AmCham Latvia
Thought leadership hub

MEMBERSHIP DIRECTORY 2018-2019



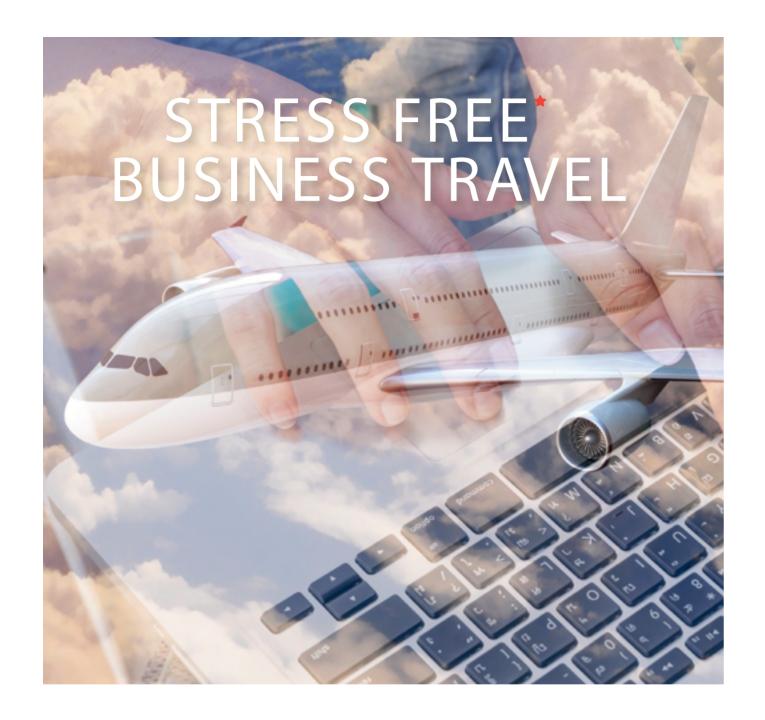
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## Ivars Slokenbergs

Attorney-at-Law in the United States



- Legal / business advisor helping Baltic companies succeed in the US market
- 9 years of litigation / commercial law experience at a global law firm in New York
- 11 years of corporate / commercial law experience at a leading law firm in Latvia
- Networked with an extensive team of advisors / contacts in the US and the Baltics
- Personal, focused and efficient service

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## AmCham Latvia Thought leadership hub

#### Membership Directory 2018/2019

An official publication of the American Chamber of Commerce in Latvia. Each AmCham Latvia member company in good standing was given the opportunity to provide us with details of their company. Every effort was made to ensure the information was correct as of July 1, 2018.

Layout: Dace Medne
Printing: Dardedze
Writers: AmCham team

American Chamber of Commerce in Latvia Dzirnavu 74/76-55 Riga, LV-1050, Latvia Tel. +371 6721-2204 amcham@amcham.lv www.amcham.lv

#### Latvia at a glance

Capital: Riga
Currency: Euro (EUR)
Language: Latvian (official) 62%, Russian
25.4%, Belorussian 3.3%, Ukrainian 2.2%,
Polish 2.1% Lithuanian 1.2%, other 3.8%
Population: 1.9 million
EU status: EU (2004), NATO (2004),
OECD (2016)
GDP real growth rate: 4.5% (2017)
GDP composition by sector (2017):
Agriculture (including forestry & fishing):
3.2%

Industry: 21.6% Services: 75.2% Unemployment rate: 8.7% (2017)



#### CONTENTS

#### Welcome

- 4 Latvia at a glance
- 6 Message from the U.S. Ambassador
- 7 Message from the President

#### AmCham at a glimpse

- 10 Values, mission, key facts
- 12 Honorary members
- 13 The Board of Directors
- 13 Staff

#### Our services

- 15 Advocacy
- 15 CSR
- 15 Communication

#### Membership year in review

- 18 Activities 2017-2018
- 18 25th Anniversary of AmCham
- U.S. Independence Picnic
- Gateway to the USA

#### Why join

- How we bring value
- 24 Membership levels & benefits
- 25 10 Ways how to make the most of your membership

#### AmCham members

- 29 Premium Partners
- 30 Corporate Contributing Members
- 38 Corporate Members
- 48 Small Business Members
- 52 Non-Profit Members
- 54 Individual Members
- 56 Members by industry
- 57 Members by alphabet

#### AmCham Network

- Key contacts in Latvia and the U.S.
- 58 U.S. Chamber of Commerce
- AmChams in Europe
- 60 Partners

## Message from the U.S. Ambassador

#### **Dear AmCham Members:**

Latvia is celebrating a number of remarkable events and achievements this year, from a joyous Song and Dance Festival to the 100th anniversary of Latvia's independence. We're also marking another milestone that may not gain as many headlines, but which has played an immeasurable role in Latvia's successful transition to a market economy: the 25th anniversary of the American Chamber of Commerce in Latvia.

Since its humble beginnings, when a group of like-minded investors and business owners met for occasional dinners in Riga to discuss the post-Soviet future, AmCham has transformed itself into a preeminent force within Latvia's political and business communities - and has helped transform Latvia along the way. Throughout its history, AmCham has been an outstanding partner of the U.S. Embassy in helping to improve the investment climate in Latvia and increase economic opportunities and bilateral trade between our two countries.

Through its advocacy efforts, AmCham helps bring about tangible and much needed reforms for Latvian and foreign investors alike. It provides networking opportunities and access to thought leaders that helps create new opportunities within Latvia, across the Baltic states, and with the United States. Through the Gateway to the USA program and support for the highly successful U.S.-Baltic Business Summit, AmCham provides resources and practical tips on U.S. trade and helps spotlight investment opportunities in both of our countries.

Thank you for your partnership and your support of AmCham. Your membership, your sponsorship of AmCham programs, and your active participation in AmCham events all play a key role in helping achieve its critical mission. I look forward to continuing our close cooperation and working with each of you to promote economic reforms and advance our shared values and ideals.

Best wishes,

Nancy Bikoff Pettit Ambassador



"AmCham has transformed itself into a preeminent force within Latvia's political and business communities — and has helped transform Latvia along the way."

## Message from the President

#### Dear Members,

As the President of AmCham Latvia, I am delighted to welcome you and to present you with our new, 2018-2019 Membership Directory.

This year, as we mark our 25<sup>th</sup> Anniversary, I am pleased to report that AmCham continues to serve as a leading international forum in Latvia for exchanging views, networking, and connecting with key decision-makers. The AmCham Board and membership are regularly voicing their opinions to the government, thus encouraging continuous improvement of the business and investment environment.

We look forward to fostering Latvia-U.S. economic relations and continuing to push for reforms necessary to increase Latvia's competitiveness. Among our policy priorities this year are the enhancement of transatlantic trade, continued work to improve the investment climate, and development of strategies in preparing the future labor force in Latvia.

Together with partners Baltic American Freedom Foundation and the U.S. Embassy, we have launched the Latvian-American Innovation Award to highlight entrepreneurship and research-driven innovation in Latvia. We hope to make it an annual endeavor.

Based on your feedback, we have started building a closer cooperation with the fellow AmChams in the region by offering joint meeting opportunities. This year we have expanded our *Gateway to the USA* program with a new partner, the Latvian American Chamber of Commerce, in order to assist Latvian-based companies to further develop their business ties with the partners in the U.S.

Please let us know if there are issues vital to your business where AmCham may be of assistance. Do not hesitate to contact me or any of the other Board members to discuss ways to tailor your membership to your business needs.

I look forward to building upon our progress with the goal of a better business environment in Latvia.

Best regards,

Arnis Kakulis

AmCham President and Chairman of the Board



"We look forward to fostering Latvia-U.S. economic relations and continuing to push for reforms necessary to increase Latvia's competitiveness."





#### **VALUES**

#### Integrity

We are committed to operate with integrity, transparency and accountability.

#### Responsibility

We are responsible for our actions towards ourselves, our community and the environment.

#### Cooperation

We work together to achieve common goals and initiate change.

#### Excellence

We are continually striving to achieve our best.

#### **MISSION**

- Foster trade, investment, partnership and friendship between the United States and Latvia
- Serve as a business, knowledge, networking and policy forum for the members and partners
- Advocate for a better business and investment environment in Latvia

#### **GOALS**

- Serve as a thought leadership hub
- Build a better business climate
- Lead by example

#### **KEY FACTS ABOUT AmCham**

- Independent, non-profit, member-driven organization
- Speaks on behalf of leading international companies from a broad range of sectors
- Affiliated to the U.S. Chamber of Commerce and the association of *AmChams in Europe*
- Founded in March 1993

#### GOOD CORPORATE CITIZENSHIP

AmCham acknowledges the relevance of fundamental business principals as expressed in the Statement on Good Corporate Citizenship to facilitate a sustainable business environment.







#### Honorary Members



Nancy Bikoff Pettit Honorary Chairman, U.S. Ambassador to Latvia (since 2015)



Ints Silins U.S. Ambassador to Latvia, 1991-1995



Judith G. Garber

Mark Pekala

J.C. Cole

Ojars Kalnins

Latvia's Ambassador to the U.S., 1993-1999

AmCham Latvia's President, 1993-2002

U.S. Ambassador to Latvia, 2012-2014

U.S. Ambassador to Latvia, 2009-2012

**Larry C. Napper** U.S. Ambassador to Latvia, 1995-1998



James H. Holmes U.S. Ambassador to Latvia, 1998-2001



**Brian E. Carlson** U.S. Ambassador to Latvia, 2001-2004



Catherine Todd Bailey U.S. Ambassador to Latvia, 2005-2008





#### Board of Directors



Arnis Kakulis
President &
Chairman of the
Board
Director Baltic
region, AECOM



Ingrida Karina-Berzina Board Member Partner, COBALT



Office Staff

**Liga Smildzina-Bertulsone** Executive Director/Board Member liga.bertulsone@amcham.lv



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George Miu
Board Member
Cluster General
Manager at Radisson
Blu Elizabete Hotel
and Radisson Blu
Ridzene Hotel



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**Zinta Jansons** Vice President Partner, Ellex Klavins



Renate Strazdina Board Member Country Manager, Microsoft Latvia



Ieva MeIngaile Office & Communication Manager ieva.meIngaile@amcham.lv



**Janis Meija** Vice President Individual member



Craig Williamson Board Member Director, International School of Riga







12 Membership Directory 2018 13



#### Advocacy

AmCham works to facilitate regular dialogue between members and key decision makers. Our policy priorities include:

- Enhancing trade and investment between Latvia and the U.S.
- Preparing the future labor force of Latvia
- Improving the investment and business climate in Latvia

#### CSF

AmCham is a strong advocate for building a better business climate and responsible business practices. AmCham extends ongoing support to Latvian Foster Family Association, RMHC Latvija Care Mobile, and SOS Children's Villages in Latvia.



#### Communications

AmCham serves as communication hub to keep its members informed through media, publications, websites, including:

- **Membership Directory,** an annual edition about AmCham services, members and key partners.
- E-Newsletter, digital monthly news bulletin circulated to members
- **CSR Review,** a semi-annual publication highlighting best CSR practices of our members.

AmCham's website www.amcham.lv providing strong visual content and easy navigation.

#### Special offers and discounts

We offer many opportunities for members to market their products and services to their fellow members through the AmCham network.



**Monthly Luncheons** bring high level guest speakers before the Chamber to discuss relevant issues.

- → Luncheon with Jekabs Straume, KNAB chief, 9/17
- → Working Lunch with Lauris Linabergs, Division of European Union and International Cooperation Matter, 11/17
- → Opportunities and challenges of mega infrastructure projects 11/17
- → Joint Chamber Dinner with Maris Kucinskis, Prime Minister of Latvia, 2/18
- → Joint Chamber Lunch with André Cox, the 20th General of The Salvation Army, 4/18
- → Luncheon with Rick Snyder, Governor of Michigan, 6/18

AmCham Outlook is a high level forum aimed at exploring the most pressing economic and social issues of the day in a greater detail than in other formats.

Outlook on State-Owned
Enterprises in Latvia: State and
in Municipality Owned Enterprises
- How to govern, What to retain,
What has to be sold? 11/17

- Martins Bicevskis, Member of the Latvenergo AS Supervisory Board;
- Andris Ravins, Mayor of the City of Jelgava;
- Janis Racko; Council member at Competition Council of Latvia;
- Andris Grafs, Country Manager Latvia at the Baltic Institute of Corporate Governance.

Outlook on demographic change and mobility: A country of old men? 05/18

- Arvils Aseradens, Minister of Economics;
- Ilmars Mezs, Head, International



Organization for Migration in Latvia;

- Kaspars Rokens, Chief Operating Officer and Member of the Management Board, Rail Baltica;
- Zane Varpina, Assistant Professor, SSE Riga;
- Inga Springe, Founder and Editor of RE:Baltica.

**Thought Leaders Club** brings together leaders for inspiration and information exchange.

- → Graham J. Bird, Leadership Consultant and Executive Coach, Oxford Leadership, 03/18
- → Judge Richard G. Stearns from the U.S. District Court for Massachusetts, 05/18

Business After Hours gives the opportunity to present members' business, share their expertise and deepen connections between members.

- → Park Inn Valdemars, 8/17
- → Sorainen, 10/17
- → SEB Bank, 10/17
- → Microsoft Innovation Center, 11/17
- → Trentini, 2/18
- → P&C Insurance & Grand Hotel Kempinski, 4/18

**Opera Night** is an exclusive black tie event which includes an opera premiere and a reception.

- → Premiere of "The Rose of Turaida" by Zigmars Liepins, 09/17
- → Premiere of "Don Pasquale" by Gaetano Doniceti 5/18

Member Focus Lunch is an informal meeting between a selected group of members and the AmCham Board to discuss members' business and gain feedback.

- → Citadele, 9/17
- → AECOM, 1/18











#### Events with partners

- → Two seminars in the "Gateway to the USA" program with the Latvian Chamber of Commerce and Industry, 10/17 and 4/18
- → Thanksgiving Dinner and Human Development Award with the U.S. Embassy and Civic Alliance – Latvia, 11/17
- → STEM education and careers: Are our children prepared for the future? with the U.S. Embassy 6/18
- → Expanding of the U.S.-Latvia business network with the Latvian Chamber of Commerce and Industry and Latvian American Chamber of Commerce 7/18

#### Other events:

- → Meeting and tour at the State Revenue Service, 6/17
- → Breakfast Meeting on the Future of Health System, 6/17
- → AmCham 25th Anniversary Gala Dinner, 4/18









#### **Annual Events**

- → Annual General Meeting, 3/18
- → Meet AmCham, 6/2017
- → Chili Cook-Off, 9/2017
- → Board Retreats, 8/2017 and 1/18
- → U.S. Independence Day Celebration Picnic, 6/18
- → Latvian-American Innovation Award, 5/18
- → Pan-Baltic Meeting of AmChams in Lithuania, 6/18













22 Membership Directory 2018 23



#### How we bring value

#### Access

AmCham works to facilitate regular dialogue between our members and key decision makers.

#### Networking

AmCham upholds an extensive network for members to connect and stay informed on issues critical to their business.

#### Visibilitu

Through our events, publications, and media, AmCham provides exclusive, targeted marketing opportunities.

Membership is available to any legal or physical person with a good reputation that supports the chamber's mission and adheres to its values.

#### MEMBERSHIP LEVELS AND BENEFITS

#### CORPORATE CONTRIBUTING/EUR 1500

Premium membership level offering most access and visibility

Voting membership

Open to all companies

Eligible for election to the Board

Opportunity to present your company at the monthly luncheon

Complimentary admission to Thought Leaders Club meetings

Complimentary admission to Member Focus Lunch

Corporate profile with logo in Membership Directory

Logo displayed on website

Listed on Chamber's letterhead

Member Feedback on AmCham's website

#### CORPORATE/EUR 750

Voting membership

Open to all companies

Eligible for election to the Board

Opportunity to present your company at the monthly luncheon

Complimentary admission to Member Focus Lunch

Member Feedback on AmCham's website

#### SMALL BUSINESS/EUR 450

Voting membership

Open to all companies with fewer than 5 employees worldwide

Complimentary admission to Member Focus Lunch

Eligible for election to the Board

Opportunity to present your company at the monthly luncheon

#### NON-PROFIT/EUR 275

Voting membership

Open to all non-profit organizations recognized under the laws of Latvia and the  $\ensuremath{\mathsf{US}}$ 

Up to 2 Non-profit members are eligible for election to the board

#### INDIVIDUAL/EUR 275

Voting membership

Open to physical persons who are unemployed, self-employed or employed by a company that is not otherwise a member

Up to 2 Individual members are eligible for election to the board

#### STANDARD BENEFIT PACKAGE

Invitations to all Chamber events except Thought Leaders Club meetings

Access to AmCham member network

Listing in Membership Directory and on the website

Membership level rates at all events

Discount Program and access to special offers

Membership Certificate

Subscription to the Chamber Newsletter



## 10 WAYS HOW TO MAKE THE MOST OF YOUR MEMBERSHIP

At AmCham, we put our members first and will do everything we can to make your membership relevant. These are just a few ways to get tangible benefits from being an active member of AmCham.

- 1. Attend a business luncheon! Luncheons are timely and informative meetings with high-level officials and influential business leaders regarding current ideas and issues in Latvia and around the globe.
- 2. Look up the Member Directory! Over 140 AmCham members share common values and a global outlook. They represent a wide range of industries and provide many different products and services. They might become your partners or customers. Search by alphabet, industry or membership category on the website: http://www.amcham.lv/en/members.
- 3. Take on a leadership role, drive an advocacy effort or join the Board. Serving on the Board brings enormous benefits from connections with highly accomplished peers to new skills and visibility. It expands your network, offers new perspectives and gives personal satisfaction. Follow the goal of improving the investment climate, showcase your expertise and build strong and rewarding relationships.
- 4. Become a Corporate Contributing member. Our premier membership level offers opportunities to attend exclusive, focused, off-the-record events as well as more visibility and special promotional opportunities.
- 5. Join our Premium Partner program. A program designed to highlight a limited number of member companies throughout the year who extend an ongoing support for AmCham programs. Premium Partners are offered extra benefits, in addition to the standard membership benefit package.
- 6. Provide us your feedback! Our various programs give members a chance to meet other fellow members and make new contacts. Give us your feedback, suggest topics for future discussions, write an opinion article or become a speaker. If you have an idea that you think AmCham would benefit from, let us know!
- 7. Host an event to present your business. Hosting an event like Business After Hours or hosting a seminar about a specific issue is an opportunity for you to bring your expertise to the table and broaden your connections.
- Promote your brand at AmCham events. Profiling your company at AmCham events creates high visibility in the international business community and more interaction with key decision-makers. From announcing your company's news to providing special offers to your fellow members, there are numerous advertising opportunities available for your business.
- **9. Share your story.** Have a bit of news to share with other members? Send it to ieva.melngaile@amcham.lv, and we will make sure other members learn about it too!
- **10. Connect with us.** If you would like to be first to receive AmCham news, share ideas, and see pictures from past events, follow us on social media!







**Kārlis Danēvičs**, Board member, Head of Credits and Risk at SEB Latvia Banka: "We reaffirm our commitment

to the values that AmCham stands for. Our employees get access to numerous great education and networking events."



**Arnis Kākulis**, AECOM Managing Director, Civil & Infrastructure, Baltic Region:

"The Premium partner program provides even a higher-level of exposure — offering our company to highlight and strengthen our brand in this evolving business marketplace."



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#### A.L. & D. International (Monald, Mono)

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Industry: Wholesale and retail trade monald@mono.lv; mono@mono.lv

monald@mono.lv; mono@mono.lv www.aurora-baltika.com; www.mono.lv

MONALD and MONO are investment companies that are dealing with investments and management of the following industries:

- socks and hosiery factory (AURORA BALTIKA);
- real estate management: VEIKSMES IPAŠUMI, BALDONES 1,KC IPAŠUMI, ATPUTAS BAZE DZIRNEZERS, RODEX PRO,DZINTARKRASTA PRIEDES;
- telecommunications and optical data transmission networks ( MWTV, BALTICLIVECAM, EASY ASK, W2P, AL.NET);
- transport operating services and warehousing (MONO TERMINAL, RODEX PRO):
- financial companies (LPB BANK, LATEKO LIZING, NDC, SIGNET BANK):
- roadway and airport construction ( A.C.B. CELU BUVE, 8CBR, ACB BETONS, SALENIEKU BLOKS)



#### **Accenture Latvia**

Maksims Jegorovs, Accenture Latvia Lead Brivibas gatve 214 Riga LV-1039 Latvia Tel.: +371 6701-9700 Industry: Information technology maksims.jegorovs@accenture.com www.accenture.com

Accenture is a leading global professional services company, providing a broad range of services and solutions in strategy, consulting, digital, technology and operations. Combining unmatched experience and specialized skills across more than 40 industries and all business functions – underpinned by the world's largest delivery network – Accenture works at the intersection of business and technology to help clients improve their performance and create sustainable value for their stakeholders. With more than 442,000 people serving clients in more than 120 countries, Accenture drives innovation to improve the way the world works and lives. Visit us at www.accenture.com.

Accenture office in Riga was established in 2002. Accenture Latvia is the largest IT company based on number of IT employees. At the moment Accenture Latvia employs more than 1500 IT specialists.



#### Aon Baltic

www.aon.com

Vitis Nolbergs, Country Manager Ulbrokas 23 Riga LV-1021 Latvia Tel.: +371 6789-2551 Industry: Financial services/Insurance and Risk Consulting vitis.nolbergs@aon.lv

Aon plc is the leading global provider of risk management, insurance and reinsurance brokerage, human resources solutions and outsourcing services. Our key advantage is our broad view of two of the most important issues in our economy today: risk and people. With an employee base of 66,000 people working in more than 120 countries, including offices in Tallinn, Riga, Vilnius, and Klaipeda, we can anticipate how changes in one sector impact another.

Our clients are industries' leaders in:

- Logistics
- Real estate development
- Construction
- Financial Institutions
- Production companies
- Marine
- IT
- Communications

Aon Baltic has a strong team of professionals that are ready to provide you with effective solutions for your specific needs. Working in accordance with high international standards, Aon Baltic brings together the best of Aon's global intellectual capital and local expertise to contribute to our clients' success.



#### Apply

Vismands Menjoks, CCO Brivibas gatve 214M-2 Riga LV-1039 Latvia Tel.: +371 2919-9891 Industry: Information technology vismands@apply.lv www.applyit.lv

APPLY is a leading AI computer vision development firm in Northern Europe that brings the AI technology to other market leaders around the world.

Our main area of expertise is Machine/Computer vision software development. We have an experience with wide spectrum of applications and we developed and applied this technology in finance, micro-biology, smart cities, TV media analysis, and other industries. Besides our great experience in various applications, we feel strong in: "Industry 4.0" we build custom robotics solutions for industries like food manufacturing, steel industry and others. We combine machine vision with sensors to automate manufacturing. This allows manufacturers to eliminate human error and increase volume of creduction.

"Automated visual quality inspection systems" allow the manufacturer to speed up and improve the quality control and decrease product failure

We build custom AI technology to other market leaders around the world to automate internal and external processes real-time.



#### **AVIS Budget Group Latvia**

Daina Kantane, District Sales and Marketing Manager Jaunmoku iela 34 Riga LV1046 Tel.: +371 67216688 Industry: Car rental and leasing avis@avis.lv www.avis.lv

AVIS is one of leading global providers of mobility solutions offering services such as short term and long term rental, chauffeur services as well as Full Service Leasing for companies. Avis provides more than 5500 rental locations in more than 175 countries around the world and can assist with best solutions for private or corporate services worldwide. Full Service Leasing is a product offered to local and international companies for a better use of resources. With long grown local and international experience Avis operates in Latvia since 1992.



#### Citadele banka

Guntis Belavskis, Chairman of the Board Republikas laukums 2a Riga LV-1010 Latvia Tel.: +371 6701-0000 Industry: Financial services/Investment pr@citadele.lv

Citadele is one of the largest Latvian banks based on the number of clients. Citadele's vision is to become the best financial services provider to retail clients and SMEs in the Baltic States. Citadele Group is headquartered in Latvia, and its subsidiaries are located in Latvia, Lithuania, Estonia, and Switzerland. Citadele provides card payment, lending, deposit, investment, asset management and leasing services, and it offers a range of exclusive and unique products.

Citadele's shareholders are a group of international and multinational investors with extensive experience in the banking sector across the world. 75% plus one share belongs to a group of international investors represented by the investment company Ripplewood Advisors LLC, while the remaining shares belong to the European Bank for Reconstruction and Development (EBRD).



#### Baltic Technology Group

Dagnija Lacis, President Antonijas 5 Riga LV-1010 Latvia Tel.: + 371 67333813 Industry: Information Technology btg@btg.org.lv www.btgsystems.com

BTG is a provider of outsourced IT services specializing in the areas of design, development and support of administrative, transaction processing and other complex applications for many highly regulated industries, including financial, public sector and healthcare. Established in 1991, BTG is ISO 9001:2015 certified and provides services to international clients from onsite at customer sites around the world or from BTG facilities in Riga, Daugavpils and Ventspils, Latvia.

BTG also provides a full range of IT services to the local Baltic market and CIS countries including sales, installation and support of data communication, data warehouse, cybersecurity and instant system management products.



#### COBALT

Dace Silava-Tomsone, Managing Partner
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COBALT is a closely integrated alliance of top-tier law offices across the Baltics and Belarus. Our team of 180 experienced lawyers offers leading-edge legal solutions in all key areas of business law: mergers & acquisitions, banking and finance, capital markets, EU law and competition law, dispute resolution, tax law, restructuring and bankruptcy, real estate & construction, energy and infrastructure, environmental law, IP & IT and employment law.

COBALT offices are all established and recognized top players in the Baltic and international legal market and have a strong track record of advising top international and regional businesses, financial institutions, state and local governments. Recent international recognitions of COBALT offices include Chambers Europe Award for Excellence 2016 "Baltic Law Firm of the Year", and International Financial Law Review's Law Firm of the Year 2016 award for the Baltic region.



#### **Ellex Klavins**

Zinta Jansons, Partner Kr. Valdemara 62 Riga LV-1013 Latvia Tel.: +371 6781-4848 Industry: Legal services zinta.jansons@ellex.lv www.ellex.lv

Ellex Klavins is a member of Ellex, a circle of leading Baltic law firms. Ellex Klavins is one of the largest and most highly ranked legal teams in Latvia with broad specialization and deep experience. Our cross-border portfolio includes the most significant international projects and landmark local deals in the region since the beginning of the 1990s.

Major recent international recognitions of Ellex include the Baltic-Wide Law Firm of the Year Awards by The Lawyer and Chambers Europe Awards (2018) and being recognised as the first choice for Baltic business leaders by TNS Sifo Prospera review 2018 in Best Legal Competence and Overall Performance categories. With almost 200 legal experts and the widest variety of practice areas, Ellex is ideally positioned to provide each client with top expertise and in-depth specialized legal services both individually within Estonia, Latvia or Lithuania, as well as on a trans-Baltic scale. Ellex Klavins office is extremely proud of the long-standing commitment to the business community in Latvia through the continuous service in AmCham Latvia since its foundation in 1993.



#### IBM Latvija

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IBM is the world's largest information technology company. IBM revenue into 2014 totaled \$92.8 billion, net income was \$21 billion. number of employees (worldwide) has reached 379, 592. For each of the past 22 years (1993-2014), IBM has been granted more U.S. patents than any other company. During 2014, spent approximately 6 percent of revenue in research and development and invested approximately 4 billion USD on capital investments. IBM's 7,534 patents awarded in 2014 represent a diverse range of inventions poised to enable significant innovations that will position the company to compete and lead in the emerging opportunities represented by cloud, big data and analytics, security, social and mobile. IBM provides diverse industry experience and a full range of resources—consulting, technology, alliances, integration, financing to help build a strategic plan and deploy solutions tailored to any industry, and to any business. IBM brings deep business process knowledge of 18 different industries to strategic decision-making helping a company evolve into a flexible and integrated enterprise available on demand to its customers.

#### E V E R S H E D S SUTHERLAND BITĀNS

#### **Eversheds Sutherland Bitans**

Maris Vainovskis, Senior Partner Lacplesa 20a, 6th floor Riga LV-1011 Latvia Tel.: +371 6728-0102 Industry: Legal services birojs@eversheds-sutherland.lv www.eversheds-sutherland.com

Eversheds is one of the world's largest corporate law firms.

Committed locally with Latvian office - Eversheds Sutherland Bitans, whilst connected globally - with 66 offices across 32 countries based in the world's major economic centers.

The firm has proven track record of delivering consistently high quality legal services across the jurisdictions. Whether you are planning your business expansion to USA, entrance to Baltic markets or intending a business restructuring - Eversheds Sutherland is noted for effectively delivering complex, multi-national legal services through one point of contact. We consider every opportunity and issue with the same energy, delivering a creative and proactive approach. This can involve developing efficient structures for business transactions, devising novel case strategies in litigation, and being at the forefront of new legal developments.



#### International School of Latvia

Eric Larson, Ed.D. Director Meistaru 2, Pinki Babites pag. Babites nov. LV-2107 Latvia Tel.: +371 6775-5146 Industry: Education frontdesk@isl.edu.lv www.isl.edu.lv

The International School of Latvia (ISL) has 25 years of experience and has proven itself splendidly as the only International Baccalaureate (IB) World School in Latvia and one of 1000 IB schools in Europe. Currently 370 students from more than 35 countries attend the International School of Latvia. The international flavor also extends to the ISL's faculty who come from Australia, Canada, Latvia, United Kingdom and USA. This diversity and the wide-range of activities and sporting fixtures across Central and Eastern Europe gives students of ISL a truly International experience while at school. ISL has a community of staff, students and parents who work together in the school community and in the world around us. We build academic excellence through a balanced education using English as a common language.

The International School of Latvia provides the International Baccalaureate (IB) program in English for children starting at age 3 up to 12th grade. The program has gained recognition and respect from the world's leading universities. Graduates of the International School of Latvia are accepted in such prestigious and competitive universities as New York University - Abu Dhabi, Stanford University, Oxford University, as well as many others.



MEDICAL DEVICES COMPANIES

#### Johnson & Johnson AB Latvia Branch

Kairit Sildre

Business Director One Ethicon and DePuy-Synthes Baltic States

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Caring for the world, one person at a time, inspires and unites the people of Johnson & Johnson. We embrace innovation—bringing ideas, products and services to life to advance the health and well-being of people around the world. We believe in collaboration, and that has led to breakthrough after breakthrough, from medical miracles that have changed lives, to the simple consumer products that make every day a little better. Our over 125,000 employees in 60 countries are united in a common mission: To help people everywhere live longer, healthier, happier lives.



#### Nasdao Riga, AS

Daiga Auzina-Melalksne, Chairman of the Management Board at Nasdaq Riga

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Nasdaq Riga is a part of Nasdaq Baltic market that represents the common offering of the Nasdaq Tallinn, Nasdaq Riga and Nasdaq Vilnius securities markets as well as Nasdaq CSD. Nasdaq Riga is the only regulated secondary securities market in Latvia.



#### Microsoft Latvia

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results, and striving for the highest quality.

https://www.microsoft.com/lv-lv

As a company, and as individuals, we value integrity, honesty, openness, personal excellence, constructive self-criticism, continual self-improvement, and mutual respect. We are committed to our customers and partners and have a passion for technology. We take on big challenges, and pride ourselves on seeing them through. We hold ourselves accountable to our customers, shareholders,

partners, and employees by honoring our commitments, providing

Founded in 1975, Microsoft (Nasdaq "MSFT") is the worldwide leader in software, services and solutions that help people and businesses realize their full potential. Microsoft Latvia was established in 1999, and is responsible for Microsoft business operations in Latvia. For more than 17 years professionals of Microsoft Latvia have provided partner support, services' and solution development, as well as marketing campaigns. Since its establishment, the enterprise has invested more than 30 million US dollars through cash and software donations in various community affairs projects in Latvia.



#### NCH Advisors, Inc.

Karlis Cerbulis, Representative Baltic States Baznicas 20/22 Riga LV-1010 Latvia

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Industry: Financial Services, Investment, Agribusiness, Real Estate, Energy (alternative)

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www.nchcapital.com

NCH (est. 1993) has over \$3 billion of capital under management across four investment disciplines: listed equity, real estate, agribusiness and private equity. NCH investors include leading university endowments, corporate and state pension funds, foundations and family investment offices. NCH hi-tech projects in Latvia:

- Sidrabe, Inc. www.Sidrabe.com The world leader in development of Vacuum Deposition technologies;
- GroGlass, Inc. www.GroGlass.com An advanced glass coating factory based on the technology of Sidrabe. Recently sold to a European investment fund.

Real Estate projects:

- Strategically located buildings and land properties www.Domuss.lv;
- Mežaparka Rezidences Contemporary architecture in prestigious, green and well-maintained territory - www.mezaparks.lv;
- Gypsum Factory a unique apartment complex in Kipsala, Riga www.gipsafabrika.lv;
- Felicity Apartments 1st BREEAM residential building in Baltics www.felicityapartments.lv;
- Nordic Villages residential villages in the Riga area www. nordicvillages.lv;
- Energy efficient homes and apartments with export to the UK and Scandinavia - www.NordicHomes.lv.



#### PricewaterhouseCoopers

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PricewaterhouseCoopers (PwC) is one of the world's largest providers of assurance, tax, legal and business consulting services. We believe that the best outcomes are achieved through close collaboration with our clients and the many stakeholder communities we serve. We have operated in Latvia since 1993, and currently employ over 170 employees, among them specialists qualified locally as Latvian Sworn auditors and internationally as ACCA, CFA, CISA and CIA.

PwC helps its clients build value, manage risk and improve their performance. Our goal is to contribute to the development of the country's economy by advising local businesses, governmental institutions and foreign investors. Our regional practice allows us to use the most capable and experienced experts to serve our clients in the best possible way.



#### Raytheon International Inc

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Raytheon Company, with 2017 sales of \$25 billion and 64,000 employees, is a technology and innovation leader specializing in defense, civil government, and cybersecurity solutions. With a history of innovation spanning 96 years, Raytheon provides state-of-the-art electronics, mission systems integration, C5I™ products and services, sensing, effects, and mission support for customers in more than 80 countries. Raytheon is headquartered in Waltham, Massachusetts, USA.



#### Radisson Blu Latvija Conference & SPA Hotel

Gerhard Erasmus, General Manager Andis Kielbickis, Director of Sales Elizabetes 55 Riga LV-1010 Latvia Tel.: +371 6777-2222 Industry: Hotels and restaurants info.latvija.riga@radissonblu.com www.radissonblu.com

Radisson Blu Latvija Conference & SPA Hotel

Radisson Blu Latvija Conference & SPA Hotel is a contemporary high-rise hotel in the city center with 571 guest rooms, the biggest Conference and Event Center in the Baltics with 16 multifunctional rooms and conceptually unique ESPA Riga spa facilities.

Radisson Blu Ridzene Hotel

A prestige and elegant hotel by the Old Town with 95 light-filled, elegantly decorated rooms, 7 conference rooms, and gourmet restaurant Piramida.

Radisson Blu Elizabete Hotel

A fashionable lifestyle hotel in the heart of the city with 228 trendy guest rooms, 2 modern conference rooms, a beautiful courtyard terrace, and stylish grill restaurant C.U.T.



#### Rigas Karte

Eric Morizur, Chairman and Managing Director Vilandes 6-3 Riga LV-1010 Latvia Tel.: +371 6732-6300 Industry: Information Technology and Transportation eriks@rigaskarte.lv http://www.conduent.com/publictransport www.rigaskarte.lv

Conduent and Rigas Satiksme have established Rigas Karte in 2007 as a joint venture in order to finance, install and operate the "e-talons" e-ticketing in Riga's public transports.

From fare collection to intelligent transportation systems (ITS), Conduent meets public transit daily operational challenges with innovative and efficient solutions. As a technology developer and integrator, Conduent brings e-ticketing and computer-aided dispatch/automatic vehicle location (CAD/AVL) systems, ITS technologies, parking and toll solutions.

Conduent ticketing solutions are found on the five continents, in Europe in cities such as Riga, Warsaw, Paris, Lyon, Nice, Zurich, Milan, Venice, Barcelona and many more. Rigas Karte has turned the very popular "e-talons" smartcards into multi-purpose cards, for example, to serve other transportation operators, to pay for onstreet parking, to pay for schools meals, and also to receive welfare services.

## SPĪGULIS & KUKAINIS attorneys at law | zvērināti advokāti

#### Spigulis & Kukainis - Law Firm

Matiss Kukainis, Partner
AMCHAM Latvia – Former President (2014), Board Member (20082015)
Licensed Attorney in USA (J.D. – Illinois Bar, USA) & Licensed
Attorney in Latvia
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Mob: +371 2839-0346
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Spigulis & Kukainis is a full service business law firm located in Riga, Latvia, with attorneys who are licensed to practice in both the United States and Latvia.

Spigulis & Kukainis provides a full range of legal services, and can assist with all business law related issues. The firm is well known for its experience with competition law, issues related to shipping/transport (with an emphasis on ports), litigation, real estate law (sale, lease, valuation, and management of any type of property including forest/timber valuation and sale), and inheritance law/succession planning.

Spigulis & Kukainis is respected in the community. Partner Matiss Kukainis was a Board Member (since 2007-2015) and former President of AmCham Latvia (2014), and teaches business law at various universities in Latvia at both the undergraduate and graduate levels. Matiss is a current board member of the Norwegian Chamber of Commerce in Latvia (2017-2019). Spigulis & Kukainis regularly donates their legal services, as well as financial contributions, to various non-profit organizations.



#### **Strategic Staffing Solutions International**

Mantautas Paskevicius, Vice President Europe & UK Kr. Valdemara 21-20, 6th Floor Riga LV-1010 Latvia Tel.: +370 5252-6156 Mob.: +370 6152-5035 Industry: Human Resources/Recruitment mpaskevicius@strategicstaff.com www.strategicstaff.com

Strategic Staffing Solutions International (S3I) opened an office in Riga, Latvia, in July, 2013 to service its customers in the region and expand its growth in Europe. Countries already serviced by S3I include Lithuania, Estonia, Romania, Poland, Czech Republic, Ukraine, and most Nordic countries. S3I provides consulting in IT, human resources, finance, shared service centers, build-operate-transfer services and direct hire services. The new office is located at Kr. Valdemara 21-20, 6th floor in Riga and is staffed with local talent and support from Vilnius.

S3I chose Latvia because it is well positioned to achieve economic stabilization and regain robust levels of economic growth over the next few years. S3I is committed to being part of that progress. It will provide services and solutions to current and new customers in the region so they can continue to develop and produce high profitability goods and services and create well-paying jobs.







<b>3M</b>	AGENCY	abbvie	AECOM
AGROUP Local Solution, Global Experience	airBaltic	âme pure*	AMERICAN EXPRESS
Amrop	( ANATOMY NEXT	balans' INTERNATIONAL WELLNESS CENTRE	BELAM 🕌
CBRE   Baltics PART OF THE CBRE AFFILIATE NETWORK	ri iri ir CISCO	Cognizant	COMMUNICATIONS
Diatom Enterprises: Experts in Software Development	RENCOMPASS	Building a better working world	FACTSET
<del>∑</del> Fima	GATEWAY &PARTNERS	GENCS VALTERS LAW FRIM LATVA   LITHJANIA   ESTONA	GOSSELIN MOBILITY
Grand Hotel Kempinski	GRAND PALACE HOTEL   6	gsk	BERGS
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#### 3M Latvija

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#### 77Agency

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Local Solution, Global Experience

#### **AECOM**

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#### Ame Pure

Morten Sundsto, CEO, Chairman & President
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#### AbbVie

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#### Air Baltic Corporation

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#### Amrop

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#### Balans International Wellness Center

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**CBRE Baltics** 

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#### Cisco Latvia

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#### **Cognizant Latvia**

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#### **Diatom Enterprises**

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#### Encompass Digital Media Latvia

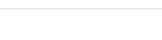
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40 Membership Directory 2018



#### EY

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GATEWAY

#### **Gateway & Partners**

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#### **Grand Hotel Kempinski** Riga

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#### FactSet Latvia

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#### Grand Palace Hotel -Schlossle Hotel Group

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#### **Gosselin Mobility Baltics**

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#### **GSK Baltics**

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#### **Hotel Bergs**

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#### **IBC Consulting**

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#### **Latvia Tours**

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#### **Luminor Bank**

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#### Marsh

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#### Merck Sharp & Dohme Latviia

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#### Numeri

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#### Olympic Casino Latvia

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#### Oracle East Central Europe Limited branch in Latvia

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ORACLE



#### **Orangetime Event**

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#### Park Inn bu Radisson Riga Valdemara

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#### **Premier Restaurants Latvia**

Vladimir Janevski, General Manager **Baltics** Duntes 6 Riga LV-1013 Latvia Tel.: +371 6724-2319 Industry: Food service vladimir.janevski@lv.mcd.com; info@ lv.mcd.com www.mcdonalds.lv



#### Procter & Gamble **Marketing Latvia**

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#### Pullman Riga Old Town

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#### Radisson Blu Daugava Hotel

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#### RISEBA University of Business, Arts and Technology

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## Rödl & Partner

#### Rodl & Partner

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#### **RTU Riga Business School**

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#### **SAKRET**

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#### Skrivanek Baltic

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#### Skudra & Udris Law Offices

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CALLIDUS CAPITAL	CEGEPA LEARNING	Data Security Solutions Riga, Latvia	DUCO dot
GIRAFFE VISUAL	weerikas a Cr. Centra	lpm group	PEOPLE M A N A G E M E N T
ROCKET BEAN POASTEST	Slokenbergs PLLC	<b>\$</b> šrēdereja	taikatranslations [THE POWER TO UNDERSTAND]
TEAM LEAD	The Connaught Consulting Ltd	THE PGF GROUP	Tulkot.lu
vCG	WALL ADVOKĀTU BIROJS		



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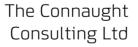
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52 Membership Directory 2018





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#### Latvian Foster Family Association

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#### Transparency International Latvia/Delna

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ΕY

Gateway & Partners

IBC Consulting

Leinonen

Numeri

Я

PwC.

#### The Connaught Consulting Architecture/Design

Trentini

#### Banking/Finance/Insurance

American Express Companu

Aon Baltic

Citadele Banka

FactSet Latvia

If P&C Insurance AS

Luminor Bank

Marsh

NASDAQ Riga

NCH Advisors, Inc.

SEB banka

#### Communications/Telecommunications

Belam - Riga

DAN Communications

Fima

#### **Consulting services**

AECOM

Aon Baltic

Callidus Capital

Cegepa Learning Company

FactSet Latvia

LPM Service

Marsh

TeamLead

The PGF Group, LLC

VA Government

VCG

#### **Education/Training**

BAFF In-Region Office

Cegepa Learning Company

International School of Latvia

International School of Riga

RTSEBA

Riga Business School

Skrivanek Baltic

SSE Riga

ZINOO

#### Entertainment

Olympic Casino Latvia

#### **Express & Logistics**

Systems Logistics

#### Food service

Premier Restaurants Latvia Rocket Bean Roastery

#### **Foundations**

Latvian Foster Familu Association Latvian American Chamber of Commerce

RMHC Latvija (Care mobile)

SOS Children's Villages in Latvia

Transparency International Latvia/Delna

WFFL (PBLA)

#### Healthcare/Pharmaceuticals

AhhVie **GSK Baltics** 

Johnson & Johnson AB

Latvian - American Eue Center

Merck Sharo & Dohme Latviia

RMHC Latvija (Care mobile)

#### Hotels/Restaurants/Wellness

B and C Restaurants (Indian Raia) Balans International Wellness Center

Grand Hotel Kempinski Riga

Grand Palace Hotel

Hotel Bergs

Park Inn bu Radisson Riga Valdemara

Pullman Riga Old Town

Radisson Blu Daugava Hotel

Radisson Blu Latvija Conference &

SPA Hotel

#### Human Resources/Recruitment

Amrop

People Management

Strategic Staffing Solutions

WorkingDay Latvia

#### Information technology

77Agencu

Accenture Latvia

AGroup

Anatomy Next

Apply

Baltic Technology Group

Cisco Latvia

Cognizant Latvia

Data Security Solutions

Diatom Enterprises Giraffe360

IBM Latvija

Microsoft Latvia

Oracle East Central Europe Limited Raytheon International, Inc.

Rigas Karte

Strategic Staffing Solutions

VeriFone Baltic

#### Intelligent engineering solutions

Fima

#### Investment

American Baltic Investments

Citadele Banka Luminor Bank

NCH Advisors, Inc.

Vitol Baltics

#### Legal services

COBALT

Ellex Klavins

Eversheds Sutherland Bitans

Gencs Valters Law Firm

Kronbergs Cukste Derling

Rodl & Partner

Skudra & Udris

Slokenbergs PLLC

Sorainen Spigulis & Kukainis

Wall

#### Manufacturing/Industrial Automation

3M Latviia

Baltic3D.eu

ISP Optics Latvia LPM Service

SAKRET

#### Media/Publishing

The Baltic Times

#### Moving/Relocation

Gosselin Mobility Baltics

#### Other services

Ame Pure

AVIS Budget Group Latvia

Baltic3D eu

Encompass Digital Media Latvia

Orangetime Event

#### Real estate

Brivibas 205A

CBRE Baltics

NCH Advisors, Inc.

Spire Baltic R.B. Management

#### Security

Sredereja

#### **Tourism**

Latvia Tours

Translation services

Skrivanek Baltic TaikaTranslations LLC

Tulkot.lv

#### Transport

Air Baltic Corporation

AVIS Budget Group Latvia

Gosselin Mobility Baltics

Rigas Karte

Vitol Baltics

#### Wholesale and retail trade

A.L. & D. International (Monald, Mono) Ame Pure

Procter & Gamble Marketing Latvia

VeriFone Baltic

0-9

77Agencu 3M Latvija

Α

#### A.L. & D. International

AbbVie

#### Accenture Latvia

AECOM

**AGroup** Air Baltic Corporation

Ame Pure

American Baltic Investments American Express Company

Amrop Anatomy Next

Aon Baltic Applu

AVIS (Ideal Services)

B and C Restaurants (Indian Raia)

Balans International Wellness

Center

Baltic Technology Group BAFF In-Region Office

Baltic3D.eu

Belam - Riga

Brivibas 205A Sol Norman Bukingolts

Dainis Butners C

Callidus Capital

**CBRE Baltics** Cegepa Learning Company Cisco Latvia

Citadele Banka COBALT

**DAN Communications** Data Securitu Solutions

Diatom Enterorises

Cognizant Latvia

F

#### Ellex Klavins

Ducodot

Encompass Digital Media Latvia

**Eversheds Sutherland Bitans** 

ΕY

FactSet Latvia Fima

Girts Freibergs

Gatewau & Partners Gencs Valters Law Firm Giraffe360 Gosselin Mobility Baltics

Grand Hotel Kempinski Riga Grand Palace Hotel **GSK Baltics** 

н Hotel Bergs

IBC Consulting IBM Latvija If P&C Insurance AS International School of Latvia International School of Riga ISP Optics Latvia

Johnson & Johnson AB

Irma Kalnina Oiars Kehris Kronbergs Cukste Derling

Latvia Tours Latvian - American Eye Center

Latvian American Chamber of Commerce

Latvian Foster Family Association Leinonen

LPM Service Luminor Bank М

Marsh Janis Meija Merck Sharo & Dohme Latviia

Pauls Miklasevics

0

Ν NASDAQ Riga NCH Advisors, Inc.

Microsoft Latvia

Olympic Casino Latvia Oracle East Central Europe

Numeri

Limited Orangetime Event

Valdemara People Management Premier Restaurants Latvia Procter & Gamble Marketing

Park Inn by Radisson Riga

Latvia Pullman Riga Old Town PwC

R

R.B. Management Radisson Blu Daugava Hotel Radisson Blu Latvija Conference & SPA Hotel Rautheon International, Inc. Riga Business School Rigas Karte

RISEBA

**SAKRET** SFB banka Skrivanek Baltic Skudra & Udris Law Offices Slokenbergs PLLC Sorainen SOS Children's Villages in

Rocket Bean Roastery

RMHC Latvija (Care mobile)

Rodl & Partner

Spigulis & Kukainis Soire Baltic

Sredereia

Latvia

SSE Riga Strategic Staffing Solutions

Sustems Logistics TaikaTranslations LLC TeamLead The Baltic Times The Connaught Consulting

The PGF Group, LLC Transparencu International Latvia/Delna

Trentini

Tulkot.lv

**VA** Government VeriFone Baltic Vitol Baltics

Wall WorkingDay Latvia

W

Z

WFFL (PBLA) Gints Zalitis ZINOO

#### 56 Membership Directory 2018

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AmCham Latvia is a member of the AmCham network, made up of 115 AmChams in 102 countries. We are accredited by the U.S. Chamber of Commerce, the world's largest business federation located in Washington D.C.

AmCham Latvia is a member of AmChams in Europe (ACE), the network of 44 AmChams from 42 countries throughout Europe and Eurasia. ACE represents the interests of more than 17,000 American and European companies employing 20 million workers. As a bilateral voice of American and European companies, ACE works to communicate the importance of the transatlantic economy.



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Gateway to the USA is a business platform aimed to develop and expand business ties between Latvia and the United States. In this program you will be better positioned to find the right partners and consultants in the U.S. who will provide useful information on how to access the U.S. market.

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