

ANNUAL REPORT

20 19

2019 PREMIUM MEMBERS



AIRFRANCE



ESSILOR



L'ORÉAL



PPS OneWorks



SO/BANGKOK
SOFITEL



MESSAGE FROM THE FTCC PRESIDENT



Mr. Thomas SANCHEZ
President

Dear FTCC Members and Partners,

2019 was another milestone with both success and challenge for FTCC. We continue to serve our Members by providing comprehensive services and a great platform for exchanging new ideas and best practices.

Many events were organised to serve different needs and expectations of our 317 Members in diverse sectors. Most of our events and activities are initiated and led by our Working Committees. Some events were co-organised with other Chambers of Commerce to extend our network and cooperation as well as sharing our expertise to larger audience, such as the 3rd edition of Sustainability for Business Forum, which was once again a great success with more than 220 participants.

Or our most prestigious event: FTCC Charity Gala Dinner “French Riviera” that gathered more than 520 VIP guests and businesspeople from the French and Thai business community, serving as a fantastic networking platform second-to-none.

We are reconsidering all our services to match our Members’ requirements and to do this, we need your views. The FTCC always welcomes initiatives from our Members. The FTCC was founded by our Members and for our Members. You are our “raison d’être”. So, please feel free to propose your ideas.

The year 2020 will be again a challenge for us all. The economy may not be as bright as we hope. We, however, will continue to look for opportunities to develop our network and accompany our Members through this disruptive and strenuous transition.

Together we can do more!

Thank you for your continued support!

2019 BOARD OF COUNSELLORS



President



Vice President



Vice President



Vice President

Mr. Thomas SANCHEZ
The Commercial Company of Siam

Mr. Segsarn TRAI-UKOS
Michelin Siam

Mr. Vincent BIROT
Belaws

Mr. Philippe CLAIRE
Ventury



Honorary Treasurer



Honorary Secretary

Mr. Chatchawat KRIENGSTIKUL
Mazars (Thailand)

Ms. Sansanee J. PERANDUS
Vovan Trocadelyo

Mr. Christophe LEJEUNE
ACCORHOTELS

Mr. Laurent BASCOUERT
Essilor Manufacturing (Thailand)

Mr. Patrice BARD
Bouygues-Thai Limited



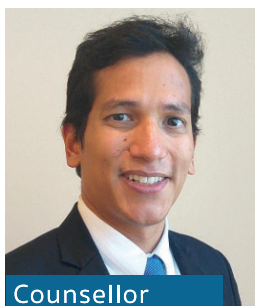
Counsellor



Counsellor



Counsellor



Counsellor



Counsellor



Counsellor

Mr. Gabriel LUBEIGT-HANCHANA
CIC

Mr. Phusit SASITARANONDHA
Expolink Global Network

Mr. Patrice PISCHEDDA
ACOEM Group



Counsellor



Counsellor

Ms. Onanong PRATAKPHIRIYA
L'Oréal Thailand

Mr. Thanakorn WONGWISES
Schneider Electric (Thailand)

2019 FACTS & FIGURES



620 resumes received
118 interviews conducted
41 placements for member companies

71 events organised
2,000+ participants



387 requests of information
9 trade missions conducted
2 delegations for public organizations



9 trade fairs promoted in France and Asia
1315 sqm. sold in 2 trade shows
100 Thai visitors facilitated



23,500+ followers on FTCC Social Media
6,700+ subscribers on FTCC Newsletter

317 members of the chamber
12 companies supported by Business Center

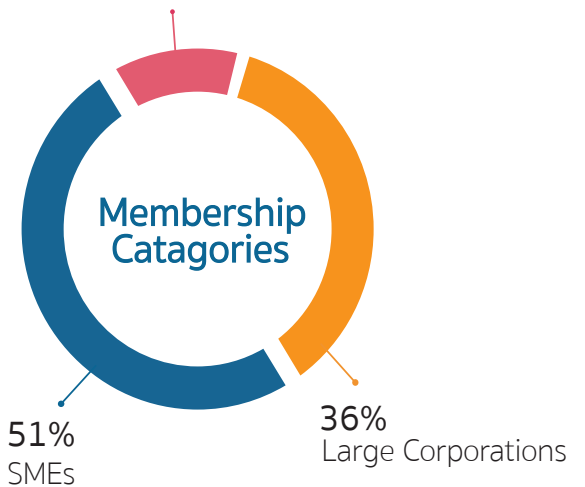
MEMBERSHIP



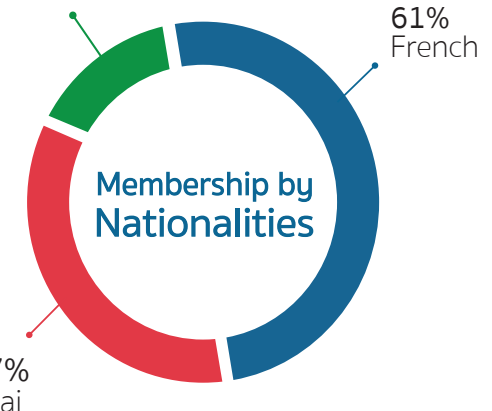
As of 31st December 2019, the Franco-Thai Chamber of Commerce has 317 Members, same number as in 2018.

13%

Individuals & companies located outside Thailand



12%
International

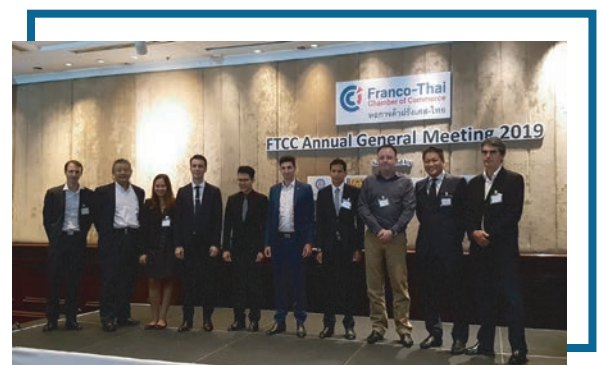


MEMBERSHIP 2020 PERSPECTIVE



330 Members as the **TARGET**

The target for 2020 has been set at 330 Members with more focus on entrepreneurs/ start-ups in Bangkok and in other main cities of Thailand. Many actions including innovative activities will be carried out to reach these groups.



FTCC Annual General Meeting 2019

EVENTS



More than
70 events
organized



More than
2,000
participants



2
Business
Speed Datings



8
Networking
Cocktails



46
Co-branded Events
with Partners



3
Special Events



5
Breakfast Talks



BONJOUR FRANCE 2019

FTCC CHARITY GALA DINNER 2019



FTCC BREAKFAST TALK



2019 HIGHLIGHTS

FTCC BUSINESS SPEED DATING



FTCC VIP DINNER

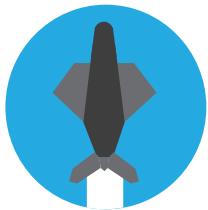


FTCC NETWORKING COCKTAIL

FTCC COMMITTEES

FTCC Committes: Objectives

The FTCC Committees are composed of 11 working committees on specific theme. The working committees are the initiatives of FTCC members and driven by them. Each committee gathers members from the same sector in order to exchange views and best practices as well as channel their common challenges to authorities.



AEROSPACE COMMITTEE

Highlight



“Future of Thailand’s Aerospace Industry” seminar on 20th June 2019 at Paris Air Show

Mission & Objectives

- Represent French aerospace companies in coordinating with government and private sectors in Thailand
- Support and Promote aerospace-oriented industries, especially SMEs
- Take initiatives in developing activities and projects for French and Thai aerospace-oriented companies to collaborate and establish partnership

Presidents

Mr. Pierre Jaffre

Airbus Group (Thailand)

Mr.Tatiya Meemeskul

Lenso Aerospace

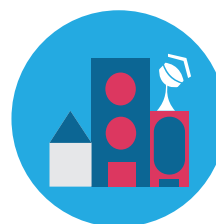
Mission & Objectives

The committee gathers about 60 members all along the value chain of the energy transition. It was created mid-2016 and was immediately successful.

It proposes to its members 2 kinds of services:

1. The “Energy Club” with regular meetings around specific innovative topics
2. Promotion of the French “Savoir-Faire” when it comes to energy transition

Advocacy topics are synergized with European Association for Business and Commerce (EABC) unless specific ad-hoc cases.



SMART CITIES & GREEN ENERGY COMMITTEE

President

Mr. Patrice Pischedda

ACOEM Group





EEC ZONE COMMITTEE

Mission & Objectives

The EEC Zone Committee was set up in 2018 with objectives to extend our network to this strategic zone of Thailand and to better serve the needs of the FTCC Members in the areas. It aims at providing business forums for Members and potential Members and partners.

Its Members join monthly networking events entitled “Eastern Seaboard Networking Event” hosted by different foreign Chambers of Commerce.

President

Ms. Sansanee Perandus Joyjaroen
Vovan - Trocadelyo Group

Highlight



FOOD & BEVERAGE COMMITTEE

Mission & Objectives

Created in March 2015 to take over from the Comité des Importateurs de Produits Français (CIPF), the F&B committee has as main goals to gather all members in F&B sector to share information and promote French F&B in Thailand through activities and events like Bonjour French Fair, and Bonjour France, as well as raise concerns to Thai authorities.

President

Mr. Thomas Sanchez
The Commercial Company of Siam

Highlight



▲ Bonjour France 2019 at Siam Paragon



HOSPITALITY & WELLNESS COMMITTEE

Mission & Objectives

This Committee is a platform for exchange of information in both hospitality & wellness industries. Created in 2019, it also aims to increase awareness of French know-how and technologies in the Hospitality and Wellness sector in Thailand. The committee also organize events to animate conferences on different matters.

Presidents

Mr. Patrick Basset
ACCOR Asia Pacific
Mr. Raymond Chong
BDMS Wellness

Highlight



▲ FTCC Breakfast Talk: Wellness in the City



HR COMMITTEE

Mission & Objectives

The FTCC HR Committee forms a network of HR professionals bringing them the opportunity to exchange views, share their experience and the best practices in HR topics.

Each year, this strong network of peers has gathered together through dinners & brainstorming sessions and organises a series of HR Breakfast Talk.

Highlight



▲ Bonjour Talents International Job Fair 2019

Presidents

Mrs. Anne-Marie Machet
Franco-Pacific (Thailand)

Mrs. Aline Boulom
ACCORHOTELS



LUXURY & LIFESTYLE COMMITTEE

Highlight



▲ Thailand Luxury Symposium 2019

Mission & Objectives

The FTCC initiated the Committee in 2014 and has actively engaged the luxury groups operating in Thailand and ASEAN to work together ever since. The success stories of the Committee consist of the First Thailand Luxury Symposium in 2015, the launch of Luxury Tracking Survey in Thailand in 2016, as well as other seminars and conference all along the year.

President

Mr. Ali Ziani
Digitaria



PHUKET COMMITTEE



Mission & Objectives

The Phuket Committee is the first committee focused on geography rather than industry. It was created in 2016 to accommodate the needs of the rising number of FTCC members in Phuket. The FTCC organises visits to Phuket to meet members and strengthen their links with local authorities and Thai business community.

President

Ms. Esmeralda Paya
PME ASIA



SMEs & ENTREPRENEURS COMMITTEE

Mission & Objectives

This Committee animates the FTCC SMEs and entrepreneurs, providing services, information and liaising with other networks for potential synergies.

The events by this committee include “Business Speed Dating”, the workshops “Meet the Experts”, and “Mentoring program” to help new Entrepreneurs and Project Owners to set up their business in Thailand.

President

Mr. Philippe Claire
Ventury Co.,Ltd.

Highlight



▲ FTCC Business Speed Dating



SUSTAINABILITY & CSR COMMITTEE

Highlight



▲ the Multi-Chambers Sustainability for Business Forum2019

Mission & Objectives

The Sustainability & CSR Committee mobilizes experts and practitioners and encourages and supports the initiation and development of the best practices in terms of Sustainability and Corporate Social and environment Responsibility (CSR) in Thailand to support companies' growth and valorisation. The annual Sustainability Forum, initiated by the Committee three years ago, has now become the Multi-Chambers Sustainability for Business Forum since 2018 with a successful track record.

President

Mr. Henri De Reboul
Phitrust Asia

Ms. Armelle Le Bilhan
Green Building Consulting & Engineering



YOUNG PROFESSIONALS “YP” COMMITTEE

Mission & Objectives

The Young Professionals Committee aims to give the opportunity to Young active people in Bangkok, to gather and mingle at several events throughout the year. Thanks to its years of experience, the YP committee gathered at each event more than 150 participants, all from diverse nationalities, which establishing its events for those willing to find the right connections to grow their businesses.

President

Mr. Vincent Birot
Belaws

Highlight



▲ Welcome Back “YP” Networking Cocktail 2019

! ADVOCACY

The FTCC is committed to assist and support its Members in doing business in Thailand and in France. It acts as a facilitator raising issues to authorities through high-level meetings and other events in collaboration with its partners both in Thailand and in France.

! ADVOCACY PARTNERS



European Association of Business and Commerce (EABC)

First established as the European ASEAN Business Center (EABC) with the EU delegation funding and has changed its name to the European Association of Business and Commerce (EABC) in 2014.

Through its main role as “Representing European Business in Thailand”, EABC promotes, advocates and defends common policy interests towards relevant Thai policymakers/authorities, publishing a position paper, resulting from its active advocacy working groups as follows:

- Automotive
 - Intellectual Property Rights
 - Rail & Road Infrastructures
 - Healthcare & Pharmaceuticals
 - Tourism
 - Transport & Logistics
 - Cross Sectoral Issues
 - Insurance
 - Digital Economy/ICT
 - Energy
 - Food & Beverages
 - SMEs
- (with Clusters: Tax Regime, Foreign Investment, The Legal System, Work Permit & Visa, Human Capital Development, Anti-Corruption)



JFCCT Presidents' Council Meeting

The FTCC President, Thomas Sanchez, attends the monthly meeting of JFCCT Presidents' Council which each of the 36 foreign chambers takes turn to host each month. It is allowed the FTCC to keep abreast of other foreign chambers news and share views on new public policies and mutually raise concerns to the Board of Trade of Thailand and to the Thai Government.

Moreover, regular meetings are organised with different government bodies such as Board of Investment, Ministry of Industry, Ministry of Commerce, Immigration Bureau etc. to have a dialogue with Thai authorities to facilitate contacts and business doing business for members.

VIP Dinners

FTCC organises 2 VIP Dinners per year to welcome our Premium Members for a high-level networking with Thai high-rank officials, VIPs and Representatives from the French Embassy.



BUSINESS SUPPORT



387

Requests of
Information



9

Trade Missions



12

Companies supported by
Business Center

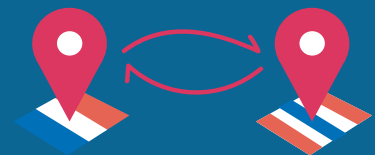


3

Market Studies

BUSINESS SUPPORT MISSION: Bridging and Strengthening French and Thai business network

In 2019, FTCC, in collaboration with Thai leading public organizations, brought 2 Thai delegations to France and bridge Thai interests with their counterparts in France.



TCEB Roadshow in France

In June 2019, TCEB (Thailand Convention & Exhibition Center), led by its Chairwoman of the Board, Mrs. Atchaka Sibunruang, and its President, Mr. Chiruth Isarangkun Na Ayuthaya, visited Paris Air Show to study the possibility to organise an international air show in U-Tapao.

On this occasion, the FTCC helped organise a dinner with French trade fairs organisers as well as one-on-one meetings with potential shows organisers to present Thailand attractiveness.



CIB Project funded by TCELS

In 2019, the FTCC has been contacted by TCELS, or Thailand Center of Excellence for Life Sciences (Public Organization) to manage a project called “Cosmetic Innovation and Business Link – CIB 2019” to bring Thai SMEs, producers of active ingredients, to exhibit at COSMETIC360 in Paris.

The participation at Cosmetic360 resulted in great visibility of Thai active ingredients and its benefits. Thai SMEs had opportunities to meet world’s leading brands to present their raw materials: Chanel, L’Oréal, LVMH, Rodan+Fields, etc. Collaboration with Thai or French laboratories should be further enhanced to improve its efficacy and safety to make its presence in the world’s market.

The project worth 2.3 Million THB was handled by the Business Support Department and registered a net profit of 800,000 THB for a 6-month project. The outcome was very positive with 100% satisfaction survey from the participants, partners as well as the funding agency. The project will be pursued in 2020.



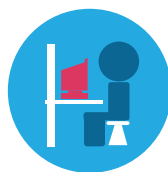
BUSINESS SUPPORT 2020 PERSPECTIVE



Representing a French companies in their market prospection or sourcing, based on short or long period. Moreover, we could also represent trade shows in Thailand in recruiting French companies to exhibit locally.



Thanks to the success of CIB2019, the FTCC has been appreciated by TCELS and all partners. This project would be continued in 2020.



The rearrangement of Business Center layout:

- bigger meeting rooms
- more functional to accommodate members' request in terms of event organisations.

EXTERNAL RELATIONS

IN THE REGION

Asia Zone Seminar of French Chambers of Commerce abroad

From March 19th to 22nd, 2019, the FTCC Executive Director, Sukanya, attended the Annual Asia - Pacific Zone Seminar of French Chambers of Commerce abroad (CCI France International) held in Kuala Lumpur, Malaysia, with other directors of the French Chambers of Commerce in the Asia- Pacific Zone to update on each Chamber's activities, challenges and concerns; as well as to find ways to work more closely together to better serve their members and accompany French companies to their respective countries.

At the same time, persons in charge of Business Support Department from different chambers also gathered together. Sommawan, FTCC Business Support Director, also attended these meetings.



IN FRANCE

EEC Roadshow in Paris

The Eastern Economic Corridor Office of Thailand or EEC, led by Dr. Luxmon Attapich, Deputy Secretary General, organised a seminar on "Future of Thailand's Aerospace Industry" on 20th June 2019 at Paris Air Show.

The FTCC, by its Aerospace Committee, helped organise the seminar. Some committee members were invited as speakers, notably the Committee Chairman, Mr. Pierre Jaffre and Mr. Tatiya Meemeskul. Sukanya and Sommawan were also present at the Paris Air Show.



WORLDWIDE

CCI France International Annual General Meeting and Directors' Seminar

Sukanya also attended in June 2019 the CCI France International Annual General Meeting in Paris. All directors of French Chambers abroad together with CCI France International Team in Paris as well as representatives from different French Chambers had exchanged widely on their co-operations, best practices and shared visions on rendering services to French exporters while receiving new strategies and directions on "Team France Export" recently launched by the French Government to better serve French exporters.



MARKETING & COMMUNICATION



More than
122,101
Website Views



Over
23,500
Followers on FTCC
Social Media Channels

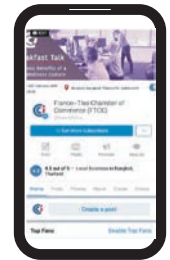
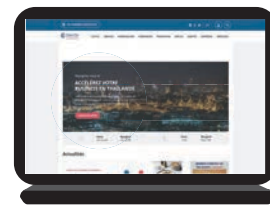


More than
6,700
Subscribers
to FTCC Newsletter



28
Email Broadcasts

Digital Platforms



www.francothaicc.com
Annual Users: 22,373 Users



www.facebook.com/francothaicc
Likes: 6,400+ like this page



Franco-Thai Chamber
Followers: 2,600 followers+



@FTCC_Thailand
Followers: 1,000 followers+



@francothai_cc
Followers: 700 followers+

Print Media



FTCC Members' Directory

600 printed and online versions were sent to members, officials and business institutions in Thailand, ASEAN region and France.

! PROMOSALONS

9 Trade fairs promoted in France & Asia



Asia

- JEC Asia
- JEC Forum Bangkok
- SIAL China
- SIAL India
- INTERFILIÈRE Hong Kong
- INTERFILIÈRE Shanghai



France

- MAISON&OBJET
- SILMO Paris



ONE STOP SERVICE

for French trade shows

Apart from visitors' promotion, we also assist Thai exhibitors to attend trade fairs abroad. All exhibitors appreciated our service as we are considered not only sale agent but also facilitator. We do our best in satisfying their needs and assure their participation will be a success.



For MAISON&OBJET, we are able to increase space sold from 774 sqm in 2018 to 810 sqm in 2019 with 28 exhibitors and 3 governmental pavilions, held by the Department of International Trade Promotion (DITP), Ministry of Commerce.



For SIAL China, we have organized Thailand pavilion with the 405 sqm. of fair space for 39 exhibitors and 4 individual companies (99 sqm) outside pavilion.

PROMOSALONS 2019: fewer number of fairs but same revenue – quality-oriented approach

In 2019, Promosalons revenue remains unchanged compared to 2018 which was the best year, meaning that the department has achieved its performance both financial and operational level.

Though the number of fairs is less than the previous year due to the fair cycle (some trade shows organised every two years, only in even year ex. SIAL Paris, Piscine Global Europe), as well as some budget decrease from some trade shows, Promosalons still keep the same level of revenue thanks to the successful sales volume at SIAL CHINA, as well as the investment of JEC Group for its event in Bangkok.



▲ SIAL CHINA 2019



JEC FORUM BANGKOK 2019 ▲

PROMOSALONS 2020 PERSPECTIVE

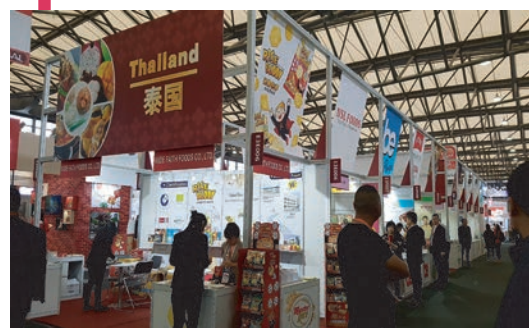


2020 CHALLENGES

- Thai Baht strengthening of 20%, from 40 THB/€ to only 33 THB, meaning that Promosalons revenue will be 20% lower compared to the previous year
- Loss of 2 main trade shows:
 - a) MAISON&OBJET, our main customers with 2 fairs a year, stop the visitors promotion in Thailand to focus in other regions but we are still working for exhibitors recruitment
 - b) Interfilere both in Hongkong and Shanghai due to the slow activity in lingerie industry

In 2020, Promosalons will promote 11 trade fairs of which 6 in France and 5 in Asia

SIAL CHINA 2019



MAISON&OBJET 2019



SILMO BANGKOK 2019



2020 OPPORTUNITIES



Promosalons is able to get new customers:

- VINEXPO Hong Kong: a biennial wine trade shows to be held in Hongkong in May 2020 has asked Promosalons to propose promotional actions for the first time
- Pollutec : a platform for environmental and energy solutions to be held in Lyon, early December, has also asked to promote their fair among environmental professionals locally

HR COUNSELLING



620

Foreign qualified
resumes received



13

Workshops with
more than 66 participants



118

Job interviews



41

Placements for
member companies

Bonjour Talents International Job Fair 2019

Eager to help its members to increase their visibility and find outstanding Thai talents, the FTCC organises Bonjour Talents International Job Fair, the yearly brand and career fair for International leading companies.

The 5th edition in 2019 gathered 12 exhibitors, 5 partners 21 sponsors, 3 practical workshops and was well attended by more than 300 candidates.



HR Breakfast Talk



Atelier Emploi



2 days Cross-cultural Workshop



FTCC TEAM MEMBERS



Executive Director
Sukanya UERCHUCHAI

Business Club ▼



Events Coordinator
Chawanrat BOONSOM



Events Coordinator
Nutjaree JUDPOON



Events Coordinator
Wittaya BURAEPE



Business Club Coordinator
Mathieu OLMI



Business Support Director
Sommawan LOWHAPHANDU



Promosalons Manager
Rudee WATTANAVANICHKUL



Promosalons Coordinator
Kodchakorn JINDANALINEE



Business Support Manager
Sirat BOOTTALEE



Business Support Coordinator
Butsarakorn SOMMALUAN

Business Support ▲

Human Resources ▶



HR Director
Alexandra COSTET ALBERTIN



Office Manager
Preeyaporn PONIM



Office Assistant
Boribal PILATIWAT

▲ Office Administration



Digital Marketing & Communication Manager
Alexandre BOUSSEDOUR



Social Media & Communication Coordinator
Jirapath BOONKLUNG

▲ Digital Marketing & Communication



SCAN
FOR
AGM REPORT
2019
E-VERSION



152 Kian Gwan House III, 5th Fl.,
Wireless Road, Lumpini, Pathumwan,
Bangkok 10330, Thailand



Tel: +66 (0) 2650 9613-4
Fax: +66 (0) 2650 9739



www.francothaicc.com



www.facebook.com/francothaicc



Franco-Thai Chamber