



CCI FRANCE MYANMAR

FRENCH MYANMAR CHAMBER OF COMMERCE & INDUSTRY

2018

ACTIVITY REPORT

We never rest, because you don't

WHO WE ARE

23 years in Myanmar...

AFMA, the French Myanmar Business Association, was born in 1996.

In 2013, we became CCI France Myanmar, the French Myanmar Chamber of Commerce and Industry, the 113th Chamber in the CCI France International global network.

...and counting

Our Missions

We support all our Members in every way to develop their activities in Myanmar.

We also offer services to help foreign companies to invest, sell or buy in Myanmar.

Finally, we aim at developing trade relations between France and Myanmar, by supporting French companies investing in Myanmar, by promoting Myanmar opportunities in France, and by helping Myanmar companies find partners in France.

Our Ambassadors

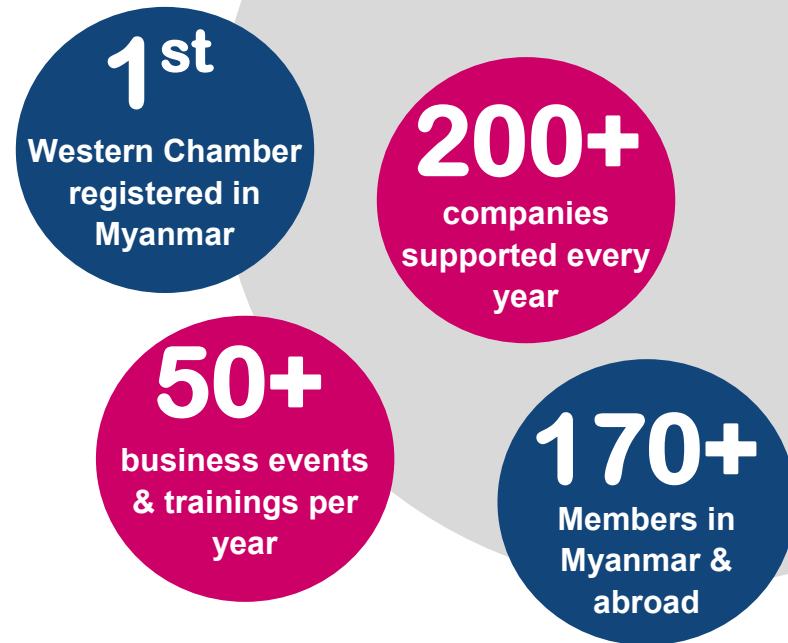
Our 3 Ambassadors are at your service to help you prospect, find contacts and get business intelligence in other regions outside of Yangon:

Mandalay

- **Anthony Myers** - General Manager, Pullman Hotel

Taunggyi & Inle Lake

- **Paul Cheron** - Country Manager, Shan Fusion/Asiatico
- **Cédric Seguin** - CEO, Asiatico/Asia First Network



Our Board of Directors



President
Sarah Lubeigt
Country Manager
Naos/Bioderma



Philippe Battlé
Country Manager
AccorHotels



Vice-President
Amy Nyunt
Managing Director
Netsmart



Charles Bouhelier
General Manager
Artelia Myanmar



Vice-President
Romaric Roignan
General Manager
Total E&P Myanmar



Nicolas Delange
CEO
Yever



Treasurer
Marc Guyonnaud
General Manager
AGS Four Winds



Dr. Han Linn Aung
CEO
LYC Healthcare Center



Secretary General
Mark Tippetts
Group Ambassador
Yoma/SPA Group



Pierre-Yves Portafaix
Tax Consultant
Luther Law Firm



Eurocham
David Levrat
Country Representative
Engie/Tractebel

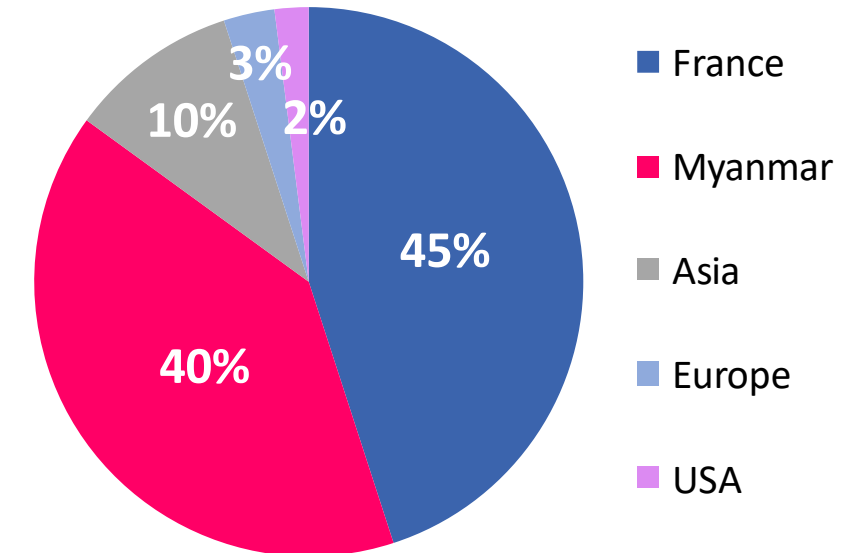


Su Su Tin
Managing Director
Exo Travel

OUR 170+ MEMBERS

13 Nationalities

France	78
Myanmar	69
Thailand	6
Singapore	5
USA	4
Hong Kong	3
UK	3
South Korea	2
Germany	1
Spain	1
Ireland	1
Vietnam	1



+25%
of Members per Year since 2013

All Sectors

Agriculture	1%	Public Organisations	2%
Banking, Finance & Insurance	4%	Supply & Procurement	9%
Consulting & Business Services	17%	Telecommunications & IT	5%
FMCG	8%	Transport & Logistics	3%
Hospitality & Tourism	16%	Energy	5%
Industry & Manufacturing	3%	Construction & Engineering	12%
Legal Services	2%	Healthcare & Medical	8%
Media & Communication	3%	Others (Real Estate, Education...)	2%

Learn more about our Members

Download our Membership Directory for free on our website or visit the individual presentation pages of our Members on:

WWW.CCIFRANCE-MYANMAR.ORG



OUR BUSINESS SERVICES

EXPLORE new opportunities

200+
companies
supported every
year



Market Research & Trade Missions

In addition to supporting companies with market research, sourcing, and match-making missions, we partnered up with the Franco Thai Chamber of Commerce to take Myanmar companies to the Intermat Asean, in October, in Bangkok.

Moreover, we organised a trade mission on the Myanmar Industry sector, which brought together Myanmar companies and French companies based in Asia. Finally, we partnered up with the Embassy of France for 3 French delegations in Dawei, Taunggyi and Nay Pyi Taw.

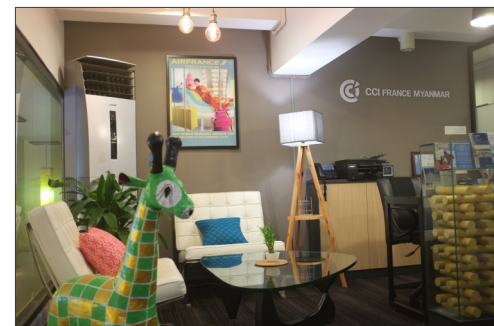
Publications

We published the 2018 edition of the guide *How to succeed in Myanmar*, in partnership with the Economic Department of the Embassy of France, with the French Trade Advisors, and with Business France. This guide is available for free.



2 Business Centres

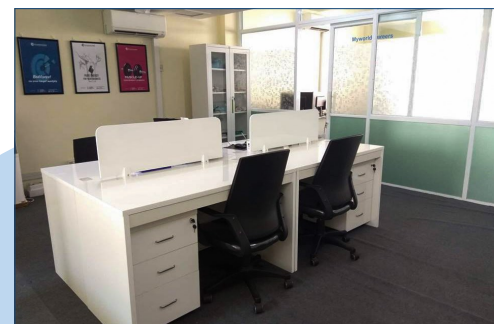
Offices for rent starting at \$8/day, all inclusive. Please contact us.



Yangon

Our partner **ZP Furniture** has remodeled our fitout with recycled furniture. In addition, the office has been rebranded by our partner **Air France**.

The Internet connection is sponsored by **GTMH**. In 2018, our Business Centre hosted **15 tenants**, for a total capacity of 20 persons.



Mandalay

The Internet connection is sponsored by **GTMH**. In 2018, our Business Centre hosted **6 tenants**, for a total capacity of 12 persons.

OUR NETWORKING ACTIVITIES

Grow in our COMMUNITY

20+
free networking
events for our
Members

30+ Networking & Business events

10 Networking Cocktails for Members only jointly with NZCCM, TBAM, MYEA, JCCM, LinkedIn Local, EU Chambers, ...



6 Connect@Breakfasts at Melia Hotel on Construction, Media, Health & Beauty, Environment, Energy, Telecom, ...

7 Business Talks on Corporate travel, Pathein Industrial City, Cybercriminality, Disaster preparedness, Myanmar Salary Survey, opportunities in South Korea, ...

5 Seminars at Novotel Yangon Max Hotel, on Leadership & Management, Communication & Branding, Human Resources, ...

3 Legal Talks at Melia Hotel, on Wholesale trading, Myanmar Company Law, International arbitration

Connect@Breakfasts, Business Talks, Seminars and Legal Talks are **free of charge for Members**.



3 Special Events

2018 gave way to 3 major events, under the high patronage of H.E the Ambassador of France and of Myanmar officials.

In February, we organised the first **Cabaret Dinner-Show** in Myanmar, with 170 participants at Novotel Yangon Max Hotel, with performers from Paris and a Michelin Star Chef.

In November, the third edition of the traditional French wine festival **Beaujolais Nouveau** took place at Mercure Kaba Aye Hotel, with 350 participants. It gave way to a free flow of wine and food, sponsored by several restaurants in Yangon.

In December, we launched the first edition of our **Makers Night**, at Novotel Yangon Max Hotel, in presence of 200 participants. This gala dinner gave way to a Magic Dinner-Show, to a live disco concert, and to the first edition of our **Young Entrepreneurs Awards Ceremony** (see details on next page).

Other Events

We organised other networking events, including Executive Dinners, Conferences and special parties for the football World Cup 2018.



OUR COMMUNITY OF MEMBERS

Grow in our COMMUNITY

Free promotion of our Members in all media



Young Entrepreneurs Awards

The objectives of the first edition of our competition, which was sponsored by Nestlé Myanmar, was to support and promote young entrepreneurs operating in Myanmar, by giving them visibility, by promoting their activities, and by helping them find funders and partners. We received 23 registrations.

The Awards rewarded 3 companies with the following prizes:

- Public's Choice Award (votes on Facebook) - Yangoods
- Innovation Award (by Jury) - Zingo/Guava Ventures
- Success Story Award (by Jury) - Pro Niti Travel

The last two winners were selected by our Jury of 8 professionals, presided by Mrs. Win Win Tint, CEO of City Mart, and co-presided by Mr. Serge Pun, Chairman of SPA Group.

Promotion of our Members

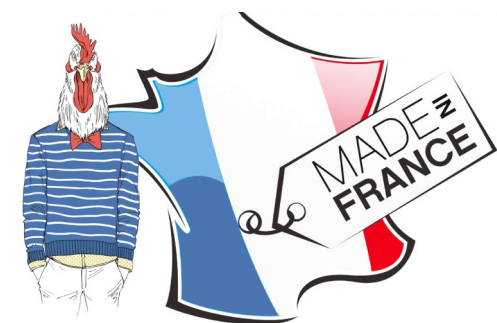
Our Membership Directory is now available for free to everyone, as are the presentations of our Members on our website. In addition, we share interviews, posts, articles, news, logos and information from our Members, to promote them on our website, on social media and in our monthly newsletters.

Our new 3 Members Committees

Our **Young Entrepreneurs Committee** and **Human Resources Committee** bring together Members facing the same challenges and sharing the same interests.

These Members Committees aim at encouraging our Members to share information, good practices and experience.

They also aim at implementing projects, like the Young Entrepreneurs Awards, the « Salary Survey », and the « Human Resources Guide to Myanmar » (see details on next page).



Our **Made in France Committee** officially started in December 2018, in Nay Pyi Taw. It brings together representatives and distributors of French brands, and aims at promoting French products in Myanmar, at lobbying the Myanmar authorities on joint issues, and at helping Myanmar companies find French partners.

OUR HR SERVICES

160+ employees trained every year

BUILD your capacity

14 Professional Trainings

In 2018, we have helped more than **165 employees** and students improve their skills, by providing them trainings in Communication & Branding, Finance & Accounting, Sales Techniques, Human Resources, Action Learning, Executive Assistant, Leadership & Management, Legal & Compliance, Professional Development, SEO, Digital Marketing, Supervisory Skills, ...

2 Tailored Trainings

We offered 2 on-demand trainings for 45 staff, for companies wishing to train their teams on Sales Techniques and Management.



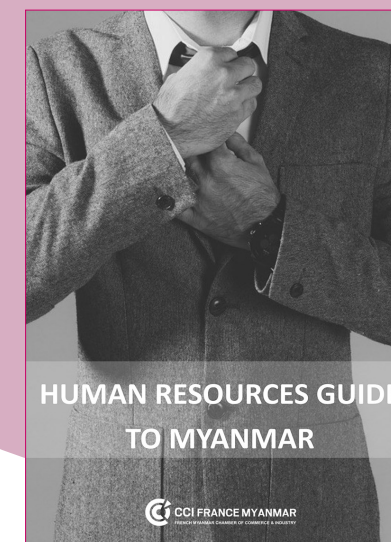
Wage Portage

We are implementing umbrella contracts for the Sales or Country Representatives of 6 companies not registered yet in Myanmar.



Myanmar Salary Survey

We launched the first free and extensive salary survey in Myanmar, covering major positions in all main sectors. Almost **300 companies** participated in the first edition. This survey will be run every six months and is available for free.



Guide on Human Resources

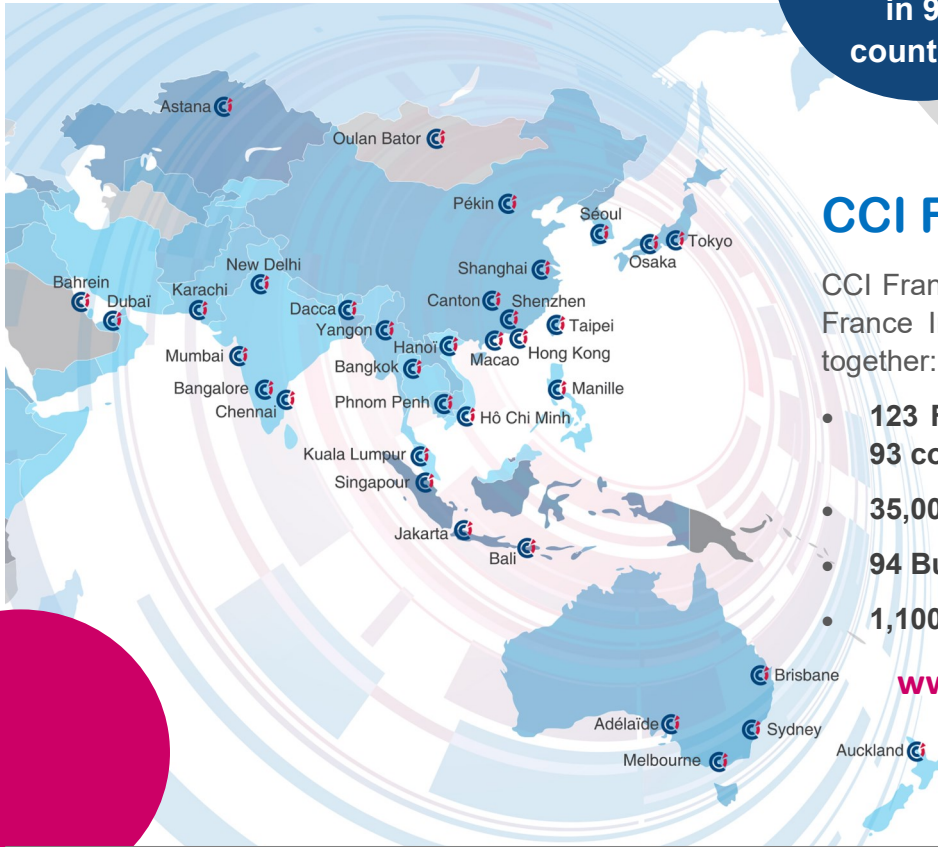
We published the **first free guide** on human resources in Myanmar, offering a summary of the legal framework, examples of good practices, and experiences. This guide has been written by the Members of our HR Committee.

Recruitment Services

We have launched a recruitment platform on our website, accessible to all job seekers. In 2018, we have received more than **200 resumes**, and we have published more than **30 job offers** for free from our Members. We are also offering headhunting and recruitment services.

EXTEND YOUR REACH

+35,000
companies
in 93
countries



CCI France International

CCI France Myanmar is Member of the CCI France International network, which brings together:

- 123 French Chambers of Commerce in 93 countries (35 in Asia)
- 35,000 companies
- 94 Business Centres
- 1,100 staff at your service

www.ccifrance-international.org

Our Partners Members

FLY WITH OUR OFFICIAL AIRLINE PARTNER **AIRFRANCE**

WWW.CCIFRANCE-MYANMAR.ORG

Enter the EU market

We are part of the consortium in charge of creating and developing the European Chamber of Commerce in Myanmar. European Members of CCI France Myanmar become automatically members of Eurocham Myanmar, without additional fees.

Funded by the European Union