



VIEXPO

Builder of the Export Finland



Viexpo – we explore opportunities

- Cooperative Viexpo - founded 1970.
- The main function is to guide and serve enterprises from various fields with questions relating to export and internationalization.
- Operation areas for basic advisory services: Ostrobothnia, Central-Ostrobothnia and Southern Ostrobothnia. Viexpo's other services are available in entire country.
- Viexpo's customers are Finnish SMEs and Midcaps considering internationalization and SMEs already in the early phase of the internationalization.

Mission: Our mission is to produce welfare and workplaces in Finland.

Vision: Viexpo's vision is to evolve together with companies in the changing world of challenges by offering enterprise-oriented modernization services to meet the ever-changing needs of customers.



Viexpo – with almost half of a decade experience

- Part of Team Finland –network and Business Finland.
- Official internationalization unit of the Centre for Economic Development, Transport and the Environment in Ostrobothnia.
- Cooperation with Finnvera, Chambers of Commerce and embassies throughout the world, and other international, national and regional organizations.
- Viexpo has offices in Kokkola, Pietarsaari and Vaasa.
- Personnel: 9 employees, 2-4 trainees and a representative in France.
- Values: Customer orientation, Inspiration and Joy, Curiosity, Respect and Responsibility, Community spirit and Participation.



Viexpo – We take our know-how to the world



Energy, Clean Tech



Metall and plastic



Boat



Transportation and Logistics



Education



Food and large-scale industry



Food from the nature



Wood and construction



Agriculture and forestry machinery



Games



Fur



Chemistry and plastics



Welfare technology



Mining



Music

Viexpo – internationalization path & services

With nearly 50 years of experience and solid expertise, we help SMEs step by step with export and internationalization.



Growth opportunities from around the world

We help your business to identify the opportunities offered by the global market through our comprehensive network of collaborators.



Ready to export?

Viexpo provides free advice on basic export-related issues. We analyze the required pre-conditions and possible challenges of your company's export process. In addition, we help to define the export progress strategy.



Financing for internationalization

Internationalization can be funded in many different ways and we help your business to find the right funding for you.



Market analysis

Market analysis are excellent tools for the company's export process. Viexpo's market analysts are responsible for, among other things, market surveys, partner search and competitor analyzes on the international market.



Consulting

Viexpo offers consulting on various aspects of international business. We also offer the ELY Center's KEHPA analysis and consulting.



Translation Services

Viexpo offers expert and tailor-made language services to businesses, corporations and private individuals. We handle our orders with high quality, flexibility and speed.



Trade Fairs

Viexpo has years of experience in coordinating international fair appearances and especially in arranging joint stands.



Export promotion trips

During the Export promotion trips organized by Viexpo we attend fairs and meet companies, as well as potential partners according to the participants' wishes.



Export networks

Benefit from the power of cooperation, which leads to concrete transactions and more holistic solutions.

Viexpo - 2020 Double the amount of the Finnish SMEs export

- According to the Confederation of Finnish Industries' SME barometer-survey 2017 only 23% of the Finnish SMEs have international operations (total 65 000 SMEs)
- From 65 000 SMEs only 12 % export directly
- From the heavily growth-seeking SMEs 50% invest in internationalization and from growth-seeking SMEs only 27%
- 18 % of the Finnish SMEs do not seek for growth and this amount has been rising lately

Doubling the amount of the Finnish SMEs export is the goal of the Finnish government. Viexpo shares the same goal and daily helps the Finnish SMEs to in their internationalization.

Confederation of Finnish Industries' survey and Viexpo's Finland100 campaign both highlight the importance of the markets close by.

- For the Finnish SMEs Nordic markets are important and Sweden is often the first export target country
- The Finnish SMEs see huge potential also in the developing country markets
- The internationalization of both new and traditional industries must be supported
- New technologies, artificial intelligence and digital solutions are shaping also the traditional industries and are today requirements for international competitiveness
- Today offering of thorough export solutions and good networks are the keys to success

Business Finland Energy Program and Viexpo together

- Viexpo is a member of the Business Finland's Energy- growth program.
- Viexpo actively lifts up it's regions energy companies to a national awareness.
- Viexpo organizes opportunities for personnel and other delegations of the Energy-program to get to know the entire offering of the region.
- We cooperate with the Ministry of Foreign affairs and Business Finland in order to exploit market opportunities in the emerging market areas.
- Viexpo cooperates with the other actors of the Ostrobothnia energy cluster with a company driven perspective.



5. Energy Day München 3.5.2018

MEET SOUTH GERMAN DECISIONMAKERS FROM THE ENERGY INDUSTRY IN MÜNCHEN 3.5.2018!

- You will get an opportunity to discuss and network with German municipalities, energy intensive companies and with the decisionmakers of German powerplants. Viexpo organizes in cooperation with German-Finnish Chamber of Commerce a total package the event.
- The price includes Energy Day-conference, flights, accommodation and Viexpo's guidance (in Finnish, Swedish & German) during the event. Additional services include agreeing of one-to-one meetings with the German companies. We also offer interpretation services.

More information: www.viexpo.fi or directly from Kajsa Emmerich kajsa.emmerich@viexpo.fi 0503092810. Sign up latest on 29.3!

Gastech Barcelona 17-20.9.2018

GASTECH IS THE WORLD LEADING EVENT FOR GAS, LNG AND ENERGY INDUSTRIES, WHERE YOU HAVE AN OPPORTUNITY TO PARTICIPATE IN HIGH-PROFILE CONFERENCE, TO MEET EXHIBITORS AND GET TO KNOW THE INDUSTRIES WORLDWIDE MARKETS.

- Join Viexpo and come to Barcelona to meet top actors all over the world! In Gastech you will meet energy companies, shipbuilders, technology companies, EPC contractors, national and international oil companies, which all play an important role in the international energy value chain.
- The conference and the trade fair focus on new technologies and industrial development.

More information: www.viexpo.fi & <http://www.gastechevent.com/> or directly from Marja-Riitta Vest marja-riitta.vest@viexpo.fi 040 539 6695 or Kristian Schrey kristian.schrey@viexpo.fi 050 572 8253

EnergyDecentral Hannover 13-16.11.2018

DLG AND BIOGAS ASSOCIATION JOINTLY ORGANIZES A HIGH-QUALITY INTERNATIONAL EVENT ENERGYDECENTRAL AND BIOGAS CONVENTION & TRADE FAIR, WHICH WILL BE HELD IN HANNOVER 13. - 16. NOVEMBER 2018.

- All manufacturers and service providers in the industry are together in the event and present the latest innovations and trends in the industry. A whole energy value chain is presented, such as biomass production, energy production, energy sharing and utilization. Farmers, forestry operators, equipment manufacturers, municipalities and public organizations and energy producers are examples of visitors.
- The fair also provides a lot of useful information about the industry through several conferences and workshops. There is also a big networking event, EnergyDecentral & Biogas Evening and an innovation competition.
- In 2016 the event had nearly 600 exhibitors and more than 31,000 visitors, of whom 16% were international visitors and investors.
- Viexpo is the official partner of DLG and coordinates and manages the participation of Finnish companies in the event. Registration for the fair will begin on 1.11.2017 and will end on 30.04.2018. For companies, we offer a joint stand.

More information: www.viexpo.fi & www.energy-decentral.com/ or directly from Elina Ruohonen elina.Ruohonen@viexpo.fi +358503854373



NordicHub – Natural link from Scandinavia to the world



From the Ostrobothnia region we have a natural link from Scandinavia to the world and NordicHub is built around this natural link. In the Ostrobothnia we have expertise and over 1 000 years of history in Nordic export, common language, understanding of the Nordic culture and close relationships.



NordicHub is a national competence hub coordinated by Viexpo, which focuses on Nordic business operations and especially on export.



NordicHub operates in a network-based cooperation and utilizes the strongest know-how of each region. NordicHub builds network-based operation in Finland in order to increase the level of SMEs exporting to the Scandinavian markets.



In addition to the national competence hub, NordicHub creates and forms a Nordic business service network and continues to build thorough Nordic export solutions to the rest of the world.



Nordichub- Networking and export promotion trip to the Swedish construction market Umeå, Örnsköldsvik, Sollefteå & Kramfors 22-25.4.2018

IN SWEDEN THERE IS A SHORTAGE OF ACTORS IN THE CONSTRUCTION MARKET AND THIS OFFERS A GREAT OPPORTUNITY FOR THE FINNISH CONSTRUCTION COMPANIES TO GROW THEIR BUSINESSES!

- NordicHub, which is coordinated by Viexpo, will conduct a four-day export promotion trip directly to the Swedish construction market.
- During the trip, you will meet professionals, actors and decision-makers from the construction industry, together with NordicHub's Finnish and Swedish speaking internationalization specialists.
- In addition, you will get more information about the Swedish construction industry, benefit of the synergies between the companies involved, and above all, enhance your company's business and expertise.
- The total price of the trip is 1250 € + VAT. The price includes boat trips Vaasa-Umeå-Vaasa, overnight stays (3), bus transport in Sweden, meetings and NordicHub's expert services and guidance on the way.

More information: www.viexpo.fi or directly from Katja Jankens katja.Jankens@viexpo.fi 0505738876