



**Minutes of the FTCC Annual Ordinary General Meeting
No. 1/2021
Wednesday 17th March, 2021**

Time and Place

The Meeting was held at 18h30 on Wednesday 17th March 2021 at Ballroom 1-2, 8th Floor, SO/Bangkok Hotel (Sathorn Road).

Attendance

There were in total 100 persons attending of which 48 with the right to vote; 4 members represented by a valid proxy given to 4 different attending members, making a total of 52 voting members.

The AGM was presided over by H.E. Mr. Thierry MATHOU, French Ambassador to Thailand, who gave an opening speech by thanking the FTCC as an active player in French business community. French companies employ 30,000+ persons in various sectors including new projects in bioplastics, aircraft & maintenance and services. Thai investment in France is also growing with the current investors expanding their facilities and developing new projects. He also emphasized that we need to communicate more about French presence. The year 2020 was heavily affected by crisis. French export decreased by -34% to 1 billions euros especially in transport sector. French remains strong in agro food, oil, equipment. French still has trade deficits towards Thailand.

H.E. French Ambassador highlighted 3 priorities of French government in Thailand:

1. France has developed the indo-pacific strategy: think globally, not only Thailand
2. Global issues to be developed: health, environment climate change, plastics, pollution, foods for the future, Infrastructure and connectivity – huge business opportunities for French companies
3. Promote innovation and address to the youth: restructure our network, involve former Thai alumni in France, Smart Visa, expanding VIA promotion.

H.E. French Ambassador mentioned four sectors to develop in Thailand: Transportation, health, agrotech, circular green and bio economy. He entrusted the FTCC and the CCEF to set up the working groups around these sectors to enhance trade relations and promote bilateral dialogues.

H.E. French Ambassador also emphasized the fact that Bangkok is a main hub but it is important to think of business opportunities outside Bangkok. He will support the FTCC initiative in organizing Khon Kaen Business Forum in May 2021 where he accepted to lead the French business delegation. He also called others to join. He ended his address by wishing all a good meeting.

Ms. Sukanya Uerchuchai, FTCC Executive Director, thanked His Excellency for his kind support in all FTCC activities and announced that the quorum was reached and votes on each topic of the Agenda would be valid.

1. APPROVAL OF THE MINUTES OF THE AGM DATED 12 MARCH 2020

Mr. Thomas Sanchez requested the Meeting to consider and approve the Minutes of the Annual Ordinary General Meeting 2020, by voting on the ballots.

The Meeting granted its approval.

(49 ballots in favor, 1 ballot against, 3 abstained)

2. PRESIDENT'S REPORT

1) ON FTCC 2020 ACTIVITIES

For more details on the FTCC 2020 activities, please refer to the FTCC Annual Report 2020.

Mr. Thomas Sanchez highlighted the key figures of the FTCC activities in 2020, which is lower than in 2019: 246 members; 44 events organized of which 23 online events; 194 business support requests received; 30 000+ followers on social media.

He emphasized that the FTCC is for members, by members, around working committees. We will work

(1) COMMITTEES

Mr. Thomas Sanchez briefly presented 11 FTCC Working Committees and their chairman; namely:

Sectorial working committees:

- Aerospace Committee by Pierre Jaffre and Tatiya Meemeskul
- EEC Zone Committee
- F&B Committee chaired by Thomas Sanchez
- Hospitality & Wellness chaired by Patrick Basset and Raymond Chong
- HR & Strategy Committee chaired by Aline Boulom
- Luxury and Lifestyle Committee chaired by Ali Ziani
- Phuket Committee
- Smart Cities & Green Energy chaired by Patrice Pischedda
- SME & Entrepreneurs Committee chaired by Philippe Claire
- Sustainability & CSR Committee chaired by Henri De Reboul and Armelle le Bihan
- Young Professionals Committee

He thanked the Committees participants and Counsellors responsible for their Committees for their valuable contribution to FTCC intelligence and visibility, and invited new participants to be part of them according to their interest and activities.

(2) MEMBERSHIP, BUSINESS CLUB & ADVOCACY

The number of the FTCC members in 2020 was registered at 246 (-22.4% compared to 2019).

In 2020, the FTCC counted 18 Premium members. Most of the members were in the category A (94 companies), 121 companies in Category B and 31 companies in Category C.

Mr. Thomas Sanchez thanked all 18 Premium members and the main sponsors of the AGM Meeting (Bangkok Hospital, Faurecia, Dextra, Mazars) as well as other F&B sponsors: Delifrance, Eurofood, Comptoir Francais du vin, Exquisite Elixir.

2.1 Business Club

The FTCC organized 44 events (vs. 72 in 2019), of which 23 online events, with 2900+ participants in total. Out of 44 events, we can divide into

- 23 events co-organised with partners
- 21 events organized by the FTCC of which 3 big events: FTCC Gala Dinner, Business Speed Dating and the Phuket SMART Link Business Forum

2.2 Advocacy

JFCCT: 30+chambers a total of 9500 members

Being FTCC Members can also benefit from the content from JFCCT that FTCC can forward to all members.

FTCC members could do advocacy via the Chamber or its working Committee who will raise the issues through its partner such as Joint Foreign Chambers of Commerce of Thailand (JFCCT) or European Association for Business and Commerce (EABC).

(3) BUSINESS SUPPORT

3.1 Business Support – France Department

Key Figures

- 194 Business support requests
- 5 trade mission conducted
- 1 company represented for sourcing during 12 months
- 1 project managed for Thai governmental agency

Its Business Center, launched under the name “LeBooster Bangkok”, provided offices and services to 12 companies in 2020.

3.2 HR

Services on pending – we are now working on the procedures and striving to maintain good quality services to all members.

3.3 Promosalons

In 2020, due to the Pandemic, all trade shows around the world were suspended. We worked only for one trade show: MAISON&OBJET bringing 15 Thai exhibitors to the show, covering 224 sqm.

(4) DIGITAL MARKETING & COMMUNICATIONS

Social media: Contents

3. APPROVAL OF FTCC ACCOUNTS FOR 2020

Khun Wannawat Hemachayart as Honorary Treasurer reported the Accounts to the Meeting with a strong financial situation overall:

- 2020 revenues at 15.69 Million THB (-3%)
- Loss of 3.3 Million THB (-1%)
- Net Profits : Business Support 3.8M, Events: 700K, Promosalons: 600K
- Promosalons revenue shrank to 5% from 28%
- Reduced expenses as much as we can: reduce manpower from 17 to 10 staff – 55% cost reduction
- Liability: received in advance - 5M THB (SIAL CHINA,...)
- Cash flow position: healthy cashflow: 2020: 9 Million THB, as of Feb 2021 : 12M THB
- Cash reduced only 600K
- Still healthy financial situation but to stay alert on the upcoming situation.

Mr. Thomas Sanchez invited the Meeting to vote to approve the FTCC 2020 accounts

The Meeting granted its approval.

(52 ballots in favor, 1 ballot against, 0 abstained)

FTCC 2021 Perspective

Mr. Thomas Sanchez thanked the 14 Premium members, confirmed for 2021.

The FTCC will focus on “member-centricity” and to organize big events including:

- Khon Kaen Business Forum : 13-14 May 2021 – programme, sponsorship packages
- Business Speed Dating & Welcome Back Cocktail : 23 September 2021
- FTCC 55th Anniversary Gala Dinner: in November 2021

The 2021 Budget is still difficult but we try to reduce expenses as much as we can, with prudent budget to maintain revenues and cut all fixed costs. The FTCC will initiate new projects.

On this occasion, Mr. Thomas Sanchez informed the meeting that Khun Sukanya has come to an end of her mandate as Executive Director at the FTCC at the end of March 2021. He thanked Khun Sukanya for her great contributions to the Chamber all through the years. On this occasion, as a token of appreciation, he proposed her to be nominated as Honorary Member at the AGM, where the entire attendants agreed unanimously. He then introduced Khun Sommawan Lowhaphandu who will be Acting Executive Director from 1st of April 2021.

The FTCC also initiated new free services for FTCC members: free use of co-working space and meeting room twice a month, as well as free access to FTCC database and worldwide network through the FTCC website, which required login and password for members.

4. APPROVAL OF THE AUDITOR FOR 2022

Mr. Thomas Sanchez suggested to the Meeting to approve VAS as an Audit firm for 2021 at 62,000 THB.

The Meeting granted its approval.

(52 ballots in favor, 0 ballot against, 1 abstained)

5. APPROVAL OF THE MEMBERSHIP FEES SCHEME FOR THE YEAR 2022

The membership fees scheme for 2022 remains unchanged:

- **Category A:** Ordinary Membership of 29,500 THB
- **Category B:** Ordinary Membership of 15,500 THB
 - o Local headcount < 50 staff
 - o Annual Turnover <100 million THB
 - o Not affiliated to a group with worldwide turnover > 20 billion THB
- **Category C:** Affiliated Membership of 15,500 THB

The Meeting granted its approval.

(51 ballots in favor, 0 ballots against, 2 abstained)

6. Approval of new FTCC Honorary Member

- Mrs. Sukanya Uerchuchai FTCC Executive Director

The Meeting granted its approval.

(52 ballots in favor, 0 ballot against, 1 abstained)

7. ELECTION OF FTCC COUNSELLORS FOR 2021

- 7 seats of Counsellors will be renewed during this AGM
- 13 Members submitted their application and were requested to introduce themselves to the Meeting.

Elected Counsellors (by alphabetical order of company name):

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|---------------------------------|---------------------------------------|
| 1. Mr. Patrice PISCHEDDA | ACOEM Group |
| 2. Mr. Alexandre KEOSAYAVONG | AXA Insurance PLC |
| 3. Mr. Gabriel LUBEIGT-HANCHANA | CIC - Crédit Industriel et Commercial |
| 4. Mr. Hervé LEMOINE | Dextra Manufacturing |
| 5. Mr. Benjamin LEPHILIBERT | LightBlue Environmental Consulting |
| 6. Ms. Onanong PRATAKPIRIYA | L'Oréal (Thailand) Co., Ltd. |
| 7. Mr. Philippe CLAIRE | Ventury Co., Ltd. |

Appointment of FTCC Board of Counsellors for 2021

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|---------------------------------|---------------------------------------|--------------------|
| 1. Mr. Thomas SANCHEZ | The Commercial Company of Siam Ltd. | President |
| 2. Mr. Philippe CLAIRE | VENTURY Co., Ltd. | Vice President |
| 3. Mr. Patrice PISCHEDDA | ACOEM Group | Vice President |
| 4. Mr. Vincent BIROT | Beservices Ltd. | Vice President |
| 5. Ms. Wannawat Hemachayart | Mazars (Thailand) Ltd. | Honorary Treasurer |
| 6. Mr. Issara HANCHANA | Crédit Industriel et Commercial (CIC) | Honorary Secretary |
| 7. Mrs. Aline Boulom | Accor Asia Pacific Corp. (Thailand) | Counsellor |
| 8. Mr. Alexandre KEOSAYAVONG | AXA Insurance PLC | Counsellor |
| 9. Mr. Patrice BARD | Bouygues-Thai Ltd. | Counsellor |
| 10. Mr. Hervé LEMOINE | Dextra Manufacturing | Counsellor |
| 11. Mr. Julien Iwanicki-Govrich | Juslaw & Consult Co., Ltd. | Counsellor |
| 12. Mr. Benjamin LEPHILIBERT | LightBlue Environmental Consulting | Counsellor |
| 13. Ms. Onanong PRATAKPHIRIYA | L'Oréal (Thailand) Ltd. | Counsellor |
| 14. Mrs. Kitima Kittikachorn | Loxley PLC | Counsellor |

**No other matter being discussed,
The Annual Ordinary General Meeting No. 1/2021 was adjourned at 20h00.**