



Francois-Xavier DELORMEL

PHILEAS VENTURES

My activity in 4 words:

1. **Consultancy**
2. **Business development and trade**
3. **SMEs**

My background and what I can bring to the FBC services and activities:

I spent the first 18 years of my life between Abu Dhabi, Paris and Rio de Janeiro. After 2 years in "classes preparatoires" in Paris, I entered Skema Business School in 2004 and also studied in San Francisco University majoring in Finance for my MSc in Management and Business Administration in 2008.

Upon graduation I went back to Brazil where I worked as a VIE for Cartier (Sao Paulo). In 2010, I started my career in agricultural commodities trading, mainly sugar. First in Paris then London (2012) and later Dubai (2015): a great experience across the complex global value chain of raw food across markets such as Latam, the EMEA and Indian Ocean. From 2018 to 2020, I joined a blockchain startup project around commodities' trading and also worked at setting up the trading desk of two international companies.

This summer I created Phileas Ventures to provide SMEs and start-ups with tailor-made solutions for their international development strategies across the MEA and Indian Ocean. My prospects are more geared towards the agro-food and tech industries, with a focus on supply chain management, logistics and finance. My consultancy intends to act as a real partner for my clients, by delivering project assignments from their preliminary studies to the execution of tailored business plans.

My passion for business development and entrepreneurship brought me to manage operations and launch business ventures, it also helped me develop my expertise in generating new ideas and concepts to grow businesses. I am eager to share this experience through the sectorial committees, the club synergy, the board which I believe could be beneficial to the FBC and its members. As well, being fluent in 4 languages also enables me to quickly reach out to some markets and industry players that could potentially be tapped into to build synergies with other business councils.

My added value in the Board:

I come from an industry which is barely known: the trading of commodities. Yet it generates trillions of dollars every year across the globe. This industry is simultaneously concrete, practical and complex; traditional, modern and innovative. As you may know many UAE and regional groups started their businesses by trading commodities and still have this trader's mindset as part of their DNA.

I have established a good network amongst a wide range of stakeholders (suppliers, logistics, banks, tech, etc.) and learnt to run projects in constantly evolving and challenging environments, mainly in unstable markets (political & social crisis, high level of corruption, etc.). In the end, I will bring an unconventional professional experience to the board with the ability to think beyond the obvious, bring new ideas and generate cohesion around a variety of projects in order to participate in building the future of the FBC and move its ambition forward.

Why you should vote for me:

As explained previously, there are many elements which motivate me to join the FBC and present my candidacy. I am an entrepreneur at heart; taking on new challenges as part of my career development and personal growth is what has continuously inspired and driven me.

The business environment which I have evolved in is generally known to be pretty hostile (unstable clients, volatile and sometimes even dangerous markets, uncertainty and so on and so forth...). Yet; navigating through it has pushed me to be agile, flexible and resilient. I am therefore very solution-focused and always on the lookout for new ventures and innovative ideas. I also managed to build a strong network of close acquaintances internationally who have always valued my expertise and trusted my professionalism. I have often been considered as a business facilitator, bringing strategic thinking to business endeavours eager to move the needle, move things forward and build synergies.

I am deeply convinced that all this can be beneficial to the FBC. I would be delighted to participate in an adventure which I truly believe somehow participate in the success of French businesses in Dubai and across the region.