

QUARTERLY NEWSLETTER – MARCH 2017

The President's Introduction

You must have noticed a different look to our newsletter. To offer you, our members, more value and an improved communication line the Chamber has contracted the services of a professional media and communications company who will be assisting the Chamber in compiling this newsletter which we will do our utmost to issue every quarter.

The past year has been an interesting and active one for the Chamber. The first part of 2016 was dedicated to the preparations for our successful networking event in May which was followed by our annual *Focus France* publication that came out with The Times of Malta in June. In October we had the pleasure of meeting the new Maltese Ambassador for France HE Dr Patrick Mifsud. In November, we hosted our very successful and well-attended Medical Conference at the Life Sciences Park and in December, we closed the year with our annual dinner.

Looking at 2017, the Chamber is already busy assisting the French Embassy throughout these historic six months that Malta will be holding the EU Presidency. In fact, we are very happy to note how the French Embassy in Malta has appointed Patricia Pouliquen Chetcuti to assist Maltese and French businesses as Head of Economic Affairs within the Embassy.

We are also delighted to announce that the Chamber is about to conclude another 3-year sponsorship agreement with Bank of Valletta who will be the Chamber's Official Partner alongside two new sponsoring partners, RCI Life and Wins Ltd. You can read more about this further on in this newsletter.

Our next Networking Business Event will be held in April followed by another exciting edition of InFocus France publication in The Times in June and a half-day workshop in collaboration with Bank of Valletta on financial matters that should be of great interest to all members.

Whilst thanking all my fellow council members, the French Embassy and all those who in some way or another are collaborating with us, I take this opportunity to wish you all the very best for another successful and prosperous year. We look forward to seeing your participation at our forthcoming events.

Joseph Bugeja
President

The Chamber in 2016 - A roundup of the main events

Social Networking Event at Maritime Museum, Vittoriosa



MFCC members and business guests were invited to participate to a social networking event at the Maritime Museum on Tuesday 3rd May. The event was held under the patronage of Her Excellency Beatrice le Fraper du Hellen, the French Ambassador the Malta. The guests were addressed by the President of MFCC, Mr Joseph Bugeja who thanked members for their continued support to MFCC initiatives with the aim to create a business networking atmosphere leading to new commercial initiatives.

Chamber meets with new Maltese Ambassador in France



On October 11th, The Maltese French Chamber of Commerce had the pleasure to host a lunch meeting with the newly appointed Ambassador to France, Mr Patrick Mifsud prior to the start of his duties in Paris. During this meeting, the Chamber took the opportunity to confirm its support to the Malta Embassy's efforts in France, particularly those that could bring further business and investment to Malta.



Half Day Conference 'Healthcare Business in the Mediterranean'



The success of French businesses already operating in Malta's medical and healthcare sectors encouraged the Maltese French Chamber of Commerce to host a half day conference themed 'Healthcare Business in the Mediterranean'. This event at the Life Sciences Park was very well attended and was addressed by a number of speakers who dealt with the opportunities that Malta can offer in the fields of medical research and development, medical training and medical tourism. After an opening address by the Chamber's President Mr Joseph Bugeja, guests were also addressed by French Ambassador to Malta H.E. Ms Béatrice le Fraper du Hellen who had words of praise for Malta and its proactive approach through investment in the health sector and other initiatives to bring new health companies to Malta and to attract more medical tourism. The event was also addressed by Dr Chris Fearne Minister of Health as well as a number of entrepreneurs who spoke about their companies and their experience in Malta.

MALTESE FRENCH
CHAMBER OF COMMERCE

HALF DAY CONFERENCE

Healthcare Business in the Mediterranean

MEDICAL R&D • TRAINING • TOURISM

Thursday, 3rd November 2016

⌚ 8.30hrs - 13.00hrs 📍 Malta Life Sciences Park

Co-organizer with:

Co-organizer with:

For registration call: +356 79 532 263 or email: info@mfcmalta.com
mfcmalta.com

MALTESE FRENCH
CHAMBER OF COMMERCE

HALF DAY CONFERENCE

Healthcare Business in the Mediterranean

Thursday 3rd November 2016, Malta Life Sciences Park, San Gwann

Programme

- 8.30 hrs Registration and Welcome Coffee
- 9.00 hrs Welcome Address by Mr Joseph Bugeja
President - Maltese French Chamber of Commerce
- 9.10 hrs Address by Hon. Minister Mr Chris Fearne
Minister for Health
- 9.25 hrs Address by H.E. Ms Béatrice le Fraper du Hellen
French Ambassador to Malta
- 9.40 hrs Address by Mrs Margot Pisani
Country Manager at Sanofi, Malta
- 10.00 hrs Address by Dr Marcello Basile Chenubino
Country representative of bioMérieux
- 10.20 hrs Address by Mr Didier Sauvignon
Director of Business France Italy and Malta
- 10.40 hrs Question Time
- 10.45 hrs Networking Break
- 11.15 hrs Address by Mr Sri Ram Tumukur
Director of Vitals Global Healthcare
- 11.35 hrs Address by Prof Niko al J. Attard
Dean - Faculty of Dental Surgery at the University of Malta
- 11.55 hrs Address by Mr Clive Brockdorff
Manager - Investment Promotion at Malta Enterprise
- 12.15 hrs Address by Dr Gilles Gutierrez
Director of the Institute of Cellular Pharmacology
- 12.35 hrs Question Time

Maltese French Chamber of Commerce Negotiating 3-Year Sponsorship with BOV



On the 14th of February, the French Ambassador to Malta H.E. Ms Béatrice le Fraper du Hellen hosted the Council of the Malta French Chamber of Commerce to lunch at her residence in Żebbuġ.

Although we all know that the French Ambassador loves the Chamber and its work, this lunch was not a romantic Valentine's Day lunch but an opportunity to meet Bank of Valletta to discuss a potential three-year partnership agreement with the Chamber. This cordial lunch meeting was also attended by Mr Kenneth Farrugia, Bank of Valletta's Chief Operating Officer.

We are very happy to say that the Ambassador is facilitating discussions between the Chamber and BOV and talks are already at a very positive stage.

Corporate Sponsors Focus

RCI INSURANCE LTD

RCI Insurance Ltd and RCI Life Ltd are the insurance companies of RCI Bank and Services. They offer Credit Protection Insurance (CPI) products, such as Payment Protection Insurance (PPI) and Guaranteed Auto Protection (GAP), to the customers of the Renault-Nissan Alliance. Founded in 2008, RCI Insurance Ltd and RCI Life Ltd started their activity by offering PPI products in Germany, before extending their reach to France, Italy and Spain and entering the GAP business in the subsequent years. Based on this continuous growth, the Companies have tripled their staff in Malta in the last 3 years.

www.rci-insurance.eu



A  **SpeedCast** Group Company

Wins Ltd is a company based in Malta forming part of the SpeedCast Group. SpeedCast is a leading Global communications provider for the maritime, aviation and energy sectors as well as for remote locations. The company excels in assisting customers and helping them remain connected in any location, no matter how remote it is. SpeedCast utilises the latest technology to provide global communications to various industries thanks to a team of experienced industry leaders and cutting-edge resources. Our office is located in Sta Venera.

www.winssystem.com www.speedcast.com

The Maltese French Chamber of Commerce in the Press

The French connection

Our aim is to facilitate good relationships between Malta and France, says Joseph Bugija, president, Maltese-French Chamber of Commerce.

For many, France is a source of technological know-how. The latter is a source of investment, the latter is a source of capital. The latter is a source of expertise. The latter is a source of... (text continues)



Joseph Bugija, President of the Maltese-French Chamber of Commerce.

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The Malta Independent on Sunday | 6 November 2016

Business & Finance

Malta and France looking at healthcare business opportunities

● Strategy based on three pillars: Medical R&D, Medical Training and Medical Tourism



French Ambassador to Malta H.E. Marie-Françoise le Fraper du Hellen.



Health Minister Chris Fenech.

The excellent relationship between France and Malta and the success enjoyed by French businesses already operating in Malta's medical and healthcare sectors, is encouraging all those who are showing an interest in investing in Malta.

This was the most salient point that emerged from a half-day conference organised by the Maltese French Chamber of Commerce themed 'Healthcare Business in the Mediterranean'. The event was addressed by a number of speakers who dealt with the opportunities that Malta can offer in the fields of medical research and development, medical training and medical tourism.

In his opening address, Joseph Bugija, president of the Maltese French Chamber of Commerce

said: "Malta is developing a lot in the field of research and development, generics, pharmacology and this is creating a lot of new opportunities when it comes to attracting more R&D, experts and students for medical training and medical tourists seeking wellness programmes in the Mediterranean".

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started looking at Malta as a serious hub and as a possible platform for bridging the best health services. Today we have an excess capacity of beds, operating theatres and hospitals. This brings an opportunity to attract foreign patients to benefit from our health services. Malta will also look at becoming an important player in clinical research and trials. Malta also has a long history in medical education and this helps us attract foreign students to specialised schools and post-graduate education."

Minister Fenech also mentioned that it's much easier for a French company to get an export licence from Malta to operate outside the EU, in some sectors or for some products, than from France itself. We need to rethink the way we sell Malta to France since both countries can collaborate a lot especially in the medical field. The opportunities that Malta can offer are being so well presented that it makes it much easier for me to sell Malta to the French business market."

Chris Fenech, Minister for Health spoke about the country's vision for the development of the health sector in the coming years.

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Malta, France Looking At Healthcare Business Opportunities

Strategy based on 3 pillars: Medical R&D, Medical Training and Medical Tourism

By James Vella Clark

The excellent relationship between France and Malta and the success enjoyed by those French businesses already operating in Malta's medical and healthcare sectors, is what is encouraging all those who are showing an interest in investing in Malta.

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French Ambassador to Malta H.E. Marie-Françoise le Fraper du Hellen.

In his opening address, Joseph Bugija, President of the Maltese French Chamber of Commerce explained how Malta has been experiencing a lot of recent developments in the medical sector.

"Malta is developing a lot in the field of research and development, generics, pharmacology and this is creating a lot of new opportunities when it comes to attracting more R&D, experts and students for medical training and medical tourists seeking wellness programs in Malta. The Maltese French Chamber of Commerce wants to assist French businesses leverage these opportunities for the benefit of both countries."

French Ambassador to Malta H.E. Marie-Françoise le Fraper du Hellen had words of praise for Malta and its proactive approach.

"In France, businesses have started looking at Malta as a serious hub for medical research and development, training and logistics hub and as a possible platform for bridging the business gap with North Africa and the Gulf region. Malta's strong digital economy, its well-educated workforce and easy access to

regulating authorities are proof of the country's openness to business."

The Ambassador noted how there had been a tendency by French companies to look at Malta as a small and limited country. "This idea is changing because Malta has a vision and a strategy and businesses can now communicate with Maltese counterparts and do business together. We now know that it's much easier for a French company to get an export licence from Malta to operate outside the EU, in some sectors or for some products, than from France itself. We need to rethink the way we sell Malta to France since both countries can collaborate a lot especially in the medical field. The opportunities that Malta can offer are being so well presented that it makes it much easier for me to sell Malta to the French business market."

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"Malta has a strong role in the internationalisation of the French economy however. Malta and its business community can gain from this by leveraging on the endless opportunities that the healthcare business in the Mediterranean has to offer," concluded the MFCC President Joseph Bugija.



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Business & Money

News

Malta and France seeking business in healthcare



French Ambassador to Malta H.E. Marie-Françoise le Fraper du Hellen.

French business interest in Malta is on the increase, according to French Ambassador to Malta H.E. Marie-Françoise le Fraper du Hellen. She said that she had met with a number of speakers who dealt with the opportunities that Malta can offer in the fields of medical research and development, medical training and medical tourism.

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If Ecology and Sustainability interest you.....



We all know that when we reduce carbon emissions, we are better positioned to attract more clients. We also contribute to local and national sustainability targets, we improve the health of consumers, users and workers and we save money and develop our businesses.

ECO-FRENCH MALTA is an eco-friendly platform of French and Maltese companies, launched with the support of the French Embassy in Malta. This initiative promotes French-Maltese partnerships to achieve comprehensive sustainable projects in Malta.

“ECO-FRENCH is a platform that is open to all French and Maltese companies willing to provide or use eco-friendly solutions. In fact, it represents a wide range of sectors and initiatives may be undertaken both within a specific sector or in collaboration with other sectors – all with one aim: to reduce environmental impact, including our impact on the climate, and to propose solutions for today's environmental challenges,” explained Marc Frasson Botton, Secretary of ECO-FRENCH MALTA.

ECO-FRENCH Malta welcomes partners who are interested in networking and to provide joint responses to projects requiring multi-sectoral skills, who want to share business intelligence, experience and best practice and work together in commercial events, fairs, and more.

ECO-FRENCH MALTA will be launching a contest on the 8th of April to give recognition to those companies who have shown major concern towards sustainability in business. The winners will be announced in July during an awards ceremony.

If you are a Maltese or French eco-friendly business interested to join forces for more business opportunities, you are welcome to contact Marc Frasson Botton at ECO-FRENCH MALTA on marcfrasson@gmail.com



MFCC Members 2017

Auto Sales Ltd - Kind's	Methodo Electronics Malta Ltd
BAS Ltd - DHL Global Forwarding	Mifsud & Mifsud Advocates
Borg Cardona & Co. Ltd.	Mifsud Brothers Limited
Borg Marketing Co Ltd	Multigas Ltd
Bureau Veritas	P. Cutajar & Co. Ltd
CA Falzon	Pamargan Products (Malta) Ltd
Charles De Giorgio Ltd	Phoenix Group Ltd
Charles Scerri & Associates	PI Holdings Ltd
Cherubino Ltd	PricewaterhouseCoopers
Cyka Ltd	Prime Ltd
Cyril Poirier Consulting	Ramis
Dr Gerard Mazet (lawyer)	Rausi Co. Ltd
Elektra Ltd	RCI Insurance Ltd
Express Trailers Ltd	Richmoore and Anderson Group
EY	Robert Arrigo & Sons Ltd
Farsons Beverage Imports Co Ltd	S. Rausi Trading Ltd
Homes of Quality	Sanofi Malta Ltd
ICP Ltd - Institute of Cellular Pharmacology	Sarex Ltd - Tip Toes
Integritas Trustees Ltd	Sidroc Services Ltd
Kawax Limited	The Victoria Hotel - AX Hotels
La Vini Culture	Toly Management Limited
Lombard Bank Malta Plc	Vectorys Transport & Logistics
M&RK Advocates	Vivian Corporation Ltd
Malta International Airport	Von Brockdorff Imports Ltd
Malta Motorways of the Sea Ltd	W.J. Parnis England Ltd
Mazars Malta	Wins Limited
Mecap Ltd	Zammit Group of Companies
Mediterranean Power Electric Co Ltd	ZetoteSystem Ltd

Announcements from you, the members

Any members wishing to communicate a special company announcement to fellow members should contact Ms Odette Vella to include your announcement in the next June 2017 Newsletter.

Contact Us

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San Gwann SGN3000 Malta

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