



PRESENTATION GENERAL ASSEMBLY CCIFM

Tuesday, September 6th, 2022 - 18h

| AGENDA



- ▶ **Vote to approve the audited accounts of 2020**
- ▶ **Vote to approve the audited accounts of 2021**
- ▶ **Vote to elect 3 new members of the Board of Directors and 1 new member of the Fiscal Committee**
- ▶ **Summary of activities of the CCIFM (from January to August 2022)**



VOTE OF AUDITED ACCOUNTS 2020

- ▶ **Total Revenues: 6,732,438 MZN**
- ▶ **Total Expenses: 5,720,573 MZN**
- ▶ **Result: +1,011,865 MZN**

=> Vote to approve the audited accounts of year 2020



VOTE OF AUDITED ACCOUNTS 2021

- ▶ **Total Revenues: 3,218,733 MZN**
 - ▶ **Total Expenses: 5,150,590 MZN**
 - ▶ **Result: -1,931,857 MZN**
 - ▶ **Impact of... COVID, Membership fees counted from 01/01 to 31/12 etc**
- => Vote to approve the audited accounts of year 2020**



ELECTIONS: Board of Directors and Fiscal Committee

| THE BOARD OF DIRECTORS



Jean-Yves Lunot
Président, DAF Bolloré



Sonia Elbaz
Vice-Présidente, DAF TOTAL



Sterghios Dassarecos
Vice-Président, Directeur Général Société Générale



Miguel Murargy
Secrétaire Général, CEO Afrigotel



Luis Archer
Secrétaire Général Adjoint, Directeur Général Peschaud



Rémi Guigue
Secrétaire Général suppléant, Directeur Général Foselev Mozambique



Cyrille Crechet
Trésorier, DAF CMA-CGM



Luis Leal Leonor
Trésorier Adjoint, PDG 2IBI



João Carlos Pó Jorge
Trésorier Suppléant, Directeur Général L.A.M.

| THE BUREAU OF THE GENERAL ASSEMBLY THE FISCAL COMMITTEE



David Taillant

Président, Business Manager Huretek



Edgar Longui

Vice-Président, General Manager Technip
Energies



Egideo Leite

Secrétaire, C.E.O. Motse



Joel Almeida

Président, Country Managing partner Mazars



Antonio Vasconcelos Porto

Vice-Président, Directeur Général de
Vasconcelos Porto & Associados



Perpetua Taillant

Secrétaire, PDG PEPS Protect International

| 4 CANDIDATES

Board of Directors:

- ▶ **Fanny CANET**, Managing Director, **TotalEnergies Marketing Mozambique**
- ▶ **Ridha TEKAIA**, Managing Director, **Société Générale Mozambique**
- ▶ **Florie MANTEUFFEL**, Commercial Director, **Bolloré Logistics Mozambique, Malawi & Zimbabwe**

Fiscal Committee:

- ▶ **Lionel RAFFIN**, Chief General Manager, **GeoSat Group**





ACTIVITIES OF THE CCIFM (since January 2022)

| MEMBERSHIP



Total nb members:

113



New members in
2022:

40



Members in the pipe:

EP2C Energy,
TYMOZ, Schneider
Electric, Deloitte,
CONTACT, Southey
Contracting...



Non Renewal of
Membership:

14

TechnipFMC,
Prezioso, Newrest,
Sonepral,
IFP Training, Dunes de
Dovela, Fircroft,
Bourbon, Sagaci,
Onstream, Matola
Cargo Terminal,
Sagaci, Mecwide,
First Base Cargo

| THE BUSINESS COMMUNITY IN FIGURES



2022 Fees collected: **92%**

Missing 2021 fees: **VODACOM**



An emailing list of **+ 600 people**



A database of **3,800 contacts** categorized by sector

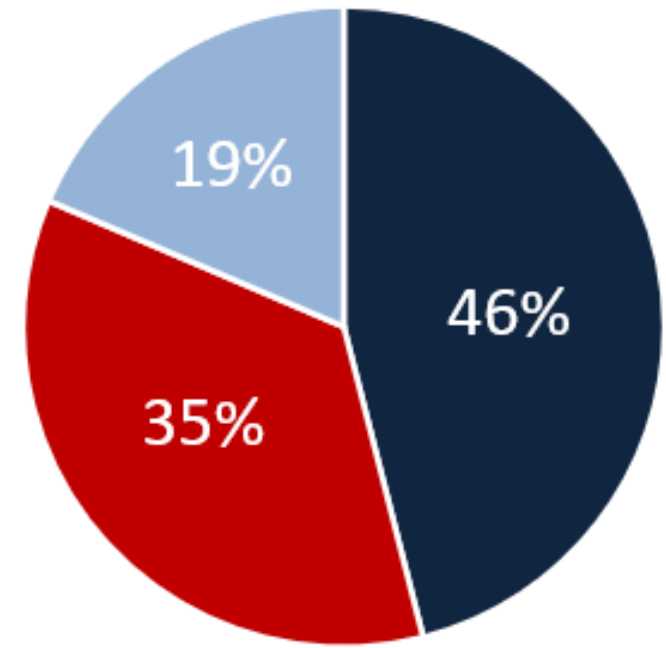


1025 followers (+25%)



+ 600 visitors per month

| MEMBERS BY CATEGORY (in 2022)



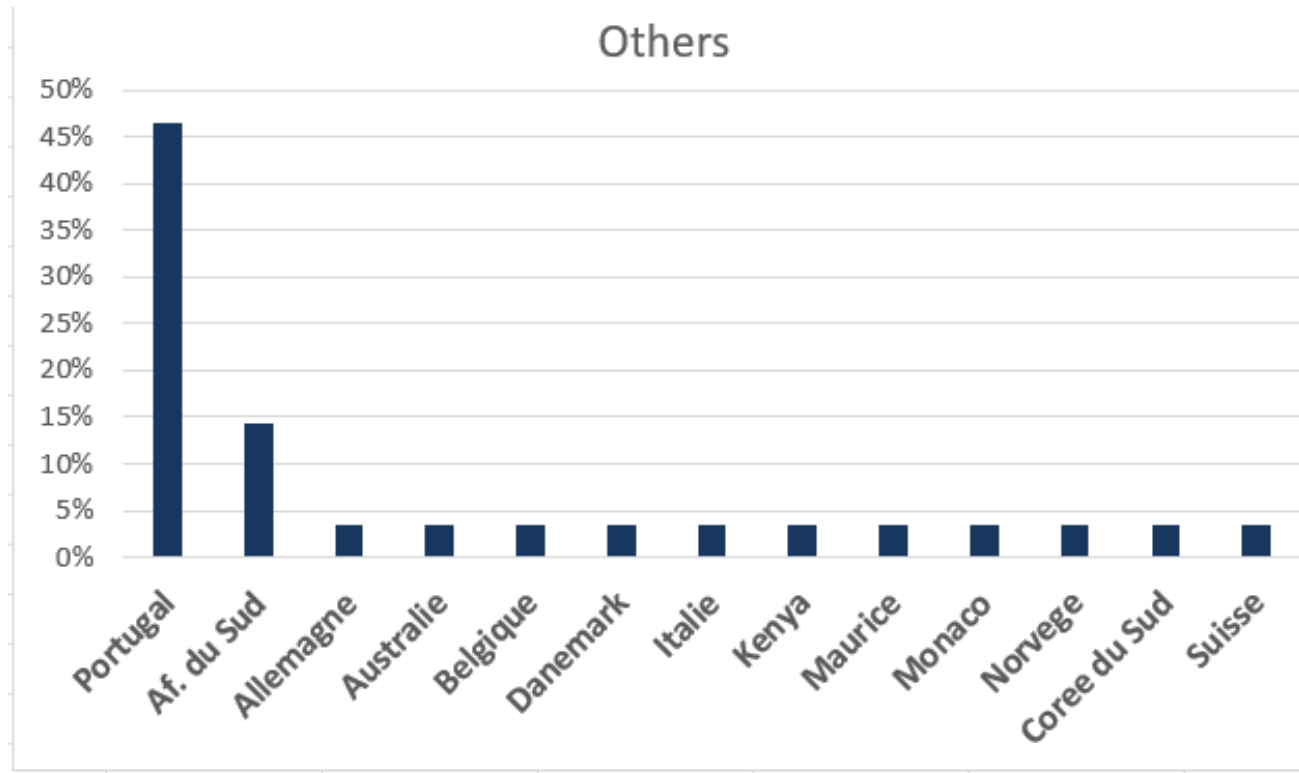
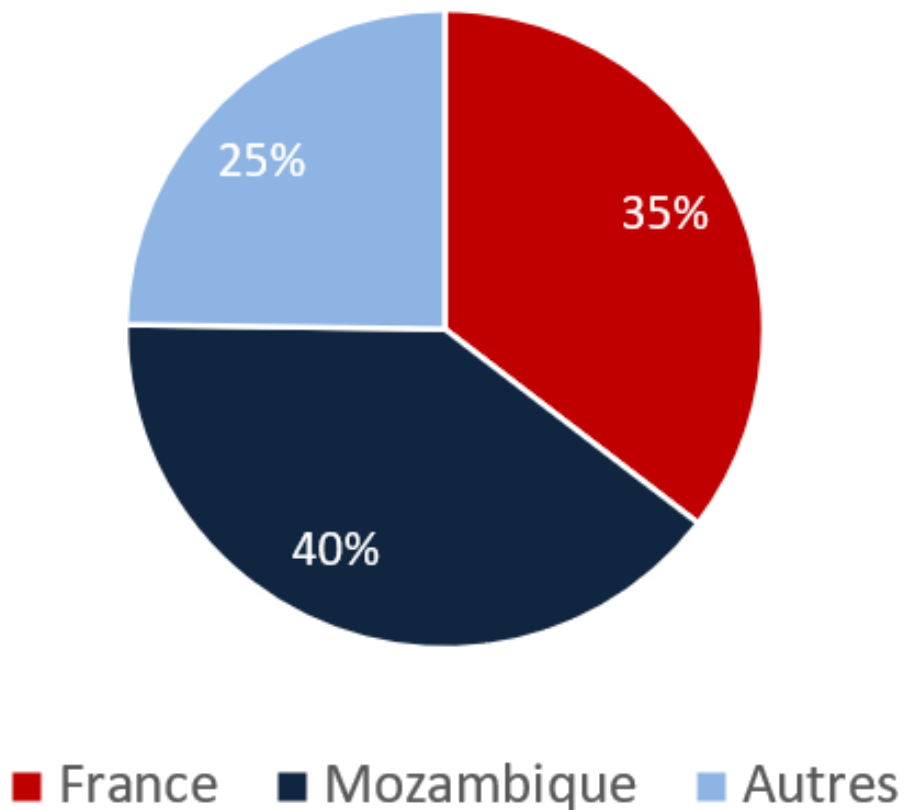
■ Platinum ■ Business ■ SME

PLATINUM MEMBERS

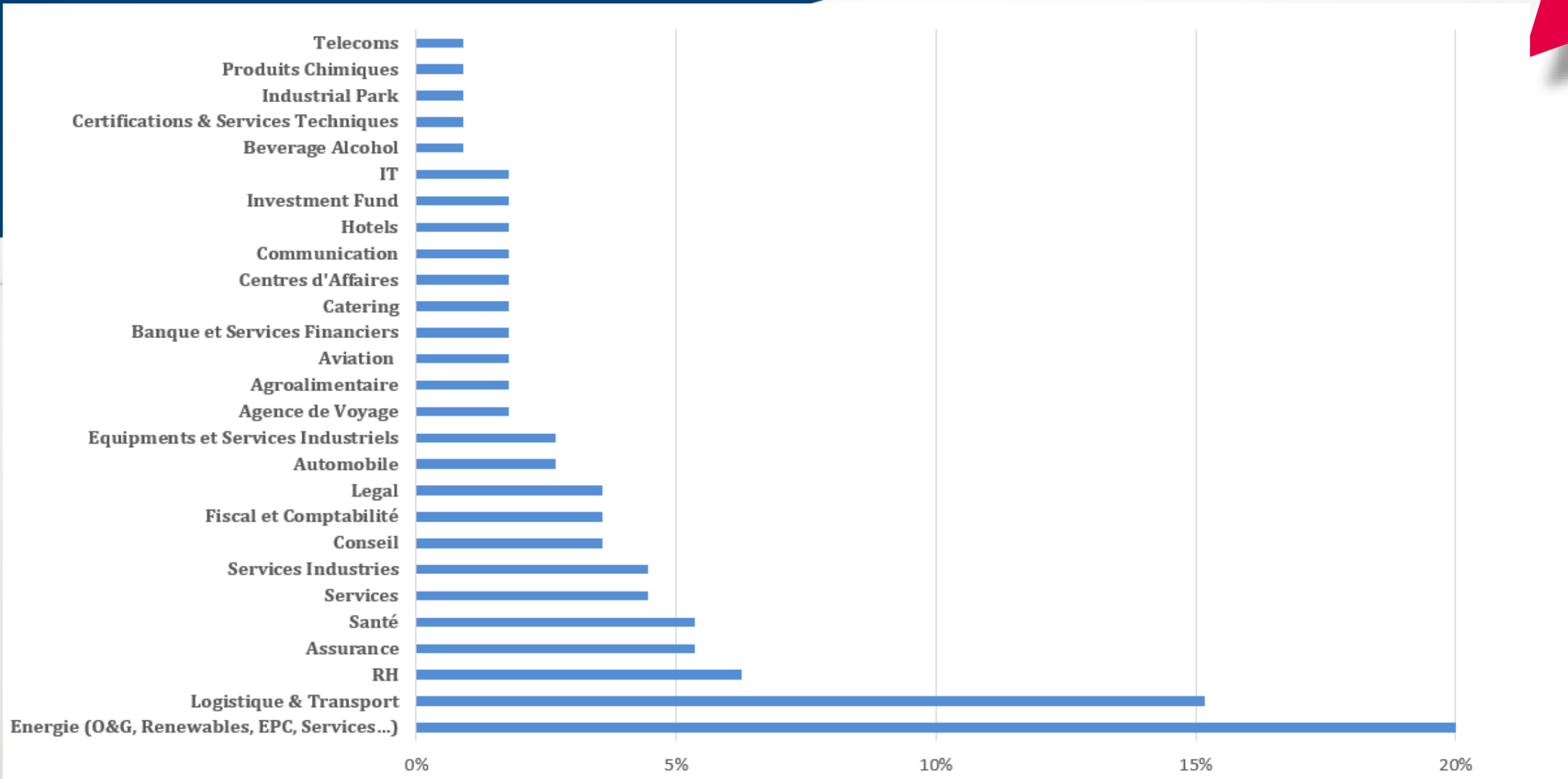


ORIGIN OF CAPITAL OF MEMBER COMPANIES (in 2022)

In 2021: 48% French, 23% Moz. and 29% Other



VARIETY OF SECTORS REPRESENTED (in 2022)



| CCIFM EVENTS: 9 in total, +520 participants

Business Breakfasts 'Member Presentation'

- ▶ TotalEnergies (April 5th): 100 people.
- ▶ Doutor Urgencia (June 23rd): 20 people & 1 ticket sold.

'Thematic' Business Breakfasts

- ▶ Corporate Taxation with Bureau Veritas and Advisory & Consulting (May 5): 50 people & 7 tickets sold.
- ▶ Business Resilience with ITMZ, InSite & 2iBi (May 17): 30 people & 6 tickets sold.

Workshop

- ▶ SED with TotalEnergies (August 1st): 16 presentations.

Business Networking Cocktails

- ▶ Residence of French Ambassador (April 6): 70 people.
- ▶ Pernod Ricard (May 26): 100 people.
- ▶ TotalEnergies (Aug. 1st): 70 people.

Webinar

- ▶ Business Booster Forum « Doing Business in Kenya, Tanzania & Mozambique » (March 24th): Ana Parente (Advisory & Consulting): 30 participants.

 **But careful: « Too many events kill events... »**





| CCIFM EVENTS



| CCIFM
EVENTS

| NETWORKING COCKTAILS





| NETWORKING COCKTAILS



| CONFERENCES AND EXHIBITIONS

5 participations to conferences & exhibitions

- ▶ **CASP (March 23-25)**
- ▶ **Renpower (April 28)**
- ▶ **8th edition of Mozambique Mining, Oil & Gas and Energy MMEC (June 2 & 3):** 16 sqm CCIFM Pavillon with 3 sponsors (Bolloré, CFAO, Sturrock Grindrod Maritime (SGM))
- ▶ **FACIM (Aug. 29 to Sept. 2):** 9 sqm EuroCam Stand
- ▶ **Gas Summit (Sept. 14 & 15):** 20 sqm CCIFM Pavillon with 5 sponsors (Bolloré, Friedlander, ATIS/Inter360, SGM & AMS)



| CONFERENCES AND EXHIBITIONS





► LEGAL & TAX COMMITTEE

- **Mozambique Investment Guide** (edition 2022): 70% of editorial content received. Need to sell advertising + outsource layout => *Priority for Q4 2022.*




► LOGISTICS COMMITTEE

EU INTERREG 2022 project of cooperation between GPMDLR (Grand Port Maritime De La Réunion), CFM (Portos e Caminhos de Ferro de Moçambique) & CCIFM, relating to a training program «**Local Content Compliance** »

- 3rd and 4th meeting of the Selection Committee held on March 30th and August 24th
- Meeting with the logistics committee on April 20th, Several meetings with MTC, CFM & INAMAR
- Consulting contract signed on May 10th with Eva Meignen, to assist on « Candidates sourcing » phase.
- Delegation from La Réunion island to Mozambique (Sept 12-16)
- Potential visit of CCIFM to La Réunion during Q4



BUSINESS CENTRE « Le Booster »

- ▶ **Rental of 6 work stations and 2 offices:** EDF new comer this year 
- ▶ **Offices rental:** -2 (Semir as from Oct. 1st 2022) => **availability for rent of 3 offices & 1 work station**
- ▶ **Domiciliation of companies:** 6 companies (+1 new this year: Pernet Consulting, - 2 Onstream and CIS)



NURTURING RELATIONS WITH OUR INSTITUTIONAL PARTNERS

- ▶ **EU Embassy in Mozambique:** EU Ambassador Antonio Sanchez-Benedito, Dia de Europa
- ▶ **EUROCAM:** Simone Santi, Luis Siteo, 2nd Conselho Diplomático, Cocktail for FACIM
- ▶ **AMCHAM, Portuguese & German Chambers:** Samuel Levy, Alexandre Ascencao & Holger Hey
- ▶ **AFD** (Emilie Petereit) and **CCFM** (Vincent Fronzyck)
- ▶ **Camara de Energia, Petroleo e Gas Mozambique (CPGM)** (Florival Mucave)
- ▶ **Associação de Conteúdo Local de Moçambique (ACLS)** (Thomas Rodrigues)

| RELATIONS WITH CCI FRANCE-INTERNATIONAL (CCI-FI)

- ▶ **Training sessions for new directors** (4 sessions of 2h)
- ▶ **Launch of a Mentorship program** with the director of CCI Netherlands
- ▶ **Annual gathering CCI-FI in Paris (June 27 to July 1st):**
 - **General Assembly of CCI-FI:** Arnaud Vaissié, Founder & CEO, International SOS elected President (2022-25)
 - **Trophee Ceremony**
 - **Meeting partners** from 'Team France Export': Bpifrance, EVOLEN, Syndicat des Energies Renouvelables...
 - **3-days Seminar of directors of chambers**

HUMAN RESOURCES MARKETING



SARMENTO MACHAI

- ▶ **7% increase in salary** as from July 1st 2022 for excellent work and dedication

INTERN FROM LYCEE FRANCAIS INTERNATIONAL GUSTAVE EIFFEL (LFIGE):

- ▶ **Matheo Cazergues:** one week internship from May 30th to April 3rd

MARKETING:

New backdrop, New brochures, New presentation of CCIFM & Mozambique...

To do: Revamp Catalogue of Services, Roll-up, Website update... and more

DEVELOPPER SON RESEAU
Rencontrez vos futurs partenaires
Rencontrez des chefs d'entreprise
Conférences internationales
Séminaires, Forums thématiques, Rendez-vous d'affaires

CONTACTS
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Camara de Comercio e Industria
França-Mozambique
www.cci-france.fr

NETWORKING
Encontre os seus parceiros
Encontre-se com responsáveis de empresa e decisores
Conferências internacionais
Seminários, fóruns temáticos, encontros de negócios

ECHANGEZ VOS EXPERIENCES
Comissões técnicas (Jurídico, Fiscal, Transport & Logística)
Visitas de empresas
Almoços com dirigentes
Apertivos / Cocktails

PARTILHE AS SUAS EXPERIÊNCIAS
Comissões técnicas (Jurídico, Fiscal, Transport & Logística)
Visitas de empresas
Almoços entre empresários
Apertivos / Cocktails

COMMUNICATION
Mettez-vous en valeur en communiquant dans notre
newsletter mensuelle, en ligne ou sur internet.
Devenir partenaire de nos actions sur Maputo: tous les ans, ce
sont de multiples événements qui sont organisés pour animer la
communauté d'affaires.

COMUNICAÇÃO
Promova-se publicando na nossa newsletter mensal, diretório
de sites.
Torne-se um parceiro das nossas ações em Maputo: todos os
anos são organizados vários eventos para animar a comunidade
empresarial.

PARTENAIRE TEAM FRANCE EXPORT
O SEU PARCEIRO DE NEGÓCIOS
FRANÇA – MOÇAMBIQUE



P&L
PERIOD JAN 1 TO JULY 31 2022

| P&L Q1 + Q2 + July 2022: KEY TAKE AWAYS

▶ **Total Revenues: 7,912,467 MZN (132% of planned budget).**

▶ **Total Expenses: 5,292,225 MZN (87% of planned budget).**

Result: 2,620,243 MZN.

▶ **Balances of CCIFM accounts (02/09/2022): 1,433,808 MZN et 56,988 EUR.**

Attention:



- Membership fees collection will be slowing down until 31/12/2022 (many already paid!).
- New members pay 50% during Q3, then 25% during Q4.
- Need to pursue a rigorous expenditures approach and budget/cash flow management.



WHAT'S COMING UP?

| INITIATIVES AND PROJECTS FOR THE FUTURE

- ▶ **Events: Gas Summit** (sept. 14 & 15), **Cocktail at Residence of French Ambassador** (Sept. 13), **Ambitions Africa 2022** (Business France, Paris, Oct 4-5), **Business Breakfast ‘Corporate Security’** (mid October), **Webinar “Focus on Mozambique”** organized by Club Export La Réunion (Oct 20), **End of the Year Cocktail** (Dec 1)...
- ▶ **Creation of an Energy Committee?**
- ▶ **Board of Directors:** appointment of roles (president, VPs etc)
- ▶ **Next General Assemblies: December 2023?** (vote to approve Budget 2023), **June 2023?** (Vote to approve audited accounts 2022) or one General Assembly for both (**February 2023**)?



MERCI, OBRIGADA!