

Dear Finnish Trade Guild Member,

The **2017 Annual General Meeting of the Finnish Trade Guild** (FTG) took place on February 21st at the Finnish Embassy in Warsaw. Participating members approved the Guild's 2016 activity report and finances and the 2017 activity plan, elected the 2017 FTG Board members as well as nominated the FTG representatives for the Board of the Scandinavian-Polish Chamber of Commerce (SPCC) for 2017.

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

The 2017 FTG Board

The following persons were elected to the 2017 FTG Board:

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

Marcin Bruszewski, Fortum, Vice Chairman, marcin.bruszewski@fortum.com

Markku Ekholm, Suomen Unipol, Board Member, markku.ekholm@unipol.fi

Tomasz Konarski, YIT, Board Member, tomasz.konarski@yit.pl

Kirsi-Maarit Poljatschenko, Finpro, Board Member, kirsi-maarit.poljatschenko@finpro.fi

Esa Tuomi, Nordea Bank, Esa.Tuomi@nordea.com

Petri Paakkanen, Stora Enso, Deputy Board Member, Petri.Paakkanen@storaenso.com

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

Piotr Tumelius, Frosmo Poland, Deputy Board Member, piotr.tumelius@frosmo.com

Johan Puotila, Marcin Bruszewski and **Esa Tuomi** were nominated candidates for the 2017 SPCC Board.

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

Legal Advice service

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

On March 1st 2016 FTG launched a **new member service, legal advice**. It is easy to use, available to all FTG company members no matter their geographical location and the cost of it is included in the SPCC membership fee. During the first 10 months the service gained 6 registered member company users, and 8 requests for advice were filed and responded to by end of 2016.

To make the service better known among our members and potential new members, kindly spread the word both within your respective organization and to your colleagues in potential new member companies. You will find more information on the service and how it can benefit your business at <http://www.spcc.pl/en/sekcja/finlandia/legal>.

We 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. Popular 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**.

Membership growth strengthens the voice of Finnish business community

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

In 2016 FTG was the **fastest growing national section** in SPCC both in absolute and relative terms, with a net gain of 3 corporate members. At the end of 2016 we had an **all time high of 72 members (out of which 67 corporate member)**, up from 49 (45) at the beginning of 2010. This equals to ca. 32 % of the total number of Finnish businesses operating in Poland.

While this is a high percentage compared to the other SPCC national sections, there is still potential for us to grow in order to strengthen the voice of the Finnish business community in Poland. As existing members we are best placed to spread the word of all the FTG/SPCC membership benefits to potential new members, whether clients, partners, vendors or service providers to our business.

You can find a brief **summary of FTG membership benefits**, including testimonials from existing members also in an easy-to-download pdf format at <http://www.spcc.pl/en/sekcja/finlandia/korzysci>

When spreading the word of the added value of membership, don't forget SPCC's "**members get members**" program whereby you can get a 15 % discount from 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 our 2016 and other past events**, don't miss visiting <http://www.spcc.pl/en/sekcja/finlandia/2016>

The FTG Board looks forward to another active and productive year in 2017. If you as a member have ideas on developing FTG's and the Chamber's activities and services or cooperation opportunities between your company and FTG, please feel free to contact me or any of the other FTG Board members at your convenience. We look forward to hearing from you.

With wishes of an excellent business year 2017!

Johan Puotila
Chairman