



Nordicnews

Publication by the Nordic Chamber of Commerce in Croatia

01
Apr 2011

Interview with Mr. Andreas Wahlgren, Managing Director of Volvo Trucks Adriatic 1

> page 3



Photo: Solve Sundsbø / The Royal Court

Their Majesties King Harald and Queen Sonja

Upcoming:
State visit from Norway to Croatia

> page 9



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CHAMBER of
COMMERCE in
CROATIA

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Upcoming:
Midsummer Celebration 2011

> page 10



HOTEL ANTUNOVIĆ

ZAGREB

Member profile:
Hotel Antunović Zagreb

> page 4

Editorial

Letter from Executive Director



Dear members, Dear readers,

I am pleased to present you the first edition of Nordic News in 2011 in which we bring you news from Nordic Chamber of Commerce and our Nordic-Croatian community, in general.

After quite a long winter season in Croatia and especially in the Nordic countries, we are now enjoying the spring spirit with all natural beauties and the diversity of colours that this season brings, including the fantastic weather conditions. The birth of the new life cycle, variety of vivid colours, longer, brighter and sunnier days mark the beginning of another new period creating for each of us additional motives for new challenges and their realization. Although this idealistic image is unfortunately not applicable completely to the current economic situation, present circumstances are however more optimistic than earlier. The unavoidable topic of the global economic and financial crisis has been frequently addressed also in my previous editorials. From today's perspective, the first quarter of the year was marked by the continuous positive trend in the process of economic recovery in the Nordic countries. Sweden, as the largest and most populated of the Nordic countries is an example of this positive tendency. According to his recent address in March, Mr. Anders Borg, the Swedish Minister of finance announced that the government expects Sweden's GDP to grow by 4.8 percent in 2011, up from its previous estimate of 3.7 percent. In addition, for 2012, the government expects Sweden's economy to grow by 3.5 percent, slightly higher than its previous estimate given in October of 3.4 percent. As regards Croatia, the activities on the domestic political scene, election year, as well as the ongoing EU accession negotiations, 2011 presents a very important and challenging year for Croatia. When it comes to Croatia's economy, different finance analysts and experts state that the recovery is still slow and unstable and that reforms need to be implemented. According to the World Bank sources, a growth of 1.5 percent is predicted but with risks enhanced by large domestic demand, high unemployment rate, high costs of food and crises at the margins of the Eurozone. Being aware of the demanding process that

the entrepreneurs and business community in general will be faced with in the first days of Croatia's EU membership, Nordic Chamber initiated the organization of luncheon with H.E. Paul Vandoren, Head of EU Delegation to Croatia on the topic of "What to expect in the first days of Croatia's EU membership?" Ambassador Vandoren gave an overview of the current status of Croatia's EU accession negotiations outlining some of the measures recently taken by the Government of the Republic of Croatia aimed to close the negotiations on the few remaining chapters. Extended information about this event that raised great interest among the Nordic-Croatian business people can be found on page 7.

In this issue we have prepared for you numerous interesting topics, among which we would like to highlight the following few. On page 3, we bring you the interview with Mr. Andreas Wahlgren, new Managing Director of Volvo Trucks Adriatic 1 who was recently appointed to this position. Mr. Wahlgren shares his experience and knowledge about the similarities and differences of the markets in this region.

Furthermore, we introduce you our new members: Eco Consult d.o.o., Ericsson Nikola Tesla d.d., Hartmann d.o.o., Nokia Siemens Networks Zagreb d.o.o. and Radisson Blu Resort, Split.

In the section Events in brief you will find the overview of the latest events and activities organized by the Chamber and its members, while in the section Upcoming events we present you the forthcoming activities. In March, the Chamber had its regular annual General Assembly during which the results achieved in 2010 were presented, as well as the business plan, including objectives for 2011. Executive office of the Chamber, together with new elected Board of Governors aims toward new challenges and goals, such as further strengthening of business relations between two regions, creating new business opportunities, intensifying cooperation with Nordic embassies in Croatia, as well as further promoting Nordic business community

April 2011, No. 1

Nordicnews

Contents

Editorial.....01

Interview with
Mr. Andreas Wahlgren,
Managing Director of
Volvo Trucks Adriatic 1.....03

Member profile:
Hotel Antunović Zagreb.....04

Introducing new members..... 06

Events in brief by
Nordic Chamber of Commerce.....07

Events in brief.....08

Upcoming events.....09

Member to member
program.....11

Membership information.....13

Editorial

in the public.

Among the upcoming events, it is my special honour to announce the upcoming state visit of Their Majesties King Harald V and Queen Sonja of Norway to the Republic of Croatia in the period 12 – 13 May 2011. On the occasion of the visit, a separate program will be organized for the Norwegian business delegation as a part of Croatian –Norwegian Forum of Competence. The Forum is expected to contribute to the improvement of business and trade relations between Croatia and Norway. The announcement can be found on page 9.

Another important event that will certainly significantly further improve Croatian-Swedish business relations and open the door for

establishing new cooperation will take place in Stockholm at the beginning of May. The forum "Croatia – business opportunities" is organized by the Stockholm Chamber of Commerce while the co-organizers are Croatian Swedish Chamber of Commerce, Croatian Chamber of Economy and Nordic Chamber of Commerce in Croatia.

I would like to take the opportunity and invite you, for the fourth time, to the celebration of one of the most important Nordic holidays, the lightest day of the year – Midsummer. We are proud to continue with the tradition of celebrating this unique Nordic holiday and together with our members, business partners and friends welcome the arrival of sum-

mer and the birth of new life cycle. We hope that you will be able to join us at Lake Budek in Zagreb on Thursday, 9 June and together with us celebrate Midsummer in an attempt to bring the summer spirit shortly before the official arrival of this beautiful season time.

Finally, I wish you a pleasant reading of the forthcoming Nordic News and I am looking forward to seeing you at one of our forthcoming events.

Sincerely,

Gordana Fuštar
Executive Director
Nordic Chamber of Commerce

Nordicnews

Calendar of activities

May: Forum „Croatia – Business opportunities“, Stockholm, Sweden

State visit from Norway to Croatia

International Fair of New Technologies – iFONT 2011, Split

June: Midsummer Celebration

Business Breakfast

July: Nordic News

Wake up with a view in Split!

We are minutes from the historic town and miles away from ordinary. The brand new Radisson Blu Resort Split, Croatia is located on the Adriatic coast with magnificent panoramic views of the islands.

Radisson Blu Resort
Put Trstenika 19, HR-21000 Split, Croatia
Tel: +385 21 303030, Fax: +385 21 303031
info.split@radissonblu.com
radissonblu.com/resort-split

Radisson **BLU**
RESORT, SPLIT



Interview with Mr. Andreas Wahlgren, Managing Director of Volvo Trucks Adriatic 1

We are pleased to introduce Mr. Andreas Wahlgren, new Managing Director of Volvo Trucks Adriatic who was appointed to this position in January 2011. Mr. Wahlgren has been with Volvo Trucks since 1998 and he came to Croatia from the position of Managing Director of Volvo Trucks Bosnia and Herzegovina.

1. Mr. Wahlgren, you have been appointed director of Volvo Trucks Croatia in January 2011. What are your impressions so far?

My first months here in Croatia have been great and I am very positive to what I have seen and experienced here until now, both from a business point of view and private. I'm very impressed with the country and especially with all friendly people.

2. Apart from Croatia, you are also the director of Volvo Trucks Slovenia and Bosnia and Herzegovina. How would you describe the similarities and differences between these three markets? What would you point out as main advantages and possibly, main difficulties in doing business in Croatia?

There are many similarities between these markets. From the business point of view I think that building close customer relations is very important in all these markets. It is very important to visit the customers and frequently communicate with them in order to understand their specific needs and requirements. Based on this information, we can provide the customer with complete tailor-made transport solutions. Some main advantages of doing business in Croatia are the competent labour force, location, well established road infrastructure and great business opportunities with future integration of Croatia into to European Union.

3. Volvo Trucks has always been a recognizable brand in Croatia, known for its high quality design and safety. Can you outline some of the Company's priorities regarding its presence in Croatia, in terms of strategy?

Croatia is an important market for Volvo Trucks with many loyal Volvo customers. Our future mission is to make our customer even more profitable by choosing Volvo Trucks as a business partner. It is very important to have local presence in strategic places in the country so we can react fast on the demands from our customers. We also want to further develop the total solution for our customers. This means not only great trucks but also complete vehicles for different applications like tractors with trailers, construction vehicles with complete bodies, genuine Volvo

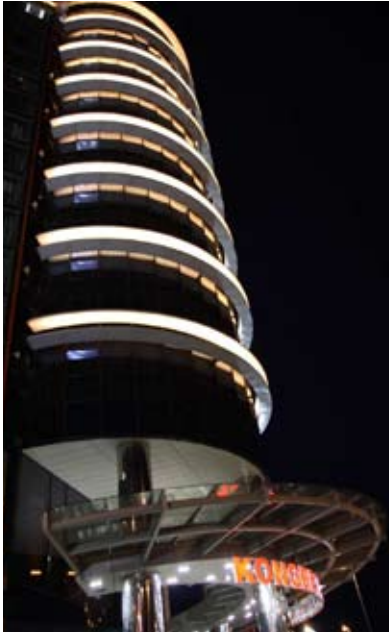
service, genuine Volvo parts, driver trainings, financing and different transport information systems.

4. Having in mind the still ongoing global financial and economic crises, has Volvo Trucks felt any direct consequences in its business activities in Croatia and in the region?

The truck business is cyclical. Currently the truck industry is in a quite difficult situation in Croatia and no one can really predict for how long this situation will last. Anyway, for us within Volvo Trucks it is very important to continue to focus on the customer satisfaction and continue to develop the image for our trucks and the aftermarket. We need to continue to develop ourselves in order to be prepared for the future upturn.



Member profile



ANTUNOVIĆ HOTEL AND CONGRESS CENTER ZAGREB - THE BIGGEST AND MOST ADVANCED CONGRESS CENTER

Antunović Hotel and Congress Center Zagreb, a unique blend of hotel and congress center which, besides its 200 rooms accommodation capacity, offers a variety of services such as the **organization of conventions, meetings, seminars, and receptions.**

The Congress Center is spread on two floors with a total area of 2,500 m² which makes 20 halls. The largest of the 20 halls has the capacity of up to 1,000 persons. All the halls of the Congress Center are air-conditioned, have free W-LAN Internet, are filled with natural light, are easy to locate via the Digital Signage System that guides and informs guests of special events, promotions and meeting locations, and are controlled with a wireless electrical equipment controlling system – the AMX system.



*The pleasant atmosphere and professional staff of the Antunović Hotel and Congress Center Zagreb offers each guest the **best quality service.***



ROOMS

200 spacious rooms, modernly designed which include 8 exclusive suites and the Presidential suite. All rooms include: an intelligent smart card system, air-conditioning, a safe deposit box, mini-bar, LCD sat/TV, interactive TV, 3 telephones, bath with shower, 2 toilettes, and unlimited wireless High-speed Internet access.



*unique
experience*

Get started...



Start your day perfectly by filling yourself with positive energy in the Bulle café with freshly squeezed juices. At evening relax in a calming atmosphere with a wide selection of sparkling wines and champagnes, and professional service. Open everyday 7 a.m.-11 p.m.

Savor...



Art cuisine, unique **flambé system**, front cooking, a wide range **wine collection**, charming personnel, and a view at the dynamic city are only some of the offers that the Argante Restaurant has to show for. Argante also serves a breakfast feast every day 6:30 a.m. - 10:30 a.m. A la carte is open everyday noon-midnight.

Discover...



A modernly designed self-service restaurant with **fresh daily** menus, an inevitable place for a quick business lunch, family gathering, or for an excellent morning coffee & croissant. Lucija's **patisserie** features homemade cakes, ice-creams and other comforting sweets.



Get loose...



The bar above all other bars is located on the 8th floor of the Hotel Antunović Zagreb. There is no bar like it with its **rotating dome** and a breathtaking view of the entire city of Zagreb. The elevated rotating feeling will get you ready to have a great time while sipping your way through an outstanding selection of **cocktails, wines, cognacs and cigars** served by award winning barmen. Open everyday 10 a.m. – 2 a.m.

Relax...



All hotel guests are welcome to use our **complementary Aspa Wellness Center** which includes: a gym, a whirlpool, a pool, Finnish sauna, biosauna, bath steam, "sunny meadow" etc. Also all Hotel guests have a 15% discount on all regular priced services. Open everyday 7 a.m.-10 p.m.



Introducing new members



ERICSSON

Ericsson Nikola Tesla d.d.

Ericsson Nikola Tesla is a leading regional provider of innovative ICT products, solutions and services in health care, transport, state administration, municipal services and multimedia. It is also Croatia's leading knowledge exporter through its Research and Development activities and Services Delivery Center.

Being a member of Ericsson Group the company operates within the Region Western and Central Europe (RWCE). The company is socially responsible with a strong reputation built on reliable image and good relations with all stakeholders – employees, customers, partners, suppliers, shareholders and the

wider community. The company supports sustainable economic and social development by balancing a long-term growth and competitiveness in changeable external conditions and environment protection.

Hartmann papirna ambalaža d.o.o.



Hartmann papirna ambalaža d.o.o. is a Croatian company in 100% ownership of Danish group Brodrene Hartmann A/S, the largest manufacturer of moulded paper fibre packaging in the world. Basic business activity is the production of packaging for various

products, like: egg packaging, packaging for industrial and medicinal use. Company's key brand is the name "HARTMANN", which buyers recognize as signifying the highest product quality, the best assortment and top service. Hartmann Croatia has a 10% of Eu-

ropean and 8% of global share in the Group. It manufactures 18 different products and is directly responsible for sale in 13 South-East European countries.



Nokia Siemens Networks Zagreb d.o.o.

Nokia Siemens Networks is one of the largest telecommunications solutions providers in the world created as a joint venture between Siemens' economic unit Sector Com Communications Carrier and Nokia's Network Business Group. The company operates in some 200 countries and employs about 60,000 employees. About one billion people are connected through the NSN communication network. The customer base includes 1,400

customers in 150 countries (including more than 600 operators).

From the local viewpoint, Nokia Siemens Networks Zagreb Ltd. began autonomous operations on 1 June 2008 when the separation of the economic unit of the Sector Com Communications Carrier from the company Siemens JSC Zagreb was completed.

Nokia Siemens Networks main focus is on following business areas: NWS (Network

Systems), BSO (Business Solutions) and GS (Global Services).

Nokia Siemens Networks puts very big focus on smart equipment and smart networks ensuring solutions which guaranties environmental protection and reduction of CO2 emission. By its mode of operation Nokia Siemens Networks promotes reduction of pollution and wasteful consumption.

Radisson Blu Resort, Split



Located along the stunning, crystal blue Adriatic Sea coast, the brand new Radisson Blu Resort, Split is a luxury oasis offering a beautiful pebble beach, two pools, four restaurant and four chic bars. This Adriatic seaside hotel boasts 246 modern, stylish guest rooms, including 25 suites and two exclusive

Presidential Suites. Guests visiting Split, Croatia will enjoy the hotel's beach, with Adriatic Sea cruises and sailboat charters available to pick you up at the hotel jetty. Nightlife and restaurants in Split are also just a stone's throw away, while guests can spend the day rejuvenating by the pool or in the resort's

luxurious Anne Semonin spa centre. Radisson Blu Resort, Split is offering exclusive discounted room rates to all members of the Nordic Chamber of Commerce in Croatia. The rates are seasonal and are subject to availability.

ECO Consult d.o.o.

Representative office of Finnish companies Metso Power and Metso Automation. Engineering. Consulting.



Events in Brief by Nordic Chamber of Commerce

10.02.2011

Luncheon with H.E. Paul Vandoren, Head of EU Delegation to Croatia

Nordic Chamber of Commerce organized on 10 February 2011 luncheon with H.E. Paul Vandoren, Head of EU Delegation to Croatia. The luncheon took place in The Regent Esplanade Zagreb. Ambassador Vandoren addressed the topic of "What to expect in the first days of Croatia's EU membership?" giving an overview of the current status of Croatia's EU accession negotiations. He outlined some of the measures recently taken by the Government of the Republic of Croatia aimed to close the negotiations on the few remaining chapters. Ambassador Vandoren emphasized that the European Commission in its November 2010 Progress Report on Croatia concluded that overall, Croatia has made good progress in all areas but that there still remain some open issues. In particular he addressed judiciary and fundamental rights and competition policy chapters, respectively. The

two mentioned chapters are fundamental for Croatia to successfully close the negotiations. Following the closing of negotiations, Croatia will sign the Accession Agreement that needs to be ratified by the EU Parliament and by EU member countries, respectively.

Following the presentation, Ambassador Vandoren and Mr. Paolo Berizzi, Head of Political, Economic, Trade and Press & Information Section with EU Delegation, answered and discussed participants' questions, especially interested in some practical matters that entrepreneurs in Croatia can expect in the first days of EU membership.

The luncheon was attended by more than 40 participants, representatives of Nordic and Croatian business community, Nordic Embassies in Croatia, as well as representatives of different institutions and media.



Premiere of the new website of the Nordic Chamber of Commerce

In March 2011, the Nordic Chamber of Commerce in Croatia launched its new website. The idea behind the launching of the new website was to design, develop and offer new added values to our members, partners and Nordic-Croatian community in general. Our aim was to create a more interactive and attractive to eye webpage and at the same time maintain its functionality. In addition to the already known concepts, we have introduced a new section - News from Nordic countries which will on regular bases bring you latest news from business world and other most interesting topics from the Nordic region.

Furthermore, we have extended the information about the Chamber, including its services, as well as about the Nordic community locally (Nordic Embassies) and in the Nordic countries (different institutions). Please visit our webpage at www.nordicchamber.hr - your comments and suggestions are most welcome and appreciated.

22.03.2011

General Assembly of the Nordic Chamber of Commerce in Croatia

Nordic Chamber of Commerce in Croatia held on 22 March its annual General Assembly. The Assembly was an opportunity to summarize the work of the Chamber in 2010 and also to present the business plan for year 2011. In addition, the new members of the Board of Governors were elected.

In 2010, Nordic Chamber of Commerce began to successfully implement its 2010-2013 Strategy which outlines the continuous efforts of the Chamber to further strengthen its role of the Nordic-Croatian platform, as the basis for enhancing existing and establishing new Nordic-Croatian business relations. Among other, the Nordic Chamber has in 2010 organized a number of business breakfasts with distin-

guished guest speakers who addressed actual business topics. In addition, for the third time, the Chamber organized Midsummer Celebration at Zagreb lake Budek. The Celebration was an opportunity to join business and pleasure in a unique environment and the well-known Nordic and Croatian companies presented themselves to around 400 visitors. As in previous years, the Celebration was organized in cooperation with UNHCR Croatia and part of the collected proceeds was used to donate IT equipment to the film section of the primary school in Hrvatska Kostajnica.

The business plan for 2011, presented at the Assembly, envisages a number of events and activities to be implemented by the Chamber,



as well as further efforts in line with its Strategy.

The Board of Governors elected for a one year period are:

President: Mr. Darko Eisenhuth

Executive Director: Mrs. Gordana Fuštar

Treasurer: Mrs. Dijana Spalatin

Members:

Mr. Haris Boko

Mr. Tibor Jerger

Mr. Dragan Popović

Mrs. Ivana Radić

Mr. Samir Žero



Events in Brief

March 2011

Saab at ASDA 2011 exhibition

Saab International, member of Nordic Chamber of Commerce, participated at the first edition of Adriatic Sea Defence and Aerospace - ASDA 2011, an international tri-service defence exhibition and conference that took place in Split, Croatia from 29 to 31 March. Supported by the Croatian Ministry of Defence, the event hosted a number of key players in the defence and aerospace industry, national and private security. During the first two days the Croatian President, Prime Minister and Minister of Defence visited the exhibition.

For ASDA visitors, Saab exhibited the Gripen fighter system, 9LV and sights, Maritime Surveillance, transponders for Coastal Surveillance and Flight Inspection.

Gripen attracted a lot of attention due to the on-going debate in Croatia about the need for new fighters for the Croatian Air Force. The latest Swedish offer to Croatia, delivered in 2009, includes eight Gripen multirole aircraft to the Croatian Air Force, accompanied by an industrial co-operation package that will provide sustainable economic benefits and employment to the country.

Source: Saab International AB



Photo: Pierre Gauffin, Campaign Director Gripen for Croatia at ASDA 2011

Rockwool was one of the hosts of the conference „Energy Efficiency in Hotel Sector“

Three Danish companies Danfoss, Grundfos and Rockwool, in cooperation with the Embassy of Denmark organized a conference 'Energy Efficiency in Hotel Sector'. The series of five conferences in five cities attracted around 400 hotel owners, engineers, architects and investors. First one was held in Opatija and then in Poreč, Dubrovnik, Split and Zagreb.

Since Denmark is one of the world leading countries in energy efficiency, these three Danish companies have long tradition and experience in this area. Practical solutions offered by these renown companies with long lasting experience in energy efficiency field where valuable and presented one of the solutions how to prolong the season even in the months when heating expenses are higher.

Statistics show that the most numerous are 2 or 3 star hotels in Croatia which were mostly built in 70ies and 80ies, when energy efficiency term was completely unknown in Croatia. They are the biggest energy consumers and therefore have big saving potential. Analyses of worldwide institutes show that the best results are achieved by complete renovation that include insulation of external wall and roof, windows replacement and modernization of heating and cooling system. In these cases it is possible to save even more than 80% in energy.

The objective of the conference was to raise awareness about energy efficiency and its positive effects on the environment. "Also, we wanted to show that it is necessary to insulate buildings, not only in cold climates, but also in areas with Mediterranean climate where the biggest power system over load is during summer months," says Anđelka Toto Ormuž, marketing and communication unit manager in Rockwool Adriatic.

Partners of the conference were also Croatian institutions and companies which are engaged in activities in this field – Fund for Environmental Protection and Energy Efficiency, HEP ESCO and Raiffeisen bank Austria - presenting possibilities for implementation and financing of saving energy projects.

The Ambassador of the Kingdom of Denmark to the Republic of Croatia, H.E. Bo Eric Weber, was also personally involved in this project.

Source: Rockwool Adriatic d.o.o.



From left to right: Mrs. Nina Suljak, Mrs. Anđelka Toto-Ormuž, Mrs. Weber, H.E. Eric Bo Weber, Ambassador of the Kingdom of Denmark to Croatia, Mrs. Nensi Runko

Zlatna kuna for corporate social responsibility to Ericsson Nikola Tesla and Hartmann d.o.o.

28.02. 2011

Members of Nordic Chamber of Commerce, Ericsson Nikola Tesla d.d. and Hartman d.o.o. received 2010 Zlatna kuna for corporate social responsibility awarded by Croatian Chamber of Economy and Croatian Business Council for Sustainable Development.

Awards were presented on 28 February 2011 on the occasion of the Croatian Chamber of Economy Annual Awards ceremony. Ericsson Nikola Tesla d.d. received the Award in the large companies category and Hartmann d.o.o. in the category of medium-sized companies.



Upcoming Events



Stockholm, 4 May 2011

Croatia – business opportunities

On 4 May Stockholm will host the Swedish-Croatian business forum that will gather numerous representatives of Swedish and Croatian companies interested in establishing business cooperation and mutual relations. The main topic of the forum is business and investment opportunities in Croatia and the seminar is in a way also the continuation of the visit of Swedish entrepreneurs and investors to Croatia in October 2010.

One of the main objectives of the business forum is to present Croatia to the Swedish market as a country for potential investments. The program of the forum has been prepared in a way to create high-quality pre-conditions for establishing business contacts between Croatian and Swedish entrepreneurs, as well as for making new business partnerships.

Introductory presentations of the representatives of distinguished Swedish and Croatian institutions will be followed by round table discussions divided per sectors: energy, small shipyards, medical tourism, food industry, wine industry. Business meetings between the representatives of Swedish and Croatian companies are also to be held within the program. Croatian companies participating at the forum will be among other Gavrilović, Kraš, Dalekovod, Koncar Generators and Motors d.d., Riz Transmitters d.d., etc.

Organizer of the event is the Stockholm Chamber of Commerce while the co-organizers are Croatian Swedish Chamber of Commerce, Croatian Chamber of Economy and Nordic Chamber of Commerce in Croatia.

State visit from Norway to Croatia



Their Majesties King Harald and Queen Sonja.
Photo: Sølve Sundsbø / The Royal Court.

At the invitation of Prof. Dr. Ivo Josipović, President of the Republic of Croatia, Their Majesties King Harald V and Queen Sonja of Norway will come on a state visit to the Republic of Croatia in the period 12 – 13 May 2011.

His Majesty King Harald V will meet the Prime Minister and the Speaker of the Croatian Parliament, and will visit the Economic Forum of the Kingdom of Norway and the Republic of Croatia.

Their Majesties King Harald V and Queen Sonja will also travel to Šibenik, together with the President, to visit the maritime innovation centre iNavis. The centre is a joint enterprise between Croatia and Norway.

Source: Royal Norwegian Embassy

International Fair of New Technologies – iFONT 2011

26 - 29 May 2011,
Spaladium Arena,
Split

Website: <http://ifont.biz>
Supported by Nordic Chamber of Commerce in Croatia

From 26 to 29 May 2011, Split will host the first International Fair of New Technologies – iFONT 2011. The aim of the Fair is to present and popularize the use of modern technologies, as well as indicate the development of new economic opportunities.

The Fair's themes include among other:

- Renewable energy
- Energy efficient building
- Nanotechnology
- Process technology
- Communication and connection
- Computer and accessories
- Innovation
- Cars, motorcycle and equipment
- Tourism

iFONT 2011 is being held under the auspices of the President of the Republic of Croatia, Prof. Dr. Ivo Josipović and supported by the Government of the Republic of Croatia, Ministry of Economy, Labour and Entrepreneurship; Nordic Chamber of Commerce in Croatia, Economic and Commercial Office of the Embassy of Belgium; Polish Agency for Enterprise Development, Trade and Investment Promotion Section of the Embassy of Poland





Midsummer Celebration

Zagreb, 9 June 2011

Nordic Chamber of Commerce is pleased to announce the 4th Midsummer Celebration that will take place at Bundeck lake in Zagreb on 9 June 2011.

This year too, Midsummer will gather around 400 participants, as well as well-known Nordic and Croatian companies and brands that will in the authentic way together welcome the arrival of summer.

In addition, Midsummer is a great opportunity to spend the afternoon and early evening with family, friends and colleagues in a relaxed atmosphere, surrounded by green nature. We have prepared an interesting program for children and adults, including creative workshops, games, music, and exciting prizes within our traditional raffle.

Research conducted by Ipsos Puls on behalf of Nordic Chamber of Commerce and American Chamber of Commerce: "Business climate in Croatia"

Upon the initiative of the Nordic Chamber of Commerce and American Chamber of Commerce, Agency Ipsos Puls will perform research about the business conditions in Croatia among member companies of both Chambers.

The objective of this research is to define the difficulties that member companies of the Nordic Chamber of Commerce and American Chamber of Commerce are facing in performing their business in Croatia. The results of the research will be used by the Chambers in order to make appropriate efforts toward Croatian government and other relevant institutions.

By taking part in this research, member companies will directly contribute to identifying and removing of barriers in business environment in Croatia.



Ipsos Puls



**NORDIC
CHAMBER of
COMMERCE in
CROATIA**

www.nordicchamber.hr



Member to Member Program

Creating new benefits for members of Nordic Chamber

As a part of the newly established Member to Member Program, the Nordic Chamber of Commerce offers its members a number of different benefits. Member to Member Program is a novelty in the concept of the Nordic Chamber of Commerce, an extended tool aimed to additionally link company members among themselves and stimulate their active mutual cooperation.

Henceforth, we are pleased to present you the Nordic Chamber company members offering special benefits within their business activity to other members of the Chamber.

Hotel Antunović Zagreb

10% discount on accommodation during the week and 30% on accommodation during the weekend for all member companies that do not already have contract with Hotel Antunovic
10% discount on all Aspa Wellness Centre services



CMS Reich-Rohrwig Hainz, branch office Zagreb

Legal services at privileged rates



ISS Facility Services

50% discount on deep carpet cleaning



Marit Holten, BKS Komunikator

Translating services at privileged rates

Media net

Individual presentation of company and 30% discount on a particular service within the company's media intelligence service program



Moto-Ris Volvo

15% discount on car service and spare parts



Posao.hr

Privileged rates for **posao.hr** services including job and educational announcements, company advertising, sponsorship packages and registration fees within **posao.hr** projects
These terms apply only to member companies that do not already have contract with **posao.hr**



Radisson Blu Resort, Split

Radisson Blu Resort, Split is offering exclusive discounted room rates to all members of the Nordic Chamber of Commerce in Croatia. The rates are seasonal and are subject to availability.



Notice for members:

For more information about the terms for using special membership benefits or for joining the membership discount program, please contact the Executive office at: Tel: +385 1 5393 751, Email: office@nordicchamber.hr



Poslovni dnevnik

PRVE DNEVNE POSLOVNE NOVINE U HRVATSKOJ

Cooperation with Poslovni dnevnik:

Special subscription rates and advertising possibilities in Poslovni dnevnik for members of Nordic Chamber

Dear members,

As a part of the ongoing strategic cooperation between the Nordic Chamber of Commerce and Poslovni dnevnik members of Nordic Chamber are offered special subscription rates and advertising possibilities in Poslovni dnevnik. We hope that this cooperation will contribute to the creation of ideal environment for communicating values and achievements of Nordic Chamber members.

Our long term objective is to establish strong platform for introducing you, our members, to the wider business public community and inform them about your needs and important issues. In order to help us achieve this objective, Poslovni dnevnik and Nordic Chamber have prepared for you special subscription rates and advertising possibilities in Poslovni dnevnik,

the leading daily business newspaper in Croatia.

Poslovni dnevnik is Croatia's leading daily business newspaper. Its high quality and reliable information, expert analysis and attitudes brought on daily basis are intended for all manager levels, wide area of small and medium sized entrepreneurs as well as for public policy makers. That Poslovni dnevnik is the most influential newspaper in this media segment is confirmed by the fact that every Monday you can read articles from New York Times translated into Croatian. Daily cited texts from top experts and journalists are now available to you!

For more information, please contact us at +385 1 6326 016.

Membership information

Members of Nordic Chamber of Commerce

- ABB d.o.o.
- Antunović TA d.o.o.
- Branimir Vlajo
- Brunata d.o.o.
- Cargotec d.o.o.
- Carlsberg Croatia d.o.o.
- Croatia Airlines d.d.
- CroNoMar d.o.o.
- Dalekovod d.d.
- Det Norske Veritas Adriatica d.o.o.
- Divjak, Topić, Bahtijarević Law Firm
- Dragan Popovic
- Elkem d.o.o.
- Embassy of Finland
- Embassy of Sweden
- Enell i partneri d.o.o.
- Energy Institute Hrvoje Požar
- Inter IKEA Centre Hrvatska d.o.o. za nekretnine
- Internet Posao - Posao.hr
- ISS uslužne djelatnosti d.o.o.
- Jerina Malešević
- Josip Vuko
- Končar - Elektroindustrija d.d.
- Lagerkvist and Partners
- Law company CMS Reich-Rohrwig Hainz, branch office Zagreb
- Lift Modus d.o.o.
- Maja Tomislava Vandjura
- Marit Holten
- Media Net d.o.o.
- Moto Ris d.o.o.
- Nordic Chamber - Executive office
- O.G.I. Opatija d.o.o.
- Patria Land & Armament Oy
- Pedersen & Partners
- Podravka d.d.
- Rockwool Adriatic d.o.o.
- Royal Danish Embassy
- Royal Norwegian Embassy
- Ruđer Inovacije d.o.o.
- Saab/Gripen International
- SAS Scandinavian Airlines
- TELE2 d.o.o.
- Tetra Pak d.o.o.
- The Regent Esplanade Zagreb Hotel
- Tibor Jerger
- TPA Horwath d.o.o.
- Trast d.d.
- United Nations Development Program - UNDP
- Verdispar International Ltd
- Volvo Hrvatska d.o.o.
- Vukmir and Associates

New members

- Eco Consult d.o.o.
- Ericsson Nikola Tesla d.d.
- Hartmann d.o.o.
- Nokia Siemens Networks Zagreb d.o.o.
- Radisson Blu Resort, Split

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The Nordic Chamber of Commerce

The Nordic Chamber of Commerce is a non-profit organization established in November 2005. It is the only Chamber in the region gathering established Nordic companies. The Nordic Chamber of Commerce in Croatia has been founded with the purpose of establishing a platform for the exchange of ideas and experiences within the Nordic business community in Croatia, to promote and strengthen the network cooperation

between Nordic companies and the Republic of Croatia and to contribute to the development of business relations and activities between Nordic countries and the Republic of Croatia.

The activities in fulfilling the purpose of the Nordic Chamber of Commerce in Croatia are various : Supporting a constant improvement of the investment environment in Croatia, promoting Nordic companies in Croatia through

events, supporting and promoting activities which benefit the interest of the members of the Nordic Chamber of Commerce in Croatia, promoting economic, cultural and social relations between the Nordic countries and the Republic of Croatia, Striving for constructive solutions for trade between Nordic countries and the Republic of Croatia and organizing regular member meetings.

Benefits of becoming a member:

Network

- * Taking part in the experience groups
- * Contact to Nordic and Croatian companies on management level
- * Joining sector groups
- * Attending/ socializing at dinners, breakfast meetings, presentations and social events
- * Cooperation with Nordic embassies in Croatia

Business services

- * Access to the contacts of members and associates
- * Special offer to/from members and associates via Chamber publications
- * Using Chamber services for conferences, round tables and m2m meetings
- * Partner searches, opening new possibilities in Croatia and the Nordic markets

Marketing

- * Sponsorship of business and social/networking events
- * Advertisements to other members and associates
- * Direct mailing by the Chamber to members and associates
- * Promotion in our publications and on the web page

Membership categories:

Nordic member (patron, corporate, business, individual),
Associated member (institutional, business)



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