





Annual
General
Meeting

2023



Agnès LOPEZ CRUZ

Managing Director

CCI FRANCE UAE

Thanks to our
partners



AGENDA



11.05-11.15am

- Review of CCI France UAE's first year
- Strategic plan 2025
- Board of Director



11.15-11.20am

- Financial statements



11.20-11.35am

- Our Services



11.35-11.50am

- New projects 2023
- Upcoming highlights



11.50-12pm

- Q&A



Geoffroy BUNETEL

President

CCI FRANCE UAE

REVIEW 2022



STRENGTHEN
the Abu Dhabi
business
community



Operational
CONVERGENCE
between teams



BALANCED
finances



LAUNCH
of the High-Level France
– UAE Business Council
(Haut Conseil d’Affaires
Franco-Emirien)

PANORAMA OF THE CCI FRANCE UAE

500+

French, Francophone and Francophile companies, SMEs and multinationals.

50%

of members are start-ups and SMEs, 20% are mid-caps and 30% are MNCs.

GETTING TO KNOW OUR MEMBERS AND OUR ECOSYSTEM BETTER

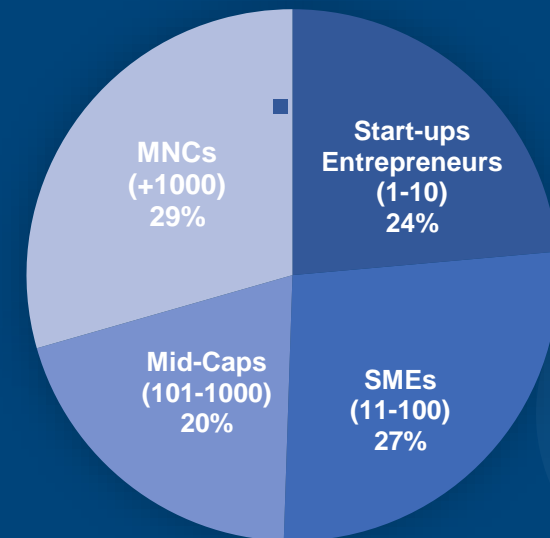
STUDIES IN PROGRESS

- Typology of our members
- Interactions with the CCI France UAE
- French companies and EFE in the Emirates

COMING SOON

- Onboarding webinars for new members
- Video clips explaining our services
- Information desks for our face-to-face events
- Questionnaires / focus groups with our members

Breakdown of our members by company size



STRATEGIC PLAN 2025

BUILDING AND ACTIVELY ENGAGING THE FRENCH BUSINESS COMMUNITY IN THE UNITED ARAB EMIRATES.

BE A PRIVILEGED PARTNER IN THE FRANCE EXPORT TEAM FOR FRENCH COMPANIES IN THE UNITED ARAB EMIRATES.



OFFER HIGH VALUE-ADDED, INNOVATIVE AND SEGMENTED SERVICES.

BE A HUB FOR YOUR BUSINESS DEVELOPMENT IN THE REGION.

BECOME A PREFERRED PARTNER FOR LOCAL AUTHORITIES AND LOCAL BUSINESSES.

BOARD OF DIRECTORS



President
Geoffroy BUNETEL
Chalhoub Group



Vice-President
Nathalie AMIEL-FERRAULT
AJEX Logistics
Services



Vice-President
Magalie LEMAIRE
TotalEnergies



General Secretary
Stephanie MARCO
EDF



Deputy General
Secretary
Joseph MOUSSALLEM
Igienair Middle East



Treasurer
Christine RIZZATO-CORCODYLOS
Grospron
International



Deputy Treasurer
Martin TRONQUIT
Infomineo



Stephane BRISMONTIER
Culture Emulsion



Gaelle DORE
CENT DEGRES DMCC



Valerie HAWLEY
Sorbonne Centre for
Artificial Intelligence



Jean-Marc LOURAU
Bloomberg



Frederic MARCHAND
Trouvay & Cauvin



Christophe ROUX
Etisalat



Jean-Paul SCHUEUR
Sanofi



Tarek SOLIMANE
Thales Group



Joëlle CHILCOTT

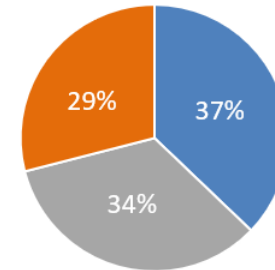
CFO

CCI FRANCE UAE

INCOME STATEMENT 2022

	<u>K aed</u>
INCOME	6,950
DIRECT COSTS	(2,381)
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GROSS MARGIN	4,569
<hr/>	
STAFF COSTS	(3,743)
GENERAL & ADMINISTRATIVE COSTS	(662)
DEPRECIATION (net of grant amortization)	(37)
BAD DEBT	(22)
<hr/>	
SURPLUS FROM OPERATIONS	105
<hr/>	
FINANCIAL INCOME	14
<hr/>	
NET SURPLUS	119

- **Income balanced** between the 3 lines of activity with an increased contribution from events (post pandemic) vs previous year⁽¹⁾



- VIEs hosting services, business prospecting and sectorial committees & forum
 - Memberships
 - Events & communication services
- **22% growth** in the number of member companies & individuals from 2021 ⁽²⁾ to 2022
- **Operating expenses** managed through the union with **economies of scale** such as merging support functions, accounting and IT tools.
- **Profitable first year for the union:** gross margin covers 102% of the operating expenses, generating a 119Kaed surplus.

(1) When considering 2021 French Business Group & French Business Council income combined

(2) Total of members of French Business Group & French Business Council in 2021, year of strategic alliance

BALANCE SHEET AS OF 31.12.2022

	<u>K aed</u>
PROPERTY & EQUIPMENT	31
INTANGIBLES	4
FINANCIAL ASSETS	1,808
RECEIVABLES	792
CASH & EQUIVALENTS	3,069
<hr/>	
TOTAL ASSETS	5,704
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EQUITY	2,390
EOS PROVISION	889
GRANTS	32
ACCRUALS & OTHER LIABILITIES	2,393
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TOTAL LIABILITIES & EQUITY	5,704

- **Healthy balance sheet.**
- **AED 1.8MM treasury** safely invested in bond.
- **AED 3MM cash balance** enhanced by the 2023 membership payments received in Q4 2022.

- **Financial independence and strength:**
 - ✓ AED 2.4MM equity
 - ✓ No bank debt
- 56% of the AED 2.4MM other liabilities is deferred 2023 membership revenues.

=> **Surplus of 119Kaed allocated to equity.**



Siham TEFTAL

Associée Cabinet Mazars
Chartered Accountants
Audit & Assurance

PROPOSED RESOLUTIONS

1 The ordinary general meeting of the members of the CCI France UAE, after having read and heard the presentation of the financial statements, **approved the 2022 accounts.**

2 The ordinary general meeting of members of the CCI France UAE decided to **renew the mandate of Mazars Chartered Accountants** for the audit of the 2023 accounts.

VOTE OF ACCOUNTS

- An online vote was organised by an independent external platform (electionbuddy.com) from 29 May 2023 at 5pm until 23 June 2023 at 9am.
- The auditors' report and a presentation of the 2022 accounts were available online for free consultation.
- The number of members who had renewed and paid their membership fees by 26 May 2023 was 456, representing a total of 670 voters. In accordance with our Articles of Association, the quorum required was 33.33%, or 224 votes.
- At the end of the vote, the number of votes received was 239, i.e. a quorum was reached. 224 votes were cast in favour of the resolutions, 0 against and 15 abstained.



Agnès LOPEZ CRUZ

Managing Director

CCI FRANCE UAE

ORGANISATION



PERMANENTE TEAM



Ruby
ABELARDO



Abubaker
ASSID



Orsolya
BIZOUARN



Joëlle
CHILCOTT



Rym
DEKAR



Martine
De LANG



Milena
DIMITROVA



Sophie
DUFOR



Coralie
FLICK



Erika
GHOBASHI



Agnès
LOPEZ CRUZ



Maud
MARTINOT-
LAGARDE



Olivier
MORIN



Claire-Anne
RUSSELLE



Nayla
SAMAHA
KHALIFE



Rowema
SANTOS



Mounia
SIFAOU



Diane
TUREK



Fabienne
WOOLDRIDGE

PRESENTATION OF CCI FRANCE UAE SERVICES



SETTING UP

- Link up
- Business Centers
- Hosting VIEs
- Recruitment

MAKE YOURSELF KNOWN

- Communication channels
- Signature events / outsourcing
- Content production

EXPANDING

- Networking
- Mentoring
- Sectorial Committees
- Functional Committees
- Qualified appointments
- Commercial follow-up
- Company delegations

MAKE YOUR VOICE HEARD

- Strengthening our links with local and regional authorities,
- Advocacy.



Olivier MORIN

Deputy Director – Abu Dhabi Office

CCI FRANCE UAE



BUSINESS CENTER AND HOSTING OF VIE

Dubai and Abu Dhabi



One of the most efficient infrastructure networks in the world.



A gateway to Africa, Asia, the Middle East and Europe.



A simple legislative framework, a favourable tax system and a secure environment.



A wide range of services and facilities.



Close to the airport, easily accessible by public transport.



RECRUITMENT

- The platform puts talents who can work on a flexible project basis, part-time or freelance, in touch with CCI France UAE's member companies.
- Our recruitment department is dedicated to finding French and French-speaking talent
- New: Flexipool is a free service created by the CCI France UAE.

FLEXIPPOOL

powered by  CCI FRANCE UAE



Mounia SIFAOU
Recruitment & Project Specialist
CCI France UAE



Milena DIMITROVA

Deputy Director – Dubai Office

CCI FRANCE UAE

ANIMATING THE BUSINESS COMMUNITY



NETWORKING

- French Tuesdays (Dubai)
- French Wednesdays (Abu Dhabi)
- Meet the CEO

CLUBS

- Women Empowerment Committee (WE committee)
- CEO (L.E. Club)
- Entrepreneurs (Synergy Club)

SIGNATURE

- Annual Gala Dinner
- Working Together Forum

FUNCTIONAL COMMITTEES

- CFO
- DRH
- MarCom

SECTORIAL EVENTS

- UAE-France Business Days,
- UAE-France Energy Days,
- Business Engagement Summit with RTA

SECTORIAL COMMITTEES

- Construction
- Energies
- FMCG
- Hospitality & Leisure
- Logistic & Supply Chain
- Luxury
- Retail
- Healthcare

SECTORIAL COMMITTEES FOCUS



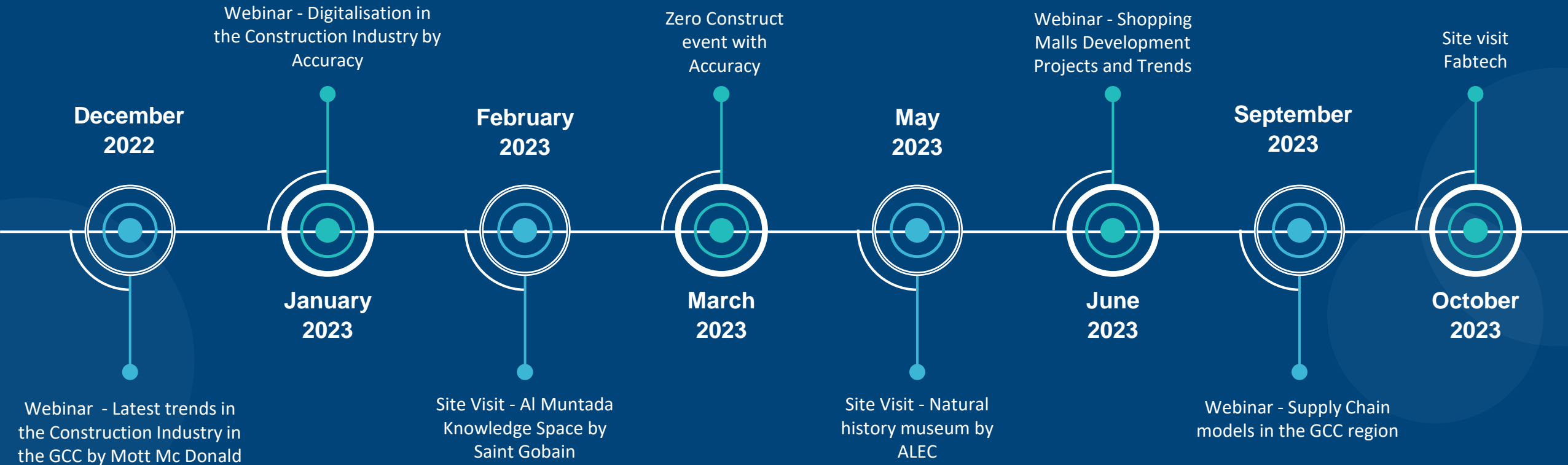
DEDICATED TEAM
for each
committee, made
up of account
managers.



PROGRAMMATION
for each committee
drawn up at the
beginning of the year.

FOCUS CONSTRUCTION COMMITTEE

An annual programme for each committee drawn up at the beginning of the year.





Claire-Anne RUSSELLE

Digital & Communication Director

CCI FRANCE UAE



COMMUNICATION PLATFORMS



10,000+

Qualified contacts



6,000+

Average monthly volume of website users.



17,000+

Followers on LinkedIn.

26%

Average Opening Rate on Emailing.



An online app and directory to build and develop your network.

17%

Average Engagement Rate



Agnès LOPEZ CRUZ

Managing Director

CCI FRANCE UAE

NEW SERVICE : TRAINING OFFER



GROUP TRAINING OPEN

Short interactive sessions (1-2 days) delivered by trainers or organisations selected by CCI France UAE.



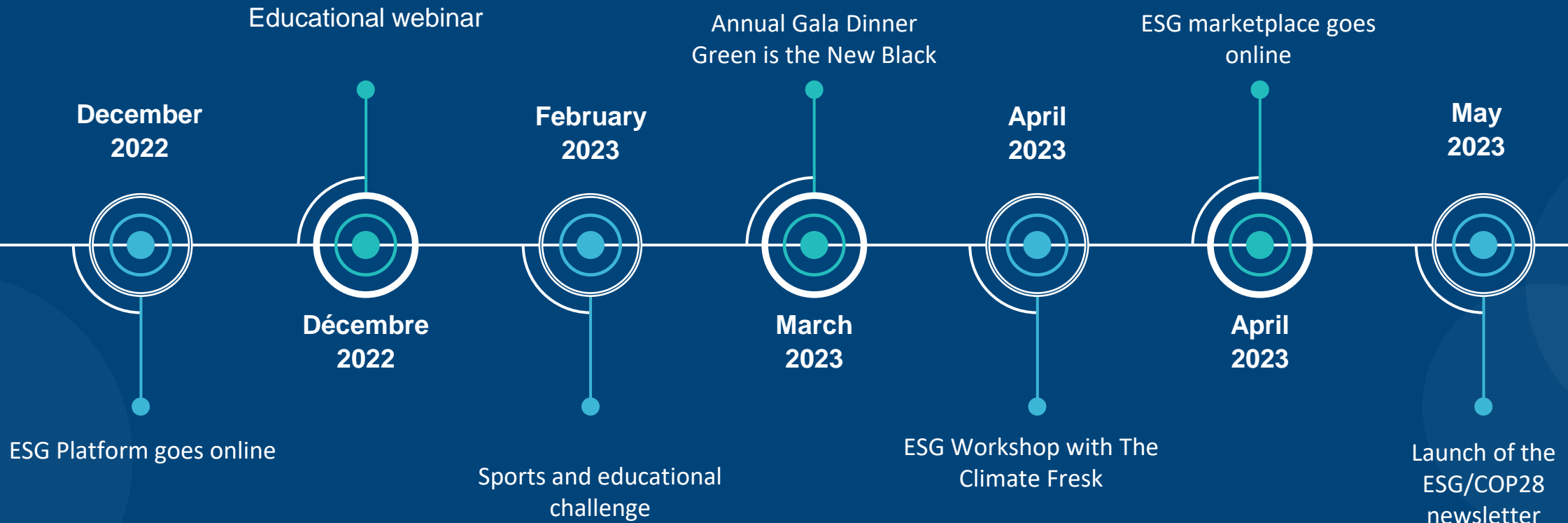
GROUP TRAINING TAILOR-MADE

Short interactive sessions (1-2 days) delivered by trainers or organisations selected by the CCI France UAE at your company.



INDIVIDUAL TRAINING

ESG INITIATIVES



ESG TASK FORCE – THE TEAM



Florence Bulté
Chief Sustainability Officer
Chalhoub Group



Daxita Rajcoomar
Chief Sustainability Officer
ENGIE



Pierre Piniau
General Manager
Techronic
Industries



Alex Misseri
Founder
A step back



Jonathan Sheard
Senior Vice President
Operations
ACCOR



Agnès Lopez Cruz
Managing Director
CCI France UAE



Fabienne Wooldridge
Key Account Manager ESG
CCI France UAE

THE ESG GUIDE

Shifting from CSR to Sustainability

CSR (Corporate Social Responsibility)

CSR is the ideal - code of ethics and core values-pursued by companies to give context about sustainability agendas and corporate responsibility culture to operate in ways that **enhance society and the environment**.

Designed to engage Company's officers and employees to build a positive corporate culture, values and reputation covering the overarching social, environmental, and economic concerns in a company's policies, practices, and decision-making.



Background

- Concept based on the "triple-bottom-line"- **"People, Planet and Profits"**, arguing that business should focus on each of the three P's and not just on the profits.
- CSR was the precursor to ESG. But while CSR already thinks about accountability, ESG methodology also makes its efforts measurable.

Sustainability

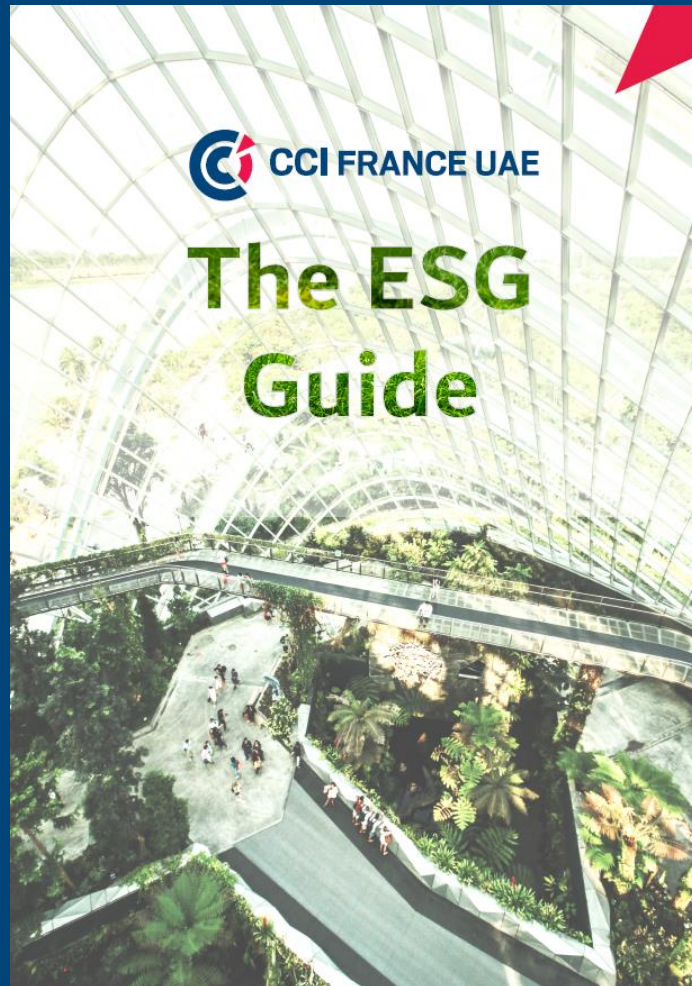
UN Definition: *"Meeting the needs of the present without compromising the ability of future generations to meet their own needs".*

UN Global Compact Guide Definition: *"Corporate sustainability is a company's delivery of long-term value in financial, environmental, social and ethical terms".*



• It is a company's value system and principled approach to doing business, with the aim to achieve sustainable development, while operating responsibly, practicing responsible business, from an Environmental, Social and Economic perspective.

• Effectively establishing a culture of integrity, **focusing on accountability and qualitative approach** more than on the quantitative and metrics measurement aspect.



Key Takeaways

ESG implementation is leading to better business results but also benefits to stakeholders, investors, employees and society as a whole.

Become a **responsible organization** thanks to your sustainable program integrating Environmental, Social and Governance into your operations and decision-making processes.



UPCOMING ACTIONS



EDUCATE

Launch of an ESG committee for Q4 2023.



TRAIN

Develop our range of workshops with local partners and members (e.g. The Climate Fresk).



DEPLOY

Continue to apply this ESG approach via our sector and functional committees.



ACT

Propose joint actions to our members.



Fabienne WOOLDRIDGE
Senior Key Account Manager
Head of ESG Programs
CCI FRANCE UAE

SIGNATURE OF THE PLEDGE



Signature of the Emirati Climate Ministry's pledge with 20 French companies on 30 May 2023.

UPCOMING HIGHLIGHTS

UAE-France Energy Days

Location: Dubai & Abu Dhabi

Date: 13-14 September 2023

Supporting commercial collaboration in the energy sector between manufacturers in the United Arab Emirates and France.

- Organised in collaboration with Business France
- Highlighting the cutting-edge technologies and strong innovation capabilities of the French energy industry



Martine De LANG
Key Account Manager
CCI France UAE

UPCOMING HIGHLIGHTS

Working Together Forum 2023

Location: Pullman, Dubai Downtown

Date: 28 September 2023

Networking events for multinationals, medium-sized and small businesses.

- Series of qualified meetings lasting 15 minutes each between multinationals and small and medium-sized enterprises.
- Each year, almost 300 meetings have taken place.



Rym DEKAR
Membership & Sponsoring Manager
CCI France UAE

CCI FRANCE UAE

Working Together Forum

When small businesses meet big businesses

28 September 2023
Dubai, UAE

UPCOMING HIGHLIGHTS

Career Fair

Location: Sharjah

Date: 11 october 2023

Raise the profile of our members among local students, who come to strengthen their teams and bring the world of business and academia closer together.

- Organised in collaboration with HCT (the Higher Colleges of Technology).
- Fair with stands for exhibiting companies, matching session with pre-selected students, possible company pitches, workshops to present their sector of activity and or pitch on careers.



Nayla SAMAHA KHALIFE
Head of Women Empowerment Committee/Project Manager
CCI France UAE

JOINT EVENTS WITH CCIFI IN INDIA

Conference Pays : India

Location: Dubai

Date: 18 october 2023

Forum Luxury : Is India the China of tomorrow?

Location: Dubai

Date: 19 october 2023

- ✓ Beauty
- ✓ Absolute Luxury
- ✓ Retail & E-commerce



Milena Dimitrova
Deputy Managing Director - Dubai Office
CCI France UAE

UPCOMING HIGHLIGHTS

Business Engagement Summit 2023

Location: Dubai

Date: October 2023

- Forum on Urban Mobility, organised in partnership with the RTA.
- In previous years, over 200 participants attended the event.
- Audience made up of directors of French companies and start-ups operating in the mobility sector, the RTA and other public authorities based in Dubai.



Maud MARTINOT-LAGARDE
Senior Key Account Manager
Head of FMCG, Transport & Supply Chain Committees
CCI France UAE



UPCOMING HIGHLIGHTS

Business Delegation in Saudi Arabia

Date: 6-9 November 2023

An approach to the Saudi market for our French companies based in the United Arab Emirates.

- Understand the economic environment, local business practices, opportunities and promising sectors.
- Group meetings with entrepreneurs, site visits, B2B meetings.



Maud MARTINOT-LAGARDE
Senior Key Account Manager
Head of FMCG, Transport & Supply Chain Committees
CCI France UAE

COP28 UAE

From 30 November to 12 December 2023 - Site Dubai Expo 2020

- Estimated 80,000 participants COP28 will be divided into two zones: the Blue Zone and the Green Zone
- The COP 28 team: around 200 people, organised by department
- Provisional programme has been communicated (may be subject to adjustments in the coming weeks).

Date	Theme/Focus	Date	Theme/Focus	Cross Cutting
Nov 30	Opening	Dec 7	Day of Rest	Technology and Innovation
Dec 1	World Climate Action Summit	Dec 8	Youth, Education, and Skills	Inclusion
Dec 2	World Climate Action Summit	Dec 9	Finance / Gender Equality	Frontline Communities
Dec 3	Health / Relief, Recovery, and Peace	Dec 10	Cities, Regions, and Urbanization / Transport	Finance
Dec 4	Nature, Land Use, and Oceans	Dec 11	No Thematic Day	
Dec 5	Food and Water Systems	Dec 12	No Thematic Day	
Dec 6	Just Energy Transition / Industry / Trade			

Source : team COP28

CAPITALISING ON COP28



Partnerships with entities that will have initiatives and companies that will have a pavilion on the green zone.



Side events COP28, and French Tuesday in December 2023.



Outsourcing events for our members.

The CCI France UAE is part of a COP28 working group that brings together all the members of Team France Export in the Emirates to coordinate our actions as effectively as possible.

Q&A



Assemblée
Générale
Annuelle

2023