



# Nordicnews

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**Interview with Mr. Branko Mihajlov,  
Managing Director of Inter IKEA Centre Hrvatska d.o.o.**

> page 3



**ROYAL NORWEGIAN EMBASSY**

Interview with H.E. Mr. Henrik Ofstad,  
Ambassador of Norway to Croatia

> page 2



**NORDIC  
CHAMBER of  
COMMERCE in  
CROATIA**

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Introducing  
Member to Member Program

> page 10

# Editorial

## Letter from Executive Director

We bring you an overview of the most important events in the period from autumn to date.



Dear members of Nordic Chamber of Commerce, Dear readers,

We are pleased to present you the last edition of Nordic News in 2010 in which we bring you an overview of the most important events in the period from autumn to date. The pre-holiday atmosphere we are now in, surrounded by illuminated and decorated squares and streets is also the time to sum up business results of the year and focus on the opening of new pages in the forthcoming year. The new cycle is connected with the new energy, enthusiasm and dynamics and many expectations that we have for year 2011 as well as for the beginning of the second decade of the millennium.

In autumn, Nordic Chamber of Commerce organized several different events within its traditional business breakfast concept. Our intention was to cover the most actual topics that are of interest to our members, representatives of the Nordic-Croatian business community as well as to the Croatian economic and social community in general. Topic that attracted special interest of the Nordic Croatian entrepreneurs was Development of Investment Climate in Croatia that was addressed by Mr. Matt Connolly, Team Leader of this project. The lecture by H. E. Juha Ottman, Ambassador of Finland to Croatia on the topic Croatia's Accession to the European Union - New Impetus for Doing Business between Croatia and Finland also attracted great interest among the Nordic Croatian entrepreneurs. It is our objective and wish to highlight and bring to the attention these aspects, to initiate constructive dialogue and enable our members to actively participate in the discussion, to influence the changes and contribute to the general development through their own experience. This is one of the models through which Nordic Chamber actively acts in order to contribute to Croatia's further development. One of the primary tasks of the Chamber is to transfer knowledge, social responsibility, ethical and social values and standards cherished and promoted by Nordic countries.

Having this in mind, our wish to contribute to the improvement of economic situation

in Croatia and to the creation of a better perspective in general, is even stronger.

In the July issue we wrote about the traditional third Midsummer Celebration while in this issue you can read about the humanitarian donation to the Elementary School "Davorin Trstenjak" through which we successfully closed this year's Midsummer project. We are also informing you about the two important visits of Croatian business delegations to Finland and Swedish business delegation to Croatia. The visits were organized in conjunction with economic forums that will certainly additionally improve economic relations between the mentioned Nordic countries and Croatia. You can read more about this topic on page 7. We are also pleased to welcome H.E. Henrik Ofstad, new Norwegian ambassador to Croatia and to introduce him to our Nordic-Croatian business community. On page 2 we bring you the interview with H.E. Ambassador Ofstad. In our continual section "New members" we introduce you to the new members of Nordic Chamber: O.G.I. Opatija, CroNoMar, TPA Horwath and Law Firm Divjak, Topić & Bahtijarević.

We have prepared for you a number of other interesting topics in this last 2010 issue of Nordic News and now we let you choose those that you find most attractive. We have run slightly ahead of time with the New Year surprise and in this respect we would like to inform you that in future you will be able to follow us through a completely new designed web page, modern, extended and updated. The webpage will be launched in the first few weeks of January at the already well-known address [www.nordicchamber.hr](http://www.nordicchamber.hr). We hope that you will like it.

Last but not least, on behalf of the President of the Nordic Chamber, Mr. Eisenhuth, Board of Governors and my personal, I wish you a Merry Christmas and a Happy and Prosperous New 2011.

Sincerely,  
Gordana Fuštar  
Executive Director  
Nordic Chamber of Commerce

December 2010, No. 3

**Nordicnews**

### Contents

Editorial .....	01
Interview with H.E. Mr. Henrik Ofstad, Ambassador of Norway to Croatia .....	02
Interview with Branko Mihajlov, Managing Director of Inter IKEA Centre Hrvatska d.o.o. ....	03
Introducing new members .....	05
Events in brief .....	06
Member to Member Program .....	10
Membership information .....	12



## H.E. Mr. Henrik Ofstad, Ambassador of Norway to Croatia

H.E. Mr Henrik Ofstad has been appointed the new Ambassador of Norway to Croatia in August 2010.

Ambassador Ofstad succeeded in this position H.E. Mr Terje Hauge.

**1. You have been posted in Zagreb since autumn this year.**

**What are your impressions so far?**

I have settled down in a beautiful country, and the Croatian people are indeed showing hospitality and understanding for foreigners like myself and my family.

Every year some 100.000 Norwegians are visiting Croatia, mainly at the coast of Dalmatia. I can understand why. Dalmatia is really "the Mediterranean as it once was". But Croatia is much more than Dalmatia. The different parts of Croatia are bearers of different traditions, cultures and lifestyles – and this makes the country exciting and interesting and you really want to know all the regions better.

**2. What is your assessment of Croatian-Norwegian economic relations?**

**Which business areas are of most interest to both sides?**

I believe we could find common interest in the maritime sector, both Norway and Croatia have a long maritime tradition. But we also have common interests in renewable and sustainable energy.

Another sector is sales of properties for Norwegians wanting to establish themselves in warmer and sunnier areas than Norway can offer. Maybe also medical tourism? I believe, basically, that there are a lot of business areas which are of interest.

**3. Which areas will you focus on in your work and what objectives would you personally like to fulfil during your mandate?**

Trade and investments are important areas, of course, and one of my major goals will be to boost the trade, which today is not on a level we should expect, taking into account the very good political relations we have between our countries.

The strong Norwegian political support for the Croatian membership to the EU must be followed up by concrete practical work.

And last, but not least, we can strengthen the cultural ties between Norway and Croatia even more.

**4. How do you see Croatian-Norwegian relations in near future and what are your expectations?**

I mentioned that the relations are excellent. We are allies within the NATO, we do support the ongoing process on the EU-membership, even if we are not members ourselves.

In the future I hope to see the solid foundation of common interests to be further developed, and that we can create a dynamic relation which can take new challenges into account.

This includes of course trade and investments between our countries, as well as all the political and cultural aspects of our relationship.

**5. How do you in general see the potential of Croatian market from Norwegian investors' point of view?**

Frankly speaking, it's quite difficult for Norwegian companies to invest in Croatia. Norwegian small and middle sizes companies do not have the experience to meet the Croatian investment culture – which often means that you must know how to handle quite a few obstacles which you don't have in Norway and Nordic countries.

The situation for doing trade, however, is not so bad. But also mutual trade has to be further developed. Norwegian businessmen are used to see quick results, and sometimes I'm not really sure if there is such a keen interest to attract Norwegian companies from the Croatian side.

There is also a heavy bureaucracy in Croatia, and this makes Croatia not that attractive for the Norwegian investors.

But I want to look at these challenges from a positive angle:

There is a great potential!

## Interview



# Branko Mihajlov, Managing Director of Inter IKEA Centre Hrvatska d.o.o.

### 1. Could you briefly introduce Inter IKEA Centre Croatia to our readers? How long has it been present in Croatia and what is its core business?

Inter IKEA Centre Hrvatska, was established in 2008 and is owned by Inter IKEA Centre Group. At Inter IKEA Centre Group (IICG) we develop, own and manage shopping centres in partnership with IKEA. We build modern shopping destinations with a Scandinavian touch; simple and functional design, clean lines and a smooth ergonomic language. Using wood, plastics, aluminium or steel while still captivating the natural aspect of Nordic nature. The design is playful, warm, and friendly and has a pinch of humour, which is reflected in forms and colours. Throughout the development process, we take every opportunity to create family-friendly facilities like entertainment areas, restaurants and children's activities to guarantee our centres are as attractive and enjoyable as possible. Our culture and values define who we are and how we do business. We are informal in our approach and ambitious in our endeavours. We know what goes on in the industry and we base our decision on reality. We are a team of professionals who like to keep it simple. When you think of it, complex problems often have simple solutions.

Our vision to create a better everyday life for the many people is the vision we share with IKEA. We offer convenient, safe and family-friendly shopping that meet the needs of the people in the local community. Having a positive impact in the people's everyday life is essential to us and goes into everything we do.

### 2. How is Inter IKEA Centre Croatia related to IKEA?

Inter IKEA Centre Hrvatska is part of the IKEA family and it works in partnership with IKEA.

Our centres and IKEA stores are a natural fit. The IKEA brand is powerful enough to attract visitors from far and wide - people drive up to 60 minutes to visit our centres. The IKEA store widens our catchment area and the range of convenience goods in the centre increases the visiting frequency. These two factors form excellent conditions for a successful shopping destination and gives synergies for all.

### 3. Zagreb East project is being announced as the largest shopping centre in Croatia. When is it expected to open and could you reveal us some more details about it?

Set to open in autumn 2012, Zagreb East will be the largest shopping centre in Croatia. With the first IKEA store in Croatia as its anchor, it will feature the strongest and most diverse tenant mix in Croatia. With more than 320 stores Zagreb East will become the largest shopping destination in the region and a market entry place for several important, international retail brands.

The Centre's 140,000 m<sup>2</sup>, out of which 34,000 m<sup>2</sup> will be taken by IKEA department store, will include a hypermarket, leading fashion brands, household appliances and home furnishings, books and music, home electronics, a sport superstore, family entertainment and an extensive dining area.

Zagreb East will be the shopping destination for the whole family where everything can be found under one roof. The Centre's unique design is based on a nature theme and will create new standards in Croatia. An approximately 2,000 m<sup>2</sup> atrium will serve as one of the entrances to the shopping centre and to the IKEA store, which is fully integrated into the centre.

The whole family will find Zagreb East a convenient, relaxing and exciting place to be.

### 4. What will be the advantage and added value of the Zagreb East shopping centre compared to other centres in Zagreb and in the area?

Zagreb East will be well-designed and family friendly shopping destination with a carefully selected tenant mix that meets the need of many people. It will be the largest shopping centre in terms of number of shops, visitors and turnover. With its unique offering and numerous flagship stores it will be a matchless place that will offer genuine shopping and fun experience for each family member. We will aim to provide customers with the best shopping experience with unique offering where everything can be found under one roof, significantly saving time - easy access and parking, strong tenant mix with great variety and large offer in all categories.

Furthermore, Zagreb East aims to become synonymous for "Quality Time" and become a unique shopping experience in the whole region. Being here for the many, we want Zagreb East to become much more than a shopping destination, we want it to be perceived as "My place to be" - the common ground for "grown-ups" and kids. Zagreb East will be synonymous for tranquil, nature inspired architecture with plenty of natural light, and cosy ambiance from the welcoming accessibility and parking spaces to the décor of the toilets and the baby rooms. We aim at achieving a special connection between the brand and the visitors, something seldom done in the industry of shopping centres, we want people to say "I love Zagreb East, because it's my place to be", much in the same way that people love the IKEA concept.

Zagreb East will allow visitors to enjoy their precious time - "Bring your family and we will take care of you and those you love".

# Interview



Moreover, working closely together with IKEA means actively building on the IKEA tradition of genuine family focus. More than half of the visitors in our centres have children. Catering to the needs of the entire family is a natural part of our success, creating safe, easy and fun shopping. Our centres have something for everyone and value to all.

## 5. Are there similar projects planned for other parts of Croatia?

Whether IKEA will implement one or several projects in a specific state depends on numerous factors. However, our long-term objective is to have 3 projects in Croatia with three IKEA department stores integrated into those centres. As envisaged, the other two centres should be smaller than the Zagreb one.

One of these projects is planned in Split, and we are currently at the stage of searching for a plot. The third location will probably be Rijeka, although we still have not made an internal decision on this yet. Our first priority at the moment is definitely our Zagreb project.

## 6. Croatian public is familiar with some of the difficulties that IKEA has been facing regarding its investment and attempt to build a shopping centre in Croatia. How would you describe the main barriers and are they now behind you?

We have bought the land in the Municipality of Rugvica near the junction Ivanja Reka in 10/2008.

Until now we have worked hard to solve all issues to be able to start construction. We had and have a lot of administrative barriers, a lot

of laws and regulations are not 100% clear, and different people interpret the same law in different way, which makes us as a developer the "life" very hard. We have managed to solve finalization of the Environmental Study, and now we are preparing everything for applying for the permits.

## 7. What are the direct benefits of IKEA's presence in Croatia in terms of Croatia's economy but also credibility for attracting other potential Nordic investors?

We will invest approx. 300 Mio. EUR only in the Zagreb project. Around 2.750 people will find a job in our project. Around 700 people from the "construction-industry" will have a job during the 2-years construction period. Today Croatians have to drive to Graz, Klagenfurt, Villesse or Budapest to IKEA store where

they spend approx. 50 Mio.EUR per year and once our project is finished this spending will be done in Croatia.

When IKEA enters a new market – a lot of other retailers, companies use this as a "benchmark" – and also plan their entering.

As example Decathlon – a big sport retailer will enter with us the market.

## 8. Could you compare the climate investment in Croatia with other regional countries (former Yugoslavia) from IKEA's perspective?

For now we have decided to enter Croatia, Serbia and Slovenia.

Currently the investment climate in Serbia is much better. Serbia wants to attract foreign investments in the country, and tries to help in all administrative matters to speed up.



# Introducing new members

## O.G.I. Opatija



O.G.I. OPATIJA d.o.o.

Poduzeće za projektiranje, graditeljstvo i inženjering

O.G.I. OPATIJA d.o.o. was established in 1993 and since 2000 the company's primary business activity has been construction. The company employs 20 highly educated ex-

perts and has the Approval of the Ministry of Environmental Protection, Physical Planning and Construction for performing complex building construction. Within the range of its

business activities the company offers high quality service in all types of works connected to construction of family and residential buildings, with multiannual warranty.



## CroNoMar

CroNoMar is a maritime and marine oriented innovation company, a Norwegian project founded by Norwegian Government in order to promote business development in Croatia. The company has been operative since

June 2009 and its establishment is based on stimulating ideas coming from individuals, companies, institutions, R & D institutions, development of quality ideas and on the end creating new business activities in Croatia. It

is oriented on marine/maritime sector, ship-building, marine engineering, fishery, aquaculture, oceanography and other related sectors.

## TPA Horwath



TPA Horwath is a dynamic and international consulting company of expert tax advisors, auditors and management consultants providing high-quality professional services to corporations, small and medium-sized enterprises, associations, foundations and individuals. TPA Horwath is a member of Horwath International, a global organization

of independent and legally unaffiliated tax advisors, accountants and management consultants. Horwath International ranks among the top international professional service firms associations worldwide, boasting over 110 independent member firms and 18,600 employees. The TPA Horwath office locations in Croatia, Austria, Hungary, the Czech

Republic, Slovakia, Slovenia and Poland, and the network membership in the Horwath International, allow the company to efficiently serve clients in Central Eastern Europe and throughout the world. The services include tax consulting, international tax consulting, auditing, audit consulting, corporate finance consulting and other.



## Divjak, Topić & Bahtijarević Law Firm

Divjak, Topić & Bahtijarević ("DTB") is a full service law firm providing corporate and commercial legal services to international and Croatian corporations starting or developing operations in the Republic of Croatia. The firm is particularly knowledgeable in real

estate and project finance, M&A, banking, intellectual property, corporate issues, and dispute resolution. As a result of the firm's in-depth understanding of client needs, DTB has built teams of industry-focused lawyers, who are innovative in providing solution-

driven services for day-to-day business or the most sophisticated transactions. The leading principle of the firm is to provide the most reliable advice to its clients by combining the best local expertise and the highest international standards in legal business.



# Events in Brief by Nordic Chamber of Commerce

## Zagreb, 14 September 2010 Presentation of new Volvo S60 at Moto-Ris premises



In cooperation with Nordic Chamber, Moto-Ris presented at its premises the new Volvo S60 – known as the most dynamic Volvo. Members and partners of the Nordic Chamber had the opportunity to hear about the advantages of the Volvo S60 as well as to enjoy a guided test drive with the possibility to see how the world - first Pedestrian Detection with full Auto brake works in practice.

## Zagreb, 29 September 2010 Business & Wine Mixer

Nordic Chamber of Commerce and British Croatian Business Network hosted the Business & Wine Mixer event at the Regent Esplanade Hotel.

The event was attended by members and partners of the Chamber who enjoyed the evening testing different sort of wines selected especially for this opportunity.

## Zagreb, 5 October 2010 Business breakfast: Legal protection of your business

In cooperation with the law firm CMS Zagreb, a branch office of CMS Reich-Rohrwig Hainz the Nordic Chamber of Commerce organized the business breakfast on topic: Legal protection of your business– where is a thin line between withdrawal and commitment during the course of negotiation?

The guest speakers were Ms. Ivana Dominković and Mr. Hrvoje Bardek who addressed in their presentation the topic of corporate negotiation as a process involving dealings among persons or companies intended to result in an agreement, and commitment to a course of action.

## Zagreb, 20 October 2010 Lecture by H.E. Mr. Juha Ottman, Ambassador of Finland to Croatia



Nordic Chamber of Commerce organized the lecture with H.E. Mr. Juha Ottman, Ambassador of Finland to Croatia on topic Croatia's Accession to the European Union - New Impetus for Doing Business between Croatia and Finland.

In the lecture, Ambassador Ottman addressed the ongoing Croatia's negotiations and the business relations between Croatia and Finland including some success stories pointing out the most lucrative sectors where huge potential is present for developing business between the two countries.

The outlined sectors included: forestry, ICT, science and technology and others.

The lecture was of special interest for the representatives of Croatian, Finnish and Nordic companies in general, who were able to participate in the discussion that followed the lecture.

## Zagreb, 19 November 2010 Donation by Nordic Chamber of Commerce and UNHCR to Elementary School from Hrvatska Kostajnica

Nordic Chamber of Commerce and UNHCR presented on 19 November in the UNHCR premises in Zagreb a donation to the Film section of the "Davorin Trstenjak" Elementary School from Hrvatska Kostajnica. The first step for this initiative was the celebration of the Nordic holiday Midsummer on 10 June 2010 on lake Bundek in Zagreb organized by Nordic Chamber.



The donation consisted of IT, filming and editing equipment for the school and is expected not only to improve the quality of education of students but also contribute to social integration of children of different ethnic and cultural background in the return area of Hrvatska Kostajnica.

Ms. Gordana Fuštar, Executive Director of the Nordic Chamber of Commerce stated that the Nordic Chamber of Commerce continues the tradition of organizing cultural-humanitarian events which are not only an opportunity for knowledge gathering and introducing new cultures and traditions, but also an opportunity to provide direct help and support to new generations in their education.

Furthermore, the cooperation between the Nordic Chamber of Commerce and UNHCR has once again achieved its humanitarian goal and provided an opportunity for young people in the wider Hrvatska Kostajnica area to access new and interesting channels of communication and self expression and betterment.

On the occasion, UNHCR Representative, Mr Wilfried Buchhorn, stated that the children living in war-torn areas have to cope with challenges and new beginnings and are often hampered by the lack of material support. Children in remote return areas are often deprived of creative expression, mainly because of challenging material conditions in their family and social environment.

Local schools are also in need of capacity strengthening in order to support children in widening their own horizons and connecting them with the opportunities to learn and grow.



## Events in Brief

### Zagreb, 24 November 2010 Business breakfast: Development of Investment Climate – Croatia



In organization of Nordic Chamber of Commerce the business breakfast on Development of Investment Climate – Croatia took place at the Regent Esplanade Zagreb.

Mr. Matt Connolly, Team leader of the Development of Investment Climate Project with the Ministry of Economy, Labour and Entrepreneurship of the Republic of Croatia addressed in his presentation the most recent measures taken by the Croatian Ministry of Economy in regard to improving Croatia's attractiveness as the location for foreign direct investments (FDI) with special emphasis on removing existing barriers.

The topic attracted special interest of the Nordic-Croatian business entrepreneurs and the presentation was followed by a discussion through which the participants were able to ask questions as well as to point out some of their personal experience related to the investment climate topic in Croatia.

### Zagreb, September 2010 News from Saab International



Mr. Pierre Gauffin has been appointed Managing Director of Saab AB, responsible for the company's Gripen marketing activities in Croatia. Mr. Gauffin succeeded in this position Mr. Ulf Rudebark.



Mr. Gauffin's career as a Swedish Air Force fighter pilot started in 1981. The flying career led to an appointment within aircraft manufacturer Saab in 1986, and since then he has been working with Gripen covering several areas such as Flight testing, Operational Analysis and various activities in Thailand and Brazil. He is also qualified helicopter pilot for the Army reserves, which certify him to carry both fast jet and helicopter pilot wing.

### Helsinki, October 2010 Croatian-Finnish Economic Forum



Croatian-Finnish Economic Forum took place in Helsinki from 5 to 6 October 2010. The Forum was organized as part of the official visit of the Croatian business delegation to the Republic of Finland and is expected to be an additional incentive for the further promotion of the Croatian-Finnish economic relations.

The Croatian business delegation headed by Minister of Foreign Affairs and European Integration, Mr. Gordan Jandroković consisted of the companies Alveus, Brodosplit-Brodogradilište, Drvoproizvod, Đuro Đaković Montaža, Felis Produkti, Ruđer Bošković Insti-

tute, Radež, Vulkan Nova, Viševica Komp, Studio 6 Dof, and Zagreb Airport.

In the opening speech at the Forum, Minister Jandroković gave an overview of Croatia's recent history and mentioned the most important macroeconomic indicators of the country.

Minister Jandroković pointed out Croatia as one of the Mediterranean's most attractive destinations, with tourism being one of the most perspective branches of Croatia's economy. He stated that the recently presented Croatian Government's investment plan outlines tourism, alongside with energy and transport sector, drinking water management, and the strengthening of small and middle-sized entrepreneurs through Greenfield investments in production as the most prominent sectors.

On the occasion, the minister invited Finnish companies to explore business opportunities within the said investment plan. The minister pointed out that Croatia could be an attractive investment destination not only because of its EU-harmonized legislature and skilled workforce, but its position as a focal point for doing business in South Eastern Europe as well.

Croatia can serve as an entry point for the markets of Middle and Far East, while its geostrategic position, as well as its port and transport infrastructure potential, make it an important destination for foreign investment. In that regard, the minister called for the strengthening of the Croatian-Finnish business cooperation in science, research and high technology, pointing out the already established cooperation in construction, energy and shipbuilding industry.

During the official visit Minister Jandroković met also with Foreign Minister Alexander Stubb, First Deputy Speaker of the Finnish Parliament Seppo Kääriäinen and with Helsinki Mayor Jussi Pajunen.

Source: Ministry of Foreign Affairs and European Integration of the Republic of Croatia





### Zagreb, October 2010 Croatian-Swedish Business Days



Croatian-Swedish Business Days took place in Zagreb on 28 and 29 October. On the occasion, around 50 representatives of the most important Swedish companies interested in business and investment possibilities in Croatia visited Zagreb. Among other participants, there were also the representatives of the most renowned Swedish companies like Hennes & Mauritz, Stena Line, SAAB, SEB and many others. The Swedish delegation was headed by the representatives of the newly established Croatian-Swedish Chamber of Commerce from Göteborg.

On the first day of the event, the panel discussion How to do business in Croatia gathered representatives of the leading Croatian companies and the Swedish business delegation with the objective to exchange information on the current business climate in Croatia. On the occasion, Swedish entrepreneurs had the opportunity to meet Croatian top managers of the leading Croatian companies with long business experience from the Swedish market. Thus, the members of the panel were the general managers of ABB, Ericsson Nikola Tesla, Končar Electric Vehicles and Geofoto together with the representatives of the Croatian Employers' Association and Croatian Exporters. Swedish entrepreneurs were able to obtain first hand information about the business environment in Croatia by asking panel participants directly related questions.

On the second day, October 29, the seminar Investment opportunities in Croatia was organized for the Swedish delegation.

The main objective of the seminar was to inform the representatives of Swedish companies about the legal framework and pos-

sibilities for investing into Croatia. Within the seminar the representatives of the Croatian Ministry for Economy and Ministry for Tourism presented concrete projects in the field of energy and tourism that are open to foreign investments. At the same time, the seminar How to do business in Sweden took place.

The seminar was attended by the representatives of Croatian companies interested in doing business and exporting in Sweden.

The Swedish delegation was also received by the Croatian Minister for Foreign Affairs and European Integration, Mr. Gordan Jandroković who informed the delegation about the current status of Croatia's accession to the EU. During the working visit to Croatia, the delegation was also received by Mr. Vojko Obersnel, Mayor of the City of Rijeka as part of their visit to Primorsko-Goranska County.

The entrepreneurs had the opportunity to hear about the business environment in the City of Rijeka and in the County as well as about the possibilities of establishing economic cooperation.

### Zagreb, 19 November 2010 Dalekovod signed an Agreement on Construction of a transmission line in Greenland



Mr. Kolbeinn Kolbeinnsson, Director of the Icelandic company Istak Company, and Luka Miličić, President of Management Board of Dalekovod d.d., signed an Agreement on Construction of 60 kV transmission line in Greenland on 16 Nov 2010 in Reykjavik. The value of the Agreement is exceeding 6 million euros.

The construction of the above 45 km long transmission line shall encompass complete delivery of material and works. Besides, it shall form an integral part of the Ilulissat Project, headed by the Greenland Government. Dalekovod shall enter into this project together with the Icelandic company Istak, taking over works related to construction of the hydro-power plant and other accompanying projects within the range of the above Project, while Dalekovod shall take over delivery and installation of the steel lattice structure and complete electrical installation material.

The construction works are anticipated to start in mid-April 2011 and shall be completed by September 2012. Due to extremely harsh climatic conditions and the specific quality of works, the above shall be carried out from April till October. As traffic connection in Greenland is possible only by ships, the above shall significantly influence the method and course of performance of works that shall, for the most part, be carried out by helicopters. Environmental requirements are also very demanding as in other Scandinavian countries.

### Pazin, 22 November 2010 MOTO-RIS VOLVO CENTRE opened in Pazin



Moto-Ris Volvo opened its centre in the Cibura business zone bringing thus the leading car brand to Pazin, Istria. Some 200 guests attended the opening including Mayor of Pazin, Mr. Renato Krulčić and the distinguished persons from Volvo.

Having in mind nowadays business environment where entrepreneurs are faced with the influence of crisis and when each positive initiative or project is highly necessary, the owners of Moto-Ris decided to enter a new business challenge. As their new business destination, they chose Istria and Pazin and since June 2010 they have been educating three new employees.

On the occasion, Davor Ris, owner and director of MOTO-RIS VOLVO CENTRE stated that it may seem a surprise that Moto-Ris is opening a new centre at the time of economic crisis. He explained however, that it is well-known how it is important, especially during these times and depending on possibilities, to invest in order to secure business sustainability. After a careful market analysis and needs of the car fans in Istria, they concluded that this area is the ideal place for a long term investment and realization of Moto-Ris business strategy, he added.

The new MOTO-RIS VOLVO CENTRE premises include exhibition-sale area of more than 120m<sup>2</sup> and service area of almost the same size. The premises follow the concept of the Zagreb centre which is based on the Swedish design, originality and functionality in compliance with quality standards set by principal Volvo. On the occasion of the opening of the Centre, the new Volvo V60 was presented.

### Zagreb, 23 November 2010 Dalekovod d.d. New Job in Ukraine



Dalekovod d.d. Zagreb has been given a new job on the construction of the 330 kV Dniester-Bar HVL overhead power line for the Ukrainian national power company UKENERGO. The value of these works has been estimated at 14.5 million USD, and it comprises the delivery of equipment (steal-lattice towers, conductors, insulators, suspension and jointing materials) as well as the performance of complete works.

The construction of the overhead power line has been given to Dalekovod who had competed against approximately ten renown international companies by the procedures of the International Bank for Reconstruction and Development (IBRD) which is also financing the project with a loan. The expected date of completion is 16 months from the day of the signing of the contract.

This Dalekovod d.d.'s first project in Ukraine is believed to be marking the beginning of its long-term presence on this highly interesting market.

### Tetra Pak approach to Corporate Social Responsibility



In 2009 over 27 billion of Tetra Pak cartons were recycled worldwide. Recycling of packages is important to Tetra Pak as well as to most of company's stakeholders: municipalities and industry partners globally.

Following the fact that the appropriate forms of collection, sorting, and recycling will always be determined by local needs and infrastructure, Tetra Pak initiates a number of activities in all countries where it is doing business.

Education of citizens how and where to dispose empty packages, is a key success factor for collection and recycling. Therefore, Tetra Pak in Croatia has, in cooperation with experts, created an educational, interactive play for kindergarten children, Avanture Vrečka i Smečka, that was rewarded as the best corporate CSR project in Croatia in 2009. In 2010 Tetra Pak has organized joint activities with public waste management companies in Sisak, Čakovec and Rijeka where the play has been performed.

As it is already the second time the program is performed in Rijeka, now, in addition to the play, a mascot named Pako was created. Pako

looks like Tetra Brik Aspetic, the most well-known package from Tetra Pak portfolio, he dances, sings and animates children how to dispose empty beverage carton.

The program is being performed in 29 kindergartens and schools in Rijeka, and we expect cca 2600 children participate in it. Thus the final number of children who have learned how and where to dispose empty beverage cartons in order to be recycled locally will reach 9.000 by the end of 2010.

### Agents and Sales Representatives in KONČAR



KONČAR – Distribution and Special Transformers has organised a traditional meeting of sales and business partners from countries in which the Company has been achieving the largest export sales. Thirty of them from as many as twenty countries have come to the meeting this year. Representatives from Sweden and Finland are only some of them. These are long standing business partners with whom KONČAR has been cooperating for some ten or even thirty years and this gathering has been another opportunity for keeping the achieved positions and strengthening the sales channels.

KONČAR – Distribution and Special Transformers delivered more than 4000 transformers last year. During the recent years the company has been investing significant funds into human and material resources enabling further steps in research and development of products, manufacturing and business activity organisation. In 2009 KONČAR – Distribution and Special Transformers generated HRK 67.7 million in the area of Nordic Countries making 14% of the company export value, while in 2010 the figure can increase to HRK 141 million or 28% of exports.

## 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**



More information about the terms for using special membership benefits can be found within the Member to Member Program on the Nordic Chamber website: [www.nordicchamber.hr](http://www.nordicchamber.hr).

In case you have forgotten your member ID and password required to access the Program, please contact the Executive Office.

If your member company would like to join the membership discount program, please contact us at: T: +385 1 5393 751, E: [office@nordicchamber.hr](mailto:office@nordicchamber.hr)

# Novelty



## 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,

We are pleased to inform you about the strategic cooperation between the Nordic Chamber of Commerce and 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.



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[www.croatiaairlines.com](http://www.croatiaairlines.com)

 CROATIA AIRLINES

A STAR ALLIANCE MEMBER 

# Membership information

## Members of Nordic Chamber of Commerce

- ABB d.o.o.
- AZRA - Varazdin County Development Agency
- Antunović TA d.o.o.
- Branimir Vlajo
- Brunata d.o.o.
- Cargotec d.o.o.
- Carlsberg Croatia d.o.o.
- Croatia Airlines d.d.
- Dalekovod d.d.
- Det Norske Veritas Adriatica d.o.o.
- Dragan Popovic
- Elkem d.o.o.
- Embassy of Finland
- Embassy of Sweden
- Enell i partneri d.o.o.
- Energy Institute Hrvoje Požar
- Global Health Consulting d.o.o.
- 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
- 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
- Starco Beli Manastir d.o.o.
- TELE2 d.o.o.
- Tetra Pak d.o.o.
- The Regent Esplanade Zagreb Hotel
- Tibor Jerger
- Trast d.d.
- United Nations Development Program - UNDP
- Verdispar International Ltd
- Volvo Hrvatska d.o.o.
- Vukmir and Associates
- World Class

## New members

- CroNoMar d.o.o.
- Divjak, Topić, Bahtijarevoć Law Firm
- O.G.I. Opatija d.o.o.
- TPA Horwath d.o.o.

# 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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