



the
Canadian Chamber of Commerce in Latvia
(CanCham)

Creating Visibility



Objective

Develop business opportunities

<http://cancham.lv/about-cancham>



Objective

Encourage working together
(Partnering for Profit)

Strategic Partnerships

Support from the other side

Challenges

Financial

Attitude / Credibility

Member Understanding



The CanCham Team

<http://cancham.lv/the-team>

The role of the CanCham Team

Organize

Communicate

Connecting the Dots

The role of CanCham Members

Participate

Provide Information

Sell Sheets / Communicate Developments



Strategy

<http://cancham.lv/about-cancham/strategy-2018>

Target Audience

Foreign Companies in Latvia

Canada

Canadian Armed Forces

Foreign Embassies in Latvia

Taiwan / India / others

Not concentrating on locals

Methods

Networking Meetings <http://cancham.lv/events>

Groups <http://cancham.lv/groups>

Sell Sheets <http://cancham.lv/services>

News <http://cancham.lv/news>

Methods

Missions

[http://websoft.lv/docs/961/Missions/
CC-05_180329_Latvia_Mission_180120-0.pdf](http://websoft.lv/docs/961/Missions/CC-05_180329_Latvia_Mission_180120-0.pdf)

[http://cancham.lv/docs/961/Missions/
CC-05_180509_Canada_Mission_180117-0.pdf](http://cancham.lv/docs/961/Missions/CC-05_180509_Canada_Mission_180117-0.pdf)



the
Canadian Chamber of Commerce in Latvia
(CanCham)

Connecting Canada and Latvia



Objective

Develop business opportunities



Why Latvia?



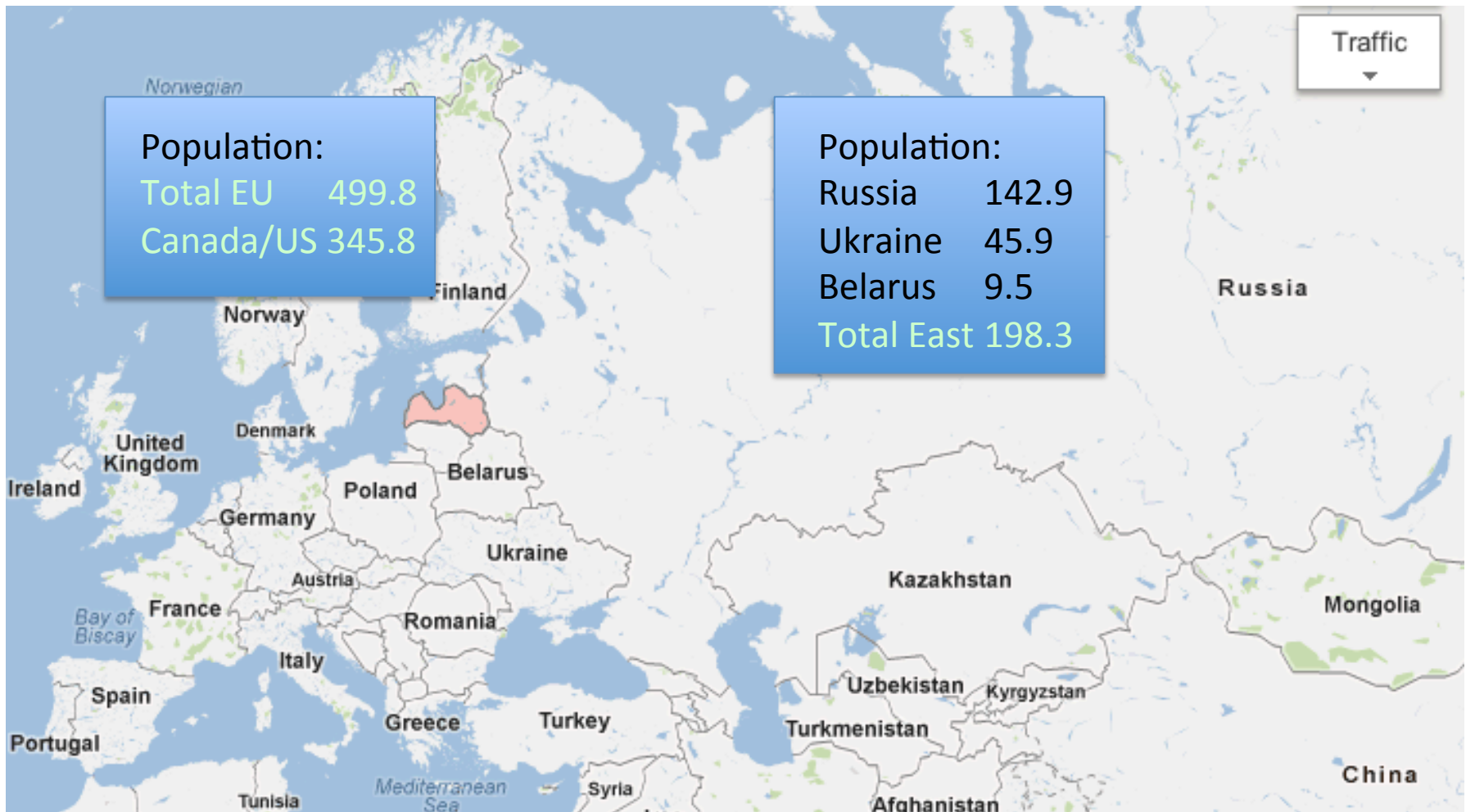


2,000,000 population?

WOW!



CANADA 150





- It is the financial centre of Northern Europe
 - 23 banks
 - the **Luxembourg** of the north
- Established traditions in
 - banking,
 - manufacturing,
 - education and
 - development





- Geographic centre of Northern Europe
- Bridge between east and west with excellent ties both ways
- Key point of entry: **Canada/US > Russia, Ukraine, Belarus**
Canada/US > EU
Russia, Ukraine, Belarus > EU and Canada/US
EU > Russia, Ukraine, Belarus
- Why ??? –
because Latvia has the ONLY
ice-free ports
in the Baltic Sea





- Considered a western state that must abide by EU regulations
Joined the EU and NATO in 2004
- 2010, government of Latvia initiated **austerity programs** as demanded by the IMF
Stabilized economy which resulted in growth in 2011
- in December, 2011, Latvia was recognized as a good place to invest by the **International Monetary Fund (IMF)**
- Shared values with North America and trust in Canadians



- A centre of commerce and industrial production for the Russian Empire (before 1917) and the Soviet Union (1940 to 1990)
- A prosperous economy based on manufacturing (1918 to 1939)
- Gained independence in 1991 and converted from a planned economy
- Economic transition saw challenges from banking crises and economic boycotts by Russia
- Saddled by unfamiliarity with western (particularly European) practices and politically-related development issues



And what lately?

Because recent changes = new markets

2017

- CETA
- Canadian NATO Deployment in Latvia
- CAF European Central Command in Riga
- NAFTA



A financially and politically stable country with a growing economy, an ideal location, shared values with North America and an infrastructure of chemical and pharmaceutical manufacturing, that is driven by various needs and conditions that favour business activity.

A market ripe for entrepreneurs

Latvia, the Baltic region and Europe offer unique business opportunities.



CIRCLE K

TM

EU Business Centre in Riga, Latvia
500 employees in Riga and 100 in IT in Poland



Objective

Develop business opportunities

- Between Northern Europe and Canada
- Serve as bridge between
 - the EU,
 - North America, and
 - Russia/Central Asia/Ukraine/Belarus



How?

Develop strategic partnerships for

1. export of goods & services from Latvia
2. export of goods & services from Canada
3. Collaboration on international projects



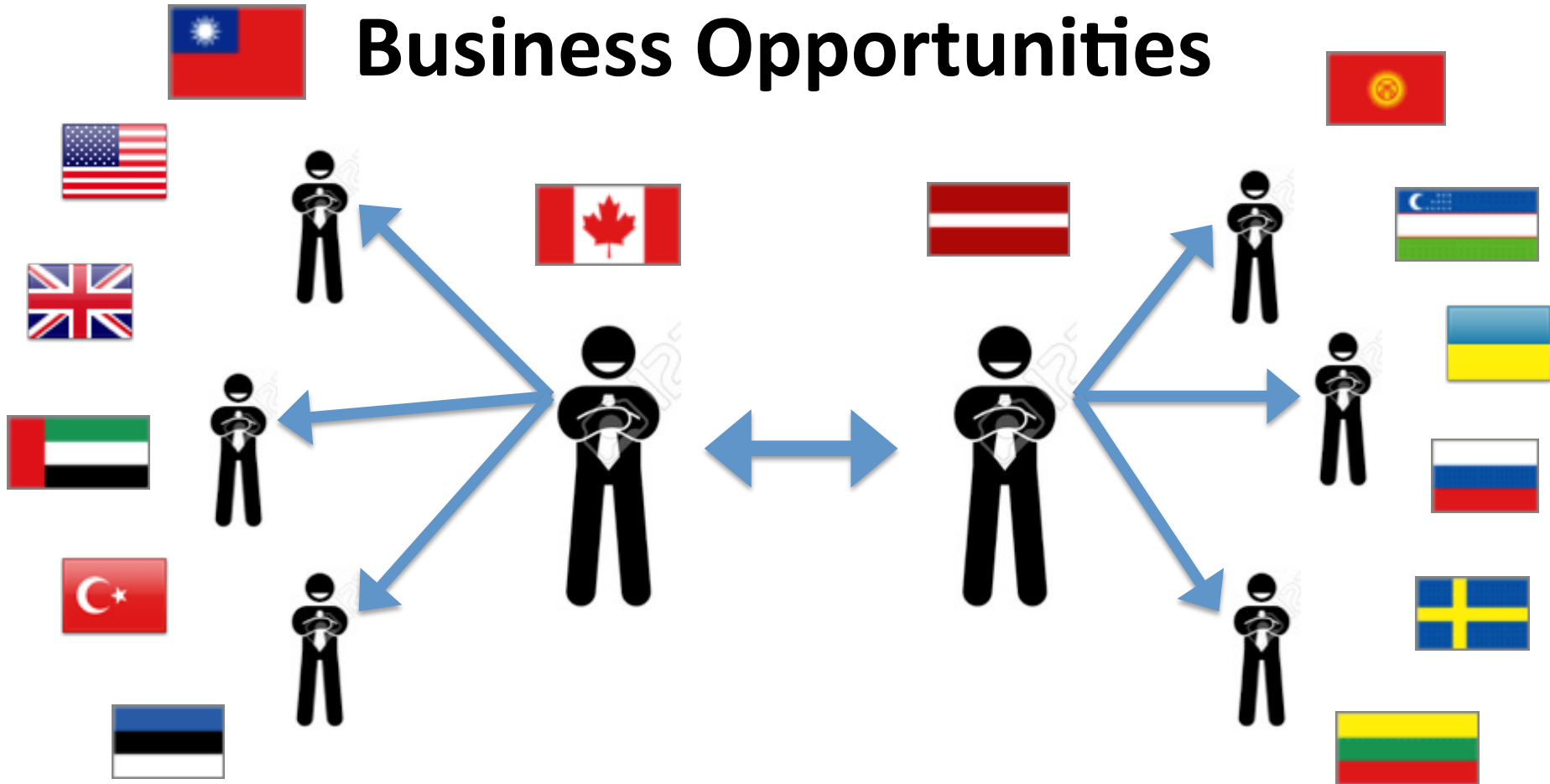
Networking



C  CCL

Canadian Chamber of
Commerce in Latvia

Business Opportunities





Team Latvia



STATOIL **CIRCLE K**

ATKLĀŠANAS SVĒTKI

10. maijā pl. 11.00, Kārļa Ulmaņa gatvē 110, Rīgā

2000 l DEGVIELAS
PAR BRĪVU

IEGRIEZ RATU UN
LAIMĒ



SVINAM KOPĀ



Valters Kronbergs



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BUSINESS START UP / FINTECH / COMPETITION / MERGERS & AQUISITION /
BANKING / TRANSPORTATION / ENERGY & UTILITIES**

In Riga:
Muitas iela 1 at Noliktavas iela, contact Valters Kronbergs of the Latvian and Ontario bar:
+37129208166 Valters.Kronbergs@kvderling.lv

Baltic Coverage:
Derling Law Network with offices in Tallin, Tarku, Riga and Vilnius

Global Coverage:
Kronbergs Čukste Derling has recently been accepted into NextLaw Global Referral Network
in 150 countries with 450 law firms and over 25,000 lawyers

SIA “VPH LATVIA”

Head office in Vilnius, Lithuania, branch in Riga, Latvia
Contact person: Barry Nabuurs, e-mail: b.nabuurs@vph.lt,

phone no.: +370 631 19167

WHAT WE DO:

- ❑ We develop commercial real estate for international and strong domestic retailers across the Baltics and in Canada
- ❑ We provide asset management services – a partner with SNC-Lavalin O&M for 4 years
- ❑ We always employ a „tenant first“ approach in our developments
- ❑ We have developed more than 160,000 sqm valued at more than EUR 200 million
- ❑ Currently, we have over EUR 200 million of projects in the pipeline in the Baltics and Belarus
- ❑ We also leverage our 25+ years of experience to structure deals outside the real estate sector

WHAT WE ARE LOOKING FOR:

- ❑ Potential investor partners and tenants from Canada for real estate projects
- ❑ Companies which need assistance to structure opportunities and complete deals in the Baltic market



Transcontinental Consulting Company Services

Service Organization:

Transcontinental Consulting Company
Registration Nr #13469375 (Ontario)

Contact:

Samuel Davidovich

Address:

136 Teefy Avenue,
Richmond Hill, Ontario,
Canada, L4C 8CA

Contact Info:

Mob.: +1-416-400-8202

Fax: +1-289-597-0625

davidovich.samuel@gmail.com

Additional Information:

www.sdtranscontinental.com/en/home/

Date/Place Business Established:

June, 2015, Toronto, Canada

Form of Business:

consulting

Areas of expertise:

- Representative Service
- Market Entry Support
- Construction Related Services
- Shoring & Forming
- Construction materials
- Translation

Services provided by Transcontinental Consulting Company (TCC) from its Toronto, Canada office and its representative offices in Ukraine, the Baltic States, Central Asia, Croatia and other Balkan countries.



Management: Samuel Davidovich, a graduate of the University of Latvia and Granton Institute of Technology, operates TCC from his Toronto, Canada office. He is a Canadian-Latvian fluent in English, Russian, Spanish and Latvian who served as Aluma Systems International Regional Projects Coordinator for Business Development in the Baltic States & Eurasia www.linkedin.com/in/davidovich-samuel-6b084baa. He is actively involved in international trade, consulting, marketing and promotion of investments and trade between Canada, the US, the Baltic States, Scandinavia, South & Central America and has had extensive experience in Russia, Ukraine, Croatia, Bosnia, Kazakhstan, Kyrgyzstan, Czech Republic, Slovakia, etc. His particular strengths include his international network, translation capabilities and construction knowhow. He supports foreign business initiatives in Latvia and export from Latvia, and is a Director of the Canadian Chamber of Commerce in Latvia (<http://cancham.lv/>).

Services

1. **Representative Services / Market Entry Support** is a service representing client interests for clients entering new markets (Canada, the Baltic States, Central Asia, Ukraine) by identifying market opportunities for goods and services, and providing legal services required to conduct business operations, registration, support of transactions on purchases and sales, securing permits, drafting of contracts, representing clients at business meetings, etc.
2. **Construction Related Services** specializing in Shoring & Forming. Helps clients select the most cost effective shoring equipment manufactured by leading companies in the field, including services of design specialists in shoring design for residential and commercial buildings, underground parking and renovation projects. Site supervision, training of the client's workers in assembly and operation of the shoring/formwork system is provided.
3. **Construction materials:** TCC connects clients with suppliers of a wide range of construction materials and machinery (new and used) from North America and Europe.
4. **Translation services** from and to Russian, English, Spanish and Latvian.



Ed Kalvins



Technical Partners

a Canadian company, established in 1992 focused on Latvia and Northern Europe

bringing Canadian products and expertise to Latvia specializing in project management, monitoring consultancy and representative services,

and representing



CONSULTING ENGINEERS



Pēteris Brauns

Best Western Hotel Māra



Canadian, Peter Brauns, owned & operated for over 20 years as Latvia's only Best Western quality rated hotel.



Pēteris Ruģelis and Elmārs Tannis



About Pizza LuLu

- The mission for **Pizza LuLu** is to be **the very best chain of pizzerias in Latvia** and to offer food and beverages which satisfy the needs of our clients.
- Established in **1993**
- **8 pizzerias**
- Pizza LuLu was **the first pizzeria in Latvia** to offer takeaway pizza and, then, home or office delivery
- Pizza LuLu offers **28 different kinds of pizza, two different sizes of pizza** and possibility for customers to **build their own pizza**.

- *10 tons of cheese per month used to produce pizzas*
- *10 000 liters of petrol per month used to deliver pizzas*
- *21 000 minutes per month used to process all customer calls*
- *110 000 km per month driven to deliver pizzas*



- We're **the only ones in Latvia** to offer not just whole pizzas, but also slices.
- Our priority this year is an introduction of **high-quality and innovative changes**, as well as **opening 5 new pizzerias** with top notch LuLu style interior.



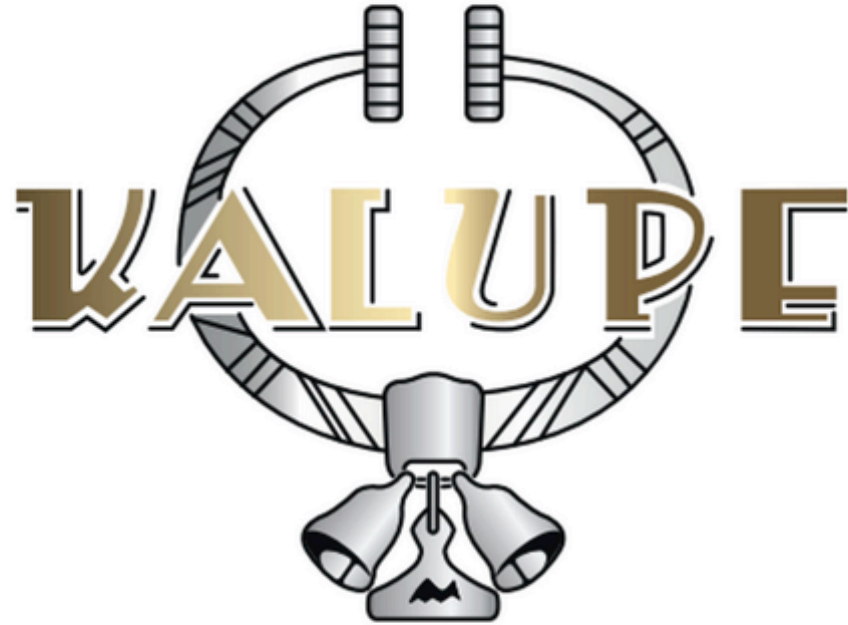
Harijs Ozols

Multidimensional web presence

- development
- maintenance
- assesment



Tālis Kivlenieks



Father....Antons Kivlenieks (1924-1964), born in Kalupe, Latvia

1945 Emigrated to Canada as a DP

1957 Founded Kalupe Jewellery Ltd. Toronto

Son.....TalisBorn 1956, Toronto

Moved to Latvia ..June 2008.

www.kalupesrotas.lv

ABENS KONSULTANTS

Professional **tours**
of **Riga/Latvia**
by (expat) **locals**

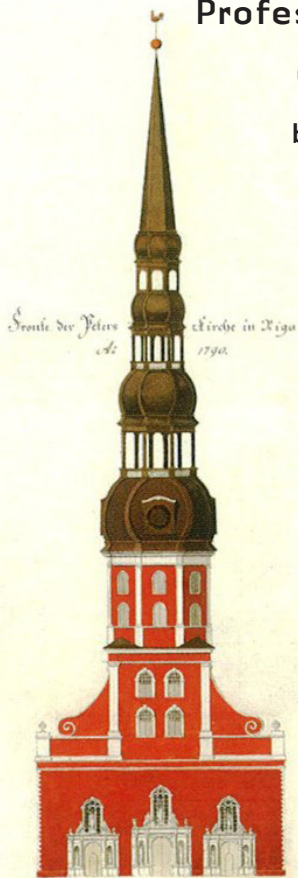
Erik Mikelsteins
+371 2637 5968

Aija Abens
+371 2638 3060

- ♥ Specialty **food** tours & tasting
- ✂ Historic **neighbourhoods**
- ✦ Customized **family history**
- ♦ School **youth** groups

abensteins.tours@gmail.com

FB: Personalized Tours Riga/Latvia



Aija Abens

aijaabens@gmail.com ▼ 2638 3060

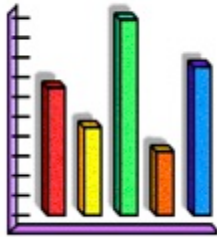
- ✓ English language **translation** and *editing*
- ✓ Private / *small* group English lessons
- ✓ **Conversational English**
- ✓ **Business** English for **corporate** groups
- ✓ "Brush-up" English for travel, trade shows, conferences



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A Canadian Influence

airBaltic - 2017 highlights



7 brand new
Bombardier CS300
aircraft enter
service



13 launched
routes, including
Abu Dhabi and a
domestic service
to Liepāja



Strongest summer
in history – record
high revenue as
well as number of
passengers

KPIs	2017 H1	2016 H1	Delta	Ind
Revenue (M EUR)	152.0	127.0	25.0	+20%
Passengers ('000)	1,600	1,300	300	+20%
Load Factor	73%	71%	2 pp	+2%
Fleet	30	24	6	+25%
Seat Capacity ('000)	2,222	1,894	328	+17%

RTU Riga Business School

Established in 1991 in cooperation with the University of Ottawa (UO), Canada, and the State University of New York at Buffalo (UB), USA, Riga Business School (RBS) is a management–education institution.

Programms offered by RBS:

- Bachelor of Business Administration (BBA)
- Masters of Business Administration (MBA)*
- Executive MBA*
- Chartered Financial Analyst® (CFA)

*MBA graduation certificates are signed by UO and UB



For more information visit www.rbs.lv or 11 Skolas st.

RBS
RIGA BUSINESS SCHOOL
Riga Technical University



Working with Canadians



"Today we will do what others won't so tomorrow we do what others can't"

Volko Engineering is a well-established multi-discipline engineering outsourcing company based in Northern Europe providing a range of high quality CAD drafting solutions to companies and entrepreneurs.

❖ **Architectural Engineering**

- *Architectural, Preliminary, Presentation and Construction Drawings*
- *Architectural and Structural BIM (Building Information Modeling)*
- *Interior and Exterior Design and Renderings*
- *3D Point Cloud Modeling Services*

❖ **Structural Engineering**

- *Structural Design and Drafting*
- *Structural Steel Detailing*

❖ **Geomatics Engineering**

- *Pipeline Right-of-Ways (Including Preliminary, Construction and As-built)*
- *Typical and Formal Crossing Plans*
- *Well Site Plans and much more*



Volko Engineering | www.volkoengineering.com |
info@volkoengineering.com



- **Business Development and Marketing**
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- **Medical Tourism Management**
- **Pharma Brand development & management**
- **Regulatory affairs (EU guidelines)**



Dr. Kintija Barloti
SIA «Dr. Barloti»
CEO

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skype: kintija.barloti
www.barloti.eu



Baltic States, Russia, Ukraine, Kazakhstan, Poland, Canada,
Uzbekistan, Georgia

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 - Testing



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See more on www.pkserviss.lv
Some of recent largest projects in Latvia:



Radisson BLU
DAUGAVA HOTEL, RIGA



TRULY ROYAL WITH THE BEST VIEW OF RIGA IN RIGA

354 ROOMS

10 MULTIFUNCTIONAL MEETING ROOMS, GARDEN AND AN OBSERVATION DECK

2 RESTAURANTS & AN INVITING LOBBY BAR

WELLNESS CENTRE WITH 24 M. INDOOR SWIMMING POOL

ON-SITE SECURED PARKING



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Consultancy

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Every move you make

WE CREATE DESIGN. Our design stories have their roots deep in Finland's forests that inspire us to create best conditions for every interior solution. Our innovations and new ecological production methods and materials combined with high-tech solutions and Nordic design make us unique. We have generated Finnish expertise, quality and industrial innovations since 1928. We are committed to ensuring that our customers are able to enjoy high-quality furniture while being confident that it has been produced responsibly.



Office

Isku **Office** enables individual, active working environments. Ergonomic desks and office chairs, functional lobby solutions, soundscape controlled by design screens and space-saving storage solutions motivate employees and improve comfort in the working environment.

www.isku.c

School

Isku **School** range create the setting for teaching and learning. Isku responds to demand with durable, individual and transformable furniture solutions. Isku Active Learning solutions help accommodate and support changes in functionality, without requiring changes to the space. Products have been specially designed to be easy to move, group and dock in different configurations in changing situations

Health

Isku **Health** products increase environmental cleanliness and well-being. Isku is the first industrial operator to launch on the market antibacterial coatings for its furniture. Together with our partners we are able to realise hygienic environments in which the growth and spread of bacteria is checked.

www.isku.lv



PRODUCT	Frozen Bread and Pastry
BRAND	Cannelle Bakery
ESTABLISHED	1973
TURNOVER	2.6 million EUR (2016)
EMPLOYEES	80
EXPORT MARKETS	Baltic and Nordic countries, Germany, Greece, Ireland, Israel, Italy, UK and USA

FROZEN PRODUCT LINES

Bread



Yeast Pastry



Shortcrust Pastry



Cookies



Doughnuts



Dough

The roots of Cannelle Bakery date back to 1973, since then it was known for its traditional rye bread. From 1993 to 2012 the company was owned by the Pakulis family who developed several product categories such as bread, biscuits, sweet and savory pastry. Over the course of its history, the company has established a firm position in the Latvian market of baked goods, and it has obtained a valuable know-how and experience in the industry. To maintain the company's competitiveness for the future, industry experts with an international experience acquired the company in 2012. Ever since development of frozen bakery business has become the top priority for the company.

Cannelle Bakery's brand is developed for modern people, who appreciate high-quality healthy food, while being in everyday rush.

**THE KEY BRAND VALUES ARE
HEALTHY, TASTY, AND EASY TO USE.**



WHY IS CANNELLE BAKERY THE BEST CHOICE?

- High-quality products
- A commitment to healthy nutrition
- Personalised customer service
- Tailor-made products for specific customer needs
- International experience

Company is open for discussions regarding private label product manufacturing.



www.cannelle.lv
www.facebook.com/cannellebakery.lv

REFERENCES





Luxus Chocolate

Promotional Chocolate Gifts
Luxus Level Representation





Prime Recruitment Services

Service Organization:

"Prime Recruitment" SIA
Registration No. LV40003446228
"PRIME Staffing & Consulting" SIA
Registration No. LV50103799531

Contact:

Henrik Mjöman

Address:

Brivibas 217, room 16
Rīga, Latvia, LV-1039

Contact Info:

+371 29 360 813
office@prime.lv
SKYPE: mjomanh

Additional Information:

<http://prime.lv/en/>
<http://www.svesvalodukursi.lv/>
<http://thomasus.com/>

Date/Place Business Established:

1997, Riga, Latvia

Form of Business:

Consulting

Areas of expertise:

- Personnel Recruiting
- Business Development
- Translation
- Language training
- Networking

Services provided by PRIME Recruitment from its Riga, Latvia office.



Management: Henrik Mjöman operates PRIME Recruitment in Riga, Latvia. Henrik served in the Royal Swedish Navy from 1979 to 1987 gaining experience in leading people and helping people keep their own personality, but also to work for each other. A major asset is his ability to create contacts and networks as well as seeing and creating new business opportunities. Henrik has worked on recruitment projects in Stockholm, Estonia, Lithuania & Latvia, run Outplacement projects in Latvia, import and export assignments in Sweden and Latvia. He has lived in Latvia since 1994. See www.linkedin.com/in/henrik-mjoman-6a76.

PRIME Recruitment, established in 1997, is a Riga-based HR agency with an international flavor that emphasizes the personal touch, and understanding and delivering requirements. PRIME provides tailor-made recruitment solutions, networking and THOMAS training opportunities as well as career management and development.

Services

- **Recruitment** Services taking a professional step by step approach to finding the best employees.
- **Headhunting** services finds the person a client needs through an extensive range of contacts.
- **Personal Profile Analysis (PPA)** using the Thomas System (<http://thomasus.com/>) is a tool used to determine a person's compatibility with others. This can be used to determine if a candidate fits into an organisation and/or position, or can help identify and prevent conflict situations in organizations.
- **Cross-Border & Pan-European Recruitment** finds skilled specialists who want to go west or east.
- **Acting as Employer**, PRIME hires out the staff needed for short or long-term assignments regardless of the business field, within or outside Latvia to meet temporary requirements, substitution during vacations or providing additional resources.
- **Outplacement** services helping employers de-hire personnel and provide them with assistance for looking for a new job by coaching them how to write a CV, how to behave in a job interview, etc.
- **Translation** services - Swedish, French, Latvian and English.
- **Language usage training services** - Swedish, French and English.
- **Teaching how to network** – techniques how to succeed!



SIA Premium Food

Working mainly in the food and beverage industry with partnership, management, product development, sales, import and exports, based on 25 years of industry experience.

We are also involved in projects for car equipment producers in Asia.

Contact: John Ivar Lundberg

Mail: john@premiumfood.lv

Phone: +37125477899



RIPO International Ltd.

- **24 YEARS of EXPERIENCE**

Established in 1993, the company RIPO has grown into one of the leading manufacturers of furniture and garage doors in Latvia. The potential and the key to the company's business success are professional employees, highly qualified craftsmen and responsible attitude towards customers.

- **MANUFACTURING**

The company RIPO carries out a complete cycle of manufacturing processes through advanced planning and manufacturing technology. The large production and storage facilities ensure maximum automation of the manufacturing process and increased flexibility in its production.

- **EXPORT**

In addition of selling RIPO products in Latvia, we produce it for overseas markets for places like Norway, Sweden, Finland etc. There we usually work on large projects. Last year RIPO export grew by 40% , that being said we are still looking for new dealers who would like to sell RIPO products outside Latvia.



Garage
doors



Industrial
doors



Roller
shutters



Insect screens



Thermoblock
wall system

Smart Continent LV

- One-stop shop for expertise of different kind: finance, engineering, public policy, etc.
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- Contact: CEO Gints Turlajs
- gints.turlajs@smartcontinent.lv
- GSM +371 29409509, Skype: gintst

SMART
CONTINENT | SC



Latvians from Canada

Baiba Rubesa, Rail Baltica
Daniels Liepiņš, Trompete
Eriks Seminovs, CanCham
Guntis Brumelis, LU
Harolds Bulmanis, Sun Crisp
Harry and Ruta Whittaker, Ekosaule
Imants and Vaira Freibergs
Ivonna Bradley
Karl Sarkans, Geneva Capital
Klavs Zichmanis
Larry Chilton
Margita Gailitis

Māris Ozols
Martins Ritins, Vincents
Pauls Calitis, Air Baltic
Pauls Miklasevics, Baltikums Bank
Peteris Apse, Adenta
Uldis Hodgins



A Canadian Influence

Ainars Jekabsons, Ozollapas

Ainis Caunans, Apdares Studija

Aldis Pauga, Baltijas Helikopters

Andrea Balazsova, Bell Helicopter

Eduard Bondarenko and Mark Katz, Belam Riga

Gundars Bojars, VestaFume TLG

Robert Dewar, Bombardier

Romualds Gertāns, Rommila

Sam Davidovich, Transcontinental Consulting Company Ltd



Active Projects - General

Energy from waste

Private hospitals (2)

Retirement Village

Paper Mill

Hydrometallurgical plant

Medical devices

Mobile Lab for Water Monitoring

Business incubators



Active Projects - Construction

Rail Baltica

Open-air festival stage reconstruction

Construction of Hanza City financial centre

Reconstruction of New Riga Theatre

Renovation and development for Kaļķu street

Transformation of Daugava Sports Stadium

New logistics centre in Rāmava

Renovation of Kemeris sanatorium

Planning of bypass road for A7 highway

Electrification of railway network

“Rimi Baltic” to build a new central logistics hub in Latvia.

Planning and development of multimodal transport hub



Team Canada



Easter Business Mission to Latvia



May Business Mission to Canada



Thank you