

INVESTORS'  
FORUM



INVESTUOTOJŲ  
FORUMAS

# ANNUAL REPORT

# 2019

Towards global best practice  
and sustainability



# Our Mission, Vision and Values

## About us

Voluntary, independent and self-managed business association of the largest and most active investors in Lithuania. We are creating a clear FDI dialogue between the government and investors community, providing an unmatched, exclusive forum for debate and cooperation with public authorities in Lithuania, in order to overcome difficulties and obstacles that may exist in the relations with investors. Investors' Forum is an association with the goal to promote the interests of the international business community in Lithuania.

## Mission of Investors' Forum

To improve the business environment and investment climate in Lithuania, through cooperation with public institutions and the business community.

## Vision of Investors' Forum

The most Investor-friendly business climate in the EU.

## Values of Investors' Forum

The way that we pursue our mission is as important as the mission itself. Our values guide us in the way we think and act. They are the major influence in determining our objectives, forming our strategies, and evaluating our results. We believe these values to be essential in operating our organization and our activities:



**LEADERSHIP**



**HIGHEST ETHICAL STANDARDS**



**INCLUSIVENESS**



# Statement of the Chairman of the Board

## Rolandas Valiūnas

Dear Members,

Today, more than ever I wish I could begin this foreword as usual, by applauding Lithuania's achievements, such as record-breaking 11th place in World Bank's Doing Business 2020 rating or 47 FDI projects attracted by Invest Lithuania last year. I would continue by noticing challenges that we are well aware of, such as lack of qualified personnel and necessity for our Government to focus on improvements in the education system and migration procedures. And finish with some words to inspire us to continue our effort in improving business conditions and investment climate in Lithuania.

This year, however, things are very different. The corona virus outbreak has struck us with an unprecedented blow, shaking both global and local societies, shattering businesses, putting economies to its knees and filling the world with fear and uncertainty. The world was unprepared. Nobody expected a crisis of such a scale. And its outcomes are yet difficult to predict.

However grim the situation may seem, there are some silver linings. Our society's and many companies' reaction to the outbreak was a real display of responsibility, maturity, and strength in unity. While quickly readjusting processes, focusing on contingency and safety of employees, businesses thought not only about themselves. Countless companies, organizations and individuals have allocated their resources and energy to help the state and healthcare workers in the fight against the invisible enemy.

The fight continues, and Investors' Forum and its members are actively involved, remaining in dialogue with the authorities, offering solutions to minimize potential outcomes of the crisis, providing crucial services in light of risk of the disease. Adjusting, making decisions, continuing their activities.

As I write these lines, Lithuania is in the sixth week of the quarantine. It did not mean that the association was closed. On the contrary, Investors' Forum closely cooperates with other business associations in advising the Government on measures mitigating the impact of COVID-19 to the economy. In this time of turmoil and uncertainty, Investors' Forum remains what it was for many years: the voice of reason, inviting to work together and look for the best solutions. Fast.

Looking back at what we achieved in previous years, I have a strong reason to remain optimistic. And a very important source of my faith is you, dear colleagues. Knowing that we unite the most experienced, talented, and responsible businesses, knowing our ability to stand, think and act together, I remain certain, that we will overcome this challenge.



“

*Our society's and many companies' reaction to the outbreak was a real display of responsibility, maturity, and strength in unity. While quickly readjusting processes, focusing on contingency and safety of employees, businesses thought not only about themselves. Countless companies, organizations and individuals have allocated their resources and energy to help the state and healthcare workers in the fight against the invisible enemy.*

# MEMBERS OF THE INVESTORS' FORUM



# BOARD MEMBERS OF INVESTORS' FORUM



**Chairman of the Board**  
**Rolandas Valiūnas**  
Ellex Valiunas



**Jonas Akelis**  
Ernst & Young Baltic



**Giedrius Bandzevičius**  
Rimi



**Kim Bartholdy**  
DSV Transport



**Vladas Algirdas Bumelis**  
Biotechpharma



**Aivaras Čičelis**  
SEB Bankas



**Mindaugas Dacys**  
Philip Morris Baltic



**Mykolas Katkus**  
Fabula | Hill + Knowlton



**Jitendra Kumar Malik**  
Orion Global PET



**Algimantas Markauskas**  
Thermo Fisher Scientific Baltics



**Inga Skisaker**  
Nordea



**Dan Stromberg**  
Telia

# 2019 IN NUMBERS & IN THE MEDIA



**1M+** total Facebook Impressions



**1000+** attendees to our events



**60+** members

**600+** new followers on social media

429 2018 **in** 730 2019

1859 2018 **f** 2166 2019

R. Valiūnas: jei mokestiniai pakeitimai bus priimti, Lietuva per metus praras mažiausiai porą investuotojų



**Verslo organizacijos: vietoj reformų sulaukėme naujų mokesčių**

Publikuota: 2019-11-06



**Investuotojai ragina valdžią įleisti į Lietuvą talentus iš užsienio**

Publikuota: 2019-03-27



Valiūnas: jei mokestiniai pakeitimai bus priimti, Lietuva per metus praras mažiausiai porą investuotojų (6)

Lukas Štambulis, DELFI  
2019 m. lapkričio 11 d. 09:27

Jei mokestiniai pakeitimai bus priimti, Lietuva per metus praras mažiausiai du investuotojus, sako asociacijos „Investors' Forum“ valdybos pirmininkas, advokatas Rolandas Valiūnas.



**Andrius Tapinas**  
21 mins · 🌐

Dvi dienos naujienos.

1. Užsienio įmonių investuotojų pasitikėjimas Lietuva mažiausias motų pradžioje. Bet čia reikia džiaugtis, kad jie iš viso egzistuoja, kai kažkokių keistų kompleksų kamuoja mūsų Biudžeto ir finansų k... pirmininkas Jakeliūnas toliau šneka, bet ką, pardavineja skandinav... siundo saugumą su FNTT ant fintecho įmonių.
2. Švietimo ministru bus teikiamas Algirdas Monkevičius, tai jau d... Brazauskos ir Kirkilo vyriausybė... See more

👍👍👍

Like

Comment

Most relevant

Write a comment...

# EVENTS AND MEETINGS 2019

27th: Investors' Forum with the Government  
29th: Sustainable Europe, Kaunas

March

01

02 February

26th: Meeting with candidates in Vilnius Mayor election  
27th: Meeting Vice minister of Economy and Innovation regarding regulation of Shared Service Centers

03

04 April

5th: Sustainable Europe, Šiauliai  
15th: Investors' Forum Awards  
26th: Sustainable Europe, Panevėžys

2nd, 10th, 15th: Sustainable Europe, Alytus, Klaipėda, Vilnius  
20th: No Country For Shadow 2019  
22nd: Meeting with Mayor of Vilnius

May

05

06 June

5th: Investors' Forum Annual meeting  
6th: Baltic Investors Forum 2019

07

08

2nd: Meeting with National Audit Office regarding safe and legal work.

9th: Lithuanian Parliament Migration Commission

22nd: European Commission mission meeting

23rd: Meeting with the Minister of Finance V. Šapoka

28th: Conference "How to Protect Public Interest from "Public Interest Activists"

31st: Business forum "Challenges and Opportunities of the New Labor Code"

October

10

11 November

8th: Investors' Forum Strategy Meeting

6th: Press conference on the implementation of the National Agreement with the Government

9th: International anticorruption day: open discussion

December

12



## March 27 Investors' Forum with the Government

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During the 13th annual meeting with the Government of the Republic of Lithuania, 'Investors' Forum' members presented proposals for migration policies to have a more competitive investment environment. Read more [here](#).

## March - May "Sustainable Europe" dialogues between business community and MEPs.

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The project started with a social media and e-mail campaign and was followed by 5 regional discussions between the local community, local businesses and candidates for the European Parliament. The closing event took place in Vilnius during the Baltic Investors' Forum'19.

**March 29** Sustainable Europe, Kaunas *Energy strategy (sustainability) and Dual quality*

**April 5** Sustainable Europe, Šiauliai *Renewable energy and Mobility package*

**April 26** Sustainable Europe, Panevėžys *Labor migration and Industrial territories: how to successfully compete?*

**May 2** Sustainable Europe, Alytus *Circular economy and the challenges of collecting recyclable packaging*

**May 10** Sustainable Europe, Klaipėda *Circular economy and Labor migration*

**May 15** Sustainable Europe, Vilnius *Financial Technology in EU: where are we and where are we heading?*

**June 6** Sustainable Europe panel discussion at Baltic Investors' Forum

A panel discussion was held at the Baltic Investors' Forum in June where political experts, business community representatives and politicians were invited to analyze election outcomes and the upcoming future. Chairwoman of the Estonian Reform Party Kaja Kallas took part in the discussion together with former European Commissioner Vytenis Andriukaitis and former Council Member of the European Council on Foreign Relations Vygaudas Ušackas. The panel discussion was moderated by political expert James Savage.

## April 15 Investors' Forum Awards "The Very Best of Investors' Forum"

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Investors' Forum Awards recognize and reward organizations and people who have significantly contributed to the improvement of Lithuanian business environment and investment climate. The winners were announced at the traditional eighth Investors' Forum awards ceremony:

In the second part of the awards the musical program was performed by the CEOs and employees of the largest companies, members of the Investor Forum and members of the Board.

**Investor of the Year 2018:** Juodeliai

**Best Decision for Business Climate Improvement:** Tax Reform, Ministry of Finance

**The Most Responsible Company:** MARS Lietuva

**Public Servant of the Year:** Povilas Poderskis, Chief Executive Director of Vilnius City Administration

**Business Journalist of the Year:** Aurimas Perednis, "Žinių radijas"

**Economics Teacher of the Year:** Diana Virbickaitė, Šiaulių Didždvario gimnazija



## May 20 "No Country For Shadow 2019"

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'No Country for Shadow' is organised aiming to develop a responsible, active and conscious society as well as to invite citizens to make a change in their daily choices, which could reduce the scale of shadow economy in the country. In the year 2019, the main message was that everyone can be part of a change.



**63** media mentions

**36** schools joined

**20000** leaflets handed to people

More than **30** business representatives had white coffee with the Finance Minister

## June 6 Baltic Investors Forum 2019

The biannual event bringing together more than 500 stakeholders provided a unique platform for leaders from the government, political parties, business, academia and civil society to discuss the most important issues as well as explore cooperation possibilities and growth initiatives in the Baltic area.

There is nothing permanent except change. Things we took for granted, seemingly unchallenged values, such as free international trade, no longer look so self-evident. For the insightful discussions, we gathered together experts from different backgrounds, expertise and countries to present and discuss on most trending topics:

Will Technological Changes do to the Financial Sector what the Internet did to Media?

Who is Responsible for our Future? European Parliament Election and its Impact for the Future of European Union

Where Should your Business Data be? In a Cloud or in your Basement?

Technology and Changes of Human Life: The Reality of Living Over 100 Years

The Keynote Speaker Joel Cohen, Co-writer and Producer of The Simpsons had complimented Baltic Investors' Forum 2019 by sharing Business Lessons from The Simpsons.

Conference aftermovie: [here](#).



## October 28 Conference “How to Protect Public Interest from “Public Interest Activists”

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Investors’ Forum together with Lithuanian Confederation of Industrialists and the Office of the Committee on Economics has organized a conference to define Public Interest. Public activists, policy makers and other interested parties were invited to this fruitful discussion. Find more [here](#).

## October 3 Business forum “Challenges and Opportunities of the New Labor Code”

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At the event, which was attended by more than 90 representatives of companies, labor law experts and specialists provided insights into the challenges and opportunities posed by the Labor Code and presented labor law regulatory trends. Eglė Radišauskienė, vice-minister of the Ministry of Social Security and Labor, and Jonas Gričius, Chief Labor Inspector, also took part in the event and shared their insights.



## November 8 Investors’ Forum Strategy Meeting

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During the strategic meeting, through the members’ discussion workshops, we refined and set goals for the next period of 2020-2022. Later, an action plan has been drawn up to achieve all these objectives.

The strategic meeting focused on one of the main topics of the coming period - **sustainability**. It was decided to set up a new working group to promote activities in this area.



## Objectives for 2020-2022 include:

- Strengthen Investors' Forum advocacy, cooperation and support to Lithuania's authorities on investment climate improvement issues.
- Ensure highest transparency standards and policy influence tracking.
- To strengthen IF relationships with the Parliament and political parties.
- Boost Investors' Forum brand recognition.
- Establish partnership with Lithuanian and international associations, think tanks and NGO's in order to cooperate in policy advocacy and best practice sharing.



## National Agreement with the Government of Lithuania

In the beginning of 2020 Investors' Forum together with other major business associations decided to leave the National Agreement with the Government of Lithuania. Even though the cooperation was rather successful for almost 2 years, the decision to leave the agreement had to be made due to an extremely chaotic and rush process of the approval of State budget in the Parliament of Lithuania. Unfortunately the new State budget was implemented together with new tax increases which were not properly discussed and presented to the business community. We are hopeful that in the future similar formats will be more successful and will build on the lessons learned from National agreement of 2018-2020.



# POLICY ADVOCACY

2019 was an eventful year, but sadly mostly negatively from the public policy perspective. A number of changes were implemented by the Government, including a de facto cancellation of the social security cap, new sectoral profit tax increase for the banking sector and lack of general constructive dialogue between the authorities and business community. These trends were clearly reflected in the Investors Confidence Index sliding down to record lows in the end of 2019, beginning of 2020.

Even though the general mood was rather grim, there were important steps forward made with our policy agenda. As migration became a priority topic for 2019 we managed to contribute to partial simplification of migration procedures, improvement of the IT infrastructure and the quality of migration services. A long road waits ahead, but progress is being made in making Lithuania more open for foreign talent.

Investors' Forum was also active in preventing destructive tax and regulatory initiatives in retail, banking, private health care. We were active participants of governmental working groups and coordinating formats continuing to provide constructive feedback and suggestions.

## Participation in Government Working Groups

Tripartite Council, The Labour Disputes Commission

Working Group on the Implementation of the Agreement with the Government of the Republic of Lithuania

Employment Service Council

Working group with other employers' associations on vocational training

Better regulation Working Group

Commission of evaluation of Junior Achievement companies

Lithuanian Strategic Image Council

Commission of Social Enterprise Affairs

National Responsible Business Awards Council

## Investors' Forum working groups

Investors' Forum work groups established to develop a policy agenda.



Energy Group



Public Health Group



Tax Group



Labour Group



IT and Communication Group



Education Group



Shared Service Centers Group



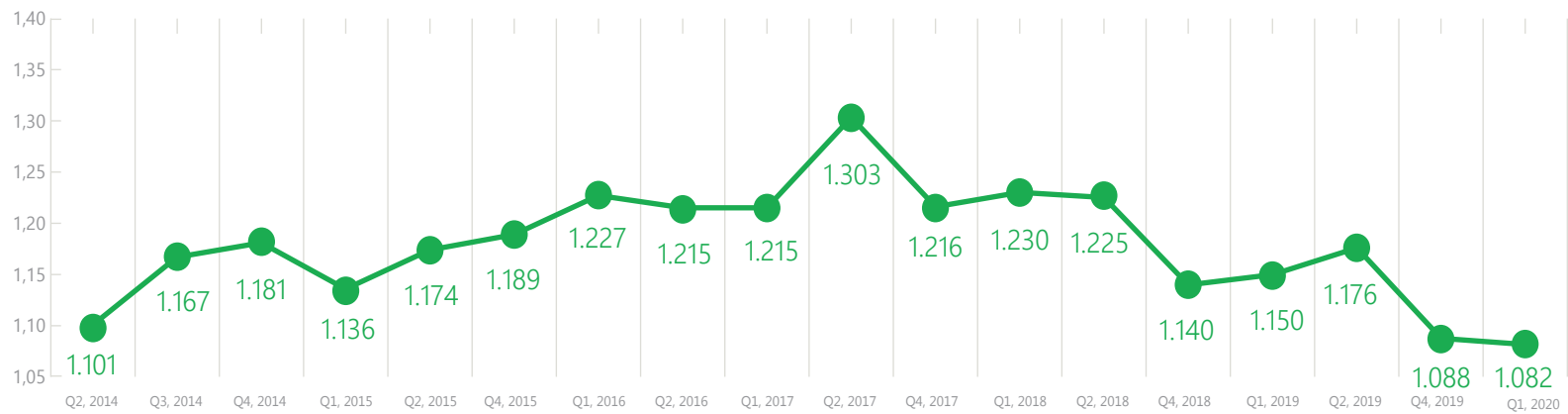
Sustainability Group



Corporate Governance Group

Proposals issued in 2019: [find here.](#)

# INVESTORS' CONFIDENCE INDEX FOR LITHUANIA



## Decline in 2019 Q4

More negative expectations about the macroeconomic environment in the country and much more cautious valuations of possible growth of salaries, new jobs and investment in surveyed companies have contributed to the decline of the index.

## Largest focus on education, migration and public sector issues

These three areas remain on top of the list of fields that need most attention for several quarters in a row.



## TAKING RESPONSIBILITY FOR OUR IMPACT IN THE SOCIETY

As a business association of largest investors in Lithuania, representing collective interests and having an influence on society, we want to play an active role in the public policy debate and do it in a responsible way.



**CLEAR WAVE**

Administration and promotion of transparent business initiative CLEAR WAVE  
Clear Wave is a symbol of business integrity, transparency, responsibility & sustainability  
Social labeling represents companies maintaining strong reputation & ethical business practices  
Investors' Forum together with Clear Wave organizes No Country For Shadow



**ETHICS IN LOBBYING**

We regard responsible lobbying as an important and legitimate way to participate in political decision-making processes. We believe in sharing our expertise and communicating our policy positions openly and with full transparency, therefore all Investors' Forum employees engaged in policy making are registered as lobbyists and declare the meetings and the proposals in a timely manner. Transparent lobbying is also part of our [CODE OF CONDUCT](#).



**CORPORATE SOCIAL RESPONSIBILITY AWARD**

Investors' Forum Awards recognize and reward organizations and people who have significantly contributed to the improvement of Lithuanian business environment and investment climate. One of the awards is dedicated to corporate social responsibility. Each year Investors' Forum recognizes The Most Responsible Company of the Year. The Most Responsible Company of 2019 is Mars Lietuva.

The strategic meeting focused on one of the main topics of the coming period - sustainability. It was decided to set up a new working group to promote activities in this area. Active participation in promoting sustainability being a strategic point of Investors' Forum  
Initiation of partnership for CSR Index



**SUSTAINABILITY  
WORKING GROUP**

For the first 6 months of 2019 Investors' Forum participated in the campaign to promote active participation in EU Parliament elections – “This time I am voting”. During the project we raised awareness on topics that are relevant for society and businesses in the regions.



**SUSTAINABLE EUROPE**

Junior Achievement  
Investors' Spotlight  
National Economics Exam  
Acting as social partner at Vilnius University, Faculty of Economics  
Stakeholder at BMI



**COOPERATION FOR  
EDUCATION**

**ASSOCIATION INVESTORS' FORUM**

(company name, legal form)

Company code 224996640, Totorių str. 5-21, Vilnius

(company code, address)

APPROVED

20\_\_ y. \_\_\_\_\_ d.

Protocol No. \_\_\_\_\_

**BALANCE SHEET****FOR THE YEAR ENDED 31 DECEMBER, 2019**2020-04-17 No. \_1\_

(date)

(Eur)

No.	ASSETS	Note No.	Financial year, 2019	Previous financial year, 2018
<b>A.</b>	<b>NON-CURRENT ASSETS</b>		<b>1 299</b>	<b>2 250</b>
I.	INTANGIBLE ASSETS		0	0
1.	Patents, licenses			
2.	Software			
3.	Other intangible assets			
II.	TANGIBLE ASSETS		1 299	2 250
1.	Land			
2.	Buildings and structures			
3.	Machinery and equipment			
4.	Vehicles			
5.	Other fixtures, fittings, tools and equipment	1	1 299	2 250
6.	Construction in progress			
7.	Other tangible assets			
III.	FINANCIAL ASSETS		0	0
1.	Amounts receivable after one year			
2.	Other financial assets			
<b>B.</b>	<b>CURRENT ASSETS</b>		<b>58 648</b>	<b>55 412</b>
I.	INVENTORY, PREPAYMENTS AND CONTRACTS IN PROGRESS		3 680	18 424
1.	Inventory	2		214
2.	Prepayments	2	3 680	18 210
3.	Contracts in progress			
II.	AMOUNTS RECEIVABLE WITHIN ONE YEAR		1 144	8 460
1.	Trade receivables	3	620	8 410
2.	Other amounts receivable	3	524	50
III.	OTHER CURRENT ASSETS		0	0
1.	Short-term investments			
2.	Term deposits	4	0	0
3.	Other current assets			
IV.	CASH AND CASH EQUIVALENTS	4	53 824	28 528
	<b>TOTAL ASSETS</b>		<b>59 946</b>	<b>57 662</b>

No.	EQUITY AND LIABILITIES	Note No.	Financial year, 2019	Previous financial year, 2018
<b>C.</b>	<b>EQUITY</b>		<b>529</b>	<b>529</b>
I.	CAPITAL			
II.	REVALUATION RESERVE			
III.	OTHER RESERVES			
IV.	RETAINED EARNINGS (LOSS)		529	529
1.	Current year profit (loss)	5	0	-1 039
2.	Previous year profit (loss)	5	529	1 568
<b>D.</b>	<b>GRANTS AND SUBSIDIES</b>		<b>38 470</b>	<b>23 731</b>
1.	Grants			
2.	Target contributions		21 001	23 731
2.1.	Funding amounts from the state budget			
2.2.	Other target contributions	6	21 001	23 731
3.	Membership fees		17 469	
4.	Other funding			
<b>E.</b>	<b>AMOUNTS PAYABLE AND OTHER LIABILITIES</b>		<b>20 947</b>	<b>33 402</b>
I.	LONG-TERM AMOUNTS PAYABLE		0	0
1.	Financial debts			
2.	Other long-term amounts payable			
II.	SHORT-TERM AMOUNTS PAYABLE		20 947	33 402
1.	Current portion of long-term amounts payable	7	0	0
2.	Financial debts			
3.	Trade payables	7	2 083	18 679
4.	Prepayments received	7	303	362
5.	Employment related liabilities	7	16 648	12 445
6.	Other short-term liabilities	7	1 914	1 916
	<b>TOTAL EQUITY AND LIABILITIES</b>		<b>59 946</b>	<b>57 662</b>

Director

(title of the head of enterprise administration)

(signature)

Rūta Skyrienė

(name and surname)

Accountant

(chief accountant (accountant))

(signature)

Liudmila Sivinskaja

(name and surname)

**ASSOCIATION INVESTORS' FORUM**

(Company name)

Company code 224996640, Totorių str. 5-21, Vilnius (Lithuania)

(Company code, address, other information)

(Approval mark)

**OPERATING RESULT REPORT  
FOR THE YEAR ENDED 31 DECEMBER, 2019**2020-04-17 No. 1

(Date)

(Eur)

	ARTICLES	Note No.	Financial year, 2019	Previous financial year, 2018
<b>I.</b>	<b>INCOME</b>		<b>363 996</b>	<b>272 040</b>
1.	Income from services rendered, goods sold	8.1.	59 135	2 359
2.	Financing income		304 700	269 681
2.1.	The funding amounts from the state budget			
2.2.	Other financing income	8.2.	304 700	269 681
3.	Other income	8.3.	160	0
<b>II.</b>	<b>COSTS</b>		<b>363 996</b>	<b>273 079</b>
1.	Services provided, cost of goods sold	9.1.	54 001	2 550
2.	Other costs		191	0
3.	Operating costs	9.2.	309 804	270 529
3.1.	Costs of sales		0	0
3.2.	Labor costs		154 358	142 026
3.3.	Depreciation (amortization)		892	861
3.4.	Maintenance of premises		6 854	10 918
3.5.	Communications		2 960	4 159
3.6.	Transport costs		4 208	3 377
3.7.	Asset impairment costs		0	0
3.8.	Other operating costs			56 438
3.8.1.	Events costs		31 946	34 690
3.8.2.	Non-deductible VAT costs		10 602	7 126
3.8.3.	PR & marketing		4 645	1 665
3.8.4.	Vacation reserve (change)		4 202	4 037
3.8.5.	Other		9 305	8 920
3.9.	Charity, assistance		160	1 160
3.10.	Correction of errors (due to earlier periods)			
3.11.	Project "Baltoji banga"		35 915	51 590
3.12.	Other projects		43 756	
<b>III.</b>	<b>OPERATING RESULT BEFORE TAX</b>		<b>0</b>	<b>-1 039</b>
<b>IV.</b>	<b>PROFIT TAX</b>			
<b>V.</b>	<b>NET OPERATING RESULT</b>		<b>0</b>	<b>-1 039</b>

Director

(title of the head of enterprise administration)

Rūta Skyrienė

(name and surname)

Accountant

(chief accountant (accountant))

Liudmila Sivinskaja

(signature)

(name and surname)

# Administration office



**Rūta Skyrienė**  
Investors' Forum Executive  
Director



**Emilis Ruželė**  
Head of Policy and Corporate  
Relations



**Monika Banevičiūtė**  
Communications Manager



**Monika Gabalytė**  
Analyst



**Ieva Lapeikienė**  
**Clear Wave** | Head of Initiative



**Austėja Sirvydytė**  
**Clear Wave** | Project coordinator



**Balys Narbutas**  
Public Relations