



*AMERICAN CHAMBER OF COMMERCE
IN THE SLOVAK REPUBLIC*

ANNUAL REPORT 2011



AMCHAM'S PATRON MEMBERS

The generosity of our Patron Member companies provides the foundation for AmCham's ability to meet the needs of its members and promote a healthy business environment for all businesses. AmCham Slovakia is grateful for their support!

 High performance. Delivered.			
			
			
			
			
			
			
			
			
			
			
			



LETTER TO MEMBERS

IGOR KOTTMAN, CITI, PRESIDENT OF AMCHAM

Dear AmCham members,

On behalf of the Board of Directors of the American Chamber of Commerce in the Slovak Republic, I would like to address our membership along with the 2011 Annual Report.

Our main goal at AmCham this year was to remain focused on business opportunities, and to stay an effective and impactful partner for key public sector players. All our committees strived to serve as a vehicle to achieve our primary goals: business development and advocacy of our operations throughout the year. With this ambition we sought for valuable partnerships and events to reach a positive difference in the business environment aiming at improving overall conditions for all entrepreneurs operating on the local market.

Throughout the past year, AmCham Slovakia has concentrated on advancing its role of providing a platform for communication among its member companies and various government and state bodies, as well as advocating its members' interests. Our interactions with government officials and policy-related events included an impressive line-up of speakers that we have featured throughout our monthly editions of "Connection" magazine. AmCham has also begun a practice of regularly inviting officials from various ministries to its committee and working

group meetings and would like to continue in this practice in the future.

Importantly, the AmCham office has continued to spearhead the activities of AmCham's standing committees, task forces and ad hoc working groups. AmCham instituted some new committees this past year. Our EU Affairs committee has begun its activities just recently. This committee is set to deal with a host of legislative and systematic changes that come as a result of Slovakia's EU membership. We have also established a Tourism Committee, and we have re-established an Energy Committee; each to deal with relevant issues for our members.


Since AmCham strives to pursue a membership-driven approach, we were actively involved with issues of interest to our member companies. During our discussions at various meetings and events we managed to cover a broad variety of topics, such as, Public Procurement, Tax Reform, Judicial Reform, Education Reform, the MINERVA Program, Foreign Direct Investments, Regional Development, US-Slovak Relations, EU issues, Healthcare issues, Corporate Social Responsibility, Intellectual Property Rights, Drug Pricing Policies, and a whole host of other issues. We also organized several business breakfasts and executive business clubs with key government officials, including the Minister of Justice, the Minister of

Finance and the Speaker of the Slovak Parliament.

As you have certainly noticed, in 2011 we especially focused on an area which was for many years one of the main drivers of economy – foreign direct investment. In 2011 AmCham successfully organized several interesting events focusing on this important topic, including the Job Fair, Košice/Prešov Invest as well as the main Conference on FDI: Strategies and Future Prospects. During the conference AmCham presented several important recommendations that should enable the country to be an attractive destination for new foreign direct investments. I would like to thank our members who contributed their time and effort into this important initiative.

Dear Members, I believe we managed to fill the strategic goal set in the Strategic Plan for 2007-2012 that was '...to be recognized as the leading and most effective business advocacy organization in the country.' The AmCham Board and staff looks forward to supporting you in building your businesses and bringing new opportunities for local communities, citizens and society throughout this year. We are looking forward to your active participation, ideas and support in various programs and events we will prepare for 2012.

Sincerely,



Igor Kottman

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BOARD OF DIRECTORS 2011

Executive Committee



President:
Igor KOTTMAN
Citi



First Vice President:
David RINTOUL
U. S. Steel Košice



Second Vice President:
Peter ŠKODNÝ
Accenture



Third Vice President:
Marcel REBROŠ
Cisco Slovakia



Vice President of Finance:
Mark Eberst
KPMG



Secretary:
Jake SLEGERS
AmCham Executive Director



Michaela BENEDIGOVÁ
SEESAME Communication



Todd BRADSHAW
PricewaterhouseCoopers



Stephen CAULFIELD
DELL



Peter ČEREŠNÍK
Microsoft Slovakia



Milan HÁN
IMP Consulting



Charles HACKETT
GlaxoSmithKline



Ladislav CHUDÝ
T-Systems Slovakia



Julian JUHASZ
Squire Sanders



Pavol KOPEČNÝ
Ecenter



Martin KUBALA
Hewlett Packard



Jacob PREISLER
Philip Morris Slovakia



Branislav ŠEBO
IBM Slovakia

CHAMBER SECRETARIAT

The American Chamber of Commerce in Slovakia

Crowne Plaza, Hodžovo nám. 2, 811 06 Bratislava

Tel: (4212) 5464 0534, Fax: (4212) 5464 0535
E-mail: office@amcham.sk, Web: www.amcham.sk

Košice Office: Františkánska 5, 040 01 Košice
Tel: (42155) 727 5500, Fax: (42155) 727 5213, E-mail: kosice@amcham.sk

Jake SLEGERS, Executive Director / director@amcham.sk
Rastislav PUCHALA, Director of Košice Office / kosice@amcham.sk
Oľga NOVÁKOVÁ, Corporate Affairs Officer / olga.novakova@amcham.sk
Anna MICHALKOVÁ, Government Affairs Officer / anna.michalkova@amcham.sk
Natália POLIAKOVÁ, Policy Officer / natalia.poliakova@amcham.sk
Dominika BIZÍKOVÁ, Events Coordinator / dominika.bizikova@amcham.sk
Patrik TOMEŠ, Publications and Graphic Coordinator / patrik@amcham.sk
Zuzana KRASNOHORSKÁ, "Connection" Editor / connection@amcham.sk
Ivan MISTRÍK, Financial and Project Coordinator / ivan.mistik@amcham.sk
Michaela SUCHÁ, Executive Assistant / office@amcham.sk

ABOUT AMCHAM SLOVAKIA

The American Chamber of Commerce (AmCham) was founded in 1993 in Bratislava as an independent and self-supporting organization, entirely dependent on contributions from its members. In September 2003, a new AmCham office was opened in Košice in order to support the economic development in the Eastern Slovakia. Today, AmCham is one of the largest and most active foreign Chambers of Commerce in Slovakia, with a membership base of 300 international and Slovak companies. Our member companies' investments and turnover are vital growth engines for macroeconomic expansion in Slovakia, profiting not just business, but communities and individuals as well.

The aim of AmCham is to "build bridges" among its members, non-members and many official political, diplomatic, economic and other representatives and institutions and to help fulfill goals and missions of its members much easier than on their own. It contributes to the development of a healthy business climate and to improving conditions not only for its members, but also for other businesses operating in Slovakia.

Focusing on creating favorable business conditions and environment that would positively influence development of investments existing in the Slovak Republic and supporting the influx of the new investments to Slovakia, AmCham helps to increase the quality of everyday life in the country.



AmCham Slovakia is affiliated with the U.S. Chamber of Commerce, the world's largest business federation representing more than three million

businesses of all sizes, sectors and regions.



AmCham Slovakia is an active member of the European Council of American Chambers of Commerce (ECACC) that represents the corporate interests of more than 17.000

American and European companies, based in 39 countries.



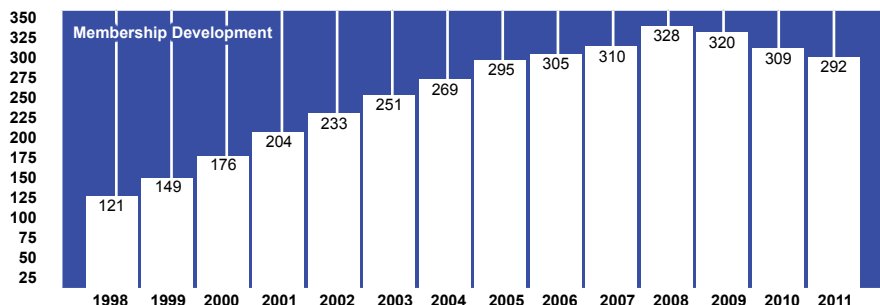
AmCam Slovakia is also member of the ChamCham, an informal meeting of the major international chambers in Slovakia.

OUR MISSION

- **TO PROTECT** and promote the common economic interests of AmCham members.
- **TO REPRESENT**, express and manifest the views of AmCham Members in all types of issues, including economic, trade, commerce, finance and industry, among others.
- **TO INFORM** by collecting and disseminating information concerning trade, industry, agriculture, finance, banking, transportation, health care, NGOs, manufacturing, technology,

professional activities, taxation and related laws, economics, and other related topics.

- **TO ASSIST** in a non-commercial, non-profit role, our Members wholly engaged in trade with, or considering trade with, enterprises in the SR or elsewhere to attain legitimate objectives.
- **TO MAINTAIN** excellent relations with the U.S. Chamber of Commerce and other Chambers of Commerce and commercial organizations of the USA located in the USA and elsewhere.
- **TO PROMOTE** economic relations between the Slovak Republic, the United States of America, and other countries with regard to trade, industry, agriculture, finance, transportation, health care, NGOs, manufacturing, technology, professional activities, and other related activities.
- **TO HELP** undertake all other lawful actions incidental or conducive to the attainment of these objectives.



AMCHAM IN NUMBERS

IMPORTANT ECONOMIC FIGURES REGARDING AMCHAM SLOVAKIA

18 Years in Slovakia

20 Percentage of Slovakia's GDP produced by AmCham Member companies

300 Number of AmCham members¹

100,000 Number of employees in AmCham membership

15,500,000,000 Annual turnover in EUR of our top 100 companies ²

¹ From the total of AmCham member, almost 25 % are Slovak companies, approximately 35 % are subsidiaries of US companies and over 40 % are multinational companies. ² Based on official figures for 2008

Sources: AmCham member company information, TREND Analyses, Global Slovakia on-line service, Statistical Office of SR

EVENTS 2011

AmCham provides a great number of events throughout the year. The most frequent are Business Breakfasts/ Seminars and Business Cocktails. In addition, we offer our members opportunities to participate in specially organized ad hoc events covering a great variety of topics. Moreover, AmCham is well known for organizing festive seasonal events, such as the Annual 4th of July/Independence Day Celebration and the Annual Thanksgiving Gala Dinner. AmCham events provide opportunities for our member companies to grow, connect, and get the word about one another's offers and services.

BUSINESS BREAKFASTS, SEMINARS, WORKSHOPS AND CONFERENCES



01.06.2011
Business Seminar in Prešov on "How to Become Successful: Run Your Business Responsibly!", sponsored by [Pontis Foundation](#).

02.06.2011
Business Seminar in Košice on "How to Become Successful: Run Your Business Responsibly!", sponsored by [Pontis Foundation](#).

02.06.2011
Internet Workshop Series on "Why Do Your Clients' Smart Phones Hate Your Web Site?" with [Lighting Beetle](#) and [Comsultia](#).

08.06.2011
Opening Business Breakfast of Job Fair in Poprad.

08.02.2011
TAX SEMINAR on "Changes in Tax Legislation", sponsored by [BMB Leitner, Ernst & Young and VGD \(TAX\) - SK](#).

24.02.2011
Business Breakfast with [Lucia Žitňanská](#), Minister of Justice on "Public Procurement Issues".

08.03.2011
6th Regional Tax Conference

09.03.2011
Business Breakfast sponsored by [GEFCO](#) on "Important Customs Issues: What's New? What's Changed?".

22.03.2011
HR Business Breakfast in Košice on "Effective Remuneration and Benefits", sponsored by [MetLife Amslico and Sodexo](#).

04.04.2011
Business Breakfast in Košice sponsored by [GEFCO](#) on "Important Customs Issues: What's New? What's Changed?".



13.04.2011
Business Breakfast in Košice on "Changes and News in Tax Legislation", sponsored by [Deloitte](#).

24.05.2011
HR Workshop on "Employee Wellbeing in Stressful Situations".



16.06.2011
Workshop on "Does Your Company Qualify For Innovation Structural Funds?".

21.06.2011
Business Breakfast on "Building a Resilient Workforce Through Wellness", sponsored by [Human Dynamic](#).

23.06.2011
Business Breakfast on Investment Incentives With a New Attribute: "Transparency", sponsored by [PwC and Allen & Overy](#).

06.09.2011
Workshop Recent Changes in the Labor Code Regarding Labor Market Trend

22.09.2011
Internet Workshop on "Enhance the Content and Efficiency of Your Website".



04.10.2011
Business Seminar in Košice on "Operational Excellence as a Growth Strategy for Organizations", sponsored by [PwC](#).



28.10.2011
Workshop on "From Corporate Philanthropy to Social Innovation".

15.11.2011
Business Seminar on "The New Tax Administration Model", sponsored by [PwC](#).

05.12.2011
Business Seminar on "Public Procurement in Practice", sponsored by [Allen & Overy, Ernst & Young and Accenture](#).

16.12.2011
Business Breakfast on "IBM 2011 CIO Study", sponsored by [IBM Slovakia](#).



BUSINESS COCKTAILS, SEASONAL AND SPECIAL EVENTS



16.01.2011

Farewell Business Cocktail in Košice for George F. Babcoke, President of *U. S. Steel Košice*.

06.04.2011

"Meet the Candidates" Business Cocktail sponsored by MetLife Amslico.

13.04.2011

The AmCham Executive Business Club with Deputy Prime Minister and Minister of Finance *Ivan Mikloš*

20.04.2011

General Assembly 2011 in Bratislava.

04.05.2011

First Orientation Meeting for Students to **Mentor Network Program 2011**.

06.05.2011

Spring Mountain Spa Retreat: Vyšné Ružbachy, sponsored by *Spa Vyšné Ružbachy*.

11.05.2011

The AmCham Executive Business Club with Minister of Justice *Lucia Žitňanská*

19.05.2011

Mentor Network Program 2011.

02.06.2011

The AmCham Executive Business Club with Speaker of National Council *Richard Sulík*

07.06.2011

Outdoor Business Cocktail - Philip Morris Slovakia.

20.06.2011

Summer Business Cocktail in Košice, sponsored by *T-Systems Slovakia*.

28.06.2011

TRAIN the TRAINER

10.09.2011

Annual Sport's Day 2011 organized by The Foreign Chambers of Commerce in Slovakia.

06.10.2011

Wine Tasting in Austria sponsored by *St. Martins Therme & Lodge*.



14.10.2011

"AMCHAMS IN MUSZYNA" in cooperation with AmCham Poland.

03.11.2011

"Halloween" Business Cocktail, sponsored by *SCOT-SLOVAK TRADING*.

04.11.2011

Business Cocktail & Mountain Retreat in Štrbské Pleso, sponsored by *Grand Hotel Kempinski High Tatras*.

23.11.2011

Business Cocktail in Košice, sponsored by *NESS KDC*.

07.12.2011

Christmas Business Cocktail in Košice sponsored by *Erste Group Immorent, Slovenská sporiteľňa, Doubletree by Hilton*.

13.12.2011

Thanksgiving Charity Drive 2011

TRH

PRÁCE & STÁŽI

JOB FAIR 2011 IN KOŠICE & POPRAD

Each year, as February draws to a close, the whispers of spring can be faintly heard just around the corner, promising that the warm sun will shine again. The seasonal transition is reflected in the encouraging economic forecasts for the next year. It was in this optimistic atmosphere that AmCham's 12th Annual Job and Internship Fair took place. The event, held on February 24, for the second consecutive year in the Hotel DoubleTree by Hilton, was an outstanding success. Over 1300 students attended the fair, setting a new record. Each attendee had the opportunity to personally make contact with companies and organizations actively seeking to recruit new employees.

Richard Raši, mayor of Košice, introduced the fair with an opening speech. Afterwards the eager students made their rounds among the 17 exhibitor companies that were present. The companies displayed their opportunities and presented what they had to offer to the prospective employees. They also distributed booklets with English and Slovak descriptions of their available positions and the types of individuals they were seeking. Both university students and recent graduates welcomed the chance to



ascertain what vacancies were in the labor market and which positions and corporate culture were potential fits for them.

After a very successful 6th edition of the Annual Job and Internship Fair in Košice, AmCham organized a similar event in Poprad. The event was held on June 8 at the premises of Hotel Satel. Over 400 job seekers from the Poprad, Prešov, Spišská Nová Ves and Kežmarok regions took advantage of the unique opportunity to offer their skills and make contact with companies and organizations from around Eastern Slovakia. In addition 17 exhibitor companies were given the chance to explore the labor pool in these regions.



WWW.AMCHAM-JOBFAIR.SK

9th Annual Human Resources Conference

SPONSORED BY

Adecco Group

Work, Community and Health: the 2011 HR Conference

With a tip of the hat to current issues facing companies operating in a developing economy, AmCham's Annual Human Resources Conference took on a bit of a different tone from your average, run-of-the-mill HR conference. Firmly planted on "The Three Cornerstones of Corporate Social Responsibility: "Work, Community and Health, the conference – held on September 27, 2011 in the Hotel Crowne Plaza, – attracted a healthy balance of HR managers, consultants and marketing managers who were on hand to obtain new insight into current and future trends of employment reflecting a workplace offering a healthy approach to their work, their community and their personal wellbeing, which have quickly become part of the overreaching philosophy of Corporate Social Responsibility.

Participants were welcomed by Igor Kottman, President of AmCham Slovakia, who addressed participants on the timeliness and importance of the issues to be addressed at the



conference. He then left the floor to the first speaker, Xaver Gubáš, Chief Advisor to the Minister of Labor, Social Affairs and Family of the Slovak Republic.



Košice Invest
Invest Prešov

2011 | international conference

companies operating in the eastern Slovak regions, potential investors, government and public sector authorities, universities, consulting and recruitment agencies, media and other regional and national decision makers.

AmCham Slovakia would like to thank all supporting partners of Košice/ Prešov Invest 2011, namely to our general partner PwC, the partners of the conference – U. S. Steel Košice, Volksbank Slovensko, T-Systems Slovakia, FMTG Development, Getrag Ford Transmissions, LEAR Corporation, Erste Group Immorent, IMMOPark Košice, Whirlpool, NESS, EcoPoint, Glunz & Jensen, AT&T City of Košice, City of Prešov, Gebrüder Weiss – and media partners: The Slovak Spectator, Rádio Košice, Progress Promotion and Forbes. We are already looking forward to next year's conference!



For the third year running, the American Chamber of Commerce in the Slovak Republic gathered the Slovak business community for a close examination of the attractive investment opportunities that exist in eastern Slovakia. In the past two years, this important regional conference focused almost exclusively on the Košice Region. This year, in recognition of the growing importance of the neighboring city of Prešov and its surroundings, the conference was expanded to include this region as well and was therefore appropriately titled Košice/Prešov Invest 2011.

The conference, which was held under the auspices of Minister of Economy Juraj Miškov and co-organized by the Slovak Investment and Trade Development Agency (SARIO), introduced the attractive investment opportunities in Eastern Slovakia, highlighted its potential in attracting foreign direct investments and featured new trends on the labor market. The conference took place on 18th October at the Doubletree by Hilton Hotel in Košice.

It was attended by a great variety of domestic and foreign participants representing established investors and



INDEPENDENCE 2011 DAY CELEBRATION



The traditional culmination of the American summer is the Independence Day Celebration. Friends and family join together for food and fun under the long-lived July sun. In Slovakia, AmCham provides a "home away from home" for resident Americans. Hosting an Independence Day Celebration is foremost among these activities. On July 2 at the Summer Club Incheba, people from all over Slovakia as well as from many other nations – in the best spirit of America's multinational tradition – came together to enjoy (and especially taste) everything Americana.

Early in the day the weather was unseasonably cold and windy, with the ominous clouds foreshadowing an unpleasant evening. However, just in the nick of time, the clouds cleared and the evening warmly welcomed all guests to the joyful event. Fortunately, in contrast to the previous year, the mosquitoes did not crash the party, freeing everyone to enjoy the outdoors in peace.

There was no shortage of entertainment or activities at Independence Day, and age was no limitation. There was American football and baseball for children and foosball for the young at heart. Gracing the main stage was the Dance Group Halo Halo which performed dancing theater. Later in the evening, an excellent Beatles revival group, appropriately called Chrobaky, accented the event with hits from the past.



As the evening progressed the "Star Spangled Banner" once again resonated through the night which signaled everyone to make their way to the nearby hilltop. And then the fireworks! The rockets' red glare, and the bombs bursting in the air to the tune of "Yankee Doodle Dandy,"

was the climax to the Independence Day celebration. Gathering with their friends and family, everyone gazed skyward at the magnificent firework display feeling both reverent and merry while resting under a blanket of stars.

Thanksgiving is a time for traditions and sharing. It is a time for all of us to give thanks for the good things that we have. In this spirit of sharing, a group of more than 200 guests, including not only business people, but also diplomats and other significant public figures, gathered at the AmCham Thanksgiving Gala Charity Dinner on the last Friday of November at the Bratislava Gate One Hotel.

Thanksgiving Gala Charity Dinner

It is AmCham's intention to promote the all-American tradition of Thanksgiving and entice its member companies to not only take part in the festive gala dinner, but also to show their appreciation and promote charity. As has become tradition, Jake Segers, AmCham's Executive Director, together with Alena Heribanová, one of Slovak TV's top presenters, were the masters of ceremony.



A swarm of golden, roasted turkeys carried by white-clad waiters came into the limelight and each made its way to a table. The turkeys were carved according to the instructions, side dishes were passed around the tables, and toasts were shared. All dishes were served in traditional American "family style."



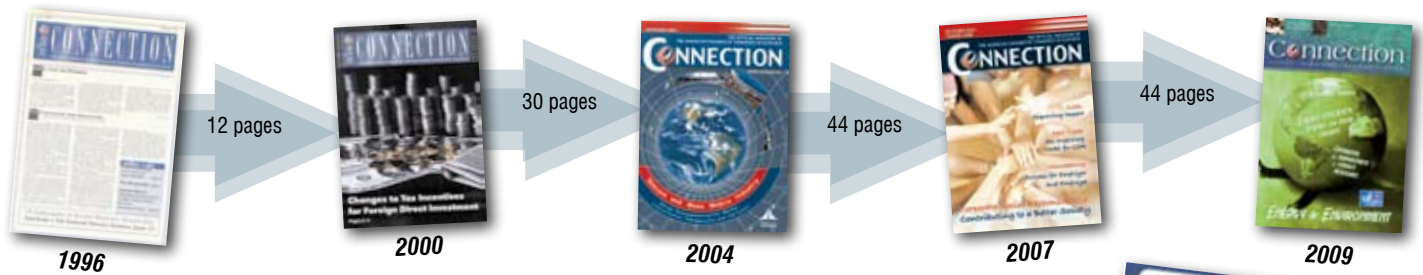
After the festive meal, the guests left their tables to try out the dessert buffet and cocktail bar or have a cigar with whiskey or cognac. The guests could also have their portraits drawn by a caricaturist. Alena Heribanová opened the official program by welcoming Nicole McCloud, the star of the evening.

However, raffle prizes donated by sponsors had to be distributed among the lucky winners, so the dancing was temporarily interrupted. Approximately 4000 euros were raised from the raffle and 11,000 euros were raised by AmCham

member companies. The money raised was also a sign that "sharing," "giving thanks," and "helping those in need" are not just empty phrases. They are a part of our life.

"CONNECTION" MAGAZINE

According to the AmCham Membership Survey, "Connection" is one of the most appreciated services that AmCham members regularly use. In 2007, AmCham "Connection" magazine was awarded the bronze medal in the category of "Non-Profit, State-Funded or Public Administration Organizations" in the fourth annual "Corporate Medium of the Year" competition.



"Connection" is distributed to all AmCham members, to political and diplomatic authorities, to foreign companies, to Bratislava's largest hotels, to international organizations and to all embassies in Slovakia, sister chambers of commerce in Europe and to the headquarters of the American Chamber of Commerce in Washington D.C..

Other recipients include attendees of all AmCham events. The total print of "Connection" is approximately 1200 copies.

Articles on international and domestic economic topics are prepared by specialists on economic, political, legislative, social issues, providing a deep insight and respectful views and opinions. The magazine also includes the reports from the

events organized by the AmCham office in Bratislava and the AmCham office in Košice.

Every issue focuses on one basic topic/cover story. The topics covered in 2011 include:

- Business Environment & Transparency / Taxes, Regulations & e-Government
- Infrastructure & Environment / FDI & Innovation
- Tourism and Hospitality Services & Regional Development / Healthcare
- Consumers & Marketing / IT & Telecoms
- Business & Academia / Labor Market & HR
- Corporate Responsibility & Philanthropy



EXPERT ARTICLE PR ARTICLE PR INTERVIEW MEMBER NEWS ADVERTISEMENT

In 2011, more than **110** AmCham member companies used the opportunity to present themselves through:



AMCHAM PUBLICATIONS, WEBSITE AND UPDATES

DIRECTORY OF MEMBERS



The American Chamber of Commerce in the Slovak Republic (AmCham) publishes an annual Directory of Members in the English language, a comprehensive list of member companies with all-important

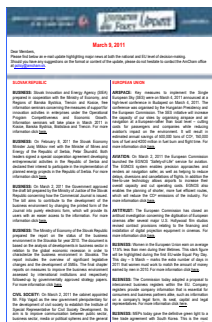
contacts, addresses, description of their business activities and other facts about them.

The main purpose for publishing the Directory of Members is to further increase membership benefits by providing to all of our members detailed information about their fellow members. This enhances networking opportunities within AmCham's membership as well as the public image of all members resulting in greater recognition and strength for AmCham in the community. By having a listing in the Directory of Members, all AmCham members are given a great chance to promote themselves by presenting their company, its key characteristics, history, successes, actual business activities, and contacts in a space limited by 100 words.

AmCham Membership Directory in Brief:

- Comprehensive listing of AmCham Members
- Contact information, contact persons, description of business activities of member companies
- Information on AmCham Slovakia
- Contact information for AmChams in Europe
- General Information, basic economic and statistical data on Slovakia
- Listing of representation of Slovakia in USA and USA in Slovakia
- Free to all members of AmCham Slovakia

LEGISLATIVE AND POLICY UPDATE



The Legislative and Policy Update highlights major news at both the national and EU level of decision-making which is prepared by AmCham staff twice a month. This quick legislative overview

assists member companies prepare for legislation changes and informs members about recently adopted legislation.

SLOVAKIA IN FIGURES



One of the most significant roles of the American Chamber of Commerce in the Slovak Republic is to develop activities that contribute to supporting the influx of foreign investment to Slovakia. AmCham

Slovakia is keenly aware that there is still excellent, untapped potential in the promotion of the country. Many business people, when evaluating potential investments in Slovakia, often do not have or cannot find appropriate information about the country that would assist them in their selection process.

AmCham Slovakia, in cooperation with ECENTER, published the new "Slovakia in Figures 2011" brochure. This brochure provides you with information on a great variety of aspects of the Slovak Republic. Including the geographical, economic, social, political, and financial areas.

MONTHLY NEWS



AmCham Monthly News is an electronic newsletter sent to all AmCham members at the beginning of each month. The Monthly News contains a comprehensive overview of all AmCham activities with practical

hyperlinks to the AmCham website.

AmCham Monthly News in Brief:

- Profiles of New AmCham Members
- Upcoming Events
- Past Events
- AmCham in the Media
- AmCham Policy/Advocacy Activities
- AmCham "Connection" Magazine
- Important ad hoc news and announcements

NEW WEBSITE



The American Chamber of Commerce in Slovakia is keenly interested in connecting people and providing a great variety of information and advocacy initiatives. None of this would be possible without a top class website. Therefore, in cooperation with Lighting Beetle and Consultia, AmCham Slovakia recently launched its new website!

We hope that it will provide you with an excellent selection of relevant news, developments and data, and that it will become YOUR favorite source of information!

MEMBERSHIP SECTION

- access to the Directory of Members
- edit your own Company Profile
- add "Member to Member Discounts"
- add Member News
- add your request to the "Business Offers" section

EVENTS

- add AmCham events to your Outlook calendar
- register for AmCham events online
- access the list of participants of a particular event
- comment/blog our events
- add your own Company event

POLICY/ADVOCACY

- access all documents in the Policy/Advocacy section
- suggest new policy initiatives

"CONNECTION" / PUBLICATIONS

- download newly issued "Connection" magazine articles
- download recently published brochures and publications for free

Find out why it is worth to log in to the NEW AmCham website!

WWW.AMCHAM.SK

AMCHAM - A COMMITTED ADVOCATE OF BUSINESS INTERESTS

PROVIDING INFORMATION MONITORING & ISSUE IDENTIFICATION

Pooling together invaluable, cross-sectoral expertise from its member companies, external experts and systematic in-house research, AmCham strives to provide its members with in-depth information on various issues of concern to business community. Timely and proactive identification of issues relevant to business is crucial for the success of any advocacy effort.

Being aware of this fact, the American Chamber of Commerce in SR has developed a special professional service in order to provide its member companies with up-to-date information on the Slovak and EU law-making process. The AmCham Legislative and Policy Update is an e-mail update highlighting major news at both national and EU levels of decision-making. It is distributed to all AmCham members on a bi-weekly basis via e-mail, and it can be also downloaded from the AmCham website.

PROVIDING ACCESS TO DECISION-MAKERS

While building of relationships remains an important element of all professional public affairs activities, many companies are well aware of the fact that it is rather difficult for an individual company to get personal access to high-level policy-makers



and regulators. Using the advantage of AmCham's economic strength and representative character, our Chamber is able to provide its member companies with a number of meetings with Slovak Government representatives, members of the Slovak Parliament, heads of State Agencies, European Commission representatives, members of the European Parliament, and a vast number of renowned experts and legislators.

SHARING IDEAS, BEST PRACTICES & COMMENTING ON LEGISLATION

AmCham Committees, Working Groups and Task Forces focus their activities on commenting on and proposing changes to drafts of legislation prepared by the Slovak government. At times, the Committees or Task Forces cooperate directly with the Slovak government on drafting new legislation.

They try to supply AmCham member companies with useful information and advice in a particular area. In order to share ideas and strategies for dealing with common business-related concerns, some committees actively cooperate with other AmChams in the region. Following is an overview of AmCham Committees and Task Forces.



FDI Strategies & Future Prospects

in cooperation with
Forbes

AmCham Slovakia, in cooperation with Forbes Magazine, grabbed the attention of the Slovak business and economic community recently by hosting a high level economic conference – FDI: Strategies and Future Prospects. This conference hosted economic experts from the business sector and influential domestic and international economic think tanks, as well as economic experts from all major Slovak political parties. The forum had more than 120 attendees and was held on December 12, 2011, in the Sheraton Hotel, Bratislava.

AmCham Slovakia was proud to introduce the AmCham FDI Strategy: Investing in Slovakia's future – Building on Our Strengths and Realizing our Potential. This strategy was presented by Kenneth Ryan, a partner at KPMG. In addition, Róbert Šimončíč, Director of the Slovak Investment and SARIO Trade Development Agency, highlighted the work of the AmCham FDI Committee and introduced the background of the AmCham FDI Strategy. Igor Kottman, President of AmCham Slovakia, together with Jake Slegers, Executive Director of AmCham Slovakia, strongly pointed out that AmCham believes that FDI is one of the core drivers of economic development in Slovakia.

They presented 10 steps to include in Slovakia's FDI road map for becoming the FDI location of choice by 2020:

1. Create FDI Team Slovakia – bring together key stakeholders from both state and commercial circles who can lead the effort to implement the 2020 FDI vision.



2. Create "Brand Slovakia" – Assertively sell Brand Slovakia to foreign investors.
3. Create next-generation FDI investor ambassadors – Invest and build business hubs which include innovation as well as indigenous supply chain and university engagement.
4. Invest in education.
5. Be customer-centric.
6. Win with incentives – There should be a clear, quick and transparent process for incentives.
7. Win new forms of FDI – Secure high-value supply chain components, such as in the field of Research & Development.
8. Reach out to the Slovak business "diaspora" – A forum of Slovak expats in senior positions with multinationals should be created to garner their support in attracting FDI.
9. Recruit talent abroad – In sectors where Slovakia is currently not able to fulfill these needs from the local workforce, the solution is to recruit the required talent from abroad.
10. Make FDI apolitical – it is important to separate FDI from the political and governmental sphere as much as possible.

COMMITTEE ON BUSINESS-ACADEMIC COOPERATION

Board Executive Sponsor:

Marcel Rebroš (Cisco Systems Slovakia)

Chair: František Jakab (Cisco Systems Slovakia)

Vice Chair: Milan Polča (U.S. Steel Košice)

Issues and Advocacy Efforts:

Contributing to effective implementation of the Reform of the Slovak Educational System; promoting proper implementation of Slovakia's Competitiveness Strategy; providing comments to educational legislation, including the Act on Vocational Education and the Minerva 2.0 Strategy; fostering regular dialogue with the Ministry of Education and Government Office; advocating more business training in school curricula and providing entrepreneurial role models; promoting partnerships between schools and business (Mentor Network Program, Train the Trainer Program).

EMPLOYMENT AND SOCIAL AFFAIRS COMMITTEE

Chair: Elena Petrášková (U. S. Steel Košice)

Vice Chair: Michal Pinter (U. S. Steel Košice)

Issues and Advocacy Efforts:

Providing comments and formulating positions to labor legislation, including the new amendments of the Labor Code; providing comments to the issues connected to the security of work; formulating positions to the issue of economic migration, including the EC directive on intra-corporate transfers.

ENERGY COMMITTEE

Chair and Vice Chairs: to be elected in 2012

Issues and Advocacy Efforts:

Conceptualizing frameworks and comprehensive strategy for Energy Policy and Energy Security of Slovak Republic; providing comments and positions to regulatory policies and strategies to increase Slovakia's international energy competitiveness; drafting position papers to the topics of energy efficiency, emissions (CO₂ and other); formulating comments and positions to the issues of liberalization of energy market, renewable energy and energy waste disposal.

EU AFFAIRS COMMITTEE

Chair and Vice Chairs: to be elected in 2012

Issues and Advocacy Efforts:

Providing a better overview of what is happening at the EU level; monitoring EU developments in designated areas; increasing the level of preparedness of AmCham member companies for upcoming legislative efforts in Slovakia; organizing events in Slovakia on EU topics with relevant stakeholders; organizing visits to Brussels for AmCham member companies; cooperating with EU organizations and relevant stakeholders in Slovakia and in the EU.

FDI COMMITTEE

Board Executive Sponsor: Todd Bradshaw (PriceWaterhouseCoopers)

Chair: Róbert Šimončík (SARIO)

Issues and Advocacy Efforts:

Developing and supporting the AmCham FDI Strategy, including the 10 steps to win the FDI race: creating FDI Team Slovakia; creating Brand Slovakia; creating next generation FDI ambassadors; investing in education; being customer-centric; winning with incentives; winning new forms of FDI; reaching out to the Slovak business 'diaspora'; recruiting talent abroad; and making FDI 'apolitical'.

HEALTH CARE COMMITTEE

Board Executive Sponsor: Charles Hackett (GlaxoSmithKline)

Chair: Juraj Mahút (IBM)

Vice Chair: Branislav Budke (Pfizer)

Issues and Advocacy Efforts:

Helping to shape the future of healthcare in Slovakia; strengthening the competitiveness of the whole country through focusing on health-related issues; fostering the position of a trustworthy partner for the government, other healthcare-related bodies and stakeholders; dealing with issues such as eHealth, e-detailing, genomic register, DRG, cash flow between hospitals and medical suppliers, and ethical codex.

TAX COMMITTEE

Chair: Stan Jakubek (Ernst&Young)

Vice Chairs: Christiana Serugová (PricewaterhouseCoopers), Matej Stučka (U. S. Steel Košice)

Issues and Advocacy Efforts:

Tax Ruling Procedures; Slovakia as a destination for holding companies of international concern; tax penalty reform – transparent and equitable mechanism for imposing tax penalties; tax deduction of non-monetary employee benefits; amending income tax act 696/2003; improving the legislative process and awareness of the adoption of new laws.

TOURISM COMMITTEE

Chair and Vice Chairs: to be elected in 2012

Issues and Advocacy Efforts:

Supporting domestic tourism; conceptualizing destination management organization; providing comments to accommodation tax; shaping products offered to tourists; attempting to increase tourists' one night stays in Bratislava; expanding cooperation with city councils; formulating strategies for SMEs towards business tourism.

CIVIL CODE TASK FORCE

Chair: Daniel Géč (Provident Financial)

Vice Chairs: Martin Daubner (Allianz), Peter Kolesár (Candole Partners)

Issues and Advocacy Efforts:

Dealing with the amendment of Act no. 40/1964 adding provisions in section 53a(1) on the terms of consumer agreements as defined by the Civil Code, the Code of Civil Procedure and the Consumer Protection Act.

PUBLIC PROCUREMENT TASK FORCE

Board Executive Sponsor: Peter Škodný (Accenture)

Chair: Hugh Owen (Allen&Overy)

Vice Chairs: Franišek Pisk (Accenture), Ivan Kisely (Allen & Overy), Peter Stastny (Allen & Overy)

Issues and Advocacy Efforts:

Observing current situation in the area of public procurement in Slovakia; seeking applicable provisions for new Act on Public Procurement; supporting the incorporation of changes into the public procurement legislation; commenting on the amendments to No. 211/2000 Coll. on Free Access to Information (Freedom of Information Act) which concerns mandatory disclosure of contracts.

STATE AID TASK FORCE

Board Executive Sponsor: Stephen Caulfield (Dell)

Chair: Lenka Bartoňová (PriceWaterhouseCoopers)

Vice Chair: Tatiana Šurinová (Dell)

Issues and Advocacy Efforts:

Dealing with changes in legislation that are focusing on the tendency to increase transparency and effectiveness of investment incentives system in Slovakia; improving the business environment in Slovakia, and making it more attractive in comparison to surrounding countries.

TELECOMMUNICATIONS TASK FORCE

Chair: Julia Steinerová (Slovak Telecom)

Issues and Advocacy Efforts:

Transposition of EU Legislation; Compliance with State Security requirements; Implementation of the new EU telecommunication package into the Slovak legislation; Discussions with representatives of the Ministry of Transport, Communication and Regional Development.

ACT ON BANKRUPTCY AND RESTRUCTURING TASK FORCE

Chair: Silvia Belovičová (White & Case)

Issues and Advocacy Efforts:

Providing comments and positions to the amendment of the Act on Bankruptcy and Restructuring.

MAJOR SUCCESSES IN 2011

The opportunity to be part of a powerful, unified and representative voice is truly one of the advantages of AmCham membership. AmCham comments and position statements on various issues are often taken into consideration by decision-makers, who incorporate them directly into legislation. From this perspective, the major advocacy success stories of 2011 are:

BUSINESS-ACADEMIC COOPERATION

The AmCham Committee was involved in the working group of the Ministry of Education and provided comments to the Act on Vocational Education, and the MINERVA 2.0 strategy. As part of the Committee, we also ran a series of successful courses at the Economic University and organized a successful Mentor Network Program. The Train the Trainer series of workshops for teachers was also a new successful event, as well as the launch of the new internship portal for our member companies.

PUBLIC PROCUREMENT

The members of AmCham Task Force participated in a working group at the Ministry of Justice and submitted their comments on the working material for the Act on Public Procurement. They also formulated an AmCham Position Paper on the Amendment to Act No. 211/2000 Coll. On Free Access to Information, based on which the Ministry of Justice changed the proposed amendment in regards to mandatory disclosure of contracts.

EMPLOYMENT AND SOCIAL AFFAIRS

The Minister of Labor applauded our AmCham Committee for its involvement in the legislative process connected to the Labor Code. He especially welcomed the process that AmCham adopted: first coming up with a position paper and later with specific comments to the Labor Code. Many of these comments were directly used in the final version of the law, submitted to the Parliament by the Ministry.

HEALTHCARE

Position Paper of the AmCham Committee, which was linked to Act no. 577/2004 about Healthcare, contributed to the fact that the legislation process was stopped at the meeting of the Legislation Council, and the draft Act was returned to Ministry of Health for rewriting and for accepting of comments that were raised during the commenting process. As a result, a brand new Act was prepared and sent to the Legislation Council to deal with for the second time.

ACT ON BANKRUPTCY AND RESTRUCTURING

The Minister of Justice invited AmCham for expert discussion regarding preparation of an amendment to the Act on Bankruptcy and Restructuring. AmCham prepared a position paper on this amendment and submitted comprehensive comments through the inter-departmental review.

TAX ISSUES

The AmCham Tax Committee cooperated with the Ministry of Finance on the issues concerning new tax administration model and binding rulings. We also provided comments on the Singapore project to the Ministry of Economy, and we organized an Executive Business Club with the then Speaker of the National Council, where we presented the concept of Slovakia as a destination country for holding companies of international concern.

AMCHAM FDI STRATEGY AND CONFERENCE

The AmCham FDI Committee formulated a strategy: Investing in Slovakia's Future – Building on Our Strengths and Realizing our Potential, with 10 steps to winning the FDI race. AmCham strongly believes that FDI is – and will continue to be – one of the core drivers of economic development in Slovakia. Our aspiration, that Slovakia becomes the favored, premium FDI destination in Europe for international companies by 2020, was also presented to the representatives of all major Slovak political parties at a conference – FDI: Strategies & Future Prospects, in December 2011.

KOSICE/PRESOV INVEST 2011

The conference, which was held under the auspices of Minister of Economy Juraj Miškov and co-organized by the Slovak Investment and Trade Development Agency (SARIO), introduced the attractive investment opportunities in Eastern Slovakia. In the past two years, this important regional conference focused almost exclusively on the Košice Region. This year, in recognition of the growing importance of the neighboring city of Prešov and its surroundings, the conference was expanded to include this region as well. The Conference highlighted the potential of Eastern Slovakia in attracting FDI, and featured new trends on the labor market.

NEW AMCHAM POLICY & ADVOCACY EFFORTS

AmCham established new committees in 2011 on Energy, EU Affairs and Tourism, all of which have already become very active. The Energy Committee has produced a position paper on the issue of EC directive on the Taxation of Energy Products and Electricity, which was presented at the Ministry of Finance. The EU Affairs Committee has discussed the developments in the field of intellectual property rights and data protection, and it is planning meetings with key stakeholders both in Slovakia and the EU. The Tourism Committee has actively participated in conceptualizing the destination management organization (DMO), and presented its ideas and best practices to the coordinator of DMO at City Bratislava.

We hope that through continuous development and improvements AmCham will be able to provide even more value-added services to our members in the coming years. We hope that these successes clearly demonstrate that AmCham provides its members with the power to shape the business environment of Slovakia.

AMCHAM MEMBERS 2011

Accounting and Auditing

accace
BK Team Consulting
BMB Leitner
Contract Administration (Slovakia)
Deloitte
DuPONT CZ
Mazars Slovensko
Process Solutions
TMF Services Slovakia
VGD (TAX) – SK

Architecture and Construction

ABC Klima
Raval

AUTOMOTIVE – Manufacturing

GETRAG FORD Transmissions Slovakia
IAC Group (Slovakia)
INTEVA PRODUCTS
Lear Corporation Seating Slovakia
Visteon Interiors Slovakia

AUTOMOTIVE – Retail and Services

Avis Slovakia
KIA MOTORS Sales Slovensko
LeasePlan Slovakia
Mercedes-Benz Slovakia
VOLVO TRUCK SLOVAK

Consulting and Corporate Advisory

Accenture
ASB Slovakia
Aspiro
Axelpartners
BCG Bratislava Consulting Group
The Brooks Group Slovakia
Candle Partners
Capgemini Slovensko
ECENTER
EIC
The Edison Consulting Group
Ernst & Young
FIPRA Slovakia
Human Dynamic Central and Eastern Europe
IB Grant Thornton Consulting
Innovative Management Partner Consulting
KNO SLOVENSKO
KPMG
McKinsey & Company, Inc. Slovakia
Medea Profi Consulting
Neology
NM MANAGEMENT
PricewaterhouseCoopers
relocation
SIRECO
Slovak Investment and Trade Development
Agency - SARIO
TPA Horwath
VVMZ
WELBA

Education and Training

ACADEMIA ISTROPOLITANA NOVA (AINova)
ACCA
British International School Bratislava
City University of Seattle
Class - Jazyková škola
Comenius University in Bratislava
ETS Global BV
Maxman Consultants
New Horizons Slovakia
OMI
PDI Ninth House
Plus Academia
QSI, International School of Bratislava
Real Language School
UNIVERSITY of ECONOMICS in Bratislava
University of Pittsburgh
University of Prešov

Energy and Petrochemicals

Dalkia
SEPS
SHELL Slovakia
Slovenské elektrárne (ENEL)
Slovenský plynárenský priemysel
SUN4ENERGY
Východoslovenská energetika
Západoslovenská energetika

FINANCES - Banks

Citi
Crédit Agricole Corporate and Investment Bank
HSBC Bank plc, pobočka zahraničnej banky
ING BANK N.V., pobočka zahraničnej banky
Privatbanka
Slovenská sporiteľňa
Tatra banka
UniCredit Bank Slovakia
VOLKSBANK Slovensko
Všeobecná úverová banka

FINANCES - Insurance Companies

Allianz – Slovenská poisťovňa
Euler Hermes Servis
MetLife Arnslico

FINANCES - Other Financial Institutions

AKCENTA CZ
ALLIANT
BUSINESS LEASE SLOVAKIA
CAPITAL MARKETS
MARSH EUROPE
Provident Financial

Food Products, Beverages and Consumer goods

Amylum Slovakia
Coca-Cola HBC Slovenská republika
Dolphin Slovakia
Kraft Foods European Business Services Centre
Philip Morris Slovakia
Pivovary Topvar

Foundations and NGOs

Emilia and Michal Kováč Foundation
Habitat for Humanity International
Pontis Foundation
Slovak Placental Stem Cell Registry, Eurocord

Healthcare and Pharmaceuticals

Amgen Switzerland AG Slovakia
Eli Lilly Slovakia
GENERAL ELECTRIC INTERNATIONAL
GlaxoSmithKline Slovakia
Johnson & Johnson
Medicover Slovakia
Medtronic SK
Merck Sharp & Dohme IDEA
MHS Slovakia
Novartis Slovakia
PFIZER Luxembourg SARL
WHO (World Health Organization)

Hotels, Restaurants and Hospitality services

Boutique Hotel Bristol***** Košice
CROWNE PLAZA BRATISLAVA
EUREST
Gastronaut Group Catering – Massar & Rey
Golden Royal Group
Grand Hotel Sergijo
Hotel Gate One - Eurohotel
Interhouse Košice
Kempinski Hotel River Park Bratislava
MAGISTER - Prešov
Mamaison Residence Sulekova
McDonald's Slovakia
PROMENADA
Radisson Blu Carlton Hotel
SCOT-SLOVAK TRADING
Sheraton Bratislava Hotel
VALOR-X (Hotel Amade Chateau)

Individual Members

Bachárová, Ljuba
Frečerová, Klára

IT – Hardware and Infrastructure

Alef Distribution SK
CISCO Systems Slovakia
CSC Computer Sciences
CSI Leasing Slovakia
DELL
DITEC
Gratex International
GTECH Slovakia Corporation
Hewlett-Packard Slovakia
IBM Slovakia
Lenovo (Slovakia)
LYNX
S&T Slovakia
SAP Slovensko

Siemens IT Solutions and Services

SOITRON
T-Systems Slovakia

IT - Software, Applications & Website Creation

Citrix Systems
Comsultia
ESET
Lighting Beetle
Microsoft Slovakia
NESS Slovensko
Net & Web Services
Novitech
Oracle
Profitcomputing
Virtual Reality Media

Law firms / Legal advisory

Advokátní kancelář Polverini, Strnad
ALLEN & OVERY BRATISLAVA
B & S Legal
BIZON & PARTNERS
bnt attorneys-at-law
Čarnogurský ULC
CLS Čavojský & Partners
DLA PIPER WEISS-TESSBACH Rechtsanwälte
Giese & Partner
Hamala Kluch Víglaský
HKP Legal
Kinstellar
Masnyk Legal
Noerr
Pacalaj, Palla a partneri
PRK Partners
Ružička Csekes
Salans Europe LLP, organizačná zložka
Šiška & Partners
Squire Sanders
Sýkora & Sýkorová Advokátska kancelária
Weinhold Legal, branch office Bratislava
White & Case

MANUFACTURING – Electrical and Technology

Embraco Slovakia
EMERSON
Honeywell
Istroenergo Group
Johnson Controls International
MADI'S
ON Semiconductor Slovakia
TEAM INDUSTRIES
VAN GEEL Slovakia
WHIRLPOOL SLOVAKIA

MANUFACTURING

– Metallurgy and Metalworking

Bekaert Slovakia
Brock Metals
Canessa Slovakia
Glunz & Jensen
Intersteel Slovakia
TWOpoint Industry
U. S. Steel Košice

MANUFACTURING – Plastics

LPH Vranov n/T
Audia Plastics

MANUFACTURING – Other

3PLUS
BAE SYSTEMS
Crown Bevcan Slovakia
Howe Slovensko
Slovenské lodenice Komárno
Taylor-Wharton Slovakia

Marketing, Advertising and PR

101 %
1st CLASS AGENCY
BrandcomPR
Connex CEE
Grayling Slovakia
HERIAL
Kharisma
Linea Directa Communication
PMP Marketing
SEESAME Communication Experts
Wiktor Leo Burnett

Media and Information agencies

Business Consulting & Media (FORBES)
EurActiv.sk
INSTITUTE FOR PUBLIC AFFAIRS
International Herald Tribune
MARKÍZA - SLOVAKIA
Rádio Expres
SITA Slovenská tlačová agentúra
The Slovak Spectator

Miscellaneous / Other services

E.R.I.
Edenred Slovakia
Eiso Philips Service
Embassy of Denmark
G4S Secure Solutions (SK)
Geodeticca
The Office of the Embassy of Canada
Translada
Traser

Office Supplies, Furniture and Storage

Office & Hotels Direct (Steelcase dealer)
STEELCASE
Techo

Printing and Publishing

Ecopress
Zephyros

Real Estate and Property Development

ALPINE GROUP
CEPIT Infraštruktúra
CEERM
CTP Invest
Cushman & Wakefield Property Services
Slovakia
Erste Group Immorent Slovensko
FMTG Development GmbH
INWA Group
JF Hamilton Real Estate
LEXXUS
PointPark Properties SK
Regus Business Centre
SUS Investment

Recruitment and Executive Search

ADECCO
Arthur Hunt
CPL JOBS
DRILL B.S.
EDYMAX HOLDING
European Management Consulting Institute
GIT Consult Slovakia
Grafton Recruitment Slovakia
INVENTA Slovakia Management Consulting
Kingfisher Executive Search
Lugera & Maklár
MANPOWER SLOVENSKO
OPTTEAM FINLAND
R. I. Consultancy Services (Slovakia)
Randstad
SYNERGIE Slovakia
TARGET Executive Search
TEAMCONSULT SR

Retail and Wholesale

Amway Slovensko
Passo (Sheron)
SPORT C2
TECHNOPOL INTERNATIONAL

Telecommunications and Internet providers

AT&T Global Network Services Slovakia
Orange Slovensko
POWER-ONE
Slovak Telekom
SWAN
Telefónica Slovakia

Transport, Relocation and Logistics

Corstjens Worldwide Movers Group
DHL Logistics (Slovakia)
FedEx Express - Inspekta Slovakia
GEFCO SLOVAKIA

Travel, Tourism and Leisure

Kúpele Vyšné Ružbachy
Slovak Health Spa Piešťany

The American Chamber of Commerce in Slovakia
Crown Plaza, Hodžovo nám. 2, 811 06 Bratislava

Tel: (4212) 5464 0534, Fax: (4212) 5464 0535
E-mail: office@amcham.sk, Web: www.amcham.sk

Košice Office: Františkánska 5, 040 01 Košice
Tel: (42155) 727 5500, Fax: (42155) 727 5213, E-mail: kosice@amcham.sk

WWW.AMCHAM.SK