

QUARTERLY NEWSLETTER

JULY 2017

The President's Introduction

I welcome you to another newsletter, the second one of 2017. I am pleased to say that this new format for our newsletter has been embraced by all members not only because of its new format but more importantly, because in it, we are trying to give more space to you, our members to let us get to know you a bit better. Indeed, I encourage you to keep sharing your news and updates with us through this important platform.

Two weeks ago, we saw the publication of our annual *FRANCE FOCUS* supplement in The Times of Malta. This supplement contained a lot of very interesting articles and interviews that practically reflected the exposure that the Chamber wants to give to all its members. It also brought to the fore the vibrant and active community of Maltese and French businesses and showed the extent to which business with French interests is contributing to both economies.

Perhaps, one of the most salient aspects were revealed in this supplement was the news that the Chamber will also shortly conclude negotiations to establish itself as the formally appointed entity to represent Business France interests in Malta while extending its support to the development of further business and delegations.

Business France is the national French agency supporting the international development of French economy. It is responsible for fostering export growth by French businesses, as well as promoting and facilitating international investment in France. Therefore, this development falls in line with the Chamber's mission of being the voice for French commercial entities in Malta and Gozo, as well as promoting investment.

On the local front, I am also delighted with our recent announcement of another 3-year sponsorship agreement with Bank of Valletta who is now the Chamber's Official Partner alongside our two sponsoring partners, RCI Life and Wins Ltd.

Once again, I take this opportunity to thank all the council members, the French Embassy and all those who in some way or another are collaborating with the Chamber.

Joseph Bugeja
President

A Brief Message by H.E. Ms Béatrice le Fraper du Hellen, French Ambassador to Malta.



It is a pleasure for me to be given this opportunity to address you all, members of the Malta French Chamber of Commerce, directly through this very informative quarterly newsletter.

Let me share with you some thoughts that I expressed on the occasion of Bastille Day at the French Residence.

This has been an exciting year in Malta with the Presidency of the Council of the European Union. These six busy months have created an appetite for more, not less international events. And it is with much anticipation that we are looking forward to the Our Ocean Conference that will take place in Malta in October 2017 and of course to Valletta 2018 European capital of culture.

Looking forward, France itself will organize a series of events in the months and years to come. French President Macron has announced a new climate conference next 12 December to take stock of and reinforce the implementation of the Paris agreement on climate change.

France is also a highly motivated candidate to host the Olympic and Paralympic Games in the summer of 2024, one hundred years after Paris hosted the first Olympic Games of the modern era in 1924. In a way which is very reminiscent of the Maltese citizen mobilization for the EU presidency, French citizens are wholeheartedly supporting this project.

As I have already had the opportunity to state in other occasions, I feel the relationship between Malta and France has been growing from strength to strength.

There are about 2000 French citizens in Malta working in highly dynamic sectors such as financial services, tourism, the maritime sector and digital economy. French companies present in Malta such as TOTAL Pamargan in Gozo, STMicroelectronics the French-Italian venture, Freeport operator CMA CGM and many subsidiaries of French brands in Malta employ more than 3 000 Maltese citizens, including CEOs.

We were glad to host this year in Paris two delegations from the Malta Communication Authority, which met with our entities involved in digital economy and incubators of start-ups, and from MIMCOL and MGI, whose CEOs met their French counterparts as well as several representatives from French companies.

We again have benefited all year long from the support of the Maltese-French Chamber of commerce under the guidance of Joe Bugeja and I was privileged that the continuing partnership between the Chamber and BOV was confirmed in a ceremony at the French Embassy.

As we enter into new collaborations that will reap new advantages and opportunities to both French and Maltese entrepreneurs, I reiterate my Embassy's support and look forward to achieving new successes together for the benefit of both our economies.

H.E. Ms Béatrice le Fraper du Hellen,
French Ambassador to Malta

Latest Updates and News

Informal Social Networking Event



When the EU Environment Ministers were holding their informal meeting in Malta between the 25th and 26th of April, the Chamber chose the theme **“Sustainable Development in Business”** for its social networking event held at Colluq in Paceville on Wednesday 26th April. The event started with a short presentation by Eco French Malta on the importance of Maltese businesses to think more of sustainable development and how such

companies can contribute by investing in sustainability projects. The event followed by networking in the company of some delicious wines and nibbles supplied by Cleland & Souchet.

Bank of Valletta Confirms Support to Chamber



After months of negotiations, we are delighted to have managed to secure Bank of Valletta’s support to the Maltese-French Chamber of Commerce through the renewal of a long-standing collaboration. This support was formalized during a presentation hosted at the French Embassy with the signing of an agreement by Kenneth

Farrugia, Chief Business Development Officer on behalf of Bank of Valletta and Joseph Bugeja, President of the Chamber. The event was presided over by H.E. Madame Béatrice le Fraper du Hellen, French Ambassador to Malta.

The Chamber is proud to have watched this long-lasting cooperation grow from strength to strength over the years thanks to its key role in promoting trade relations between Malta and France. Bank of Valletta’s support goes beyond the financial help to the various activities organised by the Chamber but will also make available its professional human resources to the benefit of the members of the Chamber in order to strengthen the trade opportunities for the business community in Malta. Indeed we are also very proud that Bank of Valletta has already supported a number of French enterprises in setting up their business in Malta.



New Business Talks between Malta and French Polynesia



A recent meeting took place recently between Joseph Bugeja, the Chamber's President and Mr. Tearii o Te Moana Alpha, Minister for Primary Resources Development Land Affairs and Government owned Property Enhancement, French Polynesia.

During this meeting, given that Malta and French Polynesia share the same issues as island economies, initial talks took place in order to identify possible further collaboration between the two islands. A level of business relations already exists thanks to some French business interest in Malta which was initiated by Dr. Gilles Gutierrez of ICP Ltd at the Mosta Technopark. We now look forward to more opportunities to strengthen this already positive business relation.



FOCUS FRANCE 2017



For over twenty seven years, the Malta French Chamber of Commerce has been the voice for French commercial entities in Malta and Gozo, as well as the promoter for further French investment in our country. In fact, the Chamber is one of the first points of reference for Maltese business people wishing to do business with or in France and for French business interests seeking to learn more about investment and business opportunities in Malta.

Therefore, being the main promoter of commercial relations between Malta and France, the Malta French Chamber of Commerce believes that the media can be a strong platform to communicate the work being done by Maltese companies that promote and sell French products. It is also a good platform where to celebrate the success of such companies and of those French investors who have chosen to come to Malta and start their business here.

This is why every year, in July, the Chamber oversees the annual publication of *FOCUS FRANCE*, a detailed supplement that again this year was published with the Times of Malta on Wednesday 5th July. This supplement is an invaluable tool to keep the members abreast of developments and opportunities and to show how the Chamber is proactively fostering a closer collaboration between the Maltese and French business community.

Besides interesting interviews with HE the French Ambassador to Malta and the Chamber's President, this year's *FOCUS FRANCE* featured a number of very interesting articles about the French Embassy's events, a number of articles on what France has to offer when it comes to food, culture and travel, France's bid for the 2024 Olympic Games, and updates from Maltese companies with French interests.



**The Malta French Chamber of Commerce
Celebrates the Quatorze Juillet!**



PARIS

Ville candidate
Jeux Olympiques de 2024



***Supporting Paris' bid
for the 2024
Summer Olympics***

From Bank of Valletta - the Chamber's Official Partner



Reading Investor Sentiment

There was an immediate need for a proper sentiment index about investments on the market.

This gap has recently been narrowed with the BOV Asset Management Investor Sentiment Index. Launched last month, this Index is the result of a survey conducted among 300 local investors by MISCO International Limited.

The first reading showed that Maltese investors have a preference for local investment, with a predominantly conservative risk appetite. Also, almost half of the respondents claimed to capitalise on government stocks. On a positive note, over the past five years, younger investors joined the market. Most investors in Malta use an intermediary, namely a financial institution or consultant, with only 10% having the confidence to invest without seeking advice.

As Mark Agius, Executive Head BOV Asset Management explained, "This index is a very important tool, not only for the investors, but for all stakeholders, including stockbrokers and insurance companies." BOV Asset Management Limited is committed to conduct this research on a semi-annual basis, thereby enabling all key players to keep abreast investor sentiment, and take necessary action.

The BOV Asset Management Limited Investor Sentiment Index will definitely prove to be an important tool for stakeholders, to better understand the market, whilst helping us to design investment solutions that cater for market demand.

The writer and the Company have obtained the information contained in this document from sources they believe to be reliable but they have not independently verified the information contained herein and therefore its accuracy cannot be guaranteed. The writer and the Company make no guarantees, representations or warranties and accept no responsibility or liability as to the accuracy or completeness of the information contained in this document. They have no obligation to update, modify or amend this article or to otherwise notify a reader thereof in the event that any matter stated therein, or any opinion, projection, forecast or estimate set for the herein changes or subsequently becomes inaccurate. Furthermore, past performance is not necessarily indicative of future results. BOV Asset Management Limited is licensed to conduct investment services in Malta by the Malta Financial Services Authority. Issued by BOV Asset Management Limited, registered address 58, Triq San Ķakkarija, Il-Belt Valletta, VLT 1130, Malta. Tel: 2122 7311, Fax: 2275 5661, E-mail: infoassetmanagement@bov.com, Website: www.bovassetmanagement.com. Source: BOV Asset Management Limited.

Good For You To Know

GREENR



Greenr is a fully ecological, chauffeur-driven taxi service in Malta formed in 2015 and operating from its offices in Ta' Xbiex.

Although the cab market is a very competitive but fast growing one, when it comes to environmental services, Greenr strongly believes that there is a strong need for such a service which can also contribute towards improving the quality of life on the islands. In fact, Greenr's fleet of 100% electric

cabs, makes it the only zero-emission cab company in Malta.

Greenr takes bookings solely online, via different systems including a great app, which allows instant bookings as well as pre-booking of cars.

La Viniculture



La Viniculture was born from a passion and a love of the land and the vine. We have been searching in the depths of the French terroir, protected from the large wine companies that flood the world wine market. We have discovered producers that for generations have produced wines of great purity by protecting the soil on which their vines have been grown since birth.

Our concept is to offer to our clients in exclusiveness natural, organic and biodynamic wines from artisans and family winemakers because this is how wines are supposed to be produced, it is one of the oldest beverage made by man and one of the healthiest. So let's start feeling good with wine and enjoy a French terroir bottle of wine.

La Viniculture is at 228 Manwel Dimech Street, in Sliema between Balluta Bridge and the police station. For more detail feel free to have a look on our website : <http://laviniculture.com> and facebook @laviniculture or to visit us.

AutoSales Ltd



AutoSales Ltd is introducing the new the MICHELIN CrossClimate tyre, considered as a major innovation in the tyre manufacturing sector.

The main innovation of the MICHELIN CrossClimate tyre is that it is suitable for EVERY weather condition due to the way it has been developed as a product based on the successful fusion of summer and winter technologies to create MICHELIN's first-ever summer tyre with winter certification.

MICHELIN's CrossClimate tyre has already registered very positive reviews, having been described as a top performer on dry and wet surfaces, offering accurate and rapid response to the steering and low wear and tear, ideal for Malta's hot and demanding road surfaces!

For more information, contact AutoSales Ltd – Kind's at Mosta Road Lija on 99469508.

Farsons Beverage Imports Co Ltd



Le Gin de Christian Drouin

An excellent gin from renowned calvados producer Christian Drouin is now available in Malta. The hand-crafted 'Le Gin', which incorporates 30 varieties of apple, is produced by the distillation of ciders in three small Normandy copper pot stills, and by the distillation of Juniper and seven other aromatic plants typical of the world of Calvados.

Ginger, vanilla, cinnamon and almond notes give the Gin a smooth, spicy body. Best enjoyed in a gin and tonic, served with 2 thin slices of freshly cut apple, 'Le Gin' is available at farsonsdirect.com and other selected outlets.

Dhalia Real Estate Services



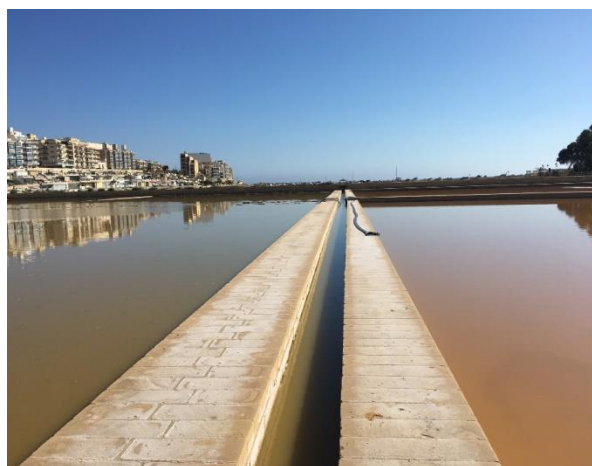
Dhalia Real Estate Services proud Sponsors of Valletta Capital of Culture 2018

The Maltese Islands are an example of the past breathing life into the future, and nowhere else is this so clear as in the city of Valletta.

A vibrant hub of activity for hundreds of years, Valletta is both Baroque and modern. The mixed architecture provides a colourful setting for shopping & entertainment, fresh Mediterranean food, daily business and cultural activities. Once you've started your exploration of its parallel streets, you'll find it agonising to leave the city. Dhalia welcomes you to visit our offices in the City Gate Arcade and Old Bakery Street for expert property advice.

To find out more about residing in Malta, visit dhalia.com/liveinmalta

ICP Ltd. Malta



ICP Ltd. Malta With Salini Salt Pans Project

In an effort to explore and promote the natural resources of Malta, ICP Ltd. Malta and ICP-TEXINFINE, France have launched a new research project in collaboration with BirdLife Malta to investigate the natural potential of the Salini Salt Pans.

Previously reported in the Times of Malta (<https://www.timesofmalta.com/articles/view/20160711/local/minister-gets-biological-to-explain-salini-waters-red-hue.618526>), the planned project, led by Dr Gilles Gutierrez, is set to further investigate the distinctive, naturally occurring microalgae of the Salini Salt Pans. High magnification microscopes and UV spectrometers as phylogenetical and physical assessments will be used to determine the microalgae involved in the colourful appearance of one of Malta's most distinctive heritage sites.



The Maltese French Chamber of Commerce Facebook Page

Facebook is an excellent tool for all members to be in touch and to learn more about our operations in the various industries.

We urge you to visit and 'LIKE' our Facebook Page <https://www.facebook.com/mfccmalte> and to urge your employees and business partners to do the same. A wider reach will contribute to better networking and sharing of latest news and information!

facebook <https://www.facebook.com/mfccmalte>

MFCC Members 2017

Alf. Mizzi & Sons (Marketing) Ltd.	Malta International Airport
Auto Sales Ltd - Kind's	Malta Motorways of the Sea Ltd
Bank of Valletta	Mazars Malta
BAS Ltd - DHL Global Forwarding	Mecap Ltd
Beautimport Ltd	Mediterranean Power Electric Co Ltd
Borg Cardona & Co. Ltd.	Methode Electronics Malta Ltd
Borg Marketing Co Ltd	Michael Attard Ltd. - Peugeot Distributor
Bureau Veritas	Mifsud & Mifsud Advocates
C. Fino and Sons Ltd	Mifsud Brothers Limited
CA Falzon	Multigas Ltd
C.E.B. Limited	Net Venture Limited
Charles De Giorgio Ltd	ONEY Insurance (PCC) Ltd
Charles Grech & Co Ltd.	OulalaGames Ltd
Charles Scerri & Associates	P. Cutajar & Co. Ltd
Cherubino Ltd	Pamargan Products (Malta) Ltd
Cleland and Souchet	Pantheon Ship Supplies Ltd
Continental Purchasing Co. Ltd.	Phoenix Group Ltd
Corinthia Group of Companies	PI Holdings Ltd
Cyka Ltd	PKF Malta
Cyril Poirier Consulting	PricewaterhouseCoopers



Dhalia Real Estate Services
Dr Gerard Mazet (lawyer)
Dr Hermann Farrugia MD
DF Advocates
Elektra Ltd
Emotion Events
Express Trailers Ltd
EY
Farsons Beverage Imports Co Ltd
Foster Clark Products Ltd.
GTI Group Co Ltd
Halmann Vella Group Ltd
Homes of Quality
ICP Ltd - Institute of Cellular Pharmacology
Integritas Trustees Ltd
J B S Co Ltd
Kawax Limited
Ksi Malta
La Vini Culture
Liberty Business Culture Ltd
Lombard Bank Malta Plc
M&RK Advocates
Malta Freeport Terminals Ltd
Prime Ltd
PSA Insurance
Ramis
Rausi Co. Ltd
RCI Insurance Ltd
Richmoore and Anderson Group
Robert Arrigo & Sons Ltd
S. Rausi Trading Ltd
Sanofi Malta Ltd
Sarex Ltd - Tip Toes
Sidroc Services Ltd
Sullivan Maritime Ltd
The Victoria Hotel - AX Hotels
Toly Management Limited
Vectorys Transport & Logistics
Vivian Corporation Ltd
Von Brockdorff Imports Ltd
W.J. Parnis England Ltd
Wins Limited
Zammit Group of Companies
ZetoteSystem Ltd
XTreme & Franks Co 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 Newsletter.

Contact Us

*Maltese French Chamber of Commerce
c/o JPR Buildings, Triq taż-Żwejt, Industrial Estate,
San Gwann SGN3000 Malta*

Ms Odette Vella - Chargée de Mission odette.vella@mfccmalta.com