



PRESENTATION GENERAL ASSEMBLY CCIFM

Tuesday 24th January 2023 - 17h30

| AGENDA



- ▶ **Introduction**
- ▶ **Highlights of the Year 2022**
- ▶ **P&L 2022**
- ▶ **Presentation of provisional Budget 2023 and vote**
- ▶ **Roadmap for 2023**



INTRODUCTION



HIGHLIGHTS OF THE YEAR 2022

| MEMBERSHIP



Total nb member companies:
121



New members in 2022:
44



Members in the pipe:
AirFranceKLM,
Schneider Electric,
Saint Gobain,
Heineken,
CONTACT...



Non Renewal of Membership:
17

TechnipFMC, Prezioso, Newrest, Sonepral, IFP Training, Dunes de Dovela, Fircroft, Bourbon, Sagaci, Onstream, Matola Cargo Terminal, Mecwide, First Base Cargo, Dietsmann, Welding Alloys Group, TLC, Carlyle...

| THE BUSINESS COMMUNITY IN FIGURES



2022 Fees collected: **96%**



An emailing list of **+ 600 people**



A database of **2,800 contacts**



+1140 followers
(+40%)



+ 700 visitors per
month

PLATINUM MEMBERS



| CCIFM EVENTS: 15 in total, +960 participants

2 Business Breakfasts 'Member Presentation'

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

2 '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.

5 Business Networking Cocktails

- ▶ Residence of French Ambassador (April 6): 70 people.
- ▶ Pernod Ricard (May 26): 100 people.
- ▶ TotalEnergies (Aug. 1st): 70 people.
- ▶ Residence of French Ambassador for Gas Summit (Sept. 13): 100 people.
- ▶ End of the Year Cocktail with CCMP (Dec. 1st) : 220 people



| CCIFM EVENTS: 15 in total, +960 participants

3 Webinars

- ▶ **Business Booster Forum « Doing Business in Kenya, Tanzania & Mozambique » (March 24th):** CCIFM and Advisory & Consulting as speakers. 30 participants.
- ▶ **Club Export La Réunion « Focus Pays Mozambique » (Oct. 20th):** CCIFM & Bolloré as speakers. 25 people attended.
- ▶ **East Africa Business Forum. « Doing Business in Mozambique » (Nov. 10th):** CCIFM & TechnipEnergies as speakers. 50 people registered.

3 Workshops

- ▶ **SED with TotalEnergies (Aug. 1st):** 16 presentations from CCIFM members.
- ▶ **PAE (Pacote de Medidas de Aceleração Economica) with AmCham (Oct. 11th):** 20 people attended.
- ▶ **Excise Tax with AmCham (Nov. 21st):** 20 people.

AND 2 Business Delegations to Mozambique

- ▶ **Port Réunion (Sept 12-16):** 2 people welcomed for Gas Summit and more.
- ▶ **CCI Mayotte (Nov. 24th):** 16 people welcomed. 5 speakers from Moz.





| CCIFM EVENTS





| SED WORKSHOP TotalEnergies

| NETWORKING COCKTAILS



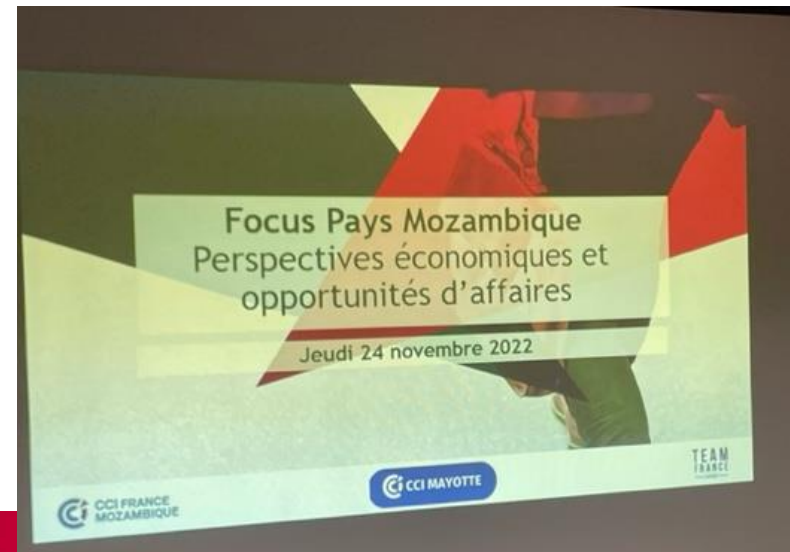
| NETWORKING COCKTAILS



| THE END OF THE YEAR COCKTAIL PARTY



| DELEGATION CCI MAYOTTE



| CONFERENCES AND EXHIBITIONS

- ▶ **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



| PROJECT WITH LA REUNION



EU INTERREG 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»

- ▶ Mozambican participants: **CFM & INAMAR**
- ▶ Our members participating: **AMT, Bolloré, Foselev, Kerry & Peschaud**
- ▶ Delegation of Port Réunion to Mozambique from Sept. 12th to 16th
- ▶ Phase 1 (out of 3) of the programme took place in Mozambique from Oct. 31st to Nov. 11th: **32 participants**, Ascending training centers in Matola and Pemba
- ▶ **On-line English course** (from Nov. 14th to Dec. 16th, 3 times 2H a week)
- ▶ **Delegation from Mozambique to La Réunion island (Dec. 4-9)**: visit of the Port, meetings with Conseiller Diplomatique, President of Région La Réunion, Cluster Port, DMSOI, Ecole Maritime...
- ▶ **Launching Phase 2 (technical training) and Phase 3 (internships) in Feb. 2023**: 21 people will go to La Réunion



| PHASE 1 OF THE TRAINING PROGRAM



| PHASE 1 OF THE TRAINING PROGRAM



| VISIT TO LA REUNION (Dec 4 to 9)





P&L 2022

| P&L 2022 (in MZN)

	2022 TOTAL	Budget 2022	Executado
Quotizações PLATINIUM	2 880 800	3 526 000	82%
Quotizações BUSINESS	2 066 274	1 680 000	123%
Quotizações PME	342 000	162 000	211%
QUOTIZAÇÕES	5 289 074	5 368 000	99%
Comunicação, eventos (em nome de terceiros)	3 535 541		0%
Domiciliação, representação tributária, criação de subsidiárias	182 124	203 040	90%
Promoção e Gerência do Business Center	300 543	210 240	143%
Recrutamento, serviço de emprego	4 000		0%
Fórum de Negócios, Reuniões de Compradores, Acções em Feiras Locais	858 642	201 754	426%
SERVIÇOS DE APOIO ÀS EMPRESAS	4 880 850	615 034	794%
TOTAL DE RECEITAS	10 170 525	5 983 034	170%
CUSTOS SALARIAS	-4 506 695	-3 848 480	117%
SERVIÇOS DE APOIO ÀS EMPRESAS	-2 029 076		0%
ENCARGOS LOCAIS (Business center, Rent..)	-603 362	-591 000	102%
QUOTIZAÇÕES (UCCIFE... ETC)	-139 532	-156 456	89%
Custos de representação	-98 731	-110 000	90%
Transporte	-55 436	-178 000	31%
Seguros	-6 230	-12 000	52%
Comunicação (Publicidade)	-114 660	-6 050	1895%
IT e telecomunicações (site, software, telefone)	-356 719	-307 984	116%
Outras despesas de operação (Activus contabilidade)	-387 504	-387 504	100%
Consultoria Jurídica e Custos (Autorização de Trabalho, Visto, Licença, Autorização de Trabalho)	-405 450	-270 000	150%
OUTROS ENCARGOS DE FUNCIONAMENTO	-1 424 730	-1 271 538	112%
SERVIÇOS DIVERSOS (Viagem...)	-77 005	-150 000	51%
ENCARGOS FINANCEIROS	-217 397	-60 000	362%
TOTAL DE CUSTOS	-8 997 796	-6 077 474	148%
RESULTADO	1 172 729	-94 440	-1242%

121 members :

- 57 Platinum (47%)
- 40 Business (33%)
- 24 SME/Individual (20%)

Business Center: domiciliation & office rental

Services:

- Project La Réunion
- Business delegation Mayotte
- 1 CV published
- Rental of meeting room...

Exhibitions & Events:

- Participation to MMEC and Gas Summit
- Organisation of End of the Year Cocktail

| P&L 2022

▶ **Total Revenues: + 10,170,525 MZN . Total Expenditures: - 8,997,796 MZN.**

Result (31/12/2022): + 1,172,729 MZN

▶ **Next steps:** finalize the P&L 2022 and launch the audit with Mazars

▶ **Cash positions of CCIFM bank accounts (on 31/12/2022): + 2,875,619 MZN et + 69,443 EUR.**

(Note: approx. 20 members have already paid their membership fees 2023)

VARIABLE RESULTS 2022

IN MZN		Income 2022	Expenses 2022	Result 2022
BUSINESS CENTER				
	Domiciliation	182 124		182 124
	Office Rental	300 543		300 543
EVENTS				
	MMEC	637 056	637 850	- 794
	FACIM	-	-	-
	Gas and Energy Summit	1 105 000	970 580	134 420
	CCIFM Events	11 900	45 206	- 33 306
	End of the Year Cocktail	715 000	353 000	362 000
BUSINESS SUPPORT SERVICES				
	Project Grand Port La Réunion	879 775	595 566	284 209
	Market Analysis			
	Mission Test Sur Offre			
	Business Prospection Mission	139 962	52 756	87 206
CV				
	Publishing CVs	4 000		4 000
ADVERTISING				
	Investment Guide			
	TOTAL	3 975 360	2 654 958	1 320 402

| SURVEY AMONGST MEMBERS



- ▶ Sent during Dec. 2022 to assess satisfaction for year 2022 and expectations for year 2023:

=> 15 answers received

- ▶ Key take aways?

- Open more to the rest of the country and outside of Maputo/Matola area
- Organize site visits (ex: Heineken, MozParks, Port of Maputo...)
- Events on Agribusiness / Transfer Pricing / Navigating Legislation and Fiscal regime, sharing experience, Business Opportunities...

View online



Dear members,

The CCIFM, with the main objective of monitoring and continuously improving the services provided, is carrying out a survey to assess the satisfaction of its members with the activities carried out in 2022 and their expectations for the year 2023.

Please complete it before Friday, December 9, 2022.

Regards



PROVISIONAL BUDGET 2023

| OVERALL LOGIC

▶ X-rate : **1 EUR = 70,4 MZN** and **1 USD = 65,21 MZN**

▶ Two files: **FIXED vs VARIABLE REVENUES / COSTS**

- **Fixed Revenues:** membership fees
- **Fixed Costs:** staff, INSS & IRPS, external service providers (accounting, audit), all operational costs (rent, telecom, IT, office supplies etc)...
- **Variable Revenues:** Business center, events, conferences/exhibitions, services to companies (prospective business missions), Investment Guide ... etc
- **Variable Costs:** Consultants, Purchasing stand space, rental of venues, catering for events etc



| HYPOTHESIS: Fixed Revenues and Costs

▶ Base number of members companies:

- **108 members** all year around, prorated to date of subscription
- Share of platinum/business/SME based on 2022: **51 platinum, 38 business and 19 SME**

▶ 5 categories of fixed costs :

- **Staff:** salaries Sarmiento & Crystelle, INSS, IRPS, Work Permit, Insurance..
- **Membership fees:** to CCI France International and EUROCAM
- **Business center:** rent to Societe Generale, office supplies...
- **Operational expenses:** Accounting fees, Communication, IT, Transportation, Travel etc
- **Financial expenses:** WHT, Bank Charges

| HYPOTHESIS: Fixed Budget 2023 (in MZN)

INCOME	6 856 000,00
Memberships	6 856 000,00
a. Platinum Members	4 386 000,00
b. Business Members	2 128 000,00
c. SME Members	342 000,00
EXPENSES	6 824 285,92
a. Staff	4 526 870,08
b. Membership Fees	195 600,00
c. Business Centre	807 000,00
d. Other operational expenses	1 175 093,84
e. Financial expenses	119 722,00
RESULT	31 714,08

➤ **VOTE**

| HYPOTHESIS: Fixed Budget 2023 (in MZN)

FIXED INCOME		6 856 000,00
Memberships		6 856 000,00
	Platinum Members	4 386 000,00
	Business Members	2 128 000,00
	SME Members	342 000,00
FIXED EXPENSES		6 824 285,92
a. Staff		4 526 870,08
	Salaries	3 531 780,00
	Visa	78 252,00
	Extra Hours	20 000,00
	Taxes (INSS, IRPS)	891 838,08
	HR Seguros	5 000,00
b. Membership Fees		195 600,00
	CCI FI	105 600,00
	EUROCAM	90 000,00
c. Business Centre		807 000,00
	Rent	351 000,00
	Office expenses	456 000,00
d. Other operational expenses		1 175 093,84
	Accounting fees	414 636,00
	Communication (IT, Softwares, Phone Credit...)	293 207,84
	Transportation	100 000,00
	Insurance	10 000,00
	Legal fees	28 000,00
	Media Subscription	6 050,00
	PR fees	120 000,00
	Travel	203 200,00
e. Financial expenses		119 722,00
	Bank charges	60 000,00
	WHT	59 722,00
RESULT		31 714,08

➤ **VOTE**



ROAD MAP 2023

| OBJECTIVES FOR 2023

- ▶ **4 companies domiciliated, 2 offices and 7 workstations rented**
- ▶ **Participate to exhibitions & conferences:** 3 sponsors MMEC, 5 sponsors Gas Summit and EuroCam stand at FACIM...
- ▶ **Services:** prospective missions of French companies, La Réunion+Mayotte...
- ▶ **Investment Guide Mozambique (edition 2023)**
- ▶ Creation of a **CSR/ESG Committee**. Creation of « **CFO Club** »
- ▶ **Recruit a trainee**
- ▶ **2 General Assemblies:**
 - **January 2023** (vote to approve Budget 2023)
 - **June 2023** (Vote to approve audited accounts 2022, Potential revision of membership fees, Potential election of new board members)

CALENDAR

January

- 24/01: GA

Feb.

- 11/02: Career Fair (LFIGE)
- 23/02: Corporate Security (Locard)
- Meet the CEO
- Site Visit

March

- Visit to La Réunion
- Corporate Finance / Law
- Member presentation
- Ladies drinks
- Networking Cocktail

April

- 24-25/04: Business delegation from Réunion/Mayotte to Moz
- 26-27/04: MMEC
- Agribusiness

May

- Meet the CEO
- Local Content
- Arty Cocktail with CCFM
- Site Visit

June

- Member presentation
- GA CCIFM
- GA CCI-FI and Directors Seminar (France)

July

- Member presentation

August.

- FACIM
- Sports Event
- Member Presentation

Sept.

- Gas Summit
- CSR: Beach Cleaning

October

- Site Visit
- Corporate Finance

November

- Member presentation
- Event in Beira / Pemba / Nacala

December

- End of the Year Cocktail



MERCI, OBRIGADA!