

HBM Group and one of its dedicated brands, e-Management, have sustained and built upon their excellent reputation for international corporate and business support services. Martin Vella caught up with Jonathan Dalli, Head of Marketing, to discuss operations, client base and service portfolio.

YOUR PARTNER IN BUSINESS

HBM Group (est. 1991), have offices in various reputable jurisdictions around the globe. After six years of operations in Malta, now fully operating from the heart of the business center in Sliema, Jonathan Dalli explains e-Management as “effectively the brand we use to position ourselves as a leading turnkey provider of Business Support & Corporate Services to the Online Gaming Industry, which bestowed us with the recognition as the leading corporate services provider.” The group has a wealth of expertise in professional, international corporate structuring and corporate governance issues.

“We are known as one of the industry pioneers in setting up, maintaining and licensing e-Gaming companies for renowned operators around the globe. We offer assistance in a number of jurisdictions, not solely in Malta, but offer international corporate restructuring to international customers worldwide.”

With respect to the Malta office in particular, Jonathan announces, “We are an integral office within the group, headquartered in Curacao, in the Dutch Caribbean. Although Europe is our core market when it comes to Malta, the world is indeed our marketplace, both for HBM Group and e-Management. We are also actively involved in Latin America as an emerging e-gaming market. Next year we are sponsoring the Gaming Executive Summit LatAm 2011 in Panama and this continues to prove our major involvement as an International key corporate services provider,” emphasises Jonathan. “We were one of the first corporate services providers in the world to target iGaming, so much so that last year during the first ever eGaming B2B Awards, e-Management was awarded this prestigious Corporate Services Provider of The Year Award.”




Next year, HBM Group, will be celebrating its global 20th anniversary as a leading independent financial services provider. With around forty consultants around the globe, each offering premier and personalized service to each client, the main services that the company offers comprise of corporate secretarial and professional services. These include formation and management of international companies, licensing & regulatory consultancy, directorship, & shareholder services, accountancy and a full ancillary back-office service offering. All services are offered whilst ensuring compliance with international legislation.

Heading the Marketing of the group, Jonathan also announces the new venture called AeroNautica, an organisation acting in the fields of aviation and maritime law, corporate services, business support services, company management and marketing, providing services for business, corporate and registration affairs, such as guidance through the Corporate and Legal Requirements, and the Aircraft and Maritime Registration process.

Mr. Dalli is responsible for overseeing the international business development and handles all marketing planning perspective up to implementation. “Customer satisfaction in professional services is all about confidentiality. You can never offer corporate professional services without using your discretion with the utmost care and caution. Since we are an international company operating in different time zones we offer a 24/7 business offering. Of course, the most important aspect in corporate services is being responsive, so we promulgate customer relationship management and practice it in essence. Our principal, Mr. Herman Behr, travels to each and every conference with us, initiating personal relationship with clients. He is an inspiration to all of us and travels round the globe to support our endeavours,” explains Dalli.

Mr. Dalli also points out “Our business model is not purely one-time licensing, but to establish and build relationships with clients.”

“We strongly believe in customer relationship management and our customer promise is to provide personalised and custom-made solutions which will not only support the international business operation, but ensure this enjoys sustained business success,” Mr. Dalli concludes. 

HBM GROUP
International Company Solutions

e-Management
e-Gaming Corporate Solutions