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FINLAND
team

Finnish Business Delegation

VISIT TO ROMANIA AND BULGARIA
APRIL 4 – 7, 2016

Visit by Mr. Matti Anttonen
Deputy Minister for External Economic Relations,
Ministry for Foreign Affairs of Finland



MINISTRY FOR FOREIGN
AFFAIRS OF FINLAND

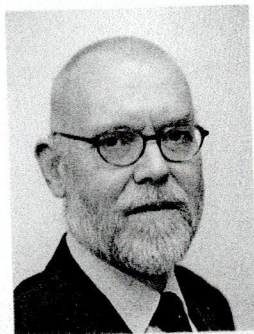


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Message from

Mr. Matti Anttonen,
Deputy Minister for
External Economic Relations,
Ministry for Foreign Affairs of Finland



I am very pleased to have the opportunity to lead a Team Finland visit to Romania and Bulgaria.

Finland has excellent relations with both Romania and Bulgaria. The political dialogue between our countries is regular and it is conducted both in the context of various EU meetings, as well as at the everyday work of our Embassies in Bucharest and Sofia and the respective Embassies in Helsinki. As we work for advancing our common goals, it is also important to identify new potential sectors of cooperation. The current Team Finland visit is an outcome of such work. The aim of the visit is to create new contacts, ideas and business partnerships between our countries.

Romania and Bulgaria are in many ways underexplored and unknown markets to Finnish companies. However, there are many reasons for Finnish companies to be interested in these markets. Despite the global economic crisis, both countries have managed to maintain a solid economic growth during the past years. Potential exists for this trend to continue. This combined with the near-by location of the countries, their market potential in the fields of Finnish expertise, favorable corporate tax policy and availability of skilled workforce makes a clear draw-factor for our companies. It is high time that also the Finnish companies take a closer look at these two European internal markets and explore the opportunities offered by them.

Overall, the range of Finnish trade and investments has diversified. In addition to the traditionally strong sectors such as forestry, ICT, chemicals, metals and machinery, new fields of businesses have emerged in recent years. These include, for instance, a rapidly growing sector of clean energy and environmental technologies (Cleantech), bio-economy and various types of creative industries.

In this visit I am accompanied by a diverse group of interesting companies. They represent the above mentioned sectors, but also other strong competence fields that could create interest in Romanian and Bulgarian markets. Agrotechnological sector with its modern solutions for farming is well presented. The same goes for clean technology and waste management sector, where the potential for mutually beneficial cooperation is tangible. We have also brought with us companies offering sophisticated yet user-friendly IT and digitalization solutions for various needs. Furthermore, companies from the defense sector and business consultancy services complete the delegation.

The current global economic situation stresses the importance of investments in the future and finding well-functioning, mutually beneficial partnerships in new markets. That is why we are here today. I do hope this Team Finland visit will provide the participants with new openings, ideas and partnerships, as well as encourage the Romanian and Bulgarian companies to take a closer look at Finland as a market and investment destination.

A handwritten signature in black ink, appearing to read 'Matti Anttonen', written in a cursive style.

Mr. Matti Anttonen
Deputy Minister for External Economic Relations,
Ministry for Foreign Affairs of Finland

Why Finland

FINLAND
Team

To succeed in a constantly changing world, you have to change as well. Finland has reinvented itself in just one short century – and we're still at it. Our national character and Northern heritage have boosted us to the top of all kinds of country rankings from quality of life to freedom of speech.

Finland is an advanced industrial economy with a thriving private sector. Finns have always been among the first to adapt new technology and develop it ourselves. Thanks to our unique relationship with nature, sustainability comes naturally to us. Finnish innovations often solve problems in a pragmatic but surprising way. The World Economic Forum ranks Finland as one of the world's top innovators. The mindset that drove us to build a new society is still hardwired into us – and it continues to drive us forward today. The Arctic climate gave us guts – or 'sisu' as we call it. We always look for a practical solution – turning setbacks into steps forward. We're pragmatic and focused on functionality – making sure that things work and keep on working.

As there are so few of us, we can't afford to leave anyone behind. That's why world-class education is available for all. Finland's workforce is one of the most highly educated and computer literate in the world! Its education system has produced outstanding results again and again – around a third of Finland's working population has a degree or higher qualification. According to the WEF's Global Competitiveness Report 2014–2015, Finland has the highest availability of scientists and engineers in the world, all trained by one of the world's best educational systems.

Finns say what we do and do what we say. That's why Finland is the most functional country in the world, and the Finnish handshake the most reliable.

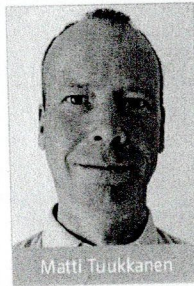
The Team Finland network promotes Finland's external economic relations, the internationalization of Finnish businesses, Finland's brand abroad and investments to Finland. The network aims to bring all key authorities and organizations under one umbrella, improve the efficiency of their cooperation, and provide customers with an easy access to a wide range of services.

The Team Finland network consists of more than 70 local teams around the world and brings together all Finnish authorities, publicly funded organizations and other key parties with ties to Finland. At home, the core members of the Team Finland network are the Ministry of Employment and the Economy, the Ministry for Foreign Affairs and the Ministry of Education and Culture – together with agencies operating under their guidance. A network of regional contact persons has also been set up at the national level.

The steering of the Team Finland network takes place at the Prime Minister's Office. The network's strategic priorities are set by the Steering Group for Finland's External Economic Relations, chaired by Prime Minister Juha Sipilä. The priorities are reviewed every year and adopted by the Government.



ECOMOND OY



Matti Tuukkanen

Mr. Matti Tuukkanen
Export Director

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matti.tuukkanen@ecomond.com

Established: 2002
Turnover: EUR 1.2 M

Ecomond is a Software company established in 2002 in the City of Kuopio, employing around 20 specialists with a turnover of 1.2 M€.

The company has developed Transport Control Software (TCS), originally used by Waste Management companies. As a Non-Industry specific solution it is used by various companies from logistics to services to manage operations.

TCS has three modules which are:

TCS Office is an ERP system used to manage all operational information like customers, resources, prices and daily dispatching as well as reporting

TCS Mobile is the drivers solution having all information necessary to execute the services. It has map support using GPS and Mobile Internet

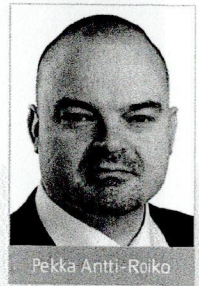
TCS OPTI is a solution for optimisation of operations and can be used for different levels from Strategic planning to On Line optimisation

TCS is a server based system supporting multiple languages and different operations in one installation

Our customers have reported typically savings from 20-30% when using TCS.



ENERSENSE LTD



Pekka Antti-Roiko

Mr. Pekka Antti-Roiko
Area Manager

Gallen-Kallelankatu 7, FI-28100 Pori, FINLAND
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Established: 2011
Turnover: EUR 1.5 M

Enersense is an ISO 9001/14001/18001 certified nuclear and offshore resource and project management company specialized in finding and auditing supply chain companies and in offering HR-solutions for demanding nuclear construction sites, nuclear power facilities and major companies within the energy sector around the world.

With the wide resource and service network, the company is capable of acting promptly and finding custom solutions to serve each client individually.



FINEKO GREEN TECHNOLOGIES



Ville Toppinen

Mr. Ville Toppinen
Managing Director, Chief Technology Officer

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Established: 2010
Turnover: EUR 1.7 M

Fineko provides non-toxic, non-hazardous and VOC-free semi-permanent antibacterial environments for hospitals and clinical atmospheres. Besides clinical and hospital milieu the product range from Fineko covers multiple segments, including non-medical applications for agricultural surroundings, sport locations and maritime industries, where antibacterial environment creates further benefits.

Fineko's Total Protect™ super ingredient provides a protection against bacterial and viral infections, hazardous bacteria, fungi and germs. Products range from skin ointments to instrument and surface cleaning. Because the solutions are non-hazardous and instead of chemical protection, based on physiological protection, none of the Fineko products have impact on antimicrobial resistance.

The semi-permanent antibacterial surfaces are created by a physiological microfilm which can be applied in different forms for clothing, equipment, furniture, surfaces and instruments. The long investments in product development is resulting in a continuous three digit growth and a turnover over a million and entrance in the main markets.

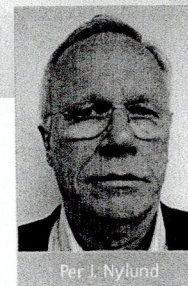


FORTUM CORPORATION

Mr. Harri-Pekka Korhonen
Head of Heat Policies and Regulation
Mr. Per J. Nylund
Business Development Manager



Harri-Pekka Korhonen



Per J. Nylund

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E-mail: firstname.lastname@fortum.com
www.fortum.com

Established: 1932
Turnover: EUR 3.5 B

Fortum's vision is to be the forerunner in clean energy. We provide our customers with electricity, heat and cooling as well as other energy solutions that improve present and future life. Already 64 % of our electricity generation is CO₂ free. Our main markets are the Nordic and the Baltic countries, Russia, Poland and India. In 2015, we employed some 8 000 energy sector professionals, and our sales were EUR 3.5 billion. Fortum's share is listed on Nasdaq Helsinki.

The City Solutions Division comprise Fortum's combined heat and power (CHP) production including biomass and waste derived fuels, district heating networks and business to business heating solutions, solar business, electricity sales and related customer offering. The division is headed by Markus Rauramo, Executive Vice President. Fortum owns and operates almost 20 DH networks and CHP plants in cities such as Stockholm, Espoo, Joensuu, Tartu, Pärnu, Jelgava, Klaipeda, Czestochowa, Wroclaw, Zabrze, Bytom, St Petersburg, Chelyabinsk and Tyumen.

gemalto
security to be free

GEMALTO OY



Mr. Petri Lahonen
Regional Sales Director

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www.gemalto.com

Established: 2006
Turnover: EUR 3.1 B

Gemalto develops secure software that runs on trusted devices which we design and personalize. We manage these devices, the confidential data they contain and the services they make possible, throughout their life cycle.

Our clients come from some 190 countries, and comprise many of the world's best-known enterprises, national administrations, mobile operators, banks and financial institutions, transport operators and a vast number of other industries looking for gains in efficiency, security and simplicity.

Gemalto's role – our purpose – is to enable our clients to offer trusted and convenient digital services to billions of individuals. We're world leader in protecting, verifying and managing digital identities and interactions. We develop and install secure software in diverse products (SIMs, payment cards, eID documents etc.) used to access digital services. Our platforms and services continuously monitor and manage these devices, checking identities and managing transactions.

JPT
INDUSTRIA

JPT-INDUSTRIA OY



Mr. Juha Hööpakka
Sales Manager

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www.jpt.fi

Established: 2007
Turnover: EUR 10 M

JPT-Industria is a Finnish company, established in 2007. The company is a market leader in Finland and has good foothold in selected export markets. JPT-Industria Oy provides turnkey feed factories, which has a unique containerized structure. JPT's manufactures feed factories for different demands.

JPT has feed factories for poultry, pigs, cattle and fish; from farm size to industrial size. All JPT's feed factories are tested in Finland and has very short start-up time on site. Computer controlled process, customizing to clients with Finnish feed manufacturing know-how and quality; guarantees very short payback time and highly profitable investment.



KOMETOS OY

Mr. Pekka Paloniemi
Sales Manager



Pekka Paloniemi

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Established: 1992
Turnover: EUR 8.5 M

Kometos is a turnkey supplier of modular production plants and refrigeration systems for special conditions in the food industry.

We have more than 20 years experience on modular production in arctic and demanding conditions.

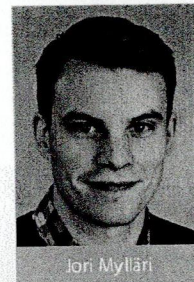
Highly competent employees, reliable subcontractors, state-of-the-art equipment, premium raw materials and continuous development ensure high product quality.

References for slaughterhouses, meat- and fish processing plants.

HAKKI PILKE
FIREWOOD PROCESSORS

MAASELÄN KONE OY

Mr. Jori Mylläri
Export Manager



Jori Mylläri

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E-mail: jori.myllari@maaselankone.fi
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Established: 1984
Turnover: EUR 9.8 M

Maaselän Kone Oy was established in 1983. Our substantial experience and competence as a manufacturer of firewood processors is evident in our high-quality products, which are used all over the world. Export covers over 60% of our production and we have importers in 23 countries. In most of them, we are a clear market leader.

Our products are a unique combination of strong tradition and new innovation. As a result of our customer-oriented, continuous and systematic quality development, our company has received the ISO 9001 quality certification. The Hakki Pilke firewood processors have been praised by users and in tests conducted by professional magazines.

Hakki Pilke firewood processors are manufactured mainly from high-quality Finnish components at our factory in Haapajärvi. Our products are renowned for their usability and reliability. The end-client is always at the heart of our design process. As a result of our long-term development work, the productivity of our machines is exceptionally high.

M-Files®

M-FILES OY



Mr. Kimmo Järvensivu
Regional Channel Manager, East-Central Europe

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E-mail: kimmo.jarvensivu@m-files.com
www.m-files.com
Twitter: @M_Files
Established: 1989
Turnover: EUR 30.3 M

M-Files enterprise information management solutions are disrupting the ECM (Enterprise Content Management) market by eliminating information silos and providing quick and easy access to the right content from any core business system and device. M-Files achieves higher levels of user adoption resulting in faster ROI (Return of Investment) with a uniquely intuitive approach to ECM that is based on managing information by "what" it is versus "where" it is stored. With flexible on-premises, cloud and hybrid deployment options, M-Files places the power of ECM in the hands of the business user and reduces demands on IT by enabling those closest to the business need to access and control content based on their requirements.

We are a company grown out of one simple vision: that finding, sharing and tracking files and their various versions is a widespread business problem—and that solving this common problem would reap measurable productivity gains. Since our founding, we have opened offices and expanded our partner network worldwide, and our products are now available in 29 languages.

Patria

PATRIA LAND SYSTEMS OY



Mr. Kaj Sjögren
Vice President, Key Accounts

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Tel. +358 20 4691
E-mail: kaj.sjogren@patria.fi
www.patria.fi
Established: 1997
Turnover: EUR 462 M

Patria is a trusted provider of defence, security and aviation life-cycle support services and technology solutions. Patria has operations and projects in countries such as Finland, Sweden, Norway, Estonia, Poland, United Arab Emirates, USA and South Africa. Versatile duties employ today some 2 900 skilled professionals.



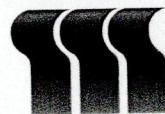
Solomon Oy

SOLOMON OY

Mr. Dan Solomon
Managing Director



Dan Solomon



TRIOTEC OY

TRIOTEC OY

Mr. Timo Keppola
Product Manager



Timo Keppola

Rintapolku 1 B, FI-01390 Vantaa, FINLAND
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www.solomon.fi

Established: 2014
Turnover: EUR 0.15 M

Solomon Oy is a provider of inspection, testing and technical consultancy services for industry. Solomon Oy offers, implements and administers quality assurance and documentation for projects in Power Plants. The company has experience in project QA/QC management for more than ten years working in Norway, Finland, England, Wales and Romania.

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E-mail: timo.keppola@triotec.fi
www.triotec.fi

Established: 1994
Turnover: EUR 2.3 M

Triotec Oy is a machine workshop that manufactures, markets and sells high-quality poultry farming systems, external feed and Pellet silos and conveyors. Triotec is the welded silos market leader in Finland. The company's products are also represented in Norway and Sweden. Triotec produces sheet metal subcontracting to other equipment and machinery manufacturers. Our manufacturing is audited to fill up EN 1090-1:2009+A1:2011 standard 2+.

Triotec Oy was founded in February 1994 when the company acquired the business and real estate of Trional Oy established in 1978 for the manufacturing fittings for livestock. Triotec owners and employees have decades of experience in the manufacture of metal products. Triotec's own 5200 m² premises are located in Southwest Finland in Koski TL.



VALMET TECHNOLOGIES OY

Mr. Ilkka Heikkilä
Director, Power Plants

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E-mail: ilkka.heikkila@valmet.com

www.valmet.com

Twitter: @valmetglobal

Established: 2013 thru Metso-Valmet demerger

Turnover: EUR 2.9 B

Valmet is the leading global developer and supplier of technologies, automation and services for the pulp, paper and energy industries. Valmet's vision is to become the global champion in serving its customers. Our 12 000 professionals around the world work close to our customers and are committed to moving our customers' performance forward – every day.

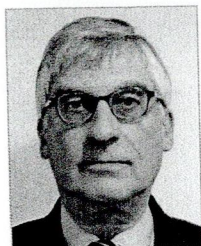
Valmet's services cover everything from maintenance outsourcing to mill and plant improvements and spare parts. The strong technology offering includes pulp mills, tissue, board and paper production lines, as well as power plants for bio-energy production. Valmet's advanced automation solutions range from single measurements to mill wide turnkey automation projects.

Valmet's net sales in 2015 were approximately EUR 2.9 bill. Valmet's head office is in Espoo, Finland and its shares are listed on the Nasdaq Helsinki.

Official Delegation



Ms. Päivi Pohjanheimo
Ambassador of Finland to Romania
Embassy of Finland, Bucharest



Mr. Harri Salmi
Ambassador of Finland to Bulgaria
Embassy of Finland, Sofia



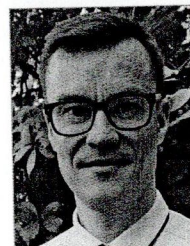
Ms. Anu Apo
Counsellor, Unit for South-Eastern
Europe
Ministry for Foreign Affairs of Finland



Mr. Petri Kuurma
Commercial Secretary, Department for
External Economic Relations
Ministry for Foreign Affairs of Finland



Ms. Kirsi-Maarit Poljatschenko
Vice President, Head of Region
Finpro



Mr. Pasi Kokkonen
Deputy Head of Mission
Embassy of Finland, Bucharest



Ms. Tanja Grén
Deputy Head of Mission
Embassy of Finland, Sofia



**EXPORT
FINLAND**

**INVEST
IN FINLAND**

**VISIT
FINLAND**

Finpro

FINPRO

Finpro helps Finnish SMEs go international, encourages foreign direct investment in Finland and promotes tourism. Our more than 300 professionals work in 36 offices in over 30 countries, and we manage major national growth programs. Finpro is Export Finland, Invest in Finland and Visit Finland. We are a public organization and part of the Team Finland network.

Export Finland

Export Finland promotes Finnish companies seeking growth from internationalization. We advise companies to grasp international business opportunities and transform them into profitable business. We offer our key contacts and networks in different markets for the benefit of Finnish companies' and their partners' business.

Invest in Finland

Invest in Finland promotes foreign investments to Finland. We assist international companies in finding business opportunities in Finland and provide information and guidance required to establish a business in Finland. We offer networking opportunities with regional and international operators to develop and coordinate the acquisition of foreign direct investment.

Visit Finland

Visit Finland is promoting tourism in Finland. We offer support for individual companies and groups of companies in developing and marketing tourism-related services in international markets. Our key activities are consumer marketing, B2B promotion, market intelligence and support for service development.



Ms. Kirsi-Maarit Poljatschenko
Vice President, Head of Region
Finpro



Mr. Alexander de Reuterhorn
Commercial Counsellor
Finpro Romania



Mr. Tapio Seppä-Lassila
Program Manager, Agrotechnology
from Finland
Finpro / Into Seinäjoki Ltd.



Ms. Julia Pietilä
Coordinator
Finpro Romania



Mr. Stoyan Nedev
Local Representative
Finpro Sofia / SM Consulting Ltd.



Ms. Tanja Kyllönen
Project Coordinator
Finpro Helsinki

Facts about Finland and
Finnish Foreign Trade

Trade between Finland and
Romania

Trade between Finland and
Bulgaria

Facts about Finland

Basic data

Population:	5.5 million
Capital area:	Helsinki (1.25 million inhabitants in metropolitan area). Other major cities are Tampere, Oulu, Turku and Jyväskylä
Languages:	Finnish, Swedish
Currency unit:	Euro
Religion:	75 % are Lutheran, 1 % Orthodox

State and Government

Independence:	6.12.1917
Form of government:	Republic, parliamentary democracy
Parliament:	200 members, elected every 4 years (previous in April, 2015)
Cabinet:	Multiparty coalition cabinet. The current Cabinet is run by Prime Minister Juha Sipilä
Head of State:	President of the Republic, elected every 6 years. Currently Mr. Sauli Niinistö, elected in 2012
International cooperation:	Member of United Nations since 1955 and European Union since 1995

Society & Economy

Key features:	High quality education, social security and healthcare, all financed by the state. Highly technological and innovative society
GDP per capita:	37 559 euros (2014 preliminary data)
Main exports:	Electrotechnical goods, metal products, machinery, transport equipment, wood and paper products, chemicals
Main imports:	Raw materials, investment goods, energy, consumer goods (for example cars and textiles)

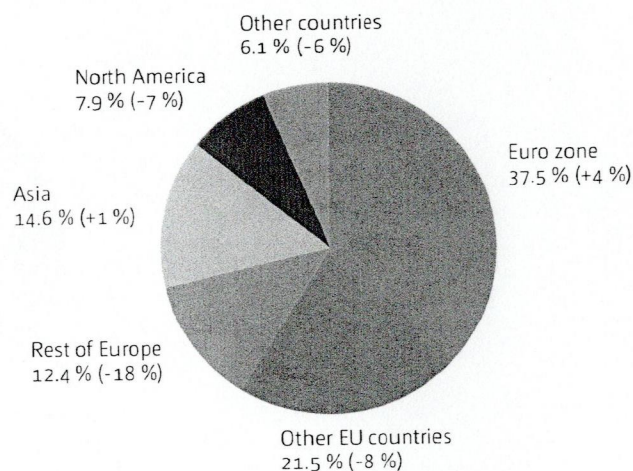
Area

Eighth largest country in Europe, with a total area of 338 000 sq. kilometers, 188 000 lakes and 180 000 islands. 6 % of the land is under cultivation, with barley and oats the main crops. Forests (mainly pine and spruce) cover 76 % of the land

Sources: Statistics Finland, National Board of Customs, Population Register Centre

FINNISH EXPORTS BY REGIONS 2015

Share and change from previous year (%)



Source: Finnish Customs, March 2016

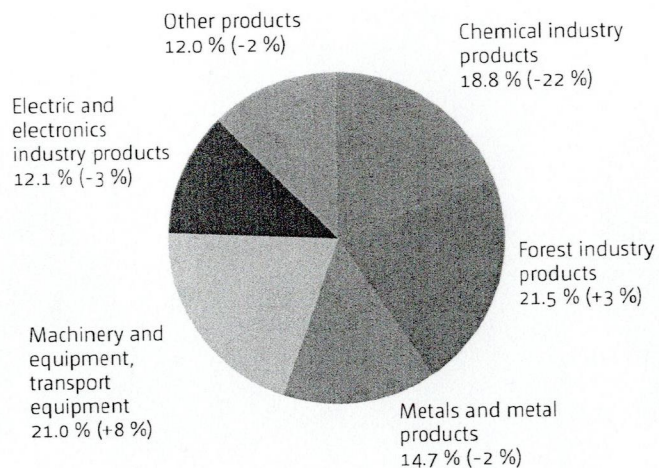
FINNISH IMPORTS FROM ROMANIA 2015



Source: Finnish Customs, March 2016

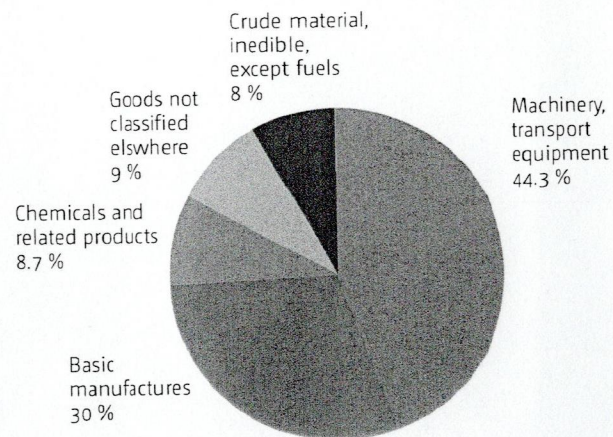
FINNISH EXPORTS BY PRODUCTS 2015

Share and change from previous year (%)



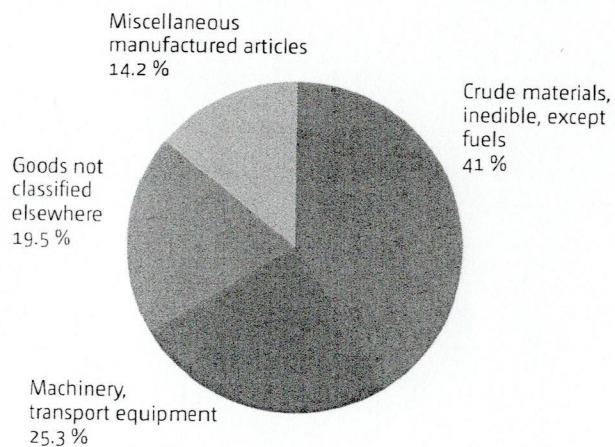
Source: Finnish Customs, March 2016

FINNISH EXPORTS TO ROMANIA 2015



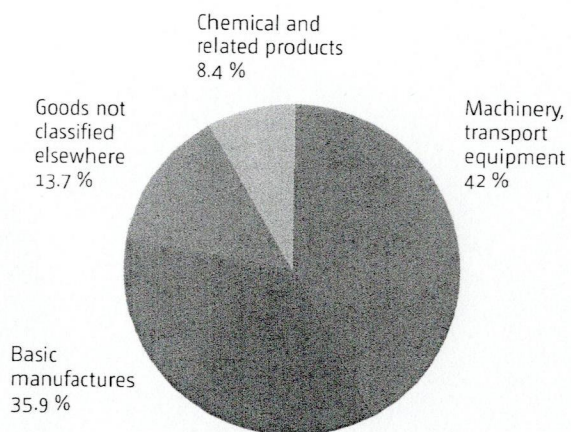
Source: Finnish Customs, March 2016

FINNISH IMPORTS FROM BULGARIA 2015



Source: Finnish Customs, March 2016

FINNISH EXPORTS TO BULGARIA 2015



Source: Finnish Customs, March 2016