



The 3rd Luxembourg–Poland
Business Conference

Future of logistics

Digital Strategy and Initiatives in Luxembourg and Poland

Conference Guide

30 November 2021 | Chamber of Commerce in Luxembourg

3

The 3rd

Luxembourg–Poland
Business Conference

Future of logistics

**Digital Strategy
and Initiatives in
Luxembourg and Poland**



LEADING
PARTNERS



Ambasada
Rzeczypospolitej Polskiej
w Luksemburgu



GRAND-DUCHÉ DE LUXEMBOURG
Ambassade à Varsovie



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



**CLUSTER
FOR
LOGISTICS**
LUXEMBOURG
ADDING VALUE IS THE KEY.

MEDIA PARTNERS



The aim of the conference is **to create a platform** for presentations, discussions and **experience** in the field of innovation and digital solutions.

HONORARY PATRONAGE

Minister of the
Economy
of the Grand Duchy
of Luxembourg,
Mr Franz Fayot



Minister of Economic
Development
and Technology of
the Republic of Poland,
Mr Piotr Nowak





Mr. Piotr Wojtczak

Ambassador of the Republic of Poland
to the Grand Duchy of Luxembourg



It is my great honour to welcome you all today at the 3rd Luxembourg-Poland Business Conference. This edition is special, because it is taking place after an interval caused by the COVID-19 outbreak and, as a result, when we are celebrating 100 years of the Polish-Luxembourgish diplomatic relations. Consequently, the anniversary provides an opportunity to summarise the long-lasting bilateral economic cooperation.

Obviously, the real basis for any common undertaking is human capital. The pandemic has made us aware of how important the social interactions are. It is clear that a key role in their development, especially on the international level, is played by the digital and transport sectors which have not only managed to withstand the successive lockdowns, but have also made significant progress. Last year's experience has reinforced our conviction that it had been the right choice to make the future of logistics the main subject of the conference.

We may give many examples illustrating the enormous potential for boosting connectivity between our countries, on the business as well as on the people-to-people level. A rail motorway between Bettembourg-Dudelange and Swarzędz launched by CLIP Intermodal and CFL multimodal at the beginning of February is only one of them. Therefore, I wish to express my appreciation to the organisers, both LPCC and Luxembourg Chamber of Commerce, hoping that the event will contribute to fully realizing the mentioned potential.

Mr. Paul Schmit,

Ambassador of the Grand Duchy of
Luxembourg to the Republic of Poland



Let me start by congratulating the Luxembourg-Poland Chamber of Commerce (LPCC), for organizing the 3rd edition of the Luxembourg-Poland Business Conference. The two previous editions focused on issues belonging to new technologies – respectively Fintech and Regtech in 2018, and exploration and utilization of space resources in 2019. The success and the results achieved during these two events encouraged the LPCC and the respective Embassies to hold this 3rd conference, this time dedicated to logistics. This sector has always been a field of enhanced cooperation between our two countries. One of the most successful examples of this cooperation is the launch of an intermodal connection between Swarzędz-Poznań (Poland) and Bettembourg (Luxembourg). This project based on new technologies became an inspiration for topics of the 3rd Luxembourg-Poland Business Conference.

Luxembourg has established itself as an ideal multimodal logistics hub for value-added logistics activities. Its well-developed and interconnected infrastructure enables rapid and cost-effective management. It is especially successful when it comes to value-added logistics while Poland is the most ambitious actor in the logistics sector in Central and Eastern Europe. Together we are a perfect match and together we can achieve a lot.

Initially foreseen for 2020, the COVID-19 pandemic forced us to postpone this 3rd edition to 30 November 2021. The pandemic changed the world. However, crises are also often drivers of change, awake creativity and create new opportunities. That is certainly the case for the logistics sector. Thus, the subject of this conference became even more relevant and I am convinced that this event will open new possibilities for cooperation in the logistics sector between our countries. I am particularly pleased that the conference takes place in the year in which Luxembourg and Poland celebrate the centenary of their bilateral diplomatic relations. I avail myself of this opportunity to wish both our countries further success in all domains of public life, and especially new common achievements in business. Let me also stress that the Embassy of Luxembourg in Warsaw remains at your disposal to assist you in the best possible way. I hope that, COVID-19 permitting, a next meeting of this kind in Warsaw, in coordination also with the recently established Polish-Luxembourg Chamber of Commerce (PLIG), could be organized in 2022.



Agenda

12.00 – 14.00 Lunch at the Polish Embassy in Luxembourg

14.30 – 16.00 Meeting with CFL Multimodal in Bettembourg

17.15 – 18.00 Registration

18.00 – 18.30 Welcome speeches

Welcome by:

H.E. Piotr Wojtczak – Ambassador of the Republic of Poland in Luxembourg

Artur Sosna – President of the Luxembourg-Poland Chamber of Commerce

Carlo Thelen – Director of the Luxembourg Chamber of Commerce

Keynote speech by:

H. E. Piotr Nowak – Minister of Economic Development and Technology
of the Republic of Poland

H. E. Franz Fayot – Minister of Economy of the Grand Duchy of Luxembourg

18.30 – 20.00 Panel discussions

1st panel: European Green Deal – Contribution of a Dual-Hub Strategy between Poland and Luxembourg

Introduction: **Paweł Stelmaszczyk** – Policy Officer, DG Move, European Commission, Brussels

Moderation: **Malik Zeniti** – Director, Cluster for Logistics Luxembourg a.s.b.l.

Panelists: **Tomasz Szymczak** – Acting CEO, Warsaw Modlin Airport

Barbara Chevalier – Director Strategy and Business Development, CFL multimodal

Teodor Łukasz Kula – Chief Business Development Officer, Done Deliveries company,
Board Member of PSML

2nd panel: Logistics and Supply Chain challenges – digitalization

Introduction: **Philippe Hemard** – Founder and Change Enabler, PHC

Moderation: **Marianne Hoffmann** – Project Manager, Ministry of the Economy
of the Grand Duchy of Luxembourg, DG Industry, New Technologies and Research

Panelists: **Philippe Hemard** – Founder and Change Enabler, PHC

Prof. Dr Benny Mantin – Professor and Director, Luxembourg Centre
for Logistics and Supply Chain Management (LCL) at the University of Luxembourg

Rafał Brzoska – CEO, Interger.pl / Inpost Group

Witold Ferenc – Founder, Open Checkout, Inc

20.00 – 20.30 Conference summary and conclusions

20.30 – 22.00 Networking

Conference

Special Guests



Franz Fayot

Minister of Economy,
Grand Duchy of Luxembourg



Piotr Wojtczak

Ambassador of the Republic
of Poland to the Grand
Duchy of Luxembourg



Piotr Nowak

Minister of Economic
Development and
Technology
Republic of Poland



Paul Schmit

Ambassador of the Grand
Duchy of Luxembourg
to the Republic of Poland

Conference **Panelists and Moderators**

1st panel

European Green Deal – Contribution
of a Dual-Hub Strategy between
Poland and Luxembourg

M O D E R A T O R



Malik Zeniti

Director, Cluster for Logistics Luxembourg a.s.b.l.

Dipl.-Ing. (KIT) started in aircraft industry. Since joining DuPont in 1990 he had technical, marketing and business assignments. In construction he established distribution across Eastern-Europe. In medical packaging the EMEA segment doubled in volume and customers in 5 years. His business development team launched a patent-protected Coolchain product line for DuPont. Since 2015 at the Cluster for Logistics Luxembourg, he leads sustainable supply chain initiatives to reinforce awareness, collaboration and talent development.

P A N E L I S T S**Tomasz Szymczak**

Acting CEO, Warsaw Modlin Airport

An experienced C-level manager in the fields of transport and infrastructure, technology and professional education. 2002 Executive MBA Danube University, Austria. 2013 Ph.D. University of Gdansk – dissertation: Global duopoly in manufacturing large civilian airplanes based on transatlantic competition between Boeing and Airbus. Led restructuring of several indepted trasport and service companies in Poland – Centralwings low cost and charter airlines, Lodz Airport and currently Warsaw Modlin Airport. Managed and adviced several Public – Private Partnerships projects (ia A-1 Motorway Gdansk – Torun). Academic teacher in the fields of transport economics, supply chains management and international economic relations. Worked as a Managing Board Member of Polish Erasmus Program National Agency (2010-2014) and CEO of Gdansk Entrepreneurship Incubator Starter (2017-2021). Member of several supervisory boards of service companies in Central and Eastern Europe.

**Barbara Chevalier**

Director Strategy and Business Development, CFL multimodal

Barbara Chevalier joined CFL multimodal in 2010. Graduated in Business Administration from SKEMA Business School, she began her career at BASF AG where she was SCM Project Manager. She joined Andersen Luxembourg in 2001, and then EY, where she worked on advisory assignments in the field of Performance Improvement, Transaction services and Public Policy Evaluation. Since 2015, she is in charge of Strategy, M&A, Communication and Business development at CFL multimodal.

**Teodor Łukasz Kula**

Chief Business Development Officer, Done Deliveries company, Board Member of PSML

Teodor Kula has more than 20 years working in multinational business environment of supply chain. Since 2009 he successfully realized market launch of Hitachi Transport System Group in Poland. Currently he joined to Done! Deliveries company, where he is responsible for transformation of company into digital forwarder. For more than four years Teodor Kula has been on the Board of Polish Supply Management Leaders (PSML) where he is coordinating develop of project Kolej na Polskę, which main target is to strength role of Polish business in Belt and Road Initiative (BRI).

2nd panel

Logistics and Supply Chain challenges digitalization

I N T R O D U C T I O N



Philippe Hemard

Founder and Change Enabler, PH

For more than 25 years, Philippe's role has been working to develop end-to-end Supply Chain organization particularly in E-commerce. Philippe spent 18 years at Amazon building their European Supply Chain finishing as Vice President European Logistics in Luxembourg. Since March 2018, Philippe has been focusing on consulting, advising and teaching. Philippe Hemard has a Master's degree in Logistics received from the University of Aix-en-Provence, France.

M O D E R A T O R



Marianne Hoffmann

Project Manager, Ministry of the Economy of the Grand Duchy of Luxembourg,
DG Industry, New Technologies and Research

She joined the Ministry of the Economy in 2017. Ms. Hoffmann is involved in the development of the logistics and supply chain sector in Luxembourg, which is one of the key sectors of Luxembourg's economic development policy. Within her function, she is also dealing with state aid cases in the context of corporate innovation and R&D projects. Marianne Hoffmann graduated from HEC Lausanne with a Master of Science in Management. Recently, she obtained a Certificate of Advanced Studies in AI Management from the University of Applied Sciences in Business Administration Zurich.

P A N E L I S T S**Prof. Dr Benny Mantin**

Professor and Director of the Luxembourg Centre for Logistics and Supply Chain Management (LCL) at University of Luxembourg

Benny Mantin is a full professor and the Director of the Luxembourg Centre of Logistics and Supply Chain Management (LCL). The LCL's moto "Innovate! Impact! Inspire!" reflects its excellence along 3 pillars: research, education and outreach. The LCL, which is a member of the MIT's SCALE network, closely works with industry stakeholders. Benny's research covers diverse aspects of supply chain management, transportation, and revenue management. Benny moved to Luxembourg in 2017 following a tenure of 9 years at the University of Waterloo.

**Rafał Brzoska**

CEO, Interger.pl / Inpost Group

Rafał Brzoska – The founder and co-owner – together with the American investment fund Advent International – of the Integer.pl Group – the leader of the logistics business in Poland. The most valuable assets of Integer.pl Group are the world's largest self-service APM InPost network – which only in Poland has 12000 devices. InPost is the largest courier operator in Poland. For many years, the innovative services provided by this company have successfully revolutionized the Polish and international logistics sector.

**Witold Ferenc**

Founder, Open Checkout, Inc

E-commerce and e-grocery entrepreneur. Founder and long-time CEO of the largest e-grocery service in Poland – Frisco.pl. Currently he is a founder of a fin-tech startup OpenApp that is providing advanced software logistics services for e-grocery sector (open-routing.com) and checkout solutions for a broader e-commerce sector.



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 70 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 à Varsovie



Ambasada
Rzeczypospolitej Polskiej
w Luksemburgu



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

We are the first...

We are pleased to announce that the Luxembourg-Poland Chamber of Commerce was the first organization in Luxembourg to be granted the official recognition of bilateral Chamber of Commerce by Luxembourg Chamber of Commerce.



The LPCC Board



Artur Sosna
President



Adam Tymofiejewicz
Vice-President



Grzegorz Peczkowski
Board Member



Aleksandra Wróbel
Board Member

Our Team



Bartosz Jalowiecki
Director LPCC Poland



Marta Andrzejewska
Senior Project Manager



Paula Kwiatkowska
Business Development Manager



Valeria Pezzino
Administrative Assistant



Katarzyna Bialek
Administrative Assistant



Emilia Karkoszka
Assistant



Jarosław Kozluk
Intern

The LPCC Advisory Board Members



Marcel Goeres
President Goeres Group,
Luxembourg



Serge Kranczenblum
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, PWC

LPCC Honorary Members



Paul Schmit
**Ambassador of Luxembourg
to Poland**



Piotr Wojtczak
**Ambassador of Poland
to Luxembourg**



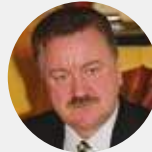
Conrad Bruch
**Former Ambassador of
Luxembourg to Poland**



Bartosz Jałowicki
**Former Ambassador
of Poland to Luxembourg**



Georges Faber
**Former Ambassador
of Luxembourg to Poland**



Dr Donat Jagiello
**Director, Colmet,
Luxembourg**

The LPCC Experts



Bruno Bagnouls
**Head of Sales and Relationship
Manager at AlterDomus**



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
Spax 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



Anja Grenner
Head of Sales Fund Services Luxembourg at TMF



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



Wojciech Kowalczyk
Attorney at law – Senior associate

Expertise area: Mergers&Acquisitions, Real Estate, Corporate Advisory, Asset Management

We are The Business Bridge

between Luxembourg and Poland



Raymond Krawczykowski
Deloitte
Expertise area: Tax & Consulting



Łukasz Małecki
Associate Director
at AlterDomus



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



Tamas Mark
Client Director
and Head of Real Estate
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 Compli-
ance, Intellectual Property & General
Commercial, Litigation*



Anna Olejarz
BIL
*Expertise area:
Business Developer*



Katarzyna Ozga
General Manager
at Iris Group



Francis Parisis
Managing Director at PwC



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



Mateusz Pondel
AQTEEV
*Expertise area: Recruitment, Talent
Acquisition, Executive Search*



Kasia Radziszewska
Founder Prokids SARL
and CEO at IMMI SARL
Management
*Expertise area: Marketing
and Development*



Tad Robinski
Managing Partner
and CEO at KR Group



Anna Stolarz
Winged IT
Expertise area:
IT Recruitment



Paweł Sujecki
President of the
Management Board
at Proservice Finteco Group



Christian Tailleux
Managing Director at LGL
Corporate Services Luxembourg
Expertise area: Domiciliation
& Management Services



Jean-François Trapp
Partner and Co-Head of
the Real Estate Department
and the Banking&Finance
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
NautaDutilh Avocats
Luxembourg S.à r.l.



Paweł Wróblewski
PWC
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



BROWN 
BROTHERS
HARRIMAN



CFL multimodal

C/M/S'
Law . Tax

Deloitte.

大成 **DENTONS**


DOCLER HOLDING

**DOMAINES
VINSMOSELLE**
LUXEMBOURG



gremi
INTERNATIONAL


GRNDWORX
focus on what counts

GSK
STOCKMANN

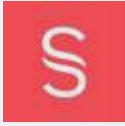

Hotailors

ING 


intertrust
GROUP

IQEQ



Global reach
Local knowledge



LPCC Corporate Members

SMB (SMALL AND MEDIUM SIZE BUSINESSES)



Avocats





ROYALTON PARTNERS



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
- 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
- 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)

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 afterwards
- 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 of 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 place at the Residence of the Polish 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 and 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-minutes presentation) and 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. LPCC is also 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 70 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



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



<https://lpcc.lu/members/applications/>



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

2022

February 24	LPCC meetup with Luxair
March	Conference on Arts and Finance with Société Générale in Poland
March 24	Spring Business Lunch
March / April	Event with LuxReal on Real Estate Luxembourg-Poland
June 9	Summer Business Party and 10th Anniversary of LPCC
September till November	9th edition of Entrepreneurial Woman Project
November 14	General Assembly and Final EWP
November	4th Luxembourg-Poland Business Conference in Poland



For more information visit our website

Also find us on



www.lpcc.lu



[/lpbc.lu](https://www.facebook.com/lpbc.lu)



[/company/5355090](https://www.linkedin.com/company/5355090)