

Malta
International
Business
Awards **2027**

Entry Guidelines and Regulations

ORGANISED BY

TRADEMALTA 

STRATEGIC PARTNER



ENDORSED BY



GOVERNMENT OF MALTA
MINISTRY FOR FOREIGN
AND EUROPEAN AFFAIRS



THE MALTA CHAMBER

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 **Grant Thornton**

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Foreword from the Chief Executive Officer

Welcome to the fourth edition of the Malta International Business Awards.

Malta's size has never defined the ambition of its business community. Across sectors and markets, Malta-based enterprises continue to demonstrate their ability to compete, establish strong commercial relationships and create value beyond our shores. The Awards provide an important platform to recognise these achievements and the vision, resilience and commitment behind them.

At TradeMalta, we regard internationalisation as an important contributor to Malta's long-term economic development. Access to overseas markets enables companies to scale, diversify and strengthen their position.

We continually see the determination of Malta-based businesses to grow internationally. We also know that entering new markets is not always easy. It takes time, commitment, and the ability to adapt to different markets, cultures, and ways of doing business. It also takes the confidence to keep going when challenges arise.

Such Awards recognise businesses at different stages of their international journey, from emerging exporters and smaller businesses taking their first steps into international markets, to established companies expanding their presence and exploring new opportunities. This edition also gives greater prominence to innovation and diversification, reflecting their growing importance in building resilient and sustainable enterprises.

Empowering local businesses to expand internationally is at the heart of what we do at TradeMalta. Through our funding programmes, market opportunities and support services, we aim to help businesses build the connections, knowledge, and confidence they need to succeed in international markets.

I encourage eligible businesses to put themselves forward for this year's Awards. We have removed the registration fee for this edition, making it easier for more businesses to take part and have their achievements recognised. Whether you are an established exporter or at an earlier stage of your international journey, we would like to hear your story.

The Awards are ultimately about more than individual achievement. They reflect the collective drive of a business community that continues to look beyond Malta, compete on its merits and contribute to the country's economic development.

I look forward to discovering this year's entries and to celebrating the companies and people behind their success at the Malta International Business Awards 2027, scheduled to be held in March 2027.

Tania Brown

Chief Executive Officer
TradeMalta Limited

Overview

The Malta International Business Awards (MIBA) is the platform that celebrates the achievements of Malta-based businesses successfully increasing the footprint of their goods and services in international markets.

The Awards provide an opportunity for ambitious companies to showcase their accomplishments, gain recognition for their internationalisation efforts and success, and benchmark their progress against other businesses operating in global markets.

The Awards recognise businesses that demonstrate ambition, resilience, and sustainability in representing their Maltese product internationally.

The Malta International Business Awards are organised by TradeMalta and endorsed by the Ministry for Foreign and European Affairs and The Malta Chamber of Commerce, Enterprise, and Industry.

The Awards are supported by Strategic Partners, HSBC Bank Malta p.l.c. in partnership with Grant Thornton.

Key Dates



Recognition and Rewards

Apart from raising your company's profile you will also benefit from:



CORPORATE VIDEO:

TradeMalta will finance and produce a short corporate video for each finalist, highlighting their internationalisation journey. The videos will be showcased during the Awards Night and subsequently provided to the finalists for their own promotional use across their communication channels.



AWARD LOGO:

Winners will receive the exclusive opportunity to use the Malta International Business Awards Winner 2027 logo across their marketing materials, communications, and stationery, showcasing their achievement and recognition beyond the Awards Night.



FREE PROMOTION:

Finalists, category winners, and the overall winners will benefit from promotional visibility conducted by TradeMalta before, during, and after the Awards Night.



A TROPHY:

Each winning company will receive a commemorative bespoke trophy.

Why Participate?

Participation in the Malta International Business Awards provides an opportunity to raise your company's profile both locally and internationally, showcasing your achievements, capabilities, and commitment to excellence.

Beyond recognition, the Awards enhance your reputation as an employer of choice, helping you attract and retain top talent in an increasingly competitive labour market.

The Awards also offer a valuable opportunity for reflection and growth. Through the application process, companies and their leadership teams can assess their internationalisation journey, gain insights from industry experts, and receive constructive feedback to support their future strategies and ambitions.

How to apply?

Applications are open to Malta-based businesses that generate substantial value-added activity in Malta through the development, production or delivery of their goods and services, with a demonstrated focus on exporting to and serving international markets. Nominations may be submitted by completing the online application form available on www.trademalta.org/miba.

Applicants will be asked to provide details of their internationalisation journey to date, as well as outline their future plans. Participants will also be required to upload supporting documentation to strengthen their submission.

The application form is expected to take approximately one hour to complete, provided that the necessary supporting documents, including financial statements and audited export figures, are readily available.

An application will only be considered eligible if and when it is submitted by the stipulated deadline and is complete with all required information and supporting documentation.

The Award Categories

There are four award categories, and an overall winner.

- **Micro and Small Exporter Excellence Award**
- **Medium and Large Exporter Excellence Award**
- **Emerging Exporter Award**
- **Export Innovation and Diversification Award**
- **Overall Export Excellence Award**

The Adjudication Process

First Phase Application Assessment

The first phase will be carried out by Grant Thornton in liaison with TradeMalta officials. This stage of the evaluation will focus on the applicant's compliance with the application process, eligibility requirements and supporting documentation. Applications will be assessed and scored in accordance with the criteria established for each award category in this Entry Guidelines. The evaluation will be conducted in line with applicable national legislation and regulations, established industry best practices and good governance principles.

Following this evaluation, and based on a clearly defined scoring system, a number of finalists will be shortlisted for the second phase.

Second Phase Finalist Presentations and Adjudication

The second phase will be carried out by the Judging Panel appointed for this purpose. Each finalist will be given 30 minutes to deliver a PowerPoint presentation showcasing the company's export readiness and overall international expansion capabilities, the sustainability of its internationalisation strategy, and any other relevant information.

The Judging Panel will also have the opportunity to ask additional questions during the presentation, with the aim of assessing the strength of the company's internationalisation position and its potential for continued international growth.

Eligibility and Entry Requirements

1. Participation in the Malta International Business Awards 2027 is free of charge, with no application or submission fees applicable.
2. Participants can submit applications for up to two award categories.
3. Four category winners will be selected, one for each award category. From these four category winners, one Overall Export Excellence Award winner will be selected as the overall winner of the Malta International Business Awards 2027.
4. Applications from economic operators that are active in the sectors listed in the International Trade Promotion Incentive Scheme Guidelines Pg11 available on www.trademalta.org/Int-Trade-Promotion-Incentive-Scheme-Guidelines.pdf may apply for the awards.
5. Economic operators that are not active in the eligible sectors listed in the International Trade Promotion Incentive Scheme Guidelines may not apply, unless they carry out an economic activity that generates substantial added value in Malta and provides a direct economic benefit to the Maltese economy, in line with the exception provided under Section 3.1(e) of the Guidelines. Any such eligibility shall be subject to TradeMalta's assessment and approval, in line with established policy.
6. Only applications submitted online on www.trademalta.org/miba will be accepted.
7. Participants are advised to keep a copy of this Entry Guidelines handy whilst submitting their applications.
8. Entrants are urged to submit clear and concise information. The use of charts, tables, images or other illustrations is advisable.
9. Entrants should include as much evidence as possible of their achievements.
10. Entrants will be asked to submit information about their international business strategy and achieved results. The request for information for each award is categorised, as follows:
 - Overall performance, including financial results and investments. Entrants must submit audited accounts for the past three years. Where necessary, documents must be certified by an auditor, an accountant, or a competent authority to attest to their veracity. All documentation will be treated with strict confidentiality. Applicants for the Emerging Exporter Award need to submit audited accounts for the past 18 months.
 - Detailed information about market knowledge and international marketing efforts, being undertaken through the company's Malta office.
 - Detailed information about capacity building, including human resource development, and innovation within your product or service.
11. Any information provided will be kept confidential and solely used for the purpose of evaluating this competition.
12. Participation entitles each applicant to one complimentary ticket to the Gala Dinner. Additional tickets may be purchased separately.
13. For more information kindly refer to www.trademalta.org/miba or contact TradeMalta at miba@trademalta.org or call 2247 2400.

Link to
International
Trade Promotion
Scheme
Guidelines pdf



The Awards

Micro and Small Exporter Excellence Award

DEFINITION: This award recognises a micro or small Malta-based enterprise that has demonstrated outstanding performance in exporting its products or services, taking into consideration its size, available resources and operational capacity.

ELIGIBILITY: (for the purpose of this award) Businesses employing up to 50 employees

To Apply

In the online application form, you will be asked to provide information relating to the following:

Overall Results of the Company

- Company details and a brief description of the company's activities.
- Audited financial statements for the past three years. The commissioned auditors will calculate metrics relating to growth and profitability based on the submitted accounts.
- International revenue as a percentage of turnover, verified by a Certified Public Accountant.
- Other information relating to growth in markets and/or clients.
- Information relating to investment in internationalisation.

Market Knowledge and Marketing Efforts

- A description of the company's Unique Selling Proposition (USP).
- International marketing and business development efforts undertaken.
- The number of international markets in which the company is present.
- The market segmentation underpinning the company's choice of markets.
- The networks established in the target market(s).

Internationalisation and Innovation Capacity and Future Plans

- Human resources dedicated to internationalisation.
- The company's innovation capacity.
- Future plans for internationalisation.

The Awards

Medium and Large Exporter Excellence Award

DEFINITION: This award recognises a medium or large Malta-based enterprise that has achieved exceptional and sustainable international business performance, supported by a strong export strategy, investment, organisational capacity and measurable economic impact.

ELIGIBILITY: (for the purpose of this award) Businesses employing more than 50 employees.

To Apply

In the online application form, you will be asked to provide information relating to the following:

Overall Results of the Company

- Company details and a brief description of the company's activities.
- Audited financial statements for the past three years. The commissioned auditors will calculate metrics relating to growth and profitability based on the submitted accounts.
- International revenue as a percentage of turnover, verified by a Certified Public Accountant.
- Other information relating to growth in markets and/or clients.
- Information relating to investment in internationalisation.

Market Knowledge and Marketing Efforts

- A description of the company's Unique Selling Proposition (USP).
- International marketing and business development efforts undertaken.
- The number of international markets in which the company is present.
- The market segmentation underpinning the company's choice of markets.
- The networks established in the target market(s).

Internationalisation and Innovation Capacity and Future Plans

- Human resources dedicated to internationalisation.
- The company's innovation capacity.
- Future plans for internationalisation.

The Awards

Emerging Exporter Award

DEFINITION: This award recognises a Malta-based business that completed its first commercial export sale or international service contract during the 18 months immediately preceding the application closing date.

ELIGIBILITY: (for the purpose of this award) Start-ups or established businesses of any size that completed their first international sale within the preceding 18 months. They must demonstrate early export success, international market traction and credible potential for sustainable overseas growth.

To Apply

In the online application form, you will be asked to provide information relating to the following:

Overall Results of the Company

- Company details and a brief description of the company's activities.
- Audited financial statements for the past three years. The commissioned auditors will calculate metrics relating to growth and profitability based on the submitted accounts.
- International revenue as a percentage of turnover, verified by a Certified Public Accountant.
- Other information relating to growth in markets and/or clients.
- Information relating to investment in internationalisation.

Market Knowledge and Marketing Efforts

- A description of the company's Unique Selling Proposition (USP).
- International marketing and business development efforts undertaken.
- The number of international markets in which the company is present.
- The market segmentation underpinning the company's choice of markets.
- The networks established in the target market(s).

Internationalisation and Innovation Capacity and Future Plans

- Human resources dedicated to internationalisation.
- The company's innovation capacity.
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In this category, the aspect of a USP with high growth potential will be weighed higher than in other categories.

The Awards

Export Innovation and Diversification Award

DEFINITION: This award recognises a Malta-based exporter that has successfully used innovation to diversify its international business. Innovation may relate to a product, service, technology, process, business model, marketing channel or market-entry approach.

Diversification may relate to entering new countries, exporting new products or services, targeting new customer segments, or adopting new international sales and distribution channels, thereby reducing dependence on a single market, product or customer group.

ELIGIBILITY: (for the purpose of this award) Established and emerging exporters of any company size that implemented an export innovation or diversification initiative within the preceding three years.

To Apply

In the online application form, you will be asked to provide information relating to the following:

Overall Results of the Company

- Company details and a brief description of the company's activities.
- Audited financial statements for the past three years. The commissioned auditors will calculate metrics relating to growth and profitability based on the submitted accounts.
- International revenue as a percentage of turnover, verified by a Certified Public Accountant.
- Other information relating to growth in markets and/or clients.
- Information relating to investment in internationalisation.

Market Knowledge and Marketing Efforts

- A description of the company's Unique Selling Proposition (USP).
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Internationalisation and Innovation Capacity and Future Plans

- Human resources dedicated to internationalisation.
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The Awards

Overall Export Excellence Award

The Overall Export Excellence Award is the highest recognition presented at the Malta International Business Awards. It is awarded to one of the category winners that demonstrates the strongest overall combination of export performance, international strategy, innovation, resilience, sustainable growth and contribution to Malta's economy.

The award recognises a business that has demonstrated exceptional and sustained international performance, supported by a strong export strategy, measurable results and a clear contribution to Malta's international business community.



