

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:

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 Cherubino
Country representative of bioMérieux
- 10.20 hrs Address by Mr Didier Sauvignion
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



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.winssystems.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 has led the way in many sectors, especially in the field of medicine, but also in the field of digital technology, artificial intelligence, and space exploration. The Maltese French Chamber of Commerce aims to facilitate the exchange of ideas and expertise between the two countries.

And for France to reach more than the French free Europe, a large enterprise network and a global network of subsidiaries are essential. The latter is the 'secret' of the success of French companies. The Maltese French Chamber of Commerce aims to facilitate the exchange of ideas and expertise between the two countries.

France is a global economic power and is full of ideas. It is a source of technological know-how, especially in the field of medicine, but also in the field of digital technology, artificial intelligence, and space exploration. The Maltese French Chamber of Commerce aims to facilitate the exchange of ideas and expertise between the two countries.

Last year, the chamber, which was set up in 1988, celebrated its 30th anniversary. It proposes an 18-point strategic plan for the next 10 years, covering economic, industrial and social exchanges between Malta and France.

"There is a very good relationship between the two countries," says Bugija. "With regard to the economic exchange, the latest figures show that the value of exports to France stands at €120 million annually, while the value of imports is at €100 million. Since France has been setting up businesses in Malta, which has been a major factor in the growth of the Maltese economy, it is important to continue to strengthen this relationship. The Maltese French Chamber of Commerce aims to facilitate the exchange of ideas and expertise between the two countries."

"We have a further potential for growth, especially considering France's leadership in various industries and the large projects that Malta is undertaking."

Bugija believes that there is a potential for a specific industry but that it is not yet ready to be developed. Bugija is a firm believer in the concept of business and competitiveness.

"France is open to trade in the sector and has, in 2016, 77 visas in principle. The main aim of the chamber is to bring together companies to share a vision of the industry and the country."

Quality food competitiveness and the development of growth and jobs in the sector require an increasing innovation efforts and providing training to high-tech, medical and service activities. This will give a country greater international visibility.

Bugija believes that Malta must continue to invest in the sector of education.

"No company needs to separate itself in order to operate efficiently and effectively. For instance, we have been this approach in the maritime sector. Companies are working hard to get a sustainable hold in government. The results are there for all to see. Malta has the main legal market in the world and the largest in Europe, with a world market of €100 billion."

The chamber, which is an affiliate member of the French Chamber of Commerce Abroad as well as a member of the French Agency for International Business Development, works very closely with the French Embassy in Malta, Malta Enterprise and Bank of Malta to further develop and maintain business relations. This is achieved through delegations, seminars, networking and training courses. Another important activity is to provide a platform for companies to share their experiences and expertise.

Another successful initiative that the chamber has taken is a student internship and exchange. During these exchanges, university students from France spend time in Malta working with a local business.

Until 10 years ago, we were barely trading to about 20 students. Therefore, we decided to establish a new system and to increase the number of students to 100 students. This is a long-term investment that we are committed to. We will continue to work on a sustainable basis. When they return to France, they will have the knowledge of what Malta has to offer and therefore, they become ambassadors for our country."

Malta is an open and welcoming country with good relations with a large economy. But what does France stand to gain?

"France appreciates the way we do business in Malta. We are professional and efficient. Moreover, our geographic position makes us a gateway to other markets. Malta is well positioned to be considered as having a strategic position as a gateway market with access to further markets in the rest of Europe. The Maltese French Chamber of Commerce aims to facilitate the exchange of ideas and expertise between the two countries."

"Conversely, the chamber has 80 members - the objective is to increase membership. Together, member companies will continue working hard to identify potential to bring together business entrepreneurs from both countries to explore the potential of both countries."

The Maltese-French Chamber of Commerce is a non-profit organisation established through the support of 10 founder members who include the business community and political figures. The chamber is currently led by President Joseph Bugija, former Deputy Prime Minister and President of the Malta Enterprise. Other members include: Jean-Pierre Buge, former Deputy Prime Minister; Jean-Pierre Buge, former Deputy Prime Minister; Jean-Pierre Buge, former Deputy Prime Minister.

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

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



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



Minister for Health, Chris Fenech

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 tourism 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.

Other speakers included Margot Pisci, Malta's Country Manager at pharmaceutical company Sanofi, Dr Marcello Basile Cherubino, Country representative of diagnostics and lab equipment company bioMérieux, Didier Bourguignon, Director of Business France Italy and Malta, Sir Ram Tumuluri, Director at Vitals Global Healthcare, Prof Nikolai J. Attard, Dean of the Faculty of Dental Surgery at the University of Malta, Clive Brockdorff, Head of Communications, Investment Promotion at Malta Enterprise and Dr Gilles Guiterrez, Director at the Institute of Cellular Pharmacology.

"Malta has a strong role in the internationalisation of the French economy 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 MFCC President Joseph Bugija.

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.

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 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 tourism programmes in the Mediterranean".

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Medical Conference - French Ambassador

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."

Hon Chris Fenech, Minister for Health spoke about the country's vision for the development of the health sector in the coming years. "Malta has always had excellent health services. Today we have an excess capacity of beds, operating theatres and hospitals.

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Medical Conference - Minister Chris Fenech

Source: Corporate Identity

Business & Money

News



French Ambassador Marie-Françoise le Praper du Hellen.

Malta and France seeking business in healthcare

French business interest in Malta is on the increase, according to French Ambassador to Malta Marie-Françoise le Praper du Hellen. 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 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."

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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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