

Mr Kimmo Tiilikainen

Minister of the Environment, Energy and Housing, Finland
visiting India, 19-20 April 2018

Table of CONTENTS

Message from the Ambassador of Finland to India | 3

Message from the Minister of the Environment, Energy and Housing | 4

Message from the Head of Business Delegation | 5

India - Finland Trade & Investment on the Rise | 6

2017 Finland Business Climate Survey Results | 8

Fortum | 10

Valmet | 12

Wärtsilä | 14

Elematic | 16

KONE | 17

Traustsala Trading Ltd | 18

BaseN | 18

Isha | 18

Nokia | 19

Ensto | 19

NAMASTE! APRIL GREETINGS FROM THE EMBASSY OF FINLAND,

My first 18-months in India as Ambassador of Finland have witnessed increasing activity and interaction among the Government officials, companies and people of our two Nations. This positive trend has been especially strong in the fields of clean energy, pure environment and smart infrastructure.

Respected Ministers of both countries have had successful visits and this April sets a new landmark for these high-level

discussions: in addition to the first ever Indo-Nordic Summit in Stockholm, the Prime Ministers bilateral meeting enhances the collaborative spirit of the Indo-Finnish relations. The second visit to India by the Minister of the Environment, Energy and Housing, Mr Kimmo Tiilikainen, only after six months since the previous October 2017 visit, proves the significance of the cooperation between India and Finland.

Finland has also strengthened its presence in India. Business Finland - the official trade, investment, innovation and tourism promotion organization of the government - has recruited more staff. The Finland Chamber of Commerce in India will launch its activities during April, many companies have increased their presence in India and new factories have been opened. And there are more to come. Both official Finland and companies are very committed in improving our relations and as a proof of that, we have seen steady growth with our trade and investments statistics.

I have often reminded my Indian friends and colleagues that actually Finland is one of the nearest locations in Europe for India. Direct flight of less than seven hours with our national carrier Finnair will allow any business travelers or tourists an easy access to anywhere in Europe. I would however encourage to stay in Finland - north or south, east or west - for an extended duration. This is most certainly worthwhile for business and especially for relaxation in the pure Finnish nature and beautiful cities where you find the best functioning societies and warm and friendly people! ● ● ● ●

Ms Nina Vaskunlahti

Ambassador of Finland to India



NAMASTE,

It is a pleasure to return to India so soon after my previous visit in October 2017. India is among the fastest growing economies in the world. Its growth and pace of development provide outstanding possibilities to increase and strengthen our cooperation.

In order to combat climate change and environmental degradation globally we need to find solutions for decoupling economic growth and environmental impacts. Rethinking and reforming our economies according to the principles of circular economy – reuse, recycle, remanufacture and repair – are of paramount importance for a sustainable future. We will also need to take giant leaps towards enhanced energy and material efficiency.

Circular economy, bio-economy, clean technology and low-carbon, renewable energy are key priorities for the Finnish Government. They are also important elements of our industrial success stories. Finland is highly committed to the Paris Agreement and working towards the UN Sustainable Development Goals. The World Economic Forum ranked Finland number one in the world in Environmental Performance Index 2016. We are determined to build a carbon-neutral society by 2045. In order to achieve this goal we shall for example end the use of coal for energy and raise the share of renewables above 50 % of total energy consumption by 2030. Fossil fuels will be replaced with advanced biofuels and electric vehicles.

Finnish companies are particularly strong in smart and clean technologies, renewable energy and waste-to-energy-solutions.



Energy related questions are one of the cornerstones of India's growth policy. Ambitious plans to increase and diversify India's energy production have many similarities with Finland's experiences. I believe we have innumerable opportunities for fruitful cooperation.

Finland aims to remain a global leader in bio-based circular economy. In 2018, The Finnish Innovation Fund Sitra won the public-sector category of the Circularity Awards, held in conjunction with the World Economic Forum in Davos. Finland hosted the first World Circular Economy Forum (WCEF) in June 2017 and will do so again in the second half of 2019, when we also hold the EU presidency. Finnish companies have world-class know-how in turning the principles of circular economy into practice and innovative, low-carbon solutions.

I look forward to visiting India again and finding new partnerships for our mutual benefit! ● ● ● ●

Mr Kimmo Tiilikainen

Minister of the Environment, Energy and Housing

DEAR FRIENDS,

Finnish business delegations have visited India several times during the past years. Each visit has offered valuable prospects for increasing common understanding of joint opportunities as well as possibilities to create base for deeper contacts between companies.

In addition to creating a strong presence in India, the meetings and negotiations within the frame of this ministerial business delegation provide us all with valuable insight and open contacts that can further improve our business opportunities in India and the surrounding markets.

The warm and friendly relationship between Finland and India acts as an excellent base for long term business collaboration in a multitude of sectors. As a sign of this, we have had the pleasure of exchanging several reciprocal high-level political and business delegation visits over the years.

Furthermore, Finland and India share passion for education and engineering. Global topics regarding efficient energy production and consumption, sustainable use of resources and utilization of advanced information technology are high on the agenda in both countries. In the future, we will have the Finland Chamber of Commerce in India to support the cooperation between Finnish and Indian companies.

Indian market has attracted many Finnish companies to trade and invest. The Indian market with its exceptional growth levels offers vast potential for newcomers seeking growth. Finnish business is committed to Indian markets and many Finnish companies are planning to do further investments.

Finnish business can offer India, for example, world leading energy and cleantech solutions (energy generation; use of renewable energy; energy efficiency; water etc) that enable sustainable growth. Finland is also famous for its ICT and healthcare knowhow where there is great potential to enhance our trade and economic relations just to name a few examples.

Our business delegation includes leading Finnish companies that represent the energy industry and smart city solutions. I have the honor to represent Valmet in this delegation. Valmet and the other energy companies in this delegation, Fortum and Wärtsilä, can offer leading clean energy solutions for the Indian market. Nokia, KONE, Ensto and Elematic aim at developing Smart City solutions in collaborations with Indian cities and companies. BaseN, Isha and Traustsala provide excellence in IoT analytics and the offerings of the Finnish SME's in the field of small hydro, solar, biomass and biogas and industrial safety solutions. ● ● ● ● ●

Mr Kai Janhunen
VP Energy, Valmet





INDIA - FINLAND TRADE & INVESTMENT ON THE RISE

Year 2017 continued the positive trend of improving Indo-Finnish trade and investment relations. The 872 million euro total trade exchange in goods consisting slight surplus for Finnish exports to India (532 million euro vs. 340 million euro) was 3 % higher than the figures year before. Additionally the trade in services continued at the similar level of roughly half a billion euro total equaling the volume we have witnessed during the past years. Paper and wood based products, heavy machinery for energy, infrastructure, industries and logistics as well as telecommunication networks still form the core of the Finnish trade and investments in India. Vice versa it is textiles, pharmaceuticals, plastics and chemicals and ICT-services where India has its strengths what comes to exports and business opportunities towards Finland.

Bilateral relations between India and Finland are good and similarly we have functioning official relations supporting the



trade, investment and innovation activities of the companies. India and Finland have an existing investment protection treaty that is both comprehensive and effective. It provides

an additional benefit for the companies of both countries seeking to invest for manufacturing, projects or local offices. Otherwise Finland as a member of European Union relies on and supports the joint European efforts to facilitate the trade relations even further. Liberalization of trade, removing existing technical and non-tariff barriers, opening up public procurement and enforcement of the current WTO-arrangements (such as ITA) are some of the trade policy focus areas for Finland.

Opening of the Finland Chamber of Commerce will add a new tool for the Finnish trade policy toolbox in India. As a primary body to ensure that the interest of the Finnish enterprises are taken into consideration and a valuable promotional entity to facilitate the market entry of new Finnish companies to the region, the Chamber will act as an independent lobby towards the Indian authorities. ● ● ● ●

Mr Mikko Pötsönen

Counsellor (Economic and Commercial)

FINLAND CHAMBER OF COMMERCE IN INDIA TOGETHER WE BUILD OPPORTUNITIES AND BUSINESS

Directors, Finland Chamber of Commerce in India



Mr Sanjay Aggarwal
MD, Fortum, India



Mr Amit Gossain
MD, KONE, India



Mr Neeraj Sharma
President & MD,
Wärtsilä, India



Mr Sanjay Malik
Vice President and
Head of India Market, Nokia

The Finland Chamber of Commerce in India (FINCHAM) was initiated in 2018 as a primary private organization to support the activities, collaboration and market entry of the Finnish companies in/to India. The registered official objects for the Chamber are:

1. To promote and deepen commercial and industrial ties, trade, economic, social and cultural relations between India and Finland.
2. To act as an independent non-profit business advocacy organization and the principal interlocutor for industries that are operating in India and also abroad specifically those operating in Finland.
3. To promote, facilitate and to aid any other objects of general

public utility beneficial for industries operating in India and also abroad specifically those operating in Finland.

FINCHAM is an integral part of Team Finland with the Embassy and Business Finland, and brings the required corporate perspective to the cooperation. The targets of the mentioned Finnish public and private entities are the same: more liberal market access and open economies, rule-based trade and investment framework, diminishing barriers of trade and predictable regulatory business environment that will benefit all of us. The success of the Finnish companies in India can be achieved in collaboration with their Indian partners, both private and official, and for that the FINCHAM will add great value. ● ● ● ●

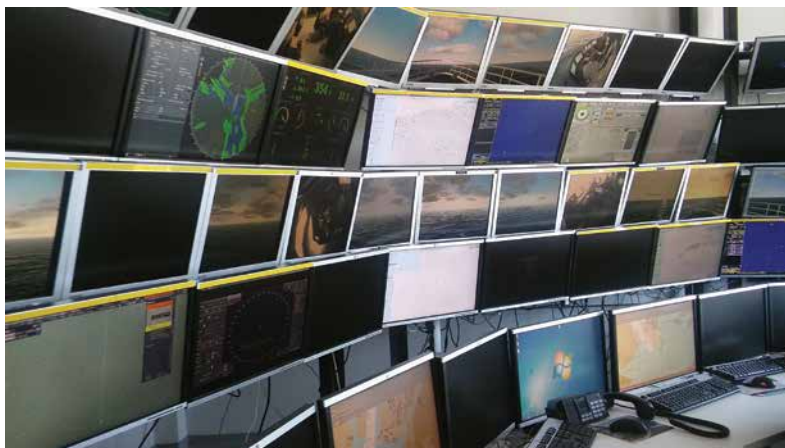
FINNISH BUSINESS IN INDIA IS GROWING

The results of the first ever business survey of Finnish companies in India were published on March 29th. The survey was conducted by Nepa Consumer Science Platform on request of the Embassy of Finland in New Delhi. According to the survey the general outlook of Finnish business in India is positive. Some of the main findings suggest that most of the Finnish companies in India will increase their presence and investments in the country.



2017 FINLAND BUSINESS CLIMATE SURVEY RESULTS

BRINGING FINNISH KNOW-HOW TO INDIAN MARKETS



Some attributes can be highlighted from the various Finnish businesses in India. The top three reasons for Finnish companies to enter India are growing market for their line of business, access to competitive work force and product customization as per the market.

Presence of Finnish companies in different sectors of business is quite diverse. However, the biggest sectors for the Finnish companies present in the survey are ICT, software and digital media (21 %¹), construction, logistics and machinery (17 %), energy (10 %) and wood, paper and pulp (10 %). The profile of the companies also varies. 49% of them have been present in India for six to ten years. However, the share of newly present companies is the second largest with 21 %. Most of the companies are big ones. 40 % of them have a global turnover more than one billion euros and 30 % have globally more than 10000 employees. Most of Finnish companies have increased their workforce during last year and an average of the local employees in India is close to 700. ● ● ● ●

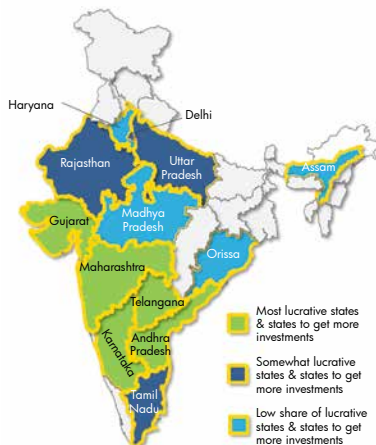
¹ Percentages presented in this article are shares of the 43 Finnish companies present in the survey

FUTURE OF THE FINNISH INVESTMENTS IN INDIA

The actualized and exceeded initial investment plans result from different variables, the top ones being increased market share and growth (45 %), HQ strategic decisions (45 %) and confidence that government reforms will happen (23 %).

Roadblocks to investment attribute largely to the same signifiers, but decreased profit margin and macro economic risks and financial uncertainty being on the same level with decreased confidence in government reforms (18 %). There are no major fluctuations between the areas of investments done last year and future investment plans. Marketing and sales, services and product/solution development are the top three of investment targets. One change is standing out though: the survey suggests that skills development and training will be more loaded in the future, growing from the present 12% to 26% in the future.

There are big differences in attractiveness of states for Finnish companies. The states that according to the companies are currently changing the most to make investments lucrative are presented in the picture above. The states that are attracting new investments next year are in line with the ones companies find most lucrative. In addition to common positive features for business, states also have attributes of their own. These were not dismantled in the survey to preserve anonymity of the companies involved. ● ● ● ●



FINNISH COMPANIES FACE ISSUES WITH GOVERNMENT BODIES IN INDIA

One third of the companies have faced issues with government bodies in India, their main concerns are regarding the delays and unresponsiveness. The priorities for improving the business environment according to the companies have to do with tax regulations, bureaucracy, obtaining licenses and government approvals and corruption.

The companies were also asked about workforce challenges in India. Attrition and increasing salaries are challenges faced amongst both blue as well as white collar workers. Skill development is also a serious concern, more so for blue collar workers – reason why companies are looking to invest more in this area in near future.

According to the companies the biggest challenges regarding corporate social responsibility and sustainability in India are environment issues, education and women empowerment. Working conditions and medical facilities also have to do with how the business climate is perceived. Responsibility in these regards can work as an asset for business. ● ● ● ●

THE OVERALL SENTIMENT RELATED TO THE BUSINESS OUTLOOK IN INDIA IS POSITIVE MARKETS

Some things that stand out in the survey are worth highlighting: the survey indicates that 67 % of the companies believe the business environment in India will become more conducive within the next three years.

Many of the companies have exceeded their initial investment plans. 79 % of the companies plan to further increase their investments.

All in all, a little over half of the Finnish companies in India are satisfied doing business in India and feel that India has a favorable business climate. Only 12 % of the companies were not satisfied and only 7 % perceived the business climate as not favorable. Competitive cost advantage is an important variable for Finnish companies in India. According to the survey 60 % of the companies perceive competitive cost advantage to be at par with last year. A fourth who feel it has become better credits the improvement to changes in tax structure, availability of workforce and changes in import regulations. ● ● ● ●



Fortum is a leading clean-energy company that provides its customers with electricity, heating and cooling as well as smart solutions to improve resource efficiency. We want to engage our customers and society to join the change for a cleaner world. We employ some 9,000 professionals in the Nordic and Baltic countries, Russia, Poland and India, and 62% of our electricity generation is CO₂ free. Fortum's share is listed on Nasdaq Helsinki (FORTUM). www.fortum.com

Our vision "For a cleaner world" reflects our ambition to drive the transformation towards a low-emission energy system and optimal resource efficiency. Our mission is to engage our customers and society to drive the change towards a cleaner world.



Fortum in brief

Our core
Hydro and nuclear
Combined heat and power
production Circular economy
Energy-related products and
expert services

9,000
professionals in the
Nordics, the Baltics,
Russia, Poland and
India

We are the largest
electricity retailer in the
Nordics with
2.5 million customers.
And one of the leading
heat producers
globally

96% of our
electricity
production is CO₂
free in Europe,
61% in all
operations

2/3 of our
power production
is **hydro and
nuclear**



Fortum in India

- Fortum entered India in 2012
- Fortum owns and operates 4 solar power plants totaling 185 MW
- Pavagada, Fortum’s newest 100 MW solar park connected to grid in December 2017
- R&D activities: for example a Solar2Go pilot project
- Developing EV charging infrastructure across India, Memorandum of Understanding (MoU) with NBCC



fortum

Fortum in India is focused on 4 verticals (Solar, EV Charging infrastructure, Bio-ethanol and NOx reduction solutions for thermal power plants). Fortum has currently 4 operational solar plants: Pavagada, Karnataka (100 MW);Bhadla, Rajasthan (70 MW);Amrit, Gulabpura, Rajasthan (5 MW);Kapeli, Madhya Pradesh (10 MW). Fortum continues to seek opportunities in solar sector and aims to setup 200-250 MW of solar plants every years. Alongside Utility solar, Fortum is actively looking at B2B solar via open access, captive ground mounted or roof top solar.

Fortum Charge & Drive is a pioneer in electric vehicle charging. Presently it has a network of 2017 smart chargers in Europe out of which about 700 are DC quick chargers. Besides, post-acquisition of PlgSurfing, an EV user can access to 67,000 charging points across Europe. Fortum provides turnkey solution for B2B and B2G, creating public charging network as well as providing world-class cloud solutions for an interactive end-user interface and a comprehensive back-end system that supports charge point operators in the remote management of charging stations. Fortum aims at setting up about 150-160 chargers in year 2018 across different cities to give momentum to e-vehicle adoption. Currently Fortum has three charging stations with 6 outlets.

Fortum is venturing in Bio-fuels and in advance discussion with an oil refining company for developing a Bio-ethanol refinery in Assam. This refinery will produce mainly Bio-ethanol from bamboo which will be sourced from North Eastern states. This refinery is expected to be operational in 36 months.

Fortum has a unique position to offer the state-of-art low-NOx combustion know-how and technology based on 30 years’ experience on low-NOx combustion refurbishment of pulverized coal fired combustion plants. Fortum has conducted a combustion audit study for NTPC Ramagundam STPS boilers (2 x 200 MW and another a 1x 500 MW) to demonstrate on the most appropriate technological solution to bring down the NOx level to meet the MOEF norms and is currently involved in optimization of combustion system at a 1320 MW IPP.



Fortum

Mr Sanjay Aggarwal, Managing Director, Fortum India
 sanjay.aggarwal@fortum.com • www.fortum.com
 Fortum India Pvt,Ltd, Level 7, Tower A, Building 5, DLF Cyber City Complex,
 Gurgaon 122002





Valmet is the leading global developer and supplier of process technologies, automation and services for the pulp, paper and energy industries. Valmet aims to become the global champion in serving its customers.

Valmet's strong technology offering includes boilers and gasifiers for electricity and heat production as well as environmental solutions for air emission control. Valmet's advanced services and automation solutions improve the reliability and performance of our customers' processes and enhance the effective utilization of raw materials and energy.

Valmet's net sales in 2017 were approximately EUR 3.1 billion. Valmet's more than 12,000 professionals around the world work close to customers and are committed to moving their performance forward - every day. Valmet's head office is in Espoo, Finland and its shares are listed on the Nasdaq Helsinki.

Valmet has currently three locations in India, Head Office is based out of Chennai, Tamil Nadu. India offices also cater to the neighboring countries Pakistan, Bangladesh and Sri Lanka. Over last two decades Valmet has successfully delivered several major projects to its customers across Indian subcontinent including key solutions and technology. The Chennai office also serves as a global hub for engineering, project execution and services for the pulp and energy business. Several recent projects in the Asia Pacific region have been executed with the lead from India.

Valmet is also a leader in providing automation solutions. Valmet has a technology cooperation agreement with India's leading power plant EPC and equipment manufacturer BHEL. Valmet is cooperating to offer a leading technology solution to efficiently utilize coal washery rejects in India with minimum environmental impact. Valmet's offering also includes modern environmental solutions covering air emission reduction technology e.g. sulfur dioxide removal and low NOx technologies. ● ● ● ●

Valmet Pvt Ltd.

Mr K Suresh Kumar, Direction-Operations (Asia Pacific)
k.sureshkumar@valmet.com • www.valmet.com
Valmet Chennai Private Limited, Central Aquare 1, IV Floor, CIPET
Road, Guindy, Chennai 600032. India





WÄRTSILÄ

WÄRTSILÄ IN INDIA

Wärtsilä Energy Solutions is a leading global energy system integrator offering ultra-flexible internal combustion engine based power plants, utility-scale solar power plants, energy storage and integration solutions, as well as LNG terminals and distribution systems.

India has ambitious targets to install 275 GW of renewable energy by 2027.

KNOWING THAT, WÄRTSILÄ:

- is enabling renewables with flexible engine plants
- offers hybrid solutions like solar, internal combustion engines (ICEs) and battery storage and state-of-the-art integration software to add value to India's grid.

WÄRTSILÄ HAS BEEN OPERATING IN INDIA SINCE 1986 WITH:

- 900 people
- 7 locations
- 3 500 MW installed and 1 300 MW with O&M.





Wartsila India Private Ltd

Mr. Neeraj Sharma, President & Managing Director
neeraj.sharma@wartsila.com • www.wartsila.com
Kesar Solitaire, 21st Floor, Plot No-5, Sector-19, Palm Beach Road,
Sanpada, Navi Mumbai-400705





Elematic is the world's largest supplier of complete precast plants, machinery and equipment worldwide. With the experience of working in more than 100 countries we have proven capability to provide turnkey solutions to commission precast factories anywhere in the world. Elematic India Private Limited is a subsidiary of Elematic OYJ which caters to the local markets in India, Bangladesh, Sri Lanka and Nepal. We have an in-house structural design team which specializes in building design ranging from villas, high rise, factories, commercial buildings, hospitals, multi-level car parks etc.

The Government of India has a mission to develop 100 smart cities by the year 2022. The key to developing these cities is to utilize modern construction technologies which create sustainable living spaces. In order to achieve this it is necessary to adopt newer technologies that deliver faster and efficient construction solutions. Precast technology ensures high quality and fast speed of construction, while addressing issues like labour shortage. The use of precast construction can help save up to 60% of the time taken for similar projects using conventional construction methods, while bringing down costs by 10-15% in the long run.

For smart cities, precast technology can help to create energy efficient buildings with the use of “sandwich wall panels”, which drastically reduce the energy consumption of a building through an insulation layer within the walls. The insulation between load bearing wall and façade outside helps to keep the heat outside and the building cool inside, creating significant energy savings, especially during the long Indian summers. In addition, precast construction ensures lower pollution and reduces the carbon footprint of buildings making it the future of the Indian construction industry.

Elematic is fully committed to supporting the overall focus of the Smart City project to drive sustainability, livability and workability in these cities. ● ● ● ●

Elematic India Private Limited
Mr Chander Dutta, Managing Director
chander.dutta@elematic.com • www.elematic.com
H-26, 1st Floor, Bali Nagar New Delhi 110015



KONE'S RELEVANCE TO SMART CITIES & URBAN DEVELOPMENT

A city with cutting-edge urban planning, smart infrastructure and replete with systems running on the latest information technologies is set to be the future of urban India.

In the 150 years or so of their commercial existence, elevators have shaped the urban realm. The elevator has not only changed the appearance of cities but their inner life - moving luxury living from the ground to the affordable top. With an overwhelming population of 1.2 billion out of the 7 billion people on the planet, India represents a large upcoming market for Vertical mobility. The Elevator & Escalator industry is shaped by two major megatrends: Rapid Urbanization & Technological Disruption. The role and contribution of the Elevator industry will be significant to developing sustainable and eco-efficient cities of the future.

Finland's KONE Corporation, a global leader in elevator and escalator industry, is on a mission to improve urban mobility. The company provides, elevators, escalators and automatic building doors as well as solutions for modernization and maintenance to add value to the buildings throughout their life-cycle. KONE for the 7th time in a row featured in the Forbes list of 100 most innovative companies in the World.

Its Indian subsidiary, headquartered at Chennai, is at the forefront of technological disruption, adopting best practices by integrating digitalized solutions with its products for the Indian market. Its global technology and engineering centre, ITEC in Chennai has R&D and Engineering capabilities, enables development of energy efficient solutions based on global designs & requirements, to suit Indian settings. The company has developed advanced People Flow™ solutions to integrate



into buildings. The new smart building applications enable the speed, reliability and safety, for elevator maintenance, remote monitoring & servicing and minimizing the downtime, and provide personalized experiences for equipment users in a safe, secure and flexible manner.

KONE has increased investments in new technologies to broaden its digital capabilities. Its latest product and service launches underline the importance of upgradeable and adaptable solutions which make buildings and urban environments more responsive to people and their surroundings.

People Flow Planning and Consulting services is another focus area at KONE. Here, the company builds on its established capabilities in gathering and analyzing data on the traffic patterns within buildings. The detailed mapping and modelling of potentially congested areas over the whole life cycle of a building minimizes waiting times and makes buildings even more functional and adaptable to future traffic needs.

KONE leads the market for elevators and escalators and offers the widest range of solutions for the Indian market. Udaivillas-Jaipur, Lighthouse-Chennai, Mumbai International Airport, Delhi Metro, Taj Deccan-Hyderabad are examples of some properties & projects where KONE solutions are currently operational. ● ● ● ●

KONE Elevator India Ltd.
Mr Amit Gossain, Managing Director
Amit.gossain@kone.com • www.kone.com
Prestige Centre Court, 9th Floor, Forum Vijaya Mall, Vadapalani-600026

TRAUSTSALA TRADING

Traustsala is a team of professionals with passion to enable growth between India and the Nordics. Traustsala team has a proven track-record in establishing and doing successful business in India and helping customers enter the Indian market. With its experienced team and versatile industrial experience, Traustsala is able to offer tailored approach depending on customer's strategy and industry. Together with its extensive networks in India Traustsala team can provide comprehensive support for the customers' market entry efforts. Traustsala has presence both in Finland and in India.

Traustsala can support its customers by offering business development and go-to-market services from pre-entry phase to setting up operations in India. Traustsala can act as a local company representative or help in setting up partnerships with local Indian companies. Traustsala can also provide assistance with funding instruments, investment evaluation and M&A process support. Traustsala works towards raising awareness of business opportunities between India and the Nordics and closing the gaps.

Currently Traustsala works with its customers on civil safety and defense related projects, traffic and road safety solutions, focused smart city solutions, innovative solutions for biomass and waste utilization, clean water solutions, education, travel and capital fund raising. Traustsala's primary target customer groups are Nordic companies who are interested in the Indian market; however, Traustsala also supports Indian companies who are interested to explore business and investment opportunities in the Nordics.



Traustsala Trading Ltd
Mr Matti Kaarnakari, Partner, Chairman, Traustsala Trading Ltd
matti@traustsala.com • www.traustsala.com



Baseⁿ

BaseN and Spime - The Next Generation and Patented Extension of Digital Twin

BaseN, established in 2001, is the inherently scalable computing Platform for hosting billions of Spimes, the core objects of the Internet of Things. BaseN Platform fully permits and enables the usage and management of physical assets, processes, and systems as digital twins. Furthermore, since several years in proven production, BaseN Platform has been using the same digital twin concept for all aspects of its service operations, in how it monitors, analyses, and controls everything it manages, including the management of its own platform system components. Under a BaseN terminology this is known as Spime. BaseN currently handles over one million spime transactions per second, and enables the transformation from physical products to intelligent services in any industry.

www.basen.net

BaseN
Somanath Avvari
somu@basen.net / somu@melvault.com

Isha

ISHA
Established in 2012

Company provides consulting services to Finnish companies to determine and implement strategy to enter the Indian market. Can help in obtaining funding for this exercise.

Help Indian companies to set up in Finland. Do product development in Finland for the Indian market.

ISHA
Kuldeep Sajjanhar
Mobile: +358 40 747 6125
E-mail: kuldeep.sajjanhar@isha.fi

NOKIA

Nokia is a global leader in the technologies that connect people and things. Powered by the innovation of Bell Labs and Nokia Technologies, the company is at the forefront of creating and licensing the technologies that are increasingly at the heart of connected lives.

With state-of-the-art software, hardware and services for any type of network, Nokia is uniquely positioned to help communication service providers, governments, and large enterprises deliver on the promise of 5G, the Cloud and the Internet of Things.

Digital India, Smart City and Make in India initiatives Nokia strongly believes that the Digital India, Smart City and Make in India initiatives can make a great difference to the country right now. Nokia's vision and strategy is all about connecting things as well as people and moving towards a 'Programmable World' where the company applies intelligence to the data obtained through such connectivity. Nokia's informed perspective on these plans is based on an understanding of global best practices and its experience in India. Nokia is already doing 2 smart city projects.

Nokia Vision for Smart Cities

Two most important tenets of modern Smart cities are Connectivity and an advanced Command Control Center. The responsibility areas of City Authorities have grown significantly owing to huge volume of data available for decision making and complex integration tasks associated with the same. Integration of IoT Platform, Integrated Operation Center, Incident Response System and Emergency Alert will help complete a 360 Degree Coverage of Citizen needs. Other application and communication systems for performance and quality are mandatory and would include analytics, sensors, virtual reality and dispatcher automation. ● ● ● ●

Nokia Solutions and Networks India Pvt Ltd.

Mr Sanjeev Tandon, Head of Government Relations India
sanjeev.tandon@nokia.com • www.nokia.com
7th Floor, Building 9A, DLF Cyber City Phase III, Gurgaon – 122 002,
Haryana, India

ENSTO

Ensto is an international family business which designs and manufactures smart electrical solutions to improve the safety, functionality, reliability and efficiency of smart grids, buildings and transportation. Our main focus is on electricity distribution, building electrification, lighting and electric vehicle charging solutions.

Ensto was founded in 1958 and employs 1600 passionate professionals in Europe, the USA and Asia. Turnover was 260 million euros in 2016. Ensto is locally present in 20 countries and products are delivered to more than 100 countries

We believe in a better life with electricity and more sustainable tomorrow. ● ● ● ●

Ensto India Pvt Ltd

Mr Ashok Kaushik, Managing Director
ashok.kaushik@ensto.com • www.ensto.com
Plot No. 241-242, Sector 6, IMT Manesar, Gurgaon,
Haryana -122050, India

