# **OUR CHAMBER** Newsletter from Swedish-Polish Chamber of Commerce



**ARPI Accounting** Our first Strategic Partner

## **IN THIS EDITION**

Thank you for reading the very first edition of the newsletter Our Chamber, devoted to activities of the Swedish-Polish Chamber of Commerce (we connect Sweden with Poland and create new business relations) and to activities of our members.

The Swedish-Polish Chamber of Commerce virtually bursts with competence, capabilities and ambition. But we are not the ones to take the credit. The strength of a chamber of commerce equals the strength of its members.

Believe us when we say that there is not much our members aren't capable of doing. In this newsletter, which we aim to publish four times a year, we will describe some of these capabilities.

We will at the same time provide a platform for information about anything new happening within our member firms and member organisations - new products, new services, new skills, new recruitment needs etc. There is also space for announcing new offers to members and for placing adverts (free of charge for members, chargeable for non members). The Swedish-Polish Chamber of Commerce launched recently a brand new concept - strategic partnership. Selected members whose capabilities, products and services are of a considerable interest for our community can become our strategic partners with whom we enter agreements about mutual support.

You can read more about strategic partnership on our website, <u>https://svenskpolska.se/en/start-english/</u> and on page 11 under the heading CHAMBER NEWS.

We are delighted and thrilled to be able to present in this first edition of the newsletter our very first strategic partner, ARPI Accounting, and interview the company's founder and CEO, Jan Prejsnar.

We celebrate the 150 year anniversary of Bulten and interview the operational director of Bulten Invest Dr. Ilona Szłapa. We also present a member firm, I.G.S. PRODUCTION, providing services in new media and audiovisual production.

This is, of course, not everything we write about. You are warmly welcome to this chock-full first edition of the newsletter Our Chamber!

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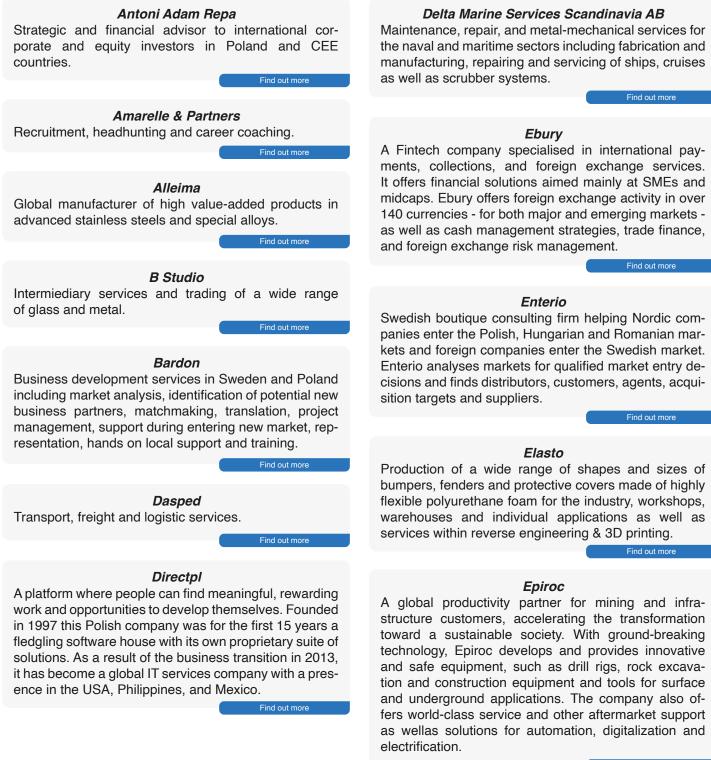
## **NEW MEMBERS**

Our task as a chamber of commerce is to support our members. Our strength lies in our members` successes and our job is to contribute to these successes by providing contacts, knowledge, a platform for networking and by always being ready to assist with advice.

You can find a list of all our members, with links to their websites at https://svenskpolska.se/en/vara-medlemmar-en/.

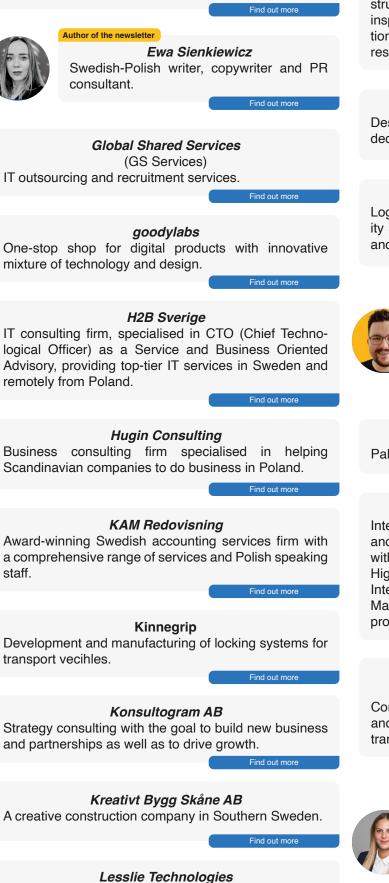
Here in the newsletter Our Chamber we will regularly welcome new members who have recently joined the Swedish-Polish Chamber of Commerce. We will also provide short descriptions of their business operations.

#### This time we warmly welcome new members since the begining of 2023:



#### Esatto

A digital agency with comprehensive services in strategy, communication, design and Tech.



#### MGKS Grund&Bygg AB

A Stockholm-based construction company with a comprehensive range of services including all types of construction and remodelling projects, from design to final inspection, renovations and finishing, kitchen installation and kitchen remodelling as well as demolition in residential and commercial buildings.

#### Nekken

Designing, creating, implementing and maintaining dedicated IT systems and business solutions.

Find out more

Find out more

#### NTEX

Logistic operator with extra committment and availability and the ability to handle transport by road, sea, rail and air, warehousing as well as third party logistics.

Author of the newsletter



Tomasz Pikus - Pikus.IT

Digital agency offering comprehensive support to businesses at every stage, starting from creating a visual identity (logo, typography, brand, colors), to building a modern and user-friendly website.

Find out more

#### PIXLOGs PallCentraler i Sverige

Pallet trading.

#### PlayeMotion

Internationally recognised Corporate Communications and Media Production company, specialised in B2B within such industries as Life Science. Construction. HighTech and IT. Extensive experience in Branding, Integrated Campaigns, Video Production, Sales and Marketing. Support and training for successful tender process.

Find out more

#### Lukasz Brzyski **Business Consulting**

Consulting firm specialised in business transformations and change management with emphasis on digital transformations.

#### Author of the newsletter

#### Martyna Skowrońska



Problem solving and customer service oriented resident in Enskededalen in Stockolm with experince of services to Polish and foreign exterprises within a Polish law firm and of technical support related to internet connection.

cilitating international trade, offering the innovative payment solution Lesslie PAY. Now, businesses can save

The future of cross-border payments and pioneers in fa-

both time and money on their cross-border payments.

Find out more

#### NaviRisk

Comprehensive risk management and business intelligense services in CEE markets, the Scandinavian and Baltic countries as well as in the Middle East.

> Polish Association of Construction Industry Employers

A country-wide organisation which associates Polish construction contractors, construction materials manufacturers, specialist design and geodetic companies, developers and others connected to the construction industry.

Find out more

Find out n

#### PwC Sweden

Market leader in auditing, tax and advisory services.

Find out more

#### Qarbon IT

Customised digital solutions to business enterprises.

Find out more

Find out more

#### Relout

Site Reliability and DevOps agency helping startups, software houses and enterprises to transform and scale their platform.

#### Sofra Health Institute

Wellness centres in breathtaking locations offering rehabilitation, weight-loss treatments, vegetarian diet packages as well as services for disabled guests and holiday packages.

Find out more

#### Stattin & Partners

Support for Polish companies, mainly in the ICT sector, entering the Swedish market. Services include consulting, analysis, strategy, business development, finding Swedish business partners, acting as local business representative for e.g. acquisition of customers, executive search.

#### Svenska Taco Bar AB

For the love of tacos - a Tex Mex fast casual restaurant since 1983, looking for Master franchise / Partner in Poland.

Find out more

#### Waterwalk Partners

Strategy consulting company dedicated to delivering strategy, business development and digital solutions, all of which provide a competitive advantage for its clients.

Find out more

#### WAZA network

Network for Polish innovators and entrepreneurs in Sweden.

Find out more

### **MEET A MEMBER**

### **ARPI Accounting**

By Ewa Sienkiewicz



ARPI Accounting is a well-established Warsaw-based outsourcing company offering a wide range of financial services for medium and large enterprises. It's a member of ARPI Group founded in Norway in 1999 by its CEO Jan Prejsnar, a Norwegian of Polish descent.

### Accounting services **7** tailored to your needs.

With its motto: "Accounting services tailored to your needs" ARPI is very proud to employ a large team of experienced professionals: accountants, in-house lawyers as well as HR and payroll specialists. Due to its great expertise, international perspective and versatility the company understands a very complex Polish financial system that is subject to constant changes.

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#### Our Chamber has interviewed Jan Prejsnar, CEO of ARPI Accounting.



CEO at ARPI Accounting Jan Prejsnar

#### Our Chamber:

What distinguishes ARPI Accounting from other accounting firms in the industry?

#### Jan Prejsnar:

We have extensive, over 20 years of, experience in supporting international companies in entering the Polish market, and partners from Sweden make up the majority of them.

I myself am Norwegian with Polish roots, which enables me to deeply comprehend both Scandinavian and Polish cultures. With this in mind, the services and work habits in ARPI are Scandinavian with a complete understanding of the Swedish clients and their values, combined with knowledge of Polish realities and mentality and with its very often changing financial system. ARPI is a kind of bridge of agreement and cooperation between these two countries on opposite sides of the Baltic Sea. What is also very important and needs expressing - being set in Swedish work customs - ARPI's core rule is to work for the owner of the company that hired us. This means that our commitments and loyalty always belong to Sweden. We talk about it openly and it is appreciated and builds trust.

Our other distinguishing feature is developing our own web solutions designed to enhance productivity of our clients. ARPI provides its customers with access to web applications such as DocSecure and the invoicing app InFlow.

On top of that, ARPI Accounting publishes the highly regarded Doing Business in Poland compendium for entrepreneurs starting business in Poland. We also run a specialized blog where we regularly explain the latest changes in Polish tax law. As you can see, our dedication is boundless.

#### Our Chamber:

Can you discuss some of the biggest challenges accounting companies face today and how is ARPI addressing them?

#### Jan Prejsnar:

We are a partner who is up to date with all rapid changes in law in Poland. Many new regulations need to be implemented in a very short time, and thanks to the broad services we provide and our own legal department, we are able to quickly adapt to new requirements and keep clients up to date.

Also worth mentioning, in these demanding and rocky times, we provide insurance of civil responsibility for the amount of 250.000 EUR (accounting), 250.000 EUR (HR) and 250.000 EUR (tax consultancy) which is a rarity because regular third-party liability insurance for accounting firms in Poland is 10.000 EUR. The security of our systems is ensured by the renowned Nessus Vulnerability Assessment. All because our clients require full security from us, due to the amount of money we manage for them: in 2021, the total turnover of businesses of our clients exceeded 317 mln PLN which is over 780 mln SEK.

#### Our Chamber:

Finally, we would like to ask for some comment on your membership in the Chamber. You are about to become Chamber's first Strategic Partner, which we are very excited about and looking forward to.

#### Jan Prejsnar:

Swedish-Polish Chamber of Commerce has an impressive scale of networking activity, which we greatly appreciate. Moreover, our current large Swedish partners have been highly recommending enrollment in the Chamber and we hope that thanks to this move we will meet other large Swedish enterprises thinking about entering the Polish market - we are ready to cooperate!

### **Congratulations Bulten**

By Ewa Sienkiewicz



*This year our member Bulten celebrates its 150th anniversary!* Bulten Group is a leading global manufacturer and supplier of fasteners to the automotive industry, as well as other customer groups such as consumer electronics. Bulten's core products are metallic bolts, screws and nuts together with all other various types of fasteners: pins, rivets, rivet nuts, clips, screws, plastic washers and inserts.

#### **BULTEN HISTORY**

In 1873, two Swedish engineers Gottfried Rystedt and Nils Petterson saw a business opportunity in manufacturing fasteners. Businessman Herman Friedländer helped with the start-up capital of 225.000 SEK and Bultfabriksaktiebolaget or "The Bolt Factory Corporation" was founded.

In the first half of the 20th century the company expanded quickly, acquiring various businesses and entering new markets. Over a couple of decades later, Bulten established itself as a leading European manufacturer of fasteners.

During the 1990's, production units were acquired in several countries around the globe: Germany, China and Poland. It was also the time when Bulten made its first appearance on the stock exchange.



The grand opening of Bulten's new surface treatment facility in Poland. From left to right Dr. Ilona Szłapa, Operational Director at Bulten Invest, Anders Nyström, Bulten's President and CEO, Anna Butrym, moderator of the event.

#### **BULTEN NOWADAYS**

### Bulten Group is headquartered in Gothenburg, Sweden and is listed on Nasdaq Stockholm Mid Cap.

Is a sustainability leader in this industry

Employs 1600 staff

Has 10 production facilities in 7 countries (Sweden, Poland, Germany, UK, USA, China and Taiwan)

#### **BULTEN IN POLAND**

Poland has been a key country for Bulten since the beginning of 1990's, with its production units in Bielsko-Biała and Wilkowice and with approx. 500 fantastic people working for the company.

In January 2023 the corporation opened the company's biggest investment ever which is a true milestone in its 150 years history - a state of the art new surface treatment facility in Radziechowy-Wieprz manufacturing all major types of coatings, both electrolytic and flake with highly automated warehouses.

Our Chamber has interviewed the Operations Director of Bulten Invest, Dr Ilona Szłapa who led the project team with the responsibility for the planning and construction of the new plant in Radziechowy-Wieprz.

#### Our Chamber:

What special features does the newest and biggest Bulten investment have?

#### Dr llona Szłapa:

Our manufacturing facility is unique on many levels. It was designed and built as an environmentally neutral facility with a great vision to relate to nature and the mountain region in which it's located. We have 20,000 sqm. space with neutral buildings, production halls and offices that are ideally merging with the neighboring forests and mountains.

#### Our Chamber:

What is the capacity of the new facility?

#### Dr Ilona Szłapa:

We are ready to produce all types of coatings - electroplating zinc and zinc alloy, flake and patch - that are needed for the entire production of our other plant in Bielsko-Biała and we still have a production surplus of 30%, so there is space reserved for further development.

#### Our Chamber:

How many people work in Radziechowy-Wieprz?

#### Dr llona Szłapa:

By the end of the year, the Bulten RAD crew will have about 200 people, including about 70 completely new jobs for specialists and engineers.

#### Our Chamber:

Do you still plan for expansion?

#### Dr llona Szłapa:

Yes, we are ready for it, we can and we will grow together with Bulten.

#### Our Chamber:

Sustainability is today on everybody's lips and in everybody's mind. How does the new plant contribute to achieving Bulten's and your customers' sustainability goals?

#### Dr llona Szłapa:

We aim to be a leader in the sustainability field, and also very much aspire to be an example and sustainability role model for other businesses in our region. We meet all Bulten and our customers' sustainability requirements. To name just a few:

- we are environmentally neutral, both visually and in terms of the construction of our buildings (heat pumps, mineral wool insulation, lighting that does not cause noise to the environment, etc.) as well as regarding the CO2-free production
- we are gas free, which is very unusual from the Polish perspective
- we have a closed-water circulation system in our plant
- the whole place was built in the BREEAM System, it is the world's leading science-based suite of validation and certification systems for sustainable built environment, supporting ESG solutions. We are committed to obtaining a BREEAM certification and in order to get it we need to make the last step - that is building renewable energy farms on our premises which we plan on doing in near future
- all our green plantings are native, do not disturb the local ecosystem and in the midst of them we've built insect hotels for various species of local bugs to provide shelters for them during the winter

#### Our Chamber:

On a personal note, you have achieved so much during the last few years and you have contributed enormously to the development of the whole Bulten Group. What other goals do you have and want to reach during the coming years?

#### Dr llona Szłapa:

The biggest goal and my personal dream is to build a strong and happy team. People are the future of Bultem.



### **I.G.S. PRODUCTION**

By Martyna Skowrońska



**I.G.S. PRODUCTION** is engaged in the realization of broadly defined audiovisual projects. These are not just films or music videos. The crew helps in the realization of advertising spots, training courses, tutorials, webinars as well as the creation of interactive components of websites. Some assignments involve graphics, illustrations and animations. While realizing these projects, the team uses higly innovative solutions. It can be confidently said that I.G.S. PRODUCTION is a leader when it comes to implementation of new technologies and new media, which allows transforming even the boldest visions of clients into innovative and exciting promotional and educational materials.

#### Our Chamber has interviewed Igor Grzegorz Suski, founder of I.G.S. PRODUCTION.

#### Igor Grzegorz Suski:

We focus on further international expansion. We already have numerous international collaborations and contractors. In the near future we plan to start activities in the Balkans. We are also active in Bulgaria. However, we still want to enter additional new markets and one of them is Sweden.

The founder of I.G.S. PRODUCTION is highly interested in the structure and the functions of the Swedish society and he also likes Swedish humor.

#### Igor Grzegorz Suski:

Sweden is so close to Poland. Swedish companies are open to using new technologies in their marketing, which creates big opportunities for us. Moreover, as a Polish company, operating in the Swedish market, we are able to offer competitive prices, which also speaks in our favor.

The connection between the creative industry and institutions operating in the areas of culture and education is important and interesting.

#### Igor Grzegorz Suski:

In Poland, new media are increasingly being used in education. This has resulted in the creation of a large project - the Integrated Educational Platform [implement-

*I.G.S. PRODUCTION* has been operating in the new media and audiovisual production business for 6 years. The company is built by creative and ambitious professionals. Many of them have known each other since their school days.



## The founder of I.G.S. PRODUCTION Igor Grzegorz Suski

ed as part of the government project "Digital School"], in which we participate as a partner. We are currently collecting information about the usage of new technologies in Swedish education.

I.G.S. PRODUCTION has recently carried out its two first assignments in Sweden. The first one was the production of a short film for the Swedish-Polish Chamber of Commerce. For details please see page 12. The second one was for the Embassy of Republic of Poland in Sweden, who asked the I.G.S. PRODUCTION team to document the recent Polish Heritage Days in Stockholm.

#### Our Chamber:

What about your wiev of your membership?

#### Igor Grzegorz Suski:

We are very satisfied. The Chamber provides us with the opportunity to participate in interesting meetings and to network with potential new business contacts. We can also clearly see the Chamber's commitment and willingness to create relationships between members.

## **NEWS FROM MEMBERS**



#### NaviRisk can help you to prevent phising in your company.

#### Our Chamber has received the following information from NaviRisk:

#Phishing #CyberRisk Phishing attacks, often delivered via email spam, attempt to trick individuals into giving away sensitive information or login credentials. A lot of attacks are "bulk attacks" that are not targeted and are instead sent in bulk to a wide audience.

The attacker's goal can vary, with common targets including financial institutions, email and cloud productivity providers, and streaming services. The stolen information or access may be used to steal money, install malware, or spear phish others within the target organization. Compromised streaming service accounts may also be sold on darknet markets.

This method of social engineering attack involves sending fraudulent emails or messages that appear to be from a trusted source, such as a bank, e-commerce, or government agency. These messages will typically contain a link or attachment that, when you click, will install malware automatically on the targeted device or redirect them to a fake login page of any trusted website where they will be promoted to enter their login credential.

- In 2022, cybersecurity researchers reported a 48% increase in mailbox attacks.
- And 70% of these attacks involved phishing of credentials.
- Over 90% of successful attacks on IT systems started with an e-mail with a fake link.
- Almost 1.2% of all e-mails sent are malicious messages
- Even IT staff click on fake links. Awareness and resilience of companies are still grossly low.
- Even the best e-mail security systems cannot block 100% of fake messages.

#### What can you do to prevent phishing in your company?

Experience shows that awareness campaigns result in a significantly reduced click-through rate after each subsequent campaign. An employee who has made a mistake becomes more vigilant and resistant to social engineering attacks.

Phishing training for employees is one of the most effective ways to strengthen your company's defenses against malware, ransomware, data loss and Business E-mail Compromise (BEC) attacks.

#### Feel free to contact us to prepare an offer that will be ideally suited to your company at:

#### info@wearenavirisk.com

What's more we have prepared a special offer containing as many as potentially four awareness campaigns that we might carry out for your company over the next quarters.

## **CHAMBER NEWS**

### Strategic Partnership

During the spring of 2023 we have opened up the possibility for selected members to enter into a strategic partnership with the Chamber, involving mutual support and mutual benefits, in addition to what follows from membership.

Strategic partnership is a win win proposition which offers tangible gains both to the Chamber and to those members who choose to enter into this kind of partnership with us.

We will always, passionately and with great commitment, support all members. Strategic partnership, however, goes beyond what is included in the membership. In exchange for strategic partners' financial and operational support, we are willing to offer, on an individual basis, for example:

- High visibility on our website through name and logotype, with a link to the strategic partner's website, and a short description of the business
- Exposure in connection with our events strategic partner can appoint speakers and/or participants in panel debates
- · Exposure with name and logo in invitations to these events
- In case of interest events that are entirely devoted to the presentation of various aspects of the strategic partner's business operations
- High exposure in our LinkedIn posts, highlighting the Strategic Partner's business operations and specific capabilities .
- Ongoing efforts on our part, among members and our increasingly extensive external network, to promote the Strategic Partner with the goal to create new business relations

We will always be flexible in discussions about strategic partnership, but a preference, in order to create stability in the our operations, is to enter into agreements covering a period of 3 years.

### The first Strategic Partner



We are absolutely thrilled and delighted to be able to present in the first edition of this newsletter our first Strategic Partner, ARPI Accounting.

Those of the readers who have or contemplate to start business operations in Poland will benefit greately from downloading Arpi Accounting's guide to Doing Business in Poland.



### OUR EVENTS SO FAR IN 2023

Many thanks to all of you who have participated in our events so far during 2023. Many thanks, of course, also to our excellent speakers/panelists and to our event partners who helped us to organise.

19/01 Webinar in Polish "Przedsiębiorco - zamień swoje kontakty w kontrakty!"

View on LinkedIn

17/03 Seminar in Bonnierhuset in Stockholm and online "Energy Solutions of the Future"

View on LinkedIn

We invite you to watch a short film from this seminar. You must be logged in to LinkedIn and can then watch the film here.



13/02 Webinar in Polish "Co koniecznie musisz wiedzieć przy kontaktach biznesowych ze Szwecją!"

View on LinkedIn

25/04 Webinar "AI in innovative solutions in IT"

View on LinkedIn

09/05 Seminar in Örebro "Doing Business in Poland" in cooperation with, among others, the Chamber of Commerce in Mälardalen and Almi Mälardalen

View on LinkedIn

10/05 Seminar in Bonnierhuset in Stockholm and online "Innovation - the way to move forward"

View on LinkedIn

Many thanks to the filmmakers from our member firm I.G.S. PRODUCTION! The film frame shows the panel debate between Sebastian Waldenström, PwC Sweden, Katarzyna Suchcicka, OX2, Vladimir Novak, Ultra Safe Nuclear and Martin Zaremski, ecoRangers & eco2heat.

## **COMING EVENTS**

We are currently developing the following seminars, which will all take place at Bonnierhuset in Stockholm and online:

2023/09/05 "Technology at Its Best"

2023/10/14

4 "Trends which will define the future of logistics and transport"

2024

"Mergers & Acquistions - opportunities and lessons learned"

2024

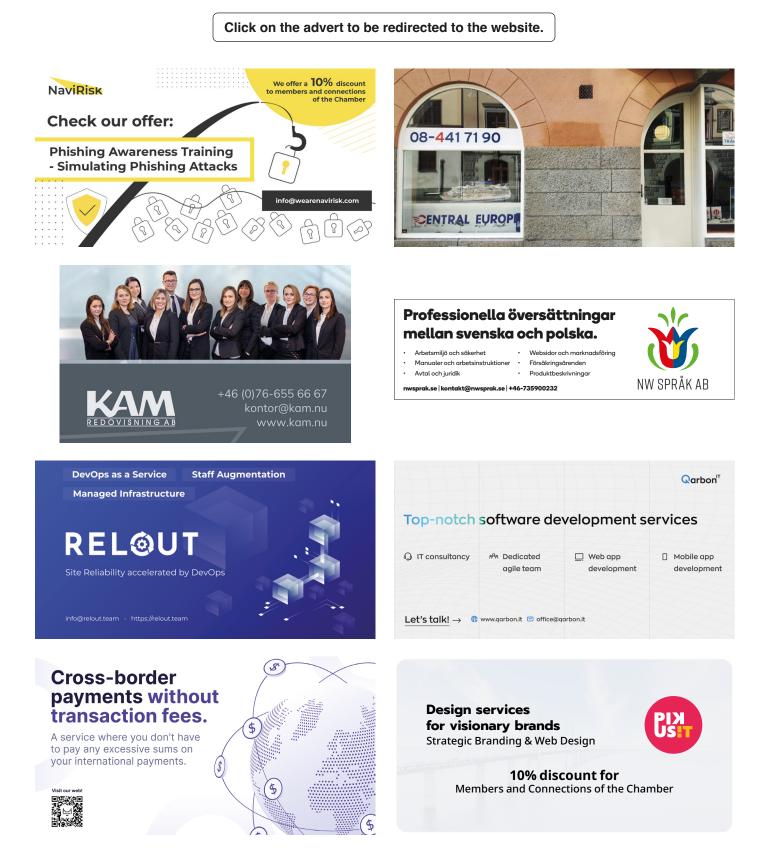
"Energy - best practice for sustainability and efficiency"

There are still speaker and panelist spots available at all seminars. We are looking for speakers and panelists as well as topics with the ability to capture attention of the audience. All presentations will be in English. The available time is up to 15 minutes per presentation and around 25 minutes for panel discussions.

## **OFFERS AND ADVERTS**

In this section of our newsletter we will mainly publish graphics, with special offers to members and connections of the Chamber, and general adverts.

Graphics from members will be free of charge while non members will have to pay a fee. Please observe that ourwebsite also contains, non-graphic, information about special offers and discounts for members, <u>https://svenskpolska.se/</u><u>en/medlemsrabatter-en/</u>.





### About this publication

Newsletter Our Chamber is published by the Swedish-Polish Chamber of Commerce and distributed broadly among our members and contacts as well as through posts at LinkedIn.

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