



**Minutes of the FTCC Annual Ordinary General Meeting
No. 1/2019
Wednesday 13th March, 2019**

Time and Place

The Meeting was held at 18h45 on Wednesday 13th March 2019 at Pinnacle room, Intercontinental Bangkok.

Attendance

There were in total 86 persons attending of which 51 with the right to vote; 3 members represented by a valid proxy given to 3 different attending members, making a total of 54 voting members.

The AGM was presided over by H.E. Mr. Jacques LAPOUGE, French Ambassador to Thailand, who gave an opening speech by thanking the FTCC of its role and mission to render the best services to French business community. The FTCC is part of French Export Team, composed of Business France (prospection), FTCC (animation of French business community), Economic Department of the French Embassy and French Trade Advisors (CCE). FTBF, was also created in 2017 by MEDEF International and JSCCIB, to strengthen Franco-Thai business relationship, Sukanya is a key player – linking between French and Thai partner. Thailand is France's second trade partner in ASEAN with 1.9 billion euros exported to and 2.8 billion euros imported from Thailand. 2019 is a very important year: Thailand with an Election, ASEAN chairmanship, royal coronation; France with an upcoming European election. Moreover, the EU ASEAN free trade agreement will resume and help improve economic relationship.

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 7 MARCH 2018

Mr. Alexandre Dupont requested the Meeting to consider and approve the Minutes of the Annual Ordinary General Meeting 2018, by voting on the ballots.

The Meeting granted its approval.

(54 ballots in favor, 0 ballot against)

2. PRESIDENT'S REPORT

1) ON FTCC 2018 ACTIVITIES

For more details on the FTCC 2018 activities, please refer to the FTCC Activities Report.

Mr. Alexandre Dupont highlighted the main figures of the FTCC activities in 2018: 317 members; 72 events organized, 568 resumes screened and 41 placements, 10 trade fairs promoted; 416 business support requests received; 10 workshops organized.

(1) COMMITTEES

Mr. Alexandre Dupont briefly presented 16 FTCC Working Committees and their chairman; namely:

Organisation working committees:

- Gala Committee chaired by Jean Lebreton
- Membership Committee chaired by Alexandre Dupont and Chatchawat Kriengsuntikul

Sectorial working committees:

- F&B Committee chaired by Thomas Sanchez
- SME & Entrepreneurs Committee chaired by Philippe Claire
- Phuket Committee chaired by Esmeralda Paya
- HR Committee chaired by Anne-Marie Mchet
- Sustainability & CSR Committee chaired by Henri De Reboul
- Stakeholders' Engagement & Public Affairs (SEPA) by Tanguy Moulin-Fournier
- Clean Energy & Sustainable City Committee by Tanguy Moulin Fournier
- Luxury and Lifestyle Committee chaired by Ali Ziani
- Young Professionals Committee chaired by Vincent Birot
- Aviation/Aerospace Committee by Mathieu Tellier

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 2018 was registered at 317 (-10% compared to 336 in 2017 and 345 in 2016).

In 2018, the FTCC counted 18 Premium members. Most of the members were in the category A (121 companies), 155 companies in Category B and 41 companies in Category C.

56 members based in provinces, 18 members in France and 14 members in other countries, accounting for 20% of all members.

Mr. Alexandre Dupont thanked all 18 Premium members and the sponsors of the AGM Meeting (Asian Tigers, Mazars, Pernod Ricard, Monte Carlo, and Intercontinental Bangkok).

2.1 Business Club

The FTCC organized 72 events (vs. 76 in 2017), with 6400+ participants in total. The number of events increased by 13% compared to 2016 thanks to collaboration with other Chambers of Commerce and partners. Out of 72 events, we can divide into

- 47 events co-organised with partners
- 30 events organized by the FTCC of which 21 initiated by 12 working committees

Of which

- o Networking evenings: Networking Cocktails and Young Professional Networking Cocktails
- o Regular events including breakfast talks, lunch talks, 2 VIP dinners
- o Delegation in Phuket to visit 22 members in Phuket
- o FTCC Golf Tournament: relaunched in 2018 – good feedback
- o 3 special events including Bonjour Talents, Bonjour France and FTCC Charity Gala Dinner “Le Cirque Merveilleux”
- o 2 Business Speed Dating
- o Sustainability & CSR Fair
- o 1 Annual General Meeting

2.2 Advocacy

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).

The FTCC, by Khun Segsarn and Khun Sukanya, took an active part in the Franco-Thai Business Forum (FTBF). Khun Sukanya also represented the FTCC in joining the Thai Prime Minister's delegation to France in June 2018.

(3) BUSINESS SUPPORT

Key Figures

- 416 Business support requests
- 41 placements/114 interviews
- 9 workspaces rented out in the Business Center
- 10 Fairs promoted in France and in Asia

3.1 Business Support – France Department

The Department of Business Support for French companies has replied to 416 requests in 2017 with 17 missions. The FTCC Business Center hosts 9 companies at the end of 2018. Some space is still available.

3.2 HR and Employment

In 2018, the HR & Employment Support received 568 French resumes and interviewed 114 candidates. 41 French candidates were successfully recruited by companies on employment and internships positions (vs 23 in 2017 and 33 in 2016).

2 HR Breakfast talks held gathering 99 HR Managers. 10 HR workshops were held successfully over the year with 66 participants. The 4th job & career fair "Bonjour Talents" was held with success.

No subsidy received from the French Ministry of Foreign Affairs since 2016.

3.3 Promosalons

In 2018, Promosalons has promoted 10 trade fairs out of which 5 were held in France and 5 in Asia. We assist Thai companies in visiting and exhibiting French trade fairs either in France and Asia and is a one-stop service center for French trade fairs.

(4) DIGITAL MARKETING & COMMUNICATION

The FTCC has 2 persons devoted to the Digital Marketing & Communication Department to enhance the FTCC communication tools both online and offline. The FTCC is very active on Social Media (Facebook, Instagram, Twitter). The FTCC website, hosted by CCI France International platform, is constantly updated. The CRM has been applied to make sure that all contact data are valid. A new feature is FTCC Handbook available online.

As for offline media, the FTCC continues its printed communication tools: Handbook and Brochure whereas more updated news will be sent by email on weekly basis.

II) ON FTCC 2019 PERSPECTIVES

Members

- 350 members to reach with a budget of 6.0 M THB of revenue
- 18 Premium members in 2019
- Membership: New special Membership packages for SMEs are to be launched

Events:

- More selective events with contents
- more collaboration with partners
- Bonjour Talents on Saturday 30th March 2019
- Bonjour French Fair from 12-15 December 2019
- Gala Dinner : tentative on 15th November - Boost PR & Communications

Working committee

- New: Tech Committee, Hospitality & Wellness Committee

PR & Communications

- Boost personal contact with members
- Help members communicate their products and services
- FTCC Communication tools
 - FTCC Handbook: offline and online
 - Email broadcasting
 - FTCC Newsletter: database of 6700 upscale contacts
 - FTCC Privileges card: to offer benefits or discount to members
 - Social Media: 62,000 followers

Promosalons

- 10 trade fairs of which 4 in France and 6 in Asia

Budget 2019:

- 45,000 THB of profits expected
- Prudent budget

FTCC 2019 team

Mrs. Sukanya Uerchuchai, FTCC Executive Director, introduced the FTCC team, consisting of 17 persons.

3. APPROVAL OF FTCC ACCOUNTS FOR 2018

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

- 2019 revenues at 27.19 Million THB
- Loss of 1,292,019.93 THB
- Profits mainly coming from business support TH-FR
- Balance sheet: slightly decrease of current assets, less account receivable,
- Liability: reduced from 2017, good cash in hand – healthy financial situation

Mr. Alexandre Dupont invited the Meeting to vote to approve the FTCC 2018 accounts

The Meeting granted its approval.

(54 ballots in favor, 0 ballot against)

4. APPROVAL OF THE AUDITOR FOR 2020

Alexandre Dupont suggested to the Meeting to approve VAS as an Audit firm for 2020 at 62,000 THB.

The Meeting granted its approval.

(54 ballots in favor, 0 ballot against)

5. APPROVAL OF THE MEMBERSHIP FEES SCHEME FOR THE YEAR 2020

Due to the recent increment of the FTCC membership in 2019, the membership fees scheme for 2020 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.

(49 ballots in favor, 4 ballots against)

6. Approval of new FTCC Honorary Members

- Mr. Sihasak Phoungketkaew Former Thai Ambassador in France, Ministry of Foreign Affairs
- Ms. Chantira Jimreivat Vivatrat Former Director General of Department of International Trade
Promotion, Ministry of Commerce

The Meeting granted its approval.

(53 ballots in favor, 1 ballot against)

7. ELECTION OF FTCC COUNSELLORS FOR 2019

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

Elected Counsellors (by alphabetical order of company name):

- | | |
|---------------------------------|--|
| 1. Mr. Patrice PISCHEDDA | ACOEM Group (01dB-Metravib SAS) |
| 2. Mr. Gabriel LUBEIGT-HANCHANA | Crédit Industriel et Commercial (CIC) |
| 3. Mr. Laurent BASCOUERT | Essilor Manufacturing (Thailand) Co., Ltd. |
| 4. Ms. Onanong PRATAKPHIRIYA | L'Oréal (Thailand) Ltd. |
| 5. Mr. Thanakorn WONGWISES | Schneider (Thailand) Limited |
| 6. Mr. Philippe CLAIRE | VENTURY Co., Ltd. |

No other matter being discussed,

The Annual Ordinary General Meeting No. 1/2019 was adjourned at 20h30.