

## **A Message from the President**

Dear Colleagues, Members of the Maltese French Chamber of Commerce, Sponsors,

The year 2017 is now drawing to a close. I would start by taking the opportunity to extend my sincere gratitude to all of you who have contributed to another successful year for the Chamber.

This newsletter was intended to communicate all the work and the activities that are constantly carried out during the past months. Your contributions, your experience and your support have made my work at the Chamber an unparalleled experience that I will cherish for a very long time.

My term in office as President of the Maltese French Chamber of Commerce is getting close to an end. During the first term of 2018 in fact, the Council will hold its Annual General Meeting which will be followed by elections and the eventual nomination of a new President for the Chamber as well as other designations as stipulated by our governing Statute.

And here I must stress the unfaltering commitment and dedication of all the members who sit on the Maltese French Chamber of Commerce's Council who contribute towards the various activities on a voluntary basis and this gives the whole team additional pride. The members forming part of the Council represent a vast area of personal business experience bringing more value and experience to the tasks, the vision and the mission of the Chamber.

The close collaboration with Her Excellency Madam Beatrice and her team continues to strengthen from one year to another. The number of activities held in conjunction with the French Embassy in Malta. Our Chamber has also extended the close collaboration with the Malta Embassy in Paris including meetings with her Excellency Madam Mizzi.

The MFCC remains appreciative of the unstinting support that it has always found from its sponsoring partners namely RCI LIFE LTD, SPEEDCAST and BANK OF VALLETTA as well as the numerous members who continue to extend their full support every year.

At this special time of the year, I take this opportunity to wish you and all your families, the very best for a warm Christmas Season and a more successful 2018.

Joseph Bugeja  
*President*

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

Dear members of the Chamber,



As we are approaching the end of 2017, I find myself looking back on a year that has been very eventful, exciting and most of all, rewarding.

As expected, Malta's EU Presidency was the highlight of 2017 for our embassy. It was an opportunity for us to work more closely with the Maltese authorities and to collaborate on the many meetings and events held during the first six months of the year. I must say that France, as a country that has always been committed to the European project, was highly satisfied with Malta's achievements and performance during this Presidency: the overall theme of reconnecting the EU to its citizens was timely and well thought.

As for our Embassy here in Malta, February was a special month when our President of France visited Malta for his 3rd official visit in two years, confirming the respect and high regard that France has for Malta and the Maltese people. More recently, on the 12th of December, Prime Minister Joseph Muscat met President Emmanuel Macron during the One Planet Summit in Paris.

On the economic front, we are very pleased to note the extension of the CMA-CGM lease on the Malta Freeport extended up to 2039 and we are also very satisfied with the signing of a framework agreement between MCAST and our space agency in France CNES to improve the cooperation and development of Maltese entities and professionals. I was also particularly happy to note that Bank of Valletta once again agreed to renew its sponsorship agreement with the French-Maltese Chamber of Commerce, a collaboration which I am very sure will help the Chamber in its sterling work over the coming years.

We are now looking forward to another exciting year especially the advent of Valletta18. Malta and France will be getting closer on the cultural front and the high point of the season at the Teatru Manuel will be staging of the opera *Cendrillon* by the Franco-Maltese composer Nicolò Isouard. Well done on all counts my dear friends and I wish you all the very best for 2018!

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

**A Brief Message by H.E. Ms Helga Mizzi, Maltese Ambassador to France.**



I am very pleased to address you for the first time as Malta's newly-appointed Ambassador to France. I will use this welcome opportunity to first of all present myself to you and express the Embassy's willingness to cooperate with the Malta France Chamber of Commerce in the months ahead.

Very briefly, I joined the Maltese Diplomatic Corps in 2000. Since then I was posted to Egypt as Deputy Head of Mission and served in various senior management positions at the Ministry for Foreign Affairs. My latest position before taking up my present Ambassadorial post was that of Director-General for Political, European Affairs and the Maltese Living Abroad.

I am confident that the experience garnered in the different capacities coupled with the enthusiasm with which I take up my new assignment will yield positive and tangible results, with your active cooperation and assistance.

I take this opportunity to also introduce the Deputy Head of Mission, also a recent arrival in Paris, Ms Nicole Sarsero who will be seeing to consular duties as well as contributing to the political, commercial and cultural dossiers followed at the Embassy.

My final word is one an invitation to all of you, to reach out to our Embassy with any queries on the work we carry out and hopefully also ideas that could further enhance our joint success.

I look forward to dynamic and fruitful cooperation.

H.E. Ms Helga Mizzi,  
*Maltese Ambassador to France*

## Latest Updates and News

### Chamber Participates in INVEST IN FRANCE Conference



The Malta French Chamber of Commerce had the pleasure to participate and address a very interesting Conference organised in Malta by the French Regional Council for Economic Affairs.

The event, hosted at the Grand Hotel Excelsior in Floriana, was officially opened by H.E. Madame Béatrice le Fraper du Hellen, French Ambassador to Malta who spoke about the opportunities available in Malta for French businesses as well as the opportunities available in France for Maltese entrepreneurs.

The conference was also addressed by Mr Vincent Guitton, Regional Counsellor for Economic Affairs who gave a detailed presentation about the effects of the latest French economic reforms on the business sector and about the positive business environment in France, helped by the advantageous tax regime offered by the country's authorities.

Joseph Bugeja, as President of the Malta French Chamber of Commerce was also invited to participate and address this forum of businessmen and gave a detailed presentation of the work and operations carried out by the Chamber over the past months and how it can assist French businesses establish important contacts in Malta.

## **INVEST IN FRANCE – Some Interesting Outcomes**

- Trade balance is close but still needs to be improved
- Can work on pharmaceutical and para-pharmaceutical sector, agriculture
- In Malta we can work more on involving the French in the medical and logistics hub – more trade can develop from this
- Tourism is growing but Maltese still need to know more about France and visit places apart from Paris
- France has a lead in imports in luxury products to Malta
- There is yet no French bank in Malta
- There is also a helicopter manufacturing firm which is starting/started operations in Malta
- It would be ideal if more French apply for tenders in Malta but there is lack of awareness about them. Maybe they see MT as too small
- France can influence Malta on the Green Economy
- Cultural contributions are increasing however the bond system limits them from participating more
- There can be more collaboration in R&D for academia and industry

### Malta French Chamber of Commerce in Paris



A delegation from the Malta French Chamber of Commerce travelled to Paris for a meeting held on the 17<sup>th</sup> of October at the Maltese Embassy. This meeting, which also served as an opportunity to meet Malta's new Ambassador in France H.E. Helga Mizzi, brought us round a table together with the Honorary Consuls in France, members from the Malta Enterprise and the Malta Tourism Authority's office in Paris to understand how we can all collaborate for better results.



## Our Consuls In France

Our Consuls in France are located across the whole French territory making it easier for all the Chamber's members to locate a Consul that can best assist them with their regional contact requirements. To make it easier for you, we are including a directory of all the Consuls in France with their respective addresses and contact details.

### **BORDEAUX**

*with jurisdiction over Bordeaux, and the départements of Gironde, Landes, Lot et Garonne, Dordogne, Pyrénées Atlantiques, Charentes, Charentes Maritimes.*

Mr MARCELLO JÉRÔME. ROUDIL, Hon. Consul  
50, Cours de l'Intendance, 33000 Bordeaux  
Tel: 0033 (0)5 5679 4444  
Fax: 0033 (0)5 5679 5265  
Email: [maltaconsul.bordeaux@gov.mt](mailto:maltaconsul.bordeaux@gov.mt);  
[m.roudil@hotmail.com](mailto:m.roudil@hotmail.com)

### **LYON**

*with jurisdiction over the départements of Ain, Rhone, Loire, Haute-Savoie, Savoie, Isère, Ardèche, Drome, Haute-Loire*

**Mr PASCAL COUTURIER, Hon. Consul**  
Gare des Brotteaux, 15, Place Jules Ferry, 69006, Lyon  
Tel: 0033 (0)4 37 24 7373  
Fax: 0033 (0)4 37 24 7379  
Email: [maltaconsul.lyon@gov.mt](mailto:maltaconsul.lyon@gov.mt)

### **STRASBOURG**

*with jurisdiction over the départements of Bas-Rhin, Haut-Rhin, Territoire de Belfort, Moselle, Meurthe et Moselle, Vosges, Meuse, Ardennes, Marne, Aube, Haute-Marne, Côte d'Or, Yonne, Nièvre, Saone et Loire, Haute-Saone, Doubs, and Jura*

**Mr. ERIC MAYER-SCHALLER, Hon. Consul**  
51, Avenue de la Forêt Noire, 67000 -  
Strasbourg, France  
Tel/Fax: 00 33 3 88 311360  
Email: [maltaconsul.strasbourg@gov.mt](mailto:maltaconsul.strasbourg@gov.mt)

### **LILLE**

*with jurisdiction over the départements of Nord, Pas de Calais, Somme, and Aisne*

Mr ALAIN MULLER, Hon. Consul  
1, Place Georges, Lyon 59000, Lille, France  
Tel: 0033 (0)6 08 09 09 74  
Fax: 0033 3 20 41 09 57  
Email: [maltaconsul.lille@gov.mt](mailto:maltaconsul.lille@gov.mt)

### **ROUEN**

*with jurisdiction over the regions of Basse-Normandie and Haute-Normandie*

**Mr BRUNO RENÉE, Hon. Consul**  
4 bis rue Alsace Lorraine 76000 Rouen  
Tel: 0033 235593535  
Fax: 0033 235607375  
Email: [maltaconsul.rouen@gov.mt](mailto:maltaconsul.rouen@gov.mt)

### **TOURS**

*with jurisdiction over the Région Centre including the Départements of Cher, Eure-et-Loir, Indre-et-Loire, Loiret and Loir-et-Cher*

**Mr PATRICK POIRIER, Hon. Consul**  
4 bis, rue Jules-Favre  
37000 TOURS, France  
Tel: 0033 (0)2 47 42 09 29  
Email: [patrick.poirier37230@orange.fr](mailto:patrick.poirier37230@orange.fr);  
[maltaconsul.tours@gov.mt](mailto:maltaconsul.tours@gov.mt)

**TOULOUSE**

*with jurisdiction over Toulouse and the départements of Haute-Garonne, Hautes-Pyrénées, Ariège, Gers, Tarn, Tarn et Garonne Aveyron, Lot*

**Mr FRANÇOIS AZZOPARDI, Hon. Consul**

2, Rue D'Ivry, 31500 Toulouse  
Tel/Fax: 0033 (0)5 6302 5505  
Email: [maltaconsul.toulouse@gov.mt](mailto:maltaconsul.toulouse@gov.mt)

**Mr BERNARD GRELET, Hon. Vice-Consul**

2, Impasse Maurice Bellonte, 31400 Toulouse  
Tel: 0033 (0)5 61205419  
Fax: 0033 (0)5 61342707  
Email: [bernard.grelet@cogerial.fr](mailto:bernard.grelet@cogerial.fr),  
[maltaconsul2.toulouse@gov.mt](mailto:maltaconsul2.toulouse@gov.mt)

**MARSEILLE**

*with jurisdiction over the Departments of Vaucluse, Bouches-du-Rhône, Gard and Lozère*

**Mr MICHEL ELIE PEZET, Hon Consul**

Campagne Saint- Domingue  
84120 Pertuis  
FRANCE  
Tel: 0033 04 91 33 13 61  
Fax: 0033 04 91 54 32 72  
Email: [maltaconsul.marseille@gov.mt](mailto:maltaconsul.marseille@gov.mt)

**NICE**

*with jurisdiction over Nice and the départements of Hautes-Alpes, Alpes-Maritimes, Alpes de Hautes Provence and Var*

**Mr ERNEST JOSEPH NOËL PEREZ, Hon. Consul**

"Imm. Nice Premier A" 455, Promenade des Anglais,  
06299 Nice Cedex 3  
Mailing Address: 9 Avenue, Domaine du Loup - Roya D.  
Avenue de Cannes, 06800 Cagnes-sur-Mer.  
Tel/Fax: 0033 (0)4 9213 1643  
Email: [maltaconsul.nice@gov.mt](mailto:maltaconsul.nice@gov.mt)

## French Job Seekers Coming to Malta



The number of French students visiting Malta for work placements in Maltese companies has been seeing a gradual increase through the efforts of our Chargée de Mission at the Maltese French Chamber of Commerce Ms Odette Vella.

“What we offer is a win-win situation for everyone. The students get to travel, they visit Malta, learn about our island, get to experience our hospitality and benefit from a three-month work experience with a local company which helps them strengthen their personal CV. The companies hosting them will be getting the opportunity of having an intern working for them without incurring any expense and stand the chance of finding a loyal and hard-working multi-lingual employee,” explains Odette Vella who operates this EU-funded initiative.

Companies wishing to host a French-speaking intern may contact Odette Vella on [odette.vella@mfccmalta.com](mailto:odette.vella@mfccmalta.com)

## Eco-French Malta join as members of the Chamber



Following its launch in Malta earlier this year, we are delighted to announce that ECO-FRENCH MALTA has joined as a Member of the Malta French Chamber of Commerce. Launched with the support of the French Embassy in Malta ECO-FRENCH is a platform for all French and Maltese companies willing to provide or use eco-friendly solutions.

"ECO-FRENCH represents a wide range of sectors and initiatives that 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," explains 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.

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](mailto:marcfrasson@gmail.com)

## Another Successful Chamber Annual Dinner



As with previous years, the Chamber kept its long-standing tradition and toasted to another successful year with its long-anticipated annual Gala Dinner on Tuesday 12<sup>th</sup> December at The Palace Hotel in Sliema.

The Annual Gala Dinner held under the patronage of the French Ambassador HE Béatrice le Fraper du Hellen was a very good success. In fact it was attended by around 115 guests who enjoyed an evening of great food, beautiful French wine and some memorable entertainment thanks to the live music provided by the talented violinist Simon Vella.



**More Photos from the Annual Gala Dinner**



## Good For You To Know



Former Malta-based company Wins Ltd has been acquired by the SpeedCast Group and the company has now launched its newly re-branded image as SPEEDCAST.

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, through the application of the latest technology to provide global communications to various industries thanks to a team of experienced industry leaders and cutting-edge resources. Speedcast is located in Sta Venera.

**For further information, your contact person at Speedcast is Mr. Shaun Camilleri**  
Email: [shaun.camilleri@speedcast.com](mailto:shaun.camilleri@speedcast.com) Phone (+356) 21 498680



Maltese company Kawax Ltd has been a member of the Malta French Chamber of Commerce for many years. The company, which specializes in packaging and accessories for eyewear products, is a strong player in the manufacturing industry, exporting most of its production overseas.

Kawax Ltd is now planning to strengthen its local presence with the introduction of a newly-launched innovative product in the Maltese market – a cleaning pad for consumer electronics such as smartphones, tablets and computers as well as glass accessories which can also double up as a mousepad. This accessory can also be an excellent merchandising tool, customizable to act as an ideal branding tool for any company. Whilst offering the best grip one would expect from a mousepad, this latest product from Kawax offers marketers the certainty of constant visibility of their branded image.

**For further information, your contact person at Kawax Ltd is Mr. David Kaim or Mr Samuel Rondot**  
Email: [sales@kawax.eu](mailto:sales@kawax.eu) Phone (+356) 21 220 272



Express Trailers has acquired a new 2,800sqm warehouse in Qormi to centralize all its managed warehousing activity from one depot and to be able to cater for the increased business in this sector.

“What we are offering is a scalable storage and distribution solution, a ‘pay as you use’ system where merchants no longer need warehouses, equipment, human resources and a fleet of delivery vans but can avail themselves of the space they need thus cutting significant costs, especially when their stored stocks are at their lowest. Our pharma warehouses will remain next to our main offices but our current managed warehouses located opposite will be moved to this new 2800sqm warehouse in Qormi, leaving us with more space that will be utilised better to gain more efficiencies,” said Franco Azzopardi, Chairman and CEO of Express Trailers.

**For further information, your contact person at Express Trailers is Mr. Charles Arapa**  
**Email: [carapa@expressgroup.com](mailto:carapa@expressgroup.com) Phone (+356) 25589502**

### **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>

## **Updated List MFCC Members 2017**

Alf. Mizzi & Sons (Marketing) Ltd.  
Auto Sales Ltd - Kind's  
Bank of Valletta  
BAS Ltd - DHL Global Forwarding  
Beautimport Ltd  
Borg Cardona & Co. Ltd.  
Borg Marketing Co Ltd  
Bureau Veritas  
C. Fino and Sons Ltd  
CA Falzon  
C.E.B. Limited  
Charles De Giorgio Ltd  
Charles Grech & Co Ltd.  
Charles Guillermin Consulting  
Charles Scerri & Associates  
Cherubino Ltd  
Cleland and Souchet  
CMA CGM MALTA Agency  
Continental Purchasing Co. Ltd.  
Corinthia Group of Companies  
CSB Group  
Cyka Ltd  
Cyril Poirier Consulting  
Dhalia Real Estate Services  
Dr Gerard Mazet (lawyer)  
Dr Hermann Farrugia MD  
DF Advocates  
Elektra Ltd  
Emotion Events  
Express Trailers Ltd  
Malta Freeport Terminals Ltd  
Malta International Airport  
Malta Motorways of the Sea Ltd  
Mazars Malta  
Mecap Ltd  
Mediterranean Power Electric Co Ltd  
Methode Electronics Malta Ltd  
Michael Attard Ltd. - Peugeot Distributor  
Mifsud & Mifsud Advocates  
Mifsud Brothers Limited  
Multigas Ltd  
ONEY Insurance (PCC) Ltd  
OulalaGames Ltd  
P. Cutajar & Co. Ltd  
Pamargan Products (Malta) Ltd  
Pantheon Ship Supplies Ltd  
Phoenix Group Ltd  
PI Holdings Ltd  
PKF Malta  
PricewaterhouseCoopers  
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

**QUARTERLY NEWSLETTER**  
DECEMBER 2017



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

Sidroc Services Ltd  
Sound Machine  
Speedcast  
STMICROELECTRONICS LTD  
Sullivan Maritime Ltd  
T.N. Waterproofing Services Ltd  
The Victoria Hotel - AX Hotels  
Toly Management Limited  
Vectorys Transport & Logistics  
Vivian Corporation Ltd  
Von Brockdorff Imports Ltd  
W.J. Parnis England Ltd  
XTreme & Franks Co Ltd  
Zammit Group of Companies  
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 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@mfcfcmalta.com](mailto:odette.vella@mfcfcmalta.com)**