



**HILI**  
**VENTURES**







From its headquarters in Malta, Hili Ventures steers the group towards continued growth in selected sectors and markets.

We partner some of the world's most valuable names like McDonald's, Apple, IBM, Microsoft, Cisco, Lenovo, CMA CGM, Konecranes, Terberg, Allison and Hoffmann, in more than 12 countries across Europe, the Middle East and North Africa.

Thanks to our 3,500 people, we excel at logistics, engineering, IT and security solutions, and operating

quick service restaurants and retail operations in partnership with the most admired global brands. Just like our partner brands, we nurture our own reputation for exceeding customer expectations every day.

Our determination is to grow our geographical footprint, enhance our leadership of the industry sectors we operate in, and strategically branch out in complementary markets.



# THE COMPANY WE KEEP

We're proud to be in great company. We have a track record for meeting the most stringent standards, delivering on highly challenging briefs, and exceeding expectations.

Trust is our calling card. We are privileged to have been entrusted with the reputation and welfare of major names. By working to safeguard their brand integrity, we have enhanced our own.





# We truly are as good as our people

Hili Ventures strives to be a partner of choice, a supplier of choice, and an employer of choice.

We foster a culture that recognises potential and rewards initiative. We pride ourselves on our standing as a responsible and transparent employer with recruitment and promotion policies grounded in sound ethics and exemplary practice.

We never lose sight of individual personal development, even in a team of this size. All our people have access to career paths and great places to work across the group. Our best performers have inspiring stories of progression to tell.

A multinational team of **3,500** people works across Europe, the Middle East and North Africa.



Programmes for **training and education** groupwide





# HILI VENTURES

HILI  
COMPANY

HILI  
PROPERTIES

PREMIER  
CAPITAL

PTL  
INTERNATIONAL

Hili Ventures encompasses, renowned market-leading organisations engaged in **logistics and engineering; technology; property management; restaurant operations in partnership with McDonald's and retail operations with Apple.**

BELARUS  
DUBAI  
ESTONIA  
GREECE  
HUNGARY  
LATVIA  
LITHUANIA  
LIBYA  
MALTA  
POLAND  
ROMANIA





## Premier Capital plc

Premier Capital is the developmental licensee for McDonald's in Malta, Latvia, Lithuania, Estonia and Greece. Our 60 restaurants are operated by an international team exceeding 2,800 people.

Every year, more than 27 million customers are served at a McDonald's operated by Premier Capital. Our revenues exceed €89 million (FY 2013) and we have invested over €59 million into our McDonald's operation since 2008. Premier Capital plc's issue of €25 million in 6.8% 2017-2020 bonds is listed on the Malta Stock Exchange.

We live up to the McDonald's brand values of optimism, accessibility, joyfulness and fun every day by outdoing ourselves externally and internally – as we serve our customers and as we provide meaningful work experiences and career progression across our structures.



**premier  
capital**  
everyone makes  
it possible.



**30+**  
McDRIVES



**14**  
McCAFES





## Carmelo Caruana Company Ltd

A Mediterranean leader focused on delivering excellent service in shipping, warehousing, transport and logistics through a portfolio of companies since 1923.

Carmelo Caruana is the liner agency for CMA CGM and provides a range of services including port and transit services, ship-to-ship transfer of oil products, freight forwarding, airfreight, ship agency, customs brokerage, logistics supply base, free trade zone warehousing, and bespoke yacht services.

Carmelo Caruana Freeport Operations delivers tailored solutions in a free trade zone, including warehousing, repackaging, relabelling, value added services, and cross-docking.

Freight forwarding company Premier Logistics taps into select networks to offer specialised air, land and sea freight solutions to and from any destination.

STS Support Services Ltd is a maritime service provider offering offshore transshipment of petroleum.



Handles more than half the cargo entering and leaving Malta



Handles an average **2,000** vessels annually



Over **2,000** square metres of free trade zone warehousing space



Over **14,000** square metres of yard space





## Baltic Freight Services, Baltic Trucking Services, Prime Logistics

Our logistics, transport and warehousing operations in the Baltics have the world covered from Vilnius, Klaipeda and Minsk.

Baltic Freight Services, a licensed customs broker, provides air, sea and road freight and warehousing services across the globe from Vilnius. Its team has more than 15 years' experience in moving goods to and from the Baltic states, Belarus, Russia and across CIS countries.

Baltic Trucking Services operates a growing fleet of heavy vehicles to offer comprehensive road transport in the Baltics, Belarus and Russia.

Based in Minsk, Prime Logistics applies unmatched regional knowledge to provide specialist transportation services to and from the Baltics and the CIS.



Strongest in Lithuania  
**2011 | 2012**  
Creditinfo Lithuania

Reaches  
**350**  
partners offices in **90 countries**





## PTL International

Drawing all Hili Ventures' diversified technology activities into one business cluster, PTL International prides itself on a critical mass of specialised capabilities, knowledge and experience.

Across its activities in various industries and markets, PTL International enjoys high level technological, operational, and management expertise, resulting in multi-level synergies.

As it grows its portfolio, PTL International deploys its own specialists to ensure sound practices and uncompromising standards for high performance are in place in every new area of activity.



Core focus on **RETAIL**, **BUSINESS SOLUTIONS**,  
**BORDERLESS VALUE ADDED SERVICES** and **COMMUNICATIONS**





## PTL Malta

In business since 1946, PTL Malta has provided IT solutions since 1981 and now reaches out to customers with a vast portfolio of ICT and security solutions. PTL Malta has a team of more than 100 dynamic professionals, experts in business integration, enterprise-wide solutions and contracted outsourcing.

Across PTL Malta's international functions, they service a prestigious client base in Malta, the Middle East and North Africa. PTL Malta partners major names like IBM, NCR, Cisco, Prospero, Red Hat, Chubb safes, and Lenovo.



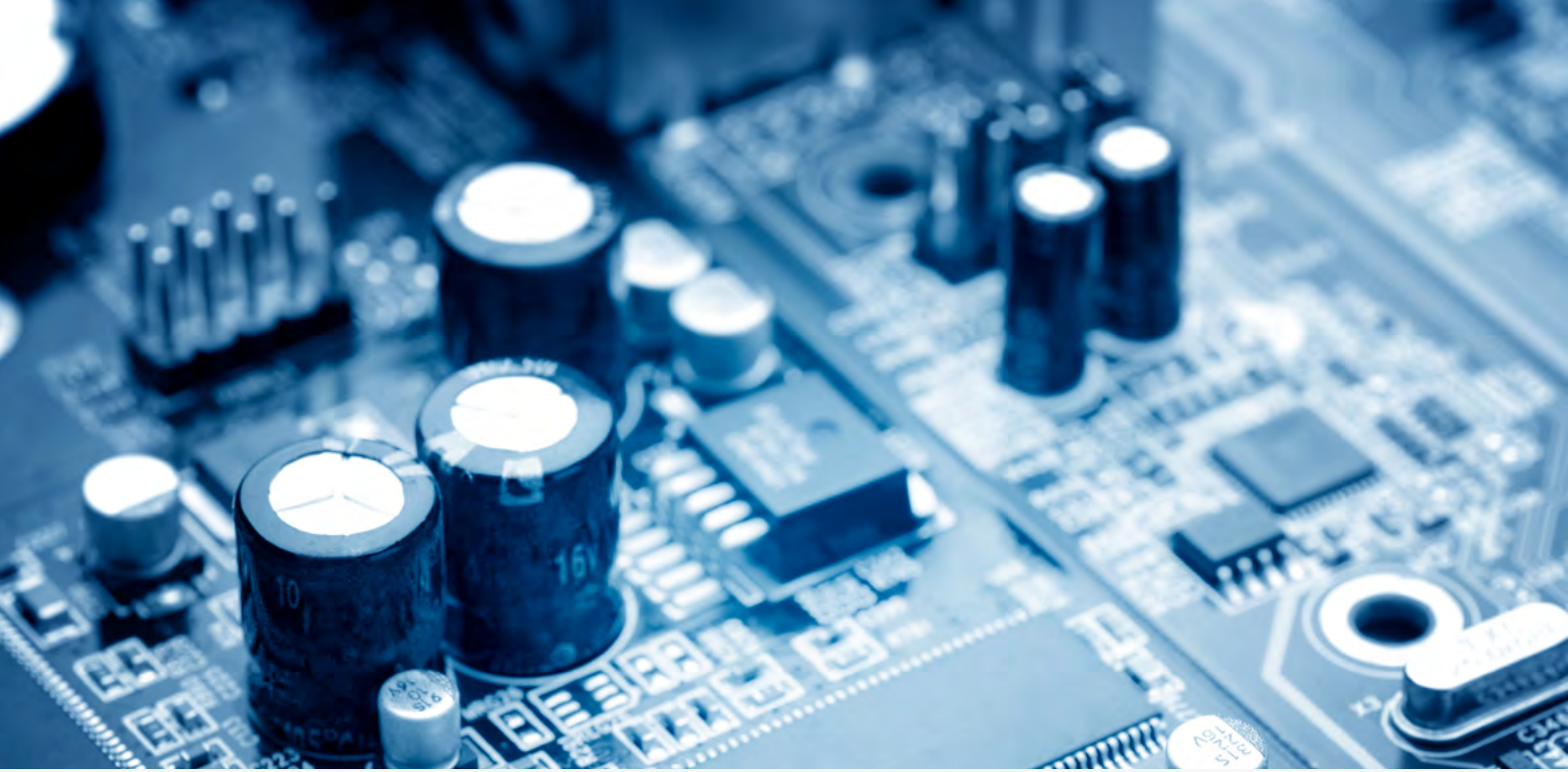
Core focus on **BANKING, RETAIL** and **HOSPITALITY**



Partner offices in  
**TRIPOLI, BENGHAZI**

Access to channel partners in  
**EGYPT, JORDAN, SAUDI ARABIA, QATAR,  
OMAN, KUWAIT, AND  
THE UNITED ARAB EMIRATES**





## PTL Middle East

PTL Middle East's team of professionals distributes and supports retail management systems and ancillary technologies to major businesses across the Middle East, North Africa and beyond.

PTL Middle East has serviced, directly and through its network of partners, more than 400 companies in the region which translates into more than 5,000 users.

By adding new products to its retail eco-system, it continues to evolve into a centre of excellence for the retail IT vertical in the region.



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PTL Middle East supports clients in  
**33 COUNTRIES**  
in Africa and Asia

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## APCO

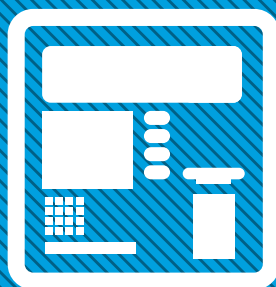
A market leader in automation products and payment solutions, APCO's major clients include international banks, retailers and internet merchants. Its reach extends to the US and South America, Europe, North Africa and the Middle East, and the Far East.

APCO's premier product is APCO Pay, a scalable integrated global payments platform with multi-currency and multi-channel options.

Within two key divisions, APCO specializes in software development, operational support, and data center operations, equipment sales, maintenance, and payment gateway services.



Payment processing for  
debit, credit cards



ATMs, 24-hour  
deposit machines



EPOS terminals  
& plastic cards





## SAD

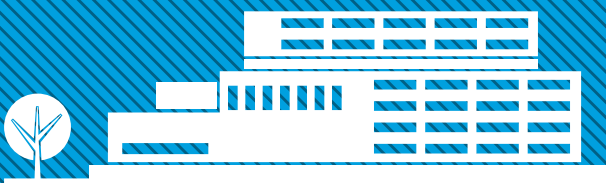
Poland's largest Apple retailer, SAD operates a chain of 22 stunning Apple Premium Resellers under the iSpot brand in Warsaw, Krakow, Gdansk, Gdynia, Wroclaw, Lodz, Poznan, and Katowice.

SAD Corporate, its B2B arm, provides supply and innovative integration solutions, technical assistance and training to corporate, local government, and individual clients, including major Polish TV stations TVN, TVP and Polsat, telecom operators, cable networks, schools and universities.

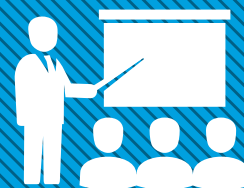
Established in 1991, SAD enjoys three statuses: Apple Premium Reseller, Apple Authorised Training Centre, and Apple Authorised Service Provider.



iSpot



Equipped **2,000**  
school technology labs



Provided technology training  
to **8,500** teachers



## Hili Salomone

A joint venture with major Maltese trading group VJ Salomone, Hili Salomone operates iCentre, a brand of Apple Premium Resellers in Hungary and Romania.

iCentre follows Apple's blueprint for Premium Resellers to reach Apple-approved standards for store design, service levels, and customer support. It engages customer service professionals, trained to gain a deep knowledge of the Apple brand and every Apple product.

iCentre teams understand customer needs because they are Apple fans too.

iCentre



3 iCentre stores in Budapest



1 iCentre store in Bucharest



iCentre Romania launched the iCreate Platform, an in-store creativity hub for Apple fans





## PTL Baltics

Engaged in IT software development, licensing and sales, PTL Baltics is Latvia's only country partner for Panda Security, a global leader in IT security solutions.

With the deepest knowledge of the Panda Security solution, PTL Baltics is the brand's only authorized distributor and official service provider in the country. It is also certified to train and approve sales and technical staff for partners and customers.



## Smart Technologies

Malta's leading specialist in tailored IT outsourcing, equipment rental and leasing to a cross-section of businesses. Smart Technologies is the single source for IT purchases and financing of equipment, offering the flexibility of creating bespoke IT packages involving the latest IT equipment available and guaranteeing first rate service from technical agents. We are one of three major shareholders in a success story that fuses innovation, experience and market knowledge.



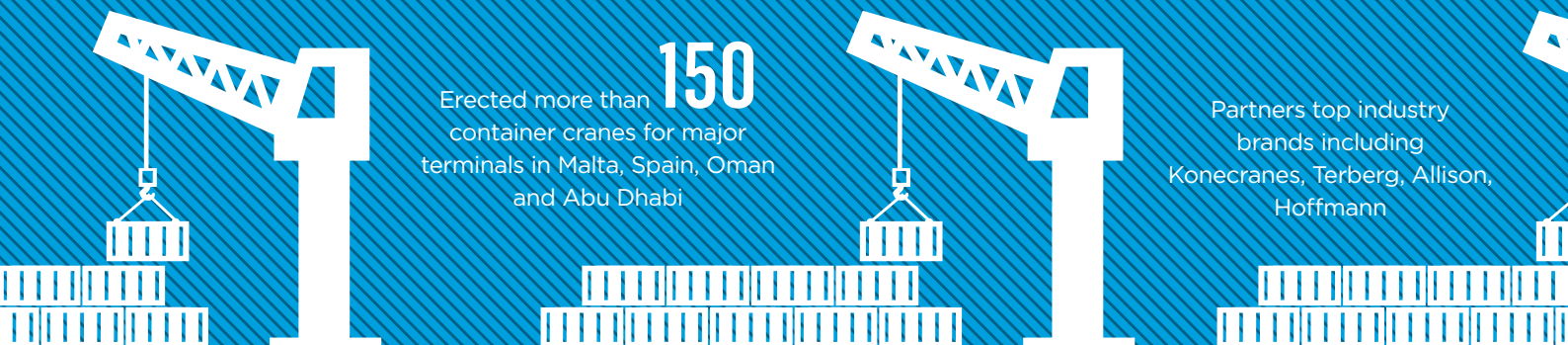


## Motherwell Bridge

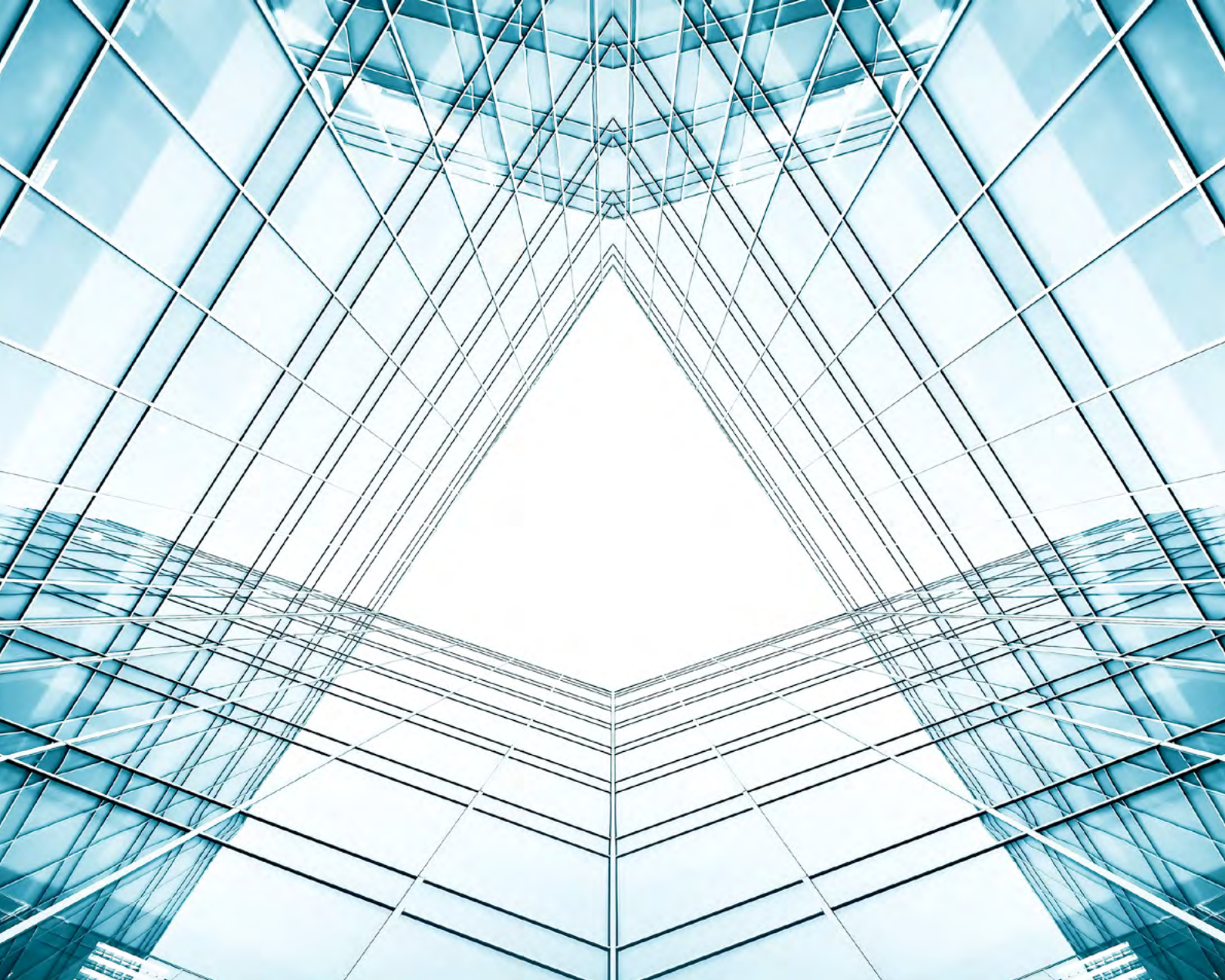
Unparalleled capabilities in customised engineering services have seen Motherwell Bridge put its name to prestigious landmarks and projects around the world.

Established in 1992, Motherwell Bridge specialises in site erection and maintenance of port-handling equipment; design and fabrication of storage tanks, structural steel and duct systems; non-destructive testing inspections; and industrial engine overhauling and servicing.

Operating from a 15,240 square metre workshop in Malta's Hal Far industrial park, Motherwell Bridge is able to deploy specialist teams at sites in various regions simultaneously.







## Hili Properties

Hili Properties owns and administers commercial real estate in Malta, Latvia, Lithuania and Estonia. Its diverse portfolio includes commercial property housing McDonald's restaurants, office buildings and industrial land. With decades of experience in property management, development and repositioning, every asset in the portfolio is managed as a standalone business to utmost operational efficiency and environment-friendliness.

Hili Properties is constantly looking to expand its portfolio by identifying opportunities in major cities in Europe's developing markets.





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