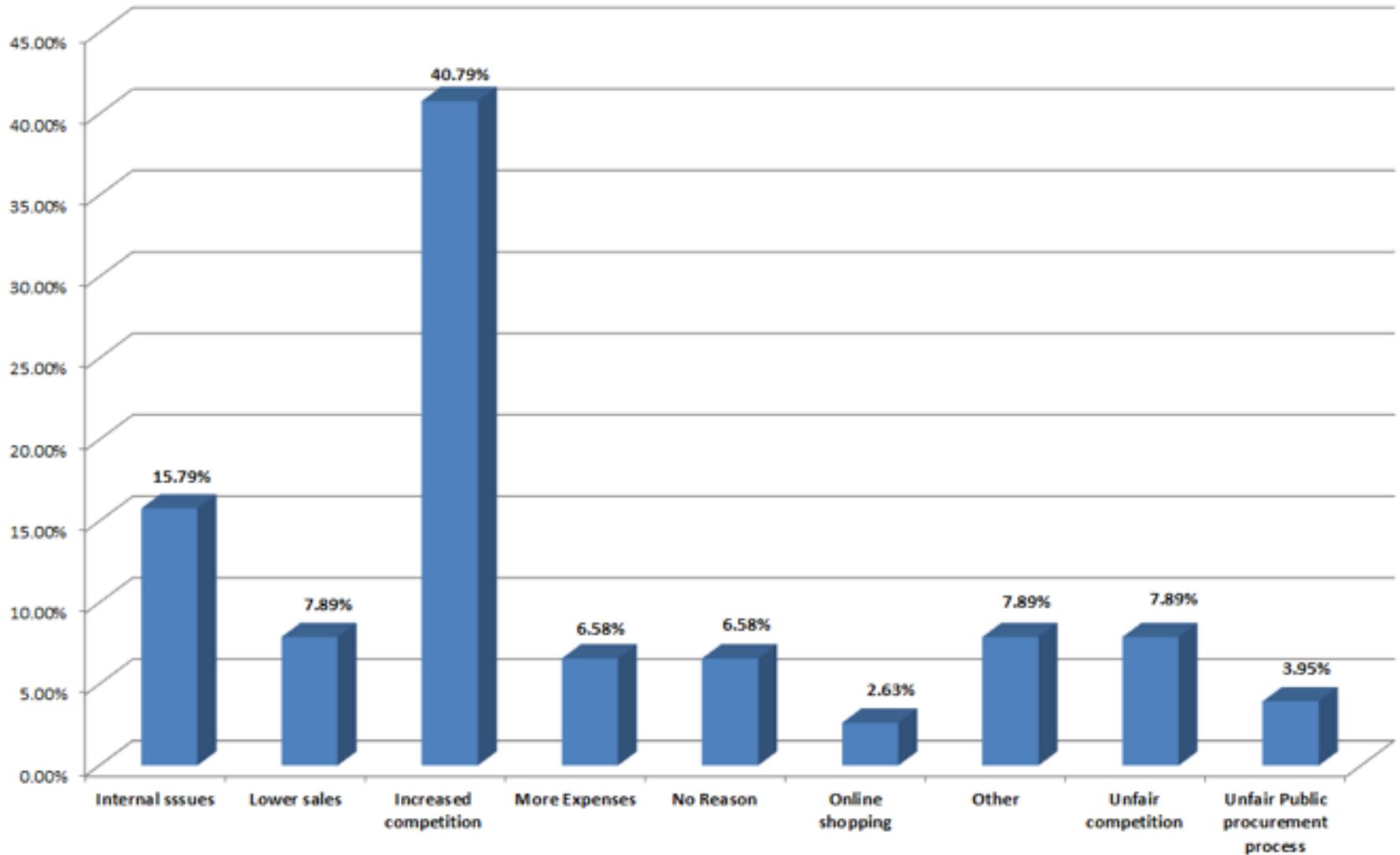
Over the last three years, did your turnover increase when compared the previous three years?



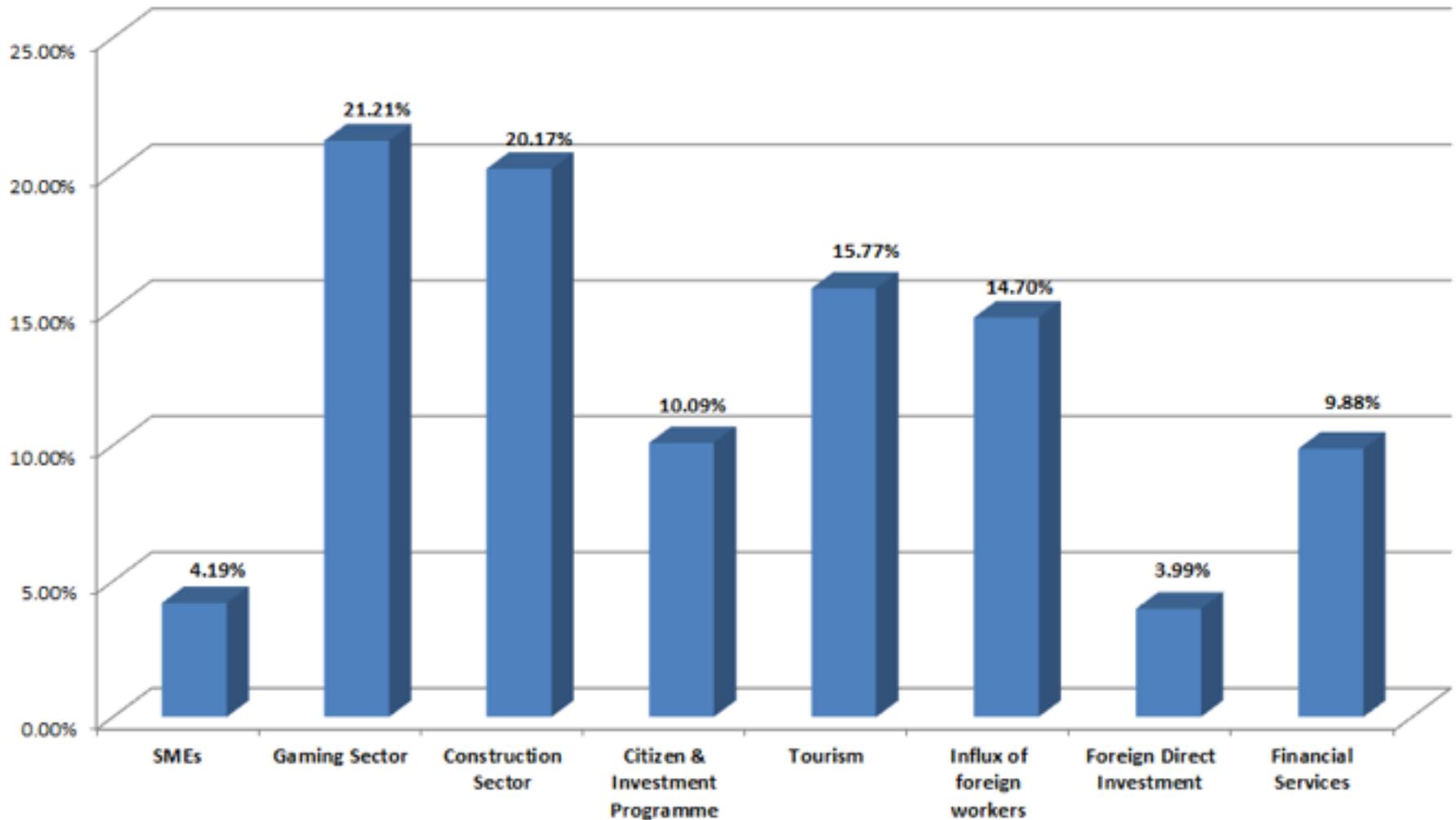
What was the indicative increase in turnover?



Why did your turnover not increase or remained the same?

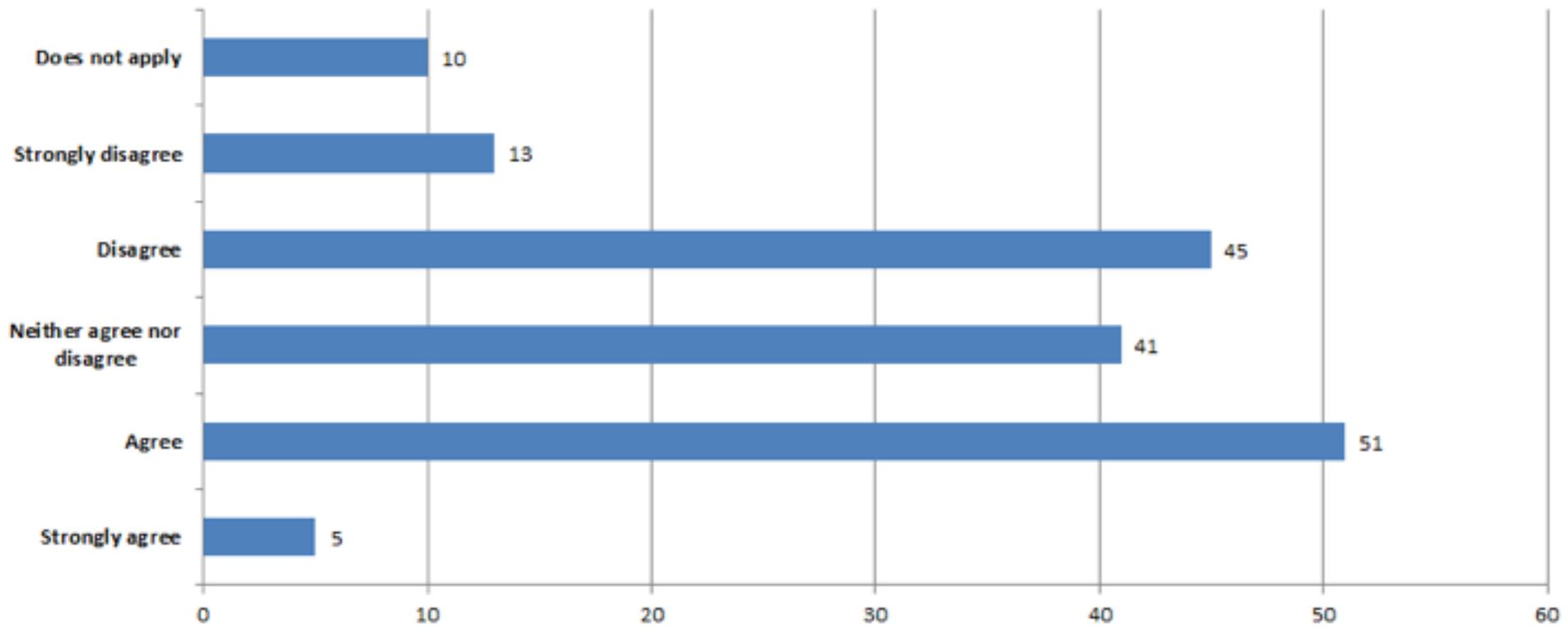


What factors in your opinion are increasing the overall wealth and economic growth?



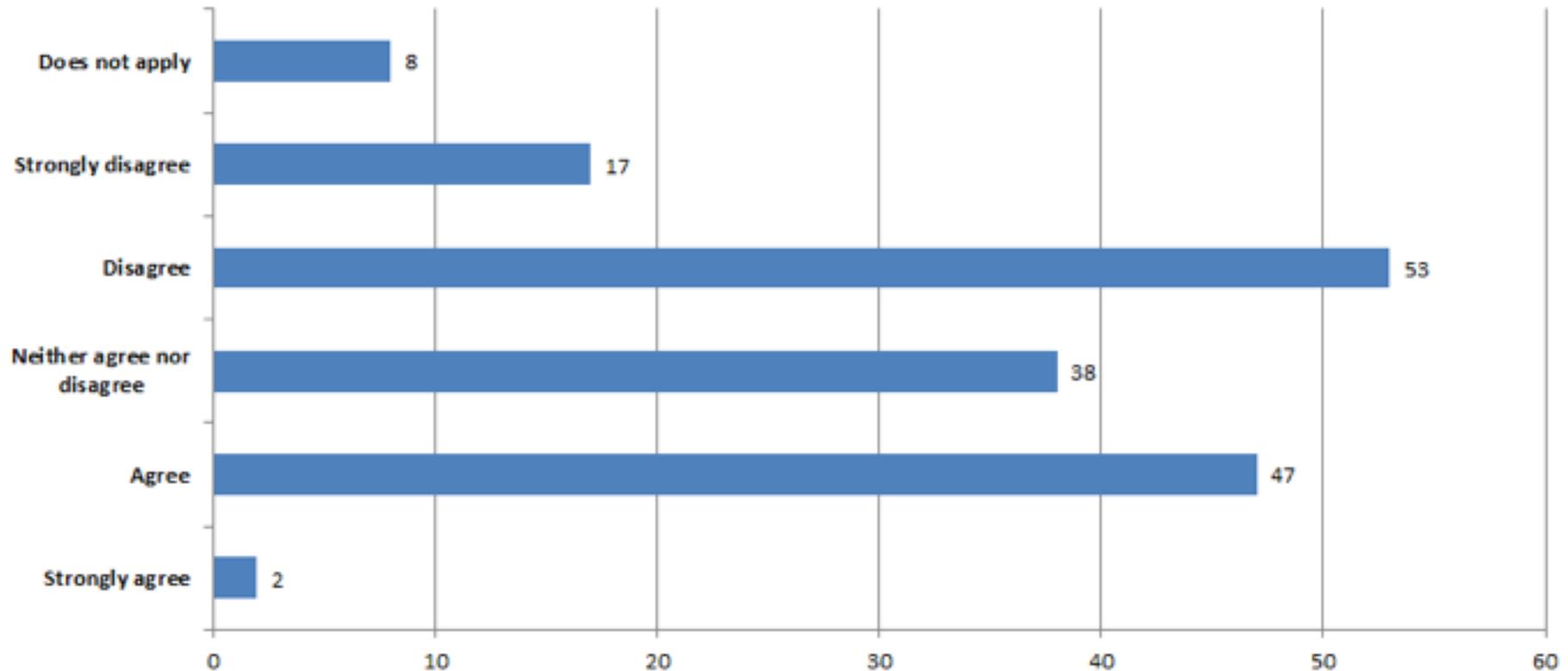
When reading the below statements and in your own experience how much would you agree or disagree?

Increase in demand has resulted in an increase in profits

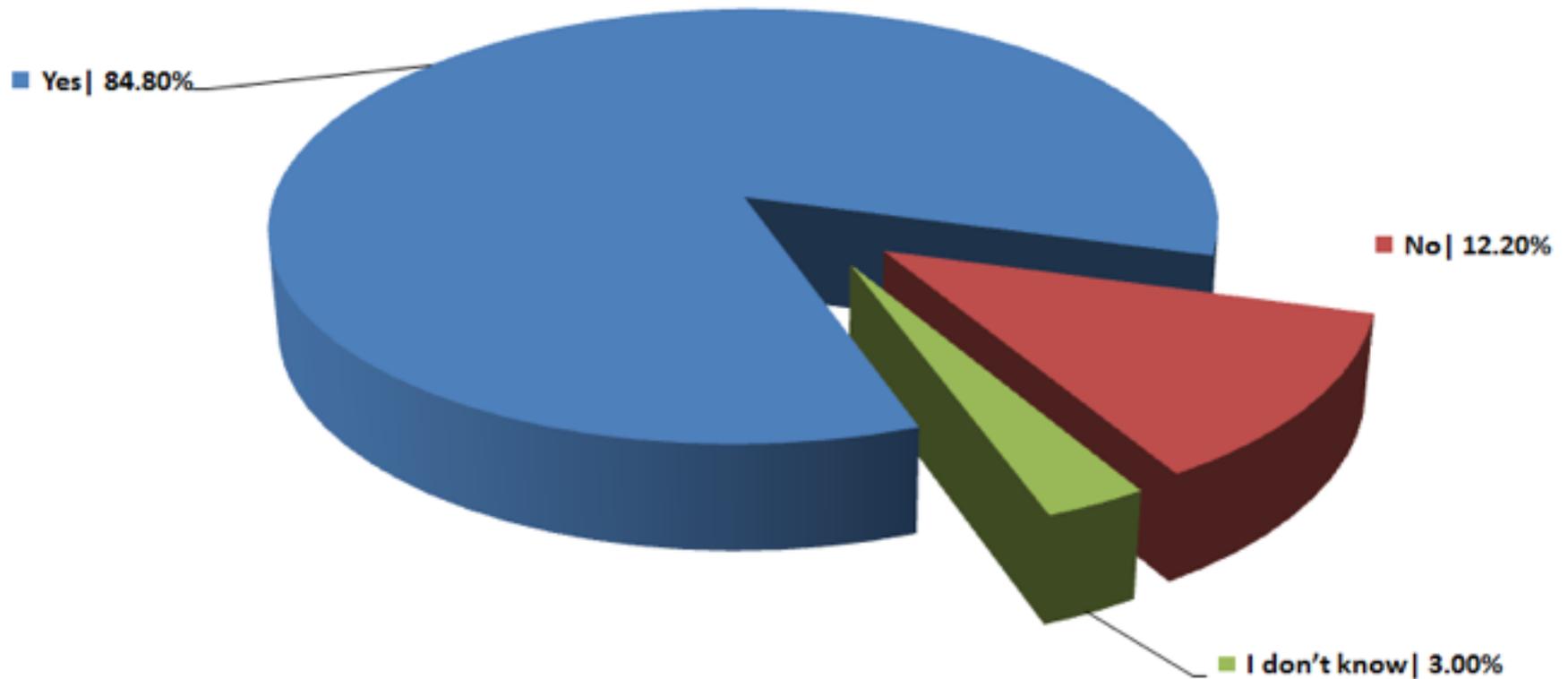


When reading the below statements and in your own experience how much would you agree or disagree?

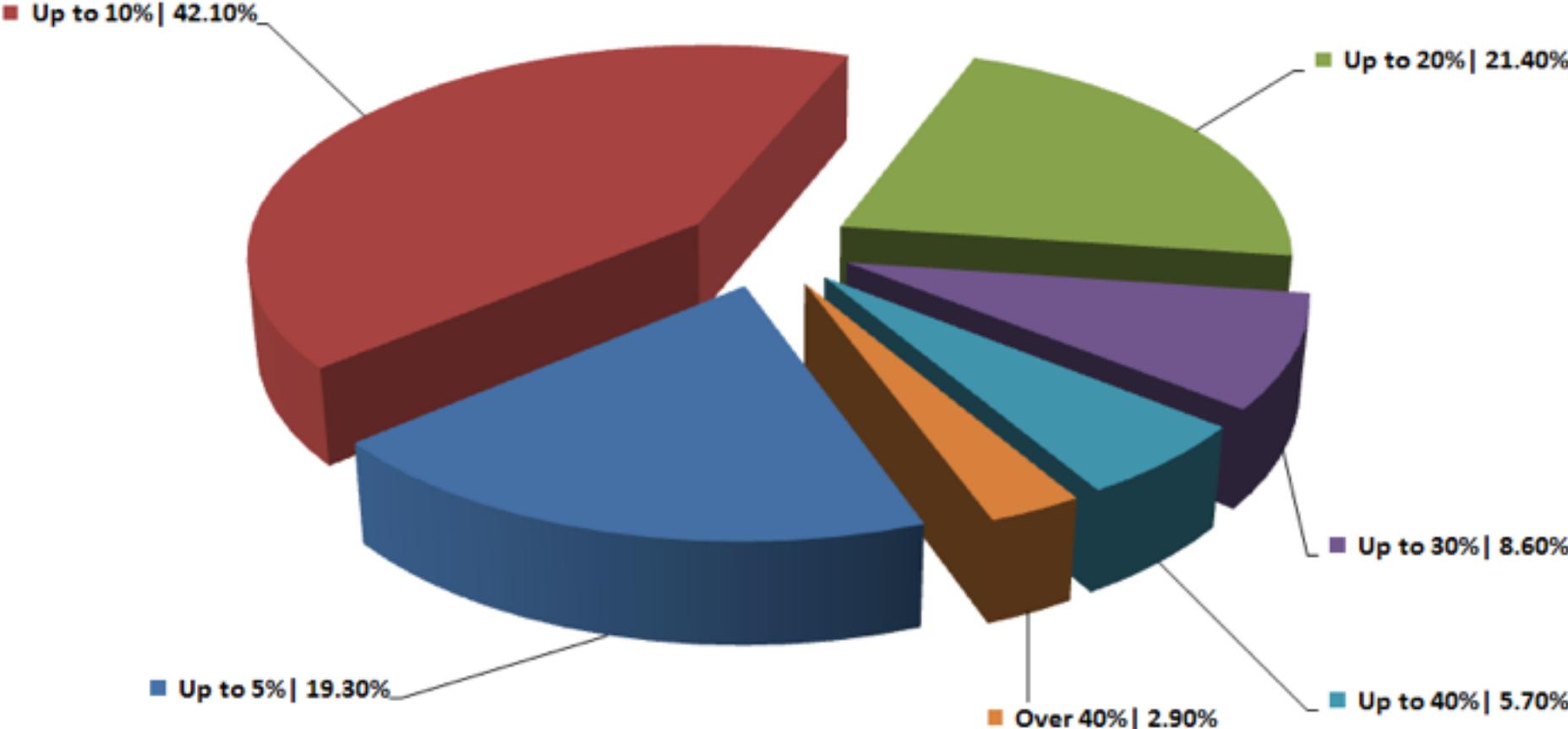
Increase in costs related to human resources led to an increase in productivity



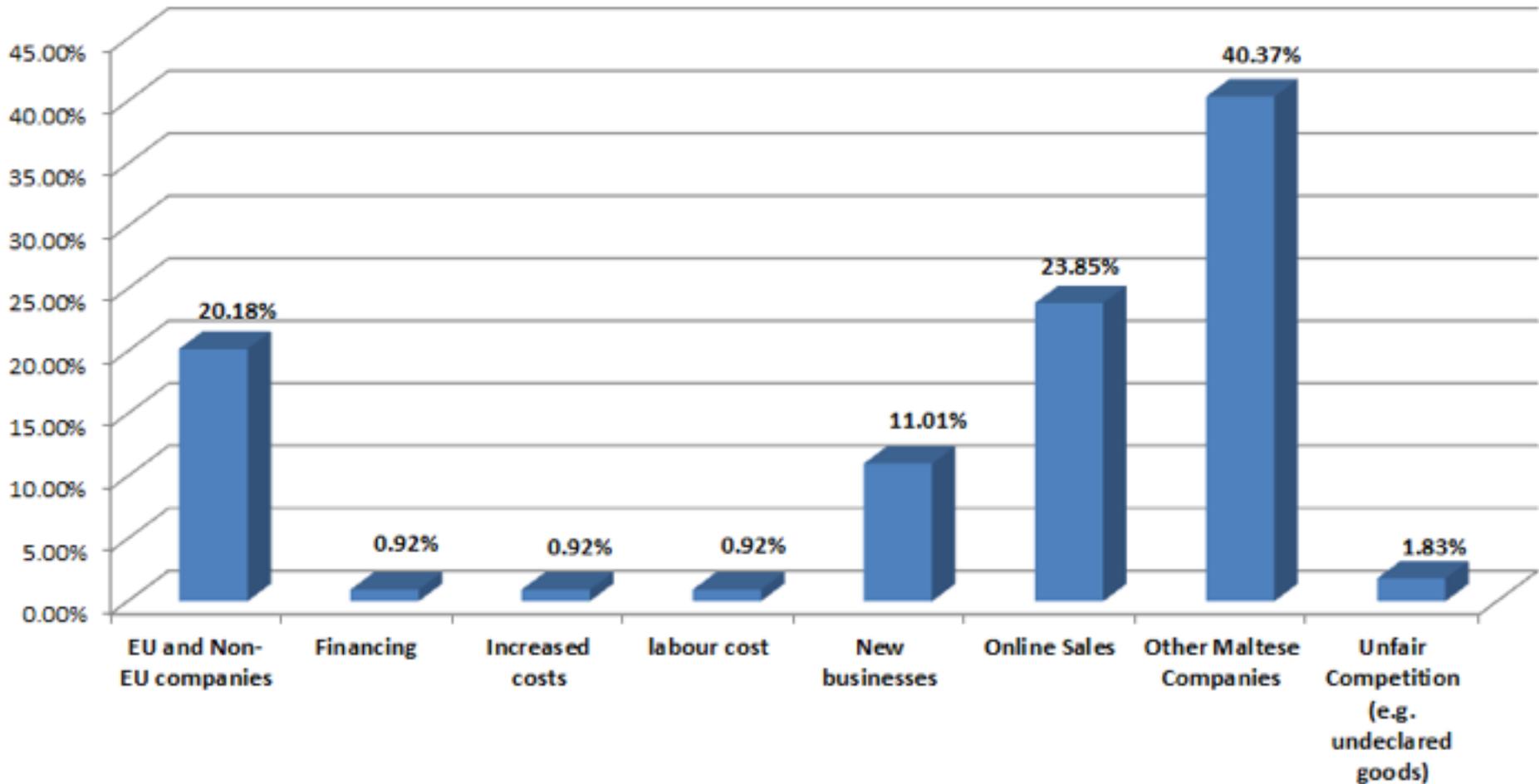
Did you experience an increase in wage costs during the last 3 years?



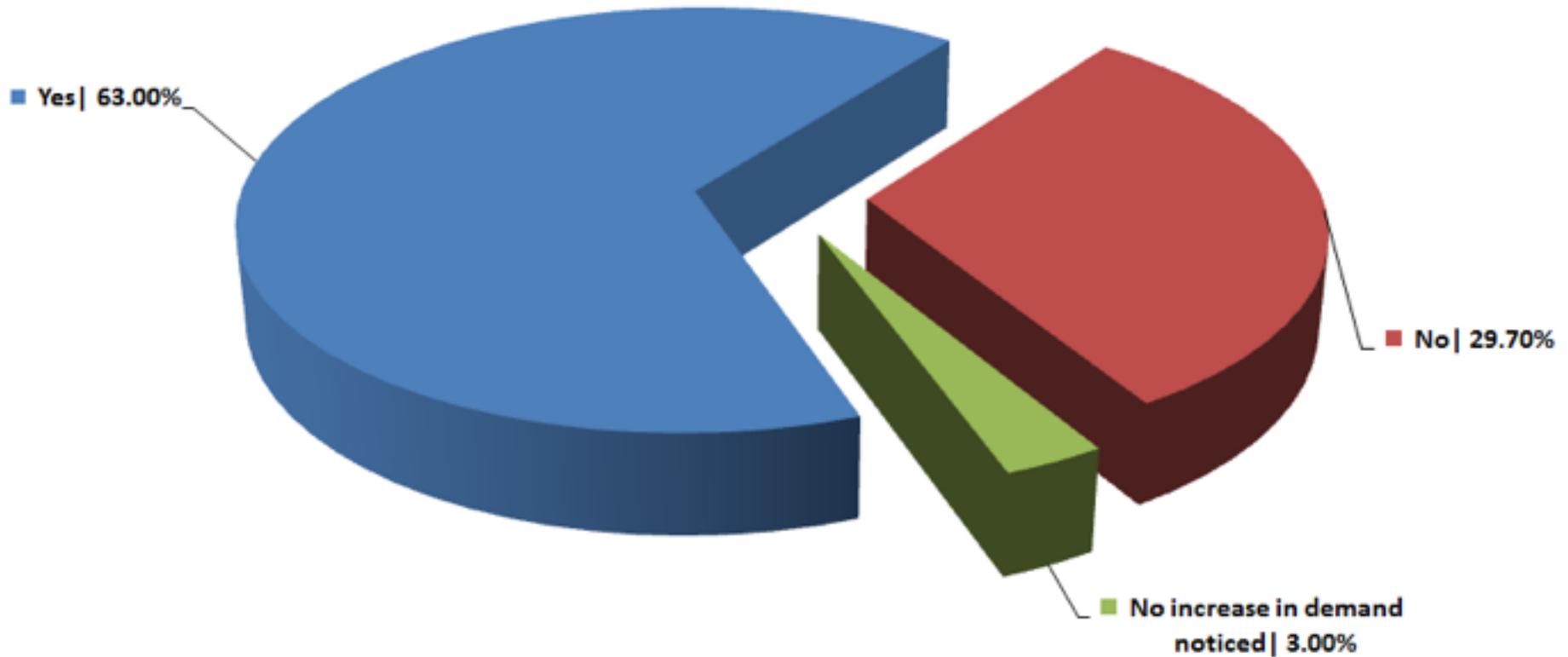
What percentage did wage costs increase during the last 3 years?



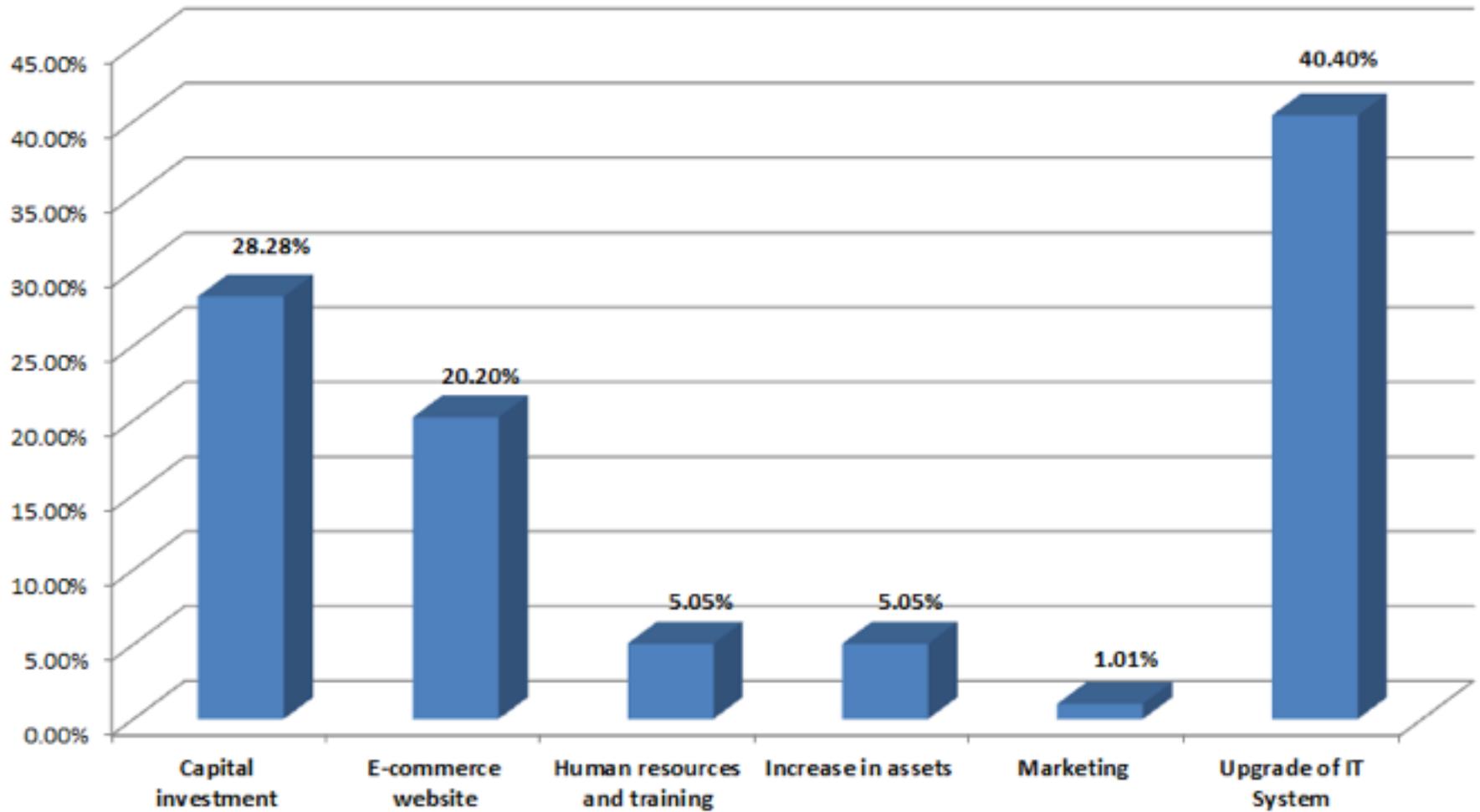
Who would you consider to be your biggest competitor / threat in business?



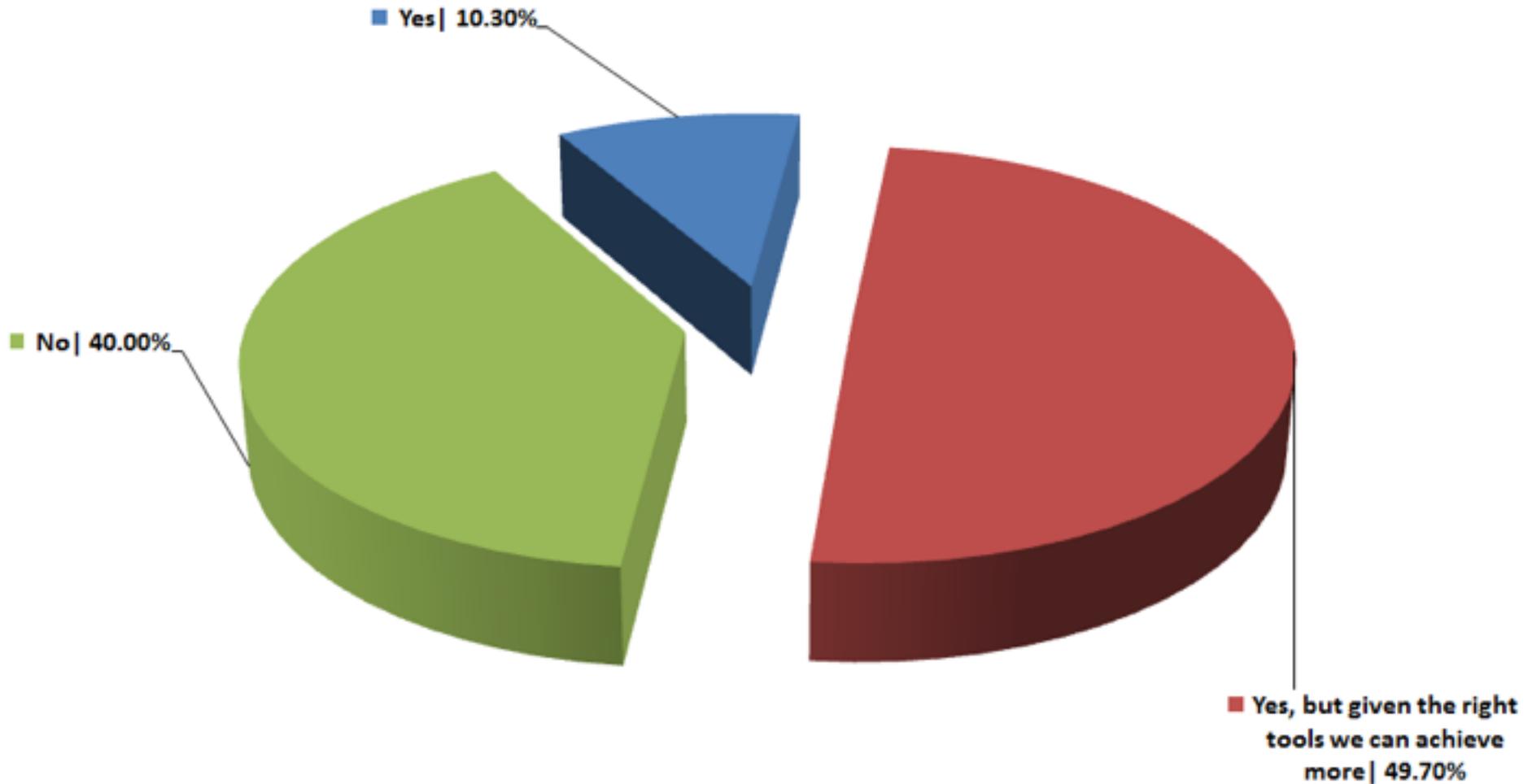
During the last three years did you make any particular investment to cater for the increase in demand (e.g. New IT system, Website etc)?



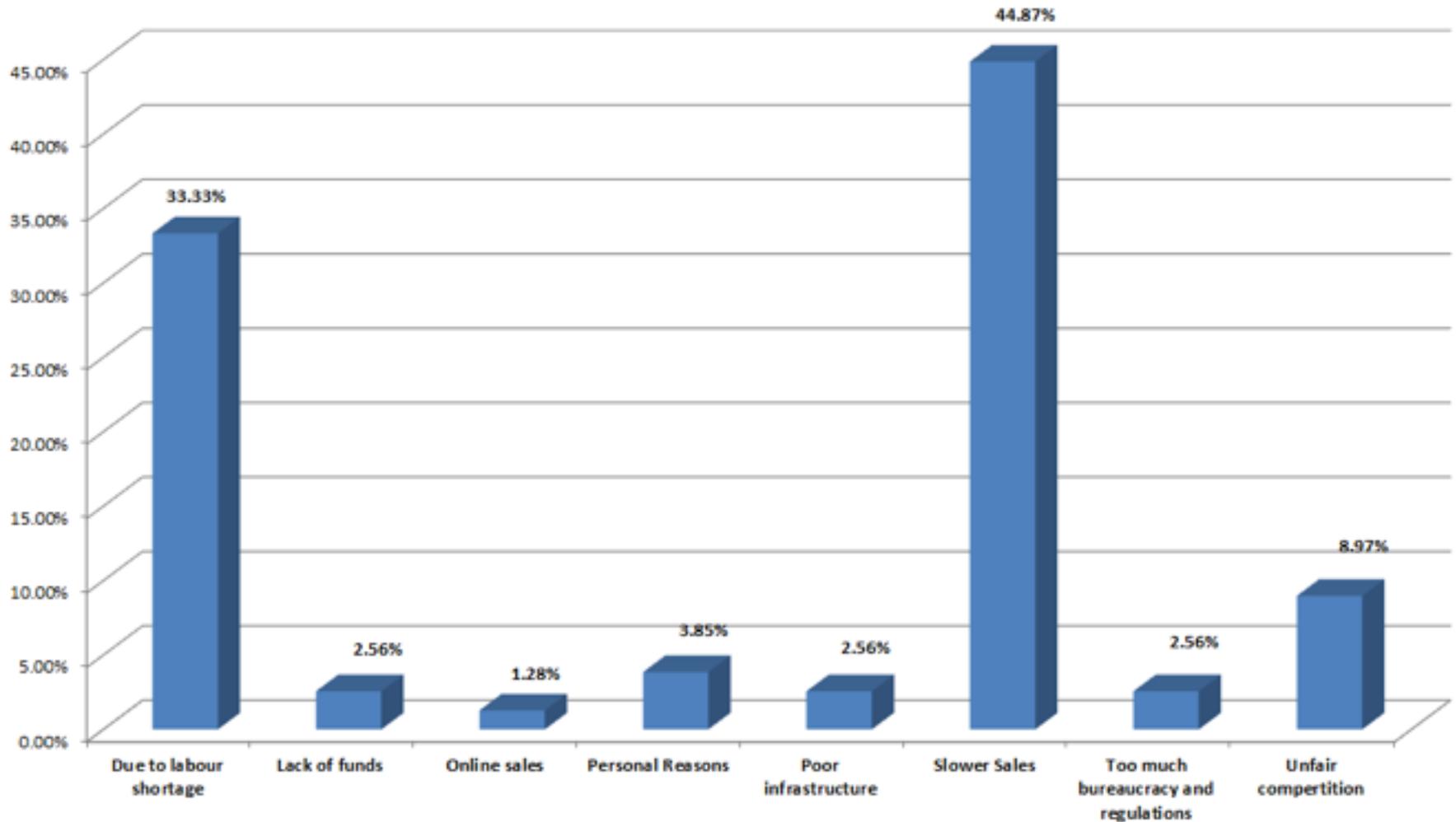
What was this investment?



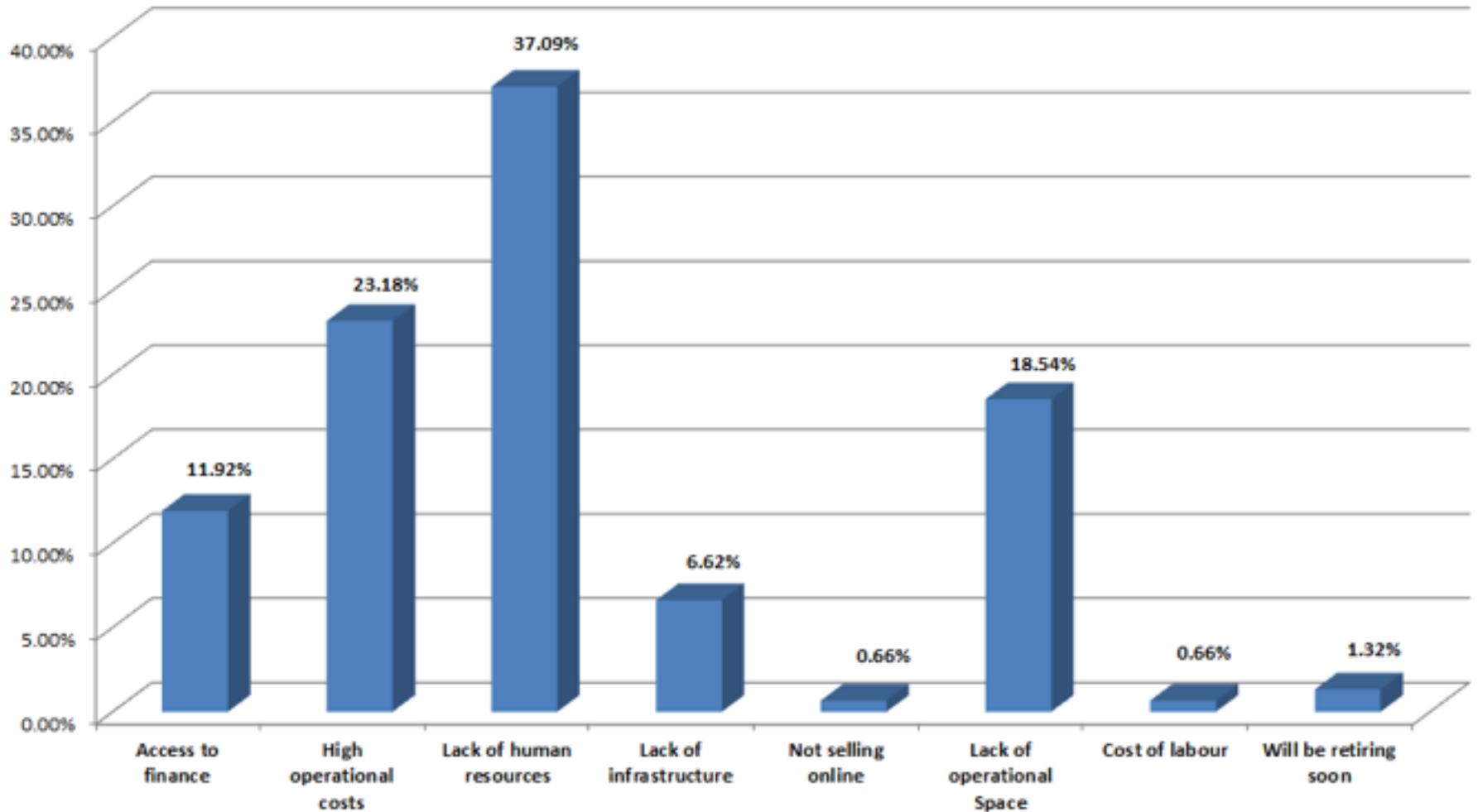
Given the current economic environment,
is your business achieving its full potential?



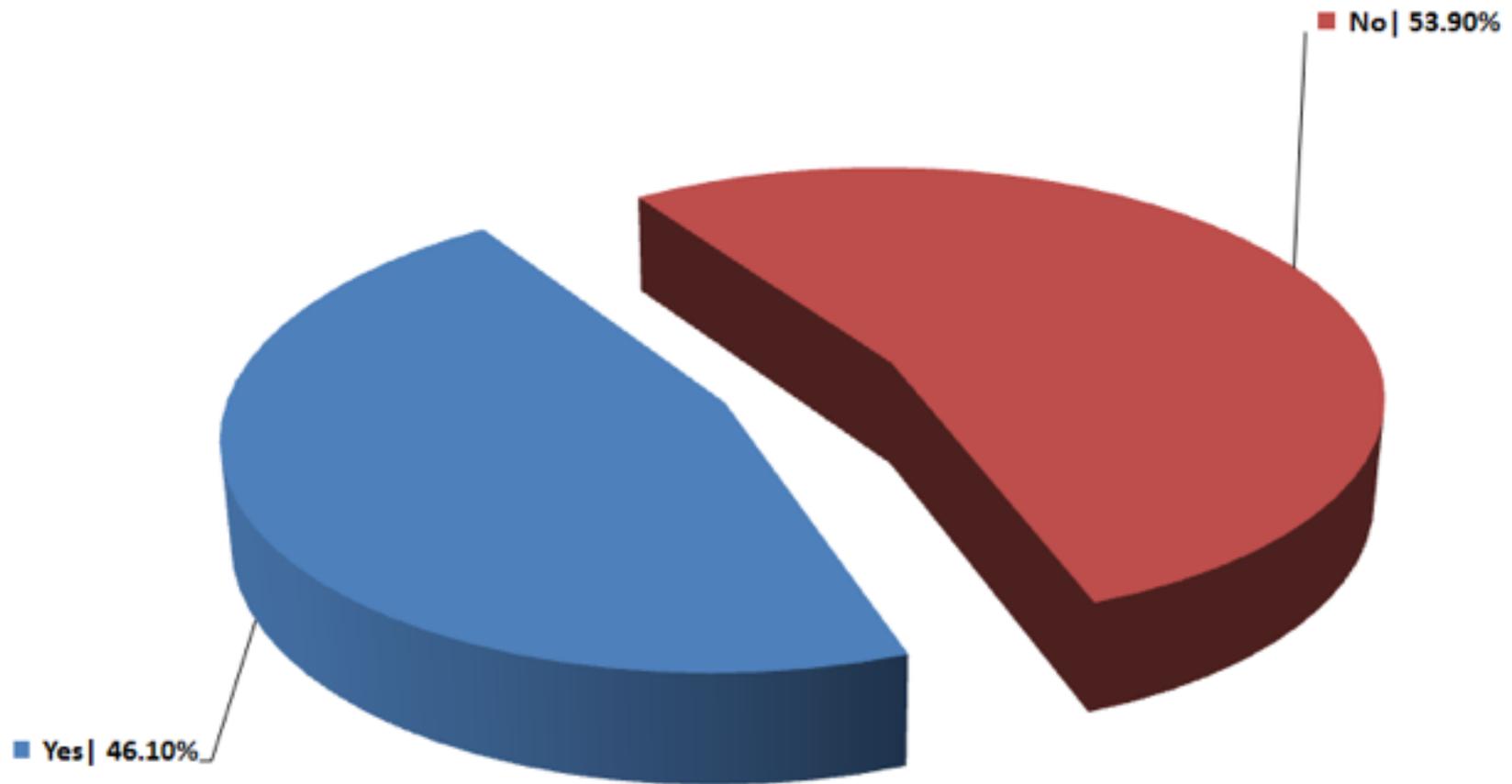
Why, in your opinion, is your business is not achieving this?



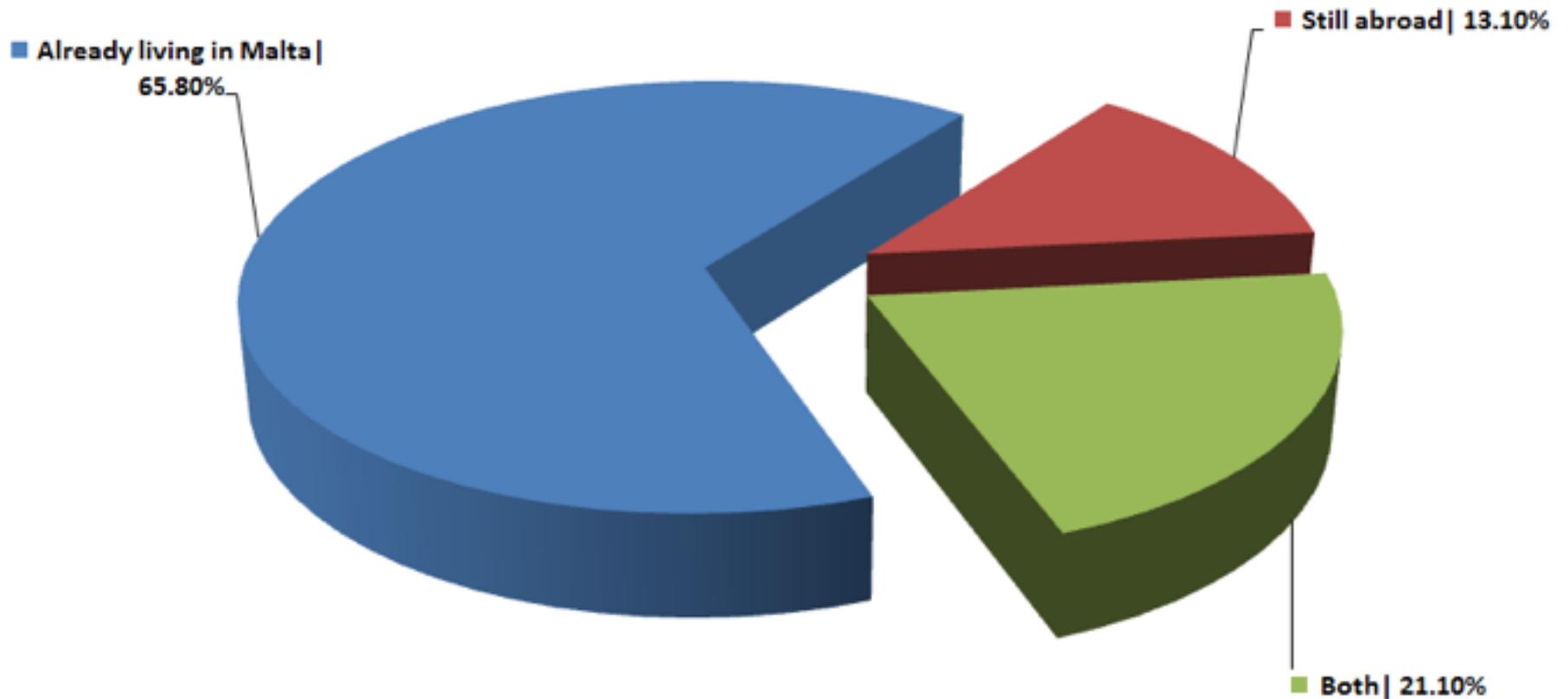
What is keeping you from expanding further to cater for the increase in demand?



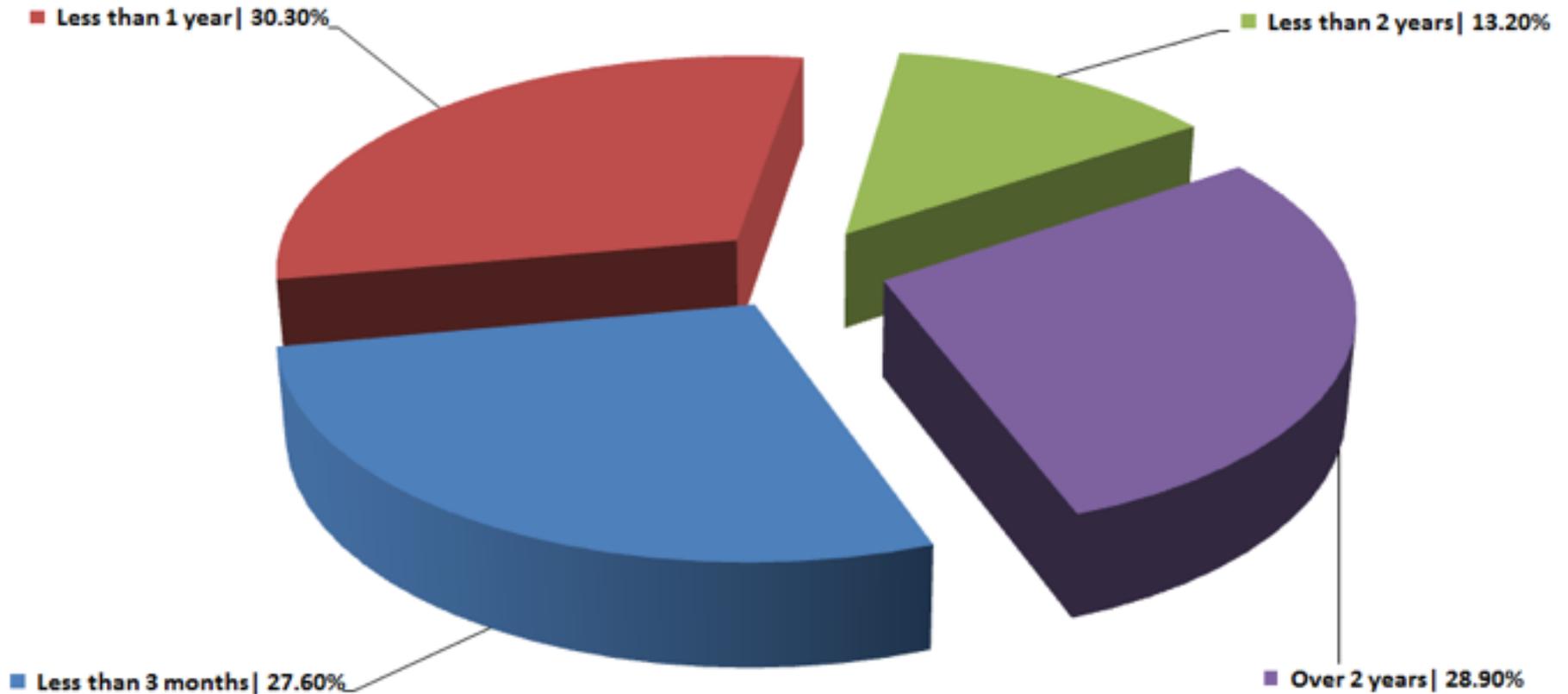
Have you tried employing third country nationals?



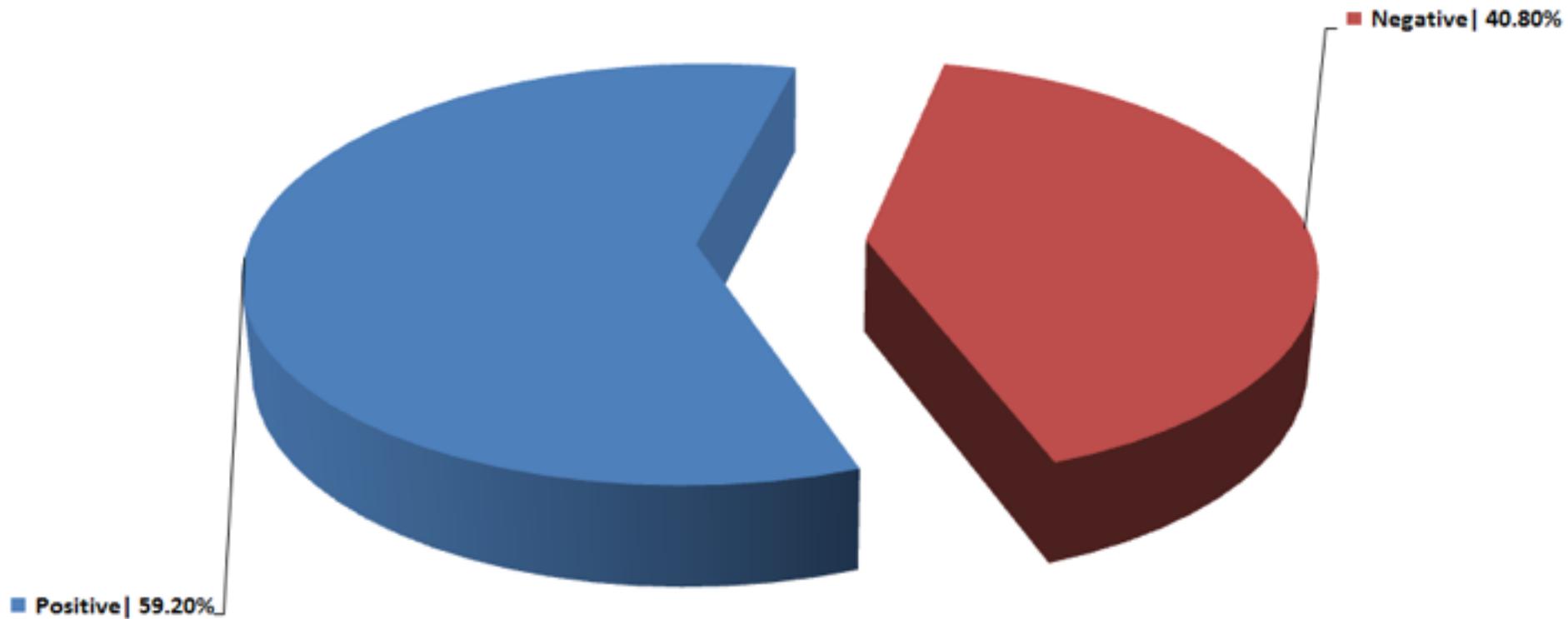
Did you employ TCNs already in Malta or while they were still abroad?



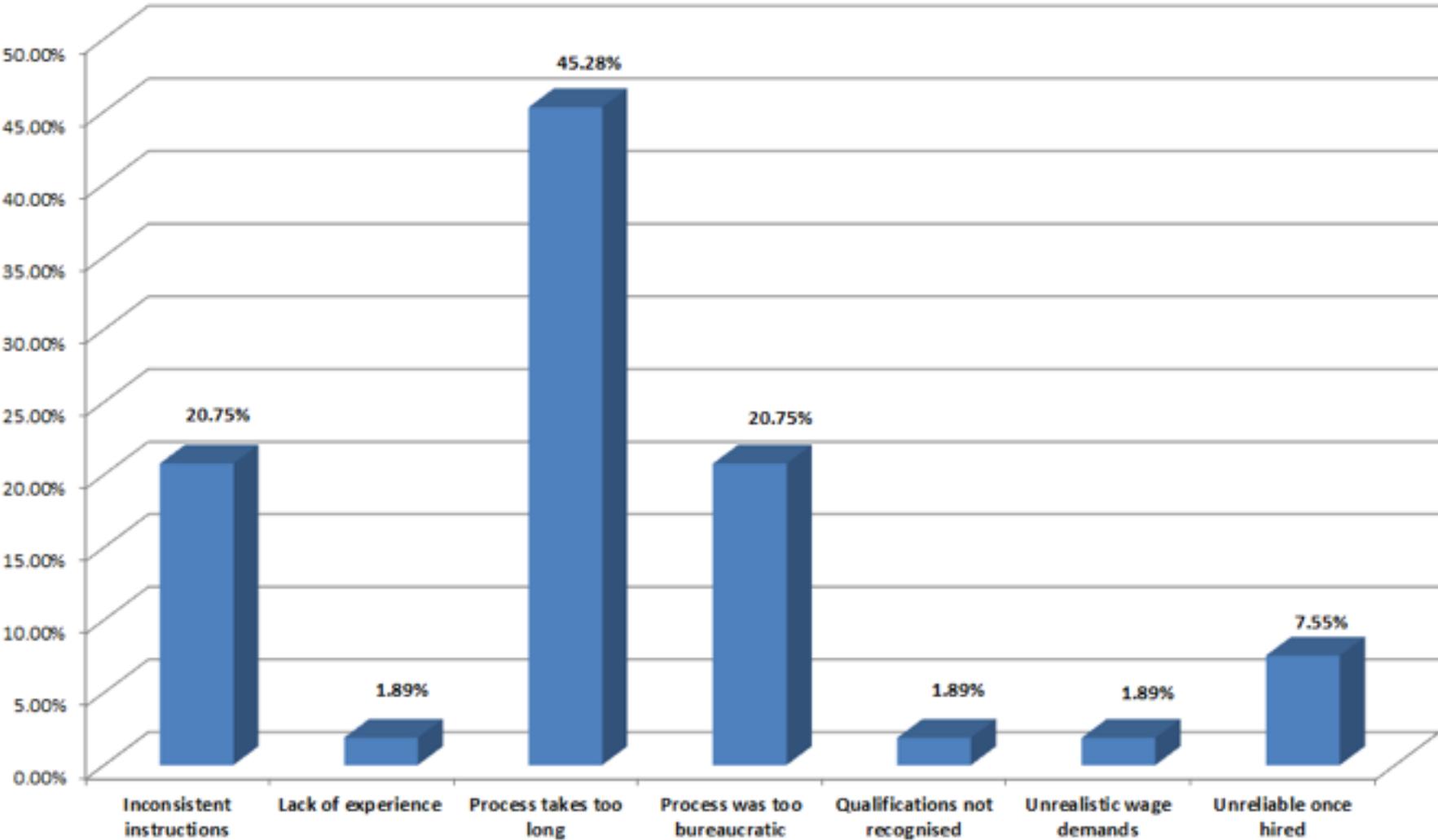
How long ago have you tried employing third country nationals?



How was your experience when you tried to employ TCNs ?



Why was your experience negative?



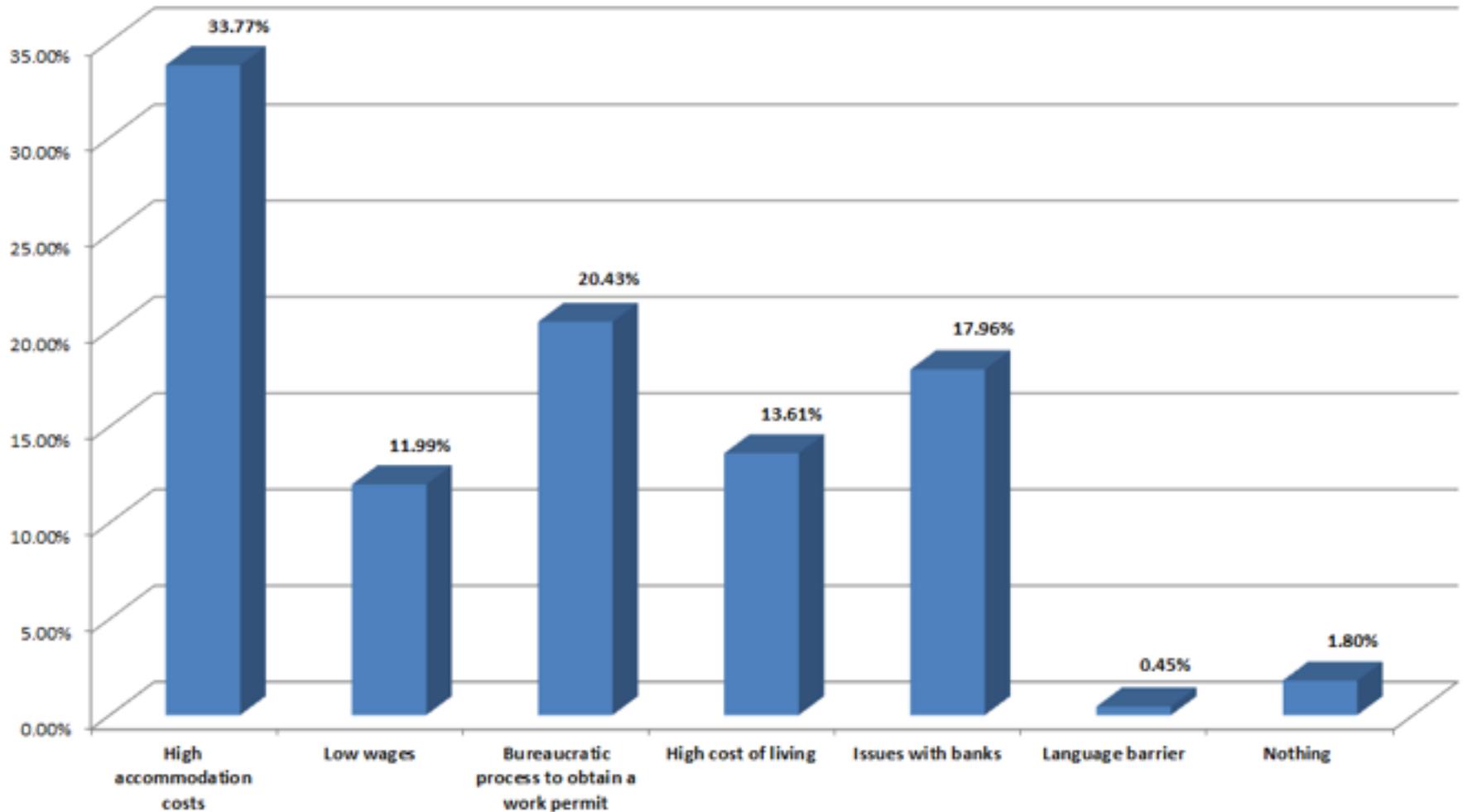
In the next 5 years Malta will need another 30K workers

mostly from outside Malta and non-EU.

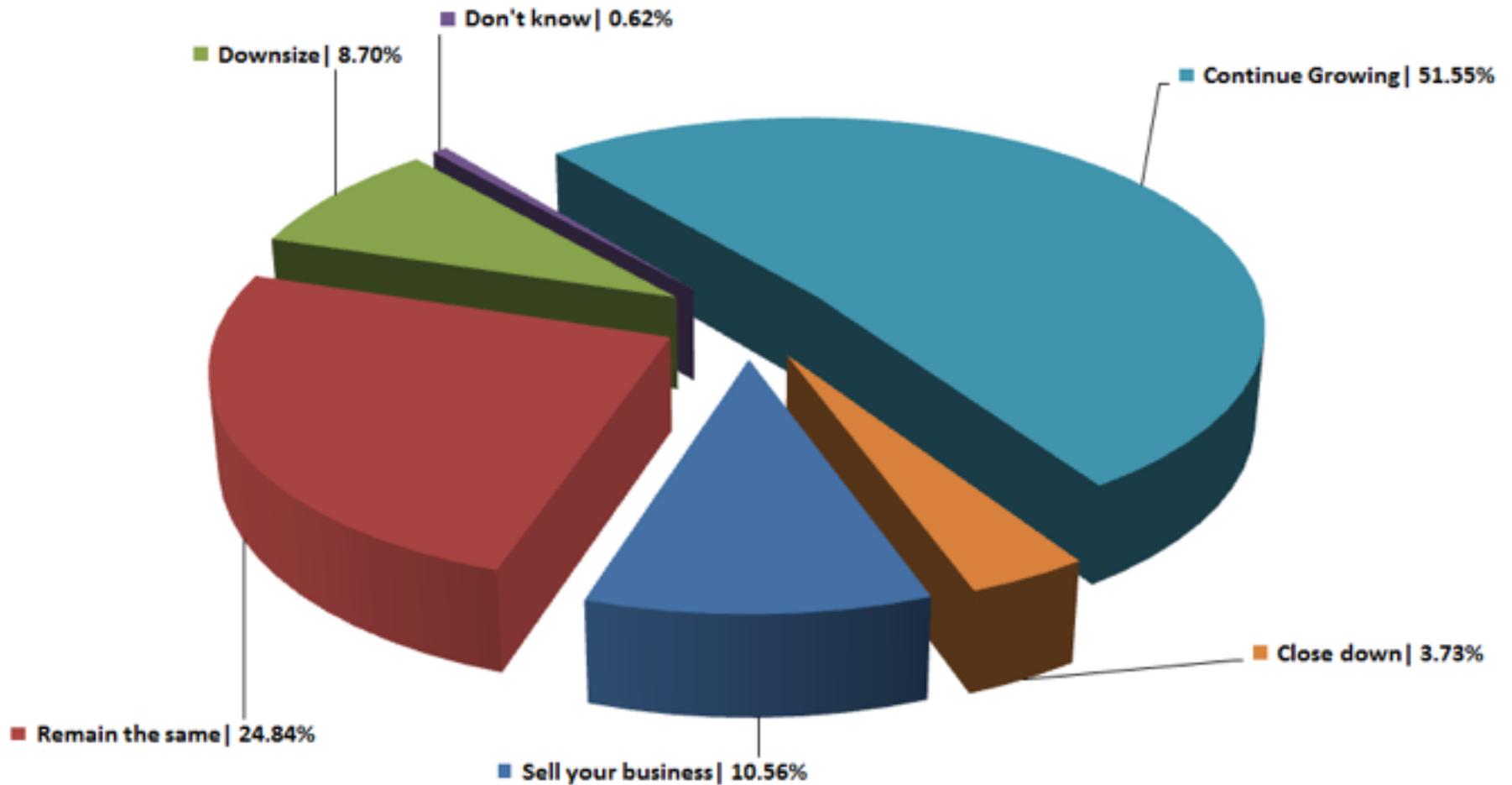
What do you think about this as a business and a Maltese citizen?

- I do not agree;
- We should first make sure that we have the infrastructure to handle this increase;
- Ok with it as long as we need them;
- Rent costs need to be controlled to reduce the turnover;
- As a citizen I feel that Malta is already over populated;
- Worried about cultural differences;

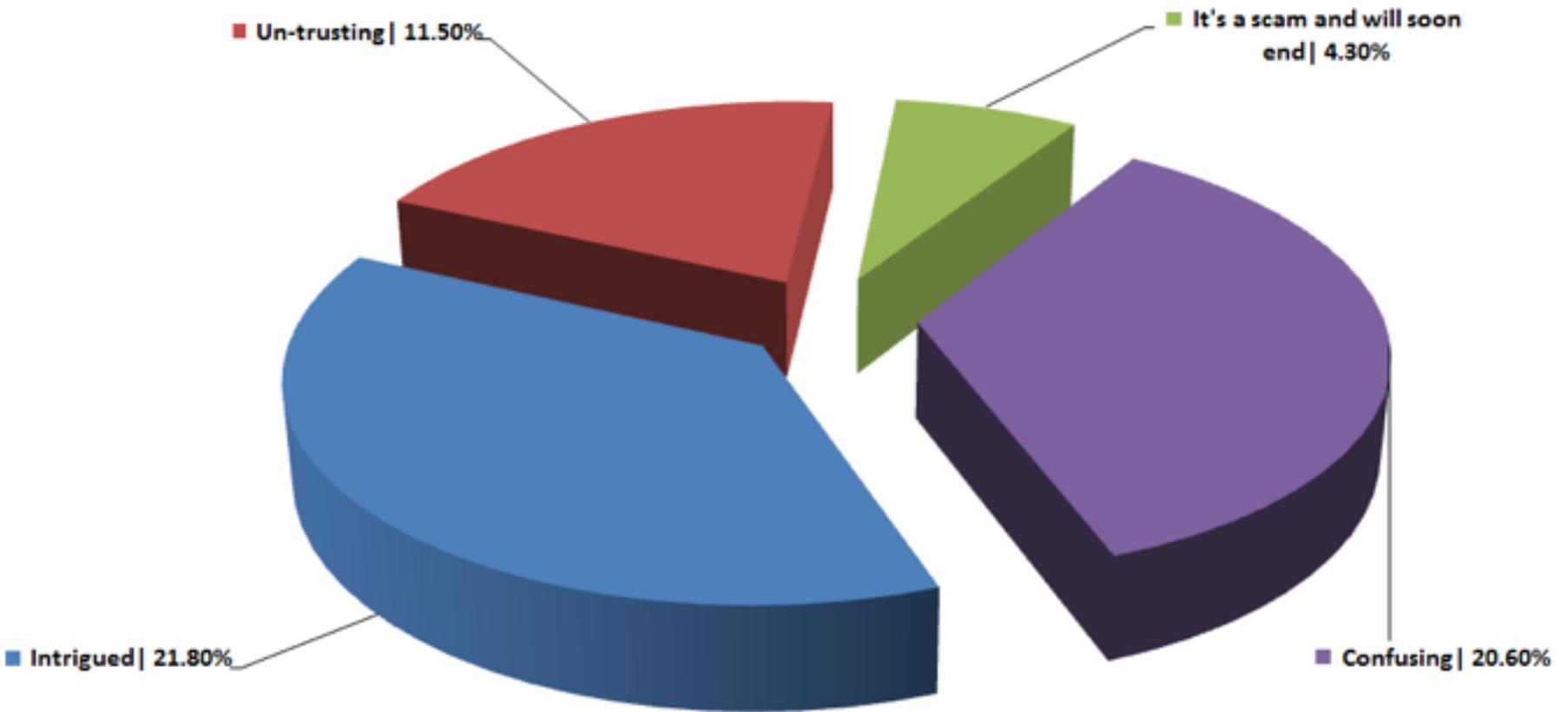
What factors in your opinion are keeping Third Country Nationals from coming to work in Malta?



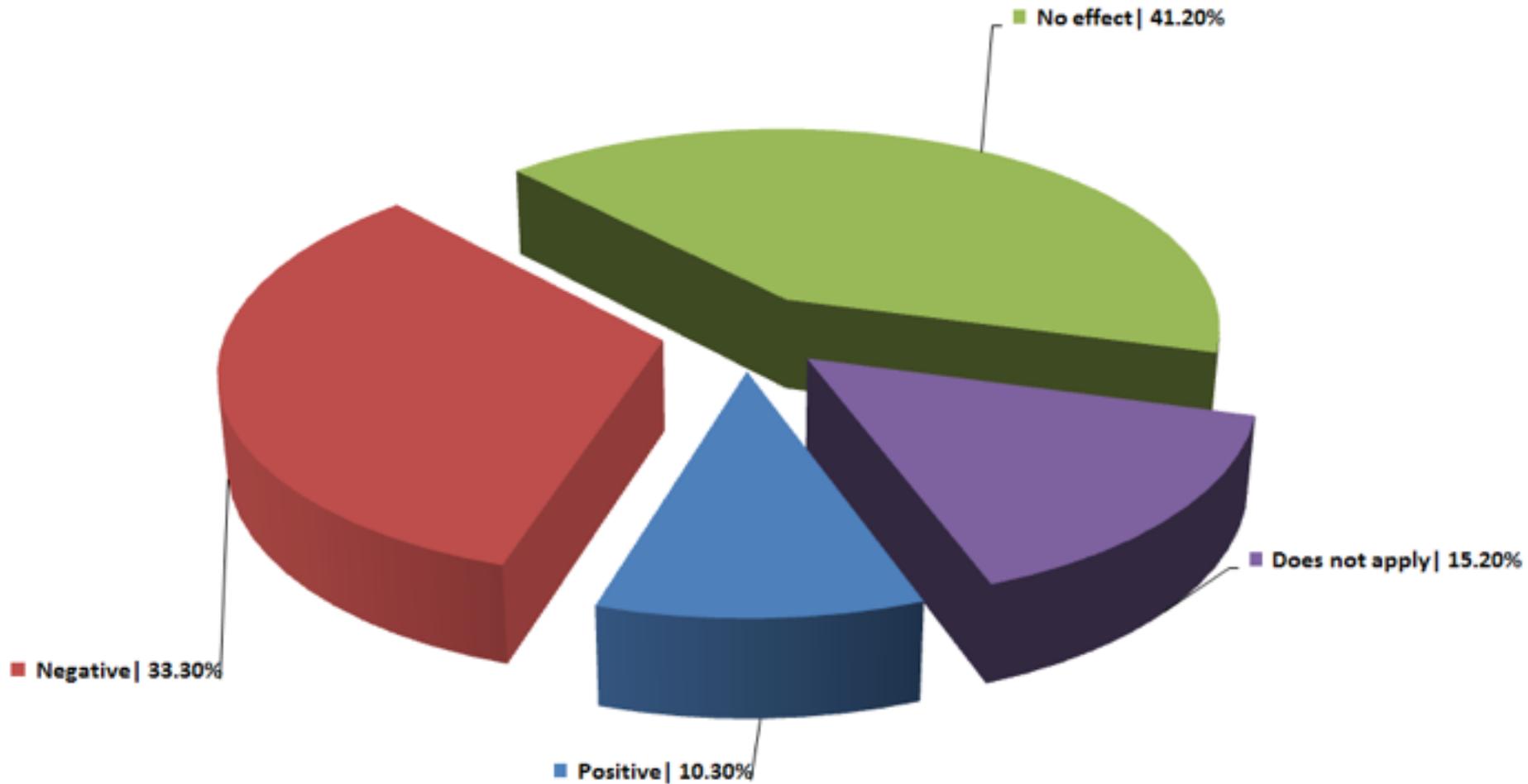
In the next to 5 years do you envisage your business to:



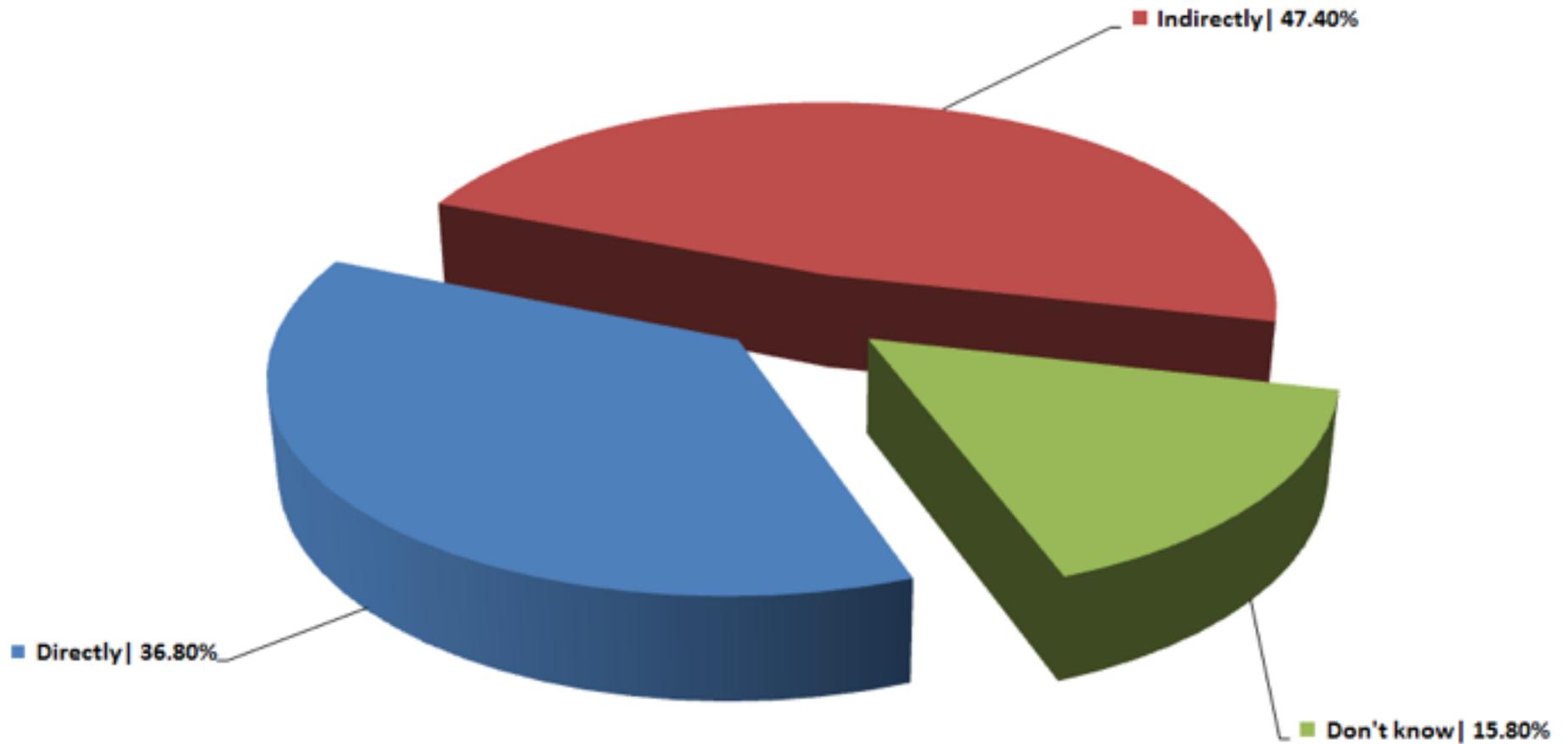
How do you feel about new technologies such as cryptocurrencies and blockchain?



What effect will BREXIT have on your business, if any?



How will BREXIT effect your business?



Why in your opinion will this have a negative effect?

- Will have a negative effect on tourism from the UK
- Import duties might be introduced;
- Many businesses in Malta depend on imports from the UK;
- Will Malta remain a place for British expats?
- Not sure - There is a lot of uncertainty at the moment;

THANK YOU

