



THE MALTA CHAMBER

## PRESS RELEASE

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### **The Malta Chamber and FIMBank Sign Alliance Agreement to Promote Corporate Finance and Business Growth**

The Malta Chamber of Commerce, Enterprise and Industry and FIMBank plc have signed an Alliance Agreement aimed at strengthening collaboration and promoting greater awareness of banking and corporate finance solutions among Malta's business community.

Through this agreement, both organisations will work together to address key themes within the banking sector, with a particular focus on access to finance, working capital finance, business support, internationalisation and the promotion of core business principles.

The collaboration will seek to provide businesses with greater insight into the financial solutions and banking services available to support their operations, facilitate international trade and pursue growth opportunities in local and international markets.

Access to appropriate financing and effective corporate finance solutions can play an important role in enabling businesses to manage working capital, strengthen their financial resilience and expand into new markets. By combining The Malta Chamber's engagement with the business community and FIMBank's expertise in corporate banking and trade finance, the partnership aims to encourage informed financial decision-making and support enterprise development.

Commenting on the agreement, William Spiteri Bailey, President of The Malta Chamber, said that "access to finance is a key enabler of business growth, investment and international expansion. As Malta seeks to transition towards a higher-value economic model, it is essential that businesses have access to the right financial tools, expertise and support to strengthen their competitiveness and seize new opportunities. Through this alliance with FIMBank, we aim to encourage greater awareness of corporate finance and trade finance solutions, while reinforcing the principles of responsible business, sound financial management and sustainable growth."

Over the past years, we have focused on building a team that combines experience, expertise and a genuine passion for customer service," says Chris Trapani, Senior Vice President Head of Retail and Corporate Banking at FIMBank. "Every member of the team brings unique strengths and perspectives, allowing us to better understand the needs of businesses across different sectors. Our goal is not simply to provide financing, but to build long-term relationships and become trusted partners in our clients' growth journey."

The agreement reflects the shared commitment of both organisations to supporting Malta's business community through knowledge-sharing, collaboration and initiatives that respond to the evolving needs of enterprises. By placing banking, finance and internationalisation at the centre of

their cooperation, The Malta Chamber and FIMBank will seek to help businesses better understand the opportunities available to them and strengthen their capacity to grow sustainably.

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