



ANNUAL GENERAL MEETING 2023/2024

Wednesday, 29th May 2024

INTRODUCTION



Agnès LOPEZ CRUZ
Managing Director
CCI France UAE

PARTNERS



Click  **Interpretation** and
select the preferred
language channel.

INTRODUCTION



Agnès LOPEZ CRUZ
Managing Director
CCI France UAE

AGENDA



Strategic review and
governance
Operational review
2023



Presentation of the
accounts

Confirmation of
validation of accounts
and audit



Presentation of new
services and projects
in 2024



Upcoming highlights
on S2 2024



Announcement of
candidates elected to the
Board of Directors

YEAR IN REVIEW 2023



Geoffroy BUNETEL
President
CCI France UAE

BOARD OF DIRECTORS 2022-2024



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
Grospiron
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
Bloombox



Frederic MARCHAND
Trouvay & Cauvin



Christophe ROUX
Etisalat



Jean-Paul SCHUEUR
Sanofi



Tarek SOLIMANE
Thales Group

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.

YEAR IN REVIEW 2023



Agnès LOPEZ CRUZ
Managing Director
CCI France UAE

THE CCIFI NETWORK

- 36 Europe
- 22 Africa/Middle-East
- 22 North America
- 19 South America
- 20 Asia/Oceania

118

FRENCH CCI ABROAD



IN **93**
COUNTRIES

PERMANENT TEAM



Ruby
ABELARDO



Sanaa
AHDOUR



Julie
CANAS



Joëlle
CHILCOTT



Martine
De LANG



Milena
DIMITROVA



Sophie
DUFOUR



Coralie
FLICK



Erika
GHOBASHI



Agnès
LOPEZ CRUZ



Maud
MARTINOT-
LAGARDE



Olivier
MORIN



Claire-Anne
RUSSELLE



Orsolya
SAGI



Nayla
SAMAHA
KHALIFE



Rowema
SANTOS



Mounia
SIFAOU

ORGANISATION CHART

Managing Director

Agnès Lopez Cruz

Abu Dhabi Office

Deputy Managing Director

Olivier Morin

Key Account Managers

Business Consulting Services

Partnerships and Transversal Projects

Dubai Office

Deputy Managing Director

Milena Dimitrova

Support Functions

Marketing, Events &
Communication

Claire-Anne Russelle

Events

Membership
Acquisition &
Sponsoring

Digital

Finance & HR

Joëlle Chilcott

Admin Support

CCI FRANCE UAE'S MISSIONS



SETTING UP

Connecting businesses
Business Centers
Hosting VIEs
Recruitment



GETTING THE WORD OUT

Communication channels
Signature events
Outsourcing
Content production



DEVELOPING

Networking
Mentoring
Sector Committees
Functional Committees
Qualified meetings
Sales follow-up
Company delegations



MAKING OUR VOICE

HEARD

Strengthening our links
with local and regional
authorities,
Advocacy

OUR SOLUTION

Sectorial Committees

Construction & Real Estate
Energy
FMCG
Healthcare
Hotels, Tourism & Culture
Luxury & Retail
Transport & Logistics

Working groups Functional

ESG
Finances
Human Resources
Marketing Communication

Clubs

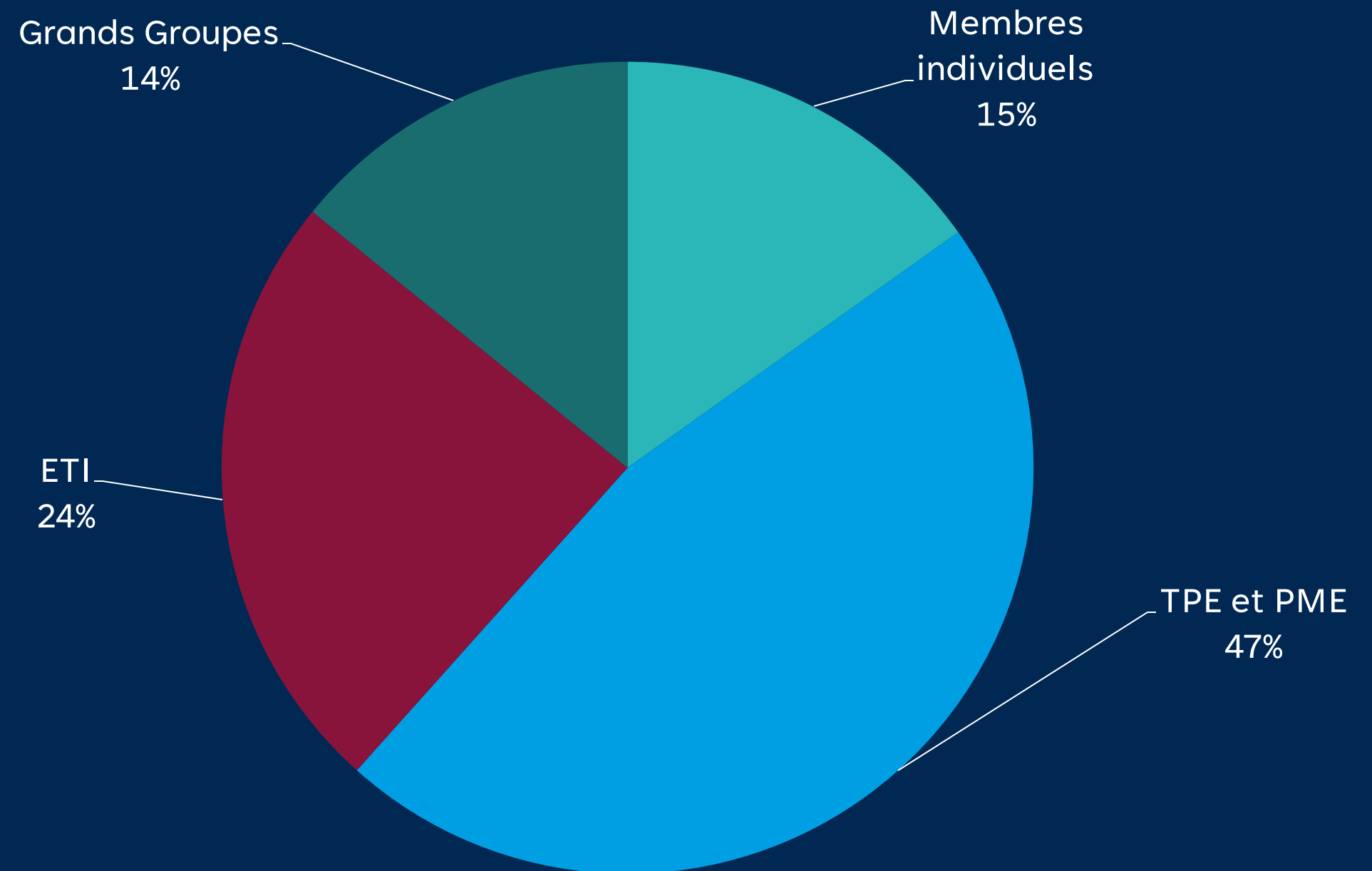
CEOs Club
French-Emirati Women
Committee
Synergy Club

Mentoring Program



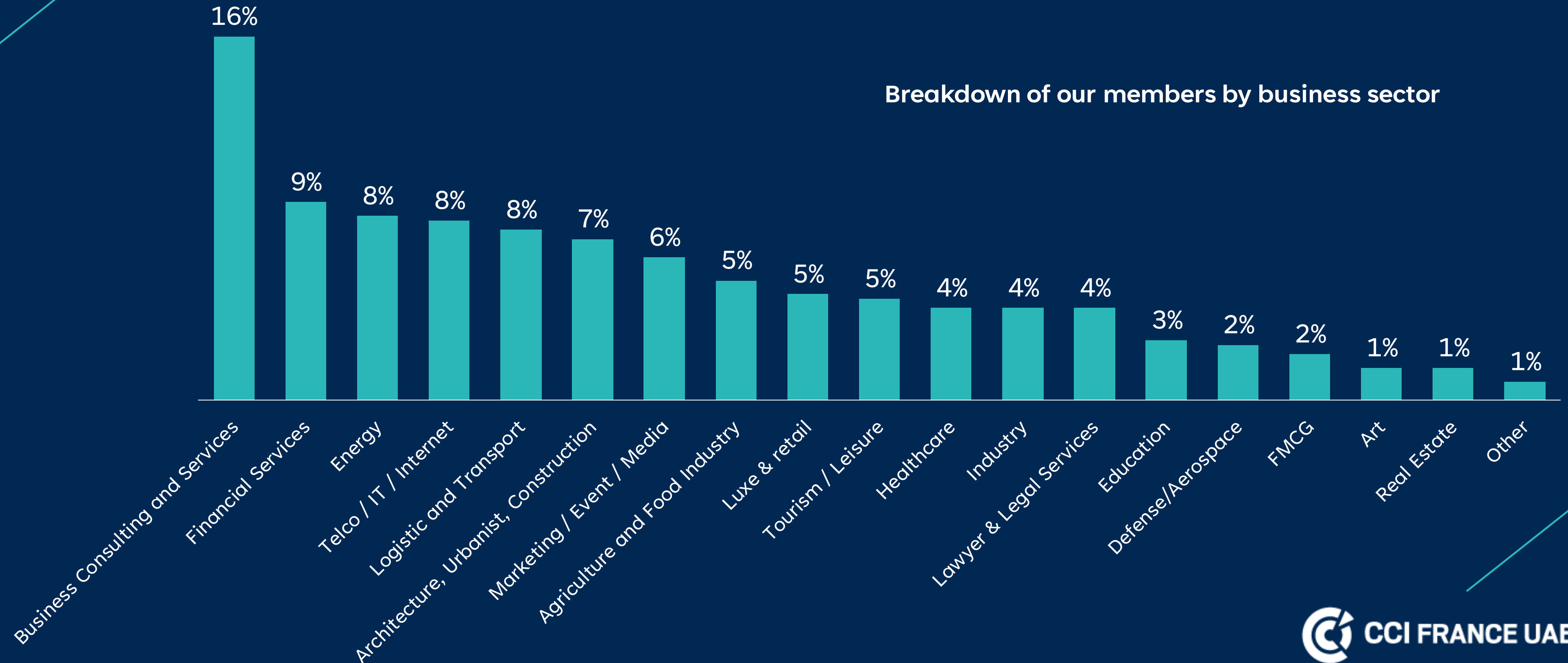
2023 REVIEW: BUSINESS COMMUNITY

576
members
au 31/12/23

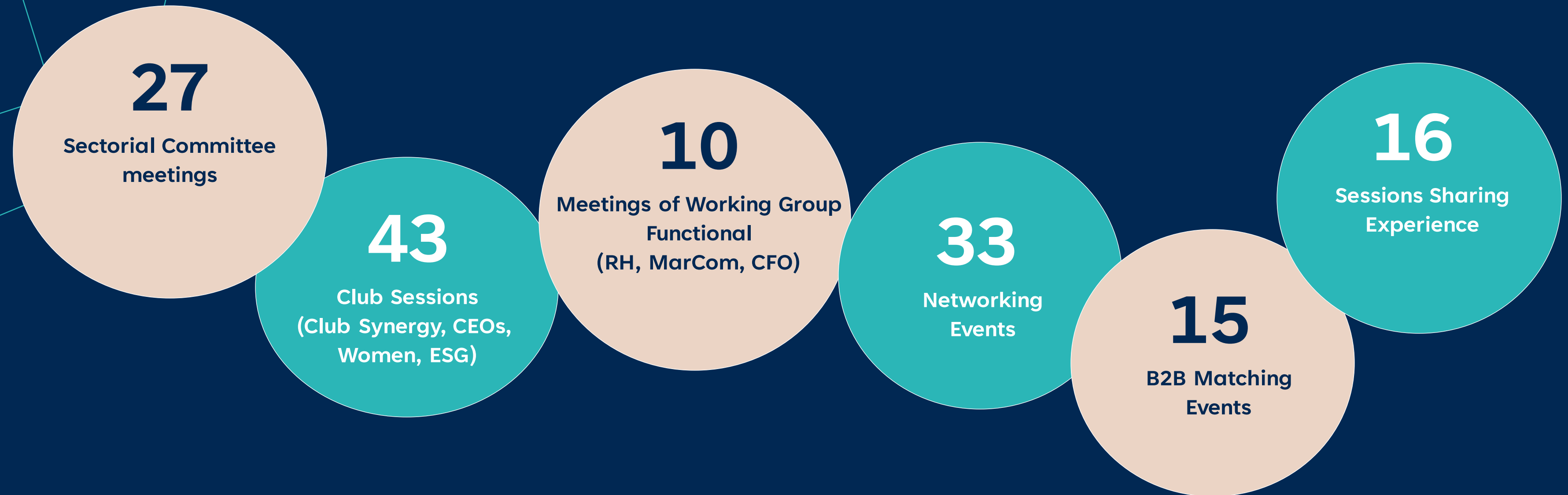


2023 REVIEW: BUSINESS COMMUNITY

Breakdown of our members by business sector



2023 REVIEW: 144 EVENTS



2023 : HIGHLIGHTS



EVENT
PROGRAMMING



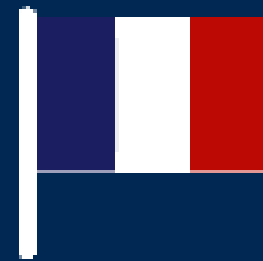
FRENCH EMIRATI
WOMEN COMMITTEE



LAUNCH OF
BONJOUR TALENTS
CAREER FAIR



SUPPORT
SERVICES

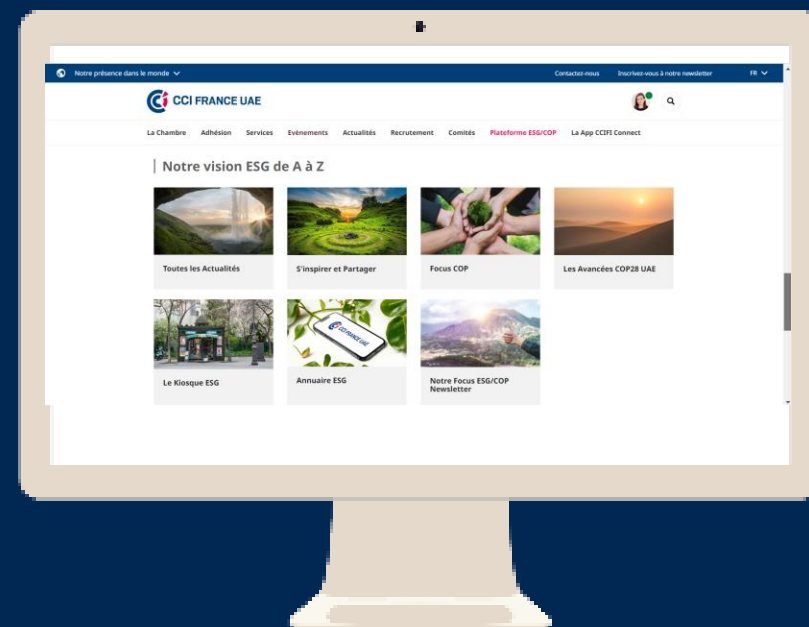


FIRST EFE
STUDY

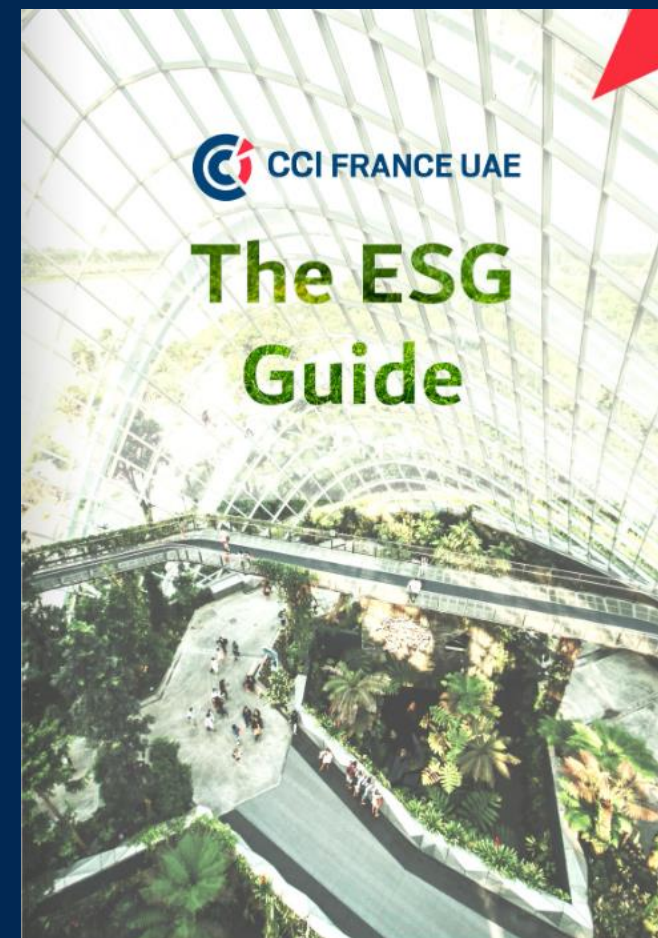


STRENGTHENING
PARTNERSHIPS

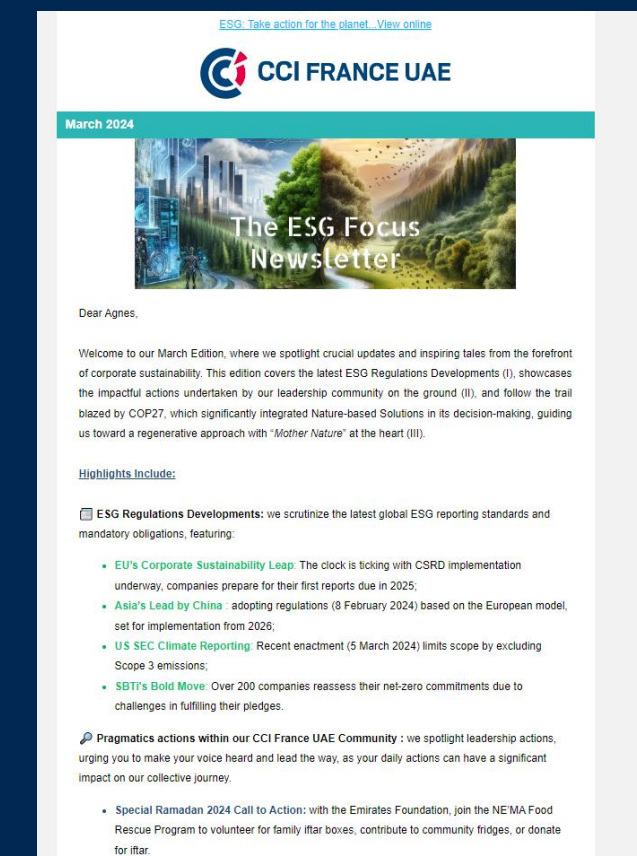
FOCUS: ESG AND COP 28



The ESG Platform



The ESG Guide



“The ESG Focus Newsletter”

FOCUS: ESG AND COP 28



Gala
"Green is the New Black"



Signature Pledge



COP 28 Workshops



Delegation BPI France



Conferences COP28

PRESENTATION OF THE ACCOUNTS

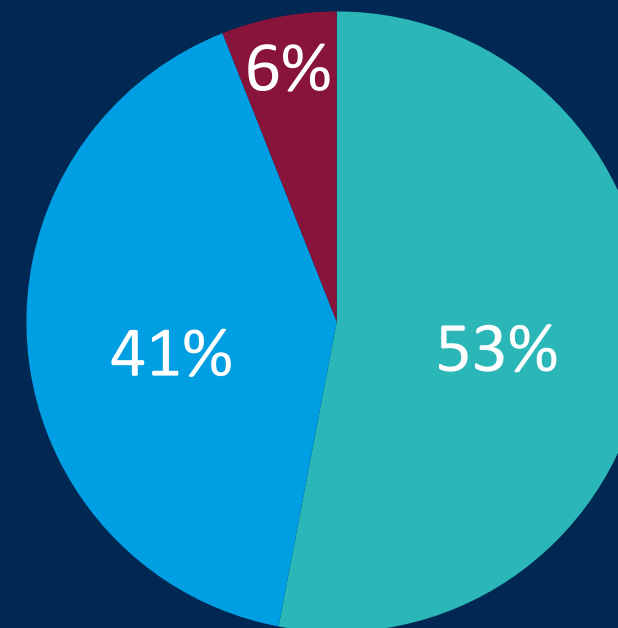


Joëlle CHILCOTT
CFO
CCI France UAE

INCOME STATEMENT 2023

	<u>2023</u>	<u>2022</u>
	(K aed)	(K aed)
MEMBERSHIPS	2,294	2,288
BUSINESS SERVICES	1,779	1,770
MEMBRES SERVICES	274	512
GROSS MARGIN	4,347	4,569
STAFF COSTS	(3,651)	(3,743)
GENERAL & ADMINISTRATIVE COSTS	(537)	(654)
DEPRECIATION	(12)	(37)
BAD DEBT	(200)	(22)
SURPLUS FROM OPERATIONS	(53)	113
FINANCIAL INCOME	127	6
NET SURPLUS	74	119

- Net surplus for the year 2023.
- Gross margins :
membership and business services remain stable while members services return to expected levels post exceptional impact of Expo 2020.
- Gross margin breakdown:



Membership
Business support services (VIE accommodation, business development and sector committees & forum)
Member services (events & communication)

- Operating expenses:
One significant case of bad debt (provisioned) - Impact on operating expenses mitigated through operational savings and financial income.
- Accounts certified by Mazars Chartered Accountant

BALANCE SHEET AS OF 31.12.2023

	<u>2023</u> (Kaed)	<u>2022</u> (Kaed)
PROPERTY & EQUIPMENT	19	31
INTANGIBLES	4	4
FINANCIAL ASSETS	1,822	1,808
RECEIVABLES	1,172	792
CASH & EQUIVALENTS	2,951	3,069
TOTAL ASSETS	5,968	5,704
EQUITY	2,464	2,390
EOS PROVISION	1,007	889
GRANTS	22	32
ACCRUALS & OTHER LIABILITIES	2,475	2,393
TOTAL LIABILITIES & EQUITY	5,968	5,704

- Healthy balance sheet
 - Large cash balance (impact of year end memberships paid in december)
 - 40% accruals balance = 2024 revenues relating to memberships
 - Financial independance & strength:
 - ✓ AED 2.5MM equity
 - ✓ No bank debt
- => Surplus of 74Kaed allocated to equity

AUDITOR'S OPINION

Metri EL SOURY
Director
Mazars Chartered Accountants
Audit & Assurance

VOTE

- An online vote for the election of the members of the Board of Directors and for the two resolutions relating to the accounts was organised by an independent external platform (electionbuddy.com) from 8 May 2024 at 1pm until 29 May 2024 at 5pm.
- The auditors' report and a presentation of the 2023 accounts were available online for free consultation.
- The number of members who had renewed and paid their membership fees by 30 April 2024 was 437, representing a total of 588 voters.
- In accordance with our Articles of Association, the quorum required was 33.33%, i.e. 195 voters.
- At the end of the vote, for the two resolutions relating to the accounts, the number of votes received was 308, giving a quorum. 245 votes were cast in favour of the resolutions, 3 against and 60 abstained.

VOTING ON RESOLUTIONS

1

The Ordinary General Meeting of the members of the Association, having reviewed and heard the presentation of the financial statements, approves the 2023 accounts.

2

The Ordinary General Meeting of the members of the Association resolves to renew the mandate of Mazars Chartered Accountants for the audit of the 2024 accounts.



READ
OUR 2023
ACTIVITY
REPORT

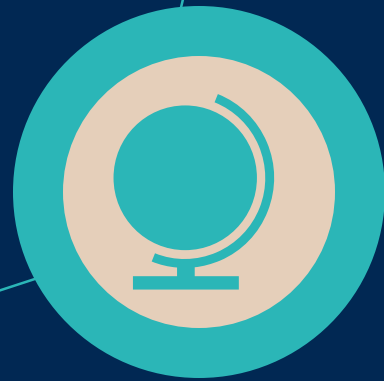


BUSINESS SUPPORT SERVICES



Olivier MORIN
Deputy Director
CCI France UAE

DID YOU KNOW?



PROGRAMME OF QUALIFIED APPOINTMENTS FOR OUR MEMBERS

Prospect the target market on your behalf and develop your business in the Emirates or in France.



COUNTRY CONFERENCES & MISSIONS TO THIRD COUNTRIES

Explore market opportunities in various sectors.



CONTACTS WITH CCIFI IN THE WORLDWIDE NETWORK

Develop your network and benefit from our colleagues' local infrastructures when you travel.

DID YOU KNOW?



RECRUITMENT
SERVICE



OPEN SPACE BUSINESS
CENTRES AND ROOMS
FOR RENT TO OUR
MEMBERS



SUPERVISION AND
ACCOMMODATION
OF V.I.E.

BUSINESS SUPPORT SERVICES



Milena DIMITROVA
Deputy Director
CCI France UAE

Investors Network



LAUNCH

March 2024



CONCEPT

Put entrepreneurs/start-ups looking to raise funds in touch with business angels.

Continuing our services for SMEs/Startups: Club Synergy and Duo Mentoring.



DEPLOIEMENT

Pitch sessions organised several times a year with business angels in Abu Dhabi and Dubai.

Workshops for

- Start-ups
- business angels

TRAINING ACADEMY BY CCI FRANCE UAE LAUNCH IN JUNE 2024



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

MARKETING, EVENTS & COMMUNICATION



Claire-Anne RUSSELLE
Marketing, Events and Communication Director
CCI France UAE

COMMUNICATION PLATFORMS



11,000+

Qualified Contacts



4,500

Average monthly volume of
website users.



19,500+

Followers on LinkedIn.

28%

Average Opening Rate on
Emailing Campaigns



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

17%

Average Engagement Rate

NEW DEVELOPMENTS AND NEXT STEPS

Migration of our current CRM to Odoo

for a more detailed analysis of our data and better support for our members throughout their membership.

Annual event planning

established at the beginning of the year, with a global sponsorship offer enriched by event sponsorship that is clearer and more effective.

Development of media and content partnerships

to enrich and differentiate our communication materials and the content developed by our members for our members.

Improved on-boarding for our new members

To better support our members in using their membership.

EVOLUTION OF POSITIONS



ACQUISITION

Better understand and analyse our ecosystem
Grow our business community
Support new members in using their membership



DIGITAL

Better analyse our digital performance
Develop and optimise our communication platforms

PARTNER FOCUS FRENCH TECH UAE



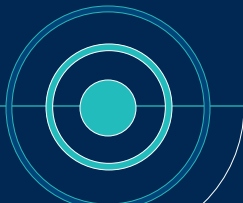
MAIN HIGHLIGHTS S2 2024

Working Together
Forum 2024



June

July



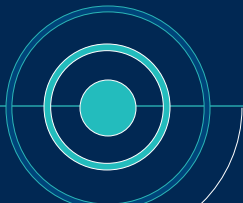
Country
Conference Irak

UAE-France Business Days
Bonjour Talents Career Fair



September

October



UAE-France Energy Days
Business Delegation in KSA

Women Business Councils Events
Defence Sector Forum



November



READ
OUR 2023
ACTIVITY
REPORT

