



Breaking the barriers and Finding new paths to success
Doing business between UK and Latvia
Bilateral Business conference

May 25, 2011
Hotel Bergs , 83/85 Elizabetes street, Riga, Latvia



WELCOME WORDS



Anete Vignere
CEO of LBCC

*The Latvian British Chamber of Commerce is inviting you to take part at the first annual Bilateral Business Conference “**Breaking the barriers and finding new paths to success. Doing business between the United Kingdom and Latvia**”.*

It is with great pleasure that I am addressing our first Conference, here in Riga. I am delighted to have this opportunity, witnessing and contributing to the business relations between the Republic of Latvia and the United Kingdom.

Latvia like many other countries in recent years has found its economy to be extremely challenging. Latvia can be proud of many success stories, based on creative innovation and advances solutions: cutting edge glass or amber threads, world best studio microphones, cancer curing virotherapy, famous food exporters and much more.

There still remains significant unlocked trading and commerce potential between our two countries, which needs to be explored and unbolted. The United Kingdom can offer access to markets with over 60 million consumers, being one of the highest purchasing powers in the European Union. London in particular is a global financial center, with over 300 financial services companies.

The LBCC strives to maintain extensive contact with influential organisations and companies in Latvia, the UK and other countries.

LBCC is looking forward to get know about Your success story!

ABOUT THE CONFERENCE



The Latvian British Chamber of Commerce is inviting you to take part at the first annual Bilateral Business Conference

“Breaking the barriers and finding new paths to success. Doing business between The United Kingdom and Latvia”

It will be an invaluable day of knowledge sharing and contact building for businesses, especially small and medium-sized enterprises, considering the UK market. Through breakout sessions, one to one meetings and at a "meet the expert" hub, the event will give visitors businesses the knowledge and tools needed to succeed in UK.

Bilateral ties between UK and Latvia at every level are growing on the basis of excellent business relations and outstanding economic exchanges.

This Bilateral Business Conference provides an excellent opportunity to review our joint experiences and also to build people-to-people contacts and bridges between the two business cultures, so as to further develop what we have achieved so far.

This Conference will provide us all with the opportunity to comprehend where we stand and how we reached this point but first and foremost it shall grant you, the leading actors of the British-Latvian business community with the chance to update old relationships, to foster new partnerships and to come up with a new vision.

At a time of crisis and pessimism, genuine entrepreneurship is required and the civil society has the right to expect from its businesspeople to light the way into the future with their courage and their expertise in dealing with uncertainty



The day will be a unique opportunity to:

- Meet visiting British business delegations
- Meet top executives from leading Latvian companies
- Get free advice from British and Latvian market entry experts
- Have one to one meetings with British and Latvian companies
- Incredible networking opportunities with potential partners, clients and agents throughout the day
- Receive insightful reports and intelligence on doing business in UK and Latvia.
- Identify your business opportunities. Get a sharp insight into UK and Latvia's emerging sectors and learn "how to" access business opportunities.

THE MAIN GOALS & OBJECTIVES



- To introduce Latvian entrepreneurs with prospective export areas to the United Kingdom;
- To inform about UK government's support programmes for UK based companies;
- To inform about Latvian government's support programmes for Latvian exporting companies;
- To demonstrate Latvian entrepreneur's success stories in the United Kingdom.
- To give opportunity to make a contact with British companies and specialists.
- To share with practical information about:
 - *How to make a tender proposal and how to win a tender agreement?*
 - *How to buy a Franchise?*
 - *How to attract investors and keep them interested?*
 - *and many more...*



Bilateral Business Conference
Breaking the barriers and finding new paths to success.
Doing business between The United Kingdom and Latvia

May 25, 2011
Hotel Bergs , 83/85 Elizabetes street, Riga, Latvia

- 09:00 – 09:30** **Coffee and Registration**
- 09:30 – 09:40** Welcome words
Anete Vīgnere, CEO of Latvian British Chamber of Commerce in the UK
- 09:40 – 09:45** ***Mr Nils Ushakovs, Mayor of Riga***
- 09:45 – 09:50** Representative of Ministry of Foreign Affairs of Latvia
- 09:50– 09:55** ***Mr Juris Puce, State Secretary of Ministry of Economics of Latvia***
- 10:00 – 10:05** ***Mr Andrew Soper, HM Ambassador in Latvia***
- 10:05 – 10:15** Springboard for Success – support and advice for Latvian companies setting up in the UK
Gintare Verbickaite, UKTI Baltic States
- 10:15- 10:25** LV business support programmes for Latvian exporting companies
- 10:25:10:50** Import possibilities for Latvian export companies.
Ajay Desai, Coventry & Warwickshire Chamber of Commerce
- 10:50- 11:15** Breaking the barriers and finding new paths to success. Doing business between the United Kingdom and Latvia.
Mārcis Liors Skadmanis, COO of Latvian British Chamber of Commerce in the UK
- 11:15– 11:45** **Coffee break and networking**

AGENDA



- 11:45- 12:10** *UK or LV bank (will be updated till 25th May)*
- 12:10-12:35** Establishment and maintenance of business presence in the United Kingdom
Michelle Owens, Hamble Group Ltd.
- 12:35- 12:55** Tax consequences of doing business in the UK. Business and Tax structures.
Mike Marcus, Core Resolutions Ltd.
- 12:55 – 13:20** Tender Contracts. How to draft a tender contracts and to increase a chance to your business proposal to win.
Mike Raynor, Tender Management Consultancy Ltd.
- 13:20 – 13:45** Investing in Latvia; current challenges, international markets and key trends.
Ben Ferrari, Imprimatur Capital Ltd.
- 13:55- 14:00** Visual presentation about Latvian success stories in the United Kingdom
Anete Vīgnere, CEO of Latvian British Chamber of Commerce in the UK
- 14:00 - 14:30** Practical discussion. Attending:
1. *Latvian entrepreneur 1 (building and construction sector)*
 2. *Sergei Reviakin, Mottra Ltd.*
 3. *Latvian entrepreneur 3 (organic cosmetics sector)*
 4. *Latvian entrepreneur 4 (pharmacy and chmistry sector)*
- 14:30- 16:00** ***Close of Conference and informal dinner***
- 18:00 – 20:00** ***Evening reception. Wine and networking***

We look forward to meeting you on Wednesday 25 May.

LBCC Member: LVL 35.00 / £ 43.00 + VAT , Non LBCC Member: LVL 45.00 / £ 55.00 +VAT

For a queries regarding registration, please contact: sniedzite.jakobovska@latvianchamber.co.uk

To get know more about advertising at LBCC annual business magazine , please send a request at info@latvianchamber.co.uk

SPONSORSHIP OPPORTUNITIES



The Latvian British Chamber of Commerce can offer you opportunities to fully support and have prominent exposure to our members, partners and the wider business community in the UK and Latvia. Your event sponsorship package will cover the branding of all promotional literature including flyers, magazine and website, promotional display boards erected at the event, promotional literature and any "goodies" you may wish to provide the audience.

Exclusive opportunity to have a stage/room named after your brand/product. This name will be used in all publicity and correspondence.	✓				
Recognition as the main event sponsor in all with guests.	✓				
Logo on promotional literature.	✓	✓			
Branded stall for product promotion/distribution or information point for other purposes with logo on event map to indicate positioning.	✓	✓			
Corporate signage in a designated area at the event.	✓	✓	✓		
Full colour logo/name on main event posters.	✓	✓	✓	Name only	
Full colour logo/name recognition with link to company's website on the LBCC website.	✓	✓	✓	✓	✓
Advertisement/Logo recognition in event programs distributed to all guests.	Full page	Full page	Half page	Quarter page	Logo
Company leaflet distribution at ticket collection sessions.	✓	✓	✓	✓	✓
Expected contribution of cash, goods or services.	£3000	£1000 - £3000	£500 - £1000	£200 - £500	Up to £200

For specific inquires and additional information about this service please contact :
info@latvianchamber.co.uk



H O T E L S



Core Resolutions

MOTTRA
 PURVEYORS OF EXCEPTIONAL CAVIAR