



### We are The Business Bridge

between Luxembourg and Poland

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Luxembourg-Poland Chamber of Commerce

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### About the LPCC

The Luxembourg-Poland Chamber of Commerce (LPCC) was established in 2012 in the Grand Duchy of Luxembourg as a non-profit organization in order to strengthen business relations between Poland and Luxembourg.

Currently, the LPCC has over 60 corporate and over 40 private members, thus being one of the biggest chambers of commerce in Luxembourg.

Each year the LPCC organises about 14 business events, most in Luxembourg, with some held in the Embassy of the Grand Duchy of Luxembourg in Warsaw, Poland.



GRAND-DUCHÉ DE LUXEMBOURG Ambassade en Pologne





THE GOVERNMENT OF THE GRAND DUCHY OF LUXEMBOURG Ministry of the Economy





### The LPCC Board



Artur Sosna President

Adam Tymofiejewicz Vice-President

Grzegorz Peczkowski Board Member

Aleksandra Wróbel Board Member

### Our Team



Bartosz Jałowiecki Director LPCC Poland



Katia Ciesielka Director LPCC Luxembourg



Marta Andrzejewska Senior Project Manager



Paula Kwiatkowska Business Development Manager



Valeria Pezzino Administrative Assistant

### The LPCC Advisory Board Members





### LPCC Honorary Members



Paul Schmit Ambassador of Luxembourg to Poland



Piotr Wojtczak Ambassador of Poland to Luxembourg



Conrad Bruch Former Ambassador of Luxembourg to Poland



Bartosz Jałowiecki Former Ambassador of Poland to Luxembourg



Georges Faber Former Ambassador of Luxembourg to Poland



Dr Donat Jagiello Director, Colmet, Luxembourg

### The LPCC Experts



Patrick Berg Domaines Vinsmoselle Expertise area: Development, Marketing, Management



#### Natalia Bernardini Zurawska

Expertise area: Financial transfer pricing, Valuation, Financial and accounting advisory, Private Equity & Real Estate



Przemysław Bielicki Royalton Partners Expertise area: Private equity, real estate, infrastructure investing; structuring of private funds



Catharina Biver Sparx Factory

Expertise area: Executive Coach, Training Facilitator, Team Builder and Workshop Designer



Filip Maksymilian Bloch Co-Founder & CEO Hotailors Expertise area: sales and hotel industry, new technologies driving the travel industry, startups



#### Cedric Buisine

Expertise area: Financial Sector, Securitisation, Investment Funds, Financial Contract, Securities law and Stock Listing



Antoine Clasen Bernard&Massard Expertise area: wine, crémant, sales and marketing



Neil Cocker Tomorrow Street Expertise area: procurement, supply change management, product develop



Pierre-Regis Dukmedjian Simmons & Simmons Luxembourg Expertise area: Tax



Jean-François Faucher XBS Group Expertise area: logistics, aerospace and defence industries





#### Krzysztof Gogol WealthArc

Expertise area: Wealth Management Software



#### Cedric Haas

Expertise area: Marketing/ Communication



Paweł Hermeliński CMS Luxembourg Expertise area: M&A, joint venture transactions, structuring and restructure of corporate group



#### Elisabeth Kampa

**Counsel** Expertise area: Intellectual Property & General Commercial, Litigation



Janine Kewerkopf Sales Manager at Luxair Expertise area: Sales management at Luxair Luxembourg Airli



#### Christoph N. Kossmann IQ-EQ

Expertise area: Corporate Administration, Global Accounting & Consolidation, Fund Administration



Piotr Kozikowski PWC Expertise area: private equity, real estate, international tax, funds



Raymond Krawczykowski Deloitte Expertise area: Tax & Consulting



Marcin Mirek ZET Transport Expertise area: transport, logistics, account management



#### Anna Olejarz BIL

Expertise area: Business Developer



Francis Parisis Global Head of Private Wealth at Intertrust Group



Małgorzata Podrecka CANPACK S.A. Expertise area: Legal, Compliance, Sustainability and PR

#### We are The Business Bridge

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#### Mateusz Pondel

Expertise area: Recruitment, Talent Acquisition, Executive Search



Tad Robinski Managing Partner and CEO at KR Group



Anna Stolarz Winged IT Expertise area: IT Recruitment



Christian Tailleur

**Totalserve** Expertise area: Domiciliation & Management Services



Jean-Marc Ueberecken Arendt & Medernach



Inna Uwarowa CEO, In-Space Services Expertise area: Space industry, Space system engineering, New space



William R. Watson Value4Capital



Josée Weydert NautaDutilh Avocats Luxembourg S.à r.I.



Paweł Wróblewski KPMG Expertise area: Alternative Investments (Real Estate, Private Equity, Infrastructure)

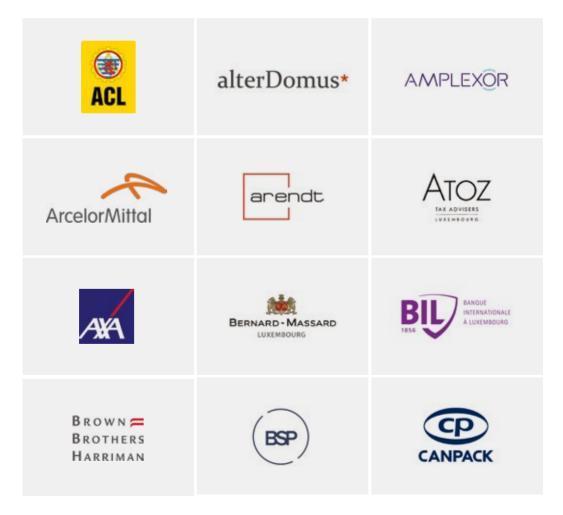


Piotr Zaczek Q Securities Luxembourg Country Head Expertise area: AIF Depositary



### LPCC Corporate Members

#### CORPORATIONS



between Luxembourg and Poland

	C'M'S/ Law.Tax	Deloitte.
大成DENTONS	DOCLER HOLDING	DOMAINES VINSMOSELLE LUXEMBOURG
EXPERTA	<b>EEY</b> Buikding a better working world	gremi INTERNATIONAL
GSK stockmann	<b>Hotailors</b>	ING 🍌
	IQEQ	KPMG
GROUF	LEAWARE	



LOYENS	<sup>©</sup> Luxaiг	💋 MDO
metrosoft	• NautaDutilh avocats luxembourg	
Telecom PSF	PRIVATE EQUITY INSCRITS	pwc_
ROYALTON PARTNERS	S	SOCIETE GENERALE
Securities	WAR WSP DYN ÓLN SKI+ ICY•	
	voxe	

FOR MORE INFORMATION, PLEASE VISIT OUR WEBSITE **WWW.LPCC.LU** 

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between Luxembourg and Poland



### LPCC Corporate Members

#### **SMB** (SMALL AND MEDIUM SIZE BUSINESSES)





CHARLES OAKES	D M D Least by Dutation Leasting	
Falkerin <sup>®</sup>	<b>&gt;</b> finexis	<b>GB</b> Avocats
GRNDWORX focus on what counts	CA KP LABS	look@work Maximise your potentia
LUCENFECTER TIMES Vegetien Verwer Research	Comparing Change	SPAR*
S T I D I A		TOTALSERVE
WWEALTHARC	WING &D IT	BUILDING MARKET LEADERS

# The Luxembourg-Poland **Business Conference**



It is the first conference exclusively focusing on the Luxembourgish and Polish markets, and the synergies they produce through common growth strategies. Joining the conference means having access to a **wealth of fresh market insights**, **industry forecasts**, and a **network of business players** of a given industry.

#### <u>About</u>

- Launched in 2018 for the first time for 300 guests
- Is an annual international conference focused mainly on the bilateral cooperation between Luxembourg and Poland
- The aim of the conference is to gather the experts, professionals, researchers, and other market players of a specific industry
- Is organized annually at the end of November or the beginning of December
- The location of the event alternates between Luxembourg and Poland every year
- The half-day conference features an agenda of speeches and interventions of key industry exponents and discussion panels with experts.

#### Past Editions

- · 2018 Fintech and Regtech (Luxembourg)
- 2019 Partnership in Space Business (Warsaw)
- 2020 Future of Logistics, Digital Strategy and Initiatives in Luxembourg/Poland (Luxembourg)

### LPCC Meet-up's

LPCC Meet-up's are organized every last Thursday once a month. The event gathers up to 80 participants. Meet-up's are dedicated to the open audience, but only LPCC Corporate Members are given the opportunity to present their company. Joining the LPCC Meet-Up as a main actor would **increase your profile** and thus bring your business **more potential clients and partners**, **products and solutions**.

#### The aim of the event

- To showcase our Corporate Member(s) to a greater public through company presentations held on the day of the Meetup (followed by Q&A sessions)
- To help grow the business of our Corporate Members through networking

#### **Promotion of the event**

- Through LPCC website, written invitation, newsletter (over 16.000 contacts) and LinkedIn summary post
  afterwords
- The sponsor has the possibility of distributing marketing materials: brochures, flyers, gadgets, banners, etc.

#### **Benefits of becoming a sponsor**

Fantastic opportunity to share knowledge on specific topics. Great way for your company to put expats residing in Luxembourg and the Grand-Region in direct contact with you. Grow your business with LPCC!

#### Get in touch with us and connect with potential customers effectively.



### The Spring Business Lunch



The Spring Business Lunch is a traditional event organized every year around March. We interview an outstanding business personality. It is a closed and by invitation only event dedicated to our Corporate Members and carefully selected special guests.

#### The aim of the event

• To present one or maximum two inspiring personalities highly involved in the business relations in both countries

#### The Sponsorship includes

- One newsletter announcement plus at least one reminder (each time over 16.000 contacts)
- · Event itself with a selected public up to 120 participants
- Possibility of distributing/displaying brochures, flyers, banners, etc.
- · Possibility of delivering a personalized introduction speech

#### CLOSED EVENT - THE EXCLUSIVE PARTY

### **The Summer Business Party**

Inauguration the warmest season in true business spirit

The Summer Business Party is a close and by invitation event held once per year for Corporate Members only. This exclusive event take places at the Residence of the Pollish Ambassador in Luxembourg. This is **an occasion to acknowledge and celebrate the mutual efforts of diplomacy and business**, both responsible for bridging cultural differences and bringing people together.

#### The aim of the event

- To present a Polish Region to a wider public in Luxembourg
- Opportunities in this region, companies coming from the area which can be presented, promote their products and the investment possibilities like e.g. Special Economic Zones

#### The Polish Region & Company Sponsorship includes

- One newsletter announcement including at least one reminder (each time over 16.000 contacts)
- · Event itself with a selected guests up to 120 participants
- Possibility of distributing/displaying brochures, flyers, banners, etc.
- · Possibility of delivering a personalized introduction speech
- · Possibility of presenting Polish Region (15-minute presentation) & Company (5-minute presentation)

#### In 2018, starting with the Kujawsko-Pomorskie Region, we established a tradition of presenting year by year all the 16 Polish regions, their economic power and business potential.



### **Entrepreneurial Woman Project**

Empowering women and embracing business opportunities



#### **History and Mission**

- Established in 2014 by the Luxembourg-Poland Chamber of Commerce with the support of the Ministry of Economy, the Polish Embassy in Luxembourg, and the Luxembourgish Embassy in Poland
- The series of workshops is addressed to English speaking women of all nationalities
- The training is focused on helping the participants understand the processes, challenges, risks as well as rewards of starting and successfully running their own business in Luxembourg

#### <u>Results</u>

- Over 100 creative and ambitious ladies apply to take part in the project each year. To provide the optimal learning experience the LPCC selects up to 30 participants for each edition
- 3-7 new businesses are launched in Luxembourg each year as a direct or indirect result of the project

The Luxembourg-Poland Chamber of Commerce aims at creating long lasting and mutually beneficial relationships with young entrepreneurs, partners, and professional advisers. Working with multiple supporters and experts in business development and law. The entrepreneurial network is constantly expanding giving countless opportunities for business connections.

#### Areas of Study and Structure of Workshops

All our business training sessions include presentations from experts in their fields, real life case study examples and work activities. During around 40 hours of workshops with ~12 professional trainers coming from different business and law sectors, the participants learn how to create, develop and conduct their new and existing businesses (Subjects: Generate and assess business ideas / Develop creative problem-solving skills required in entrepreneurial businesses / Create a business model canvas and business plan / Analyse market opportunities / Develop a business model and competitive strategy / Obtain a business license in Luxembourg / Raise money from venture investors / Make a professional investor presentation / Recognize the business entities in Luxembourg / Fulfil tax obligations / Establish your successful business network in Luxembourg).

The workshops are held over six full Saturdays in the fall in Luxembourg City, starting on the last Saturday of September.

The Grand Finale usually takes place at Arendt House, Kirchberg on the first Monday evening after the workshops end. Upon successful completion of the program the participants receive their diplomas, and the winners of the Best Business Idea Presentation are announced by sponsors.

All participants are offered a free private membership at the LPCC for a full year.

#### Final Presentation – Best Business Idea Presentation

On the last day of training with the skills acquired during the workshops, the participants present their business ideas in a form of a short presentation. The presentations are judged on the uniqueness of the idea among others, knowledge of the targeted market and the effectiveness of the pitch.

Participants stand a chance to win generous prizes from the sponsors.

#### **Benefits**

By the end of the workshops, you will gain:

- A network of businesswomen to support you throughout your entrepreneurial journey
- The knowledge skills to navigate the business environment in Luxembourg
- The confidence to pursue your objectives



### Make new connections, build and expand business relationships:

#### **THROUGH NETWORKING**

- Access to over 60 Corporate Members cooperating with several thousand businesses
- Access to international board-level business and government decision-makers
- Access to our high-quality networking and VIP events
- Support for the import and export industries
- <sup>[A]</sup> Interact with well-known international experts
- nowledge

#### **GAIN VISIBILITY**

- Promote your business via our newsletter
- Active promotion through our website and social media
- Engage as a speaker
- E Become a partner or sponsor of our yearly around
- 14 annual events across both countries



## **Join us**

and we will make sure you get the best out of your corporate or private membership





### **Business Development Consulting for the Luxembourgish Market**

As a non-profit organization, the LPCC's primary objective is the bilateral, two-way linking of businesses in Luxembourg and Poland, and we are always on the lookout for new ways of fostering synergies between the two countries.

In response to the emerging interest in supporting companies operating successfully in Poland looking to expand in Luxembourg, the LPCC is expanding its offer to include business development consultancy.

#### Your Profile:

You are a business owner or manager. Your company has a solid reputation on the domestic market and is either looking to or in the process of expanding abroad. Luxembourg is a potential target market for your expansion. You are looking for a network of partners, distributors, and suppliers locally to represent your business in Luxembourg.

#### Our Offer:

- 1. Identification of ideal partner/distributor/supplier profile
- 2. Local market research and development of sales and presentation strategy
- 3. Shortlisting of potential partners and database creation
- 4. Direct communication with potential partners
- 5. Organization of meetings with potential partners
- 6. Follow-up with potential partners

#### The services provided are fully customizable according to your

real business needs.

We are a business-oriented, diverse team made up of professional, passion-driven people looking to support you and your business ventures. Get in touch and grow with us!



## 2021 LPCC Events

28 January	Meet Up	Individual presentation of LPCC Corporate Members
25 February	Meet Up	Individual presentation of LPCC Corporate Members
17 March	The Spring	J Business Lunch
25 March	Meet Up	Individual presentation of LPCC Corporate Members
22 April	Meet Up	Individual presentation of LPCC Corporate Members
20 May	Meet Up	Individual presentation of LPCC Corporate Members
07 June	3rd Luxem	bourg Poland Business Conference Subject to be announced
08 June	The Summer Business Party	
24 June	Meet Up	Individual presentation of LPCC Corporate Members
23 September	Meet Up	Individual presentation of LPCC Corporate Members
25 September	Entrepren	eurial Woman Project Six Saturdays Training
28 October	Meet Up	Individual presentation of LPCC Corporate Members
08 November	General As	ssembly and Entrepreneurial Woman Awards
25 November	Meet Up	Individual presentation of LPCC Corporate Members
30 November	4th Luxem	bourg Poland Business Conference Subject to be announced



For more information visit our website

Also find us on





