



# We are The Business Bridge

between Luxembourg and Poland

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# Contents



About	the	LPCC	04

Our Board and Team 05

Advisory Board Members 06

Honorary Members 07

Experts 08

Members: Corporations 11

Members: Small & Medium Businesses 14

Flagship events 16

Why Join? 22

Business Development Consulting 24

for the Luxembourgish Market

Upcoming Events 25

## 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.







# The LPCC Board



**Artur Sosna** President

**Adam Tymofiejewicz** Vice-President

Board Member

Grzegorz Peczkowski Aleksandra Wróbel **Board Member** 





# Our Team



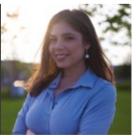
**Bartosz Jałowiecki** Director LPCC Poland



Marta Andrzejewska Senior Project Manager



Paula Kwiatkowska Business Development Manager Administrative Assistant



Valeria Pezzino

# The LPCC Advisory Board Members



Marcel Goeres
President Goeres Group,
Luxembourg



Serge Krancenblum
IQ EQ Group
Executive Chairman



Raymond Krawczykowski Tax Leader, Deloitte, Luxembourg



Prof. Dr Franck Leprévost VP Organization & Intl. Relations University of Luxembourg



John Parkhouse Managing Partner, PWC Luxembourg



Konrad Staniecki
CFO and Board Member
at Axa Luxembourg
and Axa Wealth Europe



Cindy Tereba
Director at Chamber
of Commerce, Luxembourg



Jean-Marc Ueberecken
Managing Partner,
Arendt & Medernach



Josée Weydert Managing Partner NautaDutilh Avocats Luxembourg S.à r.l.



Paweł Wróblewski Partner, KPMG

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



Olivier Bertrand
EY Luxembourg
Expertise area: International Tax,
Expertise area Private Equity, Funds



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
GB Avocat
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



Petya Dimitrova ATOZ Tax Advisers Expertise Area: International taxation, funds structuring, private equity, real estate.



Eric T. Engelmeyer
Société Générale Private Banking
Luxembourg
Expertise area: area Private Banking –
Wealth Management – Wealth Structuring – Financing – Philanthropy



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



Richard Fauvel
ATOZ Tax Advisers
Expertise Area:
Corporate Implementation



Krzysztof Gogol WealthArc Expertise area: Wealth Management Software



Cedric Haas ACL Expertise area: Marketing/ Communication



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



Janine Kewerkopf Luxair Luxembourg Airlines Expertise area: Sales management



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



Luc Maquil
MAQIT
Expertise area: IT specialist
in Enterprise Architecture,
IT Governance, Risk Management,
and IT Compliance



Tamas Mark
IQ-EQ Luxembourg



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



Anne Morel
Bonn Steichen and Partners
Luxembourg
Expertise area: Employment
Compensation & Benefits, Data
Protection & Privacy, AML Compliance, Intellectual Property & General
Commercial, Litigation



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



Mateusz Pondel AQTEEV 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
Managing Director at LGL
Corporate Services Luxembourg
Expertise area: Domiciliation
& Management Services



Jean-François Trapp Baker McKenzie



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



Jean-Marc Ueberecken **Arendt & Medernach** 





William R. Watson Value4Capital



Josée Weydert Nauta Dutilh Avocats Luxembourg S.à r.I.



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



Monika Wójcik TMP Group Poland



Piotr Zaczek

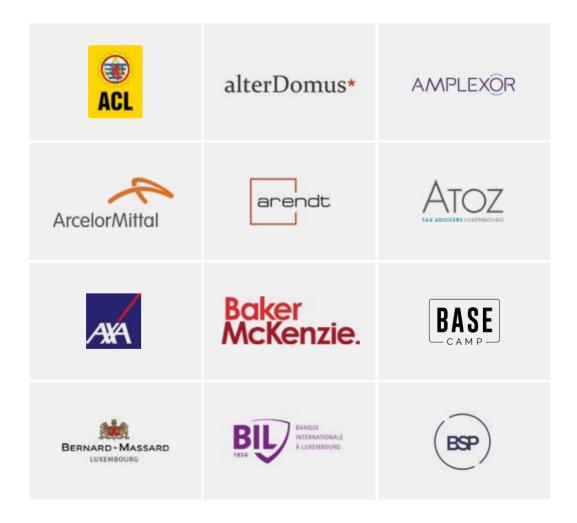
Q Securities

Luxembourg Country Head

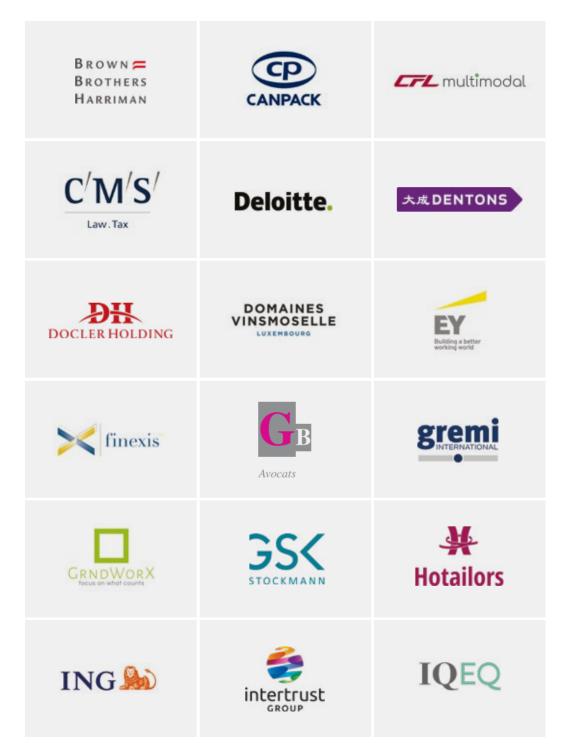
Expertise area: AIF Depositary

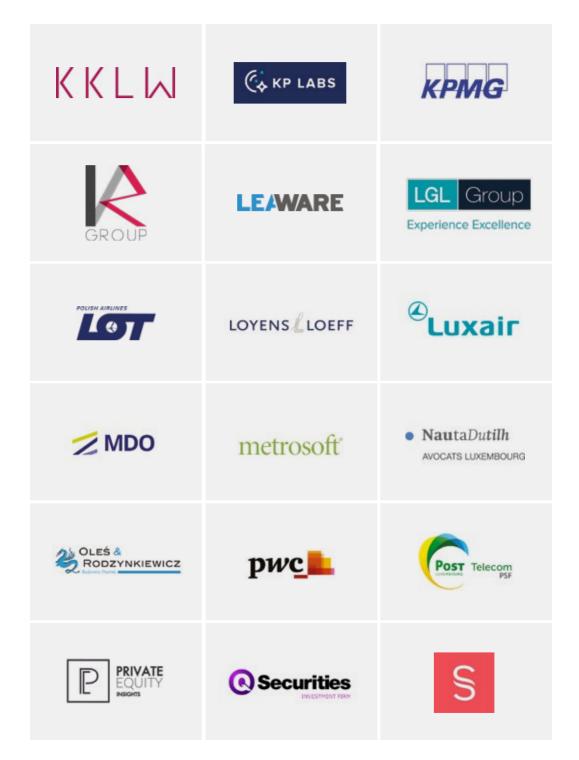
# LPCC Corporate Members

### **CORPORATIONS**

















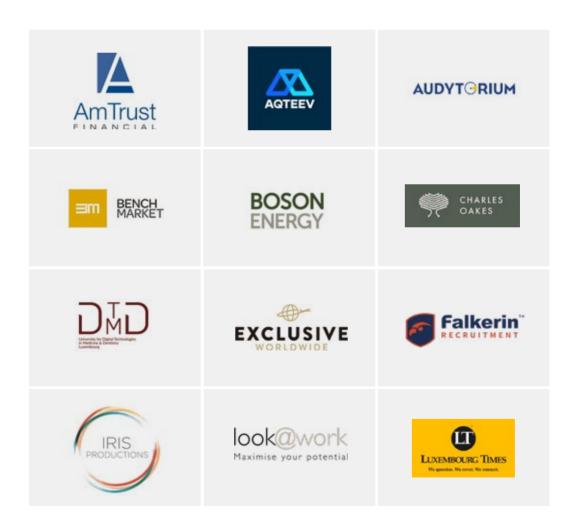




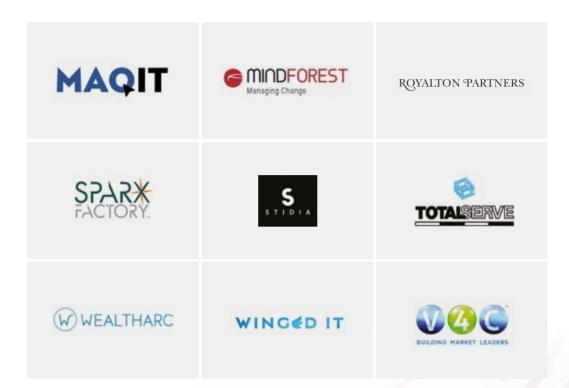


# LPCC Corporate Members

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







# 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.

### **About**

- 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

### **Results**

- 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

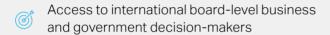


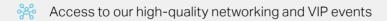
# **Make new connections**, build and expand business

# build and expand business relationships:

### THROUGH NETWORKING







Support for the import and export industries

Interact with well-known international experts

Acquire and share knowledge

### **GAIN VISIBILITY**

Promote your business via our newsletter

Active promotion through our website and social media

Engage as a speaker

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!



# LPCC Events

### 2021/2022

23 September 2021	Meet Up	Individual presentation of LPCC Corporate Members		
25 September 2021	Entrepreneurial Woman Project Six Saturdays Training			
28 October 2021	Meet Up	Individual presentation of LPCC Corporate Members		
08 November 2021	General Assembly and Entrepreneurial Woman Awards			
25 November 2021	Meet Up	Individual presentation of LPCC Corporate Members		
30 November 2021		nbourg Poland Conference	Future of logistics. Digital Strategy and Initiatives in Luxembourg & Poland	
27 January 2022	Meet Up	Individual presentation of LPCC Corporate Members		
24 February 2022	Meet Up	Individual presentation of LPCC Corporate Members		
23 March 2022	The Spring Business Lunch			
31 March 2022	Meet Up	Individual presentation of LPCC Corporate Members		
28 April 2022	Meet Up	Individual presentation of LPCC Corporate Members		
19 May 2022	Meet Up	Individual presentation of LPCC Corporate Members		
20 June 2022	Meet Up	Individual presentation of LPCC Corporate Members		



For more information visit our website

Also find us on





