

Dear Finnish Trade Guild Member,

The **2016 Annual General Meeting of the Finnish Trade Guild** (FTG) took place on February 24th at the Finnish Embassy in Warsaw. Participating 20 members approved the Guild's 2015 activity report and finances and the 2016 activity plan, elected the 2016 FTG Board members as well as nominated the FTG representatives for the Board of the Scandinavian-Polish Chamber of Commerce (SPCC) for 2016.

The meeting was followed by a reception hosted by H.E. Ambassador **Hanna Lehtinen**, during which she shared a topical update on Finnish-Polish relations and cooperation as well as upcoming Embassy activities and events.

The 2016 FTG Board

The following persons were elected to the 2016 FTG Board:

Johan Puotila, Confero Consulting, Chairman, jpuotila@conferopr.com

Anitta Koskio, ExpatHouse, Vice Chairman, anitta.koskio@expathousesolutions.com

Anna Maria Kalamaja, Suomen Unipol, Board Member, suomen.unipol.pl@unipol.fi

Piotr Prus, ECOVIS Milczarek I Wspólnicy Kancelaria Prawna, Board Member, piotr.prus@ecovis.com

Harri Reiman, Leinonen, Managing Director, Board Member, harri.reiman@leinonen.pl

Pauli Rumbin, HT Laser, Board Member, pauli.rumbin@htlaser.fi

Kari Vähäkangas, Finpro, Board Member, Kari.Vahakangas@finpro.fi

Marcin Bruszewski, Fortum, Deputy Board Member, marcin.bruszewski@fortum.com

Pekka Männistö, AdvanFile, Deputy Board Member, pekka.mannisto@advanfile.com

Ilkka-Cristian Niemi, Barona, Deputy Board Member, ilkka-cristian.niemi@barona.pl

Johan Puotila, **Anitta Koskio** and **Harri Reiman** were nominated for the 2016 SPCC Board.

On behalf of the newly elected FTG Board I want to thank members for your trust!

Adding concrete value to FTG membership – legal advice service

Adding concrete value to both SPCC and FTG membership is the only way to secure a sustainable future in terms of membership retention and attracting new members across Poland.

FTG Board worked actively in 2015 to prepare a **new FTG member service, legal advice**. This advisory service for FTG company members was subsequently launched on March 1, 2016. It is easy to use, available to all FTG company members no matter their location and the cost is included in the SPCC membership fee. A similar service is traditionally offered by many Chambers of Commerce across the country in Finland and also other Nordic countries, and is frequently much appreciated.

The plan is to test the service for a year, after which we can better assess its value. More information on this service and how it may benefit your business you can find by clicking at <http://www.spcc.pl/en/sekcja/finlandia/legal> We encourage our company members to try the service out and to capitalize on it!

Membership growth strengthens voice of Finnish business community in Poland

FTG has a distinct and important role to play in bringing the Finnish business community and friends of Finland in Poland together, providing a Finnish context, angle and edge to their SPCC membership. This the FTG Board will continue building on, together with our

members, and with the crucial support of our corporate sponsors.

We will continue to look for opportunities **to promote our members legitimate business interests** in Poland, both through active participation in the work of the SPCC Board and our own distinct activities. FTG events such as the *Summer Picnic* and the *Independence Day's Night* continue to be important in bringing a large number of our members, business partners and friends of Finland together and in enhancing **social and business networking**.

At the end of 2015 FTG had an **all time high of 64 corporate members**, up from 47 at the start of 2010. This number equals to 30.5 % of the total number of Finnish businesses operating in Poland. While this is a high percentage compared to the other three national sections of the Chamber, there is still much potential for us to grow, to strengthen the voice of the Finnish business community in Poland.

In achieving growth, as existing members we are in a key position to spread the word of the benefits of FTG and SPCC membership to new potential members, whether business contacts, clients, partners or vendors and service providers to our business. For this purpose we have prepared for you a **brief summary of all FTG membership benefits**, including testimonials from existing members. This document you can read and find in an easy-to-download pdf format at <http://www.spcc.pl/en/sekcja/finlandia/korzysci>

When spreading the word of these benefits, don't forget SPCC's "**members get members**" **program** whereby you can achieve a 15 % rebate in your annual membership fee. To learn more about this program, please see <http://www.spcc.pl/en/members/program>

To read about and see pictures of **past FTG events since 2010**, don't miss visiting <http://www.spcc.pl/en/sekcja/finlandia/2016>

The FTG Board looks forward to an active and productive year 2016. If you as a member have ideas on the development of FTG and the Chamber's activities and services or cooperation opportunities between your company and FTG or the Chamber, please feel free to contact me or any of the other FTG Board members at any time.

I wish you all a Peaceful Easter!

Johan Puotila
Chairman