

FINLAND-INDIA BUSINESS GUIDE 2016





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All information included in this publication has been obtained from the companies themselves or from reliable sources. While every reasonable effort has been made to ensure that the information contained herein is comprehensive and accurate, the Embassy of Finland and Finpro cannot guarantee the accuracy, completeness or correctness thereof. This publication, and the information contained herein, is meant for information purposes only. Any discrepancy found in the information may be brought to the notice of the Embassy of Finland or Finpro.

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Page 145 : Visit Finland

Namaste Dear Reader,

The Team Finland in India welcomes you to read the renewed publication of the annual Finland-India Business Guide. As the mission of Team Finland network is to help enterprises become more international, grow, and succeed in the global market, we wish that this edition of the Business Guide serves you as a tool in your journey.

This Business Guide provides you useful facts about trade between Finland and India as well as details of Finnish companies established in India and vice versa.

To date, Finland and India have enjoyed good economic and political relations that we wish to reinforce. Approximately 120 Finnish companies are already established in India, yet Team Finland gives special emphasis on the facilitation of market access for Finnish SMEs. Similarly, Indian companies have also acknowledged Finland as a competitive destination for investment.

We wish that this year's Business Guide edition serves your interests!



Aapo Pöhlö
Ambassador
of Finland



Ritva
Haukijärvi
Counsellor



Leena
Österberg
Head of Finpro India



Dr. Anand Sethi
Advisor
Finnfund



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Country Facts



Finland

Surface area:	338,420 Sq. Km.*
Population:	5.40 million*
Government type:	Parliamentary Republic*
GDP (current USD):	270,70 billion (2014)*
GDP per capita (current USD):	49,541.30 (2014)*
GDP per capita, PPP (current USD):	39,754.50 (2014)*
GDP growth (annual %):	0,10 (2014)**
Trade (% of GDP):	75*
Exports of Goods and Services (% of GDP):	37,30 (2014)*
Current account balance (% of GDP):	-0,9 (2013)*
Fiscal year:	Calendar year*
Currency unit:	Euro*
Consumer price index (2010=100):	109 (in 2014)*
Inflation, consumer prices (annual %):	1 (in 2014)*
Internet users (per 100 people):	92 (in 2014)*
Mobile cellular subscriptions (per 100 people):	140 (in 2014)*
Tertiary school enrollment (% gross):	92 (in 2013)*

*World Bank Databank (2015)

**Statistics Finland (2015)

India

Surface area:	2,973,190 Sq. Km.*
Population:	1,267 million*
Government type:	Federal Republic, Parliamentary Democracy*
GDP (current USD):	2,067 billion (2014)*
GDP per capita (current USD):	1,595.70 (2014)*
GDP per capita, PPP (current USD):	5,707.70 (2014)*
GDP growth (annual %):	7,40 (2014)*
Trade (% of GDP):	50 (2014)*
Exports of Goods and Services (% of GDP):	23,60 (2014)*
Current account balance (% of GDP):	-1,50 (2014)*
Fiscal year:	April 1 to March 31*
Currency unit:	Rupee*
Consumer price index (2010=100):	140,40*
Inflation, consumer prices (annual %):	6,40*
Internet users (per 100 people):	18 (2014)*, 307 million (2015)**
Mobile cellular subscriptions (per 100 people):	74 (in 2014)*
Tertiary school enrollment (% gross):	25 (in 2013)*

*World Bank Databank (2014)

**Gartner (2015)

Finland as a Business Society



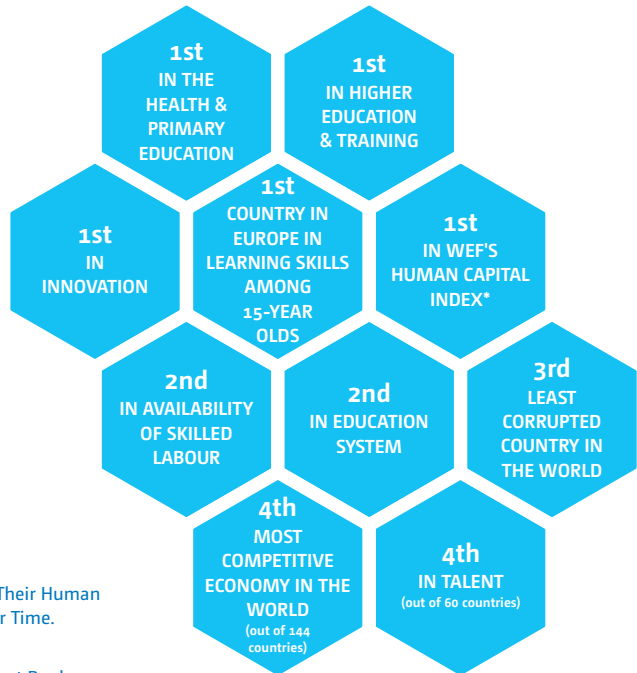
Welcome to do business with Finns!

Finland is a politically and economically stable country and a member of the European Union since 1995. The country is recognized as one of the most competitive and open economies in the world with minimum corruption and red-tape.

Finland invests strongly in the education and well-being of its people. Hence it is no wonder that Finland is among the highest ranking countries in the world by international parameters in terms of education and the availability of highly skilled labor force.

Similarly, the long-standing national investments in R&D and innovation together with a future-oriented technology policy have produced world class expertise in many sectors of the Finnish economy.

Finland in parameters

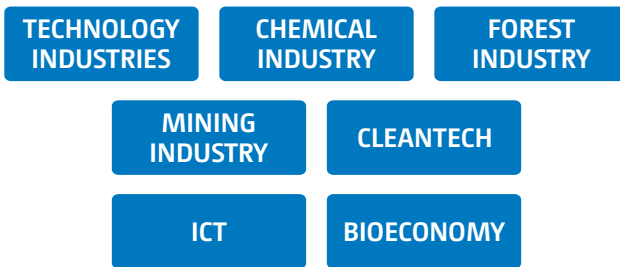


*Quantifies How 124 Countries are Developing And Deploying Their Human Capital And Tracks Progress Over Time.

Source: Team Finland, Finland Fact Book 2014

Plenty of opportunities lie especially in the industry sectors of cleantech, forestry, metal, ICT, machinery manufacturing, as well as health and well-being. Finnish industry continuously aims to maximize the benefits of research, networking and international cooperation.

Principal Industrial and Business Sectors



In summary, Finland is a highly productive country where several modern industries involving high technology solutions are continuously upgraded and people's expertise is developed. However, at the same time primary production in traditional industries, such as forestry and mining, continues to play an important role in the economy. Today, 70.4% of the GDP accounts for services and 26.8% for secondary production.

In the future, investment in the ICT sector, for instance, is expected to focus especially on automotive electronics and software, smart traffic, health and wellness technology, game industry, wireless technology, industrial internet, cyber security and data centres. Moreover, Finland's strong industrial base, know-how and excellent availability of wood raw material provide a good platform for bio-economy and other cleantech investments.



Doing Business with Finns

Finns typically strive to make sensible use of their time, so they do their best to follow schedules and plans, and they usually expect the same from others. Finnish business people wish to have objectives, tasks and procedures defined in advance. It is advisable to be well prepared and gather necessary data before meetings, as this creates a basis for thorough decision making. In business negotiations, Finns typically like to get to the point fast, so spending too much time on small talk is not necessary or even appreciated. Instead, directness is valued – what Finns say is what they mean, and they expect you to keep your word.

The culture of flat power structures has contributed to a rather informal business environment where all are to be treated equally. Therefore, expressing initiative and suggesting ideas, regardless of status, is valued. Gender equality is essential, so treat Finnish ladies as you treat men. Finns address each other with first names only. Dressing is casual.

As Finns prefer to demonstrate their stamina and independence, they dislike being too closely supervised. They will rather prefer to come to you with the end result. Modesty is what Finns are good at. Neutral mode in sharing achievements or success is appreciated.

Don't always expect immediate feedback from a Finn. Bear in mind that it is acceptable, if not desirable, to take breaks from the conversation and especially not to talk while others are talking. Finns greatly appreciate a genuine interest in Finland and the Finnish culture. However, they also enjoy discovering cultural differences between Finns and other nations. English is commonly spoken. And even if most Finns will take some time to open up, most will demonstrate the positive characteristics typical to Finns, such as solidarity, honesty and sincerity.

Finland-India Trade



India in the Finnish Economy

Finland's economy is firmly integrated into the global economy, and foreign trade plays an important role. Although the most important trade partners for Finland consist of the other EU countries, accounting for 57% of the Finnish goods exports, Finland's focus on Asian markets is yet rising. Trade between Finland and India has significantly increased since year 2000, and nowadays India is Finland's fourth biggest trade partner in Asia. However, considering India's market size and market potential, the Finnish exports and investments are still at a rather modest level. In 2014, India's share of the Finnish goods exports was 0.7 % of the total goods exports.

Majority of the Finnish exports to India consist of industrial machinery, electronic devices and equipment, chemical substances, and paper products. The most remarkable import products from India to Finland, in turn, are clothing, textiles, oil products and chemical substances.

Finland-India trade in figures, EUR million (2014)

	Export	Import
Products	399.5 €	372.7 €
Services	151.3 €	378.3 €
Total	550.8 €	751.0 €

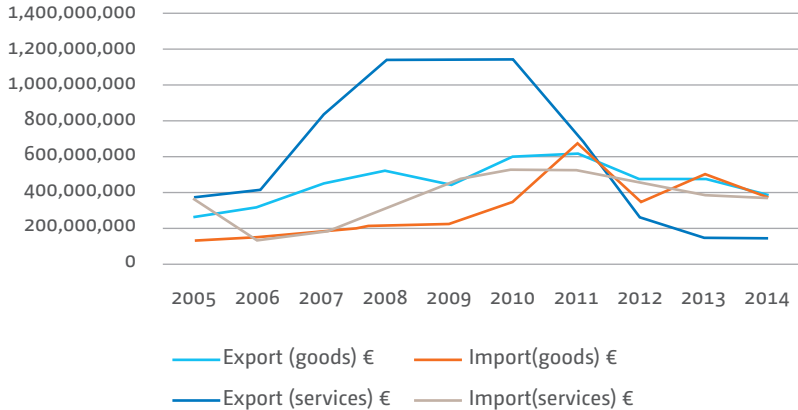
Sources:

Statistics Finland (2014)

Finnish Customs(2014)

The following graphs provide a quick overview about trade between Finland and India from 2014.

Finland-India Total Trade



Top 10 Finnish Export Products

EUR billion in 2014

1.	Diesel fuel	5.9
2.	Coated paper and paperboard	3.8
3.	Stainless steel	2.1
4.	Sawn goods	1.5
5.	Pulp	1.4
6.	Uncoated paper and paperboard	1.2
7.	Cars and other vehicles	1.1
8.	Electricity transformers and frequency changers	1.0
9.	Medical instruments	1.0
10.	Medication	0.6

Source: Finnish Customs (2014)

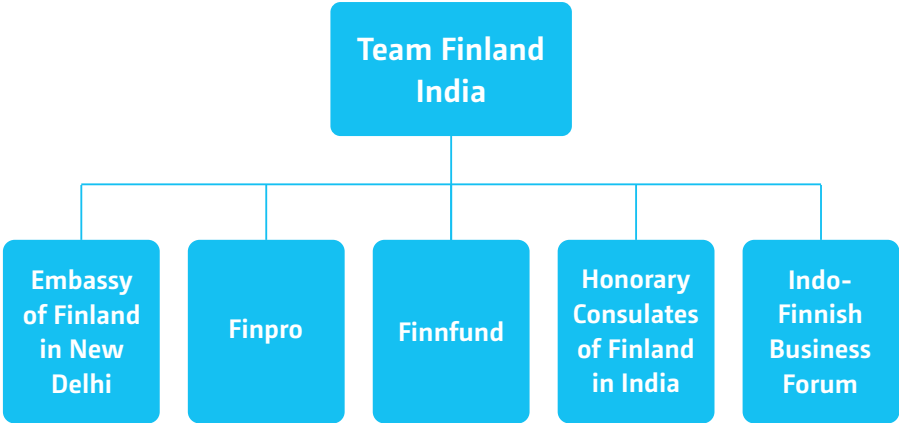
Top 10 Indian Import Products

To Finland, EUR million in 2014

1.	Petroleum Oils	69.9
2.	Clothing and Apparel	59.9
3.	Medicaments	27.6
4.	Manufactures of Base Metals	15.1
5.	Textile Made-up Articles	14.7
6.	Footwear	11.7
7.	Industry Machinery and Equipment	10.3
8.	Fruits and Nuts	8.1
9.	Floor Coverings	7.7
10.	Ores and Concentrates of Base Metals	10.2

Source: Finnish Customs (2014)

Team Finland India





Team Finland



The Team Finland network promotes Finland and its interests abroad: the internationalisation of Finnish enterprises, investments in Finland, and the country brand.

The Team Finland operating model brings together the key actors and services in these areas. The core of the network consists of the publicly funded organisations operating in these fields, such as the ministries, Finland's network of diplomatic missions, Finpro, national culture and science institutes, Finnvera, Finnfund, and the regional internationalisation services, built upon the ELY Centres (Centres for Economic Development, Transport, and the Environment).

Team Finland partners in India are:

- Embassy of Finland, New Delhi
- Finpro Finland Trade Centre, New Delhi
- Finnfund in India
- Honorary Consulates of Finland in India
- Indo-Finnish Business Forum

Team Finland Coordinator in India:

Ms. Ritva Haukijärvi, Counsellor
Embassy of Finland, New Delhi
Tel: +91 11 4149 7500

Embassy of Finland | New Delhi



EMBASSY OF FINLAND
NEW DELHI

The Embassy of Finland in New Delhi promotes the interests of Finland and Finns in India. The Embassy facilitates political, commercial and economic ties between Finland and India and supports mutual co-operation in the fields of science, technology and education in accordance with the Team Finland strategy. It also works on enhancing the country image of Finland. Contacts to the media as well as cultural activities are important tools in this work. Moreover, its task is to provide support for Finnish citizens in consular matters and issue visas and permits for Indians and third country citizens in the region.

The field of responsibility of the Embassy covers also Bangladesh.

The Ambassador for India and Bangladesh is H. E. Mr. Aapo Pöhlö.

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New Delhi, 110021
Tel: +91 11 4149 7500
Fax: +91 11 4149 7555
E-mail: sanomat.nde@formin.fi
Website: www.finland.org.in

Finpro Finland Trade Centre



Finpro helps Finnish SMEs go international, encourages foreign direct investment into Finland and promotes tourism. Finpro is there to bring growth to Finland. It manages major national projects including Cleantech Finland, Future Learning Finland and FinlandCare.

Finpro is now Export Finland, Visit Finland and Invest in Finland. Its important role is to generate business opportunities for Finnish companies. Finpro is a public organization and part of the Team Finland network.

Finpro has Trade Centres in thirty countries and Country representative offices in sixteen countries to serve Finnish companies going international.

Address: C/o Business Sweden
Nyaya Marg, Chanakyapuri
New Delhi, 110021
Tel: +91 11 4606 7100
Website: www.finpro.fi





Country Representatives

FINDIAN Consulting

Address: AMARA MLS Business Centre, Acropolis,
148, 6th floor, Dr. Radha Krishnan Salai
Chennai, 600004
Contact: Mr. Dinkar Krishnan / Mrs. Rekha Salvi
+91 44 3384 0000

Times International Consulting

Level 13, Platinum Techno Park,
Plot # 17/18, Sector 30-A, Vashi,
Navi Mumbai, 400705
Contact: Mr. Ashish Koltewar
+91 22 61214993

Evaluated Consultants

Agarwal Jetley & Company

Address: A2/78, Safdarjung Enclave, New Delhi, 110029
+91 11 2616 1002

European Business and Development Centre

Address: DLTA Complex, South Block, 1st Floor, 1, Africa Avenue,
New Delhi, 110 029
+ 91 11 3352 1500

Jcurve Ventures Pvt. Ltd.

Address: M26, Greater Kailash -II, New Delhi, 110048
+91 11 49488900

Kasvu Consulting

Contact: Ms. Silva Paananen
Managing Director
Silva.Paananen@kasvu.consulting

T&A Consulting

Address: 1400A, 4th Floor, Devika Towers, 6 Nehru Place, New Delhi, 110019
+91 11 4170 9326

Finnfund



Finnfund (Finnish Fund for Industrial Cooperation Ltd.) is a development finance company that provides long-term risk capital for private projects in developing countries. Apart from co-investing in Finnish companies, Finnfund can finance ventures that use Finnish technology, cooperate with Finnish partners on a long-term basis or generate major environmental or social benefits.

Dr. Anand Sethi is Finnfund's advisor for India and the neighboring countries Bangladesh, Bhutan, Nepal and Sri Lanka.

Address: Uudenmaankatu 16 B
P.O. Box 391
00121, Helsinki
Tel: +358 9 348 434
Fax: +358 9 3484 3346
Website: www.finnfund.fi

Honorary Consulates of Finland, India



Finland has Honorary Consulates in four major cities in India: Bengaluru, Chennai, Kolkata and Mumbai. Together with diplomatic missions, the Honorary Consulates promote economic and cultural relations between Finland and India in their respective geographical areas and take part in strengthening Finland's country image.

Honorary Consulates can serve both the interest of the Finnish companies as well as individual Finns and have the permission to grant certain types of notarized certificates. The Honorary Consulates act on a part-time basis without remuneration.

Bengaluru

Mrs. Geetanjali Kirloskar

C/o Kirloskar Systems Ltd.
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Mr. M. Ct. P. Chidambaram

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Mr. Satish Kapur

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+91 22 6639 0033
Pranava.Bhargava@shrenuj.com



Indo-Finnish Business Forum

IFBF

Indo-Finnish Business Forum (IFBF) works as a member-based network with the objective of promoting and developing business relations for its members. IFBF works together with its member companies to address their problems and organizes regular events around different themes.

IFBF has recently started to strengthen its co-operation with The Swedish Chamber of Commerce India (SCCI) and Innovation Norway. The aim of the co-operation is to increase networking between the Scandinavian companies in India and thus provide a broader geographical network for the member companies.

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New Delhi, 110021

Tel: +91 11 4606 7100

Fax: +91 11 4606 7120

E-mail: gurpreet.kalsi@finpro.fi

Website: www.ifbf.in

Business Facilitators



Finnpartnership



Finnpartnership

The Finnish Business Partnership Programme, Finnpartnership, provides advisory services for the business activities of Finnish companies in developing countries as well as financial support in the planning, development and training phases of a project. Finnpartnership provides its services free of charge.

Finnfund is responsible for the management and implementation of the Business Partnership Programme.

Address: C/o Finnfund
P.O.Box 391
00121 Helsinki

Tel: +358 9 3484 3314

Fax: +358 9 3484 3346

Website: www.finnpartnership.fi

The Finnish Funding Agency for Technology and Innovation

Tekes

Tekes (the Finnish Funding Agency for Technology and Innovation) is the main government financing and expert organization for research and technological development in Finland. Tekes finances industrial R&D projects as well as projects in universities, polytechnics and research institutes. It focuses especially on challenging, innovative and risk-intensive projects.

Tekes funds its target projects through low-interest loans or grants, depending on the stage of the innovation and the nature of the proposed project. Tekes also awards financing to foreign-owned companies registered in Finland as long as the financed project contributes to the Finnish economy.

Innovation co-operation between Tekes and Indian partners focuses on the following sectors: Healthcare, Cleantech, Digitalisation, Learning Solutions, Smart Cities, Frugal Innovations and Bio IT.

Address: Kyllikinportti 2, Länsi-Pasila
P.O.Box 69
00101, Helsinki

E-mail: kirjaamo@tekes.fi

Website: www.tekes.fi



Finnish-Indian Trade Association

FINNCHAM

The Finnish-Indian Trade Association is part of a larger trade association network of FinnCham. The purpose of the association is to develop relations between Finland and India in the fields of trade, industry and other lines of business. The Trade Association forms a forum for discussion. The primary task of the Trade Association is to act as a networking primus motor in Finland. The Finnish-Indian Trade Association brings together companies and private persons engaged in business between Finland and India. FinnCham network co-operates with the Team Finland network.

Address: C/o Finland Chamber of Commerce
Aleksanterinkatu 17, 7th floor
PO Box 1000
00101 Helsinki

Tel: +358 9 4242 6200

Fax: +358 9 650 303

Website: www.finncham.fi

FinnCham Coordinator in India:

Mrs. Hanna-Leena Harma
Adviser, International Affairs, Trade Associations
Hanna-Leena.Harma@chamber.fi

VTT Technical Research Centre of Finland



VTT Technical Research Centre of Finland is a non-profit research organization and the largest multi-technological applied organization in Northern Europe. VTT provides high-end technology solutions and innovation services for over 1,500 domestic and international customers and partners in both private and public sectors.

VTT co-operates with its customers in producing technologies for business, building success and well-being for the benefit of the society.

Address: P.O. Box 1000
02044, Espoo
Tel: +358 20 722 111
Fax: +358 20 722 7001
E-mail: info@vtt.fi
Website: www.vtt.fi



The Finnish Innovation Fund Sitra

SITRA

Sitra is an independent public foundation operating directly under the supervision of the Finnish Parliament. Its operations are funded with endowment capital and returns from capital investments. Sitra aims to promote the economic prosperity and the future success of Finland.

Sitra focuses its operations on research and training, innovative projects, business development and corporate funding.

Address: Itämerenkatu 11–13,
PO Box 160,
00181, Helsinki
Tel: +358 294 618 991
Fax: +358 9 645 072
E-mail: sitra@sitra.fi
Website: www.sitra.fi/en

Confederation of Finnish Industries



Confederation of Finnish Industries (Elinkeinoelämän Keskusliitto – EK) represents and defends the interests of the Finnish business community, both on the national level, as well as in the EU. EK is engaged in dialogue with decision makers in all subjects relevant to its members such as corporate legislation, taxation, trade policy, innovation environment, SME entrepreneurship as well as energy and climate politics. Furthermore, EK is centrally involved in labor markets together with its member associations.

EK represents the entire private sector and companies of all sizes.

Address: Eteläranta 10,
PO Box 30,
00131, Helsinki

Tel: +358 9 42020

E-mail: ek@ek.fi

Website: www.ek.fi

The Academy of Finland



The Academy of Finland provides funding for high quality scientific research, serves as an expert organisation in science and science policy, and strengthens the position of science and research. It has a long history of cooperation with Indian research funding organisations offering research collaboration possibilities and research funding opportunities for Finnish and Indian research groups, e.g. in researcher mobility, and research projects in selected fields. The Academy of Finland is also an active partner in EU-India cooperation programmes in research and science.

Address: Hakaniemenranta 6,
PO Box 131,
00531, Helsinki
Tel: +358 29 533 5000
Fax: +358 29 533 5299
Website: www.aka.fi

Finnfacts



Finnfacts is a media service unit that operates as an interface between foreign media and Finnish industry and business. Finnfacts is a source of information on Finnish industry and business. Finnfacts' activities are financed by the Ministry of Employment and the Economy and the Confederation of Finnish Industries (EK), although it is a non-governmental, non-profit organization.

Address: Eteläinen Makasiinikatu 4
PO Box 147,
00131, Helsinki

E-mail: finnfacts.press@tat.fi

Website: www.finnfacts.fi

Embassy of India | Helsinki



Embassy of India
Finland and Estonia

The Embassy of India in Helsinki is responsible for strengthening contacts between India and Finland in the scope of public and private sector matters. The Embassy assists in spreading information about India and promotes trade and economic co-operation between the two countries. It also engages with consular matters and issues visas and residence permits for Finnish and third country representatives to India.

The Embassy of India in Helsinki is also accredited to handle corresponding matters in Estonia.

The Ambassador for Finland and Estonia is H. E. Shri. Ashok Kumar Sharma.

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Fax: +358 9 622 1208
E-mail: amb.helsinki@mea.gov.in
Website: www.indianembassy.fi

Confederation of Indian Industry



CII is a non-government, not-for-profit, industry-led and industry-managed organization, playing a proactive role in India's development process. Founded in 1895, India's premier business association has over 7400 members, from the private as well as public sectors, including SMEs and MNCs, and an indirect membership of over 100,000 enterprises from around 250 national and regional sectorial industry bodies.

Address: The Mantosh Sondhi Centre
23, Institutional Area, Lodi Road
New Delhi, 110003

Tel: +91 11 45771000 / +91 11 2462 9994/7

Fax: +91 11 24626149

E-mail: info@cii.in

Website: www.cii.in

Federation of Indian Chambers of Commerce and Industry



Federation of Indian Chambers of Commerce and Industry (FICCI) is a non-government, non-profit organisation and the voice of India's business and industry. FICCI serves its members from the Indian private and public corporate sectors and multinational companies. FICCI works closely with the government on policy issues, enhancing efficiency, competitiveness and expanding business opportunities for industry through a range of specialised services and global linkages. It also provides a platform for sector-specific consensus building and networking.

Address: Federation House, Tansen Marg
New Delhi, 110001
Tel: +91 11 2373 8760/70
Fax: +91 11 2372 1504/ +91 11 2332 0714
E-mail: ficci@ficci.com
Website: www.ficci.com

The Associated Chambers of Commerce & Industry of India



The Associated Chambers of Commerce & Industry of India (ASSOCHAM) is an apex trade association that has contributed significantly to shaping up the trade, commerce and industrial environment of India. ASSOCHAM is currently serving over 450,000 members from all over India and continues to work towards creating a conducive environment of India business to compete globally.

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New Delhi, 110021
Tel: +91 11 4655 0555
Fax: +91 1123017008/9
E-mail: assochem@nic.in
Website: www.assochem.org

European Business and Technology Centre (EBTC)



European Business and Technology Centre

The European Business and Technology Centre (EBTC) supports EU clean technology companies and researchers on their market entry to India with a focus on biotechnology, energy, environment and transport.

EBTC is a programme co-funded by the European Union and coordinated by EURO CHAMBRES.

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New Delhi, 110029

Tel: +91 11 3352 1500
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Website: www.ebtc.eu

Federation of Indian Micro, Small and Medium Enterprises



FISME is the leading trade body of SMEs in India. It is a large network of geographical and sectoral SME associations present all over the country. Having a strong reform orientation, it primarily focuses on trade and market access issues. Besides of providing trade support, FISME is engaged in studies, research and advocacy on behalf of the SME sector.

Address: B-4/161 Safdarjung Enclave
New Delhi, 110029
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Fax: +91 11 2610 9470
E-mail: info@fisme.org.in
Website: www.fisme.org.in

India Brand Equity Foundation



India Brand Equity Foundation (IBEF) is a public-private partnership between the Ministry of Commerce and Industry, Government of India, and the Confederation of Indian Industry. It aims to effectively present the Indian business perspective and leverage business partnerships in a globalizing market place.

Address: C/o India Brand Equity Foundation
Apparel House, 5th Floor, No. 519-22,
Sector 44, Gurgaon
Haryana, 122003

Tel: +91 124 4499600 - 06

Fax: +91 124 4499615

E-mail: info.brandindia@ibef.org

Website: www.ibef.org



NASSCOM

NASSCOM

NASSCOM (former National Association of Software and Service Companies) is the premier trade body and the chamber of commerce of the IT software and services industry in India. NASSCOM facilitates business and trade in software and services and encourages the advancement of research in software technology. NASSCOM is headquartered in New Delhi, India, with regional offices in Mumbai, Chennai, Hyderabad, Bangalore, Kolkata and Pune.

Address: C/o International Youth Centre,
Teen Murti Marg, Chanakyapuri,
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E-mail: info@nasscom.in

Website: www.nasscom.in

Pohjola Bank



Pohjola Bank is the corporate banking arm of OP Financial Group, the leading financial services group in Finland with a balance sheet of over €110 billion and a network of around 350 branches. Pohjola Bank offers services also for corporate customers in the Baltic countries. According to a study conducted by Bloomberg in July 2015, Pohjola Bank was the 8th strongest bank in the world. Pohjola Bank provides its corporate and institutional customers with a full range of banking, non-life insurance and wealth management services.

In India, Pohjola Bank offers a range of local banking services to Finnish companies' subsidiaries through correspondent banking arrangements practically with all authorized banks. Pohjola Insurance has a partnership with the international RSA Insurance Group, through which Pohjola can offer local insurance cover in India.

In addition, Pohjola has a consultant in India to support Finnish companies. Companies' specific needs concerning setting up business operations in India, selecting a local banking partner, opening bank accounts and choosing the right business location can be addressed through Pohjola Bank's Consultant for India:

Pohjola Coordinator in India:
Mr. Bhupendra J. Shah
+ 91 9821095504
BhupendraJShah@eth.net
www.pohjola.fi

Handelsbanken

Handelsbanken

Handelsbanken conducts universal banking operations in the Nordic countries, Great Britain and The Netherlands. In Asia, the bank has full service operations in Singapore, Shanghai and Hong Kong along with Representative Offices in Mumbai, Kuala Lumpur, Jakarta, Sydney, Taipei and Beijing. The bank has 46 branches in Finland and is one of the leading lenders in the country.

The Indian office, located in Mumbai since 2006 and staffed with three persons, supports customers doing business in India by providing access to bank accounts and necessary operational credits. Handelsbanken also provides foreign currency loans to Finnish companies in India. Imports and exports to/from India requiring letters of credits or guarantees is facilitated by the bank's experienced trade finance teams. The bank offers customer financing for large India-related export deals as well as financing of infrastructure projects. Indian companies looking for business opportunities in the Nordic area can also avail themselves of the bank's corporate finance specialists.

Address: 53 B, 3 North Avenue, Maker Maxity,
Bandra Kurla Complex, Bandra East
Mumbai, 400051
Tel: +91 22 40222428
Mobile: +91 98 3363 3169
E-mail: ashg01@handelsbanken.in
Website: www.handelsbanken.com

Handelsbanken Coordinator in India:
Mr. Ashish Gupta
Chief Representative

PHD Chambers of Commerce



PHD Chambers of Commerce and Industry, established in 1905, is a dynamic multi-state apex organization working at the grass-root level and with strong national and international linkages. The Chamber acts as a catalyst in the promotion of industry, trade and entrepreneurship.

PHD Chamber, regardless of its research-based policy advocacy role, positively impacts the economic growth and development of India. PHD Chamber is more than an organization serving the business community, as it lives by the motto 'In Community's Life & Part of It', and contributes significantly to socio-economic development and capacity building in several fields.

PHD Chamber provides information on business opportunities outside India and a platform to interact with visiting foreign business delegations. The Chamber is globally connected through institutional linkages with over 60 important foreign Chambers of Commerce.

Apart from its headquarters in New Delhi, the Chamber has regional offices in Jammu, Shimla, Chandigarh, Lucknow, Jaipur and Bhopal.

Address: PHD House, 4/2 Siri Institutional Area,
August Kranti Marg,
New Delhi 110016
Tel: 91-11-26863801-04, 49545454
Fax: 91-11-26855450, 49545451
E-mail: phdcci@phdcci.in
Website: www.phdcci.in

Setting up a Business



Setting up a Business in India

The entry of foreign entities in India for business purposes can, primarily, be through one of the following modes:

1. Entry for short term/limited activities: Establishment of Liaison/ Branch/ or Project Office
2. Entry for long term/ broader activities: Establishment of Wholly Owned Subsidiary (WOS) / Joint Venture company (JV) / Limited Liability Partnership (LLP)
3. Entry through Financial Institutions

1. Entry for short term / limited activities

Liaison Office

A body corporate incorporated outside India (including a firm or other association of individuals) can establish a Liaison Office (also known as Representative Office) in India to carry out liaison activities, i.e. to act as a channel of communication between Head Office abroad and parties in India. A Liaison Office is not allowed to undertake any business activity in India or earn any income in India. Expenses of such offices are to be covered entirely through inward remittances of foreign exchange from the Head Office outside India. The role of such offices is, therefore, limited to collecting information about possible market opportunities and providing information about the company and its products to the prospective Indian customers.

The establishment of a Liaison Office falls under an automatic route (i.e. no need to take any prior approval) if the principal business of the foreign entity falls under the sectors where 100 per cent FDI in India is permissible under the automatic route which is the case in most of the sectors). In other cases, prior approval of the Reserve Bank of India (RBI) / Foreign Investment Promotion Board (FIPB) is required before establishing the Liaison Office.

Branch Office

Body corporate incorporated outside India (including a firm or other association of individuals) and engaged in manufacturing or trading activities are allowed to set up Branch Offices in India with specific approval of the Reserve Bank. Such Branch Offices are permitted to represent the parent / group companies and undertake activities in India such as export / import of goods, rendering professional or consultancy services, carrying out research work in areas in which the parent company is engaged, promoting technical or financial collaborations between Indian companies and parent or overseas group company, representing the parent company in India and acting as buying / selling agent in India, rendering services in information technology and development of software in India, rendering technical support to the products supplied by parent/group companies, foreign airline / shipping company, etc.


Although Branch Offices are also allowed for a limited area of operation, such operations are wider than a Liaison Office. Normally, the Branch Office should be engaged in activities to assist the parent company and are not allowed to conduct operations in retail trading, manufacturing, processing, etc. The profit of a Branch Office is freely remittable outside India and subject to payment of the applicable tax.

Project Office

A body corporate incorporated outside India (including a firm or other association of individuals) can establish a Project Office for executing a project in India secured through an Indian company. The establishment of Project Office would be through automatic route (i.e. without any prior approval) if:

- (i) The project is funded directly by inward remittance from abroad, or
- (ii) The project is funded by a bilateral or multilateral International Financing Agency, or
- (iii) The project has been cleared by an appropriate authority, or
- (iv) A company or entity in India awarding the contract has been granted term Loan by a Public Financial Institution or a bank in India for the project.

If none of the above criteria are not met, the foreign entity has to approach the Reserve Bank of India, Central Office, for approval. The Project Office shall work



only for the purpose of executing the Project and nothing else. The expenses of the Project Office shall be covered either through inward remittance or through the earnings of the Project. Once the Project is over, the Project Office shall get wound up and the surplus amount can be remitted back after due payment of tax.

A Liaison Office, a Branch Office and a Project Office all have to do certain filings and undergo other procedures for regulatory purposes, and they also need to obtain certain identities, such as Unique Identification Number (UIN), Permanent Account Number (PAN), etc.

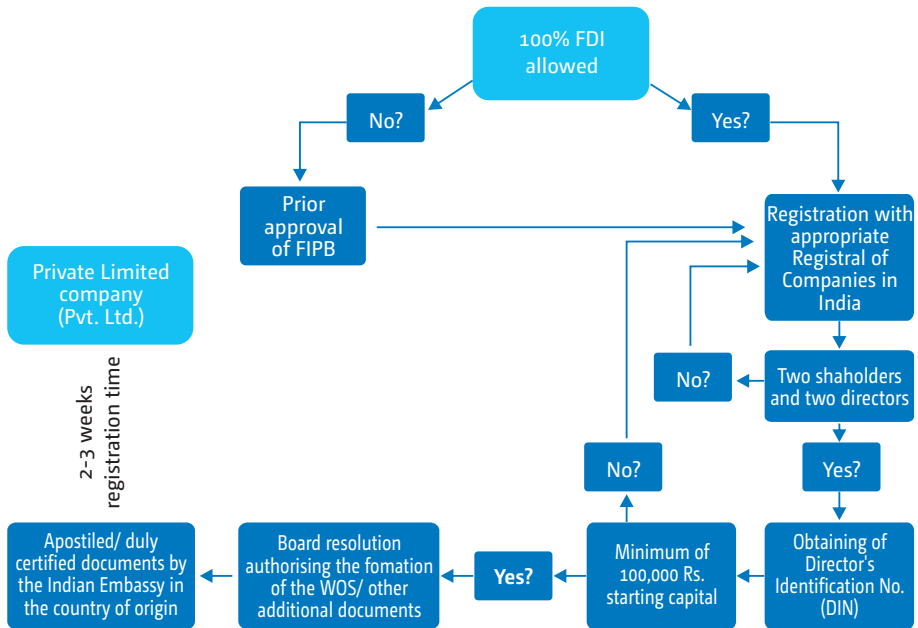
2. Entry for long term / broader activities

For a long term and broader activities, a body corporate incorporated outside India (including a firm or other association of individuals) can set up a wholly owned subsidiary (WOS), a joint venture company (JV) or a limited liability partnership (LLP) in India.

Entering into business through the WOS mode would be by setting up of a new entity in India, whereas entering through the JV or LLP mode would be either by setting up a new entity or by investing in an already existing JV or LLP. Furthermore, while setting up or operating a WOS and JV are regulated by the Companies Act, 2013, the setting up or operating a LLP is regulated by the Limited Liability Partnership Act, 2008. Market entry via WOS, JV or LLP in any sector is again regulated by the sectorial cap on foreign investment prevalent in those sectors. The investment up to the limit of sectorial cap are made under the automatic route (i.e. without any prior approval), whereas any investment beyond the limit of sectorial cap needs prior approval from the Foreign Investment Approval Board (FIPB).

By functioning as WOS, JV or LLP, foreign companies can engage in a wide range of operation, as they will be treated equally as any other Indian company or LLP (excluding certain restrictions, such as downward investment, etc.)

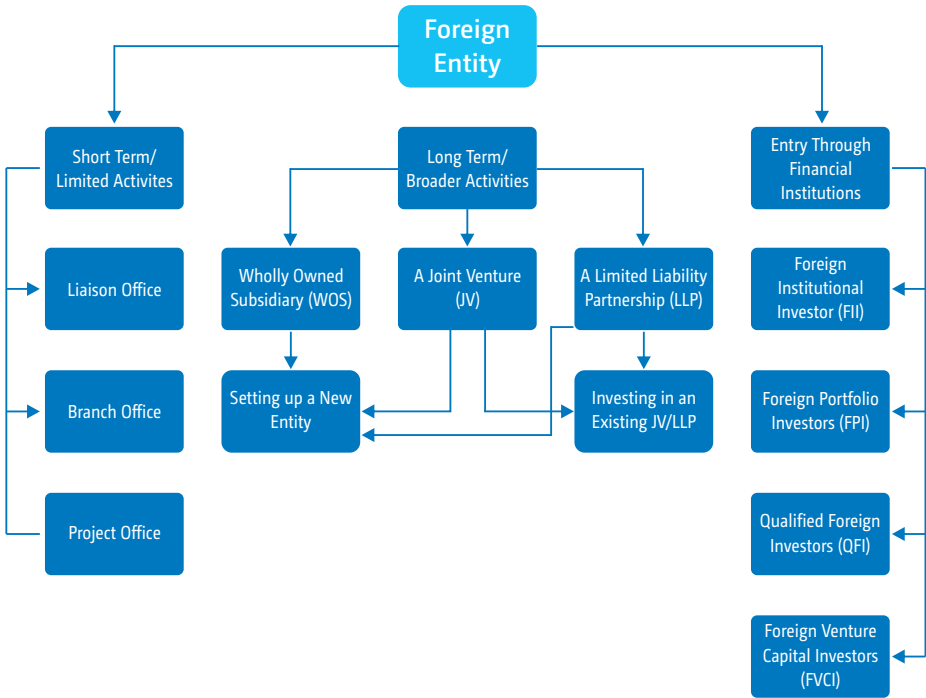
Steps of establishing a wholly owned subsidiary in India: Private Limited Company (Pvt. Ltd.)



3. Entry through financial institutions

Apart from the above, operations of foreign companies in India are allowed through various financial institutions, such as Foreign Institutional Investors (FII), Foreign Portfolio Investors (FPI), Foreign Venture Capital Investors (FVCI), Qualified Foreign Investors (QFI), etc. These financial institutions need to be registered with the Securities & Exchange Board of India (SEBI) under the applicable SEBI Guidelines before doing business in India. Apart from the sectorial caps for FDI, the investment of these financial institutions in India is regulated through the respective SEBI Guidelines.

Steps of setting up a business in India by possible modes



Source: Agarwal Jetley & Co (2015)

Setting up a Business in Finland

Finland offers a safe business environment and highly qualified human capital close to the major markets. It all starts from choosing the right kind of company type: limited company, public limited or a branch office. In addition, business can be conducted through general or limited partnerships or co-operatives. This chapter will introduce you to the different company types and formalities required to establish each.

Limited company: foreigner as a founder of a limited company

A limited company can be established by one or more natural or legal persons (founders). At least one of the founders must be a permanent resident of the European Economic Area (EEA), or in the case of the founder being a legal person, the domicile must be located there. Only the National Board of Patents and Registration might grant exemptions from this rule. Hence, the nationality of the founder is irrelevant. A person who is legally incompetent or declared bankrupt cannot act as a founder.


MOST FOREIGN-OWNED COMPANIES
GROW FASTER AND PERFORM BETTER THAN THE LOCAL COMPANIES AFTER ESTABLISHING THEMSELVES IN THE FINNISH MARKET.

Limited company: foreigner as a founder

A limited company can be established by one or more natural or legal persons (founders). At least one of the founders must be a permanent resident of the European Economic Area (EEA), or in the case of the founder being a legal person, the domicile must be located there. Only the National Board of Patents and Registration might grant exemptions from this rule. Hence, the nationality of the founder is irrelevant. A person who is legally incompetent or declared bankrupt cannot act as a founder.

Permission from the National Board of Patents and Registration

When establishing a limited company, the founder(s) may have to apply for a permission to act as a founder from the National Board of Patents and Registration (NBPR). If a permit is required, the application (free in form), must be submitted to the National Board of Patents and Registrations either in Finnish or



Swedish. An application fee of EUR 120 is to be paid for each decided permit. If permits are applied for three founders of a limited-liability company, three fees are charged, the total fee being EUR 360. The fee is charged after the decision to grant or to deny the permit has been made.

Selecting a business name

Once the permission to act as a founder has been granted, the company must choose the name under which it is going to operate. Only after the company name has been chosen, the company may complete its formation documents and submit the application to enter the Trade Register maintained by the National Board of Patent and Registration. The name must identify the business and be distinct from already existing business names in the register.

The trade name of a private limited company must include the words “osakeyhtiö” (limited company) or the corresponding abbreviation “Oy”, and the trade name of a public limited company is to include the words “julkinen osakeyhtiö” (public limited company) or the corresponding abbreviation “Oyj”.

Share capital

A private limited company is to have a minimum share capital of EUR 2,500 and a public limited company EUR 80,000. The share capital must be paid to the company’s account in full before the company can be entered in the Trade Register.

Registration formalities

New businesses submit the basic declaration to the Trade Register using the start-up notification form. The same form can also be used for registration in the Trade Register, Tax Administration, register of VAT liable businesses, register of employers, and the tax prepayment register. For legal purposes, limited liability companies, and co-operatives are only established once they have been entered in the Trade Register. The registration fee for a private trader is EUR 110, partnerships EUR 240, and for a limited company EUR 380 (EUR 330 for online notification).

Statutory obligations

In a limited liability company, an Ordinary General Meeting must be held in each accounting period, unless otherwise stipulated in the Articles of Association. All registered companies shall appoint a professional auditor to audit their annual accounts, except for the smallest companies, which are exempt from this requirement. Companies must submit their annual accounts to the Trade Register. Public companies must prepare and publish interim reports at least four times a year.

Steps of setting up a Limited Company in Finland: Public / Private Limited Company:

1. Financial arrangement

Investors own capital or loans from commercial banks, public funding from Finnvera, EU-funded support from ELY Centres or R&D and innovation incentives by Tekes.

2. Select the company form

A foreign based company can begin business activities in Finland by opening a limited liability company or by strating a Finnish branch. Check a valid company name from Business Information System: www.ytj.fi/en

3. Registration at the Trade Register and Tax Administration

Business names are registered in Finnish or Swedish in the Finnish Trade Register.

4. Look for premises, recruiting new employees

Recruiting services can be found from recruitment companies, or free services from the national employment offices. Employers have to take into account employees' social security, pension, unemployment and accident insurances, etc.

5. Bookkeeping, auditing and other services

Information related to bookkeeping can be found from the Association of Finnish Accounting Firms, to auditing from HTM-auditors' association and to other services for enterprises from Finland Chamber of Commerce.

For more information on public authorities, trade regulations and employment issues visit: www.enterprisefinland.fi.

Branch office of a foreign trader

A branch refers to a part of a foreign organization or foundation that conducts continuous business or professional activities in a permanent business location in Finland in the name and on behalf of the foreign organization or foundation. The trade name of a branch must include the trade name of the foreign entrepreneur with a supplement that indicates that it is a branch – e.g. CDE Cargo Ltd., branch of Finland. A trade name can also be registered in two or several languages on the condition that the expressions in the different languages correspond to each other in their contents. The notification fee of a branch for a foreign trader is EUR 380. The trader being a citizen of a country outside the European Economic Area (EEA), he or she will also need a permit from the National Board of Patents and Registration for the branch establishment. The permit costs EUR 120.

Acquisition of a business

Finnish law does not impose any limitations on foreign business ownership; also foreigners may acquire Finnish enterprises, their business operations, or become partners in an existing enterprise. The object of an acquisition may be, for example, a private undertaking. You can become a member of an existing cooperative by simply paying the participation share.

The stages of setting up a company in Finland in a nutshell	
1.	Selection of the form of the enterprise
2.	Resolving licensing issues for the business
3.	Arranging finance
4.	As for limited company: Incorporation documents – a) Memorandum of association b) Articles of association
5.	Registration of a new enterprise: It is possible to apply for entry to the Finnish Trade Register and the records of the Central Tax Administration using the same form
6.	Insurance
7.	Organizing accounting

Source: Team Finland, Finland Fact Book 2015

Business Travelling



Business Travelling to India

Finnish and Estonians and those residing in Finland or Estonia are required to apply for a visa when visiting India. The visa type must correspond to the purpose of the trip. The validity of the visa depends on the type of visa being applied. All visa types can be applied at the Embassy of India in Helsinki. Single entry tourist visas can also be applied as on-arrival basis by proceeding with an online visa application at www.indianvisaonline.gov.in in minimum 4 days in advance of the date of arrival with a window of 30 days.

Application procedures and requirements are subject to change and vary according to the visa type. Processing times also vary. During the peak season, which lasts from September to February, processing takes longer than in other times, and applying through post takes longer than applying at the Embassy counter. Applicants who are Finnish or Estonian by birth may apply for express handling. Express processing takes a day and a half. Express handling is available only for applications submitted at the Embassy counter.

For more information on the visa types, fees and application process, visit: www.indianembassy.fi.





Business Travelling to Finland

Indians travelling to Finland will equally require a visa for their trip. This section gives you a brief overview of the procedures regarding visa and residence permits.

Visas

Indians who intend to travel to Finland are requested to apply for a Schengen-visa. This gives them the permission to enter and stay in Finland for a short period of maximum 90 days in any 180-day period. Schengen-visa is valid throughout the Schengen area but it must be applied for from the mission of the country that is the main destination of the journey. You can apply for the Schengen-visa to Finland at visa application centres of Finland in Delhi, Bangalore, Chennai, Hyderabad, Kolkata and Mumbai. The visa processing time is 15 days during high season (April-July) and in individual cases decision period may be extended up to 30 days.

Residence permits

Indian nationals need to have a residence permit to stay in Finland for three months or longer. If you will be working in Finland, you will need a residence permit for a shorter stay. The applicants must submit the residence permit application to the Embassy of Finland in New Delhi in person. Decisions are made by the Finnish Immigration Service in Helsinki.

For residence permit inquiries, please contact The Finnish Immigration Services. You can also visit the webpage of the Embassy of Finland in New Delhi.

More information:

The Embassy of Finland in New Delhi:	www.finland.org.in
Finnish Immigration Service:	www.migri.fi
Ministry of Foreign Affairs:	www.formin.fi
Visa application centres of Finland in India:	www.vfsglobal.com/Finland/India/

Finnish Companies in India



ABB Limited



Brief Profile

ABB is a leader in power and automation technologies that enable utility and industry customers to improve performance while lowering environmental impact. The ABB Group of companies operates in around 100 countries and employs about 145,000 people.

India Operation Details

ABB's operations in India are in excess of one billion US dollars and the company has 14 manufacturing facilities and over 8000 employees in the country. ABB has an extensive countrywide presence with around 23 marketing offices, 8 service centers, 3 logistics warehouses and a network of over 550 channel partners.

ABB continues to bring value to customers in India through leading edge technologies, domain expertise and project execution abilities. India is the largest engineering design and R&D resource base for ABB Group worldwide.

The company's technology strengths, wide offering portfolio and unique ability to package solutions and provide a single window approach to verticals continue to be a key differentiator. While the top-line grows as we create value for customers, focus on productivity, operational efficiencies and working capital management continues to ensure profitability.

Address: 2nd Floor, 49 Race Course Road,
Khanija Bhavan, Bangalore- 560001,
Karnataka, India
Tel: +91 80 2294 9195
E-mail: sanaj.natarajan@in.abb.com
Website: www.abb.com, www.abb.co.in

Abloy High Security Locks (India) Pvt. Ltd.



Brief Profile

Abloy High Security Locks Private is the Indian subsidiary of Abloy Oy. Abloy specializes in high security restricted master key systems and electronic and electro-mechanical security products. Abloy India deals exclusively with genuine Abloy products, which it imports from its manufacturing plant in Joensuu, Finland, and configures and assembles to local customer requirements.

India Operation Details

Abloy India was established in 2008 in Chennai, and has offices in Mumbai and Delhi, and distributors in Bangalore, Coimbatore, Delhi, Hyderabad, Kochi, Mumbai and Colombo. The warehouse and administration offices are located in Teynampet, Chennai.

Address: Hall Mark Towers, 3rd Floor
O.No.136, New No.550, TTK Road,
Alwarpet, Chennai – 60001, India

Tel: +3584443907100

Website: www.abloy.in

Ahlstrom Asia Holding Pvt. Ltd. Abloy Ahlstrom Fiber Composites India Pvt. Ltd.



Brief Profile

Ahlstrom is a high performance fiber-based materials company, partnering with leading businesses around the world to help them stay ahead. The company aims to grow with a product offering for clean and healthy environment. Ahlstrom's materials are used in everyday applications such as filters, medical fabrics, and more. In 2014, Ahlstrom's net sales amounted to EUR 1 billion. The company has 3,400 employees serving its customers in 22 countries. Ahlstrom's share is quoted on the NASDAQ OMX Helsinki.

India Operation Details

Ahlstrom Asia Holding Pte. Ltd. has a branch office in Delhi, India with the area of business being specialty papers and nonwovens. Ahlstrom Fibre Composites India Pvt. Ltd. is a wholly-owned subsidiary and has a manufacturing unit in Gujarat with a staff of 100 persons.

Ahlstrom Asia Holding Pte. Ltd. (108-109)

Address: 105-106, 108-109, Prakashdeep Building, 7 Tolstoy Marg,
New Delhi – 110001, India

Tel: +91 11 4307 0951

Fax: +91 11 4358 6176

Contact: Mr. Shantanu Chatterjee, Sales Director
Shantanu.chatterjee@ahlstrom.com

Ahlstrom Fibercomposites India Pvt Ltd.,

Address: Mundra SEZ Integrated Textile & Apparel Park (MITAP),
Plot No. 07, Survey No. 141, Mundra - 370421,
Kutch, Gujarat, India

Website: www.ahlstrom.com

Contact: Mr. Nataraj Gosavi, Director
Nataraj.Gosavi@ahlstrom.com

Andritz Technologies Pvt. Ltd.



Brief Profile

ANDRITZ is a technology company with global operations. ANDRITZ Group is a globally leading supplier of plants, equipment and services for hydropower stations, the pulp and paper industry, solid/liquid separation in the municipal and industrial sectors, the steel industry, and the production of animal feed and biomass pellets. In addition, ANDRITZ offers technologies for certain other sectors, including automation, pumps, machinery for nonwovens and plastic films, steam boiler plants, biomass boilers and gasification plants for energy generation, flue gas cleaning plants, plants for the production of panelboard (MDF), thermal sludge utilization, and Torre faction plants. The publicly listed ANDRITZ GROUP is headquartered in Graz, Austria, and has staff of approximately 25,000 employees worldwide. ANDRITZ operates in over 250 production sites as well as service and sales companies all around the world.

India Operation Details

ANDRITZ Pulp and Paper operation in India is carried out by ANDRITZ Technologies Pvt. Ltd. located at Chennai. The Chennai facility of ANDRITZ Technologies Pvt. Ltd. has about 170 employees catering to various EPS projects in India and abroad.

Address: The Lords, Block II, Plot No. 1&2 (NP), III Floor,
Thiru Vi-Ka Industrial Estate, Jawaharlal Nehru Road,
Ekkattuthangal, Guindy, Chennai, 600032

Tel: +91 44 4293 9351

Fax: +91 44 4293 9394

Website: www.andritz.com

Contact: Mr. Sridhar Gopalan, General Manager
Gopalan.Sridhar@andritz.com

Ashley Alteams India Pvt. Ltd.



Brief Profile

Alteams Group's core business is manufacturing of cast light metal components including related services like design of castings and tooling as well as further processing into assembly-ready components. The company's customers are found within the telecom, automotive, electronics, manufacturing as well as meditech industries. The Alteams Group has production units in Finland, Sweden, Russia, Estonia, China and India. Furthermore, the company has sales offices in Denmark, France and the USA.

India Operation Details

Ashley Alteams India Ltd. is a joint venture with Ashok Leyland and has a factory in the outskirts of Chennai. Ashley Alteams India Ltd was established in 2007 and its factory operations have been in a permanent location since July 2009.

Address: Registered Office:
AD – 61, New No.3, First Floor,
Third Street, Anna Nagar,
Chennai – 600 040, India
Tel: +91 44 4261 5323
Fax: +91 44 2620 0224
E-mail: marketing@ashleyalteams.com

Factory: No.8, SIPCOT Industrial Park,
Chellaperumpulimedu Village,
Sozhavaram Post, Akkur (Via),
Cheyyar, Thiruvanamalai District,
Tamil Nadu, Pin Code- 631 701, India
Tel: +91 4182 221 500
Website: www.ashleyalteams.com



Aspectum Consulting India Pvt. Ltd.

Brief Profile

Aspectum's work is centered on its mastery of customer relationships. Our expertise involves developing company operations from corporate strategies into practical customer relationships. Our tools of customer relationship processes are research, consulting and training.

- Aspectum specializes in making CRM work in practice.
- The method is connecting customer research with customer relationship strategies and action plans through employee workshops
- Aspectum Group co-ordinates the activities in the different

India Operation Details

Aspectum India was incorporated in May 2004. Aspectum operates internationally across the globe. Aspectum Finland Oy coordinates the activities of offices (Aspectum Companies) and partners (Aspectum Representatives) founded in different countries. Aspectum works as a network of professionals, some as independent companies and some as collaborating partners.

Address: Aspectum Consulting India Pvt. Ltd.
 c/o Leadership Consulting Pvt. Ltd.
 A-203, Iris Tech Park, Sector -48, Sohna Road,
 Gurgaon-122018, Haryana, India

Tel: +91 124 4511999

E-mail: yogesh@aspectum.in

Basware Corporation – India Branch Office



Brief Profile

Basware provides open, secure, cloud-based purchase-to-pay and e-invoicing solutions to organizations of all sizes, resulting in greater efficiencies in procurement, accounts payable and accounts receivable.

Companies across all industries, from small businesses to corporate giants use Basware solutions to drive sustainable cost savings, proactive insight to cash flows and improved buyer–supplier relationships. The Basware Commerce Network is founded on the principles of openness, where all types of organizations can collaborate and trade, making it the largest in the world. Today Basware connects millions of business users in 900,000 companies across over 100 countries.

Basware is the global leader in providing solutions for better buying, better selling and connected commerce.

India Operation Details

Basware India is a branch office, established in 2007.

Address: DLF IT Park, Tower F, Third Floor,
Chandigarh –160 001, India
Tel: +91 172 3012 020
Fax: +91 172 3012 019
E-mail: adminin@basware.com
Website: www.basware.com

Beamex India Liaison Office



Brief Profile

Beamex is a leading global provider of calibration solutions that meet even the most demanding requirements of process instrumentation. Beamex offers a comprehensive range of products and services – from portable calibrators to workstations, calibration accessories, calibration software to industry specific solutions and professional services. Through Beamex's partner network, the company's products and services are available in more than 60 countries.

India Operation Details

Since its establishment in early 2009, Beamex Oy Ab India Liaison Office has been providing enhanced sales and marketing support for the local Beamex partner in India. Its additional role is to guide and support the existing and new customers across the country.

Address: Regus Eversun Business Centre,
R-Tech Park, 13th Floor, Building 2
Off Western Express Highway,
Goregaon (East), Mumbai, 400063

Tel: +91 98 3310 2694

Fax: +358 10 5505404

E-mail: rajesh.panchal@beamex.com

Website: www.beamex.com

Betonimestarit Group



Brief Profile

Betonimestarit is a Finnish family-owned company, specialized in the manufacturing of concrete frames and elements. The competition ability is based on high-technological methods of production and strict reliability. The company's supplier chain is brushed up by 25 years of experience.

India Operation Details

Betonimestarit has a joint venture with Simplex Infrastructure Pvt. Ltd. in India. The joint venture company, Simplex Prefab Infrastructure Pvt. Ltd., has a production facility in Khopoli, Maharashtra.

Address: Simplex Prefab Infrastructure Pvt. Ltd.
93 Bajaj Bhavan, Nariman Point,
Mumbai, 400021, India

Tel: +91 22 2202 7533

Fax: +91 22 2286 6210

E-mail: navin@simplexgroup.co.in

Website: www.betonimestarit.fi

Biohit Biotech Systems (India) Private Limited / Sartorius



Brief Profile

Biohit sold its Liquid Handling business to Sartorius in December 2011. Sartorius is a leading international laboratory and process technology provider with core areas of expertise in biotechnology and mechatronics. Sartorius Biohit Liquid Handling Oy is a globally operating company that develops, manufactures and markets liquid handling products such as pipettes and pipette tips. The company is a business area of Sartorius Lab Products & Services, a leading international laboratory and process technology provider with core areas of expertise in biotechnology and mechatronics.

India Operation Details

Sartorius Biohit Liquid Handling Oy has a wholly-owned subsidiary in India.

Address: No. 10 Anna Avenue, Baktavatsalm Nagar,
Adyar, Chennai – 600020 India

Tel: +91 804 3505 250 - 52

Mobile: +91 953 5055 775

Fax: +91 804 3505 253

Website: www.sartorius.com

Contact: Mr. Umamahesh Bhavaraju,
National Manager: Technical & Marketing
Umamahesh.Bhavaraju@sartorius.com

Bofo Solutions Pvt. Ltd.



Brief Profile

Bofo Solutions Pvt. Ltd. is a wholly-owned subsidiary of Rannikon Konetekiikka Oy (RKT) which started its operations in May 2009. The family-owned RKT has expertise in machinery, logistics, BOFO lifting devices and turnkey solutions. RKT is headquartered in Raahe with a manufacturing plant. The company has 150 employees and a turnover of EUR 15 million.

India Operation Details

Bofo Solutions designs, manufactures and markets lifting devices and crane attachments such as grabs (clamshell buckets and orange-peel grapples), container spreaders and coil tongs in India. The components and sub-assemblies are sourced by leading Indian companies and are assembled in a unit located in Pune. Since 2011, manufacturing has been outsourced to a few partners. Financial administration likewise has been outsourced.

Last year, the marketing and selling of the RKT Group in India mainly focused on the steel and aluminium industry, as the company has a global range of business for Automatic packing lines (Plates, Big coils and Slit coils packing). Bofo Solutions is working on two Quotation of Packing lines with an Indian Steel company and is waiting for an Inquiry from SAIL plant. This year the company got a certificate from MECON delivery as a recognition of its products and solutions for SAIL also.

Address: Bofo Solutions Pvt.
Flat 6, Sneha Society, Chaphalkar Colony
Marketyard Road,
PUNE Maharashtra 411037, India
E-mail: info@bofosolutions.com
Website: www.bofosolutions.com

Sales & Marketing:
"Vishwakalyan", Eastern Wing, 1st & 2nd Floor,
149/3, Off ITI Road, Parihar Chowk, Aundh, Pune -411 007, India

CADMATIC Software Solutions Pvt. Ltd. (CSSPL) Bofo



Brief Profile

Cadmatic is a leading developer and supplier of 3D software for the Plant and Ship Building Industries. The company headquarter (CADMATIC Oy) is located in Turku, Finland, from where the company provides design solutions to its large customer base worldwide. Cadmatic is part of ELOMATIC Group, one of the biggest engineering companies in Scandinavia. Close customer relations have allowed Cadmatic to keep its software up to date, meeting the demands of modern design, engineering, manufacturing, production, operations and maintenance.

India Operation Details

Cadmatic Software Solutions Pvt. Ltd. (CSSPL) is 100% owned subsidiary Company of CADMATIC Oy, Finland. CSSPL started its operations in India in 2007, and the Indian office takes care of all Sales, Support and other activities for the whole of South East Asia.

CADMATIC 3D Plant Design, Ship Design and Information Management Software has been optimized for the use within Engineering Networks and in a wide range of industries. The offering includes CADMATIC 3D PLANT DESIGN & ENGINEERING SOFTWARE; NUPAS CADMATIC: 3D SHIP DESIGN & ENGINEERING SOFTWARE; eBrowser for project management; and eShare Information management.

Address: CADMATIC Software Solutions Pvt. Ltd (CSSPL)
(Head Office): 403, Fourth Floor, "Dev Corpora" Building,
Opp. Cadbury Junction, Eastern Express Highway,
Khopat, Thane (W) 400 601. Maharashtra, India
Tel: +91-22 – 25410715 ; Mob: +91 9833511557
Website: www.cadmatic.com / www.nupas-cadmatic.com

Contact: Mr. Roshansingh Navlur,
Director(India & South East Asia), Sales & Operations
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Roshansingh.Navlur@cadmatic.com

Cargotec India Pvt. Ltd.



Brief Profile

Cargotec Corporation shapes the cargo handling industry for the benefit of its customers and shareholders. Cargotec's business areas, MacGregor, Kalmar and Hiab, are recognized leaders in cargo and load handling solutions around the world. The company's global network is positioned close to its customers and offers extensive services that ensure a continuous, reliable and sustainable performance according to customer needs. Cargotec's sales totaled approximately EUR 3.4 billion in 2014, and it employs approximately 11,000 people. Cargotec's class B shares are quoted on NASDAQ OMX Helsinki Ltd under symbol CGCBV.

India Operation Details

Cargotec India offers, among other capabilities, the following expertise:

- Products and solutions by Cargotec's recognized brands MacGregor, Kalmar and Hiab
- Integrated cargo flow solutions for maritime transportation and offshore industries by McGregor
- Cargo handling solutions and services to ports, terminals, distribution centres and to heavy industry by Kalmar
- Hiab's load handling solutions; Hiab loader cranes, Hiab Multilift demountables, Hiab Moffett truck-mounted forklifts, Hiabloglift and Hiab jonsered forestry cranes and tail lifts
- Cargotec India runs a number of operating and maintenance contracts in various container terminals and freight stations. Cargotec India has a manufacturing and assembly base in Bengaluru. Navis has an engineering and support centre in Chennai.

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Tel: + 91 22 6773 6666
Fax: +91 22 6773 6600
E-mail: cargotec.india@cargotec.com
Website: www.cargotec.com

Chempolis India Pvt. Ltd.



Brief Profile

Chempolis Ltd. is a technology leader delivering innovative 3G formico® biorefining technologies that provide profitable, sustainable and cost-effective solutions for the biomass, agri, paper, oil, sugar, alcohol, and chemical industries to refine biomass into high-quality products while minimizing environmental impact and maximizing social benefits.

Chempolish core products are the two patented third generation technologies for biorefining of non-food biomasses: formicobio™ for the co-production of advanced biofuels, such as cellulosic ethanol, cellulosic sugars, platform biochemicals and biocoal, and formicofib™ for the co-production of papermaking fibers (i.e. pulp), platform biochemicals and biocoal. The competitive edge of Chempolis 3G biorefining technology platform is that it enables production of multiple value-added products from renewable raw materials.

India Operation Details

Chempolis technologies provides extensive business opportunities in India in conversion of materials such as rice and wheat straw, corn stover, bagasse & sugar cane trash and bamboo to value added biobased products to replace petroleum based products.

Address: A2/78 Safdarjung Enclave,
New Delhi, 110029, India

Website: www.chempolis.com

Contact: Mr. Pasi Rousu, President (Asia & Pacific and Americas)
Pasi.Rousu@chempolis.com

Citec Engineering India Pvt. Ltd.



Brief Profile

Citec specializes in providing Engineering, Information management and Project management services to various industries including Power, Oil & Gas, Process, Manufacturing, Civil and Vehicles. With services ranging from Conceptual & Feasibility studies to Commissioning at site, Citec's capabilities can be summarized as EPCM services for plant owners, investors and EPC suppliers.

Established in 1984, Citec is headquartered in Vaasa, Finland, and has offices in Finland, India, Sweden, the UK, France, Germany, Norway, Russia, Singapore and Saudi Arabia. The number of employees at Citec is currently more than 1300.

India Operation Details

Established in 2004, Citec India employs approximately 500 employees, contributing with more than one third to the group strength. The registered office is in Mumbai with branch offices in Pune, Chennai and Bangalore.

Citec India also has operations in Saudi Arabia, working in association agreement with Alrabiah & Partners Co. Considering the immense potential of expansion in India, Citec India is an area of special focus for the group with strategy driven targets planned for India.

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Fax: +91 22 6790 3817
Website: www.citec.com

Comptel Corporation



Brief Profile

Comptel has been at the core of delivering digital and communication services to more than 1 billion people and businesses. Every day, the company takes care of more than 20% of the world's mobile usage data. Over the years, almost 300 digital service and communications providers in 90 countries have trusted Comptel to manage complexity and reduce friction in their most critical processes, to perfect their business and the digital moments of their customers.

With the company's Monetizer policy and charging, you can innovate and design rich communication and data service offers at the speed of business. Using the FlowOne fulfillment suite and ecosystem, you can master the orchestration of service and business flows from ground to cloud.

India Operation Details

Comptel in India, through its software and specialised services, serves major CSPs such as Airtel, Idea Cellular, Tata Teleservices and Vodafone with its key partners IBM and TCS. The Comptel solutions process data of more than 600 million telecom customers, which spans into tens of billions of records per day. Comptel India is also responsible for the business in the nearby countries in the India Subcontinent region and is well equipped with a team of business analysts and subject matter experts.

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Film City, 201301 Noida, UP, India

Tel: +91 120 4593850

Fax: +91 120 44593878

Website: www.comptel.com

Contact: Ms. Ulla Koivukoski,
SVP Business Development, Comptel NXT
Ulla.Koivukoski@comptel.com

Corob India Pvt. Ltd.



Brief Profile

Headquartered in San Felice sul Panaro, Italy, COROB is one of the world's leading supplier of advanced tinting equipment for the global paints and coatings industry. COROB offers a complete range of point-of-sales equipment from entry-level to high-performance dispensers, as well as mixers and shakers. In addition, COROB supplies complete In-Plant tinting systems and advanced self-service vending solutions. COROB offering is supported globally by a highly recognized Service Partner network.

The company's commitment is to continue its heritage of building high quality and highly innovative products that create value to its final customers. COROB dedicates parts of its yearly resources to improve its products and to develop solutions for the tinting market.

The main production sites are based in San Felice in Italy, Ulvila in Finland and Daman in India. Each production site is specialized in unique product offers and are optimally set to serve the local markets, optimizing delivery times and being accessible to customer visits.

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Mumbai, 400098, India
Tel: +91 22 6649 7777, + 91 22 6649 7700
Website: www.corob.com

Contact: Mr. Arivoli Nasser, Managing Director
Nasser.Arivoli@corob.com

Mr. Mudit Pathak, Manager: Market Support
Tel. +91 22 6649 7777
Mob. +91 77 3894 5555
Mudit.Pathak@corob.com

Ecocat India Pvt. Ltd.



Brief Profile

Ecocat India (Pvt) Limited is a 80:20 Joint Venture with Dinex Ecocat Oy Finland, established in 1997. Ecocat India is an exhaust gas catalyst manufacturer supplying after treatment system to vehicle and engine manufacturers. Ecocat India is a part of global operations of Ecocat Oy with head quarters in Finland. The Company is manufacturing complete catalysts with Substrates, Coating and Canning for different applications e.g Petrol, Diesel, CNG, LPG, Bi-Fuel, SCR & VOC Catalyst, Particle Oxidation Catalyst, DPF and Urea Mixers also for various diesel/petrol/CNG engines suitable for converting various emissions such as carbon monoxide, hydrocarbons and nitrogen oxide to harmless gases and water vapor. Ecocat has developed Catcons by using latest technologies to meet the various emission norms in India, i.e. BS-III, BS-IV and BS-V etc. The company has been focusing on increased localization and R&D for the past few years and has recorded very good growth.

India Operation Details

Ecocat India is the only company in India that does complete catalytic converter assembly under one roof. The company makes the substrates, coats them and also welds them. With its total work space of 50,000 square feet, Ecocat has installed machines such as automated rolling machines, robotic coating lines, semi-automated coating lines, heat furnaces (batch and continuous), vacuum furnaces, semi-automated and manual welding lines and fully automated slurry preparation units, having a capacity of more than 800 000 per annum. Ecocat has completed in-house R&D and a laboratory with full capabilities of product and process testing.

Address: Plot No 4, 20th Mile Stone, Mathura Road,
Faridabad, 121006, Haryana, India

Tel: +91 129 4266500

Website: www.ecocatindiavikas.com

Contact: Mr. Alok Trigunayat, Co
Alok@ecocatindia.com

Ecosible Recyclers Pvt. Ltd.



Brief Profile

Ecosible has been established with a vision to manage end of life Electrical and Electronic waste per WEEE guidelines, in an environmentally safe way. Ecosible is licensed by the State of Tamil Nadu to recycle all forms of e-waste. Ecosible believes in the social cause element, considering how the destruction of e-waste is handled in India by the sector.

India Operation Details

Ecosible is a Full-Spectrum, one-stop e-waste provider, encompassing door-step collection, segregation, processing of the e-waste into plastics, ferrous and non-ferrous metals, and disposed as per the prescribed rules.

Ecosible provides innovation and transparency in every facet of operation, including:

- Innovative use of technology to provide traceability to customers with regard to their assets being destroyed and disposed as per prescribed rules
- Providing high security applications solutions to our customers with regard to hard drive erasure
- Establishing a collection infrastructure for the customer base

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Chennai, 600098, India

Tel: +91 95 0010 1738

Website: www.ecosible.com

Contact: Mr.Ravi Shastry, CEO
Ravi.Shastry@ecosible.com
Tel: +91 9500 101 738

Elematic India Pvt. Ltd.



Brief Profile

Elematic is the world's single largest supplier of complete precast plants, machinery and equipment worldwide. With the experience of working in more than 100 countries, the company has proven capability and required resources to deliver complete Precast factories anywhere in the world. Elematic is headquartered in Akaa, Finland.

India Operation Details

Elematic India, headquartered in New Delhi, is a subsidiary of Elematic Oyj, which caters to the local markets in India, Pakistan, Bangladesh, Sri Lanka and Nepal (majority of the SAARC nations). Elematic India has already supplied 15 plants all over India and Sri Lanka and eleven of them are already in operation.

With 75 employees in four locations at New Delhi, Pune, Bangalore and Alwar, Elematic offers end-to-end services in precast concrete technology. Also, Elematic has recently started a mould fabrication facility in Alwar, Rajasthan.

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New Delhi 110015, India
Tel: +91 (11) 4732 0220
Website: www.elematic.com

Contact: Mr. Sumedh Gupta, Business Development Manager
Sumedh.Gupta@elematic.com

Elomatic-Pharmalab Consulting and Engineering Pvt. Ltd.



Brief Profile

Elomatic is a turnkey engineering and consultancy company dedicated to the life sciences, process, energy, and chemical and software solutions sectors worldwide. It provides design, engineering and consultancy solutions starting from idea to commercialization. Elomatic employs over 700 people globally and has clients in over 70 countries around the world. The company's turnover in 2013 was EUR 52 million.

India Operation Details

Elomatic is present in India as a joint venture between Elomatic Oy and Finland & Pharmalab India with a strong focus on turnkey engineering and consulting solutions to the Pharma, Biotech and life care industries.

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Thane, 400604, Maharashtra, India
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Fax: +91 22 2583 6165
E-mail: infoindia@elomatic.com
Website: www.elomatic.com

Eltete India Transport Packaging Company Pvt. Ltd.



Brief Profile

Eltete TPM (Transport Packaging Materials) is one of the leading producers of edgeboards and packaging solutions in the world. With experience since 1974 and production sites in 14 countries, innovative and high quality packaging solutions out of compact carton board are available to customers in more than 60 countries.

India Operation Details

Eltete started its operations in India as a liaison office in 1999. Eltete India TPC Pvt. Ltd. was set up as a wholly-owned subsidiary in 2001. Eltete's factory is in Vapi, Gujarat, where edge boards are manufactured. The rest of the company's products are imported from Finland and from other Eltete factories in Asia.

Address: Plot No. 57/ I /1, 1st Phase, Road A- G.I.D.C,
Vapi, Valsad District, 396195, Gujarat, India

Tel: +91(0)260 6541653

Fax: +91(0)260 2425474

Website: www.eltetetpm.com

Contact: Mr. S.Venkatesh, COO
Venkatesh_Vapi@eltete.co.in

Ensto India Pvt. Ltd.



Brief Profile

Ensto is a family business and international cleantech company specializing in the development, manufacture and marketing of electrical systems and supplies for the distribution of electrical power as well as electrical applications. Ensto is committed to lasting sustainable development with the goal to become the world's leading company in green energy efficiency and distribution. Ensto products, manufactured in seven different countries, are environmentally friendly, energy efficient and minimal in carbon footprint.

Ensto was established by Ensio Miettinen in 1958, and the company has now 1,700 employees in Europe and Asia. Ensto's turnover is EUR 280 million. Ensto has three key business units: Ensto Utility Networks, Ensto Industrial Solutions, and Ensto Building Technology.

India Operation Details

Ensto India Pvt. Ltd. Is a wholly-owned subsidiary which specializes in the development and customizing of Ensto's line building Smart Grid product range and high-end industrial enclosures for the Indian market. The company manufactures and markets electricity distribution line building accessories for both Underground Cables (UGC) and Overhead Lines (OHL) from Low to Medium voltage up to 36KV. Ensto India experts in offering customer-specific enclosing solutions for demanding industrial environments, having created a range of applications for different industries. One of the focus areas in India is enclosing systems for renewable energy applications.

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Tel: +91 12 4497 4242

E-mail: india@ensto.com

Website: www.ensto.com

Finnair Plc.



Brief Profile

Finnair, a high quality airline, is one of the world's oldest continually operating airlines. The company, founded on 1st of November 1923, has been bestowed with a four star Skytrax rating since 2009 and recognized as the best airline in Northern Europe for several years in a row.

A key part of Finnair's strategy has been strengthening the company's position in the Asian market and particularly in traffic between Europe and Asia. Today, Finnair's position in traffic between Europe and Asia is well established and growing strongly. Aided in particular by Helsinki's favourable geographical location, the Finnair route is geographically the shortest between Asia and Europe. The airline offers a faster northern route to an extensive network of destinations, including 15 major cities in Asia and over 60 destinations in Europe.

Finnair's competition strategy is based on its high quality of service, its status as one of the most punctual airlines in the industry and on Asia-Europe traffic where it offers the fastest, most eco-efficient and convenient connections to Asia's large hubs. Finnair's fleet is one of the youngest in Europe where one can enjoy the comfort of new-generation lie-flat seats in business class or opt for roomy "Comfort Seats" in economy that offer more leg room on long-haul segments. Connecting via Helsinki is fast and convenient. The airport is efficient and compact and all transfers take place in the same terminal. Minimum connecting time required is a mere 35 minutes.

Enter the world of benefits with the Finnair Plus the frequent flyer program, a personalized, flexible service that caters to your needs and rewards members individually. You can also accrue benefits with other member carriers of the OneWorld Alliance.



India Operation Details

Finnair began services to New Delhi, India, in October 2006. Finnair currently offers five weekly flights between Delhi and Helsinki in the winter season (October 27 - March 28), and three weekly flights in the summer season (March 29 - October 26)."

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Sushant Lok Phase - I,
Gurgaon 122 002, Haryana, India

Tel: +91 124 4671 120

Reservations: (India Toll Free) 1-800-102-1233 or +91 124 467 1111

E-mail: contact.in@finnair.com

Website: www.finnair.com

Contact: Mr. Desmond Chacko
Country Sales Manager, India
Desmond.Chacko@finnair.com

Fortum India Pvt. Ltd.



Brief Profile

Fortum's purpose is to create energy that improves life for present and future generations. Catering to the versatile needs of its customers, Fortum generates, distributes and sells electricity and heat, and offers related expert services. The operations focus on the Nordic and Baltic countries, Russia and Poland. In 2014, Fortum's sales totalled EUR 4.75 billion and comparable operating profit was EUR 1.35 billion. The company employs approximately 8,800 people. Fortum's shares are traded on the Nasdaq Helsinki.

India Operation Details

Fortum provides sustainable solutions for society and delivers excellent value to its shareholders. Thus, Fortum believes in responsible energy production focusing on low emissions, high resource efficiency and security of supply. To deliver this promise, Fortum pays an increasing focus on the local availability of renewable energy sources. In India, Fortum's immediate priority is solar energy production, which is in line with the Indian Government's focus to promote renewable energy sources. Fortum opened its office in India in September 2012 to assess growth opportunities in the Indian energy market. The office is located in Gurgaon, in the National Capital Territory of Delhi.

In June 2013, Fortum acquired a 5 MW solar power plant in the state of Rajasthan, north-western India. It further strengthened its solar portfolio in December 2014 when its 10 MW solar PV plant was connected to the grid in Madhya Pradesh. The plant was formally inaugurated on 20 January 2015 as the first project to be commissioned under the Jawaharlal Nehru National Solar Mission (JNNSM) Phase II Batch I.

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E-mail: fortum.india@fortum.com
Website: www.fortum.in

F-Secure Pvt. Ltd.



Brief Profile

F-Secure has been defending tens of millions of people around the globe from digital threats for over 25 years. F-Secure's award-winning products protect people and companies against everything from crime-ware to corporate cyberattacks, and the company is available from over 6000 resellers and 200 operators in more than 40 countries. F-Secure's mission is to help people connect safely with the world around them.

India Operation Details

F-Secure Pvt. Ltd. is a 100% subsidiary of F-Secure Corporation. F-Secure has been offering its comprehensive IT security solutions through its resellers, telecom operators and managed service providers across consumers, SMB & Enterprises verticals in India. The solutions are backed by strong technical support offerings for Channel partners and customers through are dedicated technical support labs.

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New Delhi – 110025, India

Tel: +91 11 40539170, +91 11 41403331, + 91 11 40512507

Fax: +91 11 40524645

E-mail: india@f-secure.com

Website: www.f-secure.com

Gemco Kati Exploration Pvt. Ltd.



Brief Profile

Gemco Kati is an Indo-Finnish company operating in the mining and exploration industry. The company's ownership is divided between Gemco Pvt. Ltd. and Oy Kati Ab Kalajoki (KATI). Both companies share a long history in exploration business. The recognized world class quality of KATI, applied to the talent, potential and skills in Gemco, forms Gemco Kati Exploration Pvt. Ltd. and gives the mining and construction companies and organizations in India an excellent choice in their needs for exploration services.

India Operation Details

Gemco Kati offers a variety of services from the early stage of mine establishment to a complete mine plan which gives the clients complete details about the potential of their deposit. The range of services expands from surveys and geological mapping to core drilling and mine plans. The clients of Gemco Kati are private companies and government organizations operating mainly in the mining and construction industry.

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34 Bapat Nagar Behind Vijeet Sales,
Nagpur Road, Chandrapur,
442401 Maharashtra, India

Tel: +91 71 7225 1191

E-mail: jjjo@gemcokati.com

Website: www.gemcokati.com



Growth Stories

GROWTHSTORIES Communications Agency

Brief Profile

Growth stories is a communications agency offering high quality content creation services - anything from magazine articles, blogs, photography, videos, short documentaries, social media updates and live event coverage.

Growth stories operates from New Delhi, India.

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Second Floor
110003, New Delhi, India
Tel: +918800118783
Website: www.growthstories.co
Contact: Ms. Pia Heikkilä, Founder
Pia@growthstories.co



Halton India Pvt. Ltd.



Brief Profile

Halton Group, founded in 2001, specialises in indoor climate and indoor environment products and services. Halton is a family-owned company, founded in Finland in 1969. Halton operates in 23 countries around the world, with turnover of EUR 168 million (2012) and 1,200 employees.

India Operation Details

Halton India is a wholly-owned subsidiary.

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13th G Main, Indiranagar, 2nd Stage,
Bangalore -- 560 038, India

Tel: +91 80 4112 3697
Fax: +91 80 4112 3698
Website: www.halton.com

Harley Nifaron India Pvt. Ltd.



Brief Profile

Harley Nirafon India Pvt. Ltd. is an Indo-Finnish joint venture in financial and technical partnership with Nirafon Oy of Finland. Located in Kolkata, the company manufactures Acoustic Cleaning Systems since 1996.

Acoustic Cleaning Systems create and use sound energy to remove particulate depositions and promotes material flow in process equipment, thereby reducing down time and improving plant efficiency in an extremely cost effective manner. The technology comes from its ongoing technical and financial collaboration with Nirafon Oy of Finland who have developed this path-breaking technique through their continuous R&D with the University of Helsinki, Finland.

In India, the company provides a complete and unparalleled technical solution through problem analysis, application engineering, supply, commissioning and after-sales field support for its Acoustic Cleaning Systems.

Over the last few years, the company has built an impressive reference list of installations in applications, such as Process Boilers, Economisers, Air Preheaters, ESPs, Bag Filters, Fans, Silos and Hoppers for several customers in the Process industries.

India Operation Details

Registered office and HQ in Kolkata.

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Tel:	+91 33 2244 5344 /9676/2098/1424, 2245 4442, 2216 0641
Fax:	+91 33 2244 7918
E-mail:	cal@harleygrp.com
Website:	www.harleygrp.com; www.harleynirafonindia.com

Huhtamaki PPL Ltd.

Huhtamaki

Brief Profile

Huhtamaki is a global specialist in packaging for food and drink. The company has 69 manufacturing units and 23 sales offices in 34 countries employing approximately 16,700 people. In 2014, Huhtamäki Oyj's net sales totaled EUR 2.2 billion.

India Operation Details

Together with its subsidiaries Webtech Labels Pvt. Ltd. and Positive Packaging Industries Ltd., HPPL has thirteen state of the art factories at Mumbai, Thane, Silvassa, Hyderabad, Rudrapur, Parwanoo and Bangalore. HPPL's product portfolio includes Flexible Packaging, Specialised Pouches, Labelling and Cartons, and Gravure Cylinders. The client list includes the top companies manufacturing Fast Moving Consumer and Healthcare products.

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C-38/39 G-Block, Bandra Kurla Complex, Bandra (E)
Mumbai, 400051, India

Tel: +91 22-61740400, +91 22-26531320

Fax: +91 22-61740401, +91 22-26531310

Website: www.huhtamaki.com, www.pplpack.com

Immo Group Oy Finroute (India) Pvt. Ltd.



Brief Profile

Immo Group Oy consists of four companies: Nahka-alan Immo Oy (leather goods, umbrallas), Finarte (India) Oy (carpets), Tiliaudit Oy- Kotka(accounting and auditing),) and Finroute India (sourcing).

India Operation Details

Finroute is a part of the Immo Group in Finland and is established with the basic purpose of supporting business between Finland and India. Finroute provides consultancy and sourcing services and has its focus on textiles and garments, leather goods, handicrafts, home-wear and gifts and fashion accessories.

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5 Raja Road, Dehra Dun, 248001, India

Website: www.finroute.fi

Contact: Mr. Shiraz Bari, Area manager
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Fax: +91 120 248 0310
Shiraz.Bari@immotrade.fi
[cc. Shiraz@silkrouteworld.com](mailto:cc.Shiraz@silkrouteworld.com)

Contact in Finland and profiles of companies

Finarte (India) Oy: www.finarte.fi

Nahka-alan Immo Oy: www.immotrade.fi

Tiliaudit Oy-Kotka: www.tiliaudit.fi

Incap Contract Manufacturing Services Pvt. Ltd.



Brief Profile

Incap is headquartered in Helsinki, Finland. The company's manufacturing units are located in Kuresaare, Estonia and Tumkur (Bangalore), India. Both factories have ISO9001 quality systems and ISO 14001 environmental systems. The production area covers over 7000m² per factory. Incap's unit in Hong Kong is providing low cost sourcing services to both factories.

India Operation Details

Incap India has its headquarters in Bengaluru. The manufacturing facility is located in Tumkur, approximately 60 kilometres north-west from Bengaluru. Incap believes in providing end-to-end turnkey solutions in manufacturing of PCB assemblies and box-building integration. The company's core competence lies in PCB assembly; Incap is equipped with the latest technology machinery to meet the increasing demands of the current and future customers. Incap focuses on high mix, low and medium volume production, to provide benefits to the customer in the area of professional industrial electronics. Incap has been set up to manufacture "Lead free" PCB assemblies, with the infrastructure to produce highly effective RoHS compliant products.

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Sufia Elite 3rd Floor, #18, Cunningham Road,
Bangalore – 560052, India

Tel: +91 80 30621100
Fax: +91 0816 2243278
Website: <http://incapcorp.com>

JOT Automation Ltd.



Brief Profile

JOT Automation develops test and production solutions for smart devices and industrial products - white goods and consumer electronics. The company is a global partner for several industry leading companies including telecom and industrial electronics.

JOT Automation was founded in 1988, and since then billions of mobile phones have been manufactured with the help of our solutions. The airbags in your car may have been assembled with a JOT Automation manufacturing solution.

India Operation Details

At the moment JOT's local operations in India are focused on customer service for global key accounts.

E-mail: info@jotautomation.com

Website: www.jotautomation.com

Jotwire India Pvt. Ltd.



Brief Profile

Jotwire India Pvt. Ltd. was established in August 2011 as an extension of Jotwire Oy Finland and part of Ouneva Group of Finland which in 2012 had a turnover of EUR 48.9 million. Jotwire Oy is in the business of manufacturing and supplying of electrical distribution & electronics products to original equipment manufacturers in the field of mining, construction, earthmoving, welding, locking system & drives. Jotwire Oy Finland is proud to be the preferred supplier for renowned customers in various parts of Europe.

India Operation Details

Some prominent Jotwire Oy customers have their manufacturing facilities operating in India and they have a global supply agreement with Jotwire Oy. In order to support their customers in India, Jotwire decided to extend their facility in India and Ouneva group incepted the Jotwire India Pvt Ltd. in IMT Manesar. Additionally, Jotwire India shall be exporting the systems to customers in Europe and in due course of time Jotwire India shall become a special wiring harness supplier for Indian and export markets. Jotwire in India shall be highly technological advanced and capable in process development.

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Plot No 2, Sector 2A,
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Haryana, India

Tel: +91 124 389 1000

E-mail: ravi.sharma@jotwireindia.com

Website: www.jotwireindia.com

Kasvu Consulting Pvt. Ltd.



Brief Profile

Kasvu Consulting Pvt. Ltd. is an Indo- Finnish business development company based in New Delhi. The company offers a single point of contact for customized, efficient solutions with one common aim – the success of foreign companies in India. Kasvu Consulting provides business opportunity checks and market entry and market growth services, all the way from strategy work to hands-on implementation. Also cross-cultural management workshops and HR support are offered by the company.

Kasvu Consulting is an evaluated partner consultant for Finpro Finland Trade Centre.

Tel: +91 7838 043030
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Website: www.kasvu.consulting
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Managing Director
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Kemppi India Pvt. Ltd.



Brief Profile

Kemppi is a leading international manufacturer of arc-welding equipment. Kemppi is based in Finland and present in 16 countries around the world through its own subsidiaries. The group employs 670 people world-wide, and is also represented by a network of distributors in over 80 other countries. Kemppi's major customers can be found in the following segments: shipyards and off-shore industries, transportation & material Handling, automotive OEMs & ancillaries, infrastructure & construction, energy, chemical, oil & gas industries, and a wide variety of other metal-fabrication industries.

India Operation Details

Kemppi India Private Limited is a wholly-owned subsidiary of Kemppi Oy, Finland. The head-office and factory of the company are located in Chennai. Kemppi India serves its customers in India and the South-Asia region by providing Kemppi's entire range of welding solutions, including welding equipment products, software, and industrial services. The company has a pan-India sales and service network as well as a network of over 50 dealers serving industrial customers in all major manufacturing locations.

Address: Kemppi India Private Limited
Lakshmi Towers,
2/770 Kazura Garden, 1st Street,
Neelankarai, Chennai - 600 041, India

Tel: +91 44 4567 1200
Fax: +91 44 4567 1234
E-mail: sales.india@kemppi.com
Website: www.kemppi.in, www.kemppi.com

Contact: Mr. Rashmi Ranjan Mohapatra
Managing Director

KONE Elevator India Pvt. Ltd.



Brief Profile

KONE's objective is to offer the best People Flow® experience by developing and delivering solutions that enable people to move smoothly, safely, comfortably and without waiting in buildings in an increasingly urbanizing environment. In 2012, KONE had annual net sales of EUR 6.3 billion and around 40,000 employees.

India Operation Details

KONE's presence in India dates back to 1984 and today it is the leading elevator company in India. Based in Chennai, KONE India serves customers all over the country through its 40 branches and provides sustainable People Flow™ solutions for India's rapidly growing cities. It employs about 3300 + people in the country.

Address: KONE Elevator India Pvt. Limited,
9th Floor, Prestige Centre Court,
The Office Block, Vijaya Forum Mall,
Vadapalani, Chennai, 600 026, India

Tel: +91 44 66254000

E-mail: india@kone.com

Website: www.kone.in



Konecranes Shared Services India Pvt.

KONECRANES®

Brief Profile

Konecranes Shared Services India Private Limited provides Engineering Design services, Information Technology enabled services and various application support like SAP etc., and Financial Services for all Konecranes companies globally.

India Operation Details

The company provides services to Konecranes group companies across the globe. The company was incorporated 22nd March 2012. Currently Konecranes Shared Services India has about 180 employees.

Address: Tower 9, Level 2, Wing B, SEZ,
Magarpatta City, Hadapsar,
Pune – 411013, India

Tel: +91 20 6720 7000

Website: www.konecranes.in

WMI Konecranes India Ltd.

KONECRANES®

Brief Profile

WMI Konecranes India Ltd. (Formerly WMI Cranes Ltd.) is a 100 % subsidiary of Finnish-based Konecranes Plc. WMI Cranes Ltd. was acquired by Konecranes Plc in August 2011 and the name of the company was subsequently changed to WMI Konecranes India Ltd. WMI Konecranes is headquartered in Pune having factories in Mumbai and Jejuri, near Pune, and branch offices in Mumbai, Vadodara, Chennai, Bangalore, Coimbatore, Hyderabad, Padubidri, Kolkata and Delhi.

India Operation Details

WMI Konecranes offer standard duty cranes, light lifting cranes, heavy duty cranes like molten metal handling cranes and coil handling cranes for process industry application, container handling equipment like lift trucks, reach stackers, Rubber Tyred Gantries, Rail Mounted Gantry cranes for ports and huge Goliath shipyard cranes for shipyards. The offering of the company consists of different levels of service contracts from Annual Maintenance service contracts to operation of equipment. Spare parts are a natural part of the offering as well as modernization of existing cranes.

Address: 19, Level 2, Muttha Towers,
Don Bosco Road, Yerwada,
Pune – 411 006, India

Tel: +91 20 4004 7470

Fax: +91 20 4004 7475

E-mail: india.sales@konecranes.com

Lindström Services India Pvt. Ltd.



Brief Profile

Lindström Services India Private Limited is part of Lindström Group. Lindström is a Finnish family-owned company that offers textile services for companies. Lindström operates in 24 countries in Europe and Asia and employs over 3 000 people.

India Operation Details

Lindström offers professional rental workwear service in India, including analyzing customer needs, designing collections, taking care of purchases, delivering new and collecting used textiles from customer premises, textile care, and disposal of textiles in a responsible manner. The textile service saves customers' time and money, and they can concentrate on their core business. Lindström started its rental work wear service in India in 2007. Today the company operates from ten cities (Chennai, Mumbai, Delhi, Hyderabad, Kolkata, Bengaluru, Panchkula, Vadodara, Tinsukia and Pune), covering the whole country.

Address: Lindstrom Services
India Private Limited
A 83, TTC Industrial Area, Khairane MIDC
Navi Mumbai – 40070

E-mail: customerservice@lindstrom.in
Sales enquiries: salesenquiry@lindstrom.in

Website: www.lindstromgroup.com/in

Lite-On Mobile India Pvt. Ltd.



Brief Profile

Lite-On Mobile (formerly Perlos) was established in Finland in 1953. Today, it is a global design and manufacturing partner for the leading mobile handset manufacturers. Perlos was acquired in 2007 by the Taiwanese Lite-On Group.

India Operation Details

In 2006, the wholly-owned Indian subsidiary was incorporated. Lite-On Mobile India has 850 employees and delivers wireless handheld mobile devices using injection moulding, punching, painting and assembling capabilities.

Address: Nokia Telcom Special Economic Zone, Plot No 1A
SIPCOT Industrial Park – Phase III,
Chennai – Bengaluru Highway
Kancheepuram Dist, Sriperumbudur – 602 105, India

Tel: +91 44 4711 2233

Fax: +91 44 4711 2244

Website: www.liteonmobile.com

Contact: Mr. Amit Gupta
Managing Director for India Operations

Maillefer Extrusion India Pvt. Ltd.



Brief Profile

Maillefer is a global leader in wire, cable, pipe and tube production technologies. The company offers over 50 technologies and the widest services portfolio in the industry, covering nearly 20 applications. Maillefer provides you with the best technical fit and value – from a single component to a complete factory, and services – to match your lifecycle needs.

India Operation Details

Maillefer Extrusion India Pvt. Ltd., a 100% subsidiary of Maillefer Extrusion Finland, was established in 2010.

Address: 603, Maithili's Signet, Plot 39/4,
Sector-30A, Vashi,
Navi Mumbai, 400705, India

Tel: +91 22 2781 5513

Fax: +91 22 278 15512

E-mail: info.india@maillefer.net

Website: www.maillefer.net

Oy Medipoc Ab



Brief Profile

Oy Medipoc Ab is a Finland-based company in several medical lines, operating along with Indian company Medipoc India Private Limited. This Unique combination of companies, representing and operating in both Finland and India, gives Finnish companies the unique opportunity to get valuable information and services to enter one most difficult and demanding, but very rewarding market area, India.

Medipoc Healthcare Group can act as a representative for Finnish medical companies' products and services in India, SAARC- Countries and South- East Asia. Medipoc Healthcare Group has nationwide spider web of sub-dealers, including market abroad India. Medipoc Healthcare Group also offers Consultation services for foreign medical companies to enter the Indian market, for example by providing assistance in Import/Export Protocols, Tax- related matters, Licensing Services for Medical Devices and Permission Processing for Drug Controller General of India.

Medipoc Healthcare Group also arranges Medical Value Travelling services to India, including personalized and individual assistance for people looking for latest treatment and procedure possibilities. The company's Partner Hospital, BLK Super Speciality Hospital, is one of India's largest private sector hospitals and ranked among the top 10 hospitals nationwide with success rate comparable to the best medical centers in the world.

Address: B- 702, Som Vihar, R K Puram, New Delhi – 110022, India
Tel: FIN: +358 400 322 038, IND: +91 9650 670 384,
FIN: +919818675439
Website: www.medipoc.fi
Contact: Mr. Mika Heinonen
Mika.Heinonen@medipoc.fi
FIN: +358 400 322 038, IND: +91 9650 670 384
Dr. V.P. Bhalla (MBBS, MS, FICS (USA), FACS (USA)
Rr.vp.Bhalla@medipoc.fi
IND: +91 981 867 5439

Metso India



Brief Profile

Metso is the world's leading industrial company in the mining and aggregates industries and in the flow control business. The company's knowledge, people and solutions help drive sustainable improvements in performance and profitability in its customers' businesses.

Metso has an uncompromising attitude towards safety. The products range from mining and construction equipment and systems to industrial valves and controls. Metso employs approximately 13,000 industry experts in more than 50 countries.

India Operation Details

Metso and its predecessors have served the Indian mining, construction, pulp and paper, oil and gas (refining and downstream), petrochemicals, chemicals and civil engineering industries and power industries since 1992. Metso has over 10 offices in India, two manufacturing units in Alwar (Rajasthan) and Ahmedabad (Gujarat), one Supply and Service Center in Vadodra (Gujarat) and one DCS Engineering and Integration facility in Mumbai (Maharashtra). With over 750 professionals, Metso's India operations recorded net sales of EUR 95.59 million, thus India being the twelfth largest country for Metso in terms of net sales.

Metso's central base of operations is located in Gurgaon. Metso also has a DCS Engineering Center in Mumbai to cater both domestic and global projects. In April 2012, Metso set up its Valve Supply center at Vadodara.

Address: Metso India Pvt. Ltd.
1st Floor, DLF Building No. 10,
Tower A, DLF Cybercity
DLF Phase II, Gurgaon 122002, Haryana

Tel: +91 124 333 6666

Fax: +91 124 2351 601

Websites: www.metso.com, www.twitter.com/metsogroup

Metsä Board Singapore Pvt. Ltd., India Branch Office



Brief Profile

Metsä Board is Europe's leading producer of fresh forest fibre carton boards, the world's leading manufacturer of coated white-top kraft liners, and a major paper supplier. The company's sales network serves brand owners, carton printers, corrugated packaging manufacturers, printers, merchants and office suppliers. Metsä Board's business areas are Carton board, and Liner board and Paper. In 2012, the company's sales totaled EUR 2.1 billion, and it has approximately 3,300 employees. Metsä Board, part of Metsä Group, is listed on the NASDAQ OMX Helsinki.

India Operation Details

Metsä Board has a sales office in India.

Address: Unit B 506/507, Crystal Plaza, New Link Road,
Andheri (West), Mumbai, 400058, India
Tel: +91 22 2673 3578/80/81
Fax: +91 22 2673 3579
E-mail: singapore.sales@metsagroup.com
Website: www.metsaboard.com



mfore



Brief Profile

mfore is an impact enterprise leveraging on simplicity, affordability, effectiveness and reach of mobile messaging to provide mHealth, mEducation, mLivelihood and mGovernment services to interactive and participative users. Through customized solutions, the company intends to extend the reach of mobile messaging based services to masses who need information that is relevant to them. mfore believes that people embrace what they create; therefore it is mfore's intention to create engagement with a feeling of purpose and belongingness.

India Operation Details

mfore India is involved with various customers to leverage mobile technology for people engagement to improve service, delivery and outcome in impact in the following sectors.

- Micro Banking: for informal workforce who are unbanked; Pioneer in banking transaction in local language - mReceipt in local language (Hindi)
- Patient Engagement service that keeps service provider engaged with patient outside the hospital setting. mHealth, a complementary strategy for strengthening health system by balancing cost, quality and access – making it sustainable and consistent with social values.
- Education: bring educational institutions to interact with parents
- Livelihood: enable organisations to connect with target population, capacity building
- Government: deliver citizen centric services

Address: mfore Solutions India Private Limited
711 Arunachal Building, 19 Barakhamba Road,
New Delhi, 110001, India

Website: www.mfore.fi

Contact: Rajesh Abichandani
rajesh.abichandani@mfore.fi
+91 99 4067 2869

Mirasys (M/S A & J Intelli Systems Pvt. Ltd.)



Brief Profile

Mirasys is one of the leading providers of open platform Video Management Systems (VMS) for IP and analog camera surveillance applications and systems. The company develops and supplies solutions that help organizations manage and utilize information captured by digital video and CCTV cameras. Mirasys systems are used for loss prevention, perimeter protection, building management, and enhancement of operational efficiency by customers from many industries in over 40 countries.

India Operation Details

Mirasys has been operating in India just over four years and already the company's expertise has helped several organizations operating across various sectors to become more security compliant. Mirasys has delivered its technology to an impressive list of clients in India such as Indian Defence Research and Development Organisation (DRDO), Bharat Petroleum and Tata Nelco, to name a few.

India is becoming increasingly important for Mirasys and the company is well positioned to benefit from the growing demand for modern security and surveillance technology in the country. Mirasys has registered M/S A & J Intelli Systems Pvt. Ltd. as an independent company to exclusively handle its' operations in India.

Address: 4 AX, Shristi Apartments, Plot no. 56, Sector 56,
Gurgaon, Haryana, 122011, India

Website: www.mirasys.com

Contact: Arindam Das Sarkar, Sales Director

E-mail: Arindam.Sarkar@mirasys.com

Mirka India Pvt. Ltd.



Brief Profile

Mirka India Pvt. Ltd is a fully owned subsidiary of KWH Mirka Ltd., Finland. Its journey began in 2008 when a sales office was incorporated in New Delhi, India. In 2010, a full-fledged subsidiary was set up to enable better operations from its previously established base. In the same year, the first warehouse for Mirka India was established, and it currently caters customers in North and East India. Its second warehouse in Mumbai serves customers in West and South India. Between 2009 and 2011, the first set of channel partners were connected, and today Mirka has established itself as a reputed brand in its core business areas with 230+ channel partners and a strong workforce of 40+ personnel spread over the Indian subcontinent serving more than 500 happy Mirka Customers.

As a foreteller of growing industry needs, Mirka India established “Mirka Training Academy- Delhi centre” to provide basic and advanced training to its direct and indirect customers. In 2012, Mirka India launched its exclusive Local Wide Belt conversion facility to serve its industry customers with high quality products at better costs and faster availability. Mirka India has always been proud of its long term association with most of the leading furniture manufacturers in India. It is also a Surface preparation consultant to one of the largest Paint Manufacturer in Asia. In addition, Mirka India enjoys its long term syndicate with Huntsman India for General Industry supply under which Huntsman India has launched a Co-branded product, Araldite Sandx.

As a brand, Mirka believes in “Quality from Start to Finish” and lives by the principle in every single aspect of its business. In the upcoming years, Mirka India strives to become an “Issueless Organization” with focus on “Customer Delight-from Start to Finish”.

Address: Mirka India Pvt. Ltd.
First Floor, 375, F.I.E. Patparganj Industrial Area, Delhi – 110092, India
Tel: +91 11 4949 3333
E-mail: sales.in@mirka.com
Website: www.mirka.com

Mirum



Brief Profile

Mirum is a full-service modern Digital Media agency built for today's digital society. Mirum consists of 2,200+ design, tech and innovation driven digital professionals located in 17 countries with 38 offices around the world. The company provides its customers with means to engage with their customers. Mirum focuses on delivering and implementing good ideas in the digital environment and value result driven digital media.

India Operation Details

Mirum India's major focus is on technology and design, which includes building interactive, responsive websites and mobile applications while helping the customers with their social media engagement, branding and SEO.

Address: 601, Amar Neptune, Baner road, Baner,
Pune, 411045, India

Website: www.mirumagency.com

Contact: Siddhartha Vinchurkar, Managing Director
Siddhartha.Vinchurkar@mirumagency.com

Molybar Engineering Pvt. Ltd.



Brief Profile

Molybar Engineering is an industrial sourcing, consulting and procurement company specializing in fasteners, tools, lubricants and other industrial items. The company deals with high quality products from India, Europe and Asia. The key drivers of Molybar Engineering are quality, service, selection and reliability. The products can be delivered from warehouses in Europe, China and India, depending on the urgency.

India Operation Details

Molybar Engineering has operated in Chennai, Tamil Nadu, since 2009. The clientele includes local and global industrial companies with activities in Southern India.

Address: Molybar Engineering Pvt. Ltd.
New #26, 3rd Street,
Karpagam Avenue, R A Puram,
Chennai -600 028, India

Tel: +91 99 6241 2333

E-mail: info@molybar.com

Website: www.molybar.com

Napa Software Services India Pvt. Ltd.



Brief Profile

NAPA is a world leading software house supplying solutions for ship design and operation with a mission to improve safety and eco-efficiency of the global maritime industry. Headquartered in Finland, NAPA employs 180 people in offices in Japan, Korea, China, Singapore, Romania, India, Italy, Greece, Brazil, Germany and the USA.

NAPA's ship design applications are used by 400 organizations globally, including shipyards, owners, designers, classification societies, research institutes, authorities, consultancies and universities. NAPA's solutions for monitoring or optimizing ship operations are installed onboard 2,000 vessels.

India Operation Details

NAPA India is a 100% subsidiary of NAPA Group. NAPA India focuses on sales activities in India, Bangladesh, Sri Lanka and the Middle East, as well as, on providing training and technical assistance to NAPA customers.

Tel: +91 99 0024 0289
Website: www.napa.fi
Contact: Mr. Manoj Kumar, Sales Manager
Manoj.Kumar@napa.fi



Nokia Solutions and Networks Pvt. Ltd.

NOKIA

Brief Profile

By focusing on the human possibilities of technology, Nokia embraces the connected world to help people thrive. Nokia's three businesses are leaders in their fields: Nokia Networks provides broadband infrastructure, software and services; HERE provides mapping, navigation and location intelligence; and Nokia Technologies provides advanced technology development and licensing.

Nokia Networks, which provides broadband infrastructure, software and services, operates at the forefront of the industry. From the first-ever call on GSM to the first call on LTE, Nokia has been setting the pace of innovation, a record that continues with future technologies such as 5G. Together with the operator customers, who serve close to 5 billion subscribers, Nokia is embracing the opportunity of the connected world, helping to solve its challenges.

India Operation Details

In India, Nokia has been part of the mobile revolution since the first-ever mobile call was made using a Nokia mobile phone on a network built by Nokia Networks two decades ago. India is one of the key strategic markets for Nokia, as close to 300 million Indian mobile subscribers rely on Nokia's networks everyday. India is also an innovation hub for world-class telecom equipment manufacturing, best in class R&D, and extensive global service delivery setup.

Address: Nokia Solutions & Networks India Private Limited
7th Floor, Building No 9A, DLF Cyber City, Sector-25A,
Gurgaon, Haryana - 122002, India

Tel: +91 124 450 4000

Fax: +91 124 4504 996

Website: www.nokia.com, www.in.networks.nokia.com

Normet India Pvt. Ltd.



Brief Profile

Normet is a fast-growing and innovative Finnish based technology company that operates globally with over 43 locations in 27 countries worldwide. Normet offers continuous improvement to underground construction and mining processes for increased safety, productivity and profitability. This is accomplished by providing complete technical solutions that create value through saving costs and shortening process cycle times. From conception to production to application, Normet solutions are developed based on the welfare of people and on the care of the environment.

Normet encourages a strong partnership with its customers, the approach is centred on packaging technical solutions comprising a range of tough underground construction equipment, high performance construction chemicals, and ground control technologies and delivering them through the most competent and attentive technical support team in the business. Normet's process expertise has been amassed over thousands of mines and tunnel projects all over (and under) the globe. This broad perspective means experience and expertise about what should and should not be done to achieve the optimum results. Normet improves underground mining and tunnelling processes with knowledge and technology and translates process expertise into actions and results which can be measured financially.

Examples of Normet's broad underground offering include equipment for concrete spraying and transport, explosives charging, scaling, lifting, installation works, and logistics, and the new generation energy absorbing rock bolting system.

India Operation Details

Normet has a subsidiary and offices in India.

Address: The Corenthum, Tower-B,B-31, First Floor, Lobe No. 3,
Plot A-41, Sector 62, Noida – 201307, Uttar Pradesh, India
Tel: +91 120 450 4800
Fax: +91 120 421 7817
Website: www.normet.com

Ojala Engineering Pvt. Ltd.

OJALA GROUP

Brief Profile

Ojala-Yhtymä Oy contract manufactures sheet and flatbar and also facilitates their assembly and integration. It serves the energy, electrical, environmental, healthcare, and telecom industries globally. Ojala-Yhtymä has factories in Finland, Slovakia and India.

India Operation Details

Ojala Engineering is an 80 per cent owned subsidiary of Ojala-Yhtymä Oy.

Address: Ojala (India) Engineering Pvt. Ltd.
Plot No.C.30, SIPCOT's Industrial Park,
Irungattukottai, Sriperumpudur Taluk,
Kanchipuram District, Tamil Nadu, - 602105, India

Tel: +91 44 2715 6118

Mobile: +91 95 0018 7113

E-mail: v.krishnamurthy@ojalagroup.com

Website: www.ojalagroup.com

Orbis (India) Pvt. Ltd.



Brief Profile

Orbis is a trusted partner for testing, quality control or material-use applications and a specialist in machine vision, measurement, RF and Fibre-Optic technologies. Orbis offers business-promoting value added services to its customers in the field of electronics.

Headquartered in Vantaa, Finland, Orbis has subsidiaries in Sweden, Estonia, USA, China and India.

India Operation Details

Orbis (India) Pvt. Ltd. is a branch office of Orbis Systems Oy, established in 2005. Orbis offers innovative engineering design and cost-competitive contract manufacturing services for new product development and low volume 'box build' applications.

Address: Plot No 20, North Phase Developed Plots,
Guindy Industrial Estate, Ekkaduthangal,
Chennai – 600 097, India

Tel: +91 44 2225 3806

Website: www.orbissystems.eu

FinOrion Pharma India Ltd.

(A subsidiary of Orion Corporation, Finland)



Brief Profile

Orion is a Finnish pharmaceutical and diagnostics company. It develops, manufactures and markets human and veterinary pharmaceuticals, active pharmaceutical ingredients as well as diagnostic tests. Orion's customers are healthcare service providers and professionals. The group had net sales of EUR 980 million in 2012.

India Operation Details

Orion India is a wholly-owned subsidiary. Orion India is supporting headquarters as a back office primarily in the area of supply chain and R&D.

Address: FinOrion Pharma India Pvt. Ltd.
A subsidiary of Orion Corporation, Finland
501, A Wing, Everest Chambers, Marol Naka,
Andheri Kurla Road, Andheri (East),
Mumbai – 400059, India

Tel: +91 22 6137 9999
Fax: +91 22 6137 9900
Website: www.orion.fi

Outokumpu Pvt. Ltd.



Brief Profile

At the end of 2012, Outokumpu and Inoxum merged to become a new industry leader to bring together a legacy of 100 years that stands behind the invention of stainless steel and other advanced materials. Combining the power of two, Outokumpu offers the broadest range of products and strongest technical know-how of any stainless steel and high performance alloys provider.

Outokumpu is in a unique position to work closely with customers and partners around the world to create materials for the tools of modern life, and for the world's most critical problems such as clean energy, water and efficient infrastructure. The company provides the technical expertise and customer orientation to provide optimal materials for building a more sustainable world. Outokumpu has been a leader in environmental performance in the industrial sector, and its track record in sustainability is a testimony of its contribution to society. Outokumpu is present around the world with its global production platform coupled with an extensive sales network covering all six continents. The company has sales offices in 34 and service centers in 16 countries.

India Operation Details

Outokumpu India Private Limited is a wholly owned subsidiary of Outokumpu Group. The Sales and Marketing of Outokumpu has been operating in India since October 2006. The head office is located in New Delhi and the Branch offices in Mumbai, Chennai, Pune and Vadodara. Outokumpu has custom bonded and custom cleared warehouses in Mumbai.

Address: 609-612, Hemkunt Tower, Nehru Place,
New Delhi-110 019, India

Tel: +91 11 4651 8440

E-mail: india.sales@outokumpu.com

Website: www.outokumpu.com

Contact: Mr. Yatinder Suri, Country Head
Yatinder.Suri@outokumpu.com
Tel: +91 98 1812 0952

Outotec India Pvt. Ltd.

Outotec

Brief Profile

Outotec provides leading technologies and services for the Sustainable use of Earth's natural resources. As the global leader in minerals and metals processing technology, the company has developed many breakthrough technologies over the decades for its customers in the metals and mining industry. Outotec also provides innovative solutions for industrial water treatment, the utilization of alternative energy sources and the chemical industry. Outotec shares are listed on NASDAQ OMX Helsinki.

India Operation Details

Since 2007, Outotec India Pvt. Ltd. has been undertaking engineering, designing, procurement, supervision of contracts, supply, after sales services, consultancy and marketing support and developmental services related to Outotec Technology solutions in the Indian market.

Address: South City Pinnacle, Twelfth Floor, Sector V, Block EP,
Salt Lake, Kolkata, 700091, India

Tel: +91 33 4014 0400

Website: www.outotec.com

Contact: Mr. Apurba Chakravarty, MA India Head
Apurba.Chakravarty@outotec.com

Ms. Aditi Basu
Marketing Communications
Aditi.Basu@outotec.com

Peikko India



Brief Profile

Peikko Group Corporation is a leading global supplier of concrete connections and composite structures. Peikko's innovative solutions make the customer's building process faster, easier and more reliable. Peikko has sales offices in over 30 countries in Asia, Europe, North America, and the Middle East with manufacturing operations in 9 countries.

Peikko is a family-owned and run company with over 1000 professionals. Peikko was founded in 1965 and is headquartered in Lahti, Finland.

The company's aim is to serve customers locally with leading solutions in the field in terms of quality, safety, and innovation. Peikko has a clear focus to regularly introduce new, tested innovative solutions and services. Therefore, Peikko's investments in Research and Development are among the highest in the field.

India Operation Details

Peikko has a sales office in India.

Address: Peikko India
60/13, Flat No:1, "Niwara"
Erandavane, Bharti Niwas Colony,
Pune – 411004,
Maharashtra, India

Tel: +91 84 0894 4578

Website: www.peikko.in

Pesmel Packing India Private Ltd.



Brief Profile

Pesmel is globally operating supplier of highly automated internal logistic, storing (AS/RS) and packingsystems for the metal and paper industries.The company designs the best suitable logistical solution to boost the entire mill efficiency of its customers and theydeliver high performance equipment with full control systems.The material flow knowledge and technically capable systems have made Pesmel a global leader in its field ofbusiness, having provided them with excellent references during 35 years of operation.

India Operation Details

Pesmel has a local office in India.

Address: 29, Simran Residency, Plot no. 21
Sector - 7, Kharghar, Navi Mumbai
Dist. Raigad, 410210, India
Tel: +91 93 2284 9709
E-mail: jagannathan.rajagopalan@pesmel.com
Website: www.pesmel.com

Planmeca India

PLANMECA

Brief Profile

Planmeca Oy is the largest privately held company in the dental equipment market and the third largest company in this field. Headquartered in Helsinki, Finland, Planmeca designs, manufactures, and markets high-tech dental equipment suitable for private clinics and the teaching environment. The group's estimated turnover for the financial year 2013 is EUR 760 million with approximately 2,500 employees on its rolls.

India Operation Details

Planmeca has its Area Sales Manager in India, Mr. Sudhindra R. Nakhate, and it distributes its products through Confident Sales India Pvt. Ltd., Bengaluru, Olive Dental, Mumbai and Virgo Solutions, Bengaluru.

Address: Mr. Sudhindra R. Nakhate, Area Sales Manager
Planmeca India
P.O. Box No. 16763,
Mumbai -400022, India

Tel: +91 93 2354 8732, +91 98 2101 8559

E-mail: s.r.nakhate@planmeca.net

Website: www.planmeca.com

Pöyry Energy Ltd.



Brief Profile

Pöyry is a global expert in consulting and engineering. It offers in-depth industry expertise, innovative solutions and lifecycle engagement. Pöyry's knowledge extends across hydropower, thermal power, nuclear energy, transmission & distribution, oil and gas, management consulting, rail and public transport, tunnels & underground structures, waste, waste water, renewable energy, paper and pulp industry, chemical and mineral process industry, water and environment, construction services and real estate services. Pöyry has 7,000 experts and local office network in 50 countries. In 2012, net sales of Pöyry PLC were EUR 775 million.

India Operation Details

Pöyry is represented in India by a branch office, established in January 1999.

Address: 112, Golf Apartments, Sujan Singh Park,
New Delhi, 110003, India

Tel: +91 11 2465 3146

Fax: +91 11 2465 3196

Website: www.poyry.com

Contact: Mr. Harendra Singh
Harendra.Singh@poyry.com

Qvantel Software Solutions Ltd.



Brief Profile

Qvantel Ltd. is a leader in the BSS Private Cloud business and a fast growing Finnish IT services company that offers customized, cloud-based, critical business support systems (BSS) and IT consulting services. The Qvantel BSS Private Cloud solution helps telecom operators to change their game by achieving maximum business efficiency, agility, consumer service and to stand out from the competition.

Qvantel employs approximately 300 IT professionals and has offices in Finland in Helsinki, Tampere, Jyväskylä and Oulu; in Tallinn, Estonia; in Madrid, Spain; in Karlskrona, Sweden as well as in Hyderabad, India. In 2014, Qvantel reported sales of EUR 20.8 million, representing a 60.3% increase from the year-earlier period. Qvantel celebrates its 20th anniversary in 2015.

India Operation Details

Qvantel India provides product development and customer service operation capabilities for Qvantel's global customer base.

Address: Ramky Grandiose, 12th Floor
Ramky Towers Complex
Anjaiah Nagar, Gachibowli,
Hyderabad, 500032

Tel: +91 40 6455 5529

Website: www.qvantel.com

India Recypa Pvt. Ltd.



India Recypa

Brief Profile

India Recypa Pvt. Ltd. is a JV company between UPM (Finland) and Anika (India). It's formed with a vision to be first and the biggest professionally managed company in India, in the sector of waste paper trading business. Recypa not only supports Indian Paper Manufacturing Companies in outsourcing raw materials from overseas as well as domestic markets but also started marketing finished paper & board grades produced within India to its customers across the globe.

India Operation Details

India Recypa Pvt. Ltd. has been closely associated with almost all the major Paper Mills across India and has been supporting them by outsourcing various grades of domestic and imported waste paper. The company's domestic waste paper sales for financial year 2011-12 were close to 100,000 tons. Recypa has offices in Delhi, Mumbai, Ahmedabad, and more will be established soon in many other cities of India. The company was established in India in 2007.

Address (corporate office): India Recypa Pvt. Ltd.
M-2, Mezzanine Floor,
Modi Towers (Hemkunt Tower)
98 Nehru Place, New Delhi – 110019, India

Tel: +91 11 4900 9900

Fax: +91 11 4900 9930

Registered Office: India Recypa Pvt. Ltd.
1106, 11TH Floor B-Wing, Western Edge-II,
Western Express Highway, Borivali East,
Mumbai – 400 066, India

Tel: +91 22 4287 9900

E-mail: info@recypa.in

Website: www.recypa.com

Rosendahl Nextrom India Pvt. Ltd.



Brief Profile

Nextrom Oy is a premium global supplier of turnkey manufacturing solutions and services for fibre and optical cable equipment. It offers customised complete product lines or single machines, in the fields of preform, VAD, MCVD, OVD, fibre optical cables, fibre draw and proof tests as well as UV coating lines.

India Operation Details

Rosendahl Maschinen India Pvt. Ltd. is a wholly owned subsidiary of Nextrom Oy.

Address: Unit No.: 211, 2nd Floor, Sun City Business Towers,
Golf Course Road, Sector 54,
Gurgaon – 122016
Haryana, India

Tel: +91 124 437 7100

Fax: +91 124 401 3470

E-mail: office.india@rosendahlaustria.com, info.india@nextrom.com

Website: www.nextrom.com



Salcomp Manufacturing India Pvt. Ltd.

Salcomp

Brief Profile

Salcomp is a leading developer and manufacturer of chargers for mobile phones and other electronic devices, supplying to major OEMs across the globe. Salcomp has also a range of power adapters suited for tablets, notebooks, gateways, routers, set top-boxes, lighting and other electronic applications. The company's headquarter is located in Finland and production plants are in India, China and Brazil.

India Operation Details

In 2007, Salcomp was established in India where it manufactures mobile phone chargers which are supplied for both domestic and export markets. Salcomp's capacity is about 100 million chargers per annum and the production facility is located in Sriperumbudur near Chennai. Salcomp employes around 4000 people in this plant.

Address: Nokia Telecom SEZ, SIPCOT Industrial Area Phase III,
Sriperumbudur, 602105,
Chennai Bangalore National Highway, Tamil Nadu, India

Tel: +91 44 3717 7777

Website: www.salcomp.com

Contact: Mr. Sasikumar Gendham, Managing Director
Sasikumar.Gendham@salcomp.com

Sanako Education India Pvt. Ltd.



Brief Profile

Sanako helps people to teach and learn languages. The company has been doing that ever since 1961, when its first language lab was made under the name Tandberg. During those 50+ years, Sanako solutions have found their way to over 100 countries and 50,000 classroom installations.

Close relations with its customers and its pedagogical approach have made Sanako the global leader in teacher-led language labs and next gen virtual language learning environments. Currently Sanako has offices in six countries and a network of over 200 partners. The company's corporate headquarters is located in Finland.

India Operation Details

Sanako's Indian operation started in 2009, and today the company has become a known brand in India for language learning business. Sanako works closely with channel partner in India to increase its spread. The company has clients in different Education segments such as Delhi University, NIT's, Delhi Public School, Modern School, and many more.

Address: Regus, Rectangle 1, D-4, Room No 404,
Saket District Centre, Saket Commercial complex,
New Delhi, 110017, India
Tel: +91 99 9916 9878
E-mail: Vivek.Gupta@sanako.com
Website: www.sanako.com

Sintrol Oy, India Liaison Office



Brief Profile

Founded in 1975, Sintrol has grown into one of the world's largest dust monitor manufacturers supplying a wide range of dust measurement devices. Sintrol's dust monitors have been developed and enhanced with state-of-the-art equipment and verified by Finland's foremost technical universities.

Sintrol provides high-quality solutions and dust measuring devices to dozens of industries, including the process industry, powerplants, equipment manufacturers, universities, food manufacturers, among others.

India Operation Details

Sintrol has its own office in New Delhi as Sintrol India Liaison office, serving Indian industries with a strong distributor network and technical expertise.

Address: A-2/78, Safdarjung Enclave,
New Delhi, 110029, India
Tel: +91 98 1167 6061
+91 11 2616 9814
Website: www.sintrolproducts.com
www.sintrol.com

SmartBharat Mobile Solutions India Pvt. Ltd.



Brief Profile

SmartBharat Mobile Solutions India is a part of Smartphone Solutions Group (Finland) acting in India as a service provider, providing mobile business services to enterprise customers. The company's mission is to bring all the knowledge it has gained in Europe (regarding mobile security, mobility cost reduction, mobility benefits in business usage) to Indian enterprises.

SmartBharat Mobile Solutions also helps Indian enterprises and public organizations to define their mobile strategy and policies, and how to handle BYOD with the help of high class MDM solution (SmartManager) or with the help of ActiveSync.

In addition, the company provides a SmartMail push e-mail solution (with the legal intercept option available if needed) available for Android & Symbian devices. The solution is approved by DOT.

India Operation Details

The mission of SmartBharat Mobile Solutions in India is to discover new resellers and serve current resellers and enterprise customers in India. Their high class expertise in mobility consultancy, Push Email & Mobile Device Management are available for cooperative enterprises.

Address: A2/78, Safdarjung Enclave,
New Delhi, 110029, India
E-mail: smart.info@smartphonesolutions.fi
Website: www.smartphonesolutions.fi

Stalatube Oy



Brief Profile

Stalatube corporation, founded in 1972, is a manufacturer of diverse and highly developed stainless steel hollow sections. Stalatube's mission is to be a reliable and customer-oriented manufacturer of stainless steel hollow sections and components that consistently offer added value and economic benefits to its partners globally. The product range for square and rectangular hollow sections is the largest in the world and is utilized widely in the machine building, construction, in energy sector, in transportation industry and in many others. During the 40 years which the company has operated in the business, it has built an international distribution network, covering all continents and 50 countries. International operations account for over 90% of the company's annual EUR 100 million turnover. The head office and production sites are in Lahti, Finland. The company's sales offices are located in the United States, the Netherlands and India.

India Operation Details

Stalatube started operations in India in 2009. The company has its sales office at Mumbai. Stalatube has not only been offering its wide range of products in Indian market but also serving the customers with other value added services. The brand is well recognized and considered a quality products supplier.

Address: Stalatube India
C- 304, Rashmi Tanmay CHS, Eden Rose Complex,
Beverly Park, Mira Road - East,
Mumbai – 401107, India

Tel: +91 22 6523 0698

E-mail: tushar.patil@stalalutube.com

Website: www.stalalutube.com

Stera Engineering India Pvt. Ltd.



Brief Profile

Stera Engineering (India) Pvt. Ltd. is a 100% subsidiary company of Stera Group which is a group specializing in the serial production of mechanics and electronics and manufacturing sheet metal works across various industrial segments like elevators, telecom, medical, switch gear, and many other manufacturing industries. Stera's own products are airport passenger bridges, electrical and electronic equipment cabinets and pipe-joint trolleys. Stera provides their customers with high quality to high-volume manufacturing efficiency and the required flexibility.

India Operation Details

Stera Engineering India Pvt. Ltd. was established in India in 2009, and it is located in Chennai with a facility space of 5000 m2 area. Currently it has a team size of close to 150 employees including three shifts and is still looking for more growth. This facility has modern machinery, including TPP, Laser, Press Break, TIG & MIG welding, Shearing, Milling, Tox Joint, Tox Riveting, in-house powder coating unit and wire harness manufacturing set up are in operations. This unit is also certified by Lloyds for ISO 9001 & ISO 14001.

Address: No. 9, Avadi Main Road, Veeraraghavapuram, Poonamalle,
Chennai - 600 077, Tamil Nadu, India

Website: www.stera.com

Contact: Mr. Jyri Kontio, Managing Director
Jyri.Kontio@stera.com
+91 87 5449 7444

Mr. Arunesan Manoharan
Business Development Manager
Arunesan.Manoharan@stera.com
+91 95 6629 5222

Stora Enso (India) Branch Office



Brief Profile

Stora Enso is a leading provider of renewable solutions in packaging, biomaterials, wood and paper on global markets. Stora Enso's aim is to replace non-renewable materials by innovating and developing new products and services based on wood and other renewable materials. The company employs some 27 000 people in more than 35 countries, and its sales in 2014 were EUR 10.2 billion.

India Operation Details

Stora Enso India is the Branch office of Stora Enso Oyj, Finland. The company is responsible for sales of Stora Enso's products in India, Nepal, Bangladesh and Sri Lanka.

Address: Stora Enso (India) Branch Office
10th Floor, Block-B, Vatika Towers, Sector-54,
Golf Course Road, Gurgaon- 122 002,
Haryana, India

Tel: +91 124 479 5800

Fax: +91 124 479 5888

Website: www.storaenso.com

Stresstech Bharat Pvt. Ltd.



Brief Profile

The Stresstech Group is formed by Stresstech Oy in Finland, American Stress Technologies, Inc. in USA, Stresstech GmbH in Germany, and Stresstech Bharat Pvt. Ltd in India. AST, Stresstech GmbH and SBPL are wholly-owned subsidiaries of Stresstech Oy.

Reliable estimation of service lifetime is an important part of cost-effective production. In many cases the good service lifetime of a component depends on well-controlled microstructure and state of surface or near-surface residual stresses. Total stresses what component experience are residual stress and load stress. Stresstech offers turnkey solutions, instruments and measurement services for the measurement of these variables. Measurement can be either non-destructive or destructive (PRISM, hole-drilling). The general applications for Stresstech products and services are grinding burn detection and grinding process control; heat treatment defect detection; residual stress measurement; and retained austenite measurement.

Stresstech's products range from standard handheld "off-the-shelf" measurement instruments to highly sophisticated and according to customer's specifications custom-built robot cells, attached directly to high-volume production line.

India Operation Details

Stresstech has a wholly-owned subsidiary in India.

Address: Office No. 1309, Plot No. A-1, Sector - 1,
Rupa Solitaire Building, MBP Mahape,
Navi Mumbai 400 710, India

Tel.: +91 22 27782011

Fax: +91 22 27782012

E-mail: info@stresstechbharat.in

Website: www.stresstechbharat.in

Contact: Mr. Amaresh Dandapat, Director
+91 9766499067

Sweco India Pvt. Ltd.



Brief Profile

Sweco Finland is the leading company specialized in the built environment and industry in Finland. The company's multi-disciplinary expertise enables innovative solutions and developing a sustainable society. Sweco caters to its clients in the fields of structural engineering, building service systems, and industrial, environmental and municipal engineering. In addition, they offer project and construction management services and architectural design. The services cover the whole construction process from feasibility studies to quality assurance and building services after project completion.

Sweco Finland is part of the international Sweco Group, the Europe's leading architecture and engineering consultancy. Of the 14,500 Sweco employees in total, nearly 2,000 work in Finland. Sweco carries out assignments in 70 countries annually throughout the world. Sweco is a member of the OMX Nordic Exchange Stockholm.

India Operation Details

Sweco India Pvt. Ltd. is a wholly-owned subsidiary, established in 2007. The company provides multi-disciplinary engineering design.

Address: Plot No 424, Udyog Vihar, Phase IV,
Gurgaon – 122 015, Haryana, India
Tel: +91 124 420 9979, +91 124 438 3394/5
Website: www.sweco.fi

The Switch (Liaison Office)



Brief Profile

The Switch, a Yaskawa company, is a pioneer in advanced drive train technology. The company has an installed base of nearly 11 GW of megawatt-class permanent magnet machine and converter packages. The main focus areas are wind, marine and special industrial solutions. The company's innovative drive trains make an impact on profitable power generation and energy use, with the ultimate goal of lowering the cost of energy and operations. The company employs approximately 175 persons globally. The Switch is headquartered in Vantaa, Finland.

India Operation Detail

The Switch entered the Indian market in late 2010 with the vision of becoming the industry leader in supplying permanent magnet generators and full power converters mainly for Renewable energy industry and later working with special Industrial and marine application. Presently the company is registered in India as liaison office but is in the process of converting into a whole subsidiary of The Switch Finland.

Address: C/O Apeejay Buisness Centre,
29/21 Haddows Road, Nungambakkam
Chennai, 600006, India

Website: www.theswitch.com

Contact: Mr. C. Sundar
Country Manager
C.Sundar@theswitch.com



Tecnotree Convergence Ltd.

TECNOTREE

Brief Profile

Tecnotree is a global provider of telecom IT solutions for the management of products, customers and revenue. Tecnotree helps communications service providers to transform their business towards a marketplace of digital services. Tecnotree empowers service providers to monetise on service bundles, provide personalised user experiences and augment value throughout the customer lifecycle.

India Operation Details

Tecnotree has a staff of around 1,000 professionals with R&D centres in India, Finland, Ireland, and Argentina. The company's operations are organised around product management, product development, solutions delivery, sales and marketing, and other support functions. While India represents Tecnotree's single biggest R&D entity, other functions are also present in India.

Address: Tecnotree Convergence Limited
65/2, 'B' Block, 5th Floor, Level – 07
Bagmane Tridib, Bagmane Tech Park,
C.V. Raman Nagar, Byrasandra,
Bangalore – 560093, India

Tel: +91 80 401 40600
Fax: +91 80 401 40700
Website: www.tecnotree.com

Tekla India Pvt. Ltd.



Brief Profile

Tekla Corporation, founded in 1996, develops software products for building and construction, energy distribution, infrastructure management and water supply sectors. Tekla's mission is to drive the evolution of digital information models with its software, providing a growing competitive advantage to customers in the construction, infrastructure and energy industries. Tekla has area offices and partner organizations across the globe. International operations account for 85% of its net sales. The company has customers in nearly 100 countries. Tekla is now part of Trimble (www.trimble.com) a NASDAQ listed USA based company.

India Operation Details

Tekla is represented in India through three branch offices, the main one located in Mumbai.

Address: Unit no: 112 -115 – Sector -1
Building no. 2, Millennium Business Park
Navi Mumbai, 400710
Tel: +91 22 6138 7777
E-mail: info.india@tekla.com
Website: www.tekla.com

Tieto Software Technologies Ltd.



Brief Profile

Tieto was founded in 1968 and is headquartered in Helsinki, Finland. It is the largest Nordic IT services company, with a strong global presence and delivery capabilities. Tieto employs more than 13,000 experts, operates in more than 20 countries and has a turnover of approximately EUR 1.5 billion. The company's shares are listed on NASDAQ in Helsinki and Stockholm.

Tieto's game-changing IT innovations and services help its customers in the public and private sectors to realise new business and service opportunities, master industry change and stay one step ahead of their competitors. Tieto serves 92% of the OMX Helsinki 25 Index and 74% of the OMX Nordic 40 Index companies.

India Operation Details

In 2005, Tieto marked its footprint in India with a humble office in Pune. Today the delivery centre is one of the largest in the world for Tieto. The company's strategy in India drives for higher differentiation and specialization and going forward, more focus is placed on productizing high value adding IT services and offerings. Tieto in India is a firm believer of the fact that engaged employees are productive employees. With this belief, Tieto has ensured transparency and an empowered work culture with the help of its various employee engagement initiatives.

Address: Wing 1, Cluster D, EON Free Zone,
MIDC Kharadi Knowledge Park,
Pune, 411014, Maharashtra, India
Tel: +91 20 6730 3000
E-mail: india.communications@tieto.com
Website: www.tieto.com

UPM-Kymmene India Pvt. Ltd.



Brief Profile

UPM leads the integration of bio and forest industries into a new, sustainable and innovation-driven future. UPM products are made of renewable raw materials and are recyclable. UPM consists of three Business Groups: Energy and pulp, Paper, and Engineered materials. The Group employs around 24,000 people and it has production plants in 16 countries. UPM's annual sales exceed EUR 10 billion in 2012. UPM's shares are listed on the Helsinki stock exchange.

India Operation Details

UPM India is exploring the possibilities for a paper mill in India, location for mill is identified is in Gujarat and the project is at feasibility stage. The proposed investment would be worth multiple hundreds of millions of Euros. The commercial production may take about 3-4 years. Another business unit of UPM, Raflatac is in the labelstocks business. Raflatac has two slitting terminals in India, one at Mumbai and other at Bangalore.

Address: UPM-Kymmene India Pvt. Ltd.
C-45/1, T.T.C. Industrial Area, Pawane,
Off Thane-Belapur Road,
Turbhe, Dist-Thane,
Navi Mumbai -400705, India

Tel: +91 22 2767 0031/32/33

Fax: +91 22 2767 0035

Website: www.upm.com

Contact: Mr. Praveen Gupta, Managing Director
Praveen.Gupta@upm
+91 99 6753 8339

Vacon Drives and Controls Pvt. Ltd.



Brief Profile

Vacon is driven by a passion to develop, manufacture and sell the best AC drives and inverters in the world - and provide customers with efficient product lifecycle services. Vacon AC drives offer optimum process control and energy efficiency for electric motors. Vacon inverters play a key role when energy is produced from renewable sources. Vacon has production and R&D facilities in Europe, Asia and North America, and sales offices in 27 countries. Further, the company has sales representatives and service partners in nearly 90 countries. In 2012, Vacon's revenues amounted to EUR 388.4 million, and the company employed globally approximately 1,500 people. The shares of Vacon Plc (VAC1V) are quoted on the main list of the Helsinki stock exchange (NASDAQ OMX Helsinki).

India Operation Details

Vacon Drives & Controls Pvt Ltd is a wholly owned subsidiary of Vacon Plc in India. It was established in 2006 at Chennai. In the last 5 years Vacon has grown with a CAGR of 40% with its solution factory in Bangalore. Vacon is present in all industrial hubs of India with its reach of Sales & Service network in Ahmedabad, Bangalore, Chennai, Hyderabad, Mumbai, Pune, Kolkata, Delhi, Chandigarh, Raipur and Bhilai. The vast network is also supported by its 32 partners across the country. Vacon's facilities at Chennai and Bangalore are the hubs for all AC Drives and spare parts along with a Service Centre, Customer Training Centre and engineering excellence centre in Bangalore. The major customer bases of Vacon are steel, power, cement, textile, plastics, cranes, chemical oil & gas, mining, HVAC and marine.

Address: Vacon Drives & Controls Pvt Ltd
352, Kapaleeshwar Nagar,
East Coast Road, Neelangarai,
Chennai – 600041, Tamil Nadu, India

Tel: +91 44 2449 0024
Customer Service Hotline: +91 44 2449 0024

E-mail: vacon.india@vacon.com

Website: www.vacon.com

Contact: Mr. Shailendra Salvi, Managing Director - India & Middle East

Vahanen Building Services India Ltd.

VAHANEN

Brief Profile

Vahanen Building Services India offers services for building projects all around India and abroad in several service fields, including structural engineering, architecture and project management. The company serves as a knowledge partner for its clients and provides high-quality solutions using extensive know-how in modern building techniques. The main purpose of the company is to add value by offering the right kinds of specialist services for clients' needs. Vahanen Building Services manages projects effectively through its internal project management programme, which ensures that its specialists handle all parts of building projects.

India Operation Details

Vahanen India's service areas cover all of the phases of a building's life cycle. The offering includes building services for many different types of buildings such as: residential projects, commercial office buildings and shopping malls, industrial structures and logistic centres, car parks, and stadiums. Especially pre-cast structures are becoming more used in the Indian building market, and Vahanen offers pre-cast solutions and services across all of its service areas. Vahanen India's service areas include: architecture, structural engineering and project management.

Address: Landmark Plaza, Second Floor, Quarkcity India Pvt. Ltd.,
A-40 A, Industrial Area, Phase VIII B,
Mohali, India – 160071

Website: www.vahanen.com

Contact: Mr. Amit Gupta
Amit.Gupta@vahanen.com
+91 98 7657 8866



Vaisala Oyj Liaison Office in India

VAISALA

Brief Profile

Vaisala is a global leader in environmental and industrial measurement, observation and monitoring. The company provides a comprehensive range of innovative products and services for meteorology, airports, road, rail and sea transportation, and renewable energy, as well as for various industries from life science, power and steel to plastics.

Address: 3TIER R&D India Private Ltd
T-2, Farhaan Centre, # 24/1, Walkers lane,
Longford Road Cross, Richmond Town,
Bangalore- 560025, Karnataka, India

Tel: +91 80 40918220
Fax: +91 80 40918222
Website: www.vaisala.com

Valmet Chennai Pvt. Ltd.

Valmet Automation Private Limited



Brief Profile

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. The company's 12,000 professionals around the world work close to the customers and are committed to moving customers' performance forward.

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.

The company has over 200 years of industrial history and was reborn through the demerger of the pulp, paper and power businesses from Metso Group in December 2013. Valmet's net sales in 2014 were approximately EUR 2.5 billion. Valmet's head office is in Espoo, Finland, and its shares are listed on the NASDAQ OMX Helsinki Ltd.

India Operation Details

Valmet operates in its focus industries in India. The company is located in three Indian cities: Chennai, Gurgaon and Mumbai. The country administration and sales is located in Chennai.

Address: Central Square 1. Fifth Floor, South Wing,
CIPET Road Thiru-vi-ka Industrial Estate Guindy
600032 Chennai, India

Tel: +91 44 30179300

Fax: +91 44 30179333

Website: www.valmet.com

Ab Solving Oy / Veda Sourcing Solutions Pvt. Ltd.



Brief Profile

Veda Sourcing Solutions Pvt. Ltd. is a subsidiary of Ab Solving Oy. Since Solving was established more than 35 years ago, the company has specialised in the design and manufacture of heavy load handling systems. Their products range from simple hand-controlled devices to highly sophisticated automated handling systems using both air bearings and wheels.

India Operation Details

Veda Sourcing Solutions Pvt Ltd was formed in year 2007 with vision of focusing on providing the total solutions for sourcing from emerging country - India. The company facilitates Indian manufacturers and service providers to reach the global market, and functions as a catalyst for getting "the best of both worlds" for the customers. Veda Sourcing Solutions offers the following services:

- Sales authorization, installation, commissioning, after sales including storage of spare parts & annual maintenance services for customer products in India
- Sourcing for customers from India –
- Identifying potential suppliers according to RFQ, specifications received from customers
- Securing confidentiality of customer designs, provide budgetary pricing & comparative analysis among short listed suppliers
- Onsite audit inspection including material confirmation and traceability
- Emphasis on timely delivery & complete visibility by continuous communication- "Your Eyes in the Indian factory"

Address: Flat No 17, B1 Building, Bhujbal Township, Kothrud,
Pune – 4111038, Maharashtra, India

Website: www.solving.com

Contact: Mr. Walimbe Shekhar
ShekharWalimbe@vedasourcing.com
Tel: +91 94 2356 9990
Fax: +91 94 2356 9990

VME Precast Pvt. Ltd.



Brief Profile

Valkeakosken Betoni Oy (Valkeakoski Concrete Ltd.) was founded in 1993. VaBe is one of the largest manufacturers and suppliers of precast concrete products in Finland. Using meticulous production design and skill, VaBe produces a wide range of high quality products.

India Operation Details

VME Precast Pvt. Ltd., manufacturing prefabricated concrete elements and products in Chennai, is a joint venture between VaBe and the Indian VME Group. The factory was inaugurated in 2010.

Address: No 364 Pilliar Koil Street, Panneer Nagar,
Mogappair West, Chennai -600 037,
Tamil Nadu, India

Tel: +91 44 2625 0707/2625 5885

E-mail: sales@vmeprecast.com

Website: www.vmeprecast.com

Wartsila India Limited



Brief Profile

Wärtsilä is a global leader in complete lifecycle power solutions for the marine and energy markets. By emphasising technological innovation and total efficiency, Wärtsilä maximizes the environmental and economic performance of the vessels and power plants of its customers.

The company has operations in more than 200 locations in nearly 70 countries around the world with approximately 17,700 employees. Wärtsilä is listed on Nasdaq Helsinki, Finland.

India Operation Details

Wärtsilä is one of the first Finnish companies to enter the Indian market in 1986. Wärtsilä has nearly 1,100 people in India, sales & service offices in six major cities, a factory at Khopoli and a service workshop on both coasts: one at Khopoli, the other at Visakhapatnam. Wärtsilä Land and Sea Academy provides technical training to power plant and ship owners.

Address: 21st Floor,
Kesar Solitaire,
Plot no 5, Sector-19,
Palm Beach Road, Sanpada,
Navi Mumbai – 400705, India

Website: www.wartsila.com

Contact: Mr. Kimmo Kohtamäki, President & Managing Director
Kimmo.Kohtamaki@wartsila.com
+91 22 2781 8300

Indian Companies in Finland

Finnplay Technologies	www.finnplay.com
Feelberry	www.fellberry.org
GeoTech	www.geotechinfo.net
Havells Sylvania Finland	www.havells-sylvania.com
HCL Technologies	www.hcltech.com
Holiday Club Resorts Oy	www.holidayclubresorts.com
Industell Nordic	www.industell.info
Infosys Technologies	www.infosys.com
ITC Infotech India	www.itcinfotech.com
Larsen & Toubro Infotech	www.lintinfotech.com
Labsystems Diagnostics	www.labsystemsdx.com
Medipolis GMP	www.medipolisgmp.com
iGATE Information Services	www.igate.com
Sasken Finland	www.sasken.fi
Systems Biology Worldwide	www.sbw.fi
Tata Consultancy Services	www.tcs.com
Tata Steel International	www.tatasteel.com
Tech Mahindra	www.techmahindra.com
Tooltech Europe	www.tooltech.net
Webscape	www.webscapeoy.com
Wipro	www.wipro.com
Wipro Infrastructure Engineering	www.wipro.fi
Total:	22

Media Information



Media in Finland

Finns have long been avid newspaper readers. They rank first in the EU and third in the world (after Japan and Norway), with 483 copies per 1000 inhabitants. There are 31 seven-day dailies, which is more than in any other Nordic country. 76 % of the population older than 10 reads a daily newspaper or afternoon paper. The two major publishers account for 56% of the aggregate circulation of dailies.

The share of print media on the total mass media turnover is still high with 69% of all media, although its relative share has slowly decreased, while that of electronic media has risen. The biggest share of the print media, 29% of the total volume, consists of newspapers. The structure of Finnish newspaper industry is mixed, as it is based on a few strong nationwide newspapers, on a wide regional daily press, and on numerous local papers.

Source: European Journalism Centre (2015)

Finland's broadcasting sector is dynamic and the country has embarked on a comprehensive digitisation programme. Below are listed the biggest Finnish media by category.

Press media

Helsingin Sanomat (Daily)	www.hs.fi
Hufvudstadsbladet (Swedish language daily)	www.hbl.fi
Kauppalehti (Business daily)	www.kauppalehti.fi
Taloussanomat (Business daily)	www.taloussanomat.fi
Aamulehti (Daily)	www.aamulehti.fi
Turun Sanomat (Daily)	www.ts.fi
Kaleva (Daily)	www.kaleva.fi
Ilta-lehti (Daily)	www.iltalehti.fi
Ilta-Sanomat (Daily)	www.iltasanomat.fi



Television

Yleisradio Oy, YLE (Public, operates several channels in Finnish and Swedish)	www.yle.fi
MTV3 (Private)	www.mtv3.fi
Nelonen (Channel 4) (Private)	www.nelonen.fi

Radio

Finnish Broadcasting Company, YLE (Public)	www.yle.fi
Radio Nova (Commercial)	www.radionova.fi
The Voice (Commercial)	www.voice.fi
NRJ (Commercial)	www.nrj.fi
Radio Classic (Commercial)	www.radioclassic.fi

News agencies

Finnish News Agency – Suomen Tietotoimisto (STT) (Finnish, Swedish and English)	www.stt.fi
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Media in India


Traditional media has continued to exhibit healthy growth rates in India even in the time when digital media is increasingly dominant. With 168 million TV households, India remains the world's second largest television market after China, but remains highly unstructured. The number of cable/satellite subscribers increased by 10 million in 2014, to reach 149 million Indians. The popularity of digital media keeps increasing fast, with recent massive growth in digital advertising. Out of all mass media consumption, TV dominates approximately 37%, print media 43%, radio 4%, OOH (out-of-home media) 5%, and digital media 11%.

Source: Kpmg: Indian Media And Entertainment Industry Report 2015

Below are listed the most significant Indian media by category.

Press media

The Times of India (Daily)	www.timesofindia.com
The Hindustan Times (Daily)	www.hindustantimes.com
The Hindu (Daily)	www.thehindu.com
The Pioneer(Daily)	www.dailypioneer.com
The Indian Express (Daily)	www.indianexpress.com
The Statesman (Daily)	www.thestatesman.net
Deccan Herald (Daily)	www.deccanherald.com
Business Standard (Daily)	www.business-standard.com
The Economic Times (Daily)	www.economictimes.com
The Financial Express (Daily)	www.financialexpress.com
The Hindu Business Line (Daily)	www.thehindubusinessline.com



Mint (Daily)	www.livemint.com
India Today (News Magazine)	www.indiatoday.intoday.in
Outlook (News Magazine)	www.outlookindia.com
Frontline (English news Magazine)	www.frontline.in

Television

India Today Group (Operates two news channels)	
Aaj Tak in Hindi	http://aajtak.intoday.in
Headlines Today in English	http://headlinestoday.intoday.in
New Delhi TV/NDTV (Operates three news channels)	
NDTV-India in Hindi, NDTV 24x7 in English,	www.ndtv.com
NDTV Profit business channel	
Doordarshan	www.ddindia.gov.in
(Public TV; operates 21 national, regional or local services)	
Network18	www.network18online.com
(Operates numerous news and entertainment channels)	
Times Now	www.timesnow.tv
(English news channel in partnership with Reuters)	
Zee TV	www.zeetelevision.com
(Satellite and cable TV services)	
STAR TV	www.startv.in
(Satellite, cable TV services including STAR News)	



Radio

All India Radio (Public)	www.allindiaradio.gov.in
Radio Mirchi (Commercial)	www.radiomirchi.com
Radio City (Commercial)	www.planetradiocity.com
Red FM (Commercial)	www.redfm.in
Big FM (Commercial)	www.927bigfm.com
Fever FM (Commercial)	www.fever.fm

News agencies

Press Trust of India (Print media)	www.ptinews.com
United News of India (Print media)	www.uniindia.com
Asian News International (Multimedia)	www.aniin.com
Indo Asian News Service (Print media)	www.ians.in

