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Malta

Exporter Guide

Road Map to Malta

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Report Highlights: The Republic of Malta is a small, densely populated island nation situated in the Mediterranean Sea. The country's official languages are Maltese and English, although there are strong historical ties to Italian due to the proximity to Italy. Malta gained its independence from Britain in 1964 and joined the European Union on May 1, 2004. Malta adopted the Euro on January 1, 2008.

Includes PSD Changes: No
Includes Trade Matrix: No
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Republic of Malta Overview

The Republic of Malta is a small, densely populated island nation situated in the Mediterranean Sea. The country's official languages are Maltese and English, although there are strong historical ties to Italian due to the proximity to Italy. Malta gained its independence from Britain in 1964 and joined the European Union on May 1, 2004. Malta adopted the Euro on January 1, 2008.

Maltese Agriculture and Fishery

Malta's agricultural sector is comprised of horticulture, dairy, livestock, and agro-processing. There are 12,340 registered farmers on the islands. Agriculture production consists mainly of fruits and vegetables, potatoes, cauliflower, melons, onions, tomatoes, eggplants, grapes, wheat, barley, tomatoes, and green peppers, which cover 50% of the agricultural land. The remaining land is devoted to largely to fruit production, including peaches, citrus, figs, prickly pears and strawberries. Wine making remains very important in Malta and is considered to be a growing industry.

Livestock production is also considered a vital element in Maltese agriculture. The total livestock population includes; 17,940 cattle, 73,607 pigs, 14,861 sheep, and 5,374 goats. Egg production is estimated at 4,500 tons, while cow milk production in 2007 amounted to 43,000 tons.

Although the Maltese fishery industry is small in size, it employs more than 328 fishermen, with a fishing fleet of about 1,890 small traditional boats.

Economic Overview

Malta's major resources are limestone, a favorable geographic location, and a productive labor force. However, Malta produces only about 20 percent of its food needs, has limited fresh water supplies, and has few domestic energy sources. The economy is dependent on foreign trade, manufacturing and tourism. Europe's economic expansion has lifted Malta's exports, tourism, and overall growth.

GDP per capita

\$23,400

Total Exports

\$3.238 billion

Total Imports

\$4.541 billion

Population

403,532 (July 2008 est.)

Labor Force

166,000

Labor Force by Occupation

Agriculture: 3%
Industry: 22%
Services: 75%

Unemployment Rate

6.4%

Market Overview – Challenges & Opportunities

While Malta is a small country compared to other EU Member States, it is considered to be a major tourist destination, and hosts thousands of young students eager to learn English throughout the year. Malta's strategic location in the Mediterranean, with proximity to both Europe and North Africa, is an important asset. However, a lack of direct flights with the United States and the long distance involved in shipping goods directly from the United States traditionally has limited bilateral trade. Malta does have a direct shipping connection from the United States for containerized shipments, but partial shipments must still be shipped through neighboring European ports. Local Maltese importers have succeeded in overcoming these difficulties by importing high value, low volume items and/or sourcing American goods from U.S. subsidiaries or associates in Europe.

During 2007, the United States was Malta's second largest trading partner outside of the EU, supplying 5.4% of Malta's total imports and 12.6% of Malta's total exports. Key products imported from the United States include cereals, which are mainly used for the bread and baking industry.

As a member of the EU, the application of uniform EU standards and certificates makes it easier for U.S. firms with prior experience doing business in Europe to expand their business interests in Malta. Although not required, most foreign suppliers appoint an agent or distributor to market their products in Malta. Franchising, licensing and joint venture agreements are also common, while several U.S. companies have chosen to set up an operating/regional office in country.

Transportation

Malta has a modern transportation infrastructure. Malta Freeport is a major maritime trans-shipment logistics center situated in the Mediterranean connecting to 100 ports worldwide. <http://www.freeport.com.mt>

Malta International Airport handles on average 2.5 million passengers per year. <http://www.maltairport.com>

Air Malta has direct scheduled flights to 37 major centers in Europe, North Africa and Middle East. <http://airmalta.com>

Malta is a growing cruise ship destination with on average per year 400 cruise ship visits and an estimated 500,000 visitors. The cruise ship terminal, in the historic Grand Harbor, was refurbished in 2005 as part of the "Valletta Waterfront" project at a cost of around \$30 million. <http://www.vallettawaterfront.com>

Local Time, Business Hours, and Holidays

The time in Malta is one hour ahead of Greenwich Time and 6 hours ahead of the East Coast of the United States (Eastern Standard Time).

TYPE OF AGRICULTURAL LAND BY DISTRICT

District	Dry Land (Ha)	Irrigated Land (Ha)	Garigue Land (Ha)	Total Area (Ha)
Malta (Total)	6,826	1,373	1,193	9,393
Gozo and Comino	1,813	134	278	2,226
Total	8,639	1,508	1,471	11,619

TOTAL AREA AND NUMBER OF VINES BY REGION

District	Area (Ha)	Number of Vines
Malta (Total)	450	1,448
Gozo and Comino	39	158
Total	490	1,606

NUMBER OF FARMS BY PIG POPULATION

District	Number of Farms	Pig Population
Malta (Total)	144	77,317
Gozo and Comino	13	4,524
Total	157	81,841

NUMBER OF FARMS BY CATTLE POPULATION

District	Number of Farms	Cattle
Malta (Total)	225	12,637
Gozo and Comino	56	5,780
Total	281	18,417

NUMBER OF POULTRY FARMS

District	Number of Farms
Malta (Total)	216
Gozo and Comino	52
Total	268

ESTIMATED QUANTITY OF MILK PRODUCTION

	Tons
Total Production of Cows' Milk	46,707
of which:	
Milk used for feed	1,634
Domestic Intersectoral Sales	45,072

Total Production of Sheep and Goats Milk	4,555
of which:	
Sheeps Milk used for the production of cheeselets	3,015
Goats Milk used for the production of cheeselets	1,358
Goats Milk transferred to dairies (0.4% of milk delivered to dairies)	181
Total	51,262

ESTIMATED QUANTITY OF EGG PRODUCTION

	'000 eggs
Total Production of Eggs	97,549

NUMBER OF FISHING VESSELS

FISHING VESSELS Type	Number
Full-time Vessels (Malta)	324
Part-time Vessels (Malta)	1527
Market-Fishermen Vessels (Malta)	40
Full-time Vessels (Gozo)	109
Part-time Vessels (Gozo)	3
Market-Fishermen Vessels (Gozo)	249
Total Fishing Vessels	2,252

FISH FROM THE MALTESE ISLANDS

Species	Species (English Name)	Quantity
Lampuki	Dolphin Fish	507
Tonn	Blue-Fin Tuna	220
Pixxispad	Swordfish	133
Gambli	Shrimps / Prawns	36
Dott/Hniezer	Stone Bass	32
ivazzora	Dog Fish	17
Fanfiri	Pilot Fish	15
Cippullezz	Large Scale Scorpion Fish	10
Paqri	Common Sea Bream	7
Ohrain	Others	576
Total		1.070

TOTAL ESTIMATED OUTPUT OF FRUIT AND VEGETABLES

Gheneb	Grapes	1,314
Lumi	Lemons	997
Laring Helu	Oranges Sweet	978
Hawh	Peaches	470
Laring	Oranges	440
Frawli	Strawberries	436
Bajtar	Figs Early	204
Nuciprisk	Nectarines	146
Mandolin	Tangerines	92
Ceri Plamm	Plums Cherry	76
Frott Iehor	Other Fruit	314
Total Fruit		5,472
Grand Total		100,444

Source: Maltese Ministry for Resources and Rural Affairs

**U.S. EXPORTS OF AGRICULTURAL, FISH & FORESTRY PRODUCTS TO MALTA
CY 2003 - 2007 AND YEAR-TO-DATE COMPARISONS
(IN THOUSANDS OF DOLLARS)**

EXPORT MARKET: MALTA

PRODUCT	CALENDAR YEARS (JAN-DEC)					JANUARY - NOVEMBER COMPARISONS		
	2003	2004	2005	2006	2007	2007	2008	% CHANGE
BULK AGRICULTURAL TOTAL	6,734	1,650	4,560	4,910	4,992	4,992	2,113	-57.67
WHEAT.....	3,231	1,300	4,265	4,587	4,869	4,869	1,905	-60.88
COARSE GRAINS.....	3,180	0	0	0	0	0	0	-
RICE.....	307	297	255	249	65	65	168	158.37
TOBACCO.....	0	0	0	37	10	10	0	-100.0
PULSES.....	0	52	0	0	0	0	0	-
PEANUTS.....	16	0	0	0	0	0	0	-
OTHER BULK COMMODITIES.....	0	0	41	37	48	48	41	-16.05
INTERMEDIATE AGRICULTURAL TOTAL	1,053	338	522	1,223	1,558	1,529	1,555	1.70
VEGETABLE OILS (EXCL SOYBEAN OIL).....	63	140*	40	53	35	35	76	113.51
FEEDS & FODDERS (EXCL PET FOODS).....	14	0	0	13	0	0	27*	-
ANIMAL FATS.....	0	52	88	32	22	22	0	-100.0
PLANTING SEEDS.....	49	7	20	24	468	468	43	-90.73
SUGARS, SWEETENERS, & BEVERAGE BASES..	425*	16	12	13	21	21	38	75.80
OTHER INTERMEDIATE PRODUCTS.....	503	123	361	1,088	1,011	982	1,371*	39.67
CONSUMER-ORIENTED AGRICULTURAL TOTAL	2,006	1,565	1,066	1,019	1,390	1,254	1,476	17.77
SNACK FOODS (EXCL NUTS).....	472	521	390	108	56	56	50	-11.15
BREAKFAST CEREALS & PANCAKE MIX.....	123	39	0	0	0	0	0	-
RED MEATS, FRESH/CHILLED/FROZEN.....	426	157	31	0	127	127	6	-95.56
POULTRY MEAT.....	158	0	3	0	7	7	0	-100.0
DAIRY PRODUCTS.....	5	0	34	10	62	62	0	-100.0
EGGS & PRODUCTS.....	20	0	0	4	0	0	0	-
FRESH FRUIT.....	10	0	0	0	0	0	0	-
PROCESSED FRUIT & VEGETABLES.....	80	73	99	52	90	90	87	-3.37
FRUIT & VEGETABLE JUICES.....	13	29	0	7	11	11	0	-100.0
TREE NUTS.....	344	356	239	513	648	558	751*	34.59
WINE & BEER.....	11	0	0	18	43	43	106	147.19
NURSERY PRODUCTS & CUT FLOWERS.....	21	24	12	0	0	0	7	-
PET FOODS (DOG & CAT FOOD).....	187	202	224	258	265*	265	160	-39.66
OTHER CONSUMER-ORIENTED PRODUCTS.....	135	164	32	48	82	35	311	775.75
FOREST PRODUCTS (EXCL PULP & PAPER)	2,289	2,976	2,352	2,655	2,963	2,577	2,832	9.89
LOGS AND CHIPS.....	105	191	140	133	800	685	1,288*	87.99
HARDWOOD LUMBER.....	2,034	2,399	1,819	2,204	1,921	1,676	1,177	-29.78
SOFTWOOD AND TREATED LUMBER.....	9	10	70	124	60	48	61	28.75
PANEL PRODUCTS (INCL PLYWOOD).....	6	101	0	11	0	0	0	-
OTHER VALUE-ADDED WOOD PRODUCTS.....	135	275	324*	183	181	169	306	81.41
FISH & SEAFOOD PRODUCTS, EDIBLE	223	122	401	613	1,707*	1,707	391	-77.10
SALMON, WHOLE OR EVISцерATED.....	54	41	52	0	80	80	0	-100.0
SALMON, CANNED.....	50	81	45	117	56	56	0	-100.0
CRAB & CRABMEAT.....	0	0	0	0	9	9	0	-100.0
ROE & URCHIN (FISH EGGS).....	0	0	0	0	358*	358	0	-100.0
OTHER EDIBLE FISH & SEAFOOD.....	119	0	304	496	1,203*	1,203	391	-67.51
AGRICULTURAL PRODUCT TOTAL	9,793	3,553	6,148	7,152	7,940	7,774	5,144	-33.83
AGRICULTURAL, FISH & FORESTRY TOTAL	12,306	6,650	8,900	10,421	12,609	12,058	8,367	-30.61

ANALYSIS BY: COMMODITY AND MARKETING PROGRAMS/FAS/USDA

SOURCE: U.S. BUREAU OF THE CENSUS TRADE DATA

NOTE: * DENOTES HIGHEST EXPORT LEVELS SINCE AT LEAST CY 1970

**U.S. IMPORTS OF AGRICULTURAL, FISH & FORESTRY PRODUCTS FROM MALTA
CY 2003 - 2007 AND YEAR-TO-DATE COMPARISONS
(IN THOUSANDS OF DOLLARS)
IMPORT MARKET: MALTA**

	CALENDAR YEARS (JAN-DEC) JANUARY-AUGUST								
PRODUCT	2003	2004	2005	2006	2007	2007	2008	CHANGE	
BULK AGRICULTURAL TOTAL....		0	0	0	0	0	0	0 -	
INTERMEDIATE AGRICULTURAL TOTAL...		105	17	18	13	35	35	11 -	
68.89									
PLANTING SEEDS.....	0	4	6	0	0	0	0	5 -	
SUGARS, SWEETENERS, & BEVERAGE BASES.	93	2	0	0	0	0	0	0 -	
ESSENTIAL OILS.....	0	0	0	0	0	0	0	6* -	
OTHER INTERMEDIATE PRODUCTS.....	12	11	11	13	35	35	0	-100.0	
CONSUMER-ORIENTED AGRICULTURAL TOTAL...		13	30	4	18	60	21	55	
163.85									
SNACK FOODS (INCL. CHOCOLATE).....	0	0	0	8	24	21	17	-19.27	
FRUIT & VEGETABLE JUICES.....	4	30	0	0	0	0	0	0 -	
WINE AND BEER.....	0	0	4	10	19	0	0	38 -	
OTHER CONSUMER-ORIENTED PRODUCTS.....	9	0	0	0	18	0	0	0 -	
FOREST PRODUCTS (EXCL. PULP & PAPER)..		782*	327	355	0	0	0	0 -	
PANEL PRODUCTS (INCL. PLYWOOD)....	782*	319	294	0	0	0	0	0 -	
OTHER VALUE-ADDED WOOD PRODUCTS...	0	8	60*	0	0	0	0	0 -	
FISH & SEAFOOD PRODUCTS, EDIBLE.....		11	25	405	1,573	2,107	816	2,656	
225.49									
TUNA.....	11	25	395	1,491	2,107	816	2,656		
225.49									
OTHER EDIBLE FISH & SEAFOOD.....	0	0	10	83*	0	0	0	0 -	
AGRICULTURAL PRODUCT TOTAL		118	47	22	31	95	56	66	
18.96									
AGRICULTURAL, FISH & FORESTRY TOTAL		910	399	782	1,605	2,202	871	2,722	
212.31									

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ANALYSIS BY: COMMODITY AND MARKETING PROGRAMS/FAS/USDA
SOURCE: U.S. BUREAU OF THE CENSUS TRADE DATA
NOTE: * DENOTES HIGHEST IMPORT LEVELS SINCE AT LEAST CY 1970

Key USDA-FAS Contacts

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