



**CCI FRANCE UAE**



**ANNUAL REPORT 2023**

# Content

---

<b>Welcome</b> .....	<b>4</b>
Edito	
At a glance	
About CCI France International	
Our values	
Board Members	
Permanent Team	
<b>Membership</b> .....	<b>11</b>
Highlights	
Overview	
<b>Business Consulting</b> .....	<b>13</b>
Highlights	
Recruitment Services	
<b>Events</b> .....	<b>15</b>
Highlights	
Sectorial Committees	
Functional Committees	
Clubs	
Meet the CEO	
<b>Communication</b> .....	<b>23</b>
Highlights	
Communication Platforms	
The ESG Platform	
<b>Our Offer</b> .....	<b>26</b>
Membership	
Business Consulting	

WELCOME



# At a glance

---

CCI FRANCE UAE is a private organization under local law, and represents a community of more than 500 members, from SMEs and multinationals.

CCI FRANCE UAE's main missions are to:



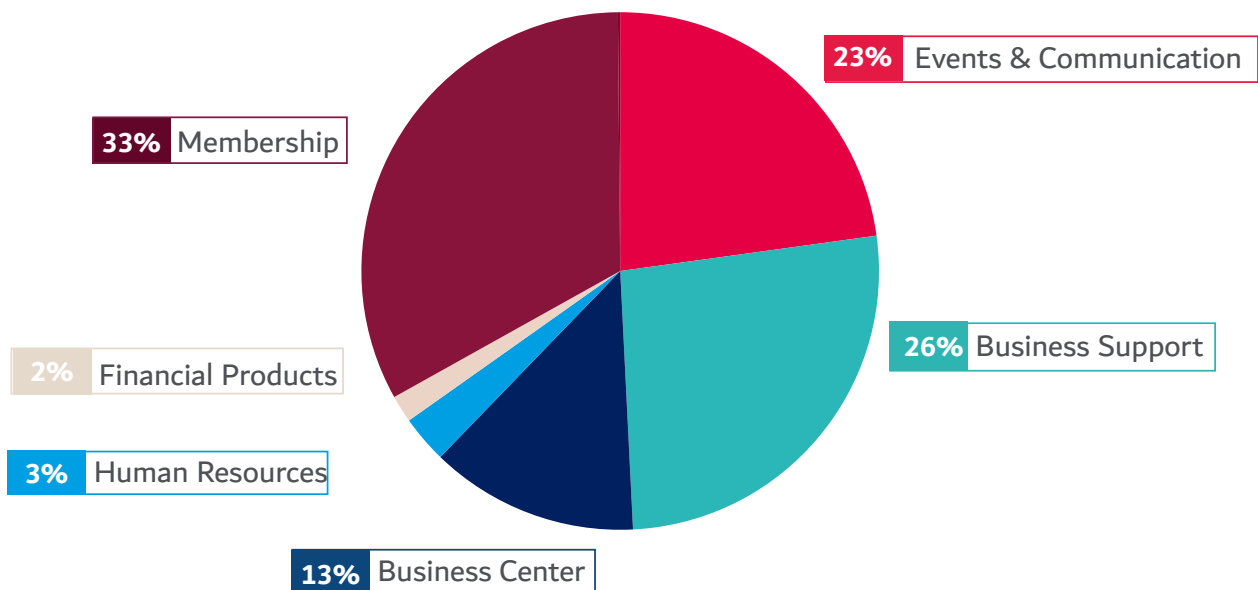
- Strengthen and promote Franco-Emirates relations, through its privileged relationships with local governmental entities.
- Support French-based companies in their set-up and business development in the UAE,
- Animate French and Francophile companies by offering networking opportunities, sectorial and functional events with high added value.
- Promote member companies within the business community in the UAE.

CCI FRANCE UAE is member of the CCI France International network which includes 119 chambers in 94 countries. Our entity represents today the largest French, Francophone and Francophile business community in the Middle East.

## Financial Balance Overview (2023)

CCI France UAE is 100% self-funded.

*Financial statements are prepared in accordance with International Financial Reporting Standards. Balance sheet and related statement of income, changes in equity and cash flows have been duly reviewed by the Independent Mazars Chartered Accountant*



# About CCI France International

---

Founded in 1907, CCI France International brings together and operates 119 French Chambers of Commerce and Industry (CCIFI) in 94 countries. The French Chambers of Commerce abroad are managed by 850 permanent employees.

This network, which is unique, plays an essential role in stimulating French business communities abroad and in supporting businesses that want to develop internationally. It provides an exhaustive range of supporting services to French companies wishing to explore international markets, from analysis to set-up and growth.



# Our values

*“ Our success is based on the success of our members, sponsors and partners: this belief forces us to always be bold and innovative in how to support you. ”*

## **AGILITY**

**We are responsive to new challenges by being solution-oriented, open to new ideas and flexible in our approach.**

## **INCLUSIVITY**

**We work as a team, we are dedicated to our members and partners for the greater good, by building bridges across communities, different cultures and mindsets.**

## **TRUST**

**We are trustworthy, transparent and accountable in all we do !  
We build genuine relationships based on respect.**

## **ENGAGEMENT**

**We are passionate, committed, and go the extra mile for our members !**

# Board Members

---



CCI France UAE President  
Geoffroy BUNETEL  
Chalhoub Group



CCI France UAE Vice President  
Nathalie AMIEL-FERRAULT  
AJEX Logistics Services



CCI France UAE Vice President  
Magalie LEMAIRE  
TotalEnergies



CCI France UAE General  
Secretary  
Stephanie MARCO  
EDF



CCI France UAE Deputy  
General Secretary  
Joseph MOUSSALLEM  
Igienair Middle East



CCI France UAE Treasurer  
Christine RIZZATO-CORCODYLOS  
Grospron International



CCI France UAE 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

**NOTE :** Members who left the CCI France UAE Board of Directors during 2022/2024:  
Coline TATIBOUET  
Marie-Laure TASSIN

# Permanent Team

---



**Ruby ABELARDO**  
Office & Events Coordinator  
Abu Dhabi



**Sanaa AHDOUR**  
Digital Marketing &  
Communication Executive



**Julie CANAS**  
Executive Assistant



**Joëlle CHILCOTT**  
Chief Financial Officer



**Martine De LANG**  
Key Account Manager



**Milena DIMITROVA**  
Deputy Managing Director  
Dubai Office



**Sophie DUFOUR**  
Senior Key Account Manager



**Coralie FLICK**  
Events Manager



**Erika GHOBASHI**  
Senior Key Account Manager /  
Business Development LeBooster Dubai



**Agnès LOPEZ CRUZ**  
Managing Director



**Maud MARTINOT-LAGARDE**  
Senior Key Account Manager



**Olivier MORIN**  
Deputy Managing Director  
Abu Dhabi Office



**Claire-Anne RUSSELLE**  
Director of Marketing,  
Events & Communication



**Orsolya SAGI**  
Key Account Manager



**Nayla SAMAHA KHALIFE**  
Project Manager, Head  
of Women Empowerment  
Committee



**Rowema SANTOS**  
Finance Assistant



**Mounia SIFAOU**  
Recruitment &  
Project Specialist



# MEMBERSHIP

---

**500<sup>+</sup>**

**company & individual members**

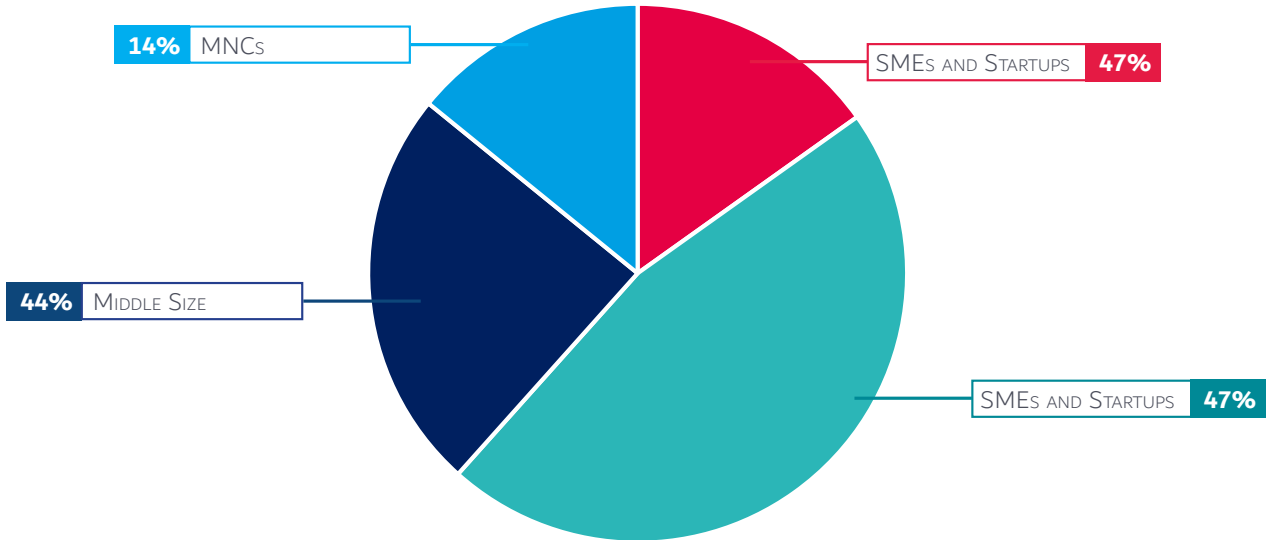
**264**

**new members**

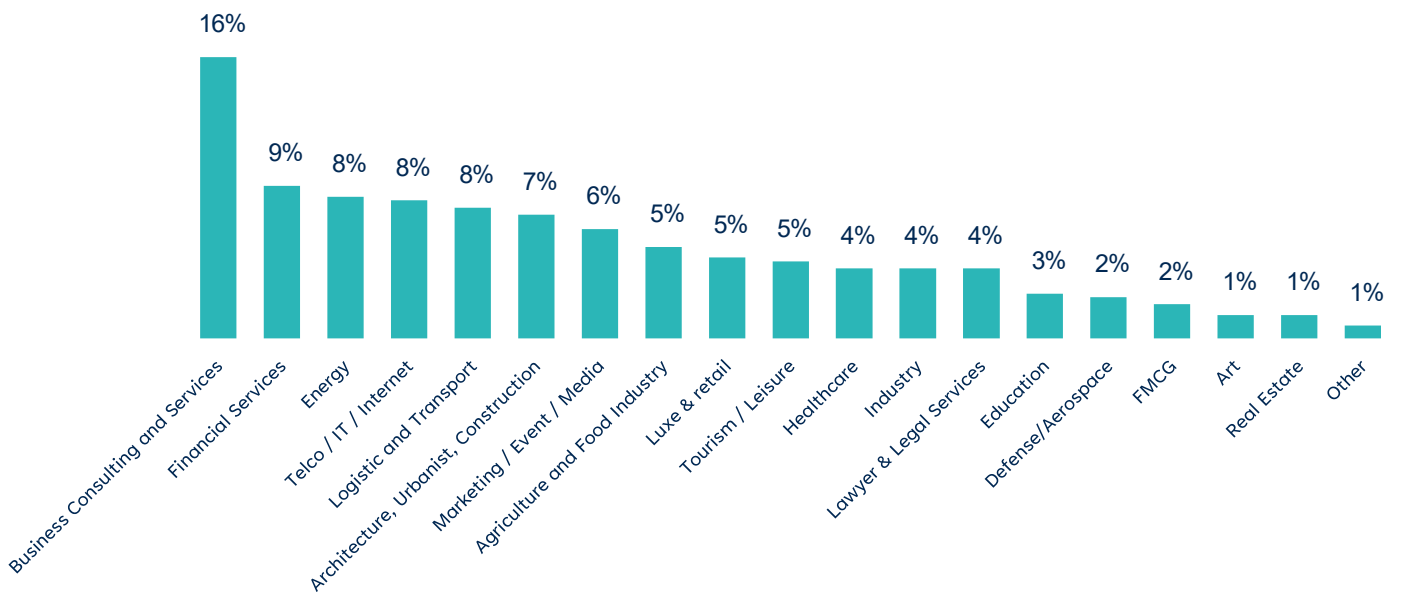


# Membership Overview

## Members company per size



## Members company by sector



# BUSINESS CONSULTING

**22**

**companies hosted in our business centers**

**75**

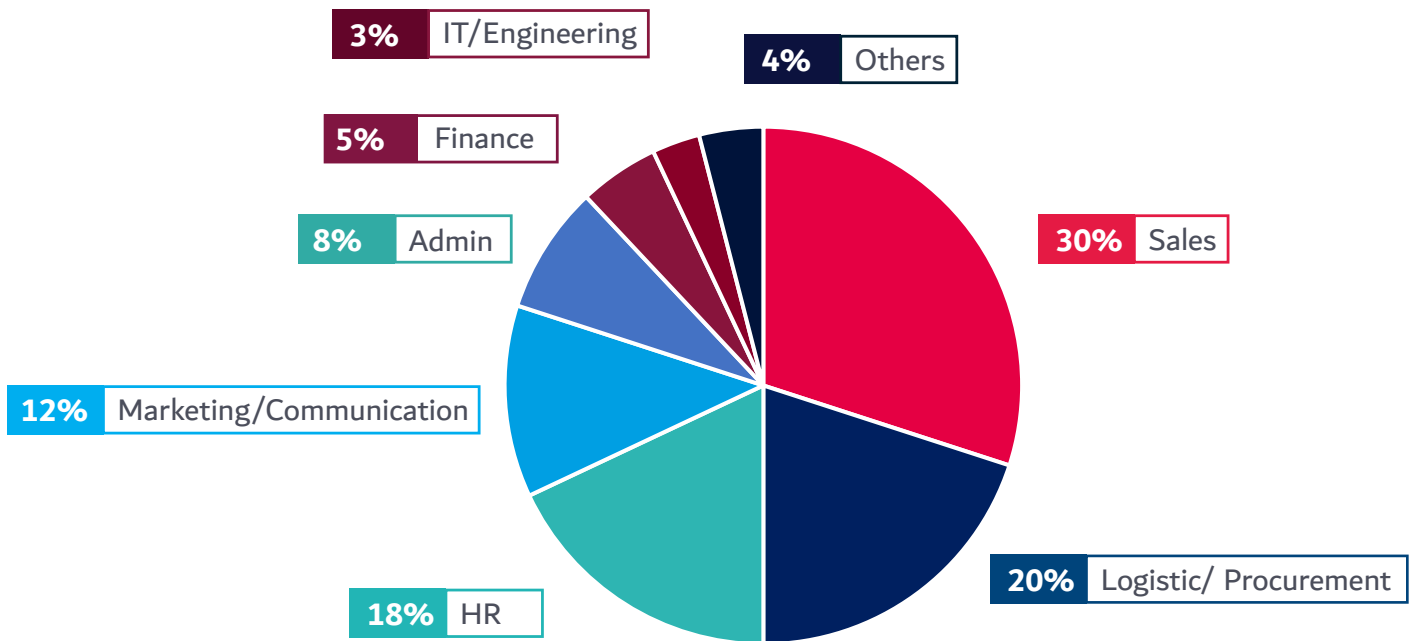
**companies supported in their business set-up  
and development**



# Recruitment Services



## Distribution of candidates by function



## Salary range across successful job placements (in Kaed/month)

■ 15Kaed to 20Kaed ■ 20Kaed to 30Kaed



## Key placements

- Area Sales Manager for a company in the food industry.
- Supply Chain Manager for a Security company.
- Supply Chain Manager for a retail company.

# EVENTS

**5,200<sup>+</sup>**

attendees

**250<sup>+</sup>**

experts

**144**

events



# Highlights



*Retail and Luxury Committee conference : “The new Eldorado for Luxury” in collaboration with CCIFI India - Dubai*



*5<sup>th</sup> consecutive delegation of Executive Students from Essec Paris Business School - UAE*



*Business delegation in Riyadh, Saudi Arabia*

# Highlights



*Bonjour Talents Career fair with HCT Sharjah Campus*



*Annual Gala Dinner "Green is the New Black" - Abu Dhabi*



*Events in the frame of COP28 UAE - Dubai*

# Highlights



*UAE-France Business Days*



*1st UAE inter-businesswomen councils' forum : "How to thrive in a sustainable economy".*



*7th edition of the Working Together Forum*



# Sectorial Committees

---

Our sectorial committees intend to be collaborative platforms pursuing the following objectives :

- Share best practices within a sector,
- Encourage small, medium and large enterprises of a same sector to work together,
- Engage with the local authority by highlighting / promoting the committees actions,
- Develop synergies with other business councils,
- Take advantage of network events to generate new business opportunities.

Our Sectorial Committees can be conferences, round tables, seminars or site visits.

## 7 DIFFERENT SECTORIAL COMMITTEES



# Functional Committees

---

## *(Working Groups)*

Our Working Groups aim to provide members with the opportunity to exchange freely on common topics and have access to the most relevant and useful information in their daily work.

It is also a great opportunity to develop cooperation, networking and business opportunities among members with similar positions.

These working groups are round tables, gathering about 20 attendees.

### 3 DIFFERENT FUNCTIONAL COMMITTEES



MarCom



# Clubs

CCI France UAE organizes Business and Entrepreneurship Clubs to offer its members the opportunity to share freely on common topics. It is also a great occasion to develop synergies, networking and business opportunities among members.

These clubs are on cooptation, and made of round tables gathering around 20 participants.

L.E. Club brings together CEOs from 25 of the largest French groups in the UAE. The group meets on a monthly basis to identify synergies in regional markets and develop a common approach to responding to large local or regional projects.



## SYNERGY CLUB

The “SYNERGY Club” brings together entrepreneurs and representatives of SMEs in the United Arab Emirates, aiming to :

- share best-practices,
- share experiences, advice and knowledge specific to the region,
- develop your network,
- learn to know each other and find synergies
- work together on common business stakes.

## FRENCH EMIRATI WOMEN COMMITTEE

Under the patronage of an Emirati Honorary President and the Acting French Honorary President Mrs. Françoise Niemtchinow, spouse of the French Ambassador to the UAE.

The French Emirati Women Committee by CCI France UAE is a platform supporting the effective and influential Business Leadership of Emirati and French women as accomplished businesswomen or entrepreneurs, to anchor and help grow their role as vital partners in the economic development of the UAE & ensure a better integration of French companies into the UAE economic structure.



# Meet the CEO

Meet the CEO”. It is a great opportunity for CCI France UAE’s members SMEs and Entrepreneurs to meet with a CEO of a MNCs in individual 30 minute-meeting. The CEO will be available for a 3-hour period, and will meet up to 6 companies, selected according to their business relevance for his MNC.



# COMMUNICATION

**19,500<sup>+</sup>**

followers

**4,500**

av. monthly users

**11,000<sup>+</sup>**

contacts in database

**28%**

opening rate

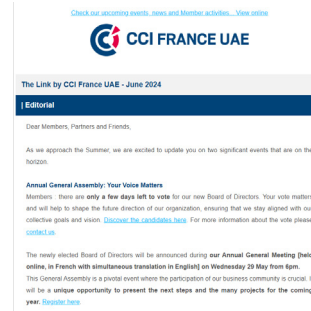


# Communication Platforms

## E-Newsletter - The Link

The Link is the monthly newsletter of the CCI France UAE.

It aims to inform members and non-members of the latest CCI France UAE news (upcoming events, activities) but also members' news and offers.



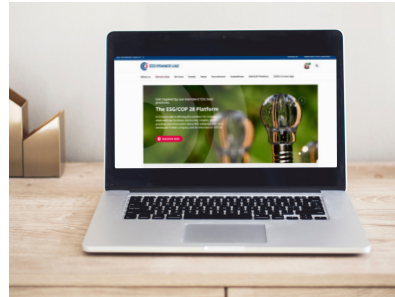
**Frequency:** Monthly

**Target audience:** Members / Non-members - around 11,000+ contacts

**Average opening rate:** 27%

## Website - [www.ccifranceuae.com](http://www.ccifranceuae.com)

Through the CCI France UAE' fully responsive website, members and non-members have easy access to the CCI France UAE calendar, members news, information on the CCI France UAE, but also to the CCI France UAE team contacts details. Members can also enjoy exclusive offers.



**Frequency:** Daily

**Traffic:** average 6,000 users monthly

## Social Media

CCI France UAE is active on LinkedIn, offering a wide range of information, news, events, photo galleries...



**Frequency:** Twice a day

**Target audience:** 19,500+ followers

# The ESG Platform

Environmental, social and governance (ESG) are crucial components of our companies' businesses strategies that are scrutinized by customers, investors and business partners to ensure that a company's business plan is in line with its sustainability commitments, and particularly on this YEAR OF SUSTAINABILITY within the UAE while being also on the path toward COP28.

In this common fight against climate change and inequality and to promote social justice and to ensure good governance, CCI France UAE is offering this ESG platform, as well as a newsletter.



### The ESG Platform

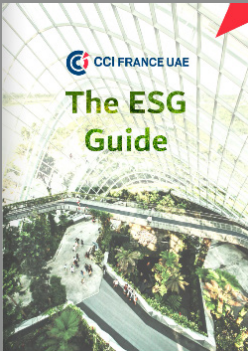
That platform has been designed to inspire you by sharing our community of members' ESG best practices along with valuable news and key information resources.

[www.cifranceuae.com/en/esgcop-platform.html](http://www.cifranceuae.com/en/esgcop-platform.html)

### The ESG Focus Newsletter

This Newsletter is published every two month. It contains all major information about ESG progress.

[www.cifranceuae.com/en/esgcop-platform/our-focus-esgcop-newsletter.html](http://www.cifranceuae.com/en/esgcop-platform/our-focus-esgcop-newsletter.html)



### The ESG Guide

Implement sustainable and effective practices to assess, manage and report on your ESG performance.

<https://www.cifranceuae.com/en/esgcop-platform.html>

# OUR OFFER

Membership





Business Consulting





# Membership Packages

Our enhanced tiered Membership offers 4 levels of corporate membership which are suited to your company's needs and budget.

 <b>BENEFACTOR</b> The most exclusive level for companies looking to make a significant impact in the French-Emirati business community and show true commitment and support to the CCI France UAE. This membership guarantees the maximum level of exposure and tailor-made solutions.	 <b>TRUSTEE</b> This membership is designed for companies willing to maintain a high profile in the French-Emirati business community while enjoying an increased range of valuable benefits and privileges.	 <b>BUSINESS ADVANTAGES</b> The membership level geared towards businesses that want to gain greater visibility and develop their business opportunities to take their company to the next level of growth.	 <b>BUSINESS ESSENTIALS</b> The perfect choice for small businesses and young companies looking to develop their activity and enjoy the essential services of the CCI France UAE, while controlling their expenses.  <i>*Not available to businesses with 20+ employees in the UAE.</i>
--	---	---	--

CCI France UAE also offers an Individual Professional membership for individual, freelance and self-employed professionals who want to increase their business network.

## | 4 MAIN REASONS TO BECOME A MEMBER

1. Set-up and develop your business in the U.A.E with the support of our experts.
2. Share your experience, enhance your skills and take advantage of our members' expertise by participating in our digital and on-site events and activities organized each year (conferences, sectorial committees, working groups, networking events...).
3. Develop your company's exposure using the CCI France UAE's communication tools and events to increase your visibility to a wider audience.
4. Benefit from exclusive offers and promotions from our company Members.

# Business Consulting

## FROM MARKET INFORMATION TO COMPANY SET-UP, BENEFIT FROM BESPOKE BUSINESS SERVICES!



### UAE MARKET AND SECTORIAL WORKSHOPS / PRESENTATIONS

The business consulting team offers presentations and workshops on specific sectors in the following areas: state of the UAE economy, healthcare, retail, F&B, construction, sustainable development, and new technologies.



### ASSESSING THE POTENTIAL OF A PROJECT

The potential of a project and/or product is tested on a sample of prospects, and local competition is analyzed.



### COMMERCIAL FOLLOW-UP (COMMERCIAL A TEMPS PARTAGE)

The business consulting team offers assistance to companies without a U.A.E. branch in pursuing their commercial development in the United Arab Emirates. This is achieved by actively maintaining a close relationship with the identified prospects and partners for up to 6 months.



### COMPANY SET-UP / START-UP CONSULTANCY

Based on company's specifications, CCI France UAE organizes a meeting to answer potential questions and connects companies with FBC members able to provide legal and logistical support during their start-up process.



### BUSINESS CENTERS

Our business centers in Dubai and in Abu Dhabi are business incubator with 20 offices available for rent and a coaching service for "Volontariat International en Entreprise" (VIE) employees, providing customized support during the first few months of their employment.

LeBooster Dubai located in Dubai Silicon Oasis, is a tailor-made turnkey solution to set-up a business, offering flexible and adapted solutions to French companies seeking to establish or develop their activities in the Middle-East.



### BUSINESS-PROSPECTING MISSIONS

This service delivers market information and business-matching meetings with potential partners. After validation of the business potential, a customized 3-to-4-day program of business meetings is organized.



### RECRUITMENT & HR SERVICES

The CCI France UAE recruitment service provides HR services to companies including recruitment, consulting, career workshops and more.



### FOREIGN COUNTRY MISSIONS

The business consulting team provides market discovery and trade missions for companies interested in finding out more about new countries and how to develop activities out of the UAE. We have already delivered several missions in Iraq, Kurdistan, Kenya, Pakistan and KSA.



### CCI France UAE NETWORK

Meet your peers, and grow your business.

# Business Consulting

---

## E-MISSIONS

### Objective

Identify and remote meet potential customers and partners.

### Advantages of the e-mission

- Anticipate the recovery and prepare your business contacts
- Minimize your cost
- Optimize your time and your chances of success
- Remote prospecting without altering the quality of the contacts
- Benefit from a complete and personalized follow up



## QUALIFIED BUSINESS MATCHMAKING

You wish to be in touch with very specific potential customers and contacts within government bodies or the private sector? The CCI France UAE Business Consulting team links you with targeted and qualified contacts thanks for its extensive network of government and private partners in France and the United Arab Emirates.

### Objective

Get in touch with potential customers you cannot reach by yourself.

### Advantages of qualified business matchmaking

- Cost effective solution
- Personalized introduction to your qualified potential customers to C-level positions
- Quick way to get in touch with the right contact
- Benefit from the Business Consulting team extensive contacts network

# Our Offer for your V.I.E.

---

CCI France UAE offers a complete solution to companies wishing to employ a V.I.E. in Abu Dhabi and in Dubai:

## Offices

- Individual offices, 12m<sup>2</sup>, or open space,
- Fully furnished, includes a phone line, internet connection, a meeting room, a shared receptionist and office maintenance services,

## Supervision

- Customized and dedicated V.I.E. support
- Meeting to introduce the business environment of the sector the company is involved in.
- Regular meetings with the V.I.E. to support her/him throughout her/his assignment.

## Development of the V.I.E. network

- Instant access to a network of more than 500 French companies and local members of the CCI France UAE.
- Discounted rates for all activities and networking events offered by the CCI France UAE.



## | V.I.E. Coaching Option

Personalized training on cultural awareness to facilitate her/his personal and professional integration in the U.A.E.,

- Mentoring on methodology and weekly review of V.I.E.'s assignment progress,
- Monthly report and conference call with the parent company.

## Visa Package

- Administrative tasks related to visa procurement, management and cancellation (a residence visa is mandatory to live and work in the U.A.E.),
- Authorisation letter from the sponsor to open a bank account, rent an apartment and transfer a driving license.



[www.ccifranceuae.com](http://www.ccifranceuae.com)

