

QUEENSLAND CHAPTER - ANNUAL GENERAL MEETING

Wednesday 20 March 2019

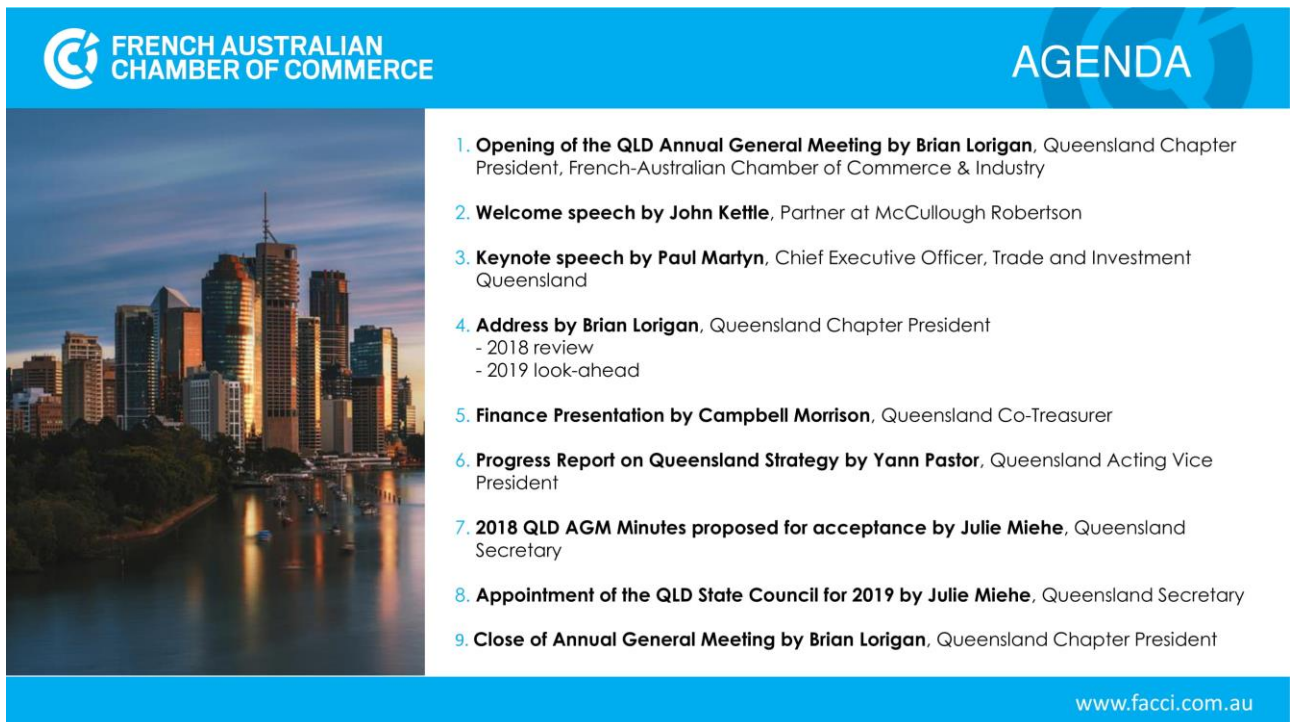
MINUTES

60 attendees were expected to arrive between 6pm and 6.30pm for networking time around drinks.

1. Opening of the Annual General Meeting at 6.30pm

The President of the State Chapter, **Brian Lorigan**, presided as Chairman of the Annual General Meeting.

- **Presentation of the Agenda.**



**FRENCH AUSTRALIAN
CHAMBER OF COMMERCE**

AGENDA

1. **Opening of the QLD Annual General Meeting by Brian Lorigan**, Queensland Chapter President, French-Australian Chamber of Commerce & Industry
2. **Welcome speech by John Kettle**, Partner at McCullough Robertson
3. **Keynote speech by Paul Martyn**, Chief Executive Officer, Trade and Investment Queensland
4. **Address by Brian Lorigan**, Queensland Chapter President
 - 2018 review
 - 2019 look-ahead
5. **Finance Presentation by Campbell Morrison**, Queensland Co-Treasurer
6. **Progress Report on Queensland Strategy by Yann Pastor**, Queensland Acting Vice President
7. **2018 QLD AGM Minutes proposed for acceptance by Julie Mieke**, Queensland Secretary
8. **Appointment of the QLD State Council for 2019 by Julie Mieke**, Queensland Secretary
9. **Close of Annual General Meeting by Brian Lorigan**, Queensland Chapter President

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2. Welcome to McCullough Robertson's by John Kettle, Partner, McCullough Robertson

Welcome to McCullough Robertson's by **John Kettle, Partner:**

- Emergency and housekeeping briefing
- Presentation of McCullough Robertson

3. Introduction speech by Paul Martyn, Chief Executive Officer, Trade and Investment Queensland

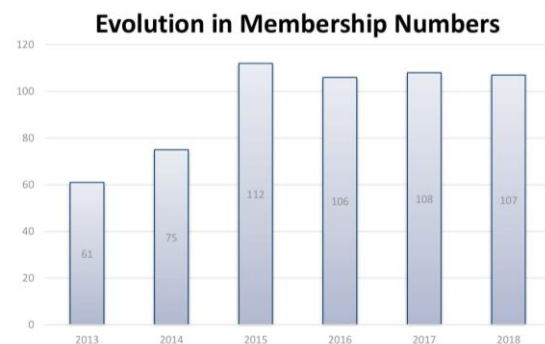
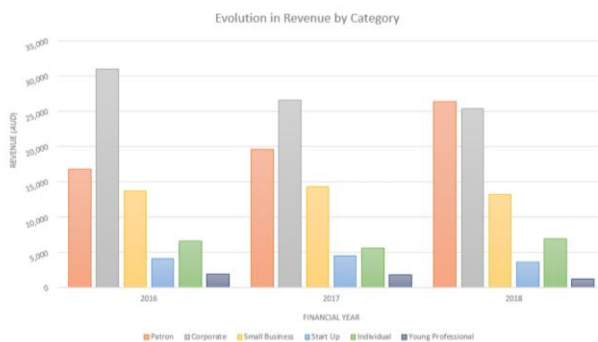
- France was Queensland's 16th largest merchandise trading partner (exports plus imports) in 2017–18.
- Queensland's merchandise exports to France totalled A\$896.5 million in 2017–18.
- Queensland's merchandise imports from France totalled A\$642.3 million in 2017–18.
- In 2017, France was Australia's 16th largest investment source valued at \$24.8 billion including both direct, portfolio investment and other investment.
- 40,090 international visitors to Queensland from France in 2016–17, and number of French visitors rose by around 12% in 2018.
- 1,176 international student enrolments to Queensland from France in 2017.

4. Comments of FACCI Federal and QLD 2018 Activity Report by Brian Lorigan, FACCI QLD President

- 2018 Review

Queensland Membership in 2018

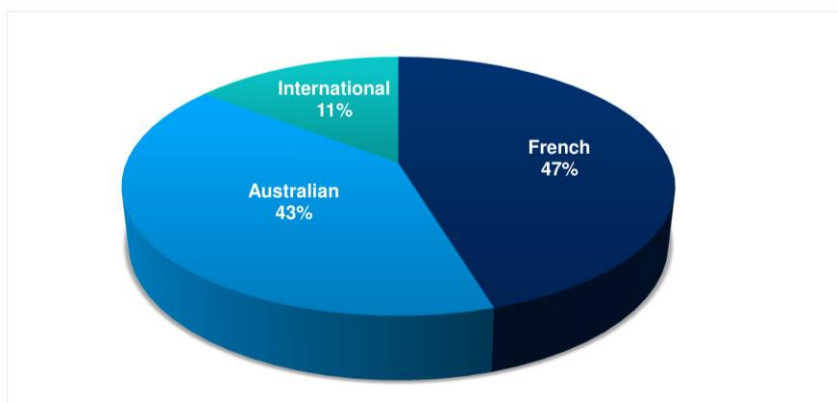
Members in Queensland – 2018							
Patron	Corporate	Overseas	Small Business	Start-Up	Individual	Young Pro	Total financial members
5*	11**	0	25	12	41	13	107



KEY FACTS:

- 150 members including local, individuals and companies, and interstate Patrons and Corporates members.
- 100 company members active in QLD, half of which have Queensland as their FACCI home state.
- Overall Membership stable in number but increasing in value by 4.5%. While Patrons show steady growth and Individuals spike by 30%. We observe a slight decline in Corporate, SB/SUP and YP

Origin of company members active in Queensland





FRENCH AUSTRALIAN CHAMBER OF COMMERCE

National Patron Members



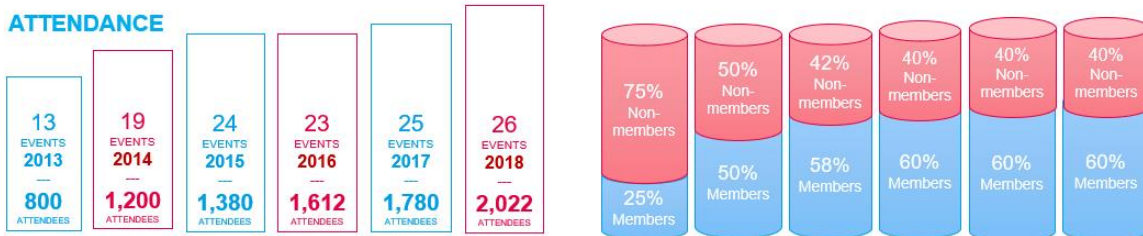
2018 Queensland Calendar of Events



- 7 Industry events
- 2 Business briefings
- 2 Events for Small Businesses
- 5 Tchín-Tchín evenings
- 2 Workshops
- 2 Major events
- 1 AGM
- 2 Festivals
- 2 Exclusive roundtables



ATTENDANCE



2018 Queensland Events Highlights



Exclusive site visit at the Commonwealth Games



Suppliers Briefing with Naval Group



Schneider Electric Innovation Business Forum



Bastille Day @Sofitel Brisbane Central



14th Australia New Caledonia Business Forum



Energy & Resources : LNG Projects Update

2019 Upcoming Calendar of Events



INDUSTRY SERIES

- ▶ Aerospace, Defence & Aviation (3 events)
- ▶ Energy & Resources (3 events)
- ▶ Transport & Infrastructure (2 events)
- ▶ National Industry Forum



Business Briefing

- ▶ Economic Outlook Briefing
- ▶ Executive Women in Business
- ▶ Meet the CEO
- ▶ Doing Business in New Caledonia



Tchin Tchin

- ▶ 5 Tchin-Tchins
- ▶ 1 European Tchin-Tchin
- ▶ 2 Workshops in partnership with Brisbane & GC Accueil



SME Programme

- ▶ Table for 6
- ▶ Small Business Showcase

2019 Upcoming Events



Doing business in New Caledonia Post-referendum update

FACCI/APIBC | Doing business in New Caledonia: post-referendum update

Monday 1 April
@ Mazars



SAVE THE DATE | Bastille Day Business Champagne Breakfast with Pat Howard

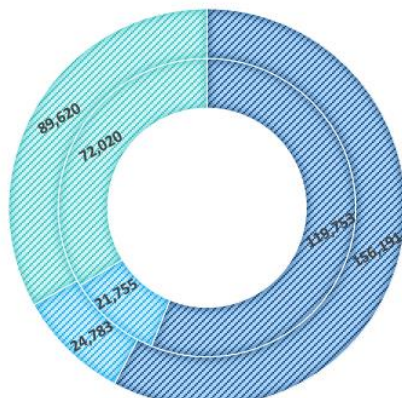
Friday 19 July
Sofitel Brisbane Central



5. Financial Report by Campbell Morrison, Queensland Co-Treasurer

- Report on the 2018 accounts

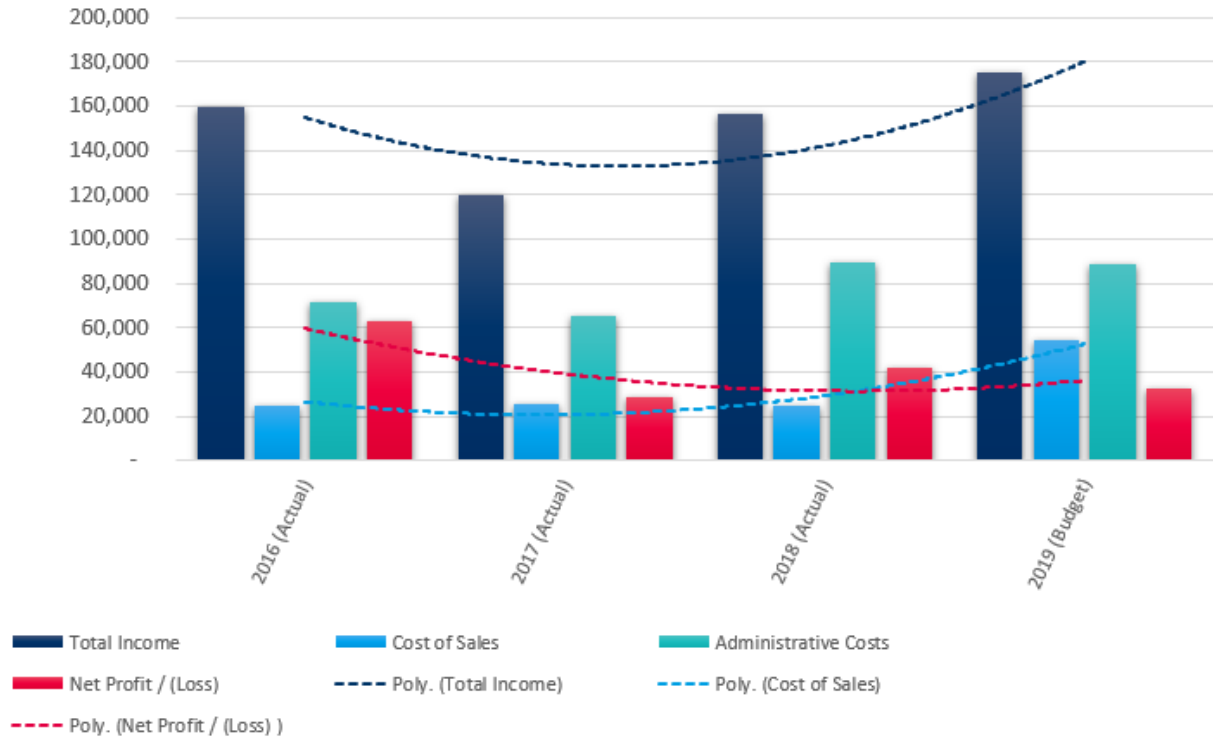
2018 Budget vs Actual



- Total Income
- Cost of Sales
- Administrative Costs

- ▶ Strong performance evidenced on 30% increase on 2018 budgeted income.
- ▶ Expenses remain relatively consistent against budget, noting a 14% increase on 2018 cost of sales.
- ▶ Growth experienced on prior year actual income and net profit lines, cost of sales staying relatively stagnant year on year
- ▶ Queensland budget noted as highly conservative, noting again 2018 performance on budget.

Actuals to 2019 Budget



6. Progress Report on Queensland strategy by Yann Pastor, Queensland Vice-President

- Our focus

Our objectives		
Delight our existing members	Grow our membership	Be financially sustainable
Establish baseline and increase member satisfaction	Drive year on year growth	Surplus for reinvestment in FACCI's growth
Our target members		
Existing French businesses in Australia	Australian businesses with interest in France	People and organisations in one of our Industry Groups
Future French businesses planning to invest in Australia	Australian businesses wanting to do business with France or French companies in Australia	
Our distinct offering		
Our member experience will be personalised and authentic, with a distinctly French flair ; we will not run large and impersonal events	Personable and relevant Our members will continue to benefit from our Industry focus Group and Industry Series now rolled out nationally, to make new contacts in sectors relevant to their businesses. They will benefit from our national presence (NSW, VIC, QLD, SA, WA)	Our membership and events will continue being accessible from a cost perspective
We will help our members connect with better, more systematic introduction to other members		
Our member experience will improve continuously with more frequent member feedback		



FRENCH AUSTRALIAN CHAMBER OF COMMERCE

- Our initiatives

Our key initiatives	Status	Our objectives		
		Delight our existing members	Grow our membership	Be financially sustainable
Encourage the contribution from French produce vendors for our events	List of suppliers available for events hosts	😊		😊
Improve our understanding of our members and business(es) via surveys and direct feedback	Systematic post-events surveys implemented Active engagement with P&Cs via call and feedback survey	😊	😊	
Develop a marketing, communication and PR strategy	Delayed - QLD's rep for national Marketing & Communications Committee now identified and confirmed		😞	
Build relationships with the public sector and federal bodies	On track, now need to go beyond merely developing relationship and partnering/co-branding	😊	😊	
Develop our relationship with the Pacific region and New Caledonia	Delayed but back on track		😞	

- How are we tracking?

Key initiatives	How we are tracking since last AGM
Encourage the contribution from French produce vendors for our events	<ul style="list-style-type: none"> ➢ The host checklist now specifies that where possible we prefer French inspired canapes/finger foods and drinks. A list of potential suppliers (members, former sponsors) is available ➢ Purchase of high quality Champagne for BDBB2018 ▶ Partnership with DiscoverVin ➢ Customised menu for BDBB at the Sofitel ▶ Good feedback on the food for 2018 edition. ➢ Tchin-Tchin at C'est Bon Restaurant & Wine Bar, and partnership with exclusive distributor of Champagne Laurenti. ➢ Table for 6 at Eiffel Restaurant and partnership with Bouchon and Spirits distributor of French wines. ➢ March Tchin-Tchin at Novotel Brisbane South Bank with Chouquette as a food partner. ➢ Recent in-house meetings catered by French bakeries. ➢ Table for 6 at C'est Bon Restaurant in 2019. ➢ BDBB2019: Will try to renew the partnership with Discover Vin and create a new partnership with French cooking school Le Cordon Bleu.
Gain a better understanding of our members and their business via surveys and direct feedback	<ul style="list-style-type: none"> ➢ Direct feedback collected by councillors at events and received by operational team. Councillors are now encouraged to more systematically obtain feedback and report on that. ➢ Online feedback template now in place and sent to attendees after all events (previously was only occasional).
Develop a marketing, communication and PR strategy	<ul style="list-style-type: none"> ➢ Contact with the Courier Mail was made around BDBB18. ➢ Creation of a members testimonials page on FACCI website QLD page. This page unfortunately disappeared with the creation of the new website – that does not include pages by Chapter - but we have requested a national testimonial page to be recreated in the MEMBERSHIP tab. ➢ Creation of a National Communications committee to define Strategy. QLD representative to National Communications committee now identified and co-opted. Welcome Xavier! ➢ New internal person responsible for Marketing & Communications to deliver a strategy within 3 months. ➢ New website – live, but some sections are still under development. ➢ Online Members Directory to be replaced by "Espace Privé" imminently. ➢ Social media (LinkedIn, Facebook, Twitter) platforms are now national. National posts (Patrons' & Corporates' news, Trade news, flagship events, Industry events, FACCI info) now managed by Comms Manager. Local posts managed by each Chapter and targeted geographically.

Key initiatives	How we are tracking currently
Develop relationships with the public sector (Fed, State, Local) as well as federal bodies, e.g. Austrade	<ul style="list-style-type: none"> ➢ State Director of DFAT is a member of QLD Council and guest speaker at AGM18. ➢ 2018 National Business Forum in Brisbane: Ambassador of France and Minister for State Development Cameron Dick in attendance (Premier of QLD was in Japan). Brisbane Marketing was a sponsor. ➢ BDBB18: Representatives of Brisbane City Council, DFAT, TIQ, Honorary Consulate of France, and Minister for State Development Cameron Dick in attendance (Table of Honour). 14th Australia New Caledonia Business Forum: Ambassador of France invited to join the line-up of speakers. ➢ VIP Welcome Drinks to WoDC18: Minister for State Development Cameron Dick invited; Virginia Greville, CEO of TIQ, attended. ➢ TIQ is a member of the Chamber. Ongoing engagement with team including with Linda Apelt, Agent-General for Queensland in Europe, and new CEO. ➢ 2019 AGM: New CEO of Trade & Investment QLD keynote speaker at AGM19. ➢ Annual Small Business Showcase 2018: Queensland Small Business Champion, Maree Adshead (QLD Department of Employment, Small Business and Training) invited to open the event. ➢ BDBB2019: Representatives of Brisbane City Council, DFAT, TIQ, Austrade, Embassy of France, Honorary Consulate of France, and Minister for State Development Cameron Dick to be invited. ➢ 2019 Small Business Showcase: Hon Shannon Fentiman, Minister for Employment and Small Business and Minister for Training and Skills Development to be invited to open the event. ➢ 2019 European Tchin-Tchin: Hon Stirling Hinchliffe, Minister for Local Government, Minister for Racing and Minister for Multicultural Affairs to be invited to open the event. + Lord Mayor to be invited. ➢ New Caledonia event being run in close collaboration with AusTrade.
Develop our relationship with the Pacific region/New Caledonia	<ul style="list-style-type: none"> ➢ First co-branded event in partnership with the Australian Pacific Island Business Council – Australia New Caledonia Business Forum luncheon delivered on 14 September 2018. Good connections made. ➢ Informal round-table consultation with members involved with New Caledonia organised in December 2018 to map out the upcoming post-referendum event. ➢ FACCI team and a selection of members attended Austrade round-table gathering public and private state-holders involved in the Pacific early February. Good connections made. ➢ Second event: post-referendum forum on Monday 1 April. ➢ Energy & Resources Industry Series event (Investments, Opportunities and Challenges in PNG) planned for the month of August 2019.

7. 2018 AGM Minutes proposed for acceptance by Julie Miehe, Queensland Secretary

Attendees were invited to raise their hands if they had any objections to the 2018 AGM Minutes.
Given no one raised their hand, the 2018 AGM Minutes were accepted.

8. Election of the Queensland State Council for 2019 by Julie Miehe, Queensland Secretary

a) Presentation of the process to become a Queensland State Councillor.

Financial members of our Queensland Chapter as well as representatives of our interstate Patron and Corporate members are eligible to become a Queensland State Councillor.

Members can apply to become a Queensland State Councillor by submitting a resume and a cover letter. Application must be approved by the current State Council. Once approved applicants are asked to volunteer within a FACCI subcommittee for a minimum period of 6 months. After 6 months, applicants may be voted in. In order to be voted in, subcommittee members must fill out a nomination form and have it supported by a current Queensland councillor. The vote can take place at the AGM or throughout the year during a Council meeting. If you have any questions about joining the FACCI council, please feel free to talk to one of the Councillors at any time.

b) Presentation of our State Councillors

- 2018 Outgoing Councillors:



**FRENCH AUSTRALIAN
CHAMBER OF COMMERCE**

Our Queensland councillors

 Brian LORIGAN QLD President Director, Euroz Group	 Arnaud FRANJOU Director IT Australia Pacific, Airbus Group	 Steve BURTON Partner, Holding Redlich	 Wade HANSEN Partner at EY	 Jean-François TIXERONT Corporate Partnerships Manager, Corporate Traveller	<p>OUTGOING</p>  Ann LEMONNIER Treasurer Senior Manager, EY	 Thibault MOUCHE Director, Obtila	
 Yann PASTOR QLD Vice President Partner, Deloitte	 Lady Jane EDWARDS Honorary Consul for France in Queensland / CEO of BBS Communications	 Gregory DELANNOY Manager Avionics Systems & Software Australia Pacific, Airbus Group	 Tim STETSKAMP General Manager Commercial Services, Veolia Australia & New Zealand	 John WALSH Managing Director, Spicapag Australia/VINCI Group	 Laurent CHAVERON Marketing Manager, GLNG / Total E & P Australia	 Arthur FREUDIGER Manager Procurement Solutions, Charles Kendall Australia	
 Julie MIEHE QLD Secretary Consulting Principal, Keypoint Law	 Derek BROWN State Director, Department of Foreign Affairs and Trade						

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1. Laurent Chaveron, Marketing Manager, Total E&P Australia (Former Patron Member)
2. Arthur Freudiger, Procurement Director, Charles Kendall (NSW/ATC) (Corporate Member)
3. Ann Lemonnier, Senior Manager at Ernst & Young (Patron Member)
4. Thibault Mouche, Director, Obtile (Start Up Member)

FACCI appreciates that our Councillors give their time pro-bono to the Chamber. The Chamber would not be as we know it if it was not for our Councillors' time and efforts over the years. On Behalf of FACCI, huge thank you to our outgoing councillors for their very much appreciated contributions to the Chamber and our Queensland Chapter.

- 2018 Incoming Councillors


FRENCH AUSTRALIAN
CHAMBER OF COMMERCE
Our Queensland councillors

					INCOMING			
								
Brian LORIGAN QLD President Director, Euroz Group	Arnaud FRANJOU Director IT Australia Pacific, Airbus Group	Steve BURTON Partner, Holding Redlich	Wade HANSEN Partner at EY	Jean-François TIXERONT Corporate Partnerships Manager, Corporate Traveller	Campbell MORRISON Senior Associate Assurance, EY	Roland PLUSCHKE Senior Associate Audit & Assurance, EY	Celine EASON Principal Program Development & Strategy Advisor, Queensland Rail	
								
Yann PASTOR QLD Vice President Partner, Deloitte	Lady Jane EDWARDS Honorary Consul for France in Queensland / CEO of BBS Communications	Gregory DELANNOY Manager Avionics Systems & Software Australia Pacific, Airbus Group	Tim STETSKAMP General Manager Commercial Services, Veolia Australia & New Zealand	John WALSH Managing Director, Spiecapag Australia/VINCI Group	Chris EDWARDS General Manager, Thales Australia	Baptiste PINCE Manager, Deloitte	John KETTLE Partner, McCullough Robertson	
								
Julie MIEHE QLD Secretary Consulting Principal, Keypoint Law	Derek BROWN State Director, Department of Foreign Affairs and Trade							

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1. Celine Eason, Principal Program Development Strategy Advisor, QLD Rail
2. Chris Edwards, General Manager, Thales Australia
3. John Kettle, Partner, McCullough Robertson
4. Baptiste Pince, Senior Manager, Deloitte
5. Roland Pluschke, Senior Associate, Audit & Assurance, EY
6. Campbell Morrison, Senior Associate, Assurance, EY

In accordance with FACCI constitution, councillors are voted in for 2 years.

Julie then proceeded with the election of the above-mentioned State Councillors by show of hands of the financial members of FACCI. These State Councillors will assume their role for a mandate of 2 years according to the FACCI constitution.

In accordance with FACCI constitution, councillors voted in 2018 will pursue their 2-year mandate in 2019. These are:

1. Brian Lorigan, Euroz Group (Ind. member) - President
2. Yann Pastor, Deloitte (Patron member) – Acting Vice President
3. Julie Miehe – Secretary
4. Lady Jane Edwards, Honorary Consul for France in Queensland / CEO of BBS Communications (Ind. member)
5. Derek Brown, State Director, Department of Foreign Affairs and Trade
6. Steve Burton, Partner, Holding Redlich
7. Gregory Delannoy, Manager Avionics Systems & Software Australia Pacific, Airbus Group
8. Arnaud Franjou, Director IT Australia Pacific, Airbus Group
9. Wade Hansen, Partner at EY (Patron member)
10. Tim Stetskamp, General Manager Commercial Services, Veolia Australia & New-Zealand.
11. Jean-François Tixeront, Corporate Partnerships Manager, Corporate Traveller (Patron member)
12. John Walsh, Managing Director, Spiecapag Australia/Vinci Group (Patron member)

Finally, Julie confirmed that:

- Brian Lorigan will be pursuing as President of the QLD Chapter for another one year.
- Yann Pastor will be pursuing as Vice-President of the QLD Chapter for another one year.
- Campbell Morrison and Roland Pluschke will be the two Co-Treasurers for this year 2019

I. Close of meeting – Brian Lorigan

- Brian announced that Julie Miehe will be pursuing her role as Secretary of the Queensland Chapter for another year.
- He also thanked:
 - o all councillors and office bearers for giving their time and expertise to the Chamber.
 - o the members for attending the meeting and for their support.
 - o McCullough Robertson again for their hospitality
- Brian noted an overview of upcoming events, and invited all guests are invited to stay for Wine & Cheese Degustation and networking.

Upcoming events



FACCI/APIBC | Doing business in New Caledonia: post-referendum update

Monday 1 April
@ Mazars



Baker McKenzie



SAVE THE DATE | Bastille Day Business Champagne Breakfast with Pat Howard

Friday 19 July
Sofitel Brisbane Central

