



French Chamber
Singapore

40
YEARS

Annual Report 2018/2019



Celebrating

40
YEARS

Message *from the* President



PASCAL LAMBERT

President

*The French Chamber of
Commerce in Singapore*

In this year's annual report, I am pleased to share some of our milestones, figures, and highlights of this important year and provide some direction on the road forward as we look to the future.

Important year indeed as we are now part of *Team France Export* in Singapore. Following a public tender process, we were awarded a "Concession de Service Public" by Business France, under which we are now the one-stop shop for French companies – in particular SMEs and mid-sized companies – in their export and development in Singapore. We have taken this new mission with pride and confidence, and strive to build on Singapore's status as a vibrant hub and regional springboard to South East Asia.

Our dynamic membership of 750 companies continues to grow, reflecting the continued attractiveness of Singapore for our French companies, and the effective support that the Chamber provides to foster growth, networking and insight sharing. This year has seen deeper relations built with the Singaporean business ecosystem – its large corporations and agencies – as we initiate and organise monthly encounters for our members. We have also continued to work hard on the segmentation of our offer to meet the needs of our increasingly diverse membership, with new dedicated platforms and clubs to facilitate a pointed exchange. Start-ups continue to be a key focus, and we are pleased to see our initiatives well-received by entrepreneurs.

We continue to keep a strong regional outlook and provide our businesses with opportunities to develop a regional network. A milestone event this past year includes the first Asia Start-Up Summit, organised in collaboration with the French Chambers in Asia and French Tech, and we can look forward to the second edition of the ASEAN Tech Awards, organised in collaboration with French Tech and the French Embassy. We will continue to collaborate and work closely with Singaporean counterparts and other members of the French ecosystem to reach new heights.

As we celebrate our 40th anniversary this year, we reflect on our achievements, collaborations, and new directions. These are exciting times, indeed, to be part of the business community that is the French Chamber in Singapore.

Message *from the* Executive Director



CARINE LESPAYANDEL

Executive Director

*The French Chamber of
Commerce in Singapore*

The French Chamber has achieved yet another busy and successful year, a dynamic year of collective adventures and exciting new projects.

This year we celebrate our 40th anniversary, 40 years of promoting French business in Singapore by offering networking and visibility to our members and by helping French companies grow or set up their business in the country. A real milestone it is, and a pleasure to see the business community flourishing, and the team at the Chamber too – now nearly thirty-man strong with *Team France Export* – growing stronger.

At the Chamber we have embarked on a digitalisation programme, firstly with the implementation of a new CRM, common to all French Chambers, to leverage our larger regional and global network, as well as a new website, to be launched soon, that will offer great digital content and resources for all. Our social media footprint has expanded considerably across LinkedIn, Twitter and Facebook, and I encourage all to plug into our ever-growing digital ecosystem.

We continue to develop and update our portfolio of services, notably with tailored business missions and learning expeditions for large companies, SMEs, start-ups, IHLs, seeking to discover the vibrant business ecosystem that is Singapore and meet franchisees, distributors, agents, partners and clients. The Chamber brings its expertise in organising these meetings, and these missions are adapted for different needs and expectations.

I am pleased to also say that *So Chic*, our platform for French brands, stores, and restaurants in Singapore, has taken off, with a growing followership on its website and a dedicated line-up of lifestyle events. Two memorable participations in two successful editions of Boutique Fairs Singapore saw new and up-and-coming French retail and gastronomy brands in the spotlight in Singapore and there are many more to discover with us.

As you will discover in the pages to come, inspired encounters through events large and small, engaging platforms to give voice through publications and communications, and a growing range of complete business services from recruitment to the Business Centre. For all this we have a dynamic team at the Chamber, the great support of the Board, and a lively business community to thank!

WELCOME

Our Patron Members

The French Chamber of Commerce in Singapore would like to thank its Patron Members for their continuous support.



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Executive Committee & Board Members



President
Pascal LAMBERT
*Société Générale
Corporate &
Investment Banking*



Vice President
Damien DHELLEMES
*Schneider Electric
Singapore*



Vice President
Olivier GROMETTO
Qingwa



Vice President
Isabelle LARCHE
Timeo-Performance



Treasurer
Emmy TELLIER
The Swatch Group SEA



General Secretary
Mathilde BROUSTAU
TLB



Frederic ABECASSIS
Cappemini



Eric BARBIER
Money Over IP



**Grégoire BARRY
DELONGCHAMPS**
*STMicroelectronics
Asia Pacific*



Jean-Yves BROUSSY
3eighly Partners



Pierre CHEYRON
Engie



Kevin CHOW
Thales Solutions Asia



Philippe DALLEE
*Crédit Industriel et
Commercial (CIC)*



Jean DROUFFE
AXA Insurance



Jeremie DUTHEL
Amazon



Tunç ERK
Suez



Julien ESCH
Dragages Singapore



Dr. Olivier LO
International SOS



Frederic MARCEROU
*Bollere Logistics
Singapore*



Pascal de PETRINI
Danone Asia



Nicolas RICARD
Air France KLM



Stéphane THIERRY
Décathlon (Desipro)



Romain THUNE
BNP Paribas



Anne-Sophie VERVIAL
Total E&P Asia Pacific



Gilles VESTUR
Sodexo



Philippe WIND
Actis

French Chamber Team



Executive Director
Carine LESPAYANDEL

Business Services



Business Support Director
Daphne JARDIN

Team France Export



Business Development Manager
Sylvain APARICIO



Business Development Manager
Wendy CHNG PETIT



Business Development Manager
Aude SIMON



Business Development Manager
Florian AUBERT



Business Development Assistant
Joy OU

Visa & Setup



Business Development Manager
Nadia ANAJJAR LOFTI



Business Support Executive
Laetitia LAUTODE



Business Support Administration
Philomena WAUNG

Business Club



Head of Business Club
Lydia FULTON



Events & Membership Manager
Amelie POUAER



Events & Project Manager
Caroline de VILLELE



Events & Promotion Manager
Marion FREMAUX



Committee and Conference Project Manager
Sylvie BERTHAUD



Member Relations Manager
Yaël COLLET



Tech Events & Digital Project Manager
Guillaume RENAUD



Publication & Design Manager
Jeremy SOH



Marketing & Digital Communication Project Manager
Joe Han LIM

Recruitment & HR Services



Head of Recruitment & HR Services
Stephanie GROUSELLE



Recruitment & HR Consultant
Patricia MAUCLAIR



Recruitment & HR Consultant
Marie BASSET INGLOT

Finance, Administration & IT



Head of Finance & Administration
Nadège ROUSSET



Reception, Admin & Accounts
Debbie MONTEIRO



Admin & Accounts
Fanny HOWARTH



Accountant Assistant
Jeffrey GOH



IT Manager
Shahzad TIAVAR

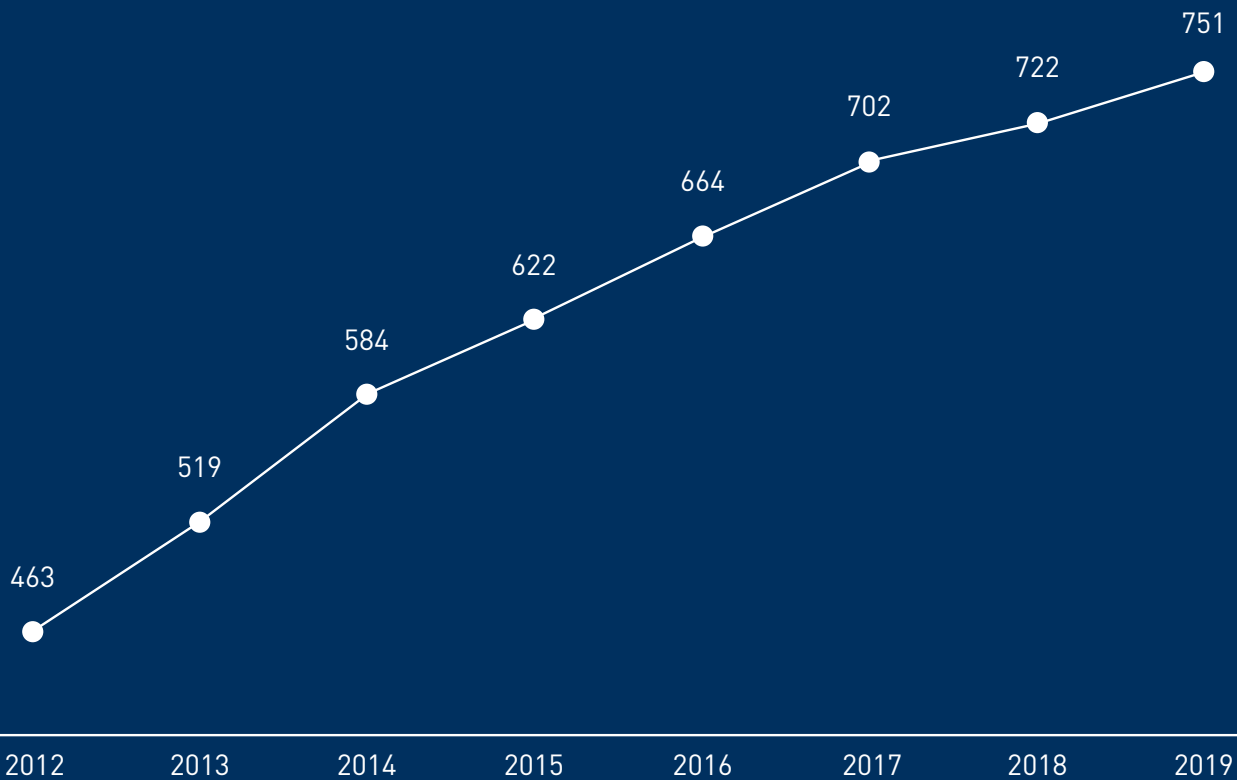
MEMBERSHIP

751
company and
individual members

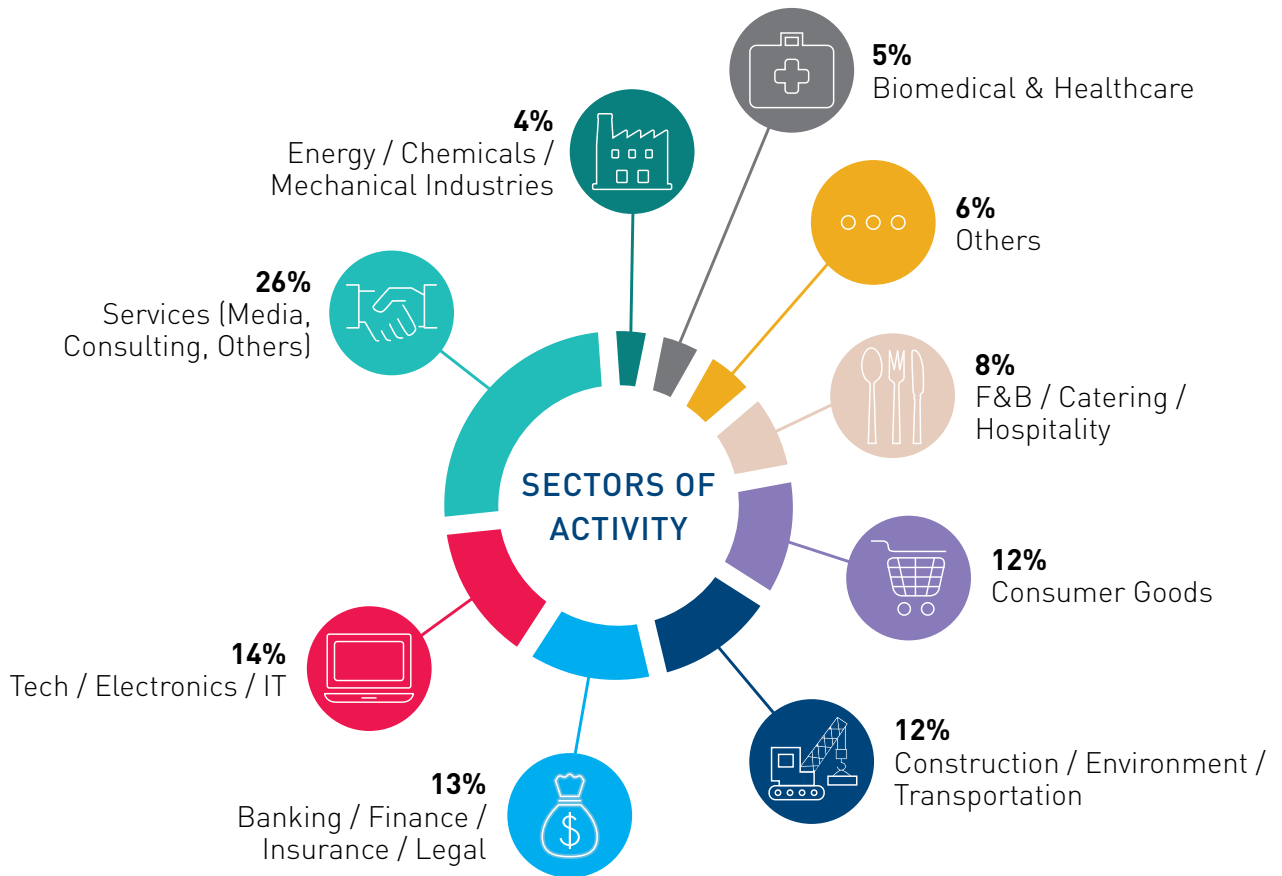
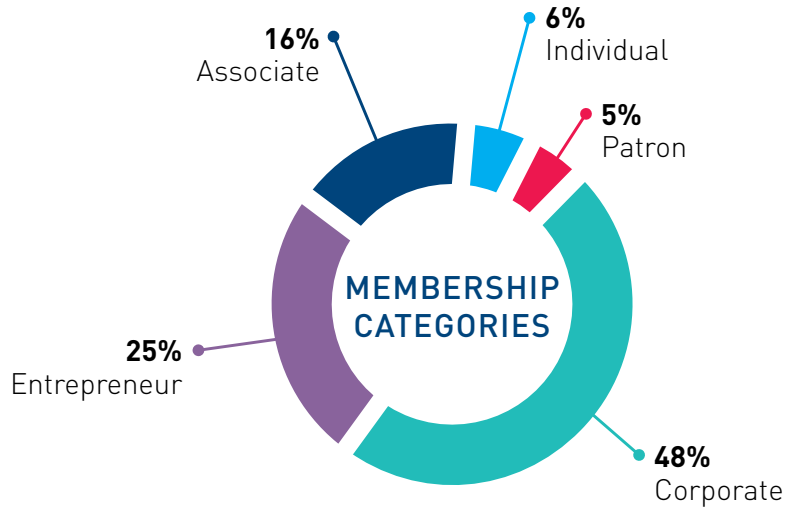
A total of
4,900
contacts

+4% year-on-year
increase in our
membership base

+4.4% year-on-
year increase in the
Chamber's **contact list**



The French Chamber gathers French, other European and non-European companies.
 The structure of the membership 2018 / 2019 per category is the following:



HIGHLIGHTS



▶ **2019 ENCHANTED FOREST GALA DINNER**
Organised in celebration of the Chamber's 40th anniversary, dynamic relationship and strong business relations between France and Singapore, in the presence of Guest-of-Honour Dr Koh Poh Koon, Senior Minister of State for Ministry of Trade and Industry (Singapore), H.E. Marc Abensour, Ambassador of France to Singapore and Pascal Lambert, President of the French Chamber in Singapore.



▼
ASIA START UP SUMMIT

This first edition featured 46 startups operating in 14 countries, 25 MNCs, 10 investors and more than 300 B2B meetings.

**A CONVERSATION WITH
MR PNG CHEONG BOON,
CEO OF ENTERPRISE
SINGAPORE: 11 JULY 2018**





▼
BREAKFAST TALK WITH A*STAR



▶ **BONJOUR TALENTS**

Held at **Nanyang Technological University (NTU)**, saw more than 500 students coming from NTU as well other universities in Singapore such as NUS, SMU, ESSEC, INSEAD.

SO CHIC EXPERIENCES ◀

So Chic launched *So Chic* experiences in 2018, to bring a touch of France right here in Singapore.

An immersion in the French cultural-ecosystem, to attend masterclasses and take part in new experiences offered by brands and partners.



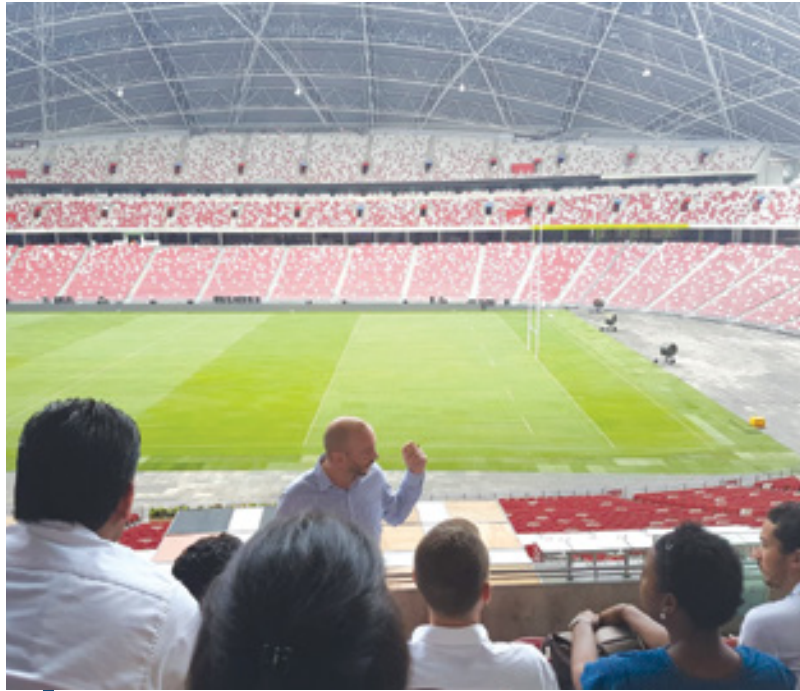


LAUNCH OF “FRENCH LAB SINGAPORE” TO BRING TOGETHER THE FRENCH COMMUNITY OF SCIENTISTS AND RESEARCHERS IN SINGAPORE
French Lab Singapore was officially launched on 27 September 2018.



TEAM FRANCE EXPORT

Unity is strength! The French Chamber Singapore has opened this year a new page of its history, integrating “Team France Export”.



LEARNING EXPEDITIONS OR DELEGATIONS

In April, the French Chamber tailored two “learning expeditions” for EDHEC Global MBA and ESCP Europe Executive Master’s students.

During a week, each batch had the opportunity to meet C-level executives from major international companies based in Singapore.

Their journey also included site visits and networking events to discover one of the world’s most vibrant and innovative ecosystem.



BUSINESS CLUB

More than
200
events annually

More than
7,900
participants at events

14

COMMITTEES | ANNUAL REPORT 2018/2019

Sectorial Committees

- Aeronautics, Space, Defence & Security
- Energy & Infrastructure
- F&B and Hospitality
- Financial & Fintech
- Healthcare
- Maritime & Offshore
- Retail & Luxury
- Smart Cities
- Supply Chain & Logistics

Functional Committees

- Asia
- Human Resources
- Legal & Tax
- Marketing & Communication
- R&D
- Sustainability & Responsibility
- Tech & Innovation
- Women in Business

Collaborative Projects

- French Lab
- SmartHealth
- *So Chic*
- Startups & Entrepreneurs

Clubs

- CFO Club
- CIO Club
- HR Club
- In-house Counsel Club
- Sustainability & Responsibility Club

The French Chamber organises a wide range of events.
Here's the distribution for the past year:

48%
Committee Meetings



18%
Networking Events



12%
Trainings



8%
Breakfast Talks



3%
So Chic Experience



4%
Site Visits



7%
Special/Large-scale Events





MISSION & OBJECTIVES

The Aeronautics, Space, Defence and Security Committee aims to:

- Discuss topics related to aerospace and defence in Singapore and South East Asia, through visits, meetings, and discussions.
- Establish a networking platform for professionals of French firms in these sectors.

CO-PRESIDENTS

Mr Florian CASANOVA
Defense Conseil International (DCI)

Mr Christian DUHAIN
Athen Development

Mr Dominique EHLINGER
Thales NSEA

Ms Sascha HAPKE
Airbus Defence and Space

Mr Patrick PENNAMEN
Naval Group

HIGHLIGHTS

1. Building a Successful Cyber Security Business - Top Predictions and Future Impacts

By Markus Braendle, Head Of Airbus Cyber Security.

This session shared the 3 top technology predictions compiled by Airbus Security Operations Centers in France, UK and Germany.

2. Point sur la relation Franco-Singapourienne en matière d'équipements de Défense

By Colonel Patrick Lefort, Attaché d'armement à Singapour.

This session, in French, focused on the defence relationship between France and Singapore.



▼ 1



▼ 4



3. R&D and Innovation at Naval Group

By Patrick Pennamen, Managing Director of Naval Group Far East.

This session aimed to share how a French Naval industry capitalised daily on innovation ecosystem in a wide variety of subjects such as artificial intelligence, additive manufacturing or cyberdefence.

4. Joint Networking Event - Aero/Maritime/Energy-Infra

This Joint networking was an opportunity to broaden the network with like-minded professionals.



MISSION & OBJECTIVES

The Energy & Infrastructure Committee aims at:

- Developing co-operation between companies, exchanging information and encouraging synergies and business opportunities in the region.
- Getting better information access about different type of opportunities on tender/projects in Singapore and the region.
- Developing knowledge and skills across different types of infrastructure and energy projects.
- Promoting the members' expertise in this sector.

It is a platform for discussion among members in sectors linked to Energy and Infrastructure. This includes oil & gas, port and marine, road, rail, public transport, resources infrastructure and mining, commodities, renewable energy, energy efficiency, building/construction, power generation/electricity, transportation, water and waste management.

HIGHLIGHTS

1. Site visit of Schneider Electric East Asia & Japan Headquarter and Innovation Hub



2. Capturing Infrastructure Opportunities in Asia

By Mr Seth Tan, Executive Director of Infrastructure Asia

This briefing an overview of the infrastructure investments and how companies with infrastructure-related services in the region could play a role in the future Asia projects.

3. Site visit of Smart Factory Yamazaki Mazak Solar Rooftop PV Plant

Team of PV experts from Cleantech Solar gave an overview of the key features of on-site solar including design, installation, monitoring and maintenance.

CO-PRESIDENTS

Mr Marc GENITEAU
Total E&P Asia Pacific

Mr Hugo VIRAG-LAPPAS
Astris Finance

Mr Philippe WIND
Actis

▼ 2



▼ 3





MISSION & OBJECTIVES

The F&B and Hospitality Committee aims to:

- Promote French Gastronomy and its members expertise in the sector.
- Develop cooperation and synergies between French and local companies.
- Share information and best-practices, encourage synergies and business opportunities.
- Organise monthly networking luncheons.
- Develops specific events to increase its members' exposure in Singapore.

This committee is the occasion to meet on a regular basis experts working within the same sector, such as manufacturers, importers, traders, retailers and distributors, restaurants and caterers.

HIGHLIGHTS

1. F&B Industry Internationalisation, How to make it faster with less risks?

During this session, Jean Veillon, President of EFESO, shared some best practices and out of the box examples of agile strategies and structures applied by multinational agri-food companies who made successful international growth.

2. Responsible Food Systems - A Sodexo Perspective

During this meeting, Roshith Rajan, Director Corporate Responsibility, Asia Pacific at Sodexo deep dived into aspects relating to "Responsible Food".

3. The Success Story of Wine Connection // Experience Sharing and Networking Session

By Caroline Simon, Managing Director, Wine Connection.



4. Speed Networking for Professionals in F&B, Retail and Marketing

A great speed networking in a series of 5-minute one-on-one meetings between Start-ups, Entrepreneurs and professionals in Marketing, Retail and F&B industries.

CO-PRESIDENTS

Mr Olivier BENDEL

Déliciae Hospitality Management

Mr Christophe CAZAUX-MALEVILLE

The Vintage Wine Club

▼ 1



▼ 4





MISSION & OBJECTIVES

The Financial & FinTech Committee is a platform for collaboration and knowledge sharing between companies involved in the financial sector. This committee allows members to discuss with other professionals and to reinforce, on a regular basis, their expertise on financial topics, tools, new technologies and trends through knowledge, information sharing and best-practices.

The Financial & FinTech Committee is for CFOs, bankers, financial sector advisors & experts, treasurers and senior representatives of financial, regulatory and academic institutions to discuss topics of interest in the financial world.

HIGHLIGHTS

1. The (R)Evolution of Shared Services: What's next?

Presentations by Ian Brown, Head of Region, Solvay Asia Pacific Shared Services, Juvanus Tjandra, Partner, Management Consulting, KPMG Singapore, Varthini Larue, CFO South East Asia Pacific, Air Liquide and then panel moderated by Ludovic Sichère, APAC Business Development, Marketing & Strategy Director, Imerys.

The speakers shared about key business imperatives, opportunities & challenges as well as lesson learnt on how should organisation plan their shared services transformation journey!

2. Blockchain Beyond the Hype: Corporate and Banking Case Studies

Presentations and panel of discussion with Antony Lewis, Director of Research, R3, Tomasz Kurczyk, Digital Transformation Director, AXA Insurance, Val Jih-suan Yap, Founder & CEO, PAL Network and PolicyPal Singapore, Jordane Rollin, Head Digital Transformation, Trade Finance, Standard Chartered, Henry Roxas, Associate Director, Global Trade Partner Solution, R3, Faez M. Noor, Co-Founder & CFO, Luxtag and Jérémie Joslin, CTO & Director, Newlogic.

The speakers brought participants through tangible use cases and practical business applications and debated on the subject of whether blockchain success is dependent on collaboration between traditional players and start-ups.

3. Phenomenon of Peer-To-Peer Lending: Here for Good?

Dimitri Kouchnirenko, Co-founder & Director, Incomlend shared with members about the phenomenon of peer-to-peer lending and discussed what it means for the industry.

4. Transfer Pricing Updates in Singapore

Felicia Chia, Partner, KPMG reiterated the most salient points arising from the changes in Singapore transfer pricing regulations, addressed how to prepare transfer pricing documentation and policies and presented a selection of case studies.

CO-PRESIDENTS

Mrs Eve BOURDEAU
Orange Business Services

Mr Dimitri KOUCHNIRENKO
Incomlend

Mrs Sonal PRIYANKA
Société Générale Corporate & Investment Banking

Mr Ludovic SICHÈRE
Imerys

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MISSION & OBJECTIVES

The Healthcare Committee promotes and represents the healthcare industry in Singapore and the region, providing a platform for information sharing between various sectors, including pharmaceuticals, biotechnology, medical devices and equipment, healthcare & wellness, and services.

CO-PRESIDENTS

Mr Emmanuel MONTET
Actavia

Ms Delphine COHEN
Alcimed

Mr Philippe GUIBERT
International SOS

20

HIGHLIGHTS

1. Networking Events

Organised every quarter, including one in presence with Jean-François Gendron, President of French Healthcare. Unique opportunity to exchange with like-minded professionals.

2. Understand the Patient Journey

By Maryline Marquet, MBA, Chief Commercial Officer Healint

3. Visit of International SOS

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▼ 2



PARTNER



COLLABORATIVE PROJECT



www.smart-health.sg



MISSION & OBJECTIVES

The Maritime & Offshore Committee's main goal is:

- To promote the French maritime economy in the Asia-Pacific area.
- To offer opinions and expertise on current issues and business trend perspectives.
- To deliver key insights into doing business in the maritime sector in Singapore and in the region.

This committee endeavours to be an accurate tool for the promotion and strengthening of Maritime and Offshore sector in the region, thanks to a business club led by dynamic members with a regional perspective.

HIGHLIGHTS

1. Visite du Bâtiment de Projection et de Commandement "Dixmude"



2. A Conversation with Mathieu Girardin, CEO - Asia Pacific at CMA CGM

This session offered the unique opportunity for an up close and personal conversation with Mr Mathieu Girardin, CEO - Asia Pacific at CMA CGM as Maritime industry is taking major steps forward in terms of sustainability and environmental protection.

3. Offshore project experience sharing – Culzean Topside supply

The session was a good sharing about this successful campaign that helped SembCorp Marine to deliver 3 platforms topside to Total in May 2018.

CO-PRESIDENTS

Mr Mathieu GIRARDIN
CMA-CGM Asia Regional Office

Mr Frédéric VAZZOLER
Total Marine Fuels Global Services

▼ 2



▼ 3



PARTNER



*Le Faire-Savoir Maritime
The Maritime Voice*



MISSION & OBJECTIVES

The Retail & Luxury Committee is a platform for collaboration and knowledge sharing between companies involved in the luxury goods and retail industry, fashion and high-end beauty activities. It aims to reinforce members expertise through knowledge and information sharing, best-practices.

This is an opportunity for experts from different sectors to meet regularly, to better understand facts and trends, to discuss common topics and support them in expanding their businesses.

HIGHLIGHTS

1. What is the future of the retail industry powered by the RetailTech?

Bruno Zysman, Retail Transformation Executive, CEO, DominoPos shared some case studies powered by the new retail tech innovations and impact on the shoppers and the retail industry ecosystem.

2. Retail Tour in Singapore: the perfect time out to share experiences, assessments, and ideas!

By Chloé Cortinovia Co-founder and Managing Director, Bienvenue Factory.



3. The Affluent Asian Female Consumer in 2018

At this session, Amrita Banta, Managing Director at Agility Research & Strategy shared with members latest data and insights from the Affluent Woman report conducted across eight markets.

4. Luxury Committee – Exclusive Networking Lunch

The purpose of this intimate and casual lunch is to exchange with your counterparts in charge of luxury retail in Singapore and the region.

PRESIDENT

Mrs Emmy TELLIER
Swatch

VICE-PRESIDENTS

Mrs Mollie JEAN DE DIEU
Longchamp

Mr Eric FESTY
Hermès

Mr Olivier GROMETTO
Qingwa





MISSION & OBJECTIVES

The Smart Cities Committee aims to identify and promote French expertise and to encourage the exchange of information about projects, ideas and best practices so as to improve synergies among member companies involved in the field of Smart Cities.

HIGHLIGHTS

1. Asean Smart City Network – Business Opportunities

Following welcome speeches from the Ambassador of France to Singapore H.E. Marc Abensour and Executive Director of the French Chamber in Singapore Carine Lespayandel, Mr Lim Teng Leng, Deputy Director at Centre at Liveable Cities and Mr Borg Tsien Tham, Deputy Director at Ministry of Foreign Affairs Singapore presented the ASCN and the related business opportunities.

2. Singapore Land Authority’s Innovative Geospatial Solutions @GeoWorks

Our guest joined us on an exclusive session for a close and personal talks with SLA, PTGEM, Schoolber, LDR Technology and AirMap.

3. Building the Smart Cities Ecosystem: Ict Infrastructure, Cloud, Data Analytics, Artificial Intelligence, Blockchain and much More!

Mirela Juravle, Head of IoT and Smart Cities, APAC, Orange Business Services shared with us how to enable cities become smarter by use of technologies.

4. Entre Innovation et Developpement Durable, Visite guidée d’une Surprise Architecturale de Singapour, L’hotel Oasia

By Ariane Nabarro, Founder and Director of Singapour sur Seine.



CO-PRESIDENTS

Mr Antoine GONDARD
Dragages Singapore

Mr Franck MARTINS
STMicroelectronics Asia Pacific

Mr Alexandre PARILUSYAN
Dassault Systèmes

Mr Franck VITTE
BlueSG

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MISSION & OBJECTIVES

The Supply Chain & Logistics Committee aims at:

- Sharing information and experiences.
- Creating synergies across various industries.
- Supporting French Chamber members active in Sourcing/Purchasing/Supply Chain.

HIGHLIGHTS

1. Global Economy 2.0: A complex, multi-level supply chain (r)evolution

By Mr. Luca Silipo, Vice President, Chief Economist for GEODIS.

2. Site Visit: The Centre of Innovation for Supply Chain Management (COI-SCM)



3. Decent work and social risks: Keep calm and act on

By Magali Croese, Principal Consultant at b.tin.

This session aimed to get better acquainted with the situations that may give rise to social risks within our organisations and throughout our supply chain, especially in Asia Pacific.

CO-PRESIDENTS

Mr Alain BORNE

Remy-Cointreau

Mr Long PHAM

Schneider Electric

Mr Philippe BROYER

Biomérieux





MISSION & OBJECTIVES

The Asia Committee organises conferences, seminars, roundtables and delegations on topics related to the economy, social and political situation in Asian countries.

This committee is a forum where members can exchange information and experiences about the rapidly-changing business environment in Asia and gain practical advice relevant to doing business in Asian countries.

PAST SESSION HIGHLIGHTS

1. Trends in Asia For 2019: Economic, Financial & Political

By Manu Bhaskaran, Adjunct Senior Research Fellow, Institute of Policy Studies, and Frédéric Kaplan, Minister Counsellor for Economic Affairs, ASEAN countries, Embassy of France in Singapore.

2. A Conversation with Mr Vincent Chong, President & CEO ST Engineering

This session offered the unique opportunity for an up close and personal conversation with Vincent Chong, President & CEO of ST Engineering. This talk was moderated by Damien Dhellemmes, Vice-President of the French Chamber and Country President of Schneider Electric Singapore

3. A Conversation with Mr Png Cheong Boon, CEO of Enterprise Singapore

The agency works with committed companies to build capabilities, innovate and internationalise. It also supports the growth of Singapore as a hub for global trading and startups. This talk was moderated by Kevin Chow, CEO and Country Director of Thales Solutions Asia.



4. Doing Business in Vietnam

By Aymar de Liedekerke Beaufort, Country Head of Vietnam, BNP Paribas Vietnam, Benjamin Yap, Senior Partner, RHTLaw Taylor Wessing Vietnam and Yoon Kim, Country President, Schneider Electric Vietnam, Myanmar and Cambodia.

This Breakfast Talk provided participants with practical information to tackle this growing market followed by a panel of discussion moderated by Gilles Pascual, Partner at EY.

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▼ 2



▼ 4





MISSION & OBJECTIVES

The Human Resources (HR) Committee aims to inspire members to develop their business, expand their knowledge and receive information by providing insights on:

- Trends and Evolution in HR topics.
- Sharing best practices to optimise working conditions and motivate employees.
- Sharing expertise on a wide range of industries on people-related topics such as leadership, coaching, talent acquisition, retention or workplace flexibility.
- Receiving updates on local and regional regulations.

The Human Resources Committee is for people with an interest in human resources, HR professionals or involved in HR matters regardless of industries/sectors.

HIGHLIGHTS

1. The Future of Work and Preparation for a World of AI

By Bernard Goldstein, Sharper AI.

2. Talent Management in a Multicultural Environment

By Laura Weller, Akteos.

3. Transforming Business Strategies with Talent Insights

Sharing session with Isabel Choo, insights Analyst, LinkedIn and Alex Martinet, Relationship Manager, LinkedIn talent.



4. A Conversation with Mr Aubeck Kam – Permanent Secretary of the Ministry of Manpower

This session offered the unique opportunity for an up-close and personal discussion with Mr Aubeck Kam, Permanent Secretary of the Ministry of Manpower.

CO-PRESIDENTS

Mr Jean-Yves BROUSSY
Seighty partners

Mr Nicolas JOLLET
Google Asia Pacific

▼ 2





MISSION & OBJECTIVES

The Legal & Tax Committee brings together professionals with tax & legal background and expertise. It aims to enable exchange of information, provide updates on legal topics, development and issues affecting business in the region. This committee conducts sessions to inform and increase awareness of major legal issues and also serve as a focus for the interests of its members practising in Singapore and the region.

The Legal & Tax Committee is for in-house counsels, lawyers or people involved or with an interest in legal & tax matters related, regardless of industries/sectors.

HIGHLIGHTS

1. Time for Change: Disruption and Innovation in the Legal Sector

By Noémie Alintissar, Manager, Future Law Innovation Programme (FLIP), Rajesh Sreenivasan, Partner, Rajah & Tann, Maëva Slotine, Principal, Slotine, Thomas Chuang, Legal Product Expert, Luminance and Chris Powell, Co-Founder & Head of Business Development, LegalFAB followed by a panel of discussion.

Speakers shared on the different ways tech is changing the legal sector, from machine learning to automation, AI & blockchain, and on the future of the sector with challenges & opportunities.

2. Doing Business in Asia: The Ethics and Compliance Challenge

By Dmitry Kosarev, Director, Forensics, PwC South East Asia Consulting, Michael Julian, Chief Compliance Officer, Alstom and Christian Duhain, Founder and CEO, Athen Development Singapore, followed by a panel of discussion.

At this Breakfast Talk, our speakers shared insights on the current trends, a view of multinational company strategy and a sharing experience in developing the business in the region!

3. Employees' remuneration reporting in Singapore – Focus on common errors and how to get it right

By Kerrie Chang, Partner, EY and Sandesh Kumar, Associate Director, EY.

This meeting aimed to enhance companies' understanding of Inland Revenue Authority of Singapore's ("IRAS") compliance approach and how companies can better comply with their tax obligations in respect of the reporting of employees' remuneration.

4. Myanmar 2018 Union Tax Reform

Diberjohn Balinas, Senior Tax Manager, DFDL discussed recent developments to Myanmar tax laws and regulations and recent changes to tax policies and practices in Myanmar. In addition, he also provided practical insights on the most effective ways of investing and doing business in Myanmar.

CO-PRESIDENTS

Mr Grégoire BARRY-DELONGCHAMPS
STMicroelectronics Asia Pacific

Mrs Catherine COTTET
Thales NSEA

Mrs Doris MARCELLESI
Essilor Amara

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▼ 4





MISSION & OBJECTIVES

The Marketing & Communication Committee aims to:

- Share best practices within the marketing and communication sector.
- Learn more on the trends and evolution within this sector.
- Share expertise and develop synergies.
- Take advantage of network events to generate new business opportunities.

The Marketing & Communication Committee is for people with an interest in marketing, marketing managers or persons involved in marketing and communication strategies.

HIGHLIGHTS

1. New Age Advertising

During this Breakfast Talk, our speakers, Guillaume Sachet, Mediacorp, Isaline Duminil, JCDecaux, Daniel Tan, Dr. Banner and Jacqueline Tan, Mediakeys took members through a journey on the new advertising landscape and how traditional media is adapting to exist in this new environment.



2. How does Cultural Diversity in Asia impact your content marketing and communication strategy?

Ludovica Lemaitre, Coty, Gregory Fournier, Unruly, Herve Bullot, Levis, Grace Leong, Visa and Dominique Touchaud, P&G gave cultural insights to build up accurate pictures of the cultural leanings of a market, and individuals within that market, to predict both campaign and brand success by pre-testing content for cultural resonance.

3. WeChat, the shape of the connected China

Sylvain Joandel, General Manager, Fabernovel Asia presented the success factors behind WeChat's strategy.

4. Data driven marketing automation – why, what and how?

Patrick Sim, Head of Customer Experience Sales, ASEAN, Oracle gave some insights on data driven marketing.

CO-PRESIDENTS

Mrs Isaline DUMINIL
JCDecaux Asia

Mrs Mary KON-SUN-TACK
Lyreco

Mr Alban VILLANI
Criteo

Mr Sylvain JOANDEL
Fabernovel

▼ 2



▼ 4





MISSION & OBJECTIVES

The Research & Development Committee brings together R&D and R&T professionals. This platform allows for information and experience sharing, and aims to give greater exposure and visibility to the French scientific community in Singapore.

HIGHLIGHTS

1. View from the other side: A Singaporean in R&D in Essilor France and Managing Director for Girls in Tech Paris

This session offered the unique opportunity for an up close and personal conversation with Jamie Soon-Kesteloot, a Singaporean in R&D in Essilor France and Managing Director for Girls in Tech Paris.

2. Breakfast Talk with A*Star

Liau Eng Soon, Group Director (covering), Industry Development Group, A*STAR shared with members what opportunities are there for companies – MNCs, SMEs and start-ups, to collaborate with A*STAR, followed by Dr. Bing Xun Tan, Pharmaceutical Application Scientist, Roquette, who shared of Roquette’s experience collaborating with A*STAR.



3. Visit of Essilor Center for Innovation & Technologies Asia

4. Site Visit: L’Oréal Research and Innovation

CO-PRESIDENTS

Mr Laurent FABRY
Digital Content Technologies

Prof. Mounir MOKHTARI
CNRS - IPAL - Image and Pervasive Access Lab

Ms Alexandra ROOS
Essilor

Ms Hervé JARRY
Thales Solutions Asia

▼ 3



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JOINT INITIATIVE



www.frenchlab.sg



MISSION & OBJECTIVES

The Sustainability & Responsibility Committee acts as a platform for discussion among members on the topic of sustainability. The committee aims to :

- Promote French expertise in this domain.
- Facilitate the exchange of information and best practices to encourage synergies, connect actors.
- Build deeper cooperation between Singaporean and French companies.

HIGHLIGHTS

1. Diversity and Inclusion - Disability Awareness Talk

Winnie Lewis and Tonia Lim, Employer Consultancy at SG Enable raised awareness of the business case for hiring persons with disabilities.

2. Environment – Solving the packaging equation

During this Breakfast talk, Matt Stanelos, Waste Business Line Director at Veolia Singapore and William Green, Head of Corporate Affairs, Waters at Danone showcased actions to implement an efficient circular economy process around plastic bottle and shared some ideas on how to turn a problem into a solution.

3. 2018 French Chamber CSR Day: Let’s clean the beach, together!

400 people from 40 companies collected a total of ~2.1 tonnes (2,100kg) of marine trash, a great turn-out for a Monday morning in an extremely busy business period!



CO-PRESIDENTS

Ms Veronique AUGIER
Accorhotels Asia Pacific

Mr Chee Kiang LIM
Schneider Electric

Mr Roshith RAJAN
Sodexo Service Asia

Ms Lydia WONG
Veolia ES Singapore

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MISSION & OBJECTIVES

The Tech & Innovation Committee aims to :

- Tackle different IT topics in order to increase business in the region,
- Share technological knowledge and know-how in the region
- Organise regular breakfast talks and presentations where guest speakers address members on technology trends and issues that have an impact on business in Asia.

The Tech & Innovation Committee is composed of members of Tech company as well as IT services of MNCs or SMEs.

HIGHLIGHTS

1. France Singapore Year of Innovation - Breakfast Reception

Representatives from Singapore EDB, Enterprise Singapore, and Singapore Ministry of Manpower shared about YOI highlights, and exchanged perspectives with French MNCs, investors and start-ups using Singapore as a business and innovation hub for Asia.



2. Corporate Innovation in the Digital Age

By Neil Thompson, Professor, MIT & Didier Bonnet, Consulting Global Practice Leader Digital Transformation, Capgemini.

3. Joint ICT Networking Evening with Amcham and Britcham

The American, British and French Chambers in Singapore teamed up to organise an inter-chamber networking evening with members from the Information and Communications Technology and Entrepreneur & Small Business Committees.

4. Data & Apis: Winning Strategies to master your Digital Transformation

Thomas Vermersch, Director Asia-Pacific of Moskitos shared best practices from a case study on a fast & large-scale digital transformation of a Fortune 500 company

CO-PRESIDENTS

Mr Cyril AYOUB
EVA Group Asia Pacific

Mr Julien CONDAMINES
Co-Creation Lab

Mr Franck LESPAYANDEL
Orange Business Services

Mr Alex CARRAUSSE
Neurones IT

Mr Andry RAMANANANTOANDRO
Total Oil Asia-Pacific

▼ 2



▼ 4



PARTNER





MISSION & OBJECTIVES

The Women in Business Committee aims to:

- Enable women of different nationalities, working and living in Singapore, achieve professional and personal success.
- Give women a strong voice in the Singapore business community.
- Create opportunities for women to be successful in future leadership roles.

The French Chamber encourages its female members occupying senior manager position in MNCs to participate in the Women in Business Committee to provide excellent networking opportunities, address work-life balance concerns and develop useful skill sets.

HIGHLIGHTS

1. Round Table Discussion on Gender Balance

By Jérémie Celdran, Sanofi.

This round table opened a conversation about the importance of gender equality at the work place. Participants shared the benefits of gender equality in the ecosystem, the challenges to face the change of companies' culture, the best practices to adopt.

2. Women Entrepreneurs Round Table - Mastermind Group

This regular roundtable give women entrepreneurs the opportunity to present their businesses and challenges, and get the feedback and insights from other fellow entrepreneurs, helping them to keep focused and on track.

3. Speed Networking for Business Women

This Speed Networking is a great opportunity to interact with other members of the Business Women Committee in a series of one-on-one meetings.



4. The Power of Body Language

In this highly interactive and experiential workshop presented by Geraldine Gauthier, Executive Coach and Founder of W2P Consulting, participants had the opportunity to learn the fundamentals of body language; and discover new techniques to shape their body language.

CO-PRESIDENTS

Mrs Sandra TANG
Sanofi

Mrs Anne TAN
Geodis

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EXECUTIVE COMMITTEE

French Chamber of Commerce in Singapore

French Embassy in Singapore

CNRS



www.frenchlab.sg

French Lab Singapore is a joint initiative established by the French Embassy in Singapore, the French Chamber of Commerce in Singapore and the French National Centre for Scientific Research (CNRS) in the framework of the France-Singapore Year of Innovation; the objective being **to bring together the French scientific community and researchers based in Singapore and to intensify the interactions with the local and French ecosystems in order to generate new collaborations between our two countries.**

French Lab Singapore was officially launched on 27 September 2018 at a reception at the French Ambassador's Residence with more than 80 guests from the scientific community and academic circle in Singapore. These French scientists and researchers, who number more than 250, work for local and French universities and research centres (for the majority) and for large industrial companies who have set up their R&D or Innovation centres in Singapore.

French Lab Singapore offer this community tangible tools such as a platform for discussions and exchanges to initiate collaborations, carry out recruitments or disseminate information through a newsletter to reach the French scientific community in Singapore.

Find out more information about French Lab Singapore on frenchlab.sg



The **SmartHealth** project has been initiated 3 years ago to bring together the French Expertise in the healthcare sector to meet Singapore's health ambitions and overcome major challenges such as its Healthcare 2020 Masterplan.

Hence was born the idea to create the **SmartHealth collaborative group**:

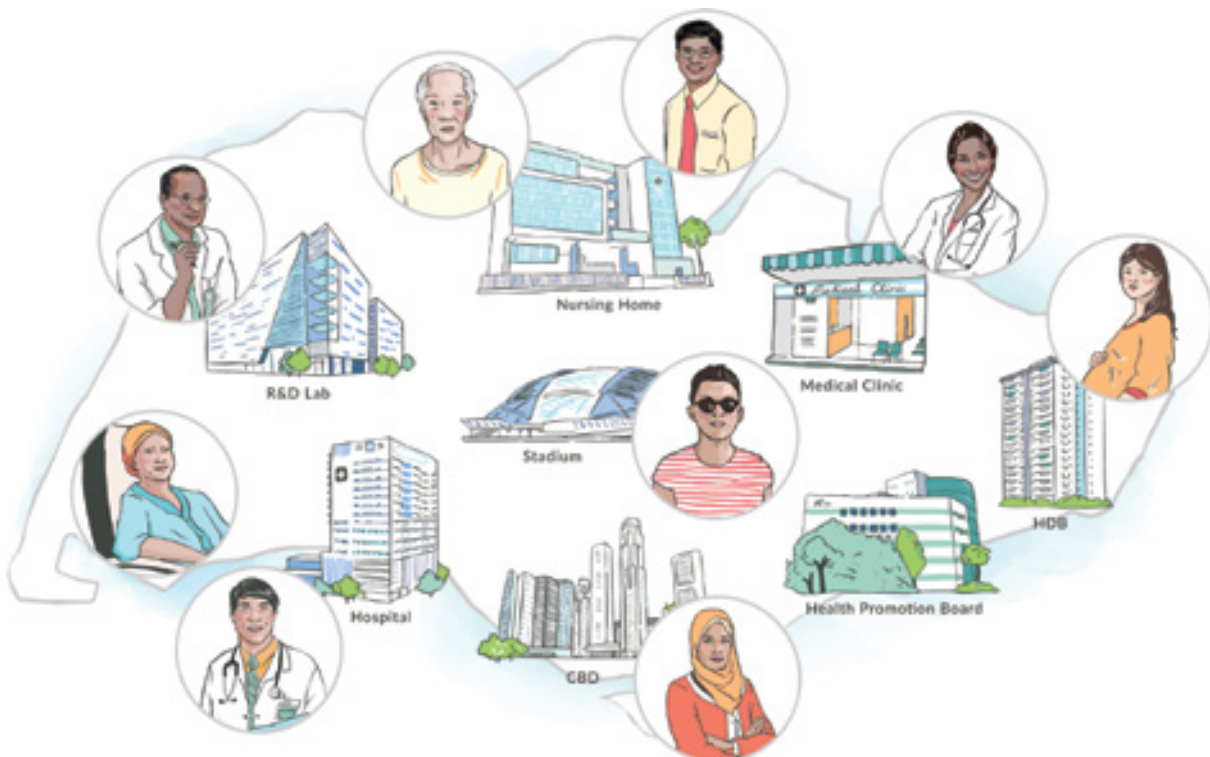
- To build a collaborative approach mixing French MNCs and Startups in an innovative way
- To gather French expertise in the Singapore healthcare industry
- To promote existing solutions, and bring innovations to Singapore
- To feature solutions for corporates, authorities and citizens.

SmartHealth covers 4 Clusters to address Singapore's challenges:

- Healthcare Accessibility & Affordability,
- Preventive Care,
- Value-Based Care & Innovation,
- Silver Economy & Seamless Care

As of today, SmartHealth has more than 45 members (multinationals, SMEs and start-ups), offering more than 150 products and services, proving their collective value to tackle issues such as healthcare affordability, ageing, non-communicable diseases and digital health transformation.

www.smart-health.sg



SOCHIC

Your guide to French shopping & dining in Singapore

WHAT IS SO CHIC?

An initiative by the French Chamber of Commerce in Singapore and its retail members. *So Chic* showcases French shopping and dining in Singapore, from prestigious luxury brands, to relaxing bistros, designer shops, online stores and more.

So Chic started as a comprehensive print guide of French retail stores and restaurants in Singapore. Today transformed into a fully digital platform www.sochic.sg, it aims to keep readers in the know of all about French things in Singapore.

With a directory of over 100 French brands, stores and restaurants, visitors will find the best addresses to a variety of retail, dining and lifestyle experiences and learn about French savoir-faire and savoir-vivre.



Editorial content is added weekly, and is curated, edited and served by the team at the French Chamber of Commerce in Singapore who aim to provide fresh and immersive content:

- Exclusive interviews with chefs and designers, easy recipes for classic French meals, style tips or beauty secrets.
- A curated selection of events that include private sales, brand launches, concerts and gallery vernissages, and other French happenings in Singapore.
- A *So Chic* Experience is organised every month to bring French brands closer to its consumers creating a privileged and fun atmosphere.

The *So Chic* newsletter keeps our readers informed about all things French in Singapore and gives them a chance to be the first to register to our exclusive events!

From **luxury** to **beauty**, **fashion**, **interior** and **gastronomy**, *So Chic* brings that touch of chic and French *art de vivre*.

NEW COLLABORATION: SO CHIC | BOUTIQUE FAIRS

This year marks the great collaboration with Boutique Fairs.

Boutique Fairs is a major shopping event in Singapore with more than 6000 sq.m. of retail space and 18k visitors! Happening at F1 Pit Building, discover over 400 independent vendors.

In collaboration with the *So Chic* brands, we've recreated in November a classy Parisian apartment, plenty of activities and workshops from beauty to art de vivre and gastronomy!

In March edition, we've welcomed our brand members in our charming little 'French Marché'. A great occasion to shop à la française and taste our delicious French gastronomy!



BOUTIQUE FAIRS
— SINGAPORE —



SO CHIC FRENCH EXPERIENCES

So Chic launches *So Chic* French experiences, to bring a touch of France right here to Singapore!

An immersion in the French cultural ecosystem, *So Chic* experiences allow participants to attend masterclasses and take part in new experiences offered in collaboration with the *So Chic* brands.

Each month, a new world of activity to explore!

Discover the previous *So Chic* experiences on www.sochic.sg with Maison Kayser, diptyque, Make Up For Ever, Chanel, Pernod Ricard, Christofle, Vintage and Capsule Collection by Juliette.

MISSION & OBJECTIVES

A free and full business booster programme to support small businesses.

CO-PRESIDENTS

Mr Eric SAINT-ANDRÉ
ASA Advisory Services

Mrs Valérie MARIN
Distribution Asiatique

Mr Olivier GROMETTO
Co-Owner/Managing Director, Qingwa

Mrs Laetitia DE SEROUX
Wavecell



THE BUSINESS ACCELERATOR LAB: A BUSINESS MODEL AND GROWTH VALIDATION SESSION

Every month, the Business Accelerator Lab meets one French entrepreneur seeking to present his business plan and strategic challenges to get recommendations and contacts from a panel of advisors (successful entrepreneurs, experts in various sectors and functions, individuals looking to personally invest in companies).

Since the creation in 2015, 40 start-ups and entrepreneurs have been supported and advised by the Business Accelerator Lab and 30 advisors have joined our pool of experts. The latest start-ups that pitched: PTGEM, Swim To Fly, We Link Talent, SENSEA.IO by Remedial Performance, Play2See, W2P Consulting, Positive Energy, Ashenfeld, Ergapolis.



THE MENTORING PROGRAMME: A ONE-TO-ONE ADVICE PROGRAMME FROM HIGH-PROFILE BUSINESS EXECUTIVES

This co-initiative with the French Trade Advisors provides advice to French startups, entrepreneurs and SME representatives who have already clocked in more than one year of activity in Singapore and are in the midst of developing their business in the region. Candidates who apply benefit from their mentor's professional experience, contacts and advice for up to 12 months.



MEET THE CEO

ACTIVITIES: TARGETED SESSIONS FOR INSIGHTFUL INFORMATION

A monthly opportunity to connect with a CEO of a large company: 6 companies are directly selected by the CEO according to their relevance and link with business needs or interests. A win-win session as the CEOs connect directly with experts and innovative small companies in various sectors and functions and agrees with sharing their experience, advice and contacts.

Last year's participants:

- > Jean Drouffe, AXA
- > Kevin Chow, Thales
- > Hugues Ricour, Ubisoft
- > Patrick Pennamen, Naval Group
- > Denis Bonhomme, Total
- > See Wee Goh, Atos
- > Eric Festy, Hermès



▼ SHARING SESSIONS AND NETWORKING MEET-UPS

- Networking drinks
- Speed networking evenings
- Tips, best practices and experience sharing by successful entrepreneurs

CEO TECH CLUB

This exclusive club brings together more than 50 French CEOs from the Tech Industry within an atmosphere of friendship and unconventional thinking.

HIGHLIGHTS

1. Challenges and Insights

The meeting was an opportunity to present their current challenges to obtain insights and feedback from fellow tech start-up CEOs. A great thank you to Julien Labruyère, Co-Founder & CEO of Sleek, Grégoire Rastoul, CEO of UEX, and Guillaume Martin, Co-Founder & COO of FlySpaces.

2. Recruitment

The meeting covered recruitment topic with discussions to make it faster to hire great candidates, more consistently, and with significantly less effort.

3. Retargeting

The meeting covered what retargeting is as a type of online advertising and why every business should consider it for their website. We also discussed how to smartly build and improve a website to increase conversions, and lastly more advanced retargeting techniques such as using videos.

4. Board Advisory

The meeting covered what the topic of Board Advisory with key questions to be asked when creating and operating an advisory board. We discussed who is trying to achieve what from an advisory board, how the business of the board should be conducted, and what the benefits are to having it.



CO-PRESIDENTS

Mr Eric BARBIER
Money Over IP

Mr Denis BRANTHONNE
Novade

Mr JC BOUGLÉ
Powata

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WOMEN MASTERMIND GROUP

Every 6 weeks, we organise roundtables for **Women Entrepreneurs**, where female entrepreneur members have the opportunity to present their businesses and challenges, and get the feedback and insights of other fellow entrepreneurs.

This accountability structure helps to keep entrepreneurs focused and on track.

A great opportunity to benefit from this community of supportive entrepreneurs who brainstorm together to help participants to move to the next step.



BUSINESS OPPORTUNITY PLATFORM

The **Business Opportunity Platform** is a helpful linking tool dedicated to the small business market for business sellers and buyers, investors and entrepreneurs, future co-founders. It is designed to facilitate the finding of small companies to be sold, business buyers interested in new opportunities, Business Angels, projects to invest in, and co-founders to start a new business project.

CFO Club

CLUBS

The CFO Club's aim is to provide an opportunity for CFOs to exchange freely on common topics and get access to information that is most relevant to their daily functions. This Club is only open to members who hold a CFO position in their organisation.

This Club allows attendees to discuss their perspectives and share best practices with their peers.

If you want to share your views on financial topics, information tools and trends or just discuss with other professionals, this club is for you.

This group meets on a quarterly basis.



CIO Club

CLUBS

This Club brings together CIOs and top IT leaders from MNCs through a series of exclusive lunches.

The purpose of this intimate and casual meeting is to discuss about emerging trends and the most pressing topics affecting business and technology today.

CIO's can exchange unique perspectives, leading digital transformation in their functional roles.



In-house Counsel Club

CLUBS

This Club is a restricted group that gathers only in-house counsels from all sectors/industries. This Club is a platform for exchange on common topics with peers. Experience sharing is encouraged to compare practices.

This group meets on a quarterly basis.

HR Club

CLUBS

More than a professional network, the HR Club acts as a community for regional senior level HR managers from different industries to come together and share their challenges and best practices.

The HR Club also provides the opportunity to network and exchange with peers to broaden knowledge and perspectives, improve processes as well as generate new ideas.

They meet every month to discuss HR trends and issues in the Asia Pacific region.

EXAMPLE OF TOPICS

1. Experience sharing on the "Future of HR"
2. Decathlon's HR culture - How can Managers endorse the HR role?
3. How can Managers and HR support each other during the transition of a merger?
4. How to deploy training in APAC? In-house vs external solutions?



CO-PRESIDENTS

Mrs Juliette Rondeau
Nokia

Mr Paul Tran
Pernod Ricard

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COMMITTEES | ANNUAL REPORT 2018/2019

Sustainability & Responsibility Club

CLUBS

Launch of the Sustainability & Responsibility Club on 22 April 2019, an exclusive platform for persons in charge of corporate responsibility in their organisation, to meet on a regular basis and exchange among peers in confidentiality their experiences, challenges, issues, and best practices.

This Club is open to people in charge of making an impact in their organisation - creating the strategy and driving the efforts - on subjects from environmental sustainability to diversity & inclusion and corporate responsibility.



**SUSTAINABILITY
& RESPONSIBILITY
CLUB**

Member Privileges

EXCLUSIVE OFFERS FROM OUR MEMBERS FOR OUR MEMBERS

Being a member of the French Chamber allows members to get the Privilege Card and enjoy exclusive offers from a wide range of member partners in Singapore and the CCIFI in France.

Participating members increase their brand and business exposure through the FCCS Community for free by partnering with us.

All members providing services or selling products can join the Member's Privileges Programme.



About the card

The Privilege Card is personal and is exclusively reserved to members of the network of the French Chamber of Commerce in Singapore. It gives access to many benefits in Singapore and even more in France!

FOOD & RESTAURANTS



INTERIORS



RETAIL, FASHION & BEAUTY



HOSPITALITY & TRAVEL



SERVICES



SOCIAL & NETWORKING



▶ **THE ENCHANTED FOREST GALA DINNER 2019**
The French Chamber of Commerce in Singapore brought together more than 550 Singaporean and French guests with Guest-of-Honour, Dr Koh Poh Koon, Senior Minister of State for Trade and Industry (Singapore) and H.E Marc Abensour, Ambassador of France to Singapore.

This year's Gala Dinner at the Shangri-La hotel saw breathtaking live performances, with the Kurioza Company, a glamorous fashion show presented by Franco-Cambodian designer Romyda Keth and the finest French cuisine prepared by Two-Michelin-Star Chef Philippe Mille.

2019 WELCOME TO SINGAPORE

The **Welcome event**, our annual "*Rendez-vous*", brought together over **300 participants**, composed of friends and French newcomers for an evening of exchange and networking at Sofitel Singapore Sentosa Resort & Spa this year.



2019 GALETTE DES ROIS

Set amidst the lush greenery in the tranquil poolside surroundings of the Grand Hyatt Singapore's Oasis restaurant, the Galette des Rois was again a great networking event to start the new year 2019.





NETWORKING EVENT – HEALTHCARE: 20 MAR 2019

The French Chamber’s **Healthcare committee** organised a networking event at **So France**, a unique opportunity to broaden the network and exchange with like-minded professionals.



SO CHIC X MAISON KAYSER: SO CHIC FRENCH EXPERIENCE #1

Our first **So Chic experience** was a delicious success, a great Saturday afternoon – *Bastille Day*, no less! – mixing flour, kneading dough, exploring classic French baking and pastry craft.

PÉTANQUE TOURNAMENT 2019

Our unmissable Pétanque Tournament gathers every year more than 150 participants in a friendly atmosphere! The perfect occasion for an informal and sunny networking.



AND MANY MORE NETWORKING NIGHTS!

Collaborative projects, InterChamber networking events, committee networking nights, etc.

BUSINESS SUPPORT



31
Company set-ups



More than
100
Companies supported
in their business
development in Singapore



36
Companies exhibiting
under French Pavilions



196
Work permits and
visas processed



More than
800
one-to-one business
information meetings

Make the Most of our Customised Business Services

Our goal is to secure and accelerate the development of companies in the local market. Our service consists of a multicultural team, with an in-depth knowledge and experience of markets and practices, fed with our activities locally and a permanent flow of information sharing with members and partners of the French Chamber.

This expertise allows us to provide a complete range of targeted business solutions under one roof, going from the company's initial questioning about the market, to its set-up and development in Singapore and South East Asia.

We have developed a **full range of value-added business and corporate services** for each activity and project thanks to:

- Broad multi-sectorial experience;
- Our extensive network in Singapore (governmental agencies, professional federations, companies);
- Our close partnership with EDB, the Economic Development Board in Singapore;
- Our up-to-date databases;
- Our Asian network: we work closely with our network of French Chambers as well as Business France in Asia
- Our French network composed of Team France Export in France, excellence clusters, and professional associates.



Identify Business Opportunities

Assess potential market in Singapore, ASEAN, Asia and France

Identify and meet new **business connections** through customised **business missions**

Follow up with local contacts (**post-missions**)

Be highly **visible**: exhibit under our French label with our **French pavilions**

Look for/apply to be **co-founders or investors** with our business opportunity platform



Set up and run your Company

All-inclusive set-up of your company structure

Set up your legal structure

Be **domiciliated** at the French Chamber

Apply for **visas/work permits** for foreign professionals

Delegate administrative services such as **payroll**

Get introduced to professional **legal/accounting** partners



Boost your Business

Enjoy our business centre services to boost your development

Actively grow your business with the help of our **Company Pool Manager**

Enjoy the **plug-and-play** and flexible solutions of our **Business Centre**

Take part in our **Mentoring Programme** and/or **Business Accelerator Lab**

As a member, benefit from our **wide network**

Choose us to host your **VIAs (French governmental programme for international business development)**



Get financial help for your development

Diverse incentives and funds to strengthen your project

Submit your project to our **government partners** and apply to qualify for incentive programs

Get introduced to **financial private** partners like Business Angels and Venture Capitalists

Check your eligibility for **tax deduction** schemes with professional **tax and financial** partners



Identifying Business Opportunities



FRANCE



SINGAPORE

BUSINESS MISSIONS: APPROACHING AND ENTERING THE MARKET

The French Chamber team supports companies based in France in planning and optimising their business trips to Singapore and the region, to expand their business opportunities. Companies established in Singapore can also benefit from these services.

1. Market Studies

Assist companies in the comprehension of the Singapore market & evaluate the viability of the client's product/service.

2. Dedicated individual or collective business missions and follow-up

Companies enter the Singapore market and Asian markets efficiently thanks to our expertise and networks. We:

- ✓ Analyse the client's potential in the Singapore market
- ✓ Prospect based on client requirements,
 - creating a short list of top contacts according to client specifications;
 - contacting them directly to assess and create interest in our client's products or services;
 - organising targeted one-to-one meetings.
- ✓ Follow-up option available after the mission



3. Business relationship support

Thanks to our local presence and strong intercultural knowledge, we can help companies with an ad hoc service:

- ✓ Contacting the identified person in Singapore for find out more about the situation/market opportunity.
- ✓ Organising a one shot business matching session

TEAM FRANCE EXPORT

This new type of team is an ambitious partnership between a strong public entity – Business France – and the French Chamber in Singapore, with its wide private business network. It is a simplification and a clarification of the support for French exports.

Through its longstanding and strong relationships with the French ecosystem and the Singaporean economic and industrial environment, the French Chamber will contribute to accelerate the development of business relations between France and Singapore. It is a positive message for the French and Singaporean business community as well as for the companies based in France.

Six people compose Team France Export in Singapore. Through tailored solutions, they support about 100 SMEs and mid-sized companies annually to explore the market and accelerate their business in South East Asia.

TEAM FRANCE EXPORT



FRANCE



SINGAPORE

Local Singaporean companies on their own or within a delegation might want to explore the French market, identify and meet new suppliers, get in touch with French companies, or find investment opportunities. With a substantial French network, we provide assistance services to connect the local Singapore companies to the right partners in France.

FRENCH PAVILIONS AT SINGAPORE TRADE SHOWS: BEING HIGHLY VISIBLE WITH FRANCE LABEL

Singapore is a regional hub, ideally located for reaching Asia Pacific markets. In 2018, Singapore played host to many renowned trade shows and exhibitions, including BroadcastAsia and NXTAsia.

Grouping our French exhibitors under one large French pavilion, benefits our clients and allows us to offer advantages including prime location, higher visibility and customised booth sizes capabilities, so as not to miss out on business opportunities.

During the exhibition period, we organise networking events like the Tech Awards ceremony hosted during the BroadcastAsia and NXTAsia, an event rewarding a breakthrough innovation with over 150 attendees and top IT company juries.



LEARNING EXPEDITION PROGRAMMES

Institutions, excellence clusters, business schools, and other similar entities organise learning expeditions for delegations, business executives or students with our support. Based on required specifications and thanks to our wide network, we design the programme including professional conferences, industrial and cultural site visits, as well as networking events and pitching sessions in front of local SMEs and MNCs.

As a recognised institution in Singapore, we have access to targeted companies, institutions and their decision makers.



SINGAPOUR BUSINESS TOUR

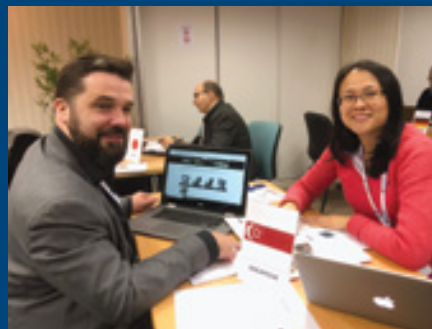
The Singapour Business Tour is a unique opportunity for any company in France to meet directly with an expert of Singapore market & to test the suitability of its implementation project or its export offer with Singapore and South East Asia.

Throughout the year, the French Chamber animates and takes part in events in France with its network of over 100 partners, actors of international development: Team France Export in the regions, excellence clusters, investment agencies, professional federations, etc.

The event can take the form of:

- ✓ A sectorial conference on a given theme
- ✓ A workshop on corporate projects
- ✓ A speed meetings session
- ✓ A breakfast talk with legal, tax, commercial or technical experts working in Singapore and Singaporean government agencies

In 2018, Singapour Business Tour went to France 9 times, met 160 companies in B2B meetings.





Set up and run your Company

MNCs, SMEs and entrepreneurs from any sector of operation take advantage of our expertise, up-to-date knowledge of Singapore's regulations and local connections to set up and run their company here and, apply for visas.

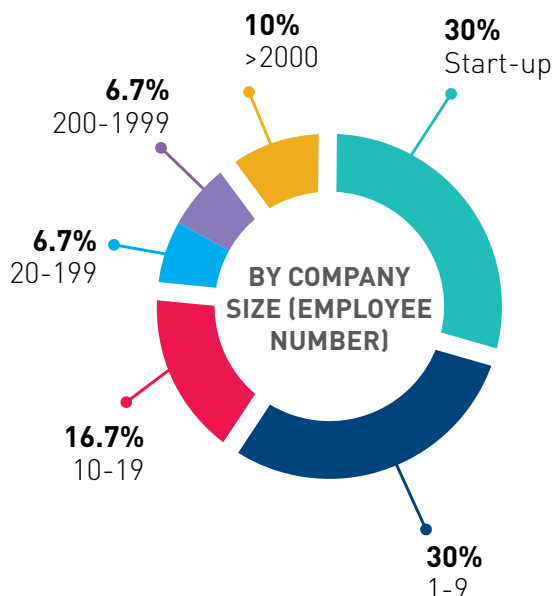
SETTING UP A COMPANY

- ✓ In-depth study of the legal and regulatory implications of your project
- ✓ Advice on the most suitable type of structure

Our team assists companies in the different steps required to set up their business with reliable partners:

- ✓ Set-up of a representative office or a private limited
- ✓ All statutory requirements provided
- ✓ Assistance for the opening of a corporate bank account (for private limited companies)
- ✓ Use of our address for incorporation
- ✓ Visa applications

COMPANY SET-UPS IN 2018/2019



Special attention & focus on entrepreneurs

A special offer: The Entrepreneur Package, designed to suit their development needs. A dedicated contact person within the French Chamber team.

SECRETARIAL SERVICES

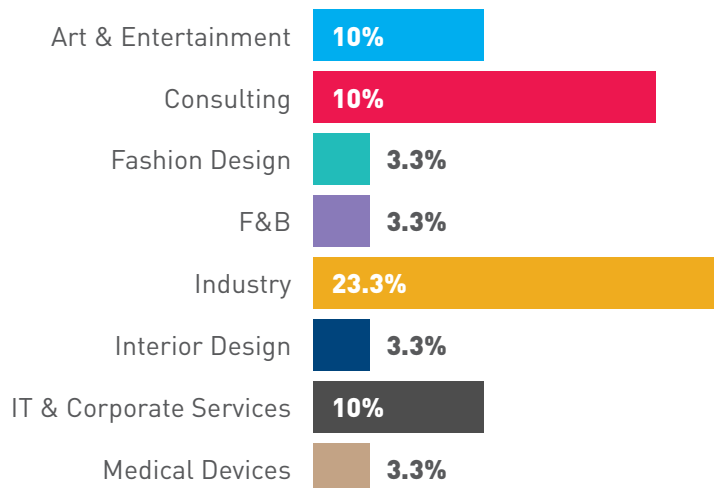
We take care of small entities for administrative tasks such as payroll.



VISA/EMPLOYMENT PASS APPLICATION

With approximately 200 successful visa applications per year, ranging from Employment Pass, Dependant Pass, Letter of Consent and Long-Term Visit Pass, the French Chamber provides customised professional and proficient advice and service to each client, based on these successful experiences.

BY SECTOR





Boost your Business

COMPANY POOL MANAGER **NEW SERVICE!**

Our sectorial business development Singaporean experts take care of French company's development in Singapore. Proposed on a part time basis, this local solution is, at an affordable cost, for a determined and renewable period of time a great solution to boost your business. This service was already successful for a few clients in 2018.

BUSINESS CENTRE: ACCELERATE YOUR INTEGRATION AND DEVELOPMENT IN SINGAPORE

The Business Centre is a platform that allows our members to meet companies, to promote business, expand business contacts, exchange ideas and share their experiences and common concerns.

Spacious and modern office spaces on Orchard Road are, a strategic location in Singapore, available for start-ups to subsidiaries of large MNCs to carry out their business activities in Singapore.

On site, hosted companies take advantage of sectorial committees, more than 150 networking events per year, Asia business development workshops and regular get-togethers for our tenants, as well as the access to all the business services deployed by the French Chamber.

Integrated with the French Chamber's team, every company using our premises benefits from this proximity.

BUSINESS CENTRE SERVICES

1. An exclusive address on Orchard Road to start business in Singapore straight away

- ✓ Plug-and-play solution for 17 closed offices and 9 open spaces that can accommodate up to 40 people
- ✓ Flexible service agreement contracts with durations adapted to company needs (3, 6, 12, 24 months)
- ✓ Receptionist to handle visitors and phone calls
- ✓ Free access to our meeting rooms (4-5 people)
- ✓ Conference room (20-30 people) at a preferential rate
- ✓ IT support
- ✓ Photocopier / printer, personal phone, daily newspapers, equipped pantry and other services

2. Domiciliation / Virtual Office with our address on Orchard Road, available to interested local companies



The easiest solution for VIEs: a turnkey service in Singapore

- Tutor for VIEs (French governmental programme for international business development)
- ✓ Implementation of the subsidiary
- ✓ Visa application
- ✓ Experience sharing with other tenants in a professional environment
- ✓ In situ services that enable the VIE to meet and expand business opportunities



DEVELOP IN ASIA WITH OUR REGIONAL SUPPORT

Workshops on business development in Asia provide support and advice to our hosted companies thanks to professional testimonies on best practices. They highlight other Asian country practices through interactive workshops with our partners in Asia.

Companies planning business trips around the region can benefit from the French Chambers & Team France Export network and build strong connections through a prominent global network of French and foreign companies.

Lastly, every month, our tenants can occupy available office spaces **for free for one day in any Asian French Chamber business centre**. (see map on next page)

FRENCH CHAMBER TENANTS

addactis
Architectes & Solutions Architectures

ASIA Infrared Systems

BUNKER GOLD & SILVER

Association & Conference Management Group **ACEP**

LACTALIS SINGAPORE

FRANCE rians
DEPUIS 1901

MARIT
SINGAPORE

PM
Progress Management

Silab
South East Asia

SOCAPS
SCIENCE INDUSTRIAL SOLUTIONS

Wallonia.be
EFFORT INVESTMENT



Company Testimonials

At the Business Center, we always have the opportunity to meet other people from other horizons. Addressing Asian markets from Singapore, it is important to discuss, it brings emulation and new ideas too.

Cédric Amsellem
Singapore Office Manager
PM Progress Asia

We chose the French Chamber because we wanted to benefit from the French network which is quite active here. You can participate in organised in-house events and take advantage of the mentoring programme.

Fu Chang Tran
Business Development Manager
VIE for LINKBYNET

10 REASONS WHY YOU SHOULD CHOOSE THE FRENCH CHAMBER'S BUSINESS CENTRE

Thanks to the French Chambers' extensive network, companies are welcome in most countries in Asia Pacific and can look forward to coordinated support throughout the region.

1

A business development platform

2

A reactive team at your service

3

IT support for internet connection

4

Easy and fast access to public transport

5

Full package with Internet, Wi-Fi, phone

6

Professional and prestigious image in the heart of Singapore

7

Friendly and dynamic atmosphere

8

Reliable and efficient receptionist service in English

9

Quick and easy plug-and-play set-up

10

All business support services on site



French Chambers' Business Services in Asia

1. Visa applications
2. Office rental
3. Meeting room rental
4. Domiciliation
5. Local business development
6. VIE hosting and mentoring

RECRUITMENT AND HR

50/50

% placements of
French / Non-French

205
job openings

1,000
candidates interviewed

Why Choose Us?



A database of
multicultural and
multilingual profiles.



Our network and
great referrals.



Competitive rates on
success basis.



Our expertise and
experience
in recruitment.

Your Partner in Talent Acquisition and Development

Our Human Resources Department was created in 2004 and holds an Employment Agency licence granted by Singapore's Ministry of Manpower (MOM). The recruitment team is also certified by the MOM. Our activity has been growing continuously and we have tripled the number of job openings received and placements since 2012.

We have three main activities:

1. Recruitment for Companies (permanent, contract staffing, internship);
2. Jobseeker advisory services with face-to-face meetings and a workshop program;
3. Host and run the HR Club *(Please refer to page 42)*.



RECRUITMENT FOR COMPANIES

We offer support and advice in the recruitment process by:

- defining positions
- referring candidates, matching requirements after interviews,
- establishing a shortlist of candidates,
- guaranteeing a tailor-made follow-up for all your recruitment matters (visa application, payroll...).

Our team also provides guidance on HR topics such as salaries, profiles and mobility.

JOBSEEKERS' CONSULTING

The French Chamber assists jobseekers in their job search and career development in Singapore. We provide information on the local labor market, as well as help setting up the strategy for a more efficient job search. Moreover, we keep growing a database with Singaporean, French and international candidates.

Our team is also developing partnerships with Business Schools and universities in order to expand our candidates' database and give an overview of the job market to graduates.

JOBSEEKERS' WORKSHOPS

Our Programme

For French speaking candidates looking for a job, we facilitate a workshop program with certified and experienced coaches, exploring topics such as:

1. Adapting your resume to the Singapore job market
2. Optimising your LinkedIn
3. Crafting your impactful 'Elevator Pitch'
4. Improving the effectiveness of Networking
5. Answering interview questions with confidence
6. Making good career choices



COMMUNICATION

13,682
monthly users
on the website

more than
8000
followers on
social media

10%
increase of
unique users
on the website

60%
increase of followers
on the French Chamber
LinkedIn page

The French Chamber of Commerce in Singapore has several print and digital publications that provide various information material on business. These publications also provide a platform for companies to share their expertise and advertise their offers. Our readers include members of the French business and expatriate community in Singapore, government officials, members of other foreign business communities, and Singaporeans.

Print

**FRENCH CHAMBER
MEMBERS' DIRECTORY**
Frequency: Once a year
Circulation: 1,500 copies



FOCUS MAGAZINE
Frequency: 3 issues a year
Circulation: 4,000 copies
Also available digitally



Digital



www.fccsingapore.com

Monthly users: 13,682
Monthly Sessions: 18,763



frenchchambersingapore

Facebook: 2,100 followers+



French Chamber of Commerce in Singapore

LinkedIn: 6,000 followers+



French Chamber of Commerce in Singapore



Weekly Link

Frequency: Weekly
Circulation: 4,900+ recipients



France Singapour Express

Frequency: Bimestrial
Circulation: 4,600+ recipients



Job Link

Frequency: Quarterly
Circulation: 4,400+ recipients



www.smart-health.sg

Platform for French healthcare actors in Singapore



www.frenchlab.sg

Platform for French and Singapore academic and business research community

So Chic

Discover interview portraits, watch videos, and stay in the know on all things French in Singapore with *So Chic*. The *So Chic* team has gone behind-the-scenes, the Chef's kitchen, the artist's atelier, backstage with fashion designers, the sommelier's cave, to get upclose with French personalities and friends in Singapore and uncover a singular commonality – a passion for French *art de vivre*.



SOCHIC



www.sochic.sg

Digital platform for French shopping, dining and lifestyle in Singapore



[sochicfrenchguide](https://www.facebook.com/sochicfrenchguide)

Facebook: 6,300 followers



[sochicfrenchguide](https://www.instagram.com/sochicfrenchguide)

21

portraits

81

articles

16

videos



Advertise with us

Check out our media kit for more information on how you can achieve a successful marketing campaign with us.

Email: publications@fccsingapore.com



OUR PARTNERS

Our Worldwide Network

Established in 1979, the French Chamber of Commerce in Singapore belongs to a worldwide network of 123 French Chambers (CCIFI) in 92 countries with over 36,000 companies.

Every year, CCI France International rewards the best performing chambers among the network of 123 Chambers. In June 2018, the French Chamber in Singapore won the "Innovation Award 2018" for its Mentoring Programme developed in partnership with the French Trade Advisers.



Our Partners in Singapore

Since its inception, the French Chamber has been working to forge and develop strong relationships with various partners, Singaporean and French authorities, associations, organisations...among which:

SINGAPORE AUTHORITIES AND INSTITUTIONS

- Economic Development Board (EDB)
- Enterprise Singapore (ESG)
- Singapore Business Federation (SBF)

FRENCH INSTITUTIONS AND ORGANISATIONS

- Embassy of France in Singapore
- French Trade Advisers
- Business France
- BPI France

FINANCIAL REPORT

The financial statements for the year ended 31st December 2018 have been audited by Wellton & Trent Pac.

Statement of Comprehensive Income

For the financial year ended 31st December 2018

	2017	2018
	S\$	S\$
Income		
Membership subscription	954,623	1,056,558
Self-financing activities	104,658	142,545
Business service activities	1,001,733	884,549
HR activities	376,149	323,946
Total revenue	2,437,163	2,407,597
Other income	201,613	527,969
	2,638,776	2,935,566
Less expenditures	-2,613,170	-2,721,042
Operating surplus before income tax	25,066	214,524
Taxation	-2,122	-14,000
Net surplus for the year, representing the comprehensive income for the year	22,944	200,524

Members can request a copy of the Audited Report and Accounts by contacting Nadège Rousset at finance@fccsingapore.com

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Commerce in Singapore**

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