



# ANNUAL Report 2011

The Nordic Chamber of Commerce in the Czech Republic

## Foreword by the President

All in all, 2011 was a very fruitful year for the Nordic Chamber in the Czech Republic. We continued the positive development from previous years with a host of well-attended events and engaging arrangements; during 2011, the outflow of members in the beginning of the year was turned to a modest inflow by its end; at our head office important organizational changes were carried out. Therefore, I think it's fair to say that we last year managed to fulfill the Chamber's stated mission – to promote and serve the Nordic business community in the Czech Republic, to help improve the business environment

and to provide a platform for creating new business opportunities. It's not up to me to decide whether we also managed to fulfill the Chamber's main objective – to achieve high membership satisfaction. My impression, however, is that we are on the right track, and that we have laid the basis for making 2012 at least as fruitful as 2011.

**Stefan Lager**  
Chamber President

## A Glance at 2011

The first of the Nordic Chamber's numerous **events** (Chart 1) last year was a meeting with three renowned experts from NERV, the Czech Government's economic council, at which over 100 people turned up; we ended the year with throwing the largest Lucia Christmas party in our history. In-between we arranged 11 Breakfast Meetings, two Business Mixers including the Czech Beer Festival with seven other foreign chambers in Prague, six Thirsty Thursdays, two Social Events (among them the popular Strawberry Party) and also a well-attended Golf Tournament. In addition the Nordic Chamber co-arranged three regional seminars with CzechInvest. Compared to the previous year, the number of events was about the same, but the total number of people attending was larger. The members of the Nordic Chamber's Event Committee last year conducted two regular meetings.

In 2011, two significant **organizational changes** took place. Firstly, each member of the Nordic Chamber's Board has taken responsibility for a certain sector of the Chamber's activities. As a result, the Chamber's Executive Director may whenever needed in the day-to-day operation of the Chamber consult directly with the Board member in charge of the relevant sector. Secondly, by employing an assistant to take care of the office administration, the Executive Director has gained far bigger leeway to recruit new members and to organize the Chamber's Working Groups.

By the end of 2011, the Nordic Chamber had **131 company members** (Chart 2). This means that we have suffered a net loss of around 10 companies compared to 2010. Sweden is still the country of origin for the largest group of our corporate members (ca. 44 percent), while non-Nordic companies represented the fastest-growing group among our new members in 2011 (Chart 3).

The Chamber's **financial situation** is still favourable (Chart 4), as last year ended with a surplus of CZK 270.000. The positive result is mainly due to savings through a new internal procurement strategy, and also stricter cost control.

Just like in previous years, our **co-operation with the Nordic embassies** was excellent. As an expression of our close relations, the longest-serving Nordic ambassador in Prague (currently Denmark's ambassador) is the Chamber's Honorary Chairman. Unfortunately, our **co-operation with other organizations and state institutions** in 2011 proved less productive. The main reason is that the Council on Czech Competitiveness, a lobby group of foreign chambers run by the American Chamber of Commerce, has practically seized to function. This setback was only partially offset by our newly-established co-operation with the Anti-Corruption Endowment.

## Challenges in 2012

The Nordic Chamber has for several years struggled to **keep the number of members stable**. Some companies have left us as a result of the financial crisis. Others – this goes especially for companies located outside of Prague – have cancelled their membership because they feel that the Nordic Chamber does not offer a product which is attractive or relevant enough to them. This is an issue that we are targeting very seriously.

There is an even larger room for improvement among **Nordic companies that have not yet joined the Chamber**. Currently, this applies to more than a half of all Nordic-related firms in the Czech Republic. However, following the organizational changes that took place at the Chamber's Secretariat in 2011, positive results in this field may be expected by the end of 2012.

At the end of 2011 the Nordic Chamber established two **Working Groups** – the first entitled Transparency, the second Green Line. The framework of the groups' functions and goals, which currently are under preparation, will be presented to the

Chamber members in a coming letter of invitation. The Working Groups will correspond to significant Nordic Values such as transparency, the environment, corporate social responsibility, equal opportunities etc. Each of the Working Groups will present a set of goals which are clear, measurable, controllable and feasible to implement in small and medium-sized businesses (SME). Our members in this segment will be offered a simple implementation plan. Once a year the achieved results will be evaluated and a winner chosen. Hopefully, we will in short time be able to present a basic set of Nordic Values with which also companies that so far not have officially acknowledged these principles, can identify with.

Limited **media coverage** is one of the Nordic Chamber's continuous weaknesses. We know that the Nordic countries generally have widespread sympathy among Czechs, and it's essential that we strengthen our PR in order to communicate "Nordic values", such as openness and transparency, political accountability and equal opportunities, to the Czech public. One way of achieving this is to hire a PR agency.

## Board of Directors

For the first time in the Chamber's history all Nordic nationalities were in 2011 represented in the Board of Directors. The spread of industries represented by the Board members is also favourable. Currently, the Nordic Chamber's Board has the following members:

- H.E. **Ole E. Moesby**, Ambassador of Denmark, Honorary Chairman
- **Stefan Lager** (S, Sweden Telecom), President
- **Robert Norlin** (S, NCC Purchasing), First Vice President
- **Birger Husted** (DK, Unique Consult), Second Vice President
- **Björn Mattsson** (S, Skanska) Treasurer – stepped down in Dec. 2011
- **Jiří Šedivý** (CZ, Mercuri International), Members' Affairs
- **Leifur Haraldsson** (IS, Inkasso), Board member IT & Web
- **Jens-Petter Olsen** (N, Adask), Board member
- **Jiří Pech** (CZ, SKF Ložiska), Board Member
- **Ivo Klimeš** (CZ, Individual member), Board Member
- **Daniel Boestad** (S, Saab), Board Member
- **Hannu Kasi** (F, ABB), Board Member

## Board Candidates 2012

Starting from the Annual General Meeting in March 2012, members of the Nordic Chamber's Board are elected for a period of one year. Apart for the Chamber's Treasurer all current Board Members are running for re-election at the AGM in March 2012:

- **Stefan Lager** (S, Sweden Telecom), President
- **Robert Norlin** (S, NCC Purchasing), First Vice President
- **Birger Husted** (DK, Unique Consult), Second Vice President
- **Jiří Šedivý** (CZ, Mercuri International), Members' Affairs
- **Leifur Haraldsson** (IS, Inkasso), Board member IT & Web
- **Jens-Petter Olsen** (N, Adask), Board member
- **Jiří Pech** (CZ, SKF Ložiska), Board Member
- **Ivo Klimeš** (CZ, Individual member), Board Member
- **Daniel Boestad** (S, Saab), Board Member
- **Hannu Kasi** (F, ABB), Board Member

All Chamber members who wish to candidate for Board Membership are kindly asked to register prior to the elections at the AGM.

## Activities planned in 2012

The program for 2012 is not yet finalized, but few events have already been determined:

- 20 March - **Labour Code Amendment Implications Breakfast Meeting**
- 29 March - **Tribal Leadership breakfast at the Finnish Embassy**
- 4 April - **Natural Tendencies Assessment Morning Session**
- 12 April - **Speed Business Meeting**
- 19 April - **Public Procurement Law Amendments Breakfast Meeting**
- 25 April - **Business Mixer - Czech Beer Festival**
- 24 May - **Software Licensing and Legal Risks**
- 6 June - **Social Event - Strawberry Party**
- 14 June - **Talent Management: what is it and why is it important for your business?**

- Chart 1:** Events Report 2011
- Chart 2:** Membership Development
- Chart 3:** Members – Country of Origin
- Chart 4:** Profit & Loss Report 2011
- Chart 5:** Budget 2012

## Chart 1: Events Report 2011

### Breakfast meetings:

January 11	Conference Curing Corruption
January 19	Breakfast Meeting - Economic debate with representatives of NERV
February 24	Breakfast Meeting - Current macroeconomic trends
March 24	BM: Risk for managers – loss of wages for concurrent employment
May 18	Breakfast meeting – Company pre-schools
May 19	Seminar in Region Brno – with CzechInvest
May 24	Breakfast briefing
September 6	Seminar in Region Plzeň – with CzechInvest
September 15	Changes in Labour law
October 20	Labour Code Amendment

### Business Lunch:

April 12	Business Lunch debate with Dan Ťok, Transparency and Public Procurement
May 25	Business Lunch – CSR and “green” policy

### Business Mixers:

February 24	Thirsty Thursday
March 31	Thirsty Thursday
April 7	Business Mixer - Czech Beer Festival 2011
April 28	Thirsty Thursday
May 26	Thirsty Thursday
July 28	Thirsty Thursday
August 29	Farewell of H. E. Inger Ultvedt
September 29	Thirsty Thursday
October 19	Speed Business Meeting with French and Dutch Chamber Members
November 29	Business Mixer 2011

### Social & Sport:

June 9	Social Event Strawberry Party
October 7	Nordic Chamber Golf Masters 2011
December 14	Nordic Christmas Party 2011

## Chart 2: Membership Development

Members	Existing	New	Canceled
2007	124	16	5
2008	135	17	10
2009	142	9	8
2010	143	17	15
2011	145	20	16
2012	149		

Members	Number	%	Description
A	31	21%	A over 100 employees
B	57	38%	B 11 - 100 employees
C	61	41%	C 1 - 10 employees

### Year end 2011

In kCZK

Trade	Export	Import
Denmark	22 186	15 545
Finland	16 234	9 082
Iceland	498	924
Norway	15 168	23 484
Sweden	46 921	25 515

## Chart 3: Members – Country of Origin

Country	Members 2011	% of members	Total companies In 2011	% of companies
<b>Sweden</b>	64	44%	247	43%
<b>Denmark</b>	23	16%	167	29%
<b>Norway</b>	8	6%	79	14%
<b>Finland</b>	10	7%	66	12%
<b>Iceland</b>	1	1%	14	2%
<b>Other</b>	39	27%		

Country	Members 2012	% of members	Total companies and 2011	% of potential companies
<b>Sweden</b>	60	40%	260	42%
<b>Denmark</b>	28	19%	178	29%
<b>Norway</b>	8	5%	94	15%
<b>Finland</b>	11	7%	73	12%
<b>Iceland</b>	1	1%	13	2%
<b>Other</b>	41	28%		

## Chart 4: Profit & Loss Report 2011 & Budget 2012

<b>INCOME</b>	<b>Actual 2010</b>	<b>Budget 2011</b>	<b>Actual 2011</b>	<b>Budget 2012</b>
Membership fees	2 320 000	2 500 000	2 371 700	2 400 000
Individual fees	32 500	30 000	15 000	15 000
New members	151 590	200 000	116 300	158 000
Web advertising				70 000
Interest	23 298	23 000	7 242	12 000
Office rent	39 648	40 000	72 500	56 000
<b>Total income</b>	<b>2 567 036</b>	<b>2 793 000</b>	<b>2 582 742</b>	<b>2 711 000</b>
<b>EXPENDITURE</b>				
Wages and salaries, bonuses	741 000	741 000	771 000	931 000
Office rent, Energies	362 693	365 000	357 945	358 100
Office costs in total	522 335	412 000	522 533	352 900
<b>Total Expenditure</b>	<b>1 626 028</b>	<b>1 518 000</b>	<b>1 651 478</b>	<b>1 642 000</b>
<b>PROJECT EXPENDITURE</b>				
Trainings		300 000	101 107	100 000
Business event / mixers	546 877	500 000	177 847	172 000
Social events			73 458	110 000
Political connections	35 956	125 000	8 247	30 000
Sport activities	208 885	100 000	- 80 857	- 22 000
Nordic News	538 013	250 000	380 290	379 000
Web, eNewsletter				300 000
<b>Total projects</b>	<b>1 329 731</b>	<b>1 275 000</b>	<b>660 092</b>	<b>1 069 000</b>
<b>Costs total</b>	<b>2 955 759</b>	<b>2 793 000</b>	<b>2 311 570</b>	<b>2 711 000</b>
<b>Surplus / (deficit)</b>	<b>-388 723</b>	<b>0</b>	<b>271 172*</b>	<b>0</b>

\*Audit minus 70.000 CZK – write off the old debts 2009

## COMPANY MEMBERS Nordic Chamber of Commerce

- ABB s.r.o.
- Adask s.r.o.
- ADBENTRUST s.r.o.
- AIMS Consulting s.r.o.
- Alfa Laval spol. s r.o.
- AstraZeneca Czech Republic s.r.o.
- Baker Tilly Czech Republic, spol. s r.o.
- Bent Walde - Jensen s.r.o.
- Berendsen Textil Servis s.r.o.
- BIM Czech Republic s.r.o.
- Bird & Bird, s.r.o.
- Blue falcon s.r.o.
- CEPONA s.r.o.
- City Airline
- CODAN AGENTURA spol. s r.o.
- COLOPLAST A/S odštěpný závod
- Control System International s.r.o.
- Cook Communications s.r.o.
- CTP
- Damco Czech Republic, s.r.o.
- DAUCZECH
- DESIGNOR s.r.o.
- DET NORSKE VERITAS CZ s.r.o.
- DRILL B.S. spol. s r.o.
- Družstevní závody Dražice - strojírna s r.o.
- DSV Air & Sea s.r.o.
- EBO Reality, s.r.o.
- ELECTROLUX, s.r.o.
- Ensto Czech, s.r.o.
- ERICSSON spol. s r.o.
- EUROALARM Assistance Prague, s.r.o.
- FACSON, spol. s r.o.
- Fagerhult Central Europe GmbH
- Faiveley Transport Třemošnice, s.r.o.
- Finn Hansen - EUROTRADE DENMARK
- FINNY spol. s r.o.
- FIRE EATER CZ, spol. s r.o.
- FlexLink Systems s.r.o.
- Flügger s.r.o.
- Fortum Holding B.V., organizační složka
- FSHP, a.s. Four Seasons Hotel
- GE Money Bank, a.s.
- Global Blue Czech Republic, s.r.o.
- Gripen International KB
- Hana Kuncová Mgr.
- Havel, Holásek & Partners s.r.o., advokátní kancelář
- Hempel (Czech Republic) s.r.o.
- Howlings s.r.o.
- Hudson Global Resources, s.r.o.
- Husqvarna Česko s.r.o.
- Hyberská Properties, s.r.o. Kempinski hotel
- Chmellar s. r. o.
- Chr.Hansen Czech Republic, s.r.o.
- IFS Czech s.r.o.
- IKANO Properties s.r.o.
- IKEA Česká republika, s.r.o.
- ING Bank N.V.
- Inkasso Servis s.r.o.
- Innotiimi
- ISS Facility Services s.r.o.
- KAMPA PARK spol. s r.o.
- KappAhl Czech Republic s.r.o.
- Kinnarps a.s.
- Leasing Barock s.r.o.
- LEGO Trading s.r.o.
- LINDAB s.r.o.
- Lindex s.r.o.
- LK Pumpservice, s.r.o.
- LLENTAB, spol. s r.o.
- Loomis Czech Republic a.s.
- Lundbeck Česká republika s.r.o.
- Maersk Czech Republic s.r.o.
- Mercuri International s.r.o.
- MOLL WENDEN Advokatbyra AB
- MTM Transport a.s.
- Multi-Wing CZ, s.r.o.
- NCC Purchasing Group CEE, s.r.o.
- NEXIA AP a.s.
- NIELSEN MEINL, advokátní kancelář, s.r.o.
- Nilfisk-Advance s.r.o.
- NOCAROVÁ JAŠEK & PARTNERS, v.o.s.
- NORDEX AGENTUR spol. s r.o.
- North Trappers s.r.o.
- Novo Nordisk s.r.o.
- NSG Morison advisory s.r.o.
- OEM Automatic, spol. s r.o.
- Ondřej Horský - AGROTECH
- Ordning & Reda
- Orico AB
- ORIFLAME CZECH REPUBLIC spol. s r.o.
- Orion Diagnostica - organizační složka
- OR-Prague s.r.o.
- Park Lane International School
- Pavel Klejna
- PELIKÁN KROFTA KOHOUTEK advokátní kancelář s.r.o.
- PETERKA & PARTNERS v.o.s. advokátní kancelář
- Quinn Hotels Praha, a.s. HILTON
- RADIOMETER s.r.o.
- RECOOP TOUR, a.s. Vienna International hotels
- REZIDENCE LUNDBORG, s.r.o.
- SANDVIK CZ s.r.o.
- SANDVIK CHOMUTOV PRECISION TUBES spol. s r.o.
- SAS Scandinavian Airlines
- SCA Hygiene Products, s.r.o.
- SCANIA CZECH REPUBLIC s.r.o.
- Silvi Nova CS, a.s.
- Skanska a.s.
- SKF Ložiska, a.s.
- Stora Enso Praha, s.r.o.
- Švehlík, Šafa & partneři s.r.o., advokátní kancelář
- Sweden Telecom s.r.o.
- Tetra Pak Česká republika s.r.o.
- The Royal Bank of Scotland N.V.
- Tieto Czech s.r.o.
- TK Czech Operations s.r.o.
- Trans Europe Chemicals s.r.o.
- Transpoint International (CZ) s.r.o.
- UMOE SCHAT-HARDING spol. s r.o.
- UNIQUECONSULT Czech Republic, s.r.o.
- Vacon s.r.o.
- VAGNER DESIGN s.r.o.
- VELUX Česká republika, s.r.o.
- Volvo Auto Czech, s.r.o.
- VOLVO Truck Czech s.r.o.
- VORLÍČKOVÁ PARTNERS s.r.o.
- World Class Czech Republic s.r.o.
- YIT Stavo s.r.o.
- Zátíší Catering Group a.s.
- Zkušebnictví a.s.