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# THE ANNUAL REPORT

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2019



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*Swedish Chamber  
of Commerce in Lithuania*

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# GENERAL MEETING AGENDA

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- 1.** Opening of the General Meeting  
*Ambassador of Sweden, H.E. Maria Christina Lundqvist,*  
*Chairperson of SCCL, Andrius Francas*
- 2.** Guest speech by Nerijus Mačiulis, Senior Economist at Swedbank
- 3.** Election of the Chairperson of the General Meeting
- 4.** Election of the Secretary of the General Meeting
- 5.** Election of two representatives and two tellers of the Meeting
- 6.** Approval of the General Meeting Agenda
- 7.** Approval of the Activity Report 2019
- 8.** Approval of the Financial Statement for 2019
- 9.** Approval of the Auditors' Reports
- 10.** Discharge of the responsibility of the Board for 2019
- 11.** Presentation and approval of the Association's Programme 2020
- 12.** Presentation and approval of the Association's Budget 2020
- 13.** Presentation and approval of Annual Membership fee for 2021
- 14.** Approval of suggested amendment of the Articles of Association
- 15.** Approval of the number of Vice-Chairpersons of the Association
- 16.** Election of the Members of the Board of the Association
- 17.** Election of candidate-observer No1 and No2 of the Board
- 18.** Election of the Chairperson of the Association
- 19.** Election of the Vice-Chairperson (-s) of the Association
- 20.** Election of the Honorary Member of the Board
- 21.** Approval of the number of Auditors and their deputies
- 22.** Election of Auditor (-s) and its/their deputies
- 23.** Appointment of the Members of the Nomination commission
- 24.** Any other business
- 25.** End of the Meeting | Networking

# CHAIRPERSON'S REMARKS

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## Dear Members of the Association and readers of this report,

The year 2019 was a year of passion and new connections! We said farewell to Augustė and Egidija in our office and welcomed back our Managing Director Jone and two new members of our team: Eimantė and Justina. I am proud that for the first time in 3 years the financial result of the Chamber looks very good - this is due to hard work of both the Board and the office.

This year was marked by the Climate movement initiated by a young Swedish lady Greta Thunberg. She inspires all of us to do more sustainable business and take care of the climate. I think this is the area where the Chamber will take a lead by example and we will soon see some of our events which are carbon neutral. I hope that buzzwords such as Sustainability, Gender Equality and Transparency will not remain as formal statements, but will rather be integrated into the activities of the Chamber and its members.

The year 2019 was a record-breaking in terms of membership growth and we finally reached 100 members! Moreover, we have put a stronger focus on our members not only in Vilnius but in Kaunas as well, where our Board Member Eglė is taking

the lead with quarterly Informal Get-Together gatherings.

We continued to stress on increased value to our members by offering a broad choice of events. Banking Conference 2019 received a lot of attention and strong preparations for 2020 event were launched already during 2019. Our cooperation with the other Nordic chambers resulted in a successful Nordic-Baltic Sustainability Summit, Business Lunch with Ministers, Presidential debate, visits to the regions and other joint activities. As a result of member-feedback we reduced the price of our largest social event – the Swedish Crayfish Party – in order to give an opportunity for broader participation among our members. And for the first time we held a traditional Swedish Christmas Lunch to all members free of charge and with more than 2/3 of our members present, which was a great success!

We continuously strive to be a gateway for business relations between Sweden and Lithuania by expanding the horizons for our members interested in doing business in Sweden. We also welcome Swedish businesses who are looking for investment opportunities in Lithuania. SCCL facilitated more than 30 business leads to our Members in 2019, which is a great impact for our community, not

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to mention the existing cooperation among our members.

For the first time we established a cooperation with the Linköping City Municipality (a sister city of Kaunas) and the Östergötland Region. This resulted in one event in Kaunas in connection to the Scandinavian days in April and our annual Business Mission to Sweden (Linköping), which was organized in October. We had the largest delegation so far consisting of 26 participants (17 companies, 2 Business Associations and Enterprise Lithuania) and the mission was led by our Ambassador, H.E. Mr. Giedrius Čekuolis together with the Commercial Attaché, Aleksandras Laurinavičius. Programme highlights included: company visits to SAAB, Ericsson, Configura, the Mjärdevi Science Park; B2B meetings with more than 20 Swedish companies, networking event at the East Swedish Chamber of Commerce, networking lunch at the Linköping Castle hosted by the Governor of Östergötland, Mr. Carl-Fredrik Graf. It all would have not been possible without the support of our Honorary Consul in Linköping, Ulrik Lindblad. A separate mentioning goes to our friends at Linköping Municipality: The Mayor, Lars Vikinge and his amazing team: Kerstin Reimstad, Erik Åqvist and Martin Sundström. We hope to have a return-visit from Linköping to Lithuania in 2020 or 2021 in order to strengthen our ties with the Region even more.

New initiatives: since Sweden is No.1 investor in Lithuania a new initiative was launched to support Swedish language training for different study programmes at Vilnius University (based on current business needs), as well as, a stronger cooperation with national media in Lithuania in order to have a broader voice of the Swedish Chamber. We hope to share the results of those two initiatives in 2020.

I am really proud that we are so active on the social media. On the other hand, I continue to encourage you all to participate in our events, as this is the place to get the best use of your membership fee. And if you do not find a topic which is enough interesting for you, please feel free to share your own ideas – the Chamber is always open to your suggestions!

I want to thank the Ambassador of Sweden, H.E. Ms. Maria Christina Lundqvist and all the staff at the Embassy of Sweden in Vilnius for the continuous support to the Chamber.

It has been a very interesting 2-year journey for me and for the whole Board of the Swedish Chamber of Commerce in Lithuania. As our term is coming



to an end, it is a great opportunity to thank all the members for putting their trust in us and granting us the opportunity to set the course of the Chamber and be able to serve its members. I want to thank all the Board members for their input in helping the Swedish Chamber to grow and office teams Augustė and Egidija, as well as Jone, Eimantė and Justina for their everyday hard work.

Finally, I wish you a prosperous year in your personal lives and for all your businesses as well as a fruitful growth together with the Swedish Chamber of Commerce in Lithuania!

Sincerely yours,  
Andrius Francas

**SCCL facilitated more than 30 business leads to our Members in 2019, which is a great impact for our community, not to mention the existing cooperation among our members.**

# THE BOARD OF THE ASSOCIATION



**1. Andrius Francas**  
Chairperson of the Board

**2. Jan Hansson**  
Vice Chairperson of the Board



**3. Tommy Fagerlund**  
Member of the Board (until  
December 2019)

**4. Paulius Gruodis**  
Member of the Board



**5. Vytautas Kelminskas**  
Member of the Board (until  
August 2019)

**6. Zita Rimkienė**  
Member of the Board



**7. Akvilė Skiparė**  
Member of the Board

**8. Šarūnas Šiugžda**  
Member of the Board



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**9. Mindaugas Ubartas**

Member of the Board (until  
April 2019)

**10. Eglė Kazelienė**

Member of the Board

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**11. H.E. Maria  
Christina Lundqvist**

Honorary Member of the  
Board

**12. Dovilė Alekniienė**

Honorary Member of the  
Board

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## ADMINISTRATION

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**1. Jone Sestakauskaite**

Managing Director

**2. Milda Bernotienė**

Accountant

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**3. Justina Donielaitė**

Project Manager (as of  
September 2019)

**4. Eimantė Vaitekūnaitė**

Administrative Assistant (as  
of August 2019)

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### FORMER EMPLOYEES OF SCCL ADMINISTRATION

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**Egidija Lukminaitė**

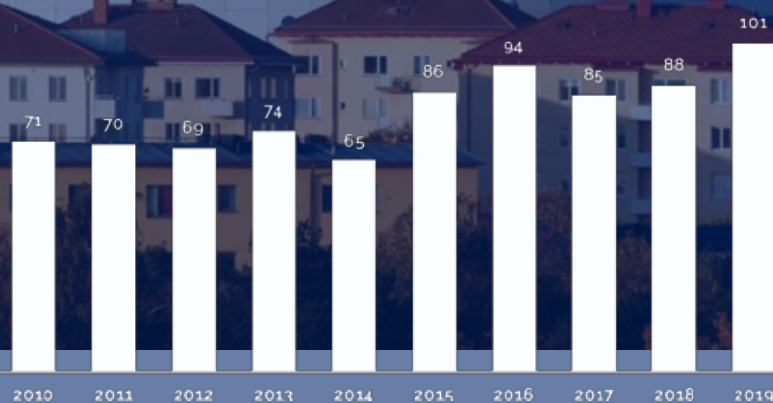
Administrative Assistant  
(until September 2019)

**Augustė Užpelkytė**

Acting Managing Director  
(until July 2019)

# YEAR 2019 IN REVIEW

## MEMBER STATISTICS 2010 - 2019



## MEMBER-CARE AND NEW MEMBER ATTRACTION

Membership strategy for 2019 focused on continuous Member-care and strengthening the established contacts with all the Members of the Association.

Board members alone, or together with the office staff, carried out individual Member-care meetings throughout the year in order to maintain a strong and trust-based relationship. The aim of such meetings was to discuss different matters and challenges related to business activities, to get a better understanding of Member's expectations and to address mutually important issues for both the Member and the Association. Moreover, the Member-care meeting is an important information source for the office staff that provides valuable insights of latest business trends. It also inspires Members to contribute with relevant topics to SCCL events, sharing companies' know-how and expertise.

The Board and the office staff have held around 70 personal Member-care meetings in 2019.

Member attraction was another priority during the year. The goal was to attract more Swedish capital companies operating in Lithuania in order to put a stronger focus on the Swedish business culture, values and management practices. Throughout the year, in total 24 new companies were attracted to SCCL, out of which 8 of Swedish capital of origin. The representatives of Swedish capital companies have contributed to several events in 2019 focusing on different issues from a Swedish/Nordic perspective, among them a seminar on Nordic Leadership, a seminar on Sustainable Business, Nordic-Baltic Sustainability Summit and business breakfast on Swedish tax compliance regulations. During the year, in total 12 Member companies chose to discontinue their membership in the Association.

personal Member-care meetings

70



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## STRATEGIC PARTNERSHIPS

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Strategic partnership with the Embassy of Sweden in Vilnius has continued throughout 2019. The Embassy has kindly invited SCCL office and Members to various seminars and events, among them a kick-off event for the Swedish business community in Lithuania, a seminar on Sustainable Energy Solutions as well as a seminar on Green Innovations. Seminar on Transparency in Business was organized in cooperation with and hosted by the Embassy. H.E. Ambassador of Sweden, Ms. Maria Christina Lundqvist has participated in meetings of the SCCL Board in her role as an Honorary Board member and has continuously kept the Board informed of important highlights of the Embassy's and the Swedish political-economic agenda.

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## SCCL COMMUNITY

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SCCL community has grown even tighter this year. The tradition of informal After-Works, or nowadays Members' Get-together activities, has been one of the strategic networking priorities for 2019 and was successfully revived. For the first time, the last Informal Get-Together of the year was organized both in Vilnius and in Kaunas simultaneously – a successful set-up that enabled Kaunas-based companies to be more active in networking activities. New Members' Evening in October brought full house, proving that Members appreciate events that provide opportunity for developing strong networking and personal ties with other Members. We are also pleased to see that participants of knowledge-oriented events choose to stay after the presentations and interact with fellow-members, both making new acquaintances and following-up with current.

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New Members' Evening in October brought full house, proving that Members appreciate events that provide opportunity for developing strong networking and personal ties with other Members.

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## SCCL TOURISM GROUP

The SCCL Tourism group members have showed a continued interest in addressing commonly relevant topics in the field of tourism and hospitality. A meeting with Go Vilnius, a development agency of the City of Vilnius, was organized in June 2019 in order to learn more about its activities, goals and main projects. In autumn 2019 SCCL Tourism group was invited to a discussion with the Commercial Attaché to Sweden Aleksandras Laurinavičius and a Sweden-based Lithuanian entrepreneur Regina Molina. During the meeting, the participants had a chance to share their insights into and the experiences of attracting more Swedish tourists to Lithuania, as well as to discuss the strategies of promoting the image of Lithuania in Sweden.

Sharing insights into and the experiences of attracting more Swedish tourists to Lithuania, as well as to discussing the strategies of promoting the image of Lithuania in Sweden.



## SWEDISH TEACHER FUND

In 2019 the SCCL initiated a discussion with Vilnius University Faculty of Philology regarding the possibility to offer Swedish language training to a wider audience, including adult-learners and students of other faculties. The main stakeholders of the initiative are our Member companies who work towards the Swedish market and face challenges in recruiting employees with Swedish language skills. A greater number of professionals who speak Swedish is also an important factor in attracting more Swedish investors into Lithuania. The project idea under the title „Swedish Teacher Fund“ aims to raise funding for salary and administration costs for Swedish language training courses provided by Vilnius University. Any companies interested to participate in the project and willing to contribute to it are welcome to contact the chamber office staff for more information.

A greater number of professionals who speak Swedish is an important factor in attracting more Swedish investors into Lithuania.

# EVENTS AND ACTIVITIES 2019

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In total 29 events were organized or co-organized with partners in 2019 and over 900 participants took part in them. This year, several central events, such as the 7th European Banking and Finance Conference, the Swedish Crayfish Party and New Members' Evenings drew most of the attention and were well attended both by Members and non-Members.

The business mission to Linköping had a record-breaking number of participants – in total 26 delegates, including the Ambassador of Lithuania in Sweden, H.E. Giedrius Čekuolis, the Commercial Attaché, Linköping City's representatives, Lithuanian businesses and SCCL representatives. This year many companies that took part in the mission received financial support from SCCL strategic partner, Enterprise Lithuania. Linköping Municipality together with the Honorary Consul Ulrik Lindblad supported the mission by putting a lot of effort and work in building a rich and interesting programme. An intense 2-day visit offered briefings about the region and business opportunities, company visits to Ericsson, SAAB and Configura, networking event hosted by SCCL at the East Swedish Chamber of Commerce with local business representatives, networking lunch at the Governor's castle, as well as an intense B2B matchmaking session, which resulted in approximately 3 newly established business contacts for each mission delegate.

Colleagues from Linköping Municipality are planning a return-mission to Lithuania in 2020, in order to deepen the currently established business ties. We are looking forward to a continuous cooperation!




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## JOINT EVENTS WITH OTHER PARTNERS

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A number of events, such as Nordic Business lunch with Ministers, Nordic Business trip to Tauragė, Scandinavian Business Lunch, Presidential debate, Nordic Mix & Mingle, seminar on Nordic leadership in connection to Būtent-festival, Nordic-Baltic Sustainability Summit and others have been made possible thanks to the joint efforts of and input by all the partners and co-organizers. It has been a pleasure to work with them! This well-functioning cooperation has enabled us to provide our Members with an opportunity to meet colleagues from other chambers and to get insights into different issues from a broader Nordic perspective.

# FLASHBACKS FROM MAIN EVENTS 2019

**Business Breakfasts: How to Establish and Run Business in Sweden | Macro Environment: How Alert Should We Be**



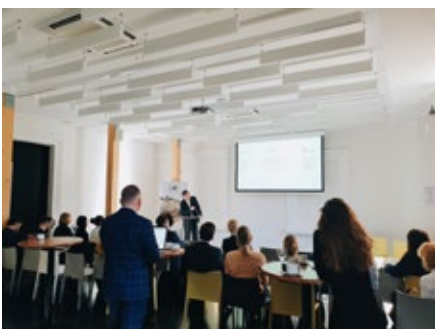
**7th European Banking & Finance Conference Future Banking**



**Informal Members' Get-Together Events in Vilnius and in Kaunas**



**SCCL Seminars: Sustainable Business: How to go Green | Doing Business in Sweden | Business Mission - What's up**



### New Members' Evenings



### Swedish Crayfish Party



### Business Mission to Linköping



### Traditional Swedish Christmas lunch



# EVENTS WITH OTHER NORDIC CHAMBERS AND PARTNERS

## Nordic Chambers' Business Lunch with Minister of Finance and Vice-minister of Economy and Innovation



## Nordic Business Trip to Taurage



## Presidential Debate



## Nordic-Baltic Sustainability Summit Circular Economy: Nordic and Baltic Transition Towards It



# YEAR 2019 IN NUMBERS

## COMMUNICATION



+13%

Facebook fans increased with 260+



+35%

Newsletter subscribers: from 482 to 652 subscribers



+92%

LinkedIn fans: from 378 followers to 727 followers

## EVENT STATISTICS

29

Events for our Members

900+

Total attendees during our events

25+

Member referrals by SCCL

## MEMBERSHIP FEE 2019

100€

**Fan-Club Membership**  
only applicable for private persons

400€

**Small Corporate Membership**  
1-10 full-time employees

550€

**Medium Corporate Membership**  
11-50 full-time employees

650€

**Large Corporate Membership**  
over 51 full-time employees

1600€

**Supporter**  
regardless of the company size

3200€

**Patron**  
regardless of the company size

+ one time admission fee of 150 €

# FINANCIAL STATEMENT OF 2019



## The positive financial result of 2019 depends on a few factors:

- an increase of membership fees in 2019 due to the higher increase in member attraction than budgeted. The positive financial result is also related to the shared Member-care responsibility system between the Board and the office.
- event net income has grown due to the numerous high quality SCCL events; as well as additional event support. Three major SCCL events to highlight that are organized on annual basis and have been gaining momentum: 7th Banking & Finance Conference '19, Swedish Crayfish Party and Business mission to Sweden (Linköping'2019).
- Effective other cost management

	Budget 2019, EUR	Result 2019, EUR	%
<b>INCOMES</b>			
<b>Membership fee</b>	47 200	60 193	127%
<b>Event income</b>	35 000	41 829	119%
<b>Consulting fee</b>	0	300.00	-
<b>Event support</b>	0	3000	-
<b>2 % support</b>	500	691	138%
<b>Total</b>	<b>82 700</b>	<b>106 013</b>	<b>128%</b>
<b>EXPENSES</b>			
<b>Event costs</b>	21 000	26 794	127%
<b>Rent and utilities</b>	9 080	8880	87%
<b>Salaries, employees</b>	41 000	40 601	99%
<b>Office travel expenses</b>	2 000	1 309	65%
<b>Other operating expenses</b>	6 920	6 530	94%
<b>Total</b>	<b>80 000</b>	<b>84 114</b>	<b>105%</b>
<b>Result</b>	<b>2 700</b>	<b>21 899</b>	<b>811%</b>



# AUDITORS REPORT 1/2



**Association "Swedish Chamber of Commerce in Lithuania"**  
 entity code 125711933  
 registered address Gedimino pr. 20, Vilnius, Lithuania (the Association)

**Law Firm COBALT**  
 Lvovo g. 25, LT-09320  
 Vilnius, Lithuania

12 February 2020

## REPORT ON LEGAL DUE DILIGENCE OF THE ASSOCIATION

In accordance with Minutes No 17 of the Annual General Meeting of the Association dated 7 March 2018, the Law Firm COBALT was appointed as the Legal Auditor of the Association for the years 2018 – 2020.

With reference to the competence of the Legal Auditor, the Law Firm COBALT was assigned to review the selected documents of the Association and provide a report on the findings made during the legal due diligence of the Association for the year 2019.

The aim of the legal due diligence was to identify whether the documents of the Association provided comply with the statutory legal regime of the Republic of Lithuania. The conducted review of the documents shall not be deemed as a financial audit or tax review.

We have reviewed the following documents of the Association:

- Minutes of the Annual General Meeting of the Association issued in 2019;
- Agreements, including but not limited to, service agreements, collaboration agreements, donation agreements, sponsorship agreements, concluded in 2019;
- Other documents of the Association, including but not limited to, employment agreements, orders on business trips, requests of the employees, made in 2019.

After reviewing the provided documentation, we are happy to conclude that we have not identified any material incompliance with the requirements of statutory legal regime of the Republic of Lithuania.

Sincerely yours,

**Dr Irmantas Norkus**  
 Managing Partner  
 Law Firm COBALT

Estonia

Tel. +372 665 1888  
 tallinn@cobalt.legal

Latvia

Tel. +371 6720 1800  
 riga@cobalt.legal

Lithuania

Tel. +370 5250 0800  
 vilnius@cobalt.legal

Belarus

Tel. +375 17 336 0093  
 minsk@cobalt.legal

# AUDITORS REPORT 2/2

## NORIAN

NORIAN ACCOUNTING, UAB

2020-02-04

Asociacijai "Swedish Chamber of Commerce in Lithuania"

"WorkLand Lithuania", Gedimino pr. 20, Vilnius 01103

### DĖL 2019 METŲ APSKAITOS VIDINIO PATIKRINIMO

Patikrinus 2019 metų įmonės balansą ir veiklos ataskaitą, reikšmingų netikslumų nerasta. Patikros metu buvo atliktos metinių finansinių ataskaitų sumas ir atskleidimus pagrindžiančių įrodymų gavimo procedūros.

Atliekant patikrinimą buvo atsitiktinai pasirenkami dokumentai, įrodantys pateiktų sumų teisingumą.

Mūsų nuomone, ataskaitos teisingai atspindi asociacijos 2019 m. gruodžio 31 d. būklę ir tą dieną pasibaigusį metų finansinius veiklos rezultatus.

Šis patikrinimas yra vidinis ir negali būti naudojamas jokiems kitiems tikslams.

Asociacijos „Swedish Chamber of Commerce in Lithuania“ apskaitą veda vyr. finansininkė Milda Bernotienė.

Generalinė direktorė

Lina Maroščikienė

Patikrą atliko: Mindaugas Daugėla

# PROGRAMME 2020

**Continued focus on Member care** in order to deepen the understanding of Members' needs, as well as to outline mutual collaboration possibilities and receive first-hand feedback on membership value and improvement suggestions.

**Member attraction – Swedish capital companies.** The aim is to attract mainly companies of Swedish capital operating in Lithuania into the Association in order to even out the capital balance among members, and to be closer to Swedish businesses.

**Increased representation of Swedish DFI in Lithuania** by organizing events that are focused on issues and topics relevant to Swedish businesses. Moreover, SCCL is planning to establish cooperation with local media and PR-agencies in order to highlight and channel the voice of foreign investors in Lithuania.

**Boost of networking opportunities for Members** by continuing the revived tradition of In-formal Members' Get-Together during 2019, co-organized events with the Nordic chambers and other partners.

**Additional projects** corresponding to the needs of Members, partially financed by the SCCL Development Fund, e.g. "Swedish Teacher Fund", "Swedish Business Map" and others.





# BUDGET 2020

## Main highlights of budget 2020:

- Maintaining a balanced number of Members due to effective Member-care activities of the Board and the office (with a focus on attracting Swedish capital companies)
- Lower event income adjusted for one-offs, however, including strategical planning for additional grant funding for Business Mission and attracting event sponsorship
- Controlled event costs
- Increase in employee salary line to support Staff incentives' program
- Increased office travel expenses connected to MD's participation in Swedish Chambers' International events, a pre-business mission planning trip to Sweden, as well as Member-care
- Increased salary for SCCL's accountant under "Other operational expenses" line.

	Result 2019, EUR	Budget 2020, EUR	%
<b>INCOMES</b>			
<b>Membership fee</b>	60 193	58 000	96%
<b>Event income</b>	41 829	34 500	82%
<b>Consulting fee</b>	300	0	-
<b>Event sponsorship</b>	3 000	2 000	67%
<b>2 % support</b>	691	500	72%
<b>Total</b>	<b>106 013</b>	<b>95 000</b>	<b>90%</b>
<b>EXPENSES</b>			
<b>Event costs</b>	26 794	26 000	97%
<b>Rent and utilities</b>	8 880	9 100	102%
<b>Salaries, employees</b>	40 601	45 000	111%
<b>Office travel expenses</b>	1 309	2 800	214%
<b>Other operating expenses</b>	6 530	8 320	127%
<b>Total</b>	<b>84 114</b>	<b>91 220</b>	<b>108%</b>
<b>Result</b>	<b>21 899</b>	<b>3 780</b>	<b>17%</b>

# ANNUAL MEMBERSHIP FEE FOR 2021

Suggested Membership fee for 2021 is as follows:

<b>100€</b> <b>Fan-Club Membership</b> only applicable for private persons	<b>400€</b> <b>Small Corporate and Individual Memberships</b> 1-10 full-time employees	<b>550€</b> <b>Medium Corporate Membership</b> 11-50 full-time employees
<b>650€</b> <b>Large Corporate Membership</b> over 51 full-time employees	<b>1600€</b> <b>Supporter</b> regardless of the company size	<b>3200€</b> <b>Patron</b> regardless of the company size

+ one time admission fee of 150 €





*Swedish Chamber  
of Commerce in Lithuania*

## THANK YOU FOR YOUR SUPPORT!

A sincere thanks goes to our Auditors: Norian Consulting and law firm COBALT that have assisted us with the annual Business Supervision of the Association!

We also want to express our gratitude and appreciation to the members of SCCL Nomination commission for its work with the election process to SCCL governing bodies.

And, last but not least, a huge thank-you to all the SCCL Members for fruitful cooperation!  
Thank you for Your support!

