

MARKET RESEARCH REPORT

Product: 8439 - Machinery; for making pulp of fibrous cellulosic material, or for making or finishing paper or paperboard

Country: Finland



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CONTENTS OF THE REPORT

Scope of the Market Research	4
List of Sources	5
Product Overview	6
Executive Summary	8
Global Market Trends	18
Global Market: Summary	19
Global Market: Long-term Trends	20
Markets Contributing to Global Demand	22
Country Economic Outlook	23
Country Economic Outlook	24
Country Economic Outlook - Competition	26
Country Market Trends	27
Product Market Snapshot	28
Long-term Country Trends: Imports Values	29
Long-term Country Trends: Imports Volumes	30
Long-term Country Trends: Proxy Prices	31
Short-term Trends: Imports Values	32
Short-term Trends: Imports Volumes	34
Short-term Trends: Proxy Prices	36
Country Competition Landscape	38
Competition Landscape: Trade Partners, Values	39
Competition Landscape: Trade Partners, Volumes	45
Competition Landscape: Trade Partners, Prices	51
Competition Landscape: Value LTM Terms	52
Competition Landscape: Volume LTM Terms	54
Competition Landscape: Growth Contributors	56
Competition Landscape: Contributors to Growth	61
Competition Landscape: Top Competitors	62
Conclusions	64
Export Potential: Ranking Results	65
Market Volume that May Be Captured By a New Supplier in Midterm	67
Recent Market News	68
Policy Changes Affecting Trade	71
List of Companies	78
List of Abbreviations and Terms Used	119
Methodology	124
Contacts & Feedback	129

SCOPE OF THE MARKET RESEARCH

Selected Product	Paper Pulp Making Machinery
Product HS Code	8439
Detailed Product Description	8439 - Machinery; for making pulp of fibrous cellulosic material, or for making or finishing paper or paperboard
Selected Country	Finland
Period Analyzed	Jan 2019 - Jun 2025

LIST OF SOURCES

- GTAIC calculations based on the UN Comtrade data
- GTAIC calculations based on data from the World Bank, the International Monetary Fund, the Heritage Foundation, the World Trade Organization, the UN Statistical Division, the Organization of Economic Cooperation and Development
- GTAIC calculations based upon the in-house developed methodology and data coming from all sources used in this report
- Google Gemini AI Model was used only for obtaining companies
- The Global Trade Alert (GTA)

1

PRODUCT OVERVIEW

SUMMARY: PRODUCT OVERVIEW

This section provides an overview of industrial applications, end uses, and key sectors for the selected product based on the HS code classification.

P Product Description & Varieties

This HS code encompasses a wide range of specialized industrial machinery used in the production of pulp, paper, and paperboard. It includes equipment for processing raw cellulosic materials into pulp, as well as machines for forming, pressing, drying, and finishing paper and paperboard products. Subcategories include pulping machines, paper machines (e.g., Fourdrinier, cylinder), calenders, coaters, and winders.

I Industrial Applications

- Pulp production from various fibrous cellulosic materials (wood, bamboo, recycled paper)
- Paper manufacturing for diverse applications (printing, writing, packaging, tissue)
- Paperboard manufacturing for packaging and construction materials
- Finishing processes for paper and paperboard, such as coating, calendering, slitting, and rewinding

E End Uses

- Production of printing and writing paper
- Manufacturing of packaging paper and paperboard (e.g., corrugated board, cartonboard)
- Creation of tissue paper products (e.g., toilet paper, paper towels, facial tissues)
- Production of specialty papers for industrial or consumer use
- Manufacturing of pulp for use in other industries (e.g., textiles, chemicals)

S Key Sectors

- | | |
|---------------------------|---------------------------------------|
| • Pulp and Paper Industry | • Printing Industry |
| • Packaging Industry | • Forestry and Wood Products Industry |

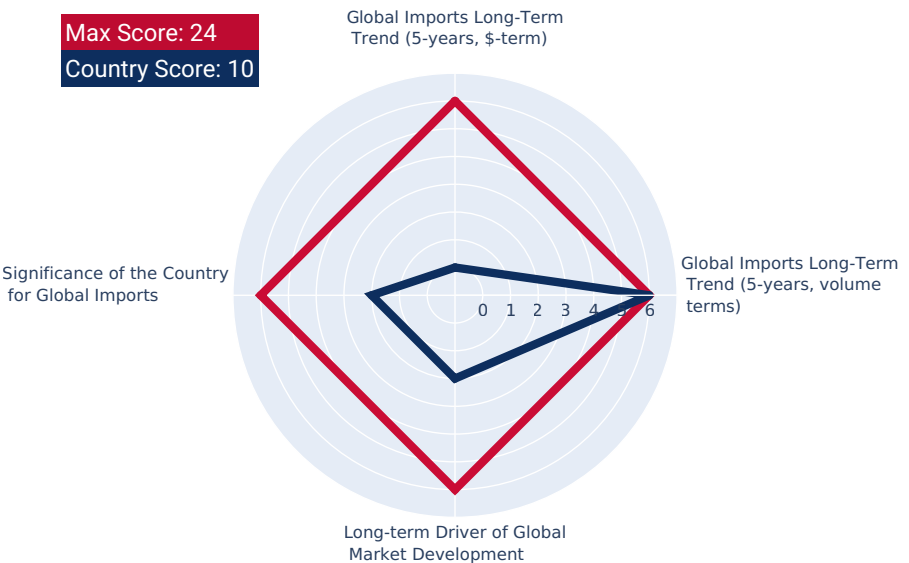
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EXECUTIVE SUMMARY

SUMMARY: LONG-TERM TRENDS OF GLOBAL DEMAND FOR IMPORTS

This section provides a condensed overview of the global imports of the product over the last five calendar years. Its purpose is to facilitate the identification of whether there is an increase or decrease in global demand, the factors influencing this trend, and the primary countries-consumers of the product. A radar chart is utilized to illustrate the intensity of various parameters contributing to long-term demand trend. A higher score on this chart signifies a stronger global demand for a particular product.

Global Imports Long-term Trends, US\$-terms	<p>Global market size for Paper Pulp Making Machinery was reported at US\$3.19B in 2024. The top-5 global importers of this good in 2024 include:</p> <ul style="list-style-type: none">• Germany (10.08% share and -24.53% YoY growth rate)• China (9.38% share and -16.89% YoY growth rate)• India (6.86% share and 51.03% YoY growth rate)• Canada (5.19% share and -9.14% YoY growth rate)• Türkiye (4.96% share and -67.4% YoY growth rate) <p>The long-term dynamics of the global market of Paper Pulp Making Machinery may be characterized as stagnating with US\$-terms CAGR exceeding -1.51% in 2020-2024.</p> <p>Market growth in 2024 underperformed the long-term growth rates of the global market in US\$-terms.</p>
Global Imports Long-term Trends, volumes	<p>In volume terms, the global market of Paper Pulp Making Machinery may be defined as stable with CAGR in the past five calendar years of 0.21%.</p> <p>Market growth in 2024 underperformed the long-term growth rates of the global market in volume terms.</p>
Long-term driver	<p>One of main drivers of the global market development was growth in demand accompanied by declining prices.</p>
Significance of the Country for Global Imports	<p>Finland accounts for about 4.9% of global imports of Paper Pulp Making Machinery in US\$-terms in 2024.</p>



SUMMARY: STRENGTH OF THE DEMAND FOR IMPORTS IN THE SELECTED COUNTRY

This section provides a high-level overview of the selected country, aiming to gauge various aspects such as the country's economy size, its income level relative to other countries, recent trends in imported goods, and the extent of the global country's reliance on imports. By considering these indicators, one can evaluate the intensity of overall demand for imported goods within the country. A radar chart is employed to present multiple parameters, and the cumulative score of these parameters indicates the strength of the overall demand for imports. A higher total score on this chart reflects a greater level of overall demand strength. This total score serves as an estimate of the intensity of overall demand within the country.

Size of Economy

Finland's GDP in 2024 was 299.84B current US\$. It was ranked #46 globally by the size of GDP and was classified as a Small economy.

Economy Short-term Pattern

Annual GDP growth rate in 2024 was -0.15%. The short-term growth pattern was characterized as Economic decline.

The World Bank Group Country Classification by Income Level

Finland's GDP per capita in 2024 was 53,188.62 current US\$. By income level, Finland was classified by the World Bank Group as High income country.

Population Growth Pattern

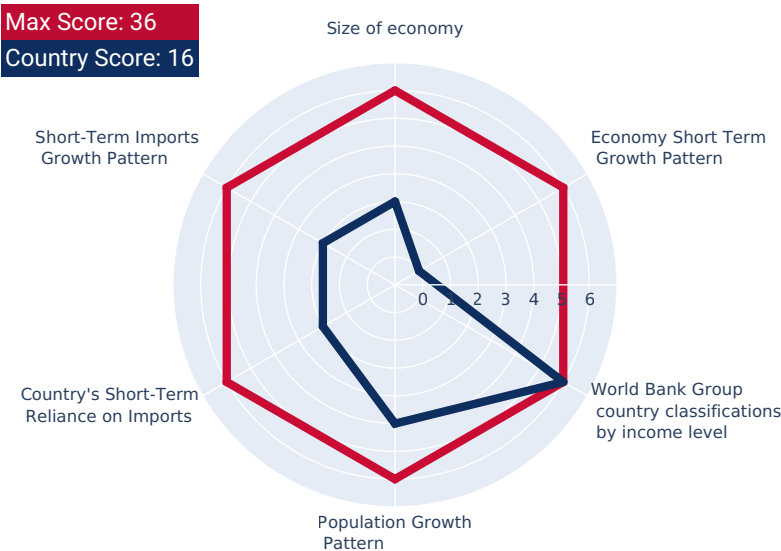
Finland's total population in 2024 was 5,637,214 people with the annual growth rate of 0.95%, which is typically observed in countries with a Moderate growth in population pattern.

Short-term Imports Growth Pattern

Merchandise trade as a share of GDP added up to 52.84% in 2024. Total imports of goods and services was at 122.65B US\$ in 2024, with a growth rate of -2.45% compared to a year before. The short-term imports growth pattern in 2024 was backed by the moderately decreasing growth rates of this indicator.

Country's Short-term Reliance on Imports

Finland has Moderate reliance on imports in 2024.



SUMMARY: SHORT-TERM TRENDS OF COUNTRY MARKET, US\$-TERMS

This section provides the short-term forecast for imports of the selected product to the subject country. It provides information on imports in US\$ terms over the last 12 and 6 months. The radar chart in this section evaluates various parameters, and a higher cumulative score on the chart indicates a stronger tracking of imports in US dollar terms.

LTM Country
Market Trend, US\$-
terms

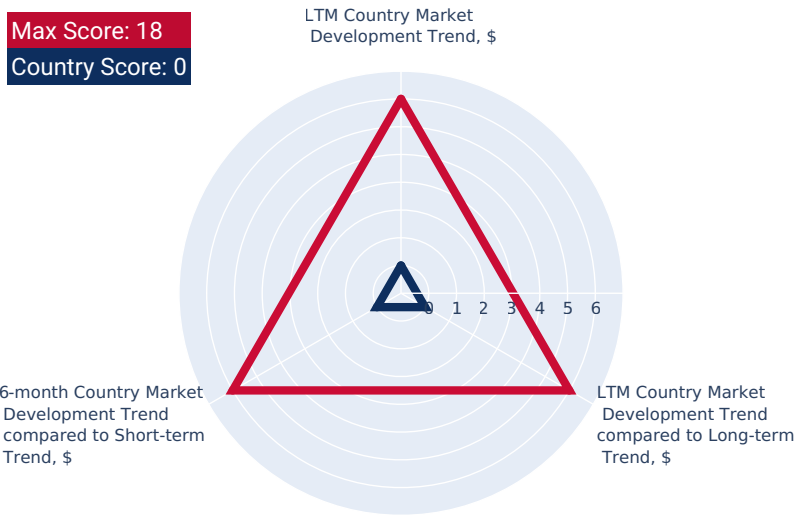
In LTM period (07.2024 - 06.2025) Finland's imports of Paper Pulp Making Machinery was at the total amount of US\$108.66M. The dynamics of the imports of Paper Pulp Making Machinery in Finland in LTM period demonstrated a stagnating trend with growth rate of -35.55%YoY. To compare, a 5-year CAGR for 2020-2024 was 6.95%. With this trend preserved, the expected monthly growth of imports in the coming period may reach the level of -2.5% (-26.24% annualized).

LTM Country
Market Trend
compared to Long-
term Trend, US\$-
terms

The growth of Imports of Paper Pulp Making Machinery to Finland in LTM underperformed the long-term market growth of this product.

6-months Country
Market Trend
compared to Short-
term Trend

Imports of Paper Pulp Making Machinery for the most recent 6-month period (01.2025 - 06.2025) underperformed the level of Imports for the same period a year before (-49.43% YoY growth rate)



SUMMARY: SHORT-TERM TRENDS OF COUNTRY MARKET, VOLUMES AND PROXY PRICES

This section offers an insight into the short-term decomposition of imports for the chosen product. It aims to uncover the factors influencing the development of imports in US\$ terms, and identify any unusual price fluctuations observed in the last 6 to 12 months. The radar chart in this section assesses multiple parameters, and a higher cumulative score on the chart indicates a more positive short-term outlook for both demand and price within the country.

LTM Country Market
Trend, volumes

Imports of Paper Pulp Making Machinery to Finland in LTM period (07.2024 - 06.2025) was 5,110.68 tons. The dynamics of the market of Paper Pulp Making Machinery in Finland in LTM period demonstrated a stagnating trend with growth rate of -55.23% in comparison to the preceding LTM period. To compare, a 5-year CAGR for 2020-2024 was 5.58%.

LTM Country Market
Trend compared to Long-term
Trend, volumes

The growth of imports of Paper Pulp Making Machinery to Finland in LTM underperformed the long-term dynamics of the market of this product.

6-months Country Market
Trend compared to Short-term
Trend, volumes

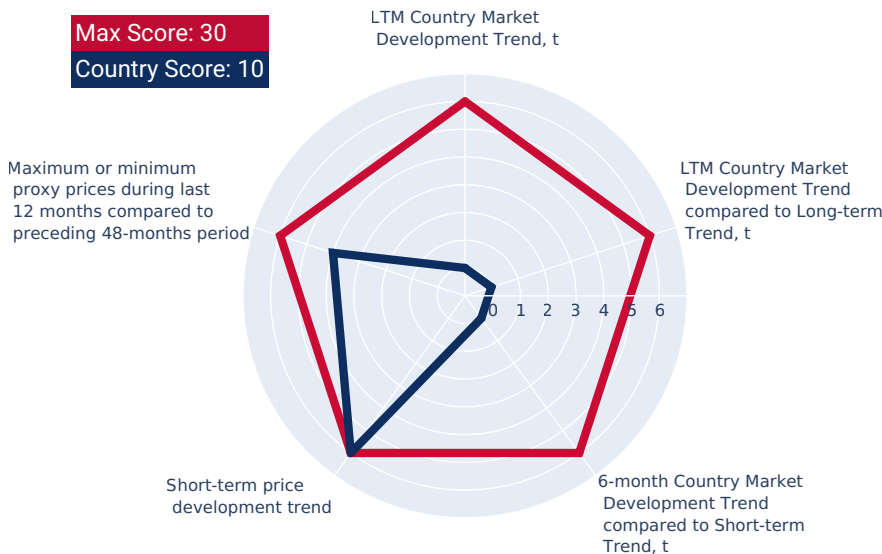
Imports in the most recent six months (01.2025 - 06.2025) fell behind the pattern of imports in the same period a year before (-74.49% growth rate).

Short-term Proxy Price
Development Trend

The estimated average proxy price for imports of Paper Pulp Making Machinery to Finland in LTM period (07.2024 - 06.2025) was 21,261.65 current US\$ per 1 ton. A general trend for the change in the proxy price was fast-growing.

Max or Min proxy prices
during LTM compared to
preceding 48 months

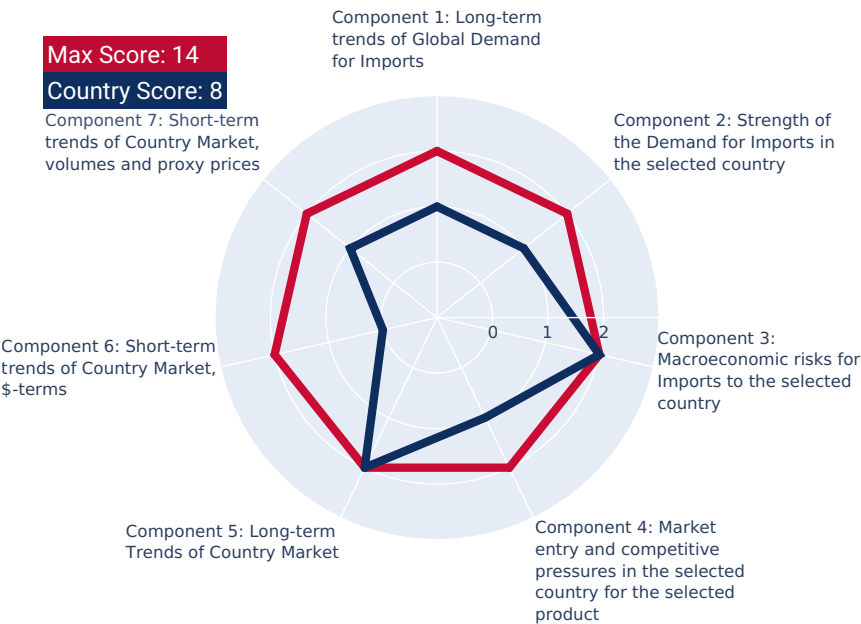
Changes in levels of monthly proxy prices of imports of Paper Pulp Making Machinery for the past 12 months consists of 1 record(s) of values higher than any of those in the preceding 48-month period, as well as no record(s) with values lower than any of those in the preceding 48-month period.



SUMMARY: ASSESSMENT OF THE CHANCES FOR SUCCESSFUL EXPORTS OF THE PRODUCT TO THE COUNTRY MARKET

This section concludes by evaluating the level of attractiveness of the country's market for suppliers. Additionally, it offers an estimate of the potential scale of sales a supplier could achieve in the mid-term, represented in both US\$ and Ktons.

Aggregated Country Rank	The aggregated country's rank was 8 out of 14. Based on this estimation, the entry potential of this product market can be defined as indicating an uncertain probability of successful entry into the market.
Estimation of the Market Volume that May be Captured by a New Supplier in Mid-Term	<p>A high-level estimation of a share of imports of Paper Pulp Making Machinery to Finland that may be captured by a new supplier or by existing market player in the upcoming short-term period of 6-12 months, includes two major components:</p> <ul style="list-style-type: none">• Component 1: Potential imports volume supported by Market Growth. This is a market volume that can be captured by supplier as an effect of the trend related to market growth. This component is estimated at 0K US\$ monthly.• Component 2: Expansion of imports due to Competitive Advantages of supplier. This is a market volume that can be captured by supplier with strong competitive advantages, whether price wise or another, more specific and sustainable competitive advantages. This component is estimated at 64K US\$ monthly. <p>In this way, based on recent imports dynamics and high-level analysis of the competition landscape, imports of Paper Pulp Making Machinery to Finland may be expanded up to 64K US\$ monthly, which may be captured by suppliers in the short-term. This estimation holds possible should any significant competitive advantages are gained.</p>



SUMMARY: COMPETITION

This section provides an overview of countries-suppliers, or countries-competitors, of the selected product to the chosen country. It encompasses factors such as price competitiveness, market share, and any changes of both factors.

Competitor nations in the product market in Finland

In US\$ terms, the largest supplying countries of Paper Pulp Making Machinery to Finland in LTM (07.2024 - 06.2025) were:

- 1. Sweden (30.34 M US\$, or 27.92% share in total imports);
- 2. Germany (21.55 M US\$, or 19.83% share in total imports);
- 3. China (13.08 M US\$, or 12.03% share in total imports);
- 4. Austria (8.58 M US\$, or 7.9% share in total imports);
- 5. Estonia (8.29 M US\$, or 7.63% share in total imports);

Countries who increased their imports the most (top-5 contributors to total growth in imports in US \$ terms) during the LTM period (07.2024 - 06.2025) were:

- 1. Austria (2.01 M US\$ contribution to growth of imports in LTM);
- 2. United Kingdom (0.84 M US\$ contribution to growth of imports in LTM);
- 3. Portugal (0.7 M US\$ contribution to growth of imports in LTM);
- 4. Europe, not elsewhere specified (0.61 M US\$ contribution to growth of imports in LTM);
- 5. Slovakia (0.31 M US\$ contribution to growth of imports in LTM);

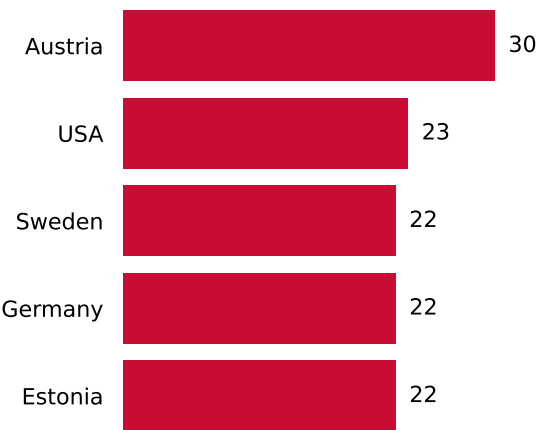
Countries whose price level of imports may have been a significant factor of the growth of supply (out of Top-10 contributors to growth of total imports):

- 1. Slovakia (5,215 US\$ per ton, 0.55% in total imports, and 106.28% growth in LTM);
- 2. Portugal (14,248 US\$ per ton, 0.94% in total imports, and 218.79% growth in LTM);

Top-3 high-ranked competitors in the LTM period:

- 1. Austria (8.58 M US\$, or 7.9% share in total imports);
- 2. USA (5.94 M US\$, or 5.46% share in total imports);
- 3. Sweden (30.34 M US\$, or 27.92% share in total imports);

Ranking of TOP-5 Countries - Competitors



The ranking is a cumulative value of 4 parameters, with the maximum possible score of 40 points. For more information on the methodology, refer to the "Methodology" section.

SUMMARY: LIST OF COMPANIES – POTENTIAL SUPPLIERS OF THE PRODUCT FROM EACH TOP TRADE PARTNER

The following table presents a selection of companies originating from the main trade partner countries of the country analyzed. These firms are potential or actual suppliers to the market under consideration. The dataset includes company names, country of origin, official websites, and estimated size metrics with values. This information was prepared with the assistance of Google's Gemini AI model to provide additional micro-level insights, complementing structured trade data. It is intended to support market analysis and business decision-making by helping identify potential business partners or competitors within the supply chain.

Company Name	Country	Website	Size Metric	Size Value
Shandong Chenzhong Machinery Co., Ltd.	China	http://www.chenzhongjixie.com/en/	N/A	N/A
Qinyang City Shunfu Paper Making Machinery Co., Ltd.	China	https://www.sfmachinery.com/	N/A	N/A
Zhengzhou Dingchen Machinery Co., Ltd.	China	https://www.paperproductmachine.com/	N/A	N/A
Foshan Yulong Packaging Machinery Co., Ltd.	China	https://www.yulongpack.com/	N/A	N/A
Leizhan Paper Tech Co., Ltd.	China	https://www.leizhantech.com/	N/A	N/A
Voith Paper (German Operations)	Germany	https://voith.com/corp-en/paper.html	Revenue	5,500,000,000\$
Bellmer GmbH	Germany	https://www.bellmer.de/	N/A	N/A
Körber AG (Paper Technology)	Germany	https://www.koerber.com/en/business-areas/tissue-and-hygiene	Revenue	4,600,000,000\$
Leiz GmbH	Germany	https://www.leitz.org/en/	N/A	N/A
Allimand GmbH	Germany	https://www.allimand.com/en/allimand-gmbh/	N/A	N/A
Valmet Corporation (Swedish Operations)	Sweden	https://www.valmet.com/sv/	Revenue	5,500,000,000\$
Andritz AB (Swedish Operations)	Sweden	https://www.andritz.com/group-en/locations/europe/sweden	Revenue	6,700,000,000\$
Cellwood Machinery AB	Sweden	https://www.cellwood.se/	N/A	N/A
Kadant Sweden AB	Sweden	https://www.kadant.com/locations/europe/sweden	Revenue	900,000,000\$
Voith Paper (Swedish Operations)	Sweden	https://voith.com/corp-en/locations/sweden.html	Revenue	5,500,000,000\$



AI-Generated Content Notice: This list of companies has been generated using Google's Gemini AI model. While we've made efforts to ensure accuracy, the information may contain errors or omissions. We recommend verifying critical details through additional sources before making business decisions based on this data.

SUMMARY: LIST OF COMPANIES – POTENTIAL BUYERS / IMPORTERS IN THE COUNTRY ANALYZED

The following table presents a selection of companies originating from the country analyzed, which are potential or actual buyers or importers of the product analyzed in the market under consideration. The dataset includes company names, country of origin, official websites, and estimated size metrics with values. This information was prepared with the assistance of Google's Gemini AI model to provide additional micro-level insights, complementing structured trade data. It is intended to support market analysis and business decision-making by helping identify potential business partners or competitors within the supply chain.

Company Name	Country	Website	Size Metric	Size Value
Stora Enso Oyj	Finland	https://www.storaenso.com/	Revenue	9,400,000,000\$
UPM-Kymmene Corporation	Finland	https://www.upm.com/	Revenue	10,500,000,000\$
Metsä Group	Finland	https://www.metsagroup.com/	Revenue	6,100,000,000\$
Sappi Europe (Kirkniemi Mill)	Finland	https://www.sappi.com/kirkniemi-mill-finland	Revenue	5,800,000,000\$
Kotkamills Oy (part of Mayr-Melnhof Karton AG)	Finland	https://www.kotkamills.com/	Revenue	4,700,000,000\$
Pankaboard Oy	Finland	https://www.pankaboard.com/	N/A	N/A
Walki Group	Finland	https://www.walki.com/	Revenue	700,000,000\$
DS Smith Packaging Finland Oy	Finland	https://www.dssmith.com/fi/packaging	Revenue	7,900,000,000\$
Mondi Powerflute Oy	Finland	https://www.mondigroup.com/en/products-and-solutions/paper/containerboard/powerflute/	Revenue	7,300,000,000\$
Tampereen Paperi Oy	Finland	https://www.tampereenpaperi.fi/	N/A	N/A
Pyroll Packaging Oy	Finland	https://www.pyroll.com/en/packaging/	Revenue	100,000,000\$
Adara Pakkaus Oy	Finland	https://www.adara.fi/en/	N/A	N/A
Westpak Oy Ab	Finland	https://www.westpak.fi/en/	N/A	N/A
The Paper Company Oy	Finland	https://www.papercompany.fi/	N/A	N/A
Essity Finland Oy (Mänttä Mill)	Finland	https://www.essity.com/who-we-are/our-locations/europe/finland/	Revenue	12,800,000,000\$




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Company Name	Country	Website	Size Metric	Size Value
Georgia-Pacific Finland Oy (Karihaara Mill)	Finland	https://www.gp.com/locations/europe/finland	Revenue	125,000,000,000\$
Ahlstrom-Munksjö Oyj (now Ahlstrom)	Finland	https://www.ahlstrom.com/	Revenue	3,100,000,000\$
Walki Plastiroll Oy	Finland	https://www.walki.com/products/packaging-materials/compostable-packaging/	Revenue	700,000,000\$
Kartonpak Oy	Finland	https://www.kartonpak.fi/	N/A	N/A
Päällystys Oy	Finland	https://www.paallystys.fi/en/	N/A	N/A
Paperinkeräys Oy	Finland	https://www.paperinkeraus.fi/en/	N/A	N/A
Valkeakosken Energia Oy (BioPower Plant)	Finland	https://www.valkeakoskenenergia.fi/en/biopower-plant/	N/A	N/A
Finnish Forest Industries Federation (Member Companies)	Finland	https://www.forestindustries.fi/en/	N/A	N/A
Valmet Technologies Oy (Finnish Mills)	Finland	https://www.valmet.com/fi/	Revenue	5,500,000,000\$

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3

GLOBAL MARKET TRENDS

GLOBAL MARKET: SUMMARY

Global Market Size (2024), in US\$ terms	US\$ 3.19 B
US\$-terms CAGR (5 previous years 2020-2024)	-1.51 %
Global Market Size (2024), in tons	194.84 Ktons
Volume-terms CAGR (5 previous years 2020-2024)	0.21 %
Proxy prices CAGR (5 previous years 2020-2024)	-1.72 %

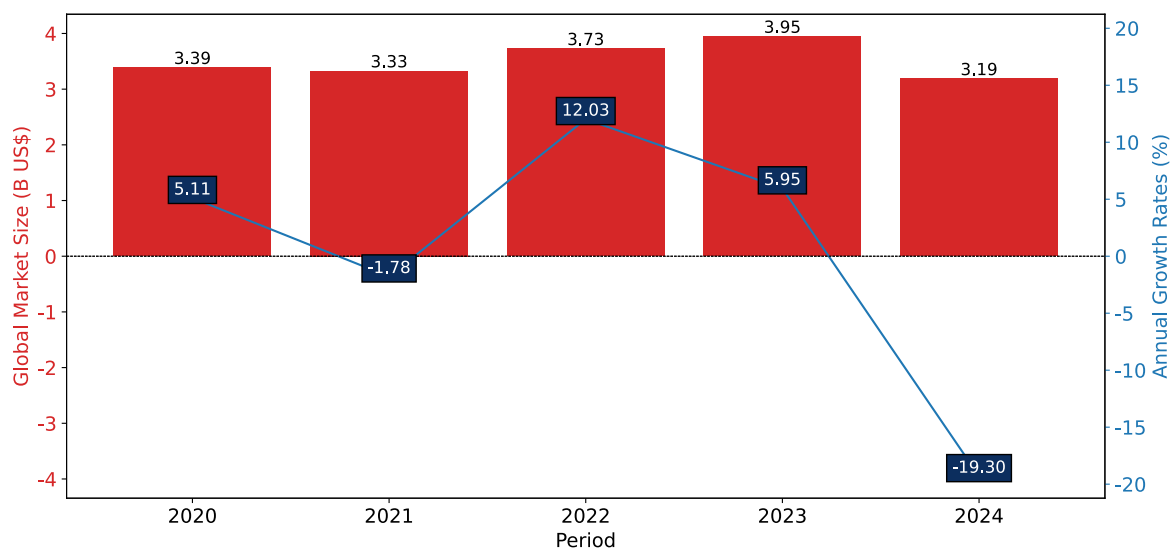
GLOBAL MARKET: LONG-TERM TRENDS

This section describes the development over the past five years, focusing on global imports of the chosen product in US\$ terms, aggregating data from all countries. It presents information in absolute values, percentage growth rates, long-term Compound Annual Growth Rate (CAGR), and delves into the economic factors contributing to global imports.

Key points:

- i. The global market size of Paper Pulp Making Machinery was reported at US\$3.19B in 2024.
- ii. The long-term dynamics of the global market of Paper Pulp Making Machinery may be characterized as stagnating with US\$-terms CAGR exceeding -1.51%.
- iii. One of the main drivers of the global market development was growth in demand accompanied by declining prices.
- iv. Market growth in 2024 underperformed the long-term growth rates of the global market in US\$-terms.

Figure 1. Global Market Size (B US\$, left axes), Annual Growth Rates (% , right axis)



- a. The global market size of Paper Pulp Making Machinery was estimated to be US\$3.19B in 2024, compared to US\$3.95B the year before, with an annual growth rate of -19.3%
- b. Since the past five years CAGR exceeded -1.51%, the global market may be defined as stagnating.
- c. One of the main drivers of the long-term development of the global market in the US\$ terms may be defined as growth in demand accompanied by declining prices.
- d. The best-performing calendar year was 2022 with the largest growth rate in the US\$-terms. One of the possible reasons was growth in demand accompanied by declining prices.
- e. The worst-performing calendar year was 2024 with the smallest growth rate in the US\$-terms. One of the possible reasons was decline in demand accompanied by decline in prices.

The following countries were not included in the calculation of the size of the global market over the last six years due to irregular provision of annual import statistics to the UN Comtrade Database (Top 10 countries with irregular data provision): USA, Indonesia, Mexico, Russian Federation, Viet Nam, Iran, Asia, not elsewhere specified, Singapore, Colombia, United Arab Emirates.

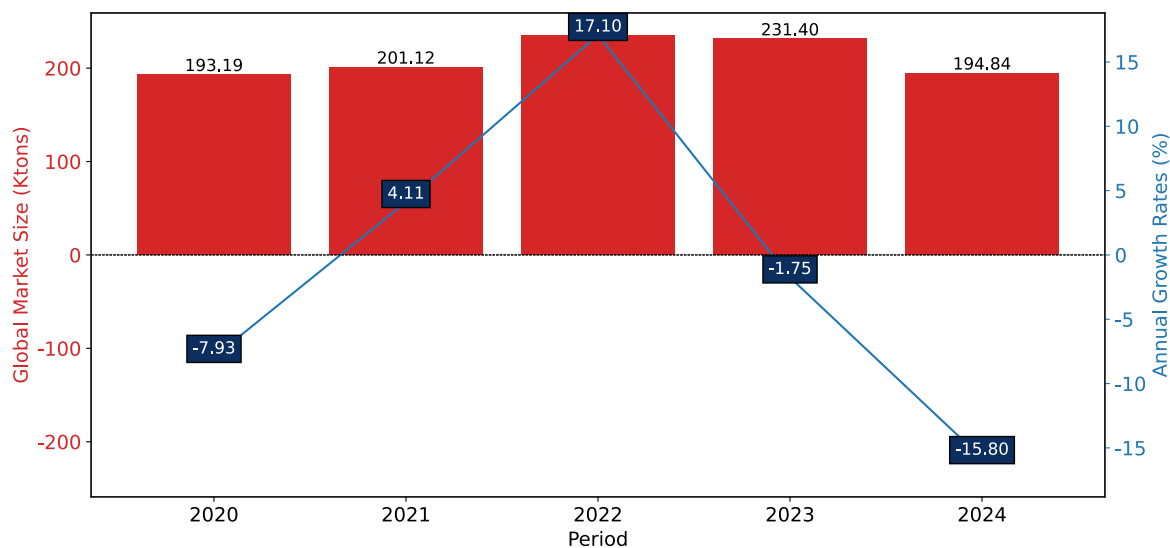
GLOBAL MARKET: LONG-TERM TRENDS

This section provides an overview of the global imports of the chosen product in volume terms, aggregating data from imports across all countries. It presents information in absolute values, percentage growth rates, and the long-term Compound Annual Growth Rate (CAGR) to supplement the analysis.

Key points:

- i. In volume terms, global market of Paper Pulp Making Machinery may be defined as stable with CAGR in the past five years of 0.21%.
- ii. Market growth in 2024 underperformed the long-term growth rates of the global market in volume terms.

Figure 2. Global Market Size (Ktons, left axis), Annual Growth Rates (% ,right axis)



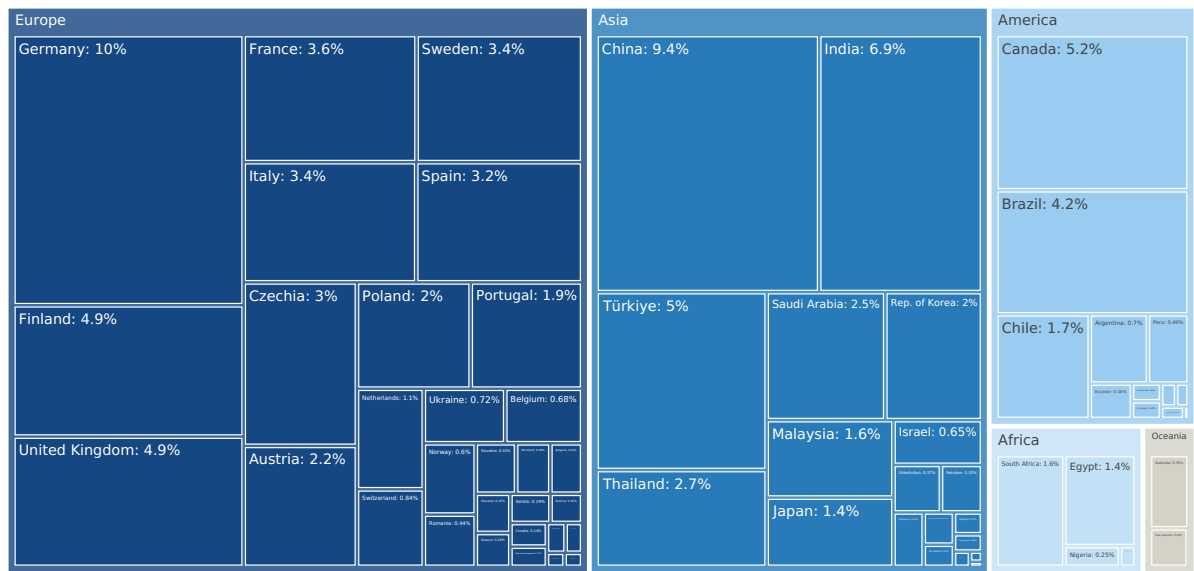
- a. Global market size for Paper Pulp Making Machinery reached 194.84 Ktons in 2024. This was approx. -15.8% change in comparison to the previous year (231.4 Ktons in 2023).
- b. The growth of the global market in volume terms in 2024 underperformed the long-term global market growth of the selected product.

The following countries were not included in the calculation of the size of the global market over the last six years due to irregular provision of annual import statistics to the UN Comtrade Database (Top 10 countries with irregular data provision): USA, Indonesia, Mexico, Russian Federation, Viet Nam, Iran, Asia, not elsewhere specified, Singapore, Colombia, United Arab Emirates.

MARKETS CONTRIBUTING TO GLOBAL DEMAND

This section describes the global structure of imports for the chosen product. It utilizes a tree-map diagram, which offers a user-friendly visual representation covering all major importers.

Figure 3. Country-specific Global Imports in 2024, US\$-terms



Top-5 global importers of Paper Pulp Making Machinery in 2024 include:

- 1. Germany (10.08% share and -24.53% YoY growth rate of imports);
- 2. China (9.38% share and -16.89% YoY growth rate of imports);
- 3. India (6.86% share and 51.03% YoY growth rate of imports);
- 4. Canada (5.19% share and -9.14% YoY growth rate of imports);
- 5. Türkiye (4.96% share and -67.4% YoY growth rate of imports).

Finland accounts for about 4.9% of global imports of Paper Pulp Making Machinery.

4

COUNTRY **ECONOMIC** **OUTLOOK**

COUNTRY ECONOMIC OUTLOOK - 1

This section provides a list of macroeconomic indicators related to the chosen country. It may be important for exporters while looking for an opportunity to sell to this country. Find information and data trends about the country's economy, including the GDP growth, change in income, change in exports/imports, price inflation prospects. Besides, the section includes indicators of macroeconomic risks, stability of local currency, ability of the country to repay debts.

GDP (current US\$) (2024), B US\$	299.84
Rank of the Country in the World by the size of GDP (current US\$) (2024)	46
Size of the Economy	Small economy
Annual GDP growth rate, % (2024)	-0.15
Economy Short-Term Growth Pattern	Economic decline
GDP per capita (current US\$) (2024)	53,188.62
World Bank Group country classifications by income level	High income
Inflation, (CPI, annual %) (2024)	1.57
Short-Term Inflation Profile	Low level of inflation
Long-Term Inflation Index, (CPI, 2010=100), % (2024)	133.09
Long-Term Inflation Environment	Very low inflationary environment
Short-Term Monetary Policy (2024)	Impossible to define due to lack of data
Population, Total (2024)	5,637,214
Population Growth Rate (2024), % annual	0.95
Population Growth Pattern	Moderate growth in population

COUNTRY ECONOMIC OUTLOOK - 2

This section provides a list of macroeconomic indicators related to the chosen country. This may be important for exporters while looking for an opportunity to sell to this country. Find information and data trends about the country's economy, including the GDP growth, change in income, change in exports/imports operations, price inflation prospects. Besides, the section includes indicators of macroeconomic risks, stability of local currency, ability to repay debts.

GDP (current US\$) (2024), B US\$	299.84
Rank of the Country in the World by the size of GDP (current US\$) (2024)	46
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Population Growth Rate (2024), % annual	0.95
Population Growth Pattern	Moderate growth in population

COUNTRY ECONOMIC OUTLOOK - COMPETITION

This section provides an overview of the competitive environment and trade protection measures within the selected country. It includes detailed information on import tariffs, pricing levels for specific goods, and the competitive advantages held by local producers.

A competitive landscape of Paper Pulp Making Machinery formed by local producers in Finland in 2022 is likely to be highly risky with extreme level of local competition or monopoly. The potentiality of local businesses to produce similar competitive products is somewhat High. However, this doesn't account for the competition coming from other suppliers of this product to the market of Finland.

In accordance with international classifications, the Paper Pulp Making Machinery belongs to the product category, which also contains another 13 products, which Finland has comparative advantage in producing. This note, however, needs further research before setting up export business to Finland, since it also doesn't account for competition coming from other suppliers of the same products to the market of Finland.

The level of proxy prices of 75% of imports of Paper Pulp Making Machinery to Finland is within the range of 9,939.25 - 101,745.96 US\$/ton in 2024. The median value of proxy prices of imports of this commodity (current US\$/ton 31,659.09), however, is higher than the median value of proxy prices of 75% of the global imports of the same commodity in this period (current US\$/ton 16,784.80). This may signal that the product market in Finland in terms of its profitability may have turned into premium for suppliers if compared to the international level.

Finland charged on imports of Paper Pulp Making Machinery in 2024 on average 1.70%. The bound rate of ad valorem duty on this product, Finland agreed not to exceed, is 1.70%. Once a rate of duty is bound, it may not be raised without compensating the affected parties. At the same time, the rate of the tariff Finland set for Paper Pulp Making Machinery was comparable to the world average for this product in 2024 (1.70%). This may signal about Finland's market of this product being equally protected from foreign competition.

This ad valorem duty rate Finland set for Paper Pulp Making Machinery has been agreed to be a normal non-discriminatory tariff charged on imports of this product for all WTO member states. However, a country may apply the preferential rates resulting from a reciprocal trading agreement (e.g. free trade agreement or regional trading agreement) or a non-reciprocal preferential trading scheme like the Generalized System of Preference or preferential tariffs for least developed countries. As of 2024, Finland applied the preferential rates for 0 countries on imports of Paper Pulp Making Machinery. The maximum level of ad valorem duty Finland applied to imports of Paper Pulp Making Machinery 2024 was 1.70%. Meanwhile, the share of Paper Pulp Making Machinery Finland imported on a duty free basis in 2024 was 0%

5

COUNTRY **MARKET** **TRENDS**

PRODUCT MARKET SNAPSHOT

This section provides data on imports of a specific good to a chosen country.

Country Market Size (2024), US\$	US\$ 156.08 M
Contribution of Paper Pulp Making Machinery to the Total Imports Growth in the previous 5 years	US\$ 36.78 M
Share of Paper Pulp Making Machinery in Total Imports (in value terms) in 2024.	0.19%
Change of the Share of Paper Pulp Making Machinery in Total Imports in 5 years	11.07%
Country Market Size (2024), in tons	10.86 Ktons
CAGR (5 previous years 2020-2024), US\$-terms	6.95%
CAGR (5 previous years 2020-2024), volume terms	5.58%
Proxy price CAGR (5 previous years 2020-2024)	1.3%

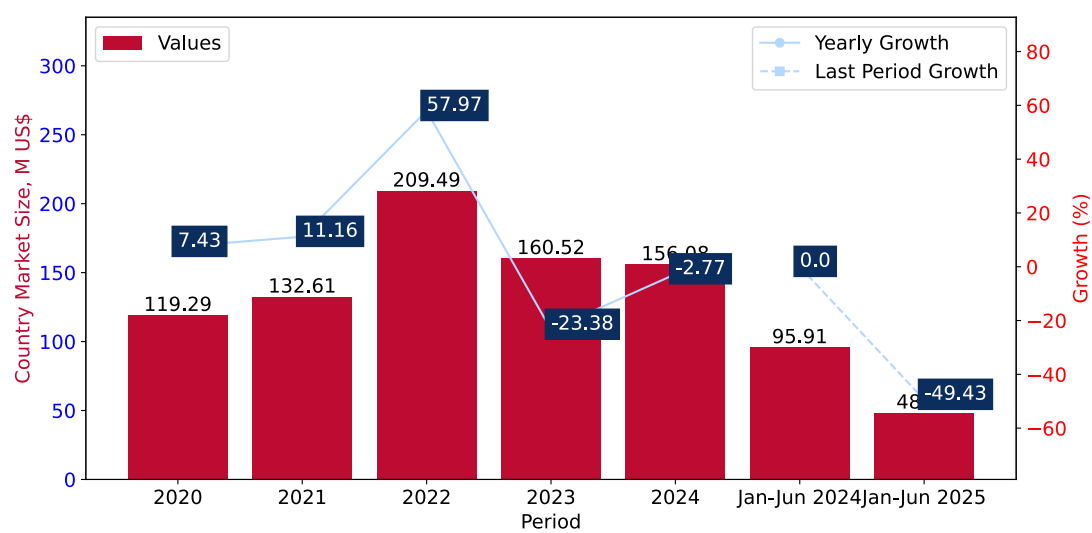
LONG-TERM COUNTRY TRENDS: IMPORTS VALUES

This section provides information on the imports of a specific product to a designated country over the past five years, presented in US\$ terms. It encompasses the growth rates of imports, the development of long-term import patterns, factors influencing import fluctuations, and an estimation of the country's reliance on imports.

Key points:

- i. Long-term performance of Finland's market of Paper Pulp Making Machinery may be defined as fast-growing.
- ii. Growth in demand may be a leading driver of the long-term growth of Finland's market in US\$-terms.
- iii. Expansion rates of imports of the product in 01.2025-06.2025 underperformed the level of growth of total imports of Finland.
- iv. The strength of the effect of imports of the product on the country's economy is generally moderate.

Figure 4. Finland's Market Size of Paper Pulp Making Machinery in M US\$ (left axis) and Annual Growth Rates in % (right axis)



- a. Finland's market size reached US\$156.08M in 2024, compared to US\$160.52M in 2023. Annual growth rate was -2.77%.
- b. Finland's market size in 01.2025-06.2025 reached US\$48.5M, compared to US\$95.91M in the same period last year. The growth rate was -49.43%.
- c. Imports of the product contributed around 0.19% to the total imports of Finland in 2024. That is, its effect on Finland's economy is generally of a moderate strength. At the same time, the share of the product imports in the total Imports of Finland remained stable.
- d. Since CAGR of imports of the product in US\$-terms for the past 5Y exceeded 6.95%, the product market may be defined as fast-growing. Ultimately, the expansion rate of imports of Paper Pulp Making Machinery was outperforming compared to the level of growth of total imports of Finland (4.18% of the change in CAGR of total imports of Finland).
- e. It is highly likely, that growth in demand was a leading driver of the long-term growth of Finland's market in US\$-terms.
- f. The best-performing calendar year with the highest growth rate of imports in the US\$-terms was 2022. It is highly likely that growth in demand accompanied by declining prices had a major effect.
- g. The worst-performing calendar year with the smallest growth rate of imports in the US\$-terms was 2023. It is highly likely that biggest drop in import volumes with slow average price growth had a major effect.

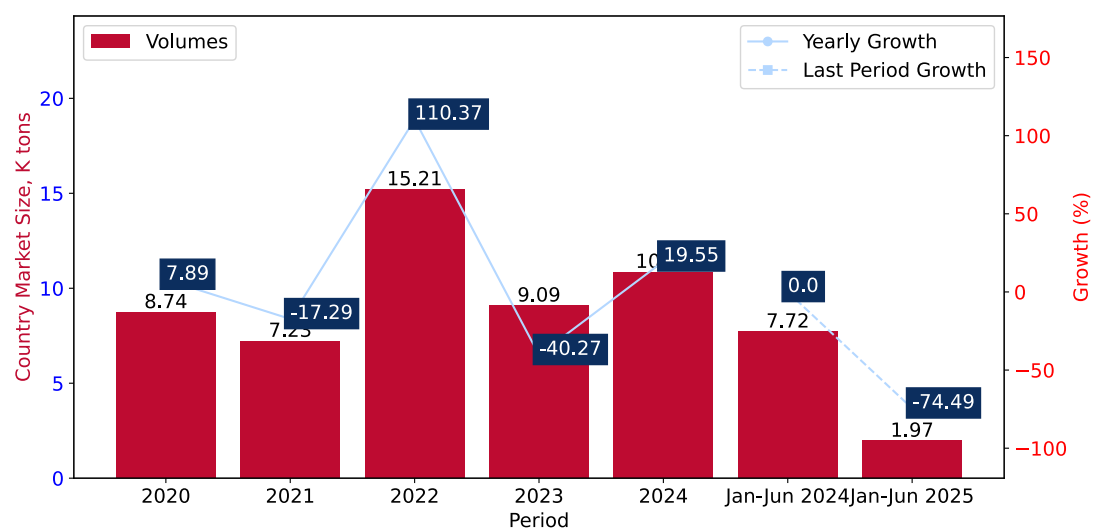
LONG-TERM COUNTRY TRENDS: IMPORTS VOLUMES

This section presents information regarding the imports of a particular product to a selected country over the last five years. It includes details about physical volumes, import growth rates, and the long-term development trend in imports.

Key points:

- i. In volume terms, the market of Paper Pulp Making Machinery in Finland was in a growing trend with CAGR of 5.58% for the past 5 years, and it reached 10.86 Ktons in 2024.
- ii. Expansion rates of the imports of Paper Pulp Making Machinery in Finland in 01.2025-06.2025 underperformed the long-term level of growth of the Finland's imports of this product in volume terms

Figure 5. Finland's Market Size of Paper Pulp Making Machinery in K tons (left axis), Growth Rates in % (right axis)



- a. Finland's market size of Paper Pulp Making Machinery reached 10.86 Ktons in 2024 in comparison to 9.09 Ktons in 2023. The annual growth rate was 19.55%.
- b. Finland's market size of Paper Pulp Making Machinery in 01.2025-06.2025 reached 1.97 Ktons, in comparison to 7.72 Ktons in the same period last year. The growth rate equaled to approx. -74.49%.
- c. Expansion rates of the imports of Paper Pulp Making Machinery in Finland in 01.2025-06.2025 underperformed the long-term level of growth of the country's imports of Paper Pulp Making Machinery in volume terms.

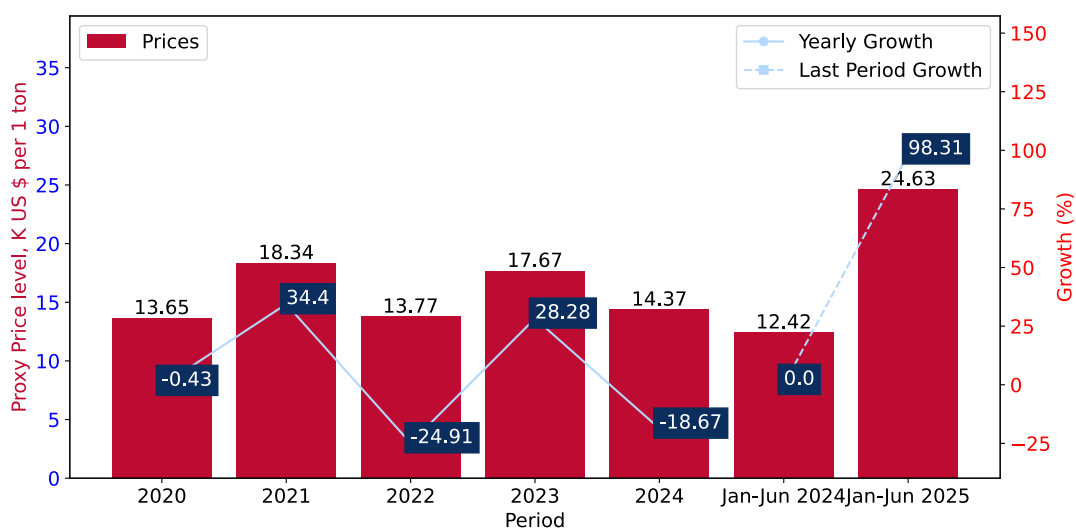
LONG-TERM COUNTRY TRENDS: PROXY PRICES

This section provides details regarding the price fluctuations of a specific imported product over the past five years. It covers the assessment of average annual proxy prices, their changes, growth rates, and identification of any anomalies in price fluctuations.

Key points:

- i. Average annual level of proxy prices of Paper Pulp Making Machinery in Finland was in a stable trend with CAGR of 1.3% for the past 5 years.
- ii. Expansion rates of average level of proxy prices on imports of Paper Pulp Making Machinery in Finland in 01.2025-06.2025 surpassed the long-term level of proxy price growth.

Figure 6. Finland’s Proxy Price Level on Imports, K US\$ per 1 ton (left axis), Growth Rates in % (right axis)

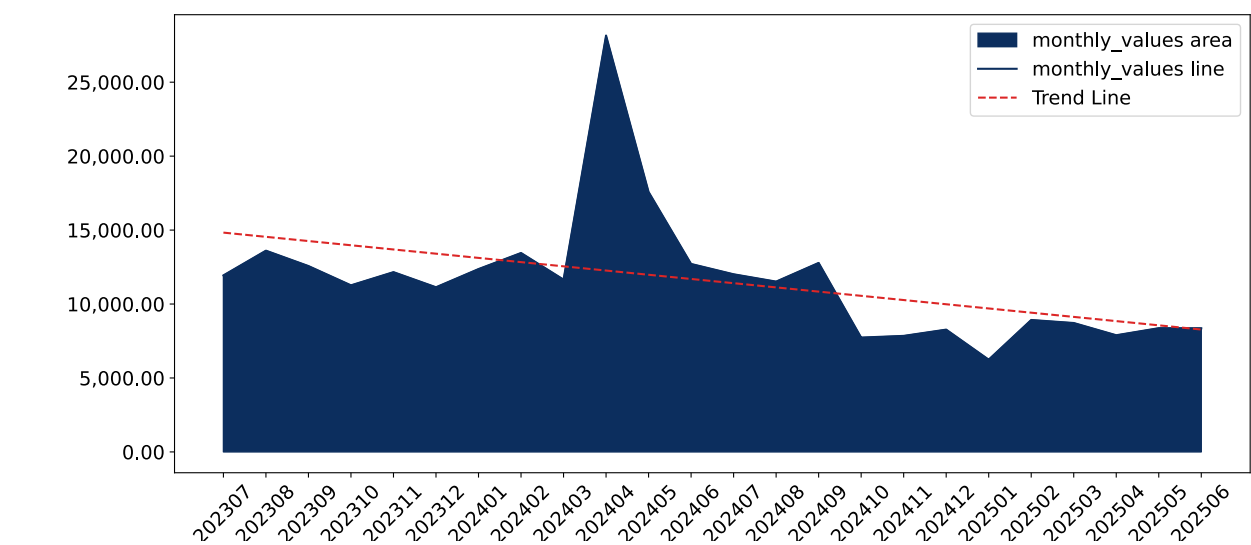


1. Average annual level of proxy prices of Paper Pulp Making Machinery has been stable at a CAGR of 1.3% in the previous 5 years.
2. In 2024, the average level of proxy prices on imports of Paper Pulp Making Machinery in Finland reached 14.37 K US\$ per 1 ton in comparison to 17.67 K US\$ per 1 ton in 2023. The annual growth rate was -18.67%.
3. Further, the average level of proxy prices on imports of Paper Pulp Making Machinery in Finland in 01.2025-06.2025 reached 24.63 K US\$ per 1 ton, in comparison to 12.42 K US\$ per 1 ton in the same period last year. The growth rate was approx. 98.31%.
4. In this way, the growth of average level of proxy prices on imports of Paper Pulp Making Machinery in Finland in 01.2025-06.2025 was higher compared to the long-term dynamics of proxy prices.

SHORT-TERM TRENDS: IMPORTS VALUES

This section offers comprehensive and up-to-date statistics concerning the imports of a specific product into a designated country over the past 24 months for which relevant statistics is published and available. It includes monthly import values in US\$, year-on-year changes, identification of any anomalies in imports, examination of factors driving short-term fluctuations. Besides, it provides a quantitative estimation of the short-term trend in imports to supplement the data.

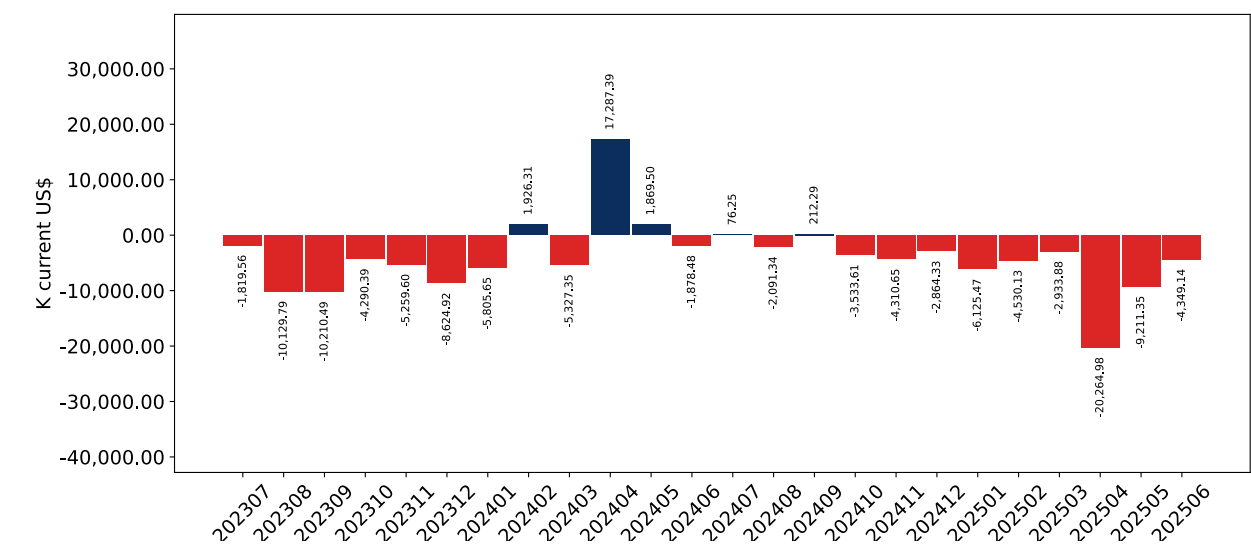
Figure 7. Monthly Imports of Finland, K current US\$ -2.5% -26.24%
monthly annualized



Average monthly growth rates of Finland's imports were at a rate of -2.5%, the annualized expected growth rate can be estimated at -26.24%.

The dashed line is a linear trend for Imports. Values are not seasonally adjusted.

Figure 8. Y-o-Y Monthly Level Change of Imports of Finland, K current US\$ (left axis)



Year-over-year monthly imports change depicts fluctuations of imports operations in Finland. The more positive values are on chart, the more vigorous the country in importing of Paper Pulp Making Machinery. Negative values may be a signal of the market contraction.

Values in columns are not seasonally adjusted.

SHORT-TERM TRENDS: IMPORTS VALUES

This section presents detailed and the most recent data on the imports of a specific commodity to a chosen country over the past 24 months for which relevant statistics is published and available. It encompasses monthly import figures in US dollars, year-on-year changes, anomalies in import patterns, factors driving short-term fluctuations, and includes a quantitative estimation of short-term import trends as additional information.

Key points:

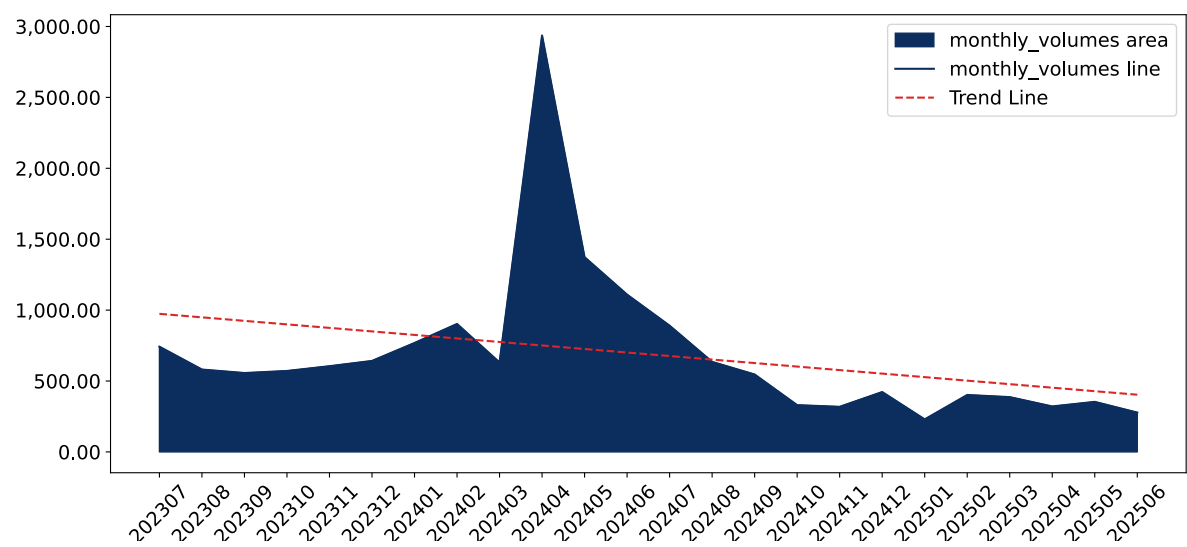
- i. The dynamics of the market of Paper Pulp Making Machinery in Finland in LTM (07.2024 - 06.2025) period demonstrated a stagnating trend with growth rate of -35.55%. To compare, a 5-year CAGR for 2020-2024 was 6.95%.
 - ii. With this trend preserved, the expected monthly growth of imports in the coming period may reach the level of -2.5%, or -26.24% on annual basis.
 - iii. Data for monthly imports over the last 12 months contain no record(s) of higher and 1 record(s) of lower values compared to any value for the 48-months period before.
-
- a. In LTM period (07.2024 - 06.2025) Finland imported Paper Pulp Making Machinery at the total amount of US\$108.66M. This is -35.55% growth compared to the corresponding period a year before.
 - b. The growth of imports of Paper Pulp Making Machinery to Finland in LTM underperformed the long-term imports growth of this product.
 - c. Imports of Paper Pulp Making Machinery to Finland for the most recent 6-month period (01.2025 - 06.2025) underperformed the level of Imports for the same period a year before (-49.43% change).
 - d. A general trend for market dynamics in 07.2024 - 06.2025 is stagnating. The expected average monthly growth rate of imports of Finland in current USD is -2.5% (or -26.24% on annual basis).
 - e. Monthly dynamics of imports in last 12 months included no record(s) that exceeded the highest/peak value of imports achieved in the preceding 48 months, and 1 record(s) that bypass the lowest value of imports in the same period in the past.

SHORT-TERM TRENDS: IMPORTS VOLUMES

This section presents detailed and the most recent data on the imports of a specific commodity to a chosen country over the past 24 months for which relevant statistics is published and available. It encompasses monthly import figures in tons, year-on-year changes, anomalies in import patterns, factors driving short-term fluctuations, and includes a quantitative estimation of short-term import trends as additional information.

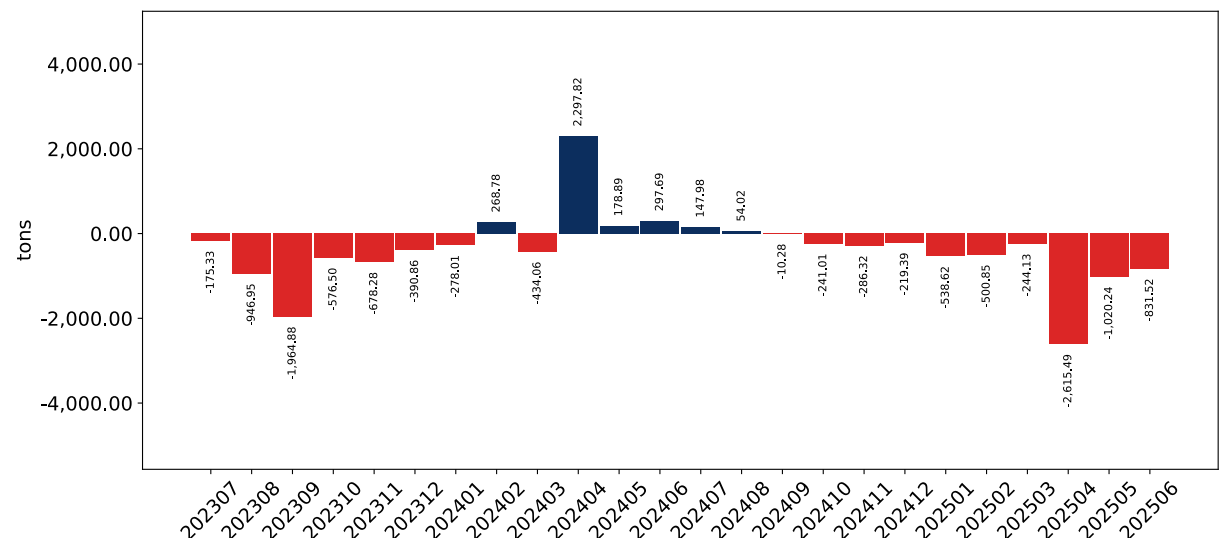
Figure 9. Monthly Imports of Finland, tons

-3.76% -36.86%
monthly annualized



Monthly imports of Finland changed at a rate of -3.76%, while the annualized growth rate for these 2 years was -36.86%. The dashed line is a linear trend for Imports. Volumes are not seasonally adjusted.

Figure 10. Y-o-Y Monthly Level Change of Imports of Finland, tons



Year-over-year monthly imports change depicts fluctuations of imports operations in Finland. The more positive values are on chart, the more vigorous the country in importing of Paper Pulp Making Machinery. Negative values may be a signal of market contraction.

Volumes in columns are in tons.

SHORT-TERM TRENDS: IMPORTS VOLUMES

This section presents detailed and the most recent data on the imports of a specific commodity into a chosen country over the past 24 months for which relevant statistics is published and available. It encompasses monthly import figures in tons, year-on-year changes, anomalies in import patterns, factors driving short-term fluctuations, and includes a quantitative estimation of short-term import trends as additional information.

Key points:

- i. The dynamics of the market of Paper Pulp Making Machinery in Finland in LTM period demonstrated a stagnating trend with a growth rate of -55.23%. To compare, a 5-year CAGR for 2020-2024 was 5.58%.
 - ii. With this trend preserved, the expected monthly growth of imports in the coming period may reach the level of -3.76%, or -36.86% on annual basis.
 - iii. Data for monthly imports over the last 12 months contain no record(s) of higher and 9 record(s) of lower values compared to any value for the 48-months period before.
-
- a. In LTM period (07.2024 - 06.2025) Finland imported Paper Pulp Making Machinery at the total amount of 5,110.68 tons. This is -55.23% change compared to the corresponding period a year before.
 - b. The growth of imports of Paper Pulp Making Machinery to Finland in value terms in LTM underperformed the long-term imports growth of this product.
 - c. Imports of Paper Pulp Making Machinery to Finland for the most recent 6-month period (01.2025 - 06.2025) underperform the level of Imports for the same period a year before (-74.49% change).
 - d. A general trend for market dynamics in 07.2024 - 06.2025 is stagnating. The expected average monthly growth rate of imports of Paper Pulp Making Machinery to Finland in tons is -3.76% (or -36.86% on annual basis).
 - e. Monthly dynamics of imports in last 12 months included no record(s) that exceeded the highest/peak value of imports achieved in the preceding 48 months, and 9 record(s) that bypass the lowest value of imports in the same period in the past.

SHORT-TERM TRENDS: PROXY PRICES

This section provides a quantitative assessment of short-term price fluctuations. It includes details on the monthly proxy price changes, an estimation of the short-term trend in proxy price levels, and identification of any anomalies in price dynamics.

Key points:

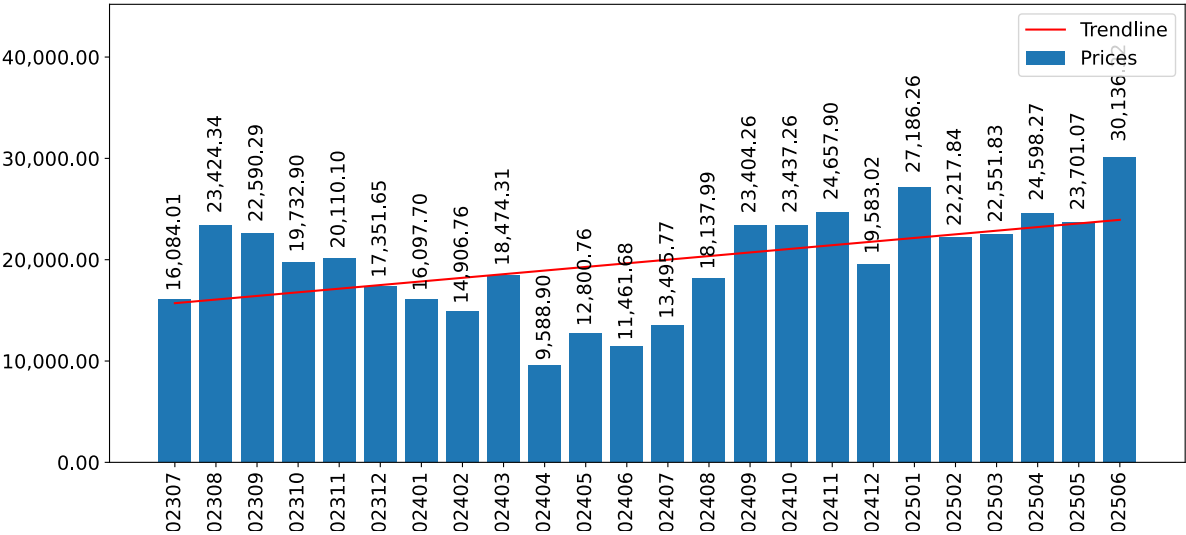
i. The average level of proxy price on imports in LTM period (07.2024-06.2025) was 21,261.65 current US\$ per 1 ton, which is a 43.98% change compared to the same period a year before. A general trend for proxy price change was fast-growing.

ii. Growth in demand was a leading driver of the Country Market Short-term Development.

iii. With this trend preserved, the expected monthly growth of the proxy price level in the coming period may reach the level of 1.85%, or 24.57% on annual basis.

Figure 11. Average Monthly Proxy Prices on Imports, current US\$/ton

1.85% 24.57%
monthly annualized

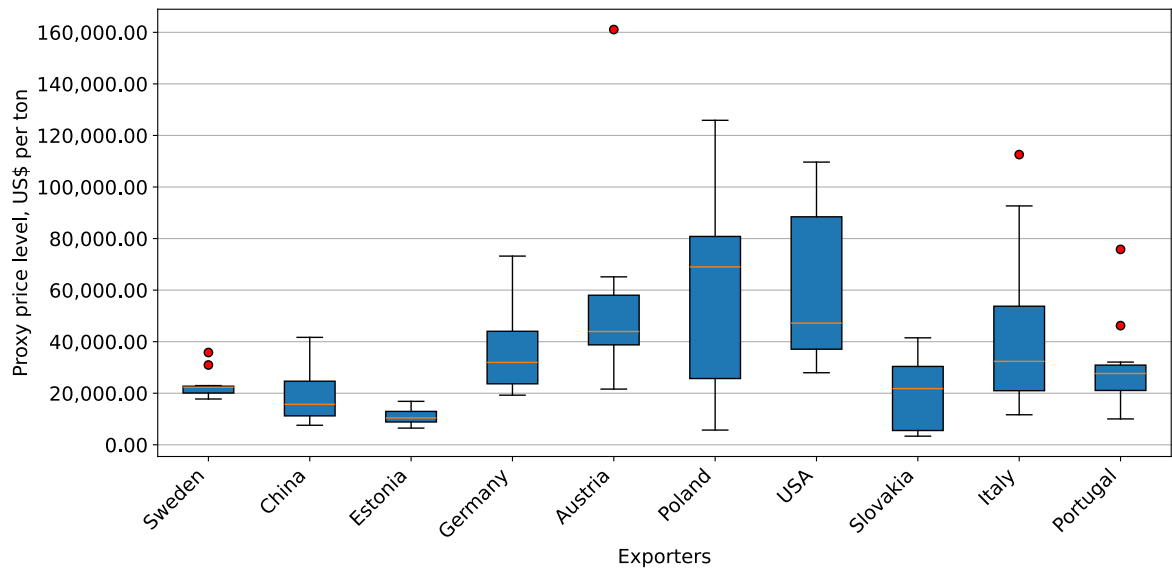


- a. The estimated average proxy price on imports of Paper Pulp Making Machinery to Finland in LTM period (07.2024-06.2025) was 21,261.65 current US\$ per 1 ton.
- b. With a 43.98% change, a general trend for the proxy price level is fast-growing.
- c. Changes in levels of monthly proxy prices on imports for the past 12 months consists of 1 record(s) with values exceeding the highest level of proxy prices for the preceding 48-months period, and no record(s) with values lower than the lowest value of proxy prices in the same period.
- d. It is highly likely, that growth in demand was a leading driver of the short-term fluctuations in the market.

SHORT-TERM TRENDS: PROXY PRICES

This section provides comprehensive details on proxy price levels in a form of box plot. It facilitates the analysis and comparison of proxy prices of the selected good supplied by other countries.

Figure 12. LTM Average Monthly Proxy Prices by Largest Suppliers, Current US\$ / ton



The chart shows distribution of proxy prices on imports for the period of LTM (07.2024-06.2025) for Paper Pulp Making Machinery exported to Finland by largest exporters. The box height shows the range of the middle 50% of levels of proxy price on imports formed in LTM. The higher the box, the wider the spread of proxy prices. The line within the box, a median level of the proxy price level on imports, marks the midpoint of per country data set: half the prices are greater than or equal to this value, and half are less. The upper and lower whiskers represent values of proxy prices outside the middle 50%, that is, the lower 25% and the upper 25% of the proxy price levels. The lowest proxy price level is at the end of the lower whisker, while the highest is at the end of the higher whisker. Red dots represent unusually high or low values (i.e., outliers), which are not included in the box plot.

6

COUNTRY COMPETITION LANDSCAPE

COMPETITION LANDSCAPE: TRADE PARTNERS, VALUES

This section provides an analysis of the trade partner distribution for the selected product imports to the chosen country, focusing on imports values. The countries listed in the table are ranked from the largest to the smallest trade partners, based on the imports values from the most recent available calendar year.

The five largest exporters of Paper Pulp Making Machinery to Finland in 2024 were: China, Sweden, Germany, Estonia and Austria.

Table 1. Country's Imports by Trade Partners, K current US\$

Partner	2019	2020	2021	2022	2023	2024	Jan 24 - Jun 24	Jan 25 - Jun 25
China	9,067.0	13,393.7	11,222.5	27,573.6	15,615.9	45,424.8	36,238.1	3,889.4
Sweden	24,983.5	31,638.6	47,384.9	81,463.0	50,787.0	34,441.0	18,884.3	14,781.3
Germany	31,719.0	24,265.0	24,785.6	30,243.7	29,686.5	24,552.0	12,124.9	9,118.2
Estonia	7,715.9	9,211.8	8,090.1	13,649.8	16,008.1	9,671.5	4,836.7	3,455.2
Austria	7,075.2	10,438.1	9,224.3	9,552.4	6,751.2	8,299.9	3,470.6	3,752.4
USA	5,413.1	5,040.3	4,975.3	5,775.6	6,981.3	6,468.6	3,597.5	3,063.9
Italy	3,690.6	4,272.6	6,530.0	6,286.7	5,286.7	4,693.5	3,165.1	1,038.9
Poland	2,178.0	3,079.4	2,645.6	4,504.4	5,454.0	3,506.0	2,331.9	1,397.7
India	2,225.0	1,247.6	504.0	4,198.3	1,799.7	3,302.6	2,721.9	590.7
Canada	2,881.4	3,124.2	3,395.4	2,917.3	3,241.3	3,241.0	1,874.3	1,472.3
France	1,121.1	1,828.4	2,566.3	8,571.1	3,659.1	2,062.5	1,061.6	801.8
Japan	1,657.6	3,080.9	2,188.3	3,993.0	2,332.9	1,726.4	843.8	401.5
Switzerland	1,890.4	1,724.5	1,303.3	1,008.1	1,186.8	1,713.7	1,020.8	771.4
Portugal	9.0	1.2	69.0	60.1	104.9	1,294.7	310.9	38.6
Lithuania	473.9	130.3	238.3	303.7	3,198.7	1,159.0	969.3	107.0
Others	8,940.3	6,818.0	7,490.4	9,387.1	8,422.1	4,519.1	2,463.0	3,819.4
Total	111,041.0	119,294.4	132,613.3	209,487.8	160,516.0	156,076.4	95,914.7	48,499.8

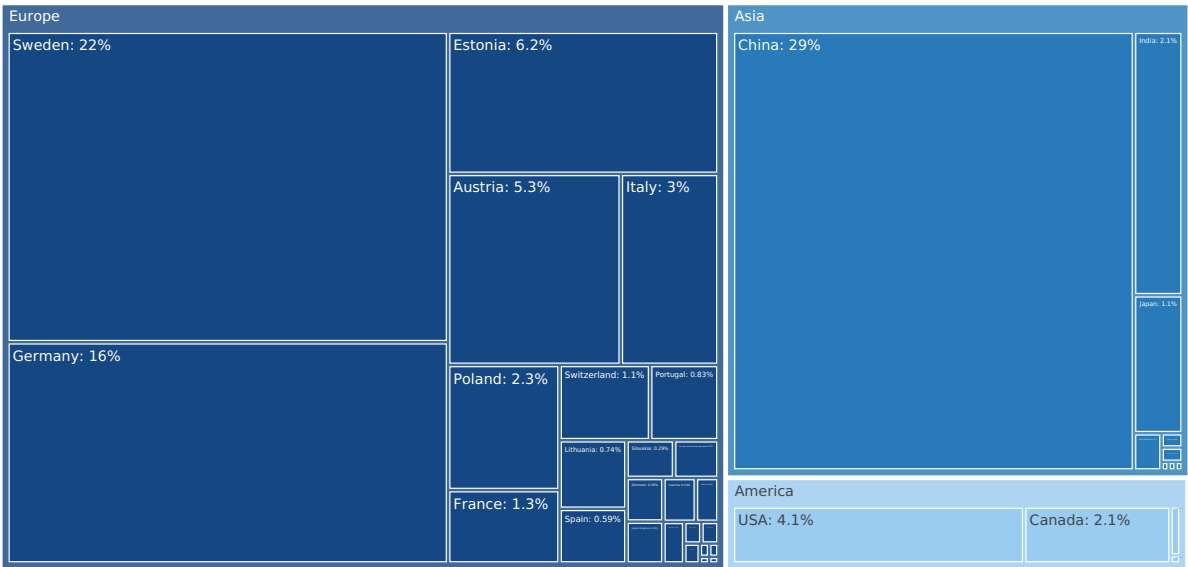
COMPETITION LANDSCAPE: TRADE PARTNERS, VALUES

This section provides an analysis of the trade partner distribution for the selected product imports to the chosen country, focusing on imports values. The countries listed in the table are ranked from the largest to the smallest trade partners, based on the imports values from the most recent available calendar year.

Table 2. Country's Imports by Trade Partners. Shares in total Imports Values of the Country.

Partner	2019	2020	2021	2022	2023	2024	Jan 24 - Jun 24	Jan 25 - Jun 25
China	8.2%	11.2%	8.5%	13.2%	9.7%	29.1%	37.8%	8.0%
Sweden	22.5%	26.5%	35.7%	38.9%	31.6%	22.1%	19.7%	30.5%
Germany	28.6%	20.3%	18.7%	14.4%	18.5%	15.7%	12.6%	18.8%
Estonia	6.9%	7.7%	6.1%	6.5%	10.0%	6.2%	5.0%	7.1%
Austria	6.4%	8.7%	7.0%	4.6%	4.2%	5.3%	3.6%	7.7%
USA	4.9%	4.2%	3.8%	2.8%	4.3%	4.1%	3.8%	6.3%
Italy	3.3%	3.6%	4.9%	3.0%	3.3%	3.0%	3.3%	2.1%
Poland	2.0%	2.6%	2.0%	2.2%	3.4%	2.2%	2.4%	2.9%
India	2.0%	1.0%	0.4%	2.0%	1.1%	2.1%	2.8%	1.2%
Canada	2.6%	2.6%	2.6%	1.4%	2.0%	2.1%	2.0%	3.0%
France	1.0%	1.5%	1.9%	4.1%	2.3%	1.3%	1.1%	1.7%
Japan	1.5%	2.6%	1.7%	1.9%	1.5%	1.1%	0.9%	0.8%
Switzerland	1.7%	1.4%	1.0%	0.5%	0.7%	1.1%	1.1%	1.6%
Portugal	0.0%	0.0%	0.1%	0.0%	0.1%	0.8%	0.3%	0.1%
Lithuania	0.4%	0.1%	0.2%	0.1%	2.0%	0.7%	1.0%	0.2%
Others	8.1%	5.7%	5.6%	4.5%	5.2%	2.9%	2.6%	7.9%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Figure 13. Largest Trade Partners of Finland in 2024, K US\$



The chart shows largest supplying countries and their shares in imports of to in in value terms (US\$). Different colors depict geographic regions.

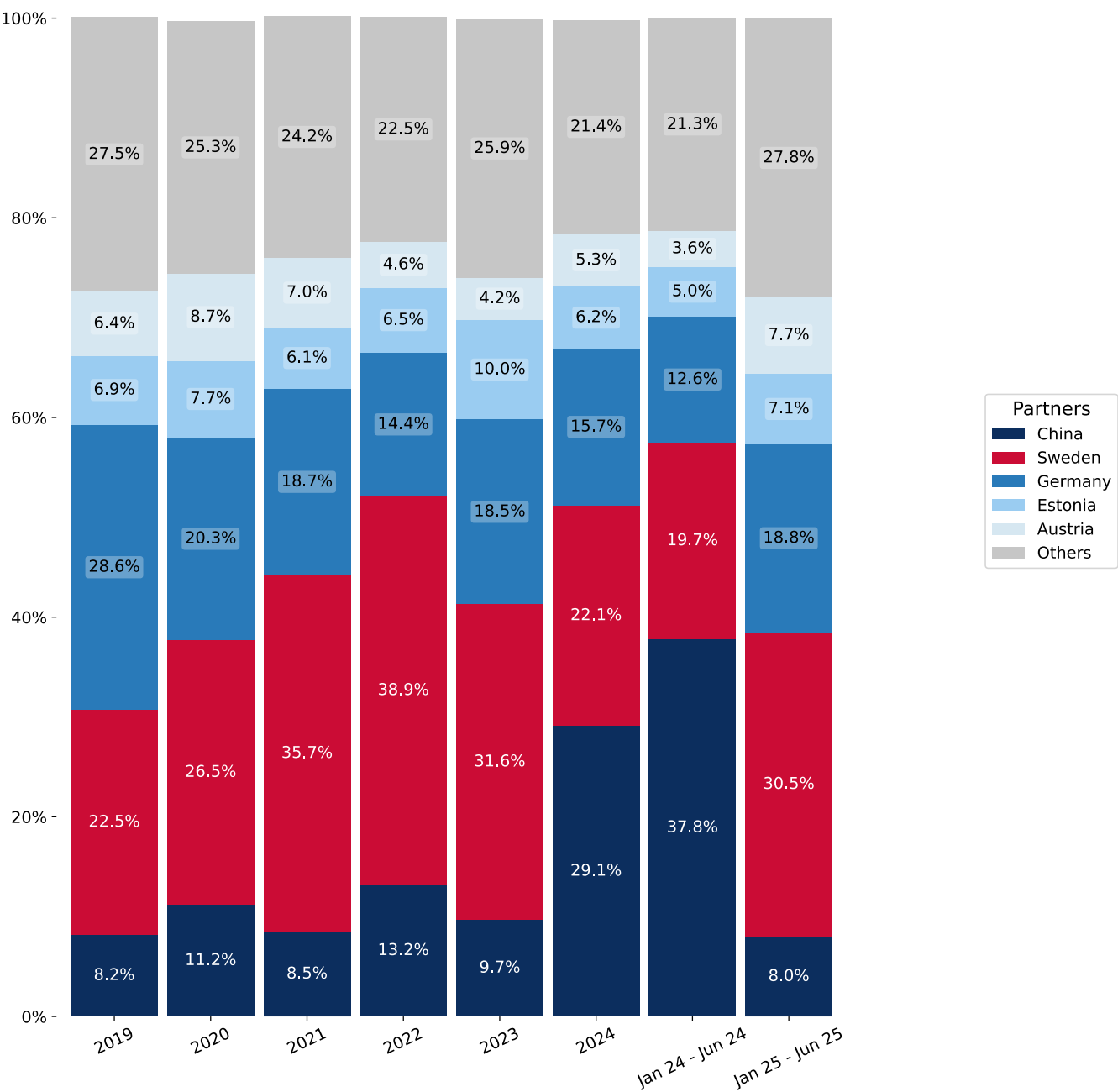
COMPETITION LANDSCAPE: TRADE PARTNERS, VALUES

This graph allows to observe how the shares of key trade partners have been changing over the years.

In Jan 25 - Jun 25, the shares of the five largest exporters of Paper Pulp Making Machinery to Finland revealed the following dynamics (compared to the same period a year before):

- 1. China: -29.8 p.p.
- 2. Sweden: 10.8 p.p.
- 3. Germany: 6.2 p.p.
- 4. Estonia: 2.1 p.p.
- 5. Austria: 4.1 p.p.

Figure 14. Largest Trade Partners of Finland – Change of the Shares in Total Imports over the Years, K US\$



COMPETITION LANDSCAPE: TRADE PARTNERS, VALUES

This section provides an analysis of the import dynamics from the top five trade partners, with a focus on imports values.

Figure 15. Finland's Imports from Sweden, K current US\$

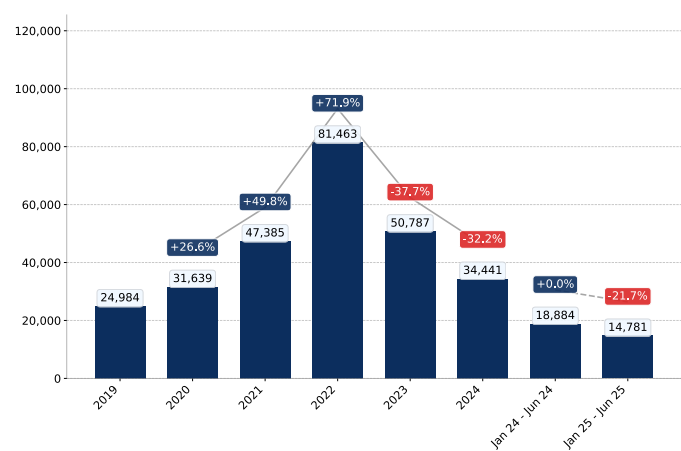


Figure 16. Finland's Imports from Germany, K current US\$

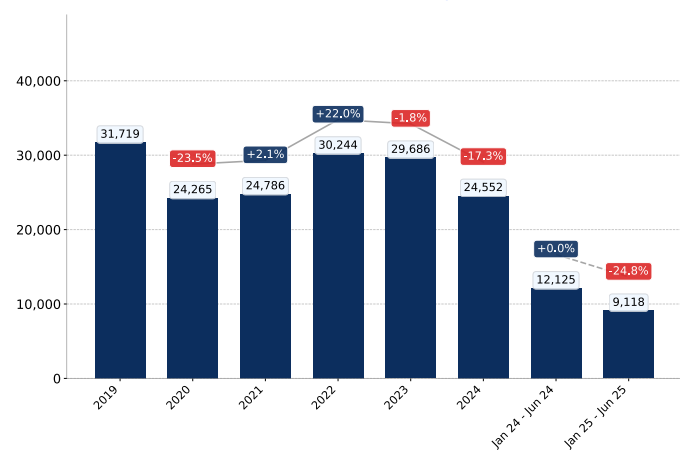


Figure 17. Finland's Imports from China, K current US\$

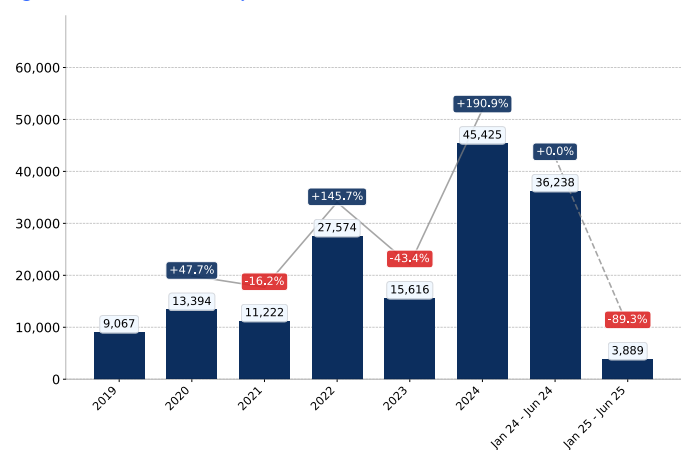


Figure 18. Finland's Imports from Austria, K current US\$

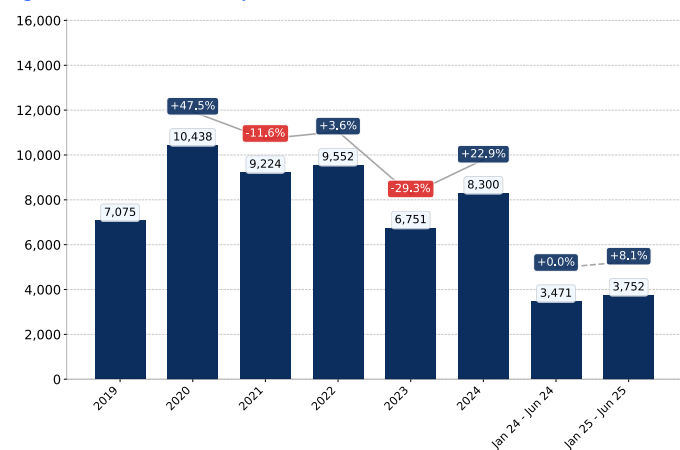
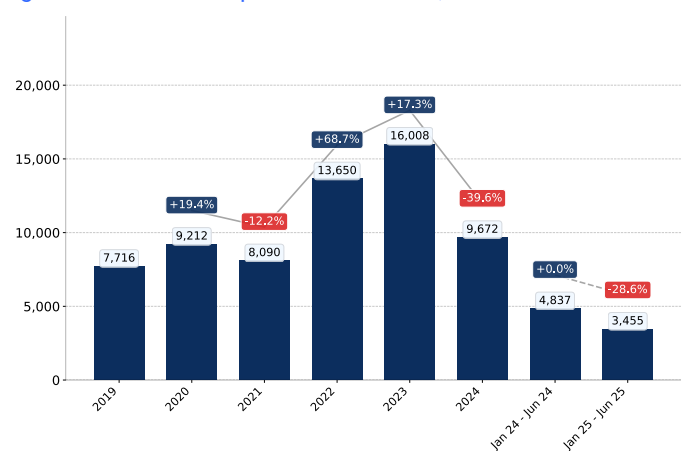


Figure 19. Finland's Imports from Estonia, K current US\$



COMPETITION LANDSCAPE: TRADE PARTNERS, VALUES

The figures in this section demonstrate the monthly dynamics of imports from key trade partners (values) in the most recent 24 months.

Figure 20. Finland's Imports from Sweden, K US\$

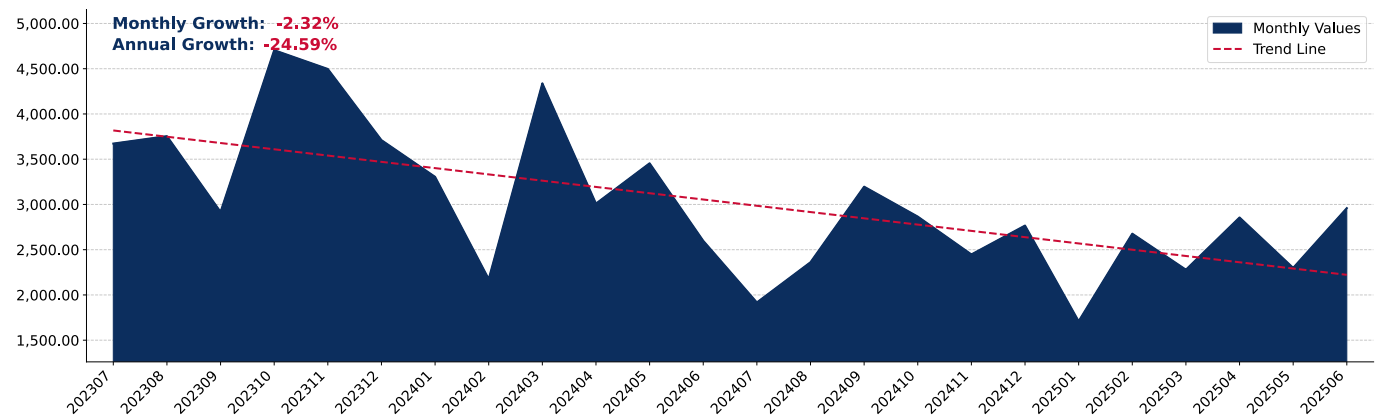


Figure 21. Finland's Imports from China, K US\$

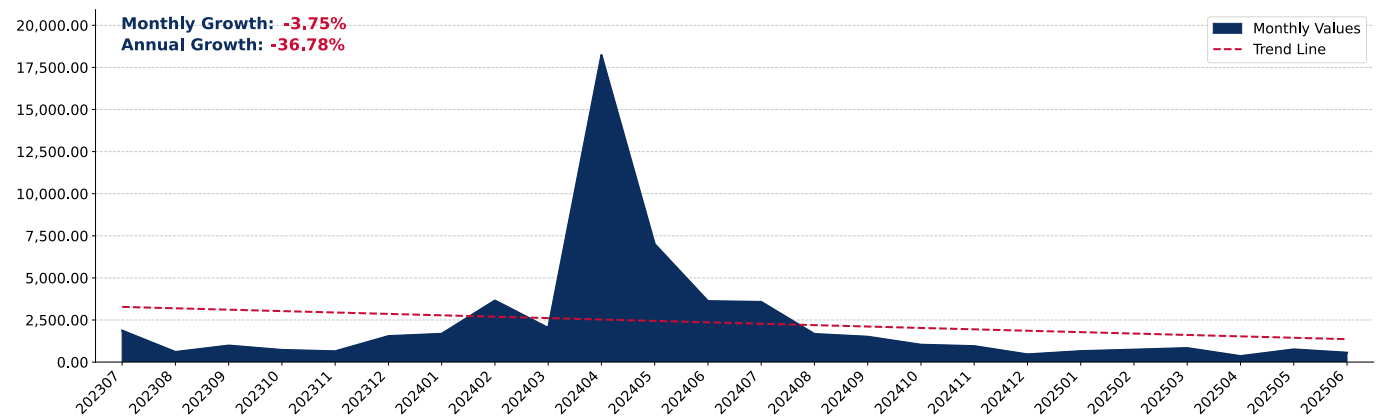
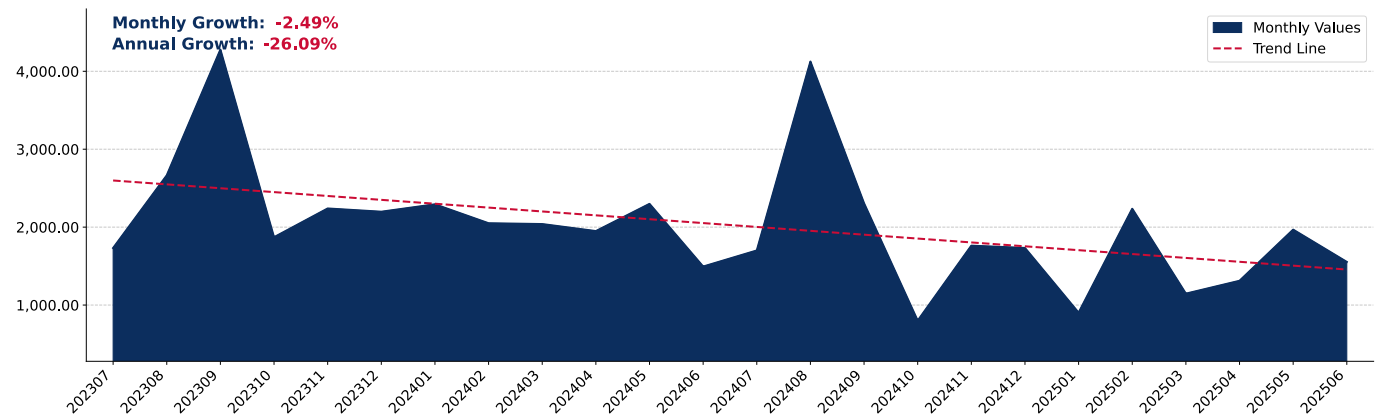


Figure 22. Finland's Imports from Germany, K US\$



COMPETITION LANDSCAPE: TRADE PARTNERS, VALUES

The figures in this section demonstrate the monthly dynamics of imports from key trade partners (values) in the most recent 24 months.

Figure 28. Finland's Imports from Estonia, K US\$

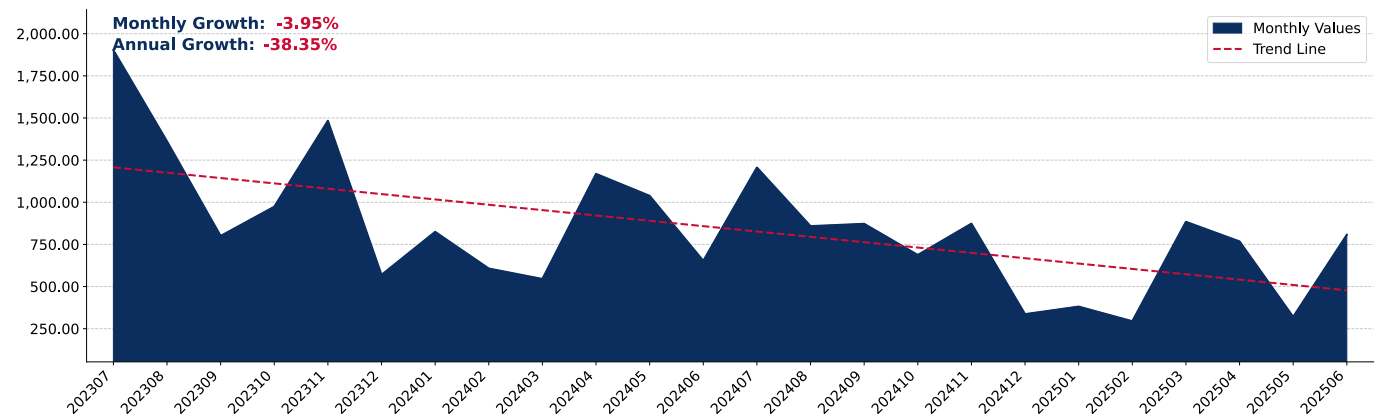
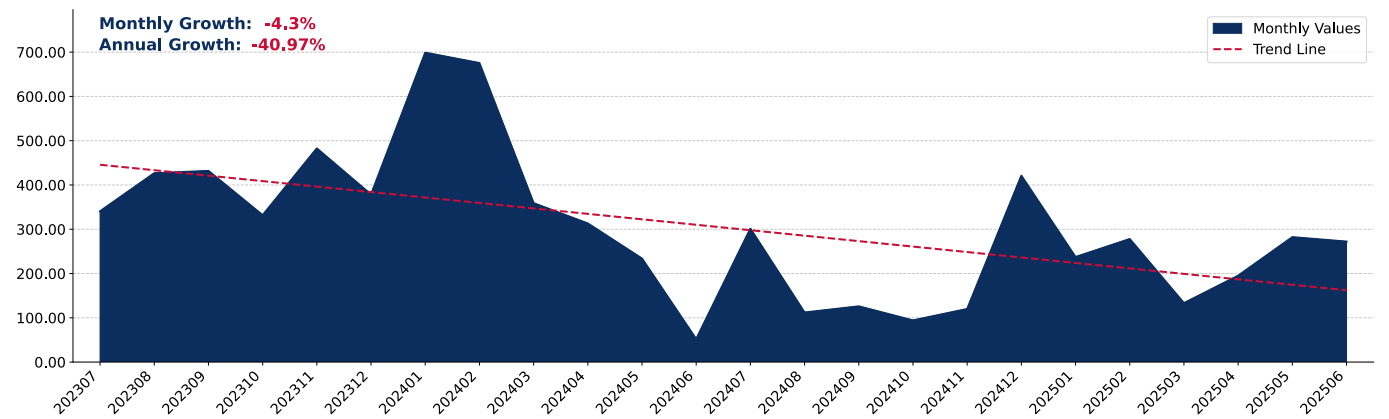


Figure 29. Finland's Imports from Poland, K US\$



COMPETITION LANDSCAPE: TRADE PARTNERS, VOLUMES

This section provides an analysis of the trade partner distribution for the selected product imports to the chosen country, focusing on physical import volumes. The countries listed in the table are ranked from the largest to the smallest trade partners, based on the import volumes from the most recent available calendar year.

By import volumes, expressed in tons, the five largest exporters of Paper Pulp Making Machinery to Finland in 2024 were: China, Sweden, Estonia, Germany and Poland.

Table 3. Country's Imports by Trade Partners, tons

Partner	2019	2020	2021	2022	2023	2024	Jan 24 - Jun 24	Jan 25 - Jun 25
China	529.5	1,220.6	779.0	2,772.6	1,117.4	5,437.6	4,506.2	199.9
Sweden	1,967.0	2,200.6	2,050.9	5,318.7	2,158.9	1,619.0	982.2	735.3
Estonia	1,138.1	1,115.6	1,237.0	2,220.1	2,042.4	1,084.7	560.2	308.9
Germany	1,521.1	1,482.6	1,030.5	1,307.4	1,285.5	898.5	416.7	252.1
Poland	464.2	600.7	419.6	417.3	492.5	313.0	224.9	37.8
India	257.4	71.7	25.9	578.6	81.2	260.9	240.2	19.3
Italy	392.6	252.7	415.6	360.9	335.5	175.8	115.8	40.7
USA	200.7	185.1	112.9	138.0	182.0	158.4	96.7	62.9
Austria	169.2	351.2	104.2	296.5	194.1	156.8	82.7	103.8
Lithuania	51.9	5.0	21.8	21.7	351.5	125.8	119.5	2.5
Japan	139.0	252.1	235.4	261.9	177.4	84.6	55.1	2.8
Portugal	0.0	0.1	0.6	2.0	1.7	82.2	11.2	0.8
Slovakia	0.3	96.5	55.5	66.2	95.3	80.0	37.6	71.4
Latvia	3.1	22.2	20.6	53.5	36.6	78.9	76.8	1.9
Switzerland	20.2	116.6	26.5	18.9	40.2	76.6	48.0	28.6
Others	1,248.1	768.4	694.5	1,376.6	493.1	228.7	146.0	100.1
Total	8,102.3	8,741.7	7,230.5	15,211.0	9,085.4	10,861.5	7,719.8	1,969.0

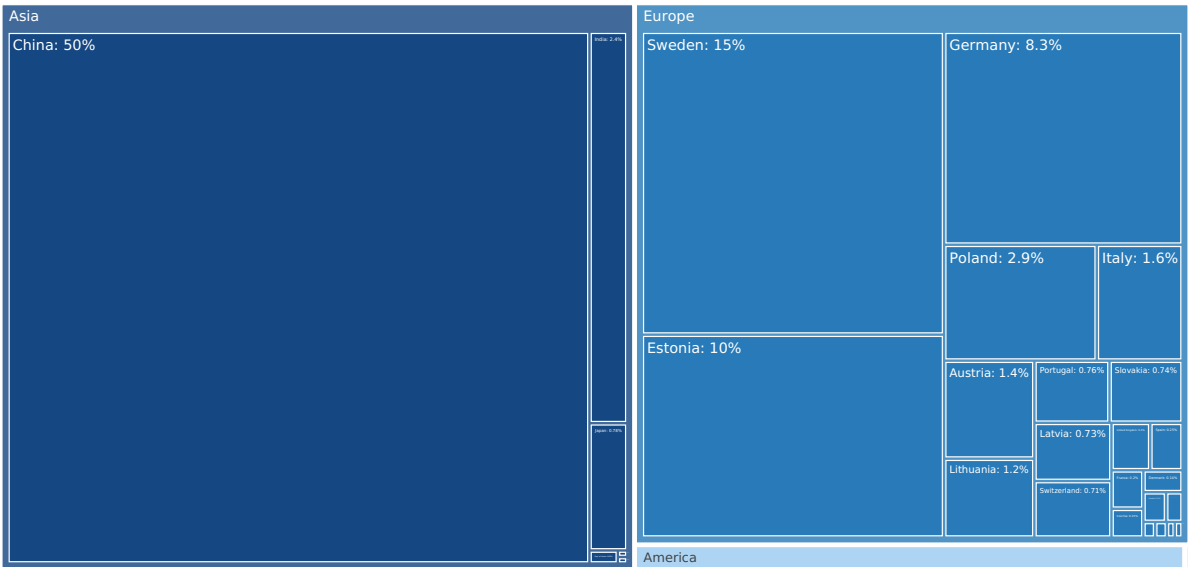
COMPETITION LANDSCAPE: TRADE PARTNERS, VOLUMES

This section offers an analysis of the changes in the distribution of trade partners for the selected product imports to the chosen country, with a focus on physical import volumes. The table illustrates how the trade partner distribution has evolved over the analyzed period.

Table 4. Country’s Imports by Trade Partners. Shares in total Imports Volume of the Country.

Partner	2019	2020	2021	2022	2023	2024	Jan 24 - Jun 24	Jan 25 - Jun 25
China	6.5%	14.0%	10.8%	18.2%	12.3%	50.1%	58.4%	10.2%
Sweden	24.3%	25.2%	28.4%	35.0%	23.8%	14.9%	12.7%	37.3%
Estonia	14.0%	12.8%	17.1%	14.6%	22.5%	10.0%	7.3%	15.7%
Germany	18.8%	17.0%	14.3%	8.6%	14.1%	8.3%	5.4%	12.8%
Poland	5.7%	6.9%	5.8%	2.7%	5.4%	2.9%	2.9%	1.9%
India	3.2%	0.8%	0.4%	3.8%	0.9%	2.4%	3.1%	1.0%
Italy	4.8%	2.9%	5.7%	2.4%	3.7%	1.6%	1.5%	2.1%
USA	2.5%	2.1%	1.6%	0.9%	2.0%	1.5%	1.3%	3.2%
Austria	2.1%	4.0%	1.4%	1.9%	2.1%	1.4%	1.1%	5.3%
Lithuania	0.6%	0.1%	0.3%	0.1%	3.9%	1.2%	1.5%	0.1%
Japan	1.7%	2.9%	3.3%	1.7%	2.0%	0.8%	0.7%	0.1%
Portugal	0.0%	0.0%	0.0%	0.0%	0.0%	0.8%	0.1%	0.0%
Slovakia	0.0%	1.1%	0.8%	0.4%	1.0%	0.7%	0.5%	3.6%
Latvia	0.0%	0.3%	0.3%	0.4%	0.4%	0.7%	1.0%	0.1%
Switzerland	0.2%	1.3%	0.4%	0.1%	0.4%	0.7%	0.6%	1.5%
Others	15.4%	8.8%	9.6%	9.1%	5.4%	2.1%	1.9%	5.1%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Figure 30. Largest Trade Partners of Finland in 2024, tons



The chart shows largest supplying countries and their shares in imports of to in in volume terms (tons). Different colors depict geographic regions.

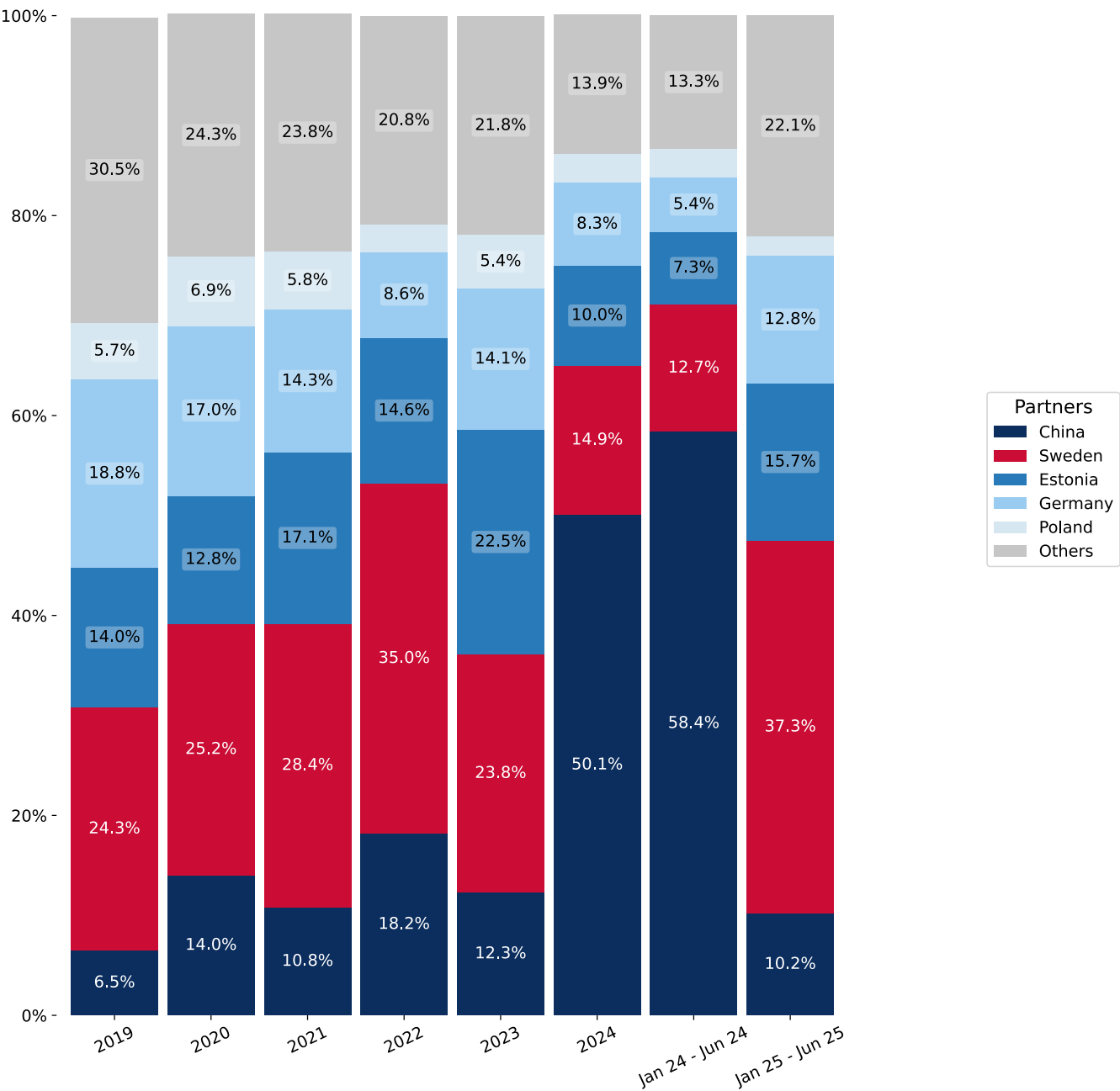
COMPETITION LANDSCAPE: TRADE PARTNERS, VOLUMES

This graph allows to observe how the shares of key trade partners have been changing over the years.

In Jan 25 - Jun 25, the shares of the five largest exporters of Paper Pulp Making Machinery to Finland revealed the following dynamics (compared to the same period a year before) (in terms of volumes):

- 1. China: -48.2 p.p.
- 2. Sweden: 24.6 p.p.
- 3. Estonia: 8.4 p.p.
- 4. Germany: 7.4 p.p.
- 5. Poland: -1.0 p.p.

Figure 31. Largest Trade Partners of Finland – Change of the Shares in Total Imports over the Years, tons



COMPETITION LANDSCAPE: TRADE PARTNERS, VOLUMES

This section provides an analysis of the import dynamics from the top five trade partners, with a focus on physical import volumes.

Figure 32. Finland's Imports from Sweden, tons

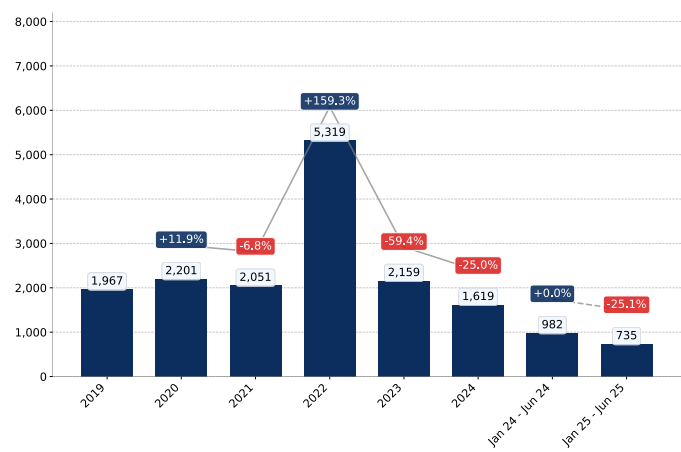


Figure 33. Finland's Imports from Estonia, tons

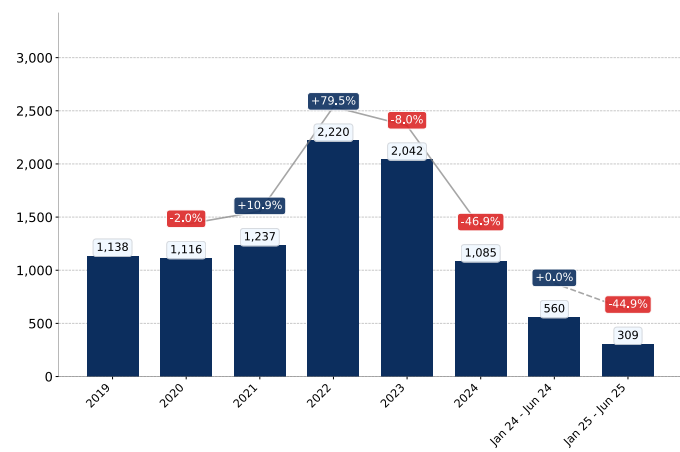


Figure 34. Finland's Imports from Germany, tons

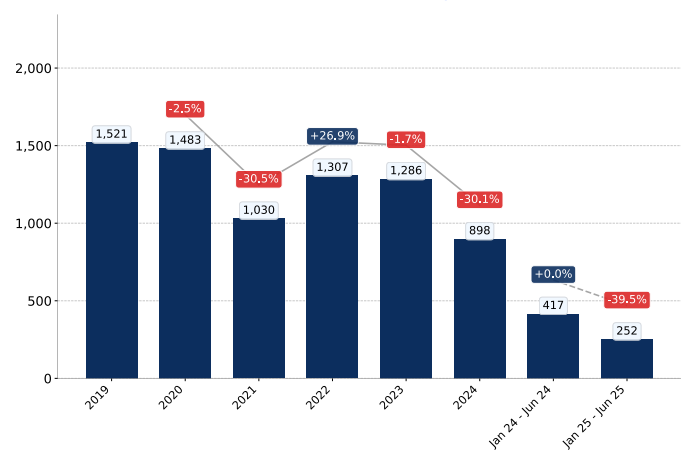


Figure 35. Finland's Imports from China, tons

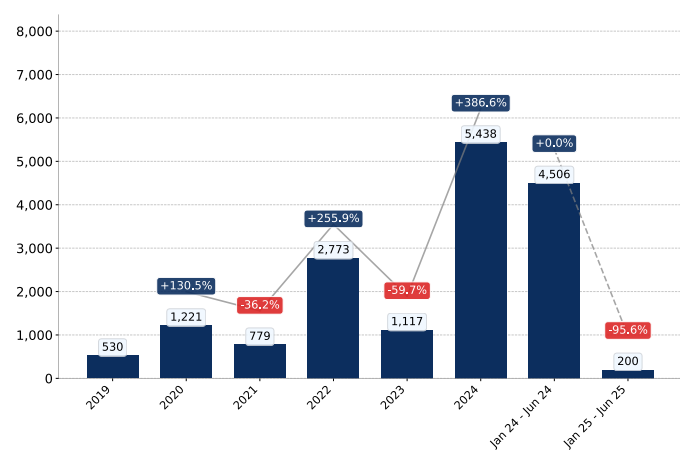
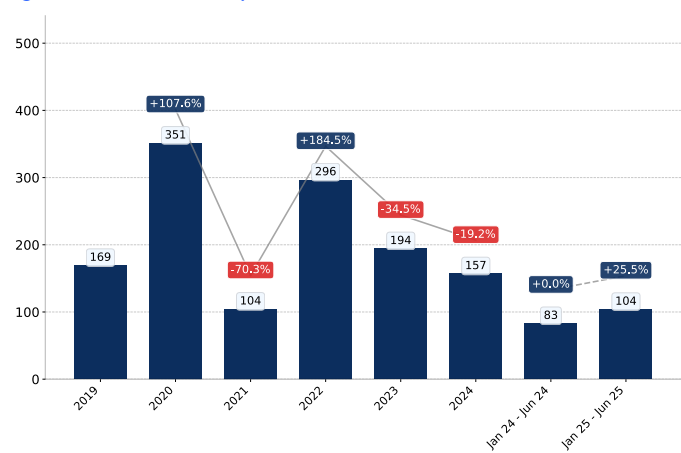


Figure 36. Finland's Imports from Austria, tons



COMPETITION LANDSCAPE: TRADE PARTNERS, VOLUMES

The figures in this section demonstrate the monthly dynamics of imports from key trade partners (physical volumes) in the most recent 24 months.

Figure 37. Finland's Imports from China, tons

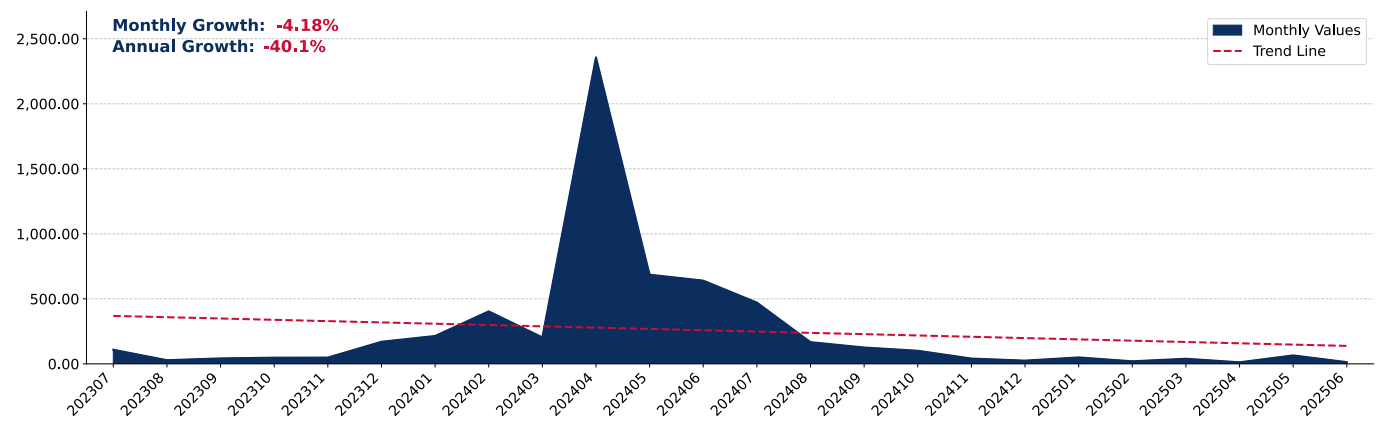


Figure 38. Finland's Imports from Sweden, tons

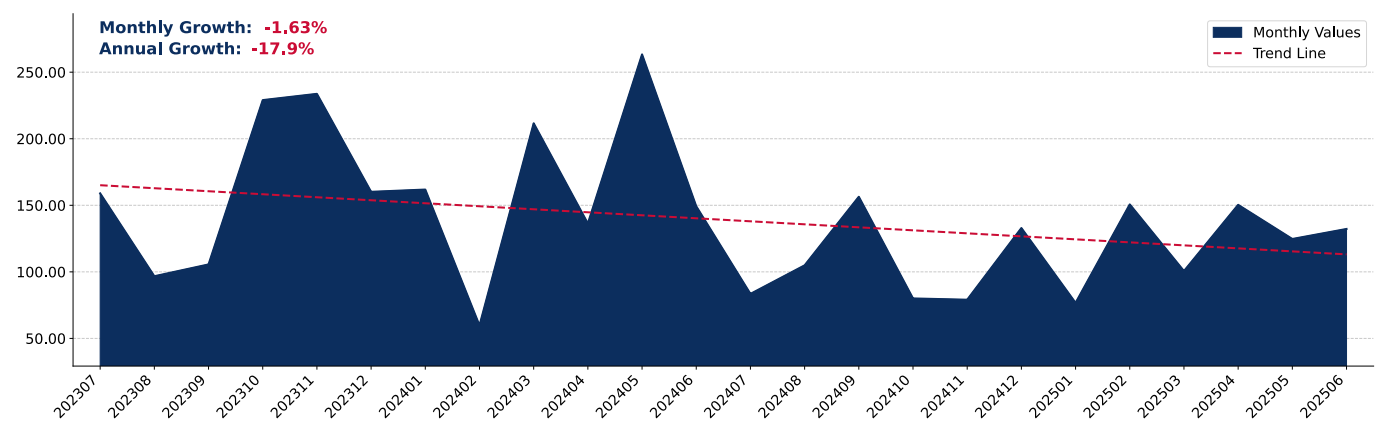
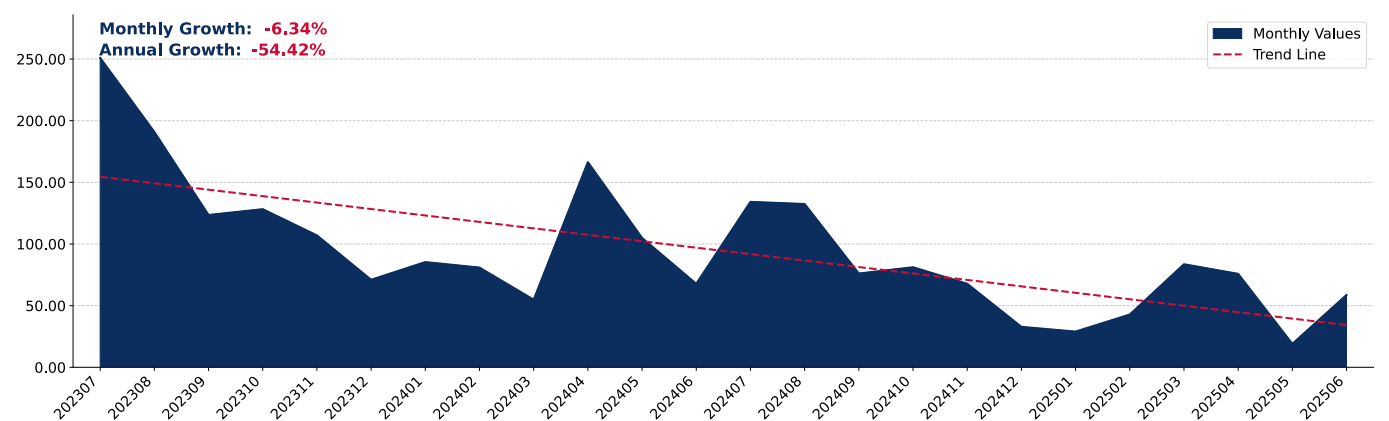


Figure 39. Finland's Imports from Estonia, tons



COMPETITION LANDSCAPE: TRADE PARTNERS, VOLUMES

The figures in this section demonstrate the monthly dynamics of imports from key trade partners (physical volumes) in the most recent 24 months.

Figure 40. Finland's Imports from Germany, tons

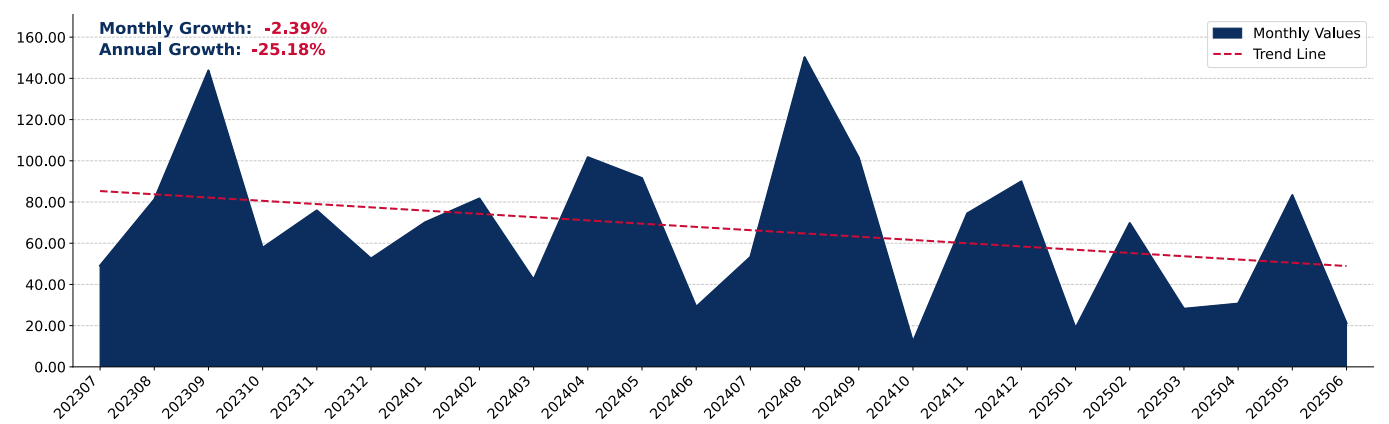
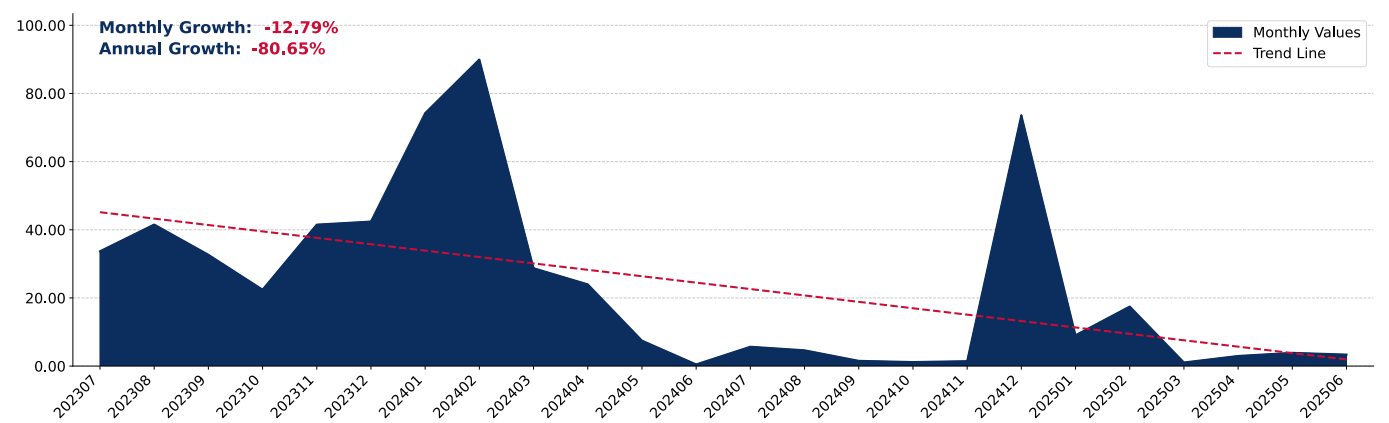


Figure 41. Finland's Imports from Poland, tons



COMPETITION LANDSCAPE: TRADE PARTNERS, PRICES

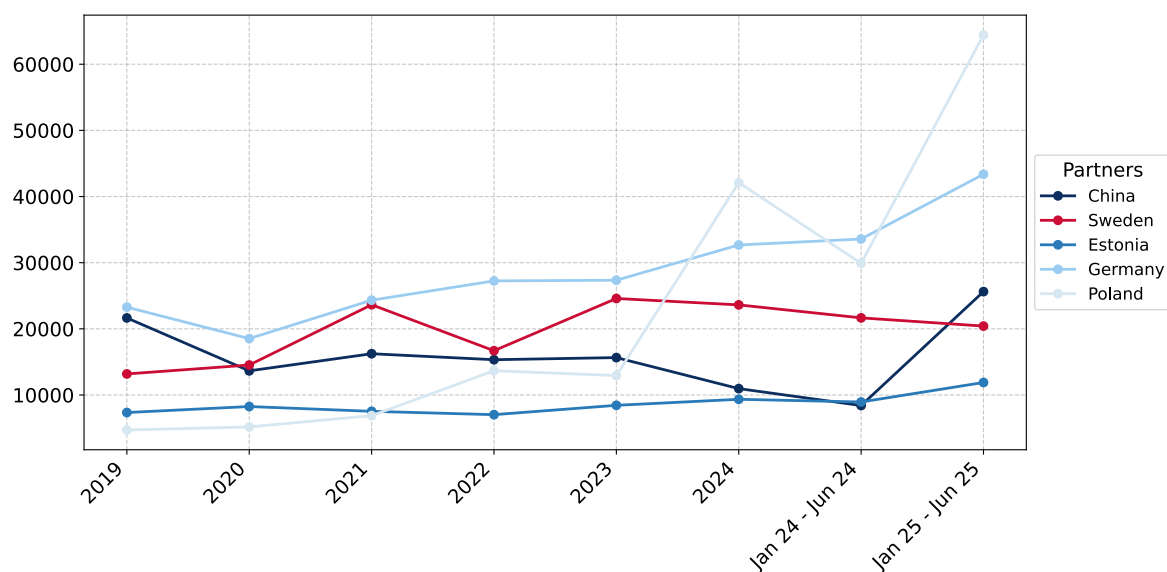
This section shows the average imports prices in recent periods split by trade partners.

Out of top-5 largest supplying countries, the lowest average prices on Paper Pulp Making Machinery imported to Finland were registered in 2024 for Estonia, while the highest average import prices were reported for Poland. Further, in Jan 25 - Jun 25, the lowest import prices were reported by Finland on supplies from Estonia, while the most premium prices were reported on supplies from Poland.

Table 5. Average Imports Prices by Trade Partners, current US\$ per 1 ton

Partner	2019	2020	2021	2022	2023	2024	Jan 24 - Jun 24	Jan 25 - Jun 25
China	21,648.7	13,650.5	16,237.2	15,334.3	15,652.9	10,966.0	8,407.4	25,627.2
Sweden	13,185.7	14,530.9	23,643.5	16,694.1	24,588.7	23,621.2	21,658.8	20,419.7
Estonia	7,349.6	8,256.4	7,531.5	7,027.3	8,440.0	9,350.6	8,943.1	11,892.7
Germany	23,281.2	18,524.5	24,328.4	27,244.4	27,348.3	32,675.6	33,579.6	43,368.0
Poland	4,710.3	5,175.0	6,876.0	13,666.5	12,942.2	42,104.9	29,903.9	64,435.4
India	15,692.9	32,835.5	25,898.3	16,793.3	28,015.4	26,831.4	20,957.9	41,400.9
Italy	21,164.9	23,295.2	19,125.5	21,502.7	23,700.6	31,059.8	34,685.7	57,963.1
USA	38,397.7	31,719.2	53,926.2	54,954.7	46,222.6	49,772.3	39,395.1	59,061.1
Austria	77,094.1	37,097.6	77,857.7	39,381.7	44,010.0	58,323.1	51,720.0	43,959.4
Lithuania	13,126.9	37,480.9	31,368.4	27,129.2	31,483.4	25,413.3	10,617.4	54,775.2
Latvia	8,952.7	5,749.1	21,252.6	21,456.4	18,158.8	27,842.1	18,309.2	27,041.4
Japan	39,184.7	11,702.7	19,403.8	18,564.0	43,394.9	54,067.6	16,156.2	129,840.2
Switzerland	123,940.1	25,826.6	81,825.2	88,998.0	80,508.5	64,673.5	45,220.5	74,735.4
Slovakia	21,294.2	3,681.6	26,534.1	20,647.8	15,457.5	11,751.9	8,810.5	25,771.5
Portugal	536,974.3	13,142.3	110,995.2	41,106.7	49,645.7	22,992.8	26,321.7	46,227.3

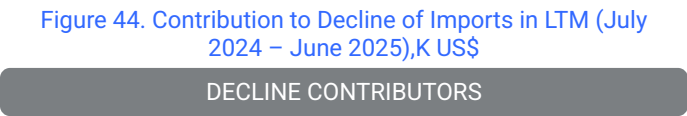
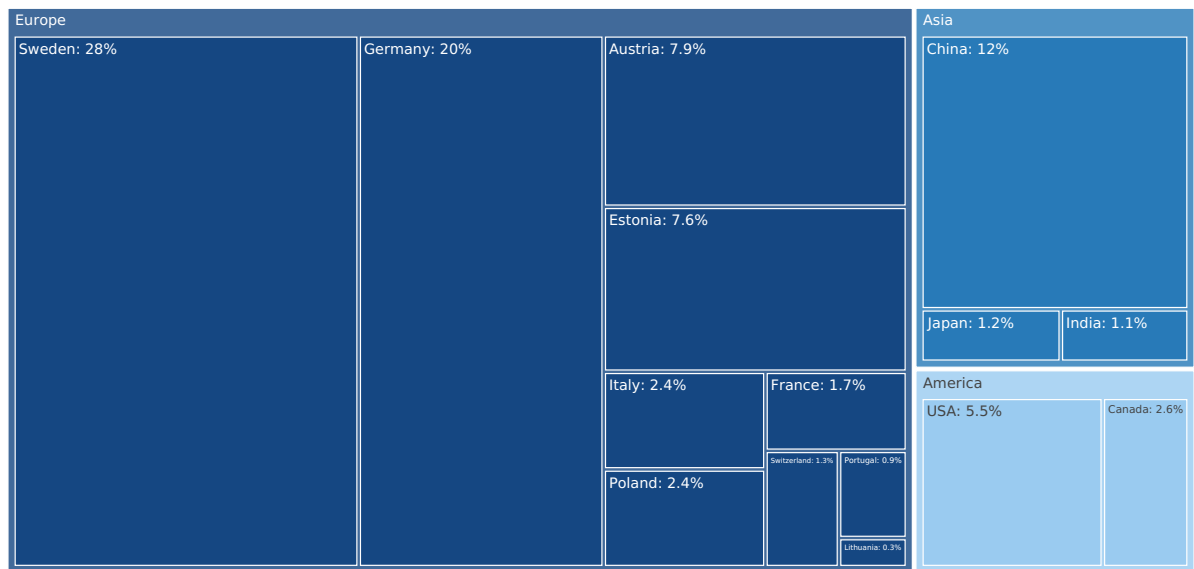
Figure 42. Average Imports Prices by Key Trade Partners, current US\$ per 1 ton



COMPETITION LANDSCAPE: VALUE TERMS

This section offers insights into major suppliers of the selected product to a particular country within the last 12 months. A tree-map chart is used to facilitate the identification and better visualization of primary competitors, illustrating market shares in US\$ terms. Additionally, a diagram highlighting suppliers who experienced significant increases or decreases in market shares during the last 12 months complements the analysis. These are winners or losers from the market share perspective.

Figure 45. Country's Imports by Trade Partners in LTM period, current US\$



Total imports change in the period of LTM was recorded at -59,926.36 K US\$

The charts show Top-10 countries with positive and negative contribution to the growth of imports of to in the period of LTM (July 2024 – June 2025 compared to July 2023 – June 2024).

COMPETITION LANDSCAPE: LTM CHANGES

The tables in this section show the imports by trade partners in last twelve months (LTM) period in terms value and their change compared to the same period 12 months before.

Out of top-15 largest supplying countries, the following trade partners of Finland were characterized by the highest increase of supplies of Paper Pulp Making Machinery by value: Sweden, Germany and China.

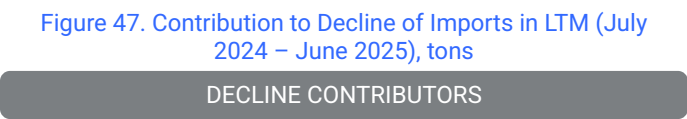
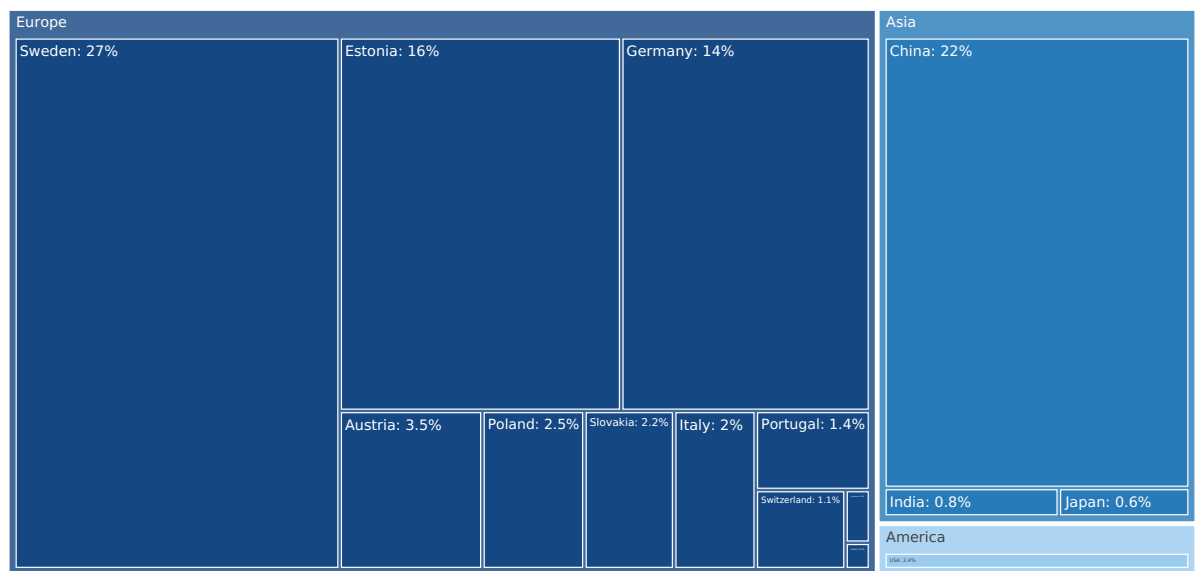
Table 6. Country's Imports by Trade Partners in LTM period and its Change Compared to the Same Period 12 Months Before, current US\$

Partner	PreLTM	LTM	Change, %
Sweden	42,143.5	30,338.0	-28.0
Germany	27,108.4	21,545.3	-20.5
China	42,597.5	13,076.1	-69.3
Austria	6,574.7	8,581.8	30.5
Estonia	11,928.7	8,290.0	-30.5
USA	6,828.1	5,935.0	-13.1
Canada	3,361.1	2,839.1	-15.5
Poland	4,723.4	2,571.9	-45.6
Italy	4,942.3	2,567.3	-48.0
France	2,112.7	1,802.7	-14.7
Switzerland	1,815.9	1,464.3	-19.4
Japan	1,544.5	1,284.1	-16.9
India	3,572.8	1,171.4	-67.2
Portugal	320.7	1,022.4	218.8
Lithuania	1,898.7	296.7	-84.4
Others	7,114.9	5,875.4	-17.4
Total	168,587.8	108,661.4	-35.6

COMPETITION LANDSCAPE: VOLUME TERMS

This section offers insights into major suppliers of the selected product to a particular country within the last 12 months. A tree-map chart is used to facilitate the identification and better visualization of primary competitors, illustrating market shares in Ktons. Additionally, a diagram highlighting suppliers who experienced significant increases or decreases in market shares during the last 12 months complements the analysis. These are winners or losers from the market share perspective.

Figure 48. Country’s Imports by Trade Partners in LTM period, tons



Total imports change in the period of LTM was recorded at -6,305.85 tons

The charts show Top-10 countries with positive and negative contribution to the growth of imports of Paper Pulp Making Machinery to Finland in the period of LTM (July 2024 – June 2025 compared to July 2023 – June 2024).

COMPETITION LANDSCAPE: LTM CHANGES

The tables in this section show the imports by trade partners in last twelve months (LTM) period in terms volume and their change compared to the same period 12 months before.

Out of top-15 largest supplying countries, the following trade partners of Finland were characterized by the highest increase of supplies of Paper Pulp Making Machinery by volume: Sweden, China and Estonia.

Table 7. Country's Imports by Trade Partners in LTM period and its Change Compared to the Same Period 12 Months Before, tons

Partner	PreLTM	LTM	Change, %
Sweden	1,966.4	1,372.2	-30.2
China	4,951.5	1,131.3	-77.2
Estonia	1,431.8	833.3	-41.8
Germany	877.2	733.9	-16.3
Austria	142.8	177.9	24.6
Poland	439.2	126.0	-71.3
USA	179.1	124.6	-30.4
Slovakia	48.0	113.7	137.1
Italy	215.4	100.8	-53.2
Portugal	11.7	71.8	515.7
Switzerland	84.8	57.2	-32.5
India	279.7	40.0	-85.7
Japan	94.8	32.3	-66.0
Lithuania	188.7	8.8	-95.4
Latvia	104.5	4.0	-96.2
Others	401.0	182.9	-54.4
Total	11,416.5	5,110.7	-55.2

COMPETITION LANDSCAPE: GROWTH CONTRIBUTORS

This section offers insights into trade flows of the country with its trade partners, that have recently increased the most their supplies. These are winners from the market share perspective.

China

Figure 49. Y-o-Y Monthly Level Change of Imports from China to Finland, tons

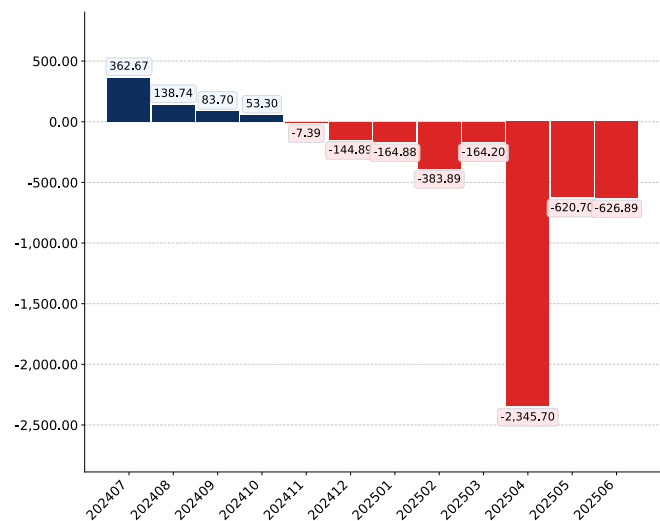


Figure 50. Y-o-Y Monthly Level Change of Imports from China to Finland, K US\$

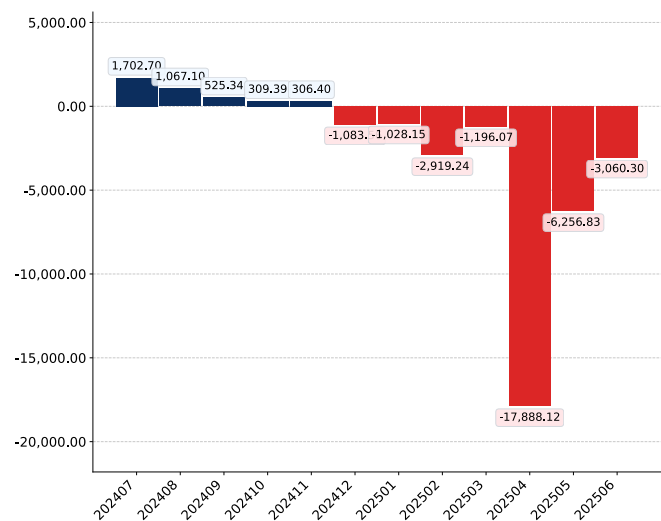
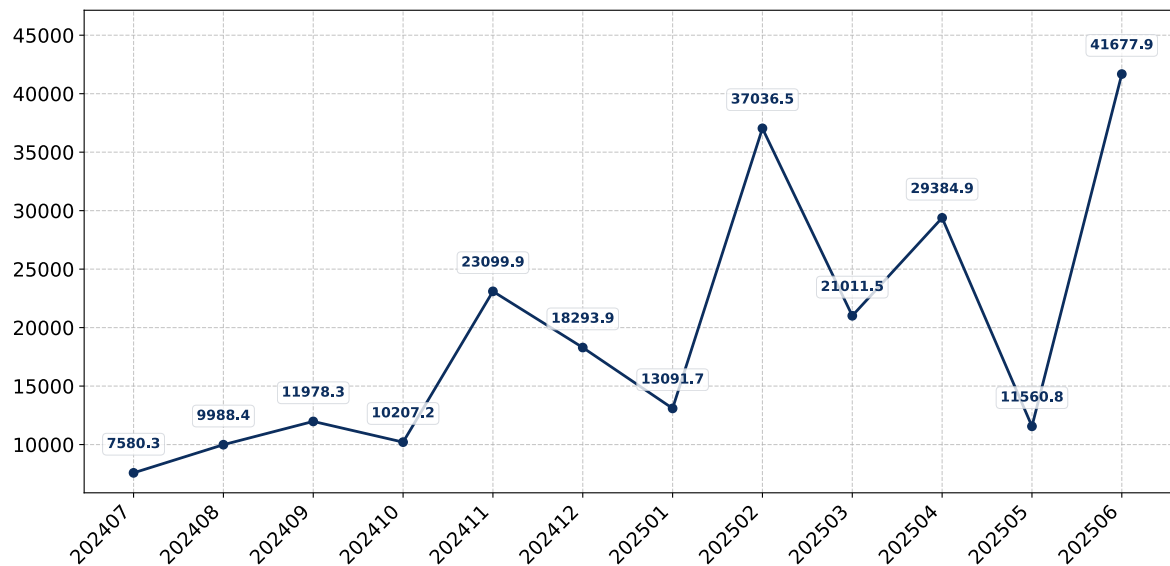


Figure 51. Average Monthly Proxy Prices on Imports from China to Finland, current US\$/ton



COMPETITION LANDSCAPE: GROWTH CONTRIBUTORS

This section offers insights into trade flows of the country with its trade partners, that have recently increased the most their supplies. These are winners from the market share perspective.

Sweden

Figure 52. Y-o-Y Monthly Level Change of Imports from Sweden to Finland, tons

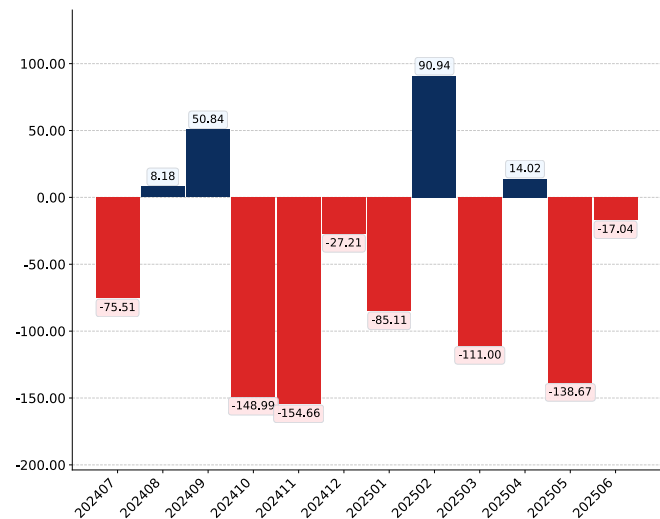


Figure 53. Y-o-Y Monthly Level Change of Imports from Sweden to Finland, K US\$

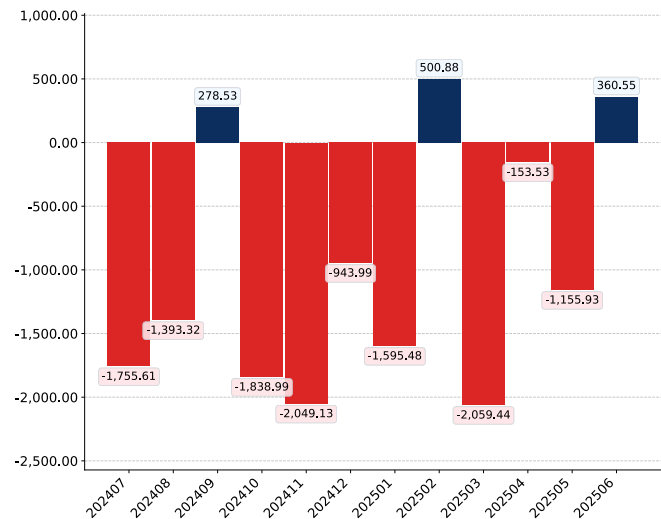
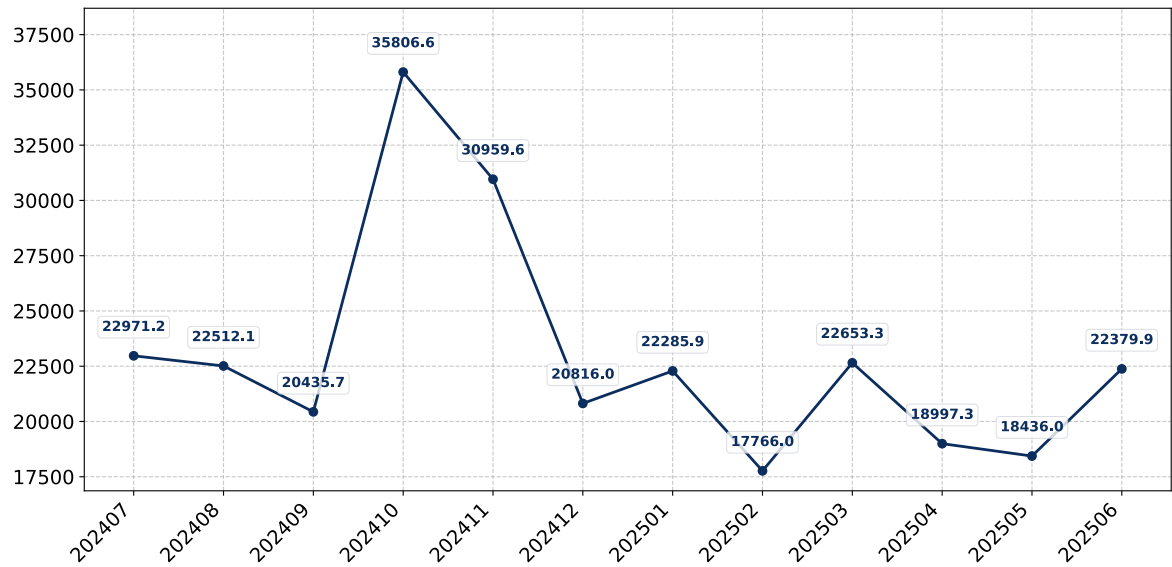


Figure 54. Average Monthly Proxy Prices on Imports from Sweden to Finland, current US\$/ton



COMPETITION LANDSCAPE: GROWTH CONTRIBUTORS

This section offers insights into trade flows of the country with its trade partners, that have recently increased the most their supplies. These are winners from the market share perspective.

Estonia

Figure 55. Y-o-Y Monthly Level Change of Imports from Estonia to Finland, tons

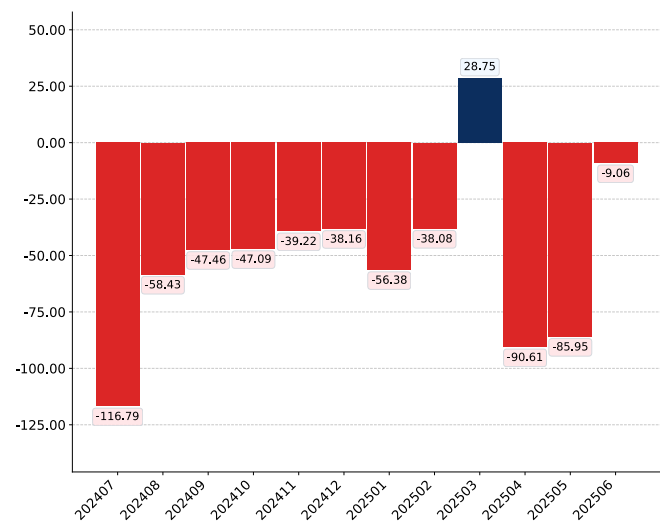


Figure 56. Y-o-Y Monthly Level Change of Imports from Estonia to Finland, K US\$

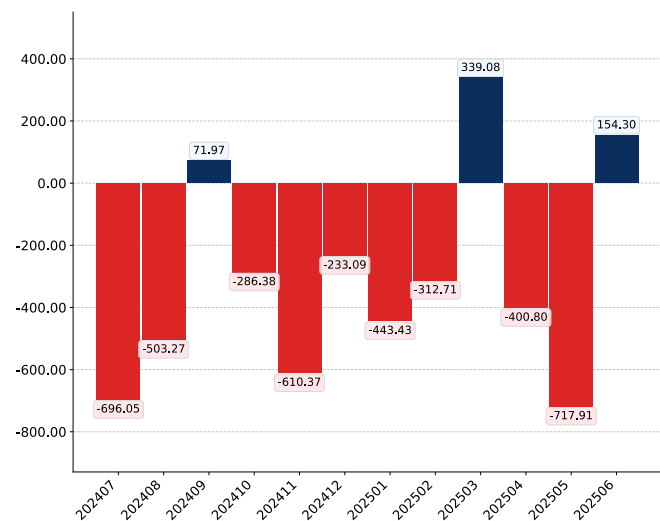
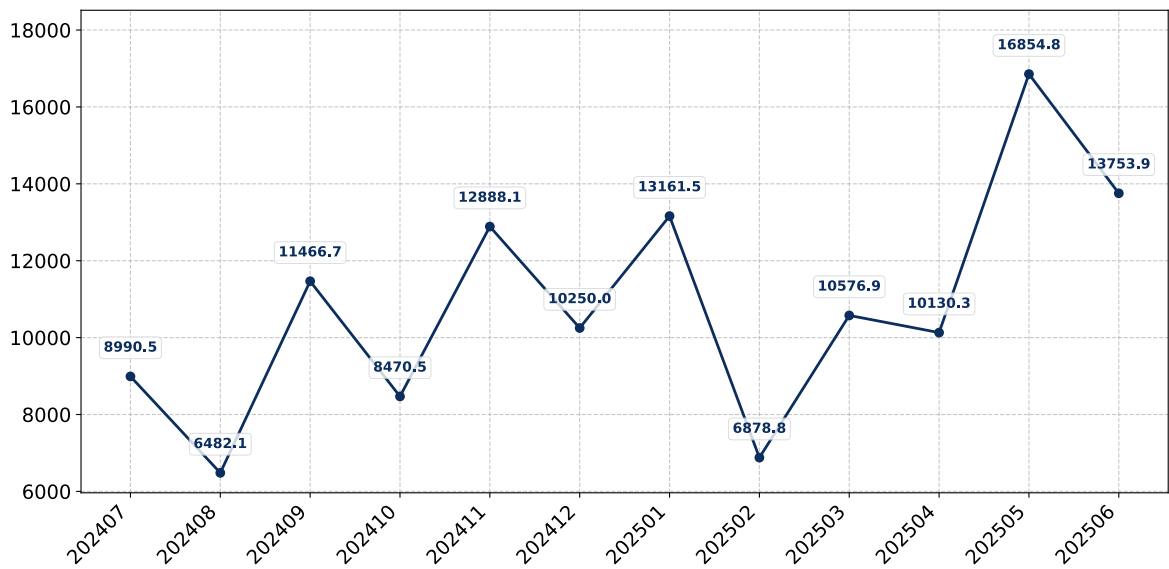


Figure 57. Average Monthly Proxy Prices on Imports from Estonia to Finland, current US\$/ton



COMPETITION LANDSCAPE: GROWTH CONTRIBUTORS

This section offers insights into trade flows of the country with its trade partners, that have recently increased the most their supplies. These are winners from the market share perspective.

Germany

Figure 58. Y-o-Y Monthly Level Change of Imports from Germany to Finland, tons

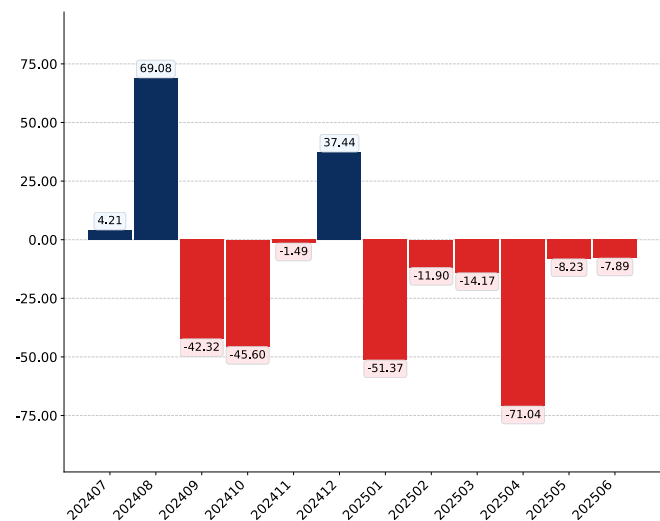


Figure 59. Y-o-Y Monthly Level Change of Imports from Germany to Finland, K US\$

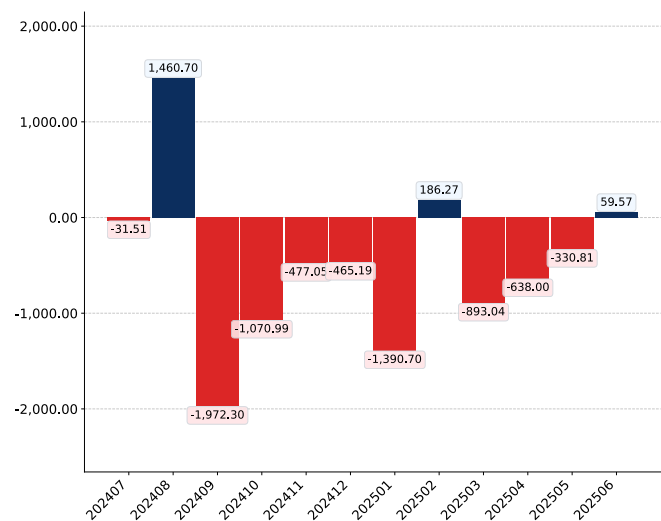
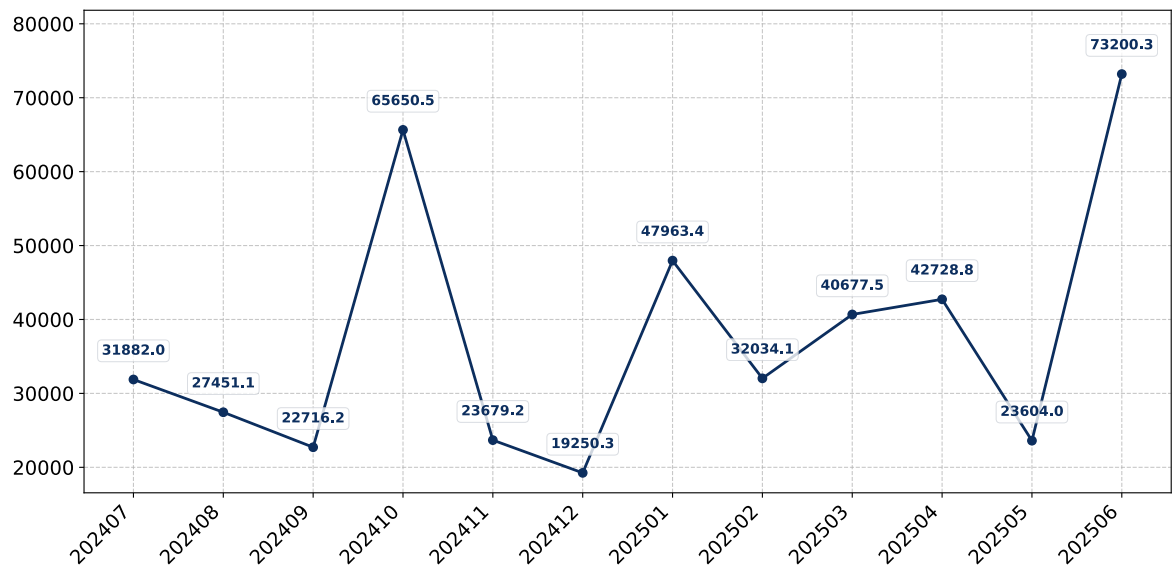


Figure 60. Average Monthly Proxy Prices on Imports from Germany to Finland, current US\$/ton



COMPETITION LANDSCAPE: GROWTH CONTRIBUTORS

This section offers insights into trade flows of the country with its trade partners, that have recently increased the most their supplies. These are winners from the market share perspective.

Poland

Figure 61. Y-o-Y Monthly Level Change of Imports from Poland to Finland, tons

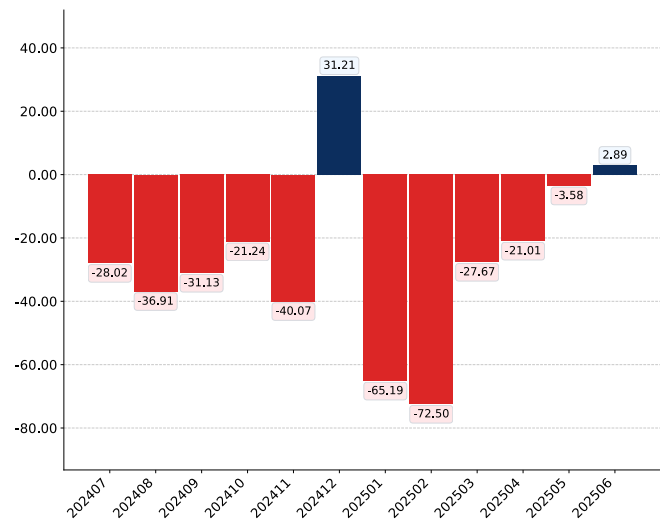


Figure 62. Y-o-Y Monthly Level Change of Imports from Poland to Finland, K US\$

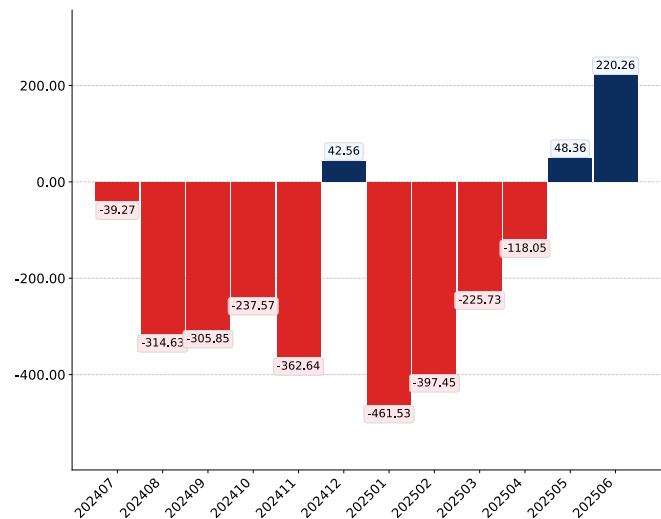
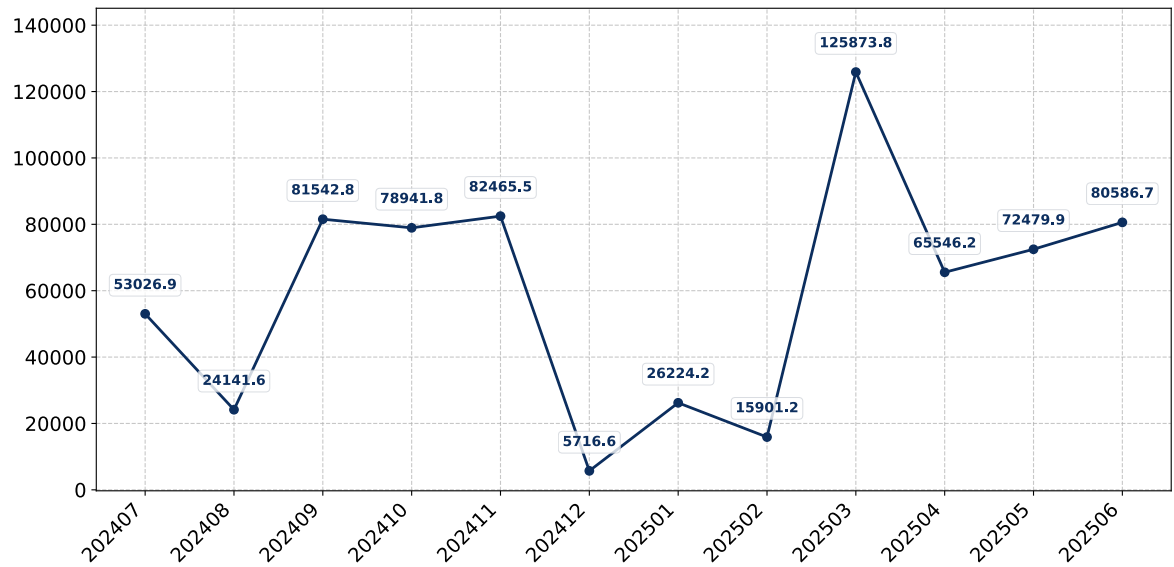


Figure 63. Average Monthly Proxy Prices on Imports from Poland to Finland, current US\$/ton

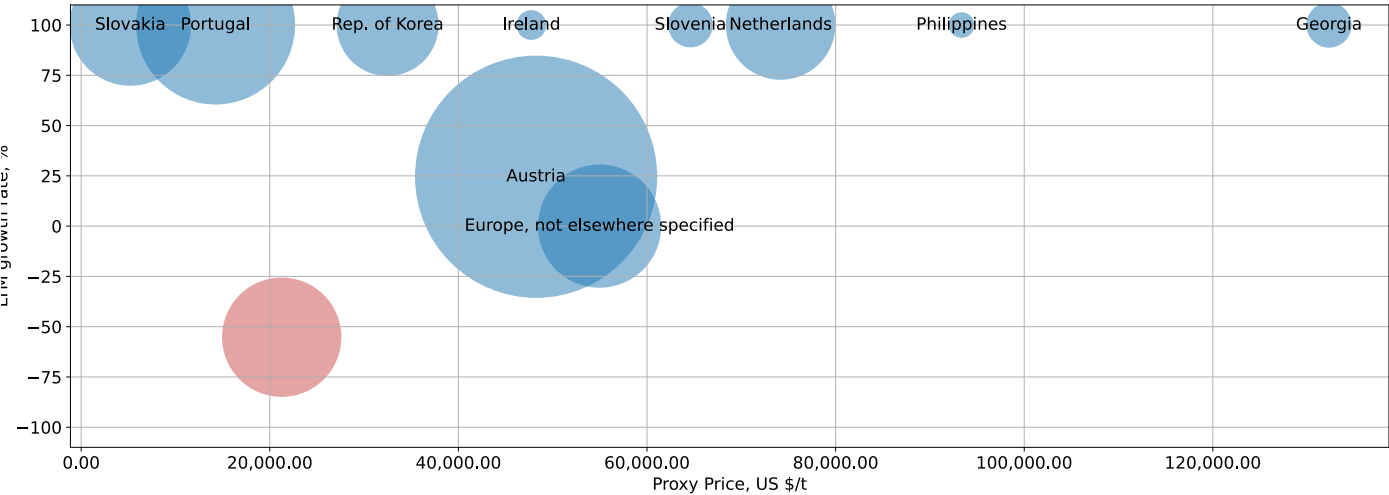


COMPETITION LANDSCAPE: CONTRIBUTORS TO GROWTH

This section presents information about the most successful exporters who managed to significantly increase their supplies over last 12 months. The upper-left corner of the chart highlights countries deemed the most aggressive competitors in the market. The horizontal axis measures the proxy price level offered by suppliers, the vertical axis portrays the growth rate of supplies in volume terms, and the bubble size indicates the extent at which a country-supplier contributed to the growth of imports. The chart encompasses the most recent data spanning the past 12 months.

Figure 64. Top suppliers-contributors to growth of imports of to Finland in LTM (winners)

Average Imports Parameters:
LTM growth rate = -55.23%
Proxy Price = 21,261.65 US\$ / t



The chart shows the classification of countries who were among the greatest growth contributors in terms of supply of Paper Pulp Making Machinery to Finland:

- Bubble size depicts the volume of imports from each country to Finland in the period of LTM (July 2024 – June 2025).
- Bubble's position on X axis depicts the average level of proxy price on imports of Paper Pulp Making Machinery to Finland from each country in the period of LTM (July 2024 – June 2025).
- Bubble's position on Y axis depicts growth rate of imports of Paper Pulp Making Machinery to Finland from each country (in tons) in the period of LTM (July 2024 – June 2025) compared to the corresponding period a year before.
- Red Bubble represents a theoretical “average” country supplier out of the top-10 countries shown in the Chart.

Various factors may cause these 10 countries to increase supply of Paper Pulp Making Machinery to Finland in LTM. Some may be due to the growth of comparative advantages price wise, others may be related to higher quality or better trade conditions. Below is a list of countries, whose proxy price level of supply of Paper Pulp Making Machinery to Finland seemed to be a significant factor contributing to the supply growth:

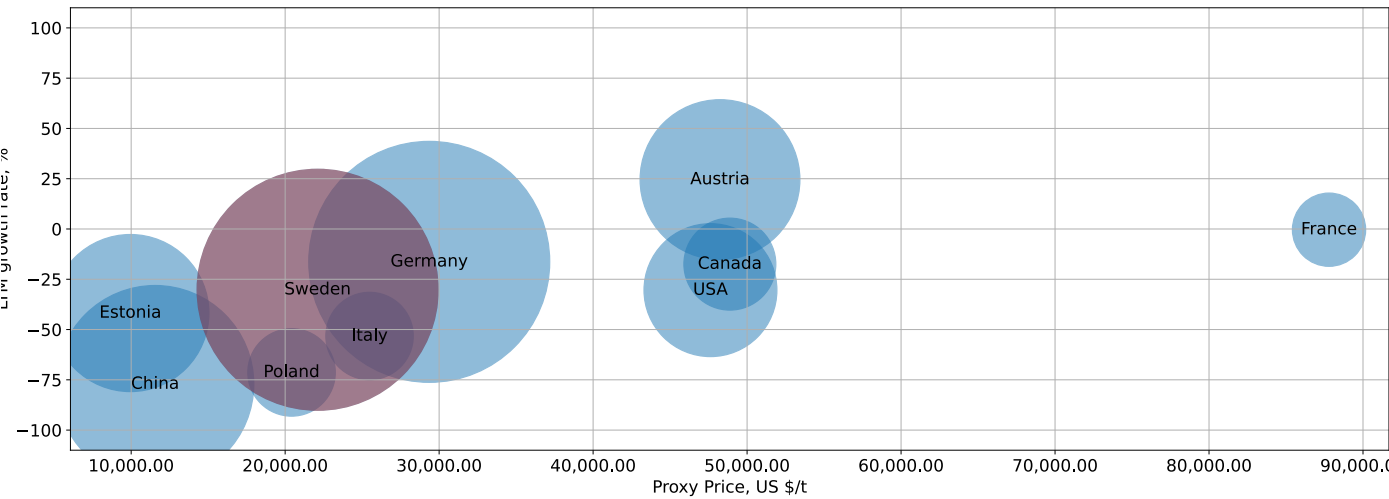
1. Slovakia;
2. Portugal;

COMPETITION LANDSCAPE: TOP COMPETITORS

This section provides details about the primary exporters of a particular product to a designated country. To present a comprehensive view, a bubble-chart is employed, showcasing a country's position relative to others. It simultaneously utilizes three indicators: the horizontal axis measures the proxy price level provided by suppliers, the vertical axis indicates the market share growth rate, and the size of the bubble denotes the volume of imports from a country-supplier. Countries positioned in the upper-left corner of the chart are considered the most competitive players in the market. The chart includes the most recent data spanning the past 12 months.

Figure 65. Top-10 Supplying Countries to Finland in LTM (July 2024 – June 2025)

Total share of identified TOP-10 supplying countries in Finland's imports in US\$-terms in LTM was 89.77%



The chart shows the classification of countries who are strong competitors in terms of supplies of Paper Pulp Making Machinery to Finland:

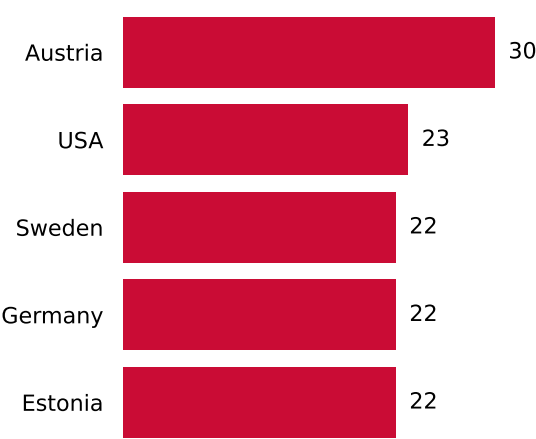
- Bubble size depicts market share of each country in total imports of Finland in the period of LTM (July 2024 – June 2025).
- Bubble's position on X axis depicts the average level of proxy price on imports of Paper Pulp Making Machinery to Finland from each country in the period of LTM (July 2024 – June 2025).
- Bubble's position on Y axis depicts growth rate of imports Paper Pulp Making Machinery to Finland from each country (in tons) in the period of LTM (July 2024 – June 2025) compared to the corresponding period a year before.
- Red Bubble represents the country with the largest market share.

COMPETITION LANDSCAPE: TOP COMPETITORS

This section focuses on competition among suppliers and includes a ranking of countries-exporters that are regarded as the most competitive within the last 12 months.

- a) In US\$-terms, the largest supplying countries of Paper Pulp Making Machinery to Finland in LTM (07.2024 - 06.2025) were:
- 1. Sweden (30.34 M US\$, or 27.92% share in total imports);
 - 2. Germany (21.55 M US\$, or 19.83% share in total imports);
 - 3. China (13.08 M US\$, or 12.03% share in total imports);
 - 4. Austria (8.58 M US\$, or 7.9% share in total imports);
 - 5. Estonia (8.29 M US\$, or 7.63% share in total imports);
- b) Countries who increased their imports the most (top-5 contributors to total growth in imports in US \$ terms) during the LTM period (07.2024 - 06.2025) were:
- 1. Austria (2.01 M US\$ contribution to growth of imports in LTM);
 - 2. United Kingdom (0.84 M US\$ contribution to growth of imports in LTM);
 - 3. Portugal (0.7 M US\$ contribution to growth of imports in LTM);
 - 4. Europe, not elsewhere specified (0.61 M US\$ contribution to growth of imports in LTM);
 - 5. Slovakia (0.31 M US\$ contribution to growth of imports in LTM);
- c) Countries whose price level of imports may have been a significant factor of the growth of supply (out of Top-10 contributors to growth of total imports):
- 1. Slovakia (5,215 US\$ per ton, 0.55% in total imports, and 106.28% growth in LTM);
 - 2. Portugal (14,248 US\$ per ton, 0.94% in total imports, and 218.79% growth in LTM);
- d) Top-3 high-ranked competitors in the LTM period:
- 1. Austria (8.58 M US\$, or 7.9% share in total imports);
 - 2. USA (5.94 M US\$, or 5.46% share in total imports);
 - 3. Sweden (30.34 M US\$, or 27.92% share in total imports);

Figure 66. Ranking of TOP-5 Countries - Competitors



The ranking is a cumulative value of 4 parameters, with the maximum possible score of 40 points. For more information on the methodology, refer to the "Methodology" section.

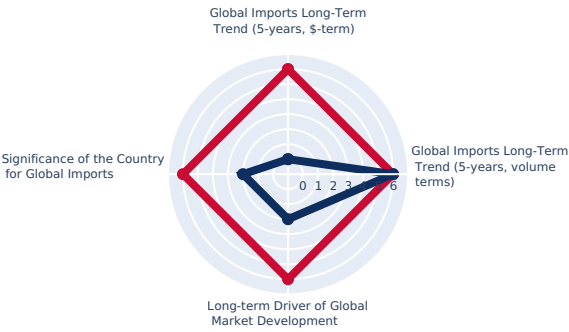
7

CONCLUSIONS

EXPORT POTENTIAL: RANKING RESULTS - 1

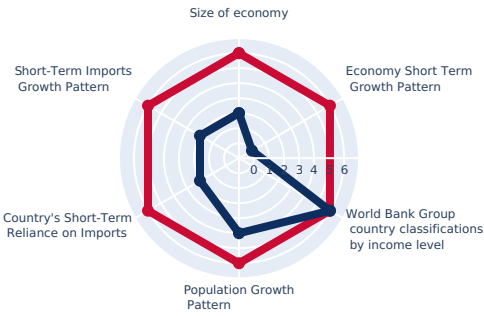
Component 1: Long-term trends of Global Demand for Imports

Max Score: 24
Country Score: 10



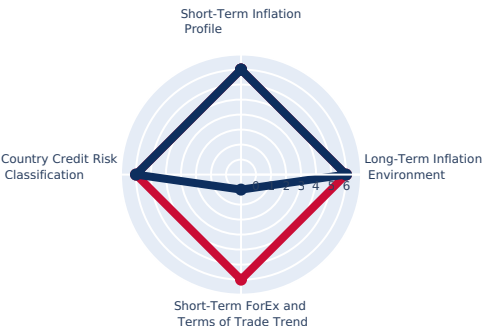
Component 2: Strength of the Demand for Imports in the selected country

Max Score: 36
Country Score: 16



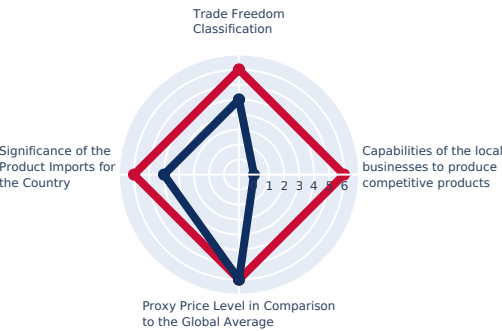
Component 3: Macroeconomic risks for Imports to the selected country

Max Score: 24
Country Score: 18



Component 4: Market entry barriers and domestic competition pressures for imports of the good

Max Score: 24
Country Score: 14

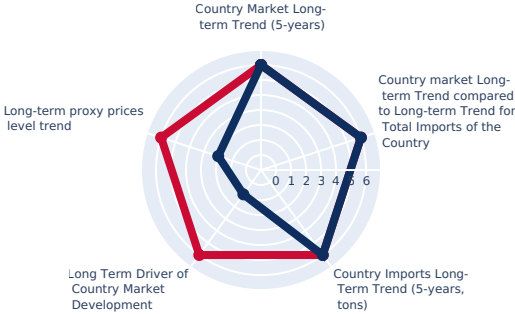


EXPORT POTENTIAL: RANKING RESULTS - 2

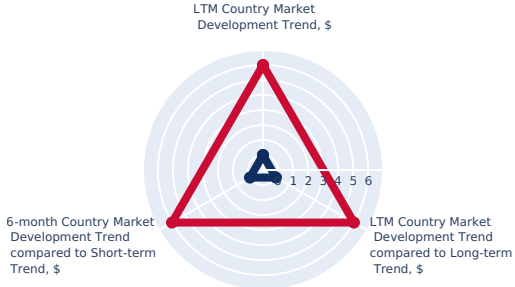
Component 5: Long-term trends of Country Market

Component 6: Short-term trends of Country Market, US\$-terms

Max Score: 30
Country Score: 21



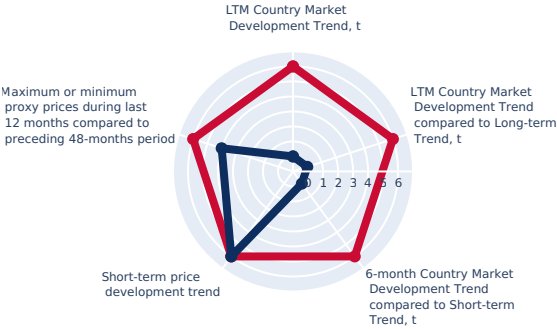
Max Score: 18
Country Score: 0



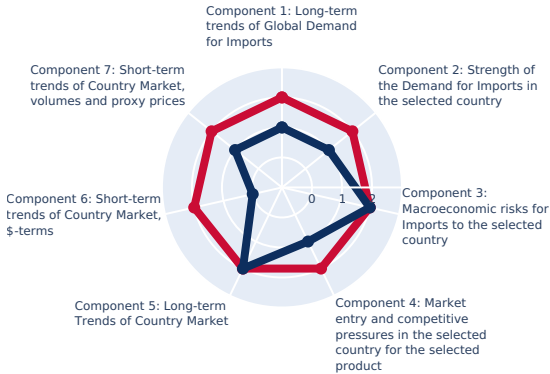
Component 7: Short-term trends of Country Market, volumes and proxy prices

Aggregated Country Ranking

Max Score: 30
Country Score: 10



Max Score: 14
Country Score: 8



Conclusion: Based on this estimation, the entry potential of this product market can be defined as indicating an uncertain probability of successful entry into the market.

MARKET VOLUME THAT MAY BE CAPTURED BY A NEW SUPPLIER IN MID-TERM

This concluding section provides an assessment of the attractiveness level of the chosen country for suppliers. It also includes estimations of the market volume that suppliers can potentially fill, represented in both US\$ and Ktons.

Conclusion:

Based on recent imports dynamics and high-level analysis of the competition landscape, imports of Paper Pulp Making Machinery by Finland may be expanded to the extent of 64 K US\$ monthly, that may be captured by suppliers in a short-term.

This estimation holds possible should any significant competitive advantages have been gained.

A high-level estimation of a share of imports of Paper Pulp Making Machinery by Finland that may be captured by a new supplier or by existing market player in the upcoming short-term period of 6-12 months, includes two major components:

- **Component 1: Potential imports volume supported by Market Growth.** This is a market volume that can be captured by supplier as an effect of the trend related to market growth.
- **Component 2: Expansion of imports due to increase of Competitive Advantages of suppliers.** This is a market volume that can be captured by suppliers with strong competitive advantages, whether price wise or another, more specific and sustainable competitive advantages.

Below is an estimation of supply volumes presented separately for both components. In addition, an integrated component was added to estimate total potential supply of Paper Pulp Making Machinery to Finland.

Estimation of Component 1 of Volume of Potential Supply, which is supported by Market Growth

24-months development trend (volume terms), monthly growth rate	-3.76 %
Estimated monthly imports increase in case the trend is preserved	-
Estimated share that can be captured from imports increase	-
Potential monthly supply (based on the average level of proxy prices of imports)	-

Estimation of Component 2 of Volume of Potential Supply, which is supported by Competitive Advantages

The average imports increase in LTM by top-5 contributors to the growth of imports	36.15 tons
Estimated monthly imports increase in case of complete advantages	3.01 tons
The average level of proxy price on imports of 8439 in Finland in LTM	21,261.65 US\$/t
Potential monthly supply based on the average level of proxy prices on imports	64 K US\$

Integrated Estimation of Volume of Potential Supply

Component 1. Supply supported by Market Growth	No	0 K US\$
Component 2. Supply supported by Competitive Advantages	64 K US\$	
Integrated estimation of market volume that may be added each month	64 K US\$	

Note: Component 2 works only in case there are strong competitive advantages in comparison to the largest competitors and top growing suppliers.

8

RECENT MARKET NEWS

RECENT MARKET NEWS

This section contains a selection of the latest news articles from external sources. These articles present industry events and market information that directly support and complement the analysis.

Valmet to Supply Paper Machine to China

<https://www.marketscreener.com/quote/stock/VALMET-OYJ-14124400/news/Valmet-to-Supply-Paper-Machine-to-China-...>

Finnish engineering firm Valmet secured an order on September 16, 2025, to deliver a high-end sack and kraft paper machine, including automation and services, to Guangxi Jianhui Paper in China. This significant export deal, valued typically between 35 and 50 million euros, underscores Valmet's role as a global technology leader and highlights ongoing international trade in specialized paper manufacturing equipment. The investment aims to optimize the customer's product structure and enhance operational performance, with commissioning scheduled for late 2026.

Valmet to supply two papermaking lines to a customer in China

<https://www.pulpapernews.com/2025/08/valmet-to-supply-two-papermaking-lines-to-a-customer-in-china/>

On August 21, 2025, Valmet announced an order to supply two advanced fine papermaking lines, complete with automation systems and services, to a key customer in China. These high-speed lines, designed for uncoated woodfree grades, represent a substantial export for the Finnish company, reinforcing its strategic partnerships and technological leadership in the global paper industry. The orders, included in Valmet's Q2 2025 intake, indicate continued investment in modern papermaking capacity in Asia.

Valmet receives order for paper machine to Asia

<https://www.marketscreener.com/quote/stock/VALMET-OYJ-14124400/news/Valmet-receives-order-for-paper-machine-t...>

Finnish engineering giant Valmet secured a significant order on November 12, 2024, for a complete paper production line destined for a major customer in the Asia-Pacific region. This export contract, typically valued between EUR 90 and 120 million, highlights the robust demand for advanced paper manufacturing machinery from Finland. The project, with a planned start-up in 2026, reflects ongoing global investments in paper production capacity.

The Finnish forest sector and global pulp, paper and forest products

<https://timberbiz.com.au/2025/03/03/the-finnish-forest-sector-and-global-pulp-paper-and-forest-products/>

Published on March 3, 2025, this article details the mixed economic conditions within Finland's forest industry, noting increased sawn softwood production and strong exports in 2024, alongside ongoing investments like Metsä's Kemi pulp mill and Stora Enso's Oulu packaging board projects. Despite market volatility and rising costs, these investments signal continued demand for pulp and paper machinery, crucial for maintaining Finland's competitive edge in global markets. The sector's performance is influenced by broader economic uncertainties and sustainability objectives.

RECENT MARKET NEWS

This section contains a selection of the latest news articles from external sources. These articles present industry events and market information that directly support and complement the analysis.

Demand for forest industry products slowly recovering

<https://www.luke.fi/en/news/demand-for-forest-industry-products-slowly-recovering>

The Natural Resources Institute Finland (Luke) forecasts a slow recovery in demand for forest industry products, with pulp production in Finland expected to increase by four percent in 2025 due to reviving paper and paperboard production and the restart of Metsä Group's Kemi mill. This positive outlook for production volumes, driven by investments like Stora Enso's Oulu project, suggests a stable to increasing demand for related processing machinery and technology in the coming year. The report, published within the last 9 months, highlights the industry's resilience despite fluctuating export prices.

Valmet's change negotiations completed in Finland

<https://www.pulpapernews.com/2024/10/valmets-change-negotiations-completed-in-finland/>

On October 21, 2024, Valmet concluded change negotiations within its Paper business line's Board and Paper Mills unit in Finland, impacting approximately 1,300 employees. This restructuring, aimed at improving profitability and competitiveness in the global market for board and paper making lines, reflects strategic adjustments by a major Finnish machinery supplier to optimize operations and adapt to evolving industry demands. The measures include temporary layoffs and internal transfers, signaling a focus on efficiency and long-term sustainability.

9

POLICY CHANGES AFFECTING TRADE

POLICY CHANGES AFFECTING TRADE

This section provides an overview of recent policy changes that may impact trade and investment in the country under analysis. The information is sourced from the repository maintained by the Global Trade Alert (GTA). Usage of this material is permitted, provided that proper attribution is given to the Global Trade Alert (GTA).

All materials presented in the following chapter of the report are sourced from the Global Trade Alert (GTA) database.

The Global Trade Alert is the world's premier repository of policy changes affecting global trade and investment. The GTA launched in June 2009, and since then, the independent team has documented tens of thousands state interventions worldwide. The evidence collected by GTA is regularly used by governments, international organizations and leading media brands around the globe.

The GTA is an initiative of the Swiss-based St. Gallen Endowment for Prosperity Through Trade, a neutral, non-profit organisation dedicated to increasing transparency of global policies affecting the digital economy, trade and investment.

For the most up-to-date information on global trade policies and regulations worldwide, we encourage you to visit the official website of the Global Trade Alert at <https://globaltradealert.org>.

Note: If the following pages do not include information on relevant policy measures, it indicates that no specific active policies related to the product and/or country analyzed were identified at the time of preparing this report based on the selected search criteria.

EU: TRADE RESTRICTIONS EXTENDED TO INCLUDE UKRAINE'S NON-GOVERNMENT-CONTROLLED REGIONS OF KHERSON AND ZAPORIZHZHIA

Date Announced: 2022-10-06

Date Published: 2022-10-11

Date Implemented: 2022-10-07

Alert level: **Red**

Intervention Type: **Import ban**

Affected Counties: **Ukraine**

On 6 October 2022, the EU adopted Council Regulation (EU) 2022/1903 extending the geographical scope of the trade restrictions on the non-government-controlled regions of Ukraine. The regulation extends the blanket import ban on all goods and services to account for the Kherson and Zaporizhzhia regions as well. The measure enters into force one day following its publication.

Notably, the regulation amends Council Regulation (EU) 2022/263 adopted in February 2022 (see related state act). This regulation initially established trade restrictions with the non-government-controlled regions of Donetsk and Luhansk.

The measure also extended an export ban on certain technology goods and the provision of certain services (see related intervention).

In this context, the EU's press release notes: "This new sanctions package against Russia is proof of our determination to stop Putin's war machine and respond to his latest escalation with fake "referenda" and illegal annexation of Ukrainian territories".

EU's sanctions on Russia

On 6 October 2022, the EU passed a series of additional sanctions targeting the Russian Federation for the organisation of what the EU considers "illegal sham referenda" in the Ukrainian regions of Donetsk, Kherson, Luhansk, and Zaporizhzhia. In addition, the EU quotes the mobilisation and the threat of "weapons of mass destruction" by Russia. The package also includes further trade and financial restrictions against Russia (see related state acts).

Source: EUR-Lex, Official Journal of the EU. "Council Regulation (EU) 2022/1903 of 6 October 2022 amending Regulation (EU) 2022/263 concerning restrictive measures in response to the recognition of the non-government controlled areas of the Donetsk and Luhansk oblasts of Ukraine and the ordering of Russian armed forces into those areas". 06/10/2022. Available at: <https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=urisrv%3AOJ.LI.2022.259.01.0001.01.ENG&toc=OJ%3AL%3A2022%3A259I%3ATOC> Council of the EU, Press release. "EU adopts its latest package of sanctions against Russia over the illegal annexation of Ukraine's Donetsk, Luhansk, Zaporizhzhia and Kherson regions". 06/10/2022. Available at: <https://www.consilium.europa.eu/en/press/press-releases/2022/10/06/eu-adopts-its-latest-package-of-sanctions-against-russia-over-the-illegal-annexation-of-ukraine-s-donetsk-luhansk-zaporizhzhia-and-kherson-regions/> EUR-Lex, Official Journal of the EU. "Consolidated text: Council Regulation (EU) 2022/263 of 23 February 2022 concerning restrictive measures in response to the recognition of the non-government controlled areas of the Donetsk and Luhansk oblasts of Ukraine and the ordering of Russian armed forces into those areas". As of 7 October 2022. Available at: <https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=CELEX%3A02022R0263-20220414&qid=1665125934851>

EU: REVOCATION OF MOST-FAVOURED-NATION STATUS FOR RUSSIA FOLLOWING THEIR ATTACK ON UKRAINE

Date Announced: 2022-03-11

Date Published: 2022-03-11

Date Implemented: 2022-03-11

Alert level: **Red**

Intervention Type: **Import tariff**

Affected Counties: **Russia**

On 11 March 2022, the European Commission issued a press release withdrawing the Most-Favoured-Nation (MFN) tariff treatment for Russia in response to their invasion of Ukraine. As a result, Russian goods imported to any of the G7 countries may be subject to a higher import tariff. The Commission has not announced any tariff changes at this time.

In this context, the European Commission's President, Ursula von der Leyen, noted: "We will deny Russia the status of most-favoured-nation in our markets. This will revoke important benefits that Russia enjoys as a WTO member. Russian companies will no longer receive privileged treatment in our economies".

The present decision is taken in coordination with other G7 allies of the EU (see related state acts).

Source: European Commission. Press release. "Statement by President von der Leyen on the fourth package of restrictive measures against Russia". 11/03/2022. Available at: https://ec.europa.eu/commission/presscorner/detail/en/statement_22_1724

EU: TRADE RESTRICTIONS WITH UKRAINE'S NON-GOVERNMENT-CONTROLLED REGIONS OF DONETSK AND LUHANSK

Date Announced: 2022-02-23

Date Published: 2022-02-25

Date Implemented: 2022-02-24

Alert level: **Red**

Intervention Type: **Import ban**

Affected Counties: **Ukraine**

On 23 February 2022, the EU adopted Council Regulation (EU) 2022/263 imposing trade restrictions with the two Ukrainian separatist regions of Donetsk and Luhansk oblasts. The Decision includes a blanket import ban on all goods and services originating from non-government-controlled areas in the two regions. This follows Russia's recognition of the two regions as independent regions from Ukraine and the deployment of troops into the region on the same day.

The Decision also included an export ban of certain technology goods and the provision of certain services (see related state intervention).

In this context, the EU's press release notes: "The EU stands ready to swiftly adopt more wide-ranging political and economic sanctions in case of need, and reiterates its unwavering support and commitment to Ukraine's independence, sovereignty and territorial integrity within its internationally recognised borders".

The measure enters into force one day following its publication on the official gazette.

EU's sanctions on Russia and the Donetsk and Luhansk oblasts

On 23 February 2022, the EU passed its first package of measures targetting the Russian Federation for the recognition of non-government controlled areas of the Donetsk and Luhansk oblasts of Ukraine as independent entities, and the subsequent decision to send Russian troops into these areas. The package includes 10 regulations establishing targeted restrictive measures to Russian politicians and high-profile individuals, trade restrictions, as well as other capital control and financial restrictions (see related state acts).

A second package was announced on 24 February 2022.

Update

On 6 October 2022, the EU adopted Council Regulation (EU) 2022/1903 including a geographical extension of the trade restrictions to include the Kherson and Zaporizhzhia oblasts in the list of non-government-controlled regions (see related state act).

Source: Official Journal of the EU, EUR-Lex. "COUNCIL REGULATION (EU) 2022/263 of 23 February 2022 concerning restrictive measures in response to the recognition of the non-government controlled areas of the Donetsk and Luhansk oblasts of Ukraine and the ordering of Russian armed forces into those areas". 23/02/2022. Available at: <https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=uriserv%3AOJ.LI.2022.042.01.0077.01.ENG&toc=OJ%3AL%3A2022%3A042I%3ATOC> Council of the EU. Press release. "EU adopts package of sanctions in response to Russian recognition of the non-government controlled areas of the Donetsk and Luhansk oblasts of Ukraine and sending of troops into the region". 23/02/2022. Available at: <https://www.consilium.europa.eu/en/press/press-releases/2022/02/23/russian-recognition-of-the-non-government-controlled-areas-of-the-donetsk-and-luhansk-oblasts-of-ukraine-as-independent-entities-eu-adopts-package-of-sanctions/>

EU: COMMISSION REPLACES THE LIST OF AGRICULTURAL AND INDUSTRIAL PRODUCTS SUBJECT TO A REDUCTION OF IMPORT DUTIES (DECEMBER 2021)

Date Announced: 2021-12-29

Date Published: 2022-03-21

Date Implemented: 2022-01-01

Alert level: **Green**

Intervention Type: **Import tariff**

Affected Counties: **Albania, Algeria, Andorra, Angola, Antigua & Barbuda, Argentina, Armenia, Aruba, Australia, Azerbaijan, Bahamas, Bahrain, Bangladesh, Belarus, Benin, Bermuda, Bolivia, Bosnia & Herzegovina, Brazil, Burkina Faso, Cambodia, Cameroon, Canada, Cape Verde, Cayman Islands, Chile, China, Colombia, Congo, Costa Rica, Ivory Coast, Cuba, Republic of Korea, Dominican Republic, Ecuador, Egypt, El Salvador, Equatorial Guinea, Ethiopia, Gabon, Georgia, Ghana, Guatemala, Guinea, Haiti, Honduras, Hong Kong, Iceland, India, Indonesia, Iran, Iraq, Israel, Jamaica, Japan, Jordan, Kazakhstan, Kenya, Kuwait, Kyrgyzstan, Lao, Lebanon, Liberia, Libya, Macao, Macedonia, Madagascar, Malaysia, Mali, Mauritania, Mauritius, Mexico, Montenegro, Morocco, Mozambique, Myanmar, Namibia, New Zealand, Nicaragua, Niger, Nigeria, Norway, Oman, Pakistan, State of Palestine, Panama, Papua New Guinea, Paraguay, Peru, Philippines, Qatar, Republic of Moldova, Russia, Saint Lucia, San Marino, Saudi Arabia, Senegal, Serbia, Seychelles, Singapore, South Africa, Sri Lanka, Suriname, Eswatini, Switzerland, Tajikistan, Thailand, Togo, Trinidad & Tobago, Tunisia, Turkiye, Turkmenistan, Uganda, Ukraine, United Arab Emirates, United Kingdom, Tanzania, United States of America, Uruguay, Uzbekistan, Venezuela, Vietnam, Zimbabwe**

On 29 December 2021, the EU adopted Council Regulation (EU) 021/2278 replacing the list of agricultural and industrial products subject to temporary reductions or exemptions of import duties. The measure aims to ensure a sufficient supply of these products which are currently not being produced in the EU.

A comparison with the MFN duties reported by the EU to the WTO shows the measure eliminates the import duties imposed on 546 6-digits subheadings and reduces the import duties for other 25 6-digits subheadings. According to the WTO Tariff Facility, the previously applicable import duties for the benefitted products reached up to 22%.

The measure entered into force on 1 January 2022. Specific tariff subheadings are due to be revised before December 2022, 2023, 2024, or 2025, which can lead to amendments.

Update

On 28 June 2022, the EU adopted Council Regulation (EU) 2022/1008 eliminating the following CN codes from the Annex of Council Regulation (EU) 021/2278: 2905.39.95, 7607.11.90, 8482.99.00, 8529.90.92, 8548.00.90, and 8708.94.20. The measure results in higher import duties for these products from 1 July 2022 onwards (see related state act).

On 30 December 2022, the European Union adopted Council Regulation (EU) 2022/2583 increasing the import duties on 41 agricultural and industrial products enclosed in 22 six-digit tariff subheadings (see related state act).

On 21 June 2023, the EU adopted Council Regulation (EU) 2023/1190 increasing the import duties on 25 agricultural and industrial products enclosed in 7 six-digit tariff subheadings (see related state act).

On 29 December 2023, the European Union adopted Council Regulation (EU) 2023/2890 increasing the import duties of 16 agricultural and industrial products enclosed in 10 six-digit tariff subheadings (see related state act).

On 30 June 2025, the European Union published Council Regulation (EU) 2025/1303, increasing the import duties of four industrial products enclosed under CN codes 4007.00.00, 3920.10.89, and 1515.60.99 (see related state act).

Source: EUR-Lex. Official Journal of the EU. "Council Regulation (EU) 2021/2278 of 20 December 2021 suspending the Common Customs Tariff duties referred to in Article 56(2), point (c), of Regulation (EU) No 952/2013 on certain agricultural and industrial products, and repealing Regulation (EU) No 1387/2013". 29/12/2021. Available at: https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=uriserv%3AOJ.L_.2021.466.01.0001.01.ENG&toc=OJ%3AL%3A2021%3A466%3ATOC WTO Tariff Download Facility. Accessed 11/01/2022: <http://tariffdata.wto.org/Default.aspx>

EUROPEAN UNION: GSP BENEFICIARY CHANGES IN 2020

Date Announced: 2020-01-01

Date Published: 2022-10-24

Date Implemented: 2020-01-01

Alert level: **Red**

Intervention Type: **Import tariff**

Affected Counties: **Equatorial Guinea, Nauru, Samoa**

During 2020, the European Union removed 3 jurisdiction(s) from the list of countries benefitting from the GSP regime compared to the previous year available in the WTO Tariff Download Facility.

The WTO Tariff Download Facility 'contains comprehensive information on Most- Favoured-Nation (MFN) applied and bound tariffs at the standard codes of the Harmonized System (HS) for all WTO Members. When available, it also provides data at the HS subheading level on non-MFN applied tariff regimes which a country grants to its export partners. This information is sourced from submissions made to the WTO Integrated Data Base (IDB) for applied tariffs and imports and from the Consolidated Tariff Schedules (CTS) database for the bound duties of all WTO Members.'

Source: WTO. Tariff Download Facility Database (retrieved on 19 September 2022). <http://tariffdata.wto.org>

EUROPEAN UNION: GSP BENEFICIARY CHANGES IN 2020

Date Announced: 2020-01-01

Date Published: 2022-10-24

Date Implemented: 2020-01-01

Alert level: **Red**

Intervention Type: **Import tariff**

Affected Counties: **Equatorial Guinea**

During 2020, the European Union removed 1 jurisdiction(s) from the list of countries benefitting from the LDC duties regime compared to the previous year available in the WTO Tariff Download Facility.

The WTO Tariff Download Facility 'contains comprehensive information on Most- Favoured-Nation (MFN) applied and bound tariffs at the standard codes of the Harmonized System (HS) for all WTO Members. When available, it also provides data at the HS subheading level on non-MFN applied tariff regimes which a country grants to its export partners. This information is sourced from submissions made to the WTO Integrated Data Base (IDB) for applied tariffs and imports and from the Consolidated Tariff Schedules (CTS) database for the bound duties of all WTO Members.'

Source: WTO. Tariff Download Facility Database (retrieved on 19 September 2022). <http://tariffdata.wto.org>

10

LIST OF COMPANIES

LIST OF COMPANIES: DISCLAIMER

This section presents lists of companies generated with the assistance of Google's Gemini AI model. The objective is to help identify potential exporters and buyers of the product under analysis in the country under investigation. These AI-generated insights are designed to complement trade statistics, providing an additional layer of micro-level business intelligence for more informed market entry and partnership decisions.



AI-Generated Content Notice: This list of companies has been generated using Google's Gemini AI model. While we've made efforts to ensure accuracy, the information may contain errors or omissions. We recommend verifying critical details through additional sources before making business decisions based on this data.

Data and Sources:

The company data presented in this section is generated by Google's Gemini AI model based on the product and market parameters provided. The AI analyzes various public sources including company websites, industry reports, business directories, and market databases to identify relevant exporters and buyers. However, this information should be considered as a starting point for further research rather than definitive market intelligence.

POTENTIAL EXPORTERS

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

Shandong Chenzhong Machinery Co., Ltd.

No turnover data available

Website: <http://www.chenzhongjixie.com/en/>

Country: China

Nature of Business: Comprehensive manufacturer of pulp and paper making machinery

Product Focus & Scale: Complete paper production lines, stock preparation equipment (pulpers, refiners, screens), paper machines (cylinder mold, Fourdrinier), finishing equipment (calenders, winders). Growing export scale.

Operations in Importing Country: Exports globally through international trade channels, agents, or direct project sales; presence in Finland is primarily through product delivery and remote technical support.

Ownership Structure: Privately owned

COMPANY PROFILE

Shandong Chenzhong Machinery Co., Ltd. is a prominent Chinese manufacturer specializing in pulp and paper making machinery. Located in Shandong Province, the company has grown to become a significant supplier in the domestic market and an increasingly active exporter of its equipment. Chenzhong Machinery focuses on providing cost-effective and reliable solutions for various stages of paper production, catering to a wide range of paper grades. The nature of Shandong Chenzhong Machinery's business is that of a comprehensive manufacturer of pulp and paper machinery. Its product focus includes complete paper production lines, stock preparation equipment (pulpers, refiners, screens), paper machines (cylinder mold paper machines, Fourdrinier paper machines), and finishing equipment (calenders, winders). The scale of its exports is growing, serving emerging markets and increasingly established markets with competitive machinery solutions. Shandong Chenzhong Machinery actively exports its products globally, including to European markets. While it may not have a direct physical presence in Finland, its machinery is supplied through international trade channels, agents, or direct project sales. Finnish companies, particularly those seeking cost-effective solutions for certain production segments or smaller-scale operations, may consider machinery from Chinese manufacturers like Chenzhong. The company's presence in the importing country is primarily through product delivery and remote technical support. Shandong Chenzhong Machinery Co., Ltd. is a privately owned Chinese company. Specific revenue figures are not publicly disclosed, but it is recognized as one of the larger manufacturers in its region. The company's management includes Mr. Chen (General Manager). Recent export-related activities include the successful installation of paper production lines in various international markets, demonstrating its capability to deliver complete solutions. The company continues to expand its export reach, offering competitive alternatives for pulp and paper machinery globally, including potential opportunities in Finland.

MANAGEMENT TEAM

- Mr. Chen (General Manager)

RECENT NEWS

Shandong Chenzhong Machinery has recently completed installations of paper production lines in international markets, showcasing its capability to deliver complete solutions and expand its export reach, including potential opportunities in Finland, over the past 12 months.

POTENTIAL EXPORTERS

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

Qinyang City Shunfu Paper Making Machinery Co., Ltd.

No turnover data available

Website: <https://www.sfmachinery.com/>

Country: China

Nature of Business: Dedicated manufacturer of paper making machinery and related equipment

Product Focus & Scale: Various paper machines (toilet, kraft, culture), pulp making equipment, paper processing machines, complete production lines. Significant exports to developing countries and competitive solutions for established markets.

Operations in Importing Country: Exports globally through direct sales, online platforms, or local distributors/agents; presence in Finland is through product delivery and remote technical support.

Ownership Structure: Privately owned

COMPANY PROFILE

Qinyang City Shunfu Paper Making Machinery Co., Ltd. is a specialized manufacturer of paper making machinery based in Qinyang City, Henan Province, China. Established in 1988, Shunfu Machinery has a long history of producing a wide range of paper machines and related equipment, primarily targeting small to medium-sized paper mills. The company emphasizes quality, affordability, and customer service, serving both domestic and international markets. The nature of Shunfu Machinery's business is that of a dedicated manufacturer of paper making machinery. Its product focus includes various types of paper machines (e.g., toilet paper machines, kraft paper machines, culture paper machines), pulp making equipment, and paper processing machines. The company offers complete production lines and individual components. The scale of its exports is significant, particularly to developing countries, but it also seeks opportunities in more established markets by offering competitive and functional solutions. Qinyang City Shunfu Paper Making Machinery actively exports its products globally. While it does not have a physical office in Finland, its machinery can be found in various international markets. For Finland, its presence would be through direct sales, online platforms, or potentially through local distributors or agents. Finnish companies looking for specific, cost-effective machinery for certain paper grades or smaller-scale operations might consider Shunfu's offerings. The company provides remote technical support and installation guidance for its international clients. Qinyang City Shunfu Paper Making Machinery Co., Ltd. is a privately owned Chinese company. Specific revenue figures are not publicly disclosed, but it is a well-established and recognized manufacturer within the Chinese paper machinery industry. The company's management includes Mr. Wang (General Manager). Recent export-related activities include the successful delivery and commissioning of several paper production lines in Southeast Asia and Africa, showcasing its capability to handle international projects. Shunfu continues to promote its cost-effective and reliable machinery solutions to a global audience, including potential buyers in Finland.

MANAGEMENT TEAM

- Mr. Wang (General Manager)

RECENT NEWS

Qinyang City Shunfu Paper Making Machinery has recently completed successful deliveries and commissioning of paper production lines in Southeast Asia and Africa, demonstrating its international project capabilities and continued global export efforts, including potential interest from Finnish buyers, over the past 12 months.

POTENTIAL EXPORTERS

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

Zhengzhou Dingchen Machinery Co., Ltd.

No turnover data available

Website: <https://www.paperproductmachine.com/>

Country: China

Nature of Business: Comprehensive manufacturer and supplier of paper making machines and pulp equipment

Product Focus & Scale: Various paper machines (tissue, kraft, writing), pulp making equipment (hydrapulpers, refiners, pressure screens), paper processing machines, turnkey projects. Substantial exports globally.

Operations in Importing Country: Exports globally through direct sales, international trade platforms, or local agents/distributors; presence in Finland is through product delivery and remote technical support.

Ownership Structure: Privately owned

COMPANY PROFILE

Zhengzhou Dingchen Machinery Co., Ltd. is a professional manufacturer of paper making machines and pulp equipment, located in Zhengzhou City, Henan Province, China. The company is dedicated to providing complete solutions for paper mills, from pulp preparation to finished paper products. Dingchen Machinery emphasizes technological innovation and quality control to meet the diverse needs of its global customer base. The nature of Zhengzhou Dingchen Machinery's business is that of a comprehensive manufacturer and supplier of paper and pulp machinery. Its product focus includes various types of paper machines (e.g., tissue paper machines, kraft paper machines, writing paper machines), pulp making equipment (hydrapulpers, refiners, pressure screens), and paper processing machines. The company offers turnkey projects and individual equipment. The scale of its exports is substantial, reaching markets across Asia, Africa, South America, and increasingly, Europe. Zhengzhou Dingchen Machinery actively exports its products to international markets. While it does not maintain a physical office in Finland, its machinery is available through direct sales, international trade platforms, and potentially through partnerships with local agents or distributors. Finnish companies seeking cost-effective and reliable machinery for specific paper grades or smaller-scale operations may consider Dingchen's offerings. The company provides comprehensive after-sales service, including installation guidance and technical support, often remotely for international clients. Zhengzhou Dingchen Machinery Co., Ltd. is a privately owned Chinese company. Specific revenue figures are not publicly disclosed, but it is a recognized and active player in the Chinese paper machinery export sector. The company's management includes Mr. Li (General Manager). Recent export-related activities include the successful installation and commissioning of several paper production lines in various international locations, demonstrating its capability to execute global projects. Dingchen continues to expand its presence in European markets, including Finland, by offering competitive and technologically sound paper machinery solutions.

MANAGEMENT TEAM

- Mr. Li (General Manager)

RECENT NEWS

Zhengzhou Dingchen Machinery has recently completed successful installations and commissioning of paper production lines in various international locations, showcasing its global project execution capabilities and continued expansion into European markets, including Finland, over the past 12 months.

POTENTIAL EXPORTERS

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

Foshan Yulong Packaging Machinery Co., Ltd.

No turnover data available

Website: <https://www.yulongpack.com/>

Country: China

Nature of Business: Specialized manufacturer of paperboard processing and packaging machinery

Product Focus & Scale: Corrugated board production lines, flexo printing machines, die-cutting machines, folder gluers, carton and box making equipment. Considerable exports globally.

Operations in Importing Country: Exports equipment to various countries, including Europe, through international sales channels and potential local distributors; presence in Finland is through product delivery and remote technical support.

Ownership Structure: Privately owned

COMPANY PROFILE

Foshan Yulong Packaging Machinery Co., Ltd. is a Chinese manufacturer specializing in packaging machinery, with a significant focus on equipment for paper and paperboard processing, particularly for corrugated board and carton production. Located in Foshan, Guangdong Province, the company offers a range of machines that are integral to the finishing and converting stages of paperboard manufacturing. Yulong Packaging Machinery serves both domestic and international markets with its robust and efficient solutions. The nature of Foshan Yulong Packaging Machinery's business is that of a specialized manufacturer of paperboard processing and packaging machinery. Its product focus includes corrugated board production lines, flexo printing machines, die-cutting machines, folder gluers, and other equipment for carton and box making. While not directly pulp or paper making, these machines are crucial for finishing paperboard into usable products. The scale of its exports is considerable, serving packaging manufacturers globally. Foshan Yulong Packaging Machinery actively exports its equipment to various countries, including those in Europe. While it does not have a direct physical presence in Finland, its machinery is supplied through international sales channels and potentially through local distributors specializing in packaging equipment. Finnish packaging companies or paperboard converters seeking efficient and cost-effective finishing machinery may consider Yulong's offerings. The company provides remote technical support and installation guidance for its international clients. Foshan Yulong Packaging Machinery Co., Ltd. is a privately owned Chinese company. Specific revenue figures are not publicly disclosed, but it is a recognized supplier in the packaging machinery sector. The company's management includes Mr. Li (General Manager). Recent export-related activities include the successful installation of corrugated board production lines and flexo printing machines in various international markets, demonstrating its capability to deliver complete solutions. Yulong continues to expand its global footprint, offering competitive and reliable paperboard finishing machinery to a worldwide clientele, including potential buyers in Finland.

MANAGEMENT TEAM

- Mr. Li (General Manager)

RECENT NEWS

Foshan Yulong Packaging Machinery has recently completed successful installations of corrugated board production lines and flexo printing machines in various international markets, showcasing its global project execution capabilities and continued expansion into European markets, including Finland, over the past 12 months.

POTENTIAL EXPORTERS

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

Leizhan Paper Tech Co., Ltd.

No turnover data available

Website: <https://www.leizhantech.com/>

Country: China

Nature of Business: Comprehensive manufacturer and supplier of pulp and paper making equipment, with a focus on waste paper recycling

Product Focus & Scale: Complete pulp production lines (waste paper recycling), stock preparation equipment, paper machines (kraft, fluting, tissue), related accessories, turnkey projects. Substantial exports globally.

Operations in Importing Country: Exports globally through direct sales, international trade platforms, or local agents/distributors; presence in Finland is through product delivery and remote technical support.

Ownership Structure: Privately owned

COMPANY PROFILE

Leizhan Paper Tech Co., Ltd. is a professional manufacturer of pulp and paper making equipment, located in Zhengzhou City, Henan Province, China. The company is dedicated to providing complete sets of pulp and paper machinery, with a strong focus on waste paper recycling and environmental protection technologies. Leizhan Paper Tech serves a global market, offering integrated solutions for various paper grades. The nature of Leizhan Paper Tech's business is that of a comprehensive manufacturer and supplier of pulp and paper machinery. Its product focus includes complete pulp production lines (especially for waste paper recycling), stock preparation equipment (pulpers, refiners, screens), paper machines (e.g., kraft paper machines, fluting paper machines, tissue paper machines), and related accessories. The company offers turnkey projects and individual equipment. The scale of its exports is substantial, reaching markets across Asia, Africa, South America, and increasingly, Europe. Leizhan Paper Tech actively exports its products to international markets. While it does not maintain a physical office in Finland, its machinery is available through direct sales, international trade platforms, and potentially through partnerships with local agents or distributors. Finnish companies, particularly those focused on waste paper recycling or seeking cost-effective solutions for specific paper grades, may consider Leizhan's offerings. The company provides comprehensive after-sales service, including installation guidance and technical support, often remotely for international clients. Leizhan Paper Tech Co., Ltd. is a privately owned Chinese company. Specific revenue figures are not publicly disclosed, but it is a recognized and active player in the Chinese paper machinery export sector. The company's management includes Mr. Li (General Manager). Recent export-related activities include the successful installation and commissioning of several waste paper pulping lines and paper machines in various international locations, demonstrating its capability to execute global projects. Leizhan continues to expand its presence in European markets, including Finland, by offering competitive and technologically sound pulp and paper machinery solutions, particularly in the recycling sector.

MANAGEMENT TEAM

- Mr. Li (General Manager)

RECENT NEWS

Leizhan Paper Tech has recently completed successful installations and commissioning of waste paper pulping lines and paper machines in various international locations, showcasing its global project execution capabilities and continued expansion into European markets, including Finland, over the past 12 months.

POTENTIAL EXPORTERS

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

Voith Paper (German Operations)

Revenue 5,500,000,000\$

Website: <https://voith.com/corp-en/paper.html>

Country: Germany

Nature of Business: Full-line supplier of machinery, systems, and services for the paper industry

Product Focus & Scale: Complete paper machines (graphic, packaging, tissue, specialty), stock preparation systems, automation, digitalization solutions. Immense global export scale.

Operations in Importing Country: Robust and long-standing presence in Finland through direct sales, service teams, and project management, supplying new machinery, rebuilds, and modernization projects.

Ownership Structure: Privately owned family company

COMPANY PROFILE

Voith Paper, a division of the German technology group Voith GmbH & Co. KGaA, is a leading global supplier to the paper industry. Headquartered in Heidenheim, Germany, Voith Paper's German operations are at the forefront of innovation, engineering, and manufacturing for pulp and paper machinery. These facilities serve as a primary export hub, delivering advanced solutions to paper mills worldwide, including significant shipments to Finland. The nature of Voith Paper's business is that of a full-line supplier, offering a comprehensive portfolio that covers the entire paper manufacturing process. Its product focus includes complete paper machines for all paper grades (graphic, packaging, tissue, specialty), stock preparation systems, automation and digitalization solutions, and services. The scale of its German export operations is immense, providing cutting-edge technology and integrated systems to large-scale industrial clients globally. Voith Paper has a robust and long-standing presence in Finland, a country with a highly developed forest industry. Through its direct sales force, service teams, and project management capabilities, Voith actively supplies Finnish pulp and paper mills with new machinery, rebuilds, and modernization projects. Its German engineering and manufacturing expertise are directly channeled to support the technological advancements of the Finnish paper industry. Voith GmbH & Co. KGaA is a privately owned family company. The Voith Group reported sales of approximately EUR 5.5 billion in fiscal year 2022/2023. Dr. Toralf Haag serves as the CEO of the Voith Group. Recent export-related activities include the delivery of new generations of paper machines and significant rebuilds to major European paper producers, with German innovation and manufacturing driving these projects. Specifically for Finland, Voith has been involved in supplying advanced automation and digitalization packages to enhance the efficiency and sustainability of Finnish paper mills in the past 12 months.

GROUP DESCRIPTION

Voith Group is a global technology company with broad portfolios in the markets of energy, oil & gas, paper, raw materials and transport & automotive.

MANAGEMENT TEAM

- Dr. Toralf Haag (CEO, Voith Group)
- Dr. Michael Ringel (CFO, Voith Group)
- Andreas Endters (President & CEO, Voith Paper)

RECENT NEWS

Voith Paper's German operations have been instrumental in delivering advanced automation and digitalization packages, as well as key machinery components, to Finnish paper mills over the past year, focusing on improving operational efficiency and sustainability.

POTENTIAL EXPORTERS

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

Bellmer GmbH

No turnover data available

Website: <https://www.bellmer.de/>

Country: Germany

Nature of Business: Specialized manufacturer of paper and board machines and components

Product Focus & Scale: Complete paper and board machines, press sections, dryer sections, size presses, winders, stock preparation equipment. Significant exports of bespoke solutions.

Operations in Importing Country: Actively exports machinery and services to Finland through direct sales, project execution teams, and service partners.

Ownership Structure: Privately owned family company

COMPANY PROFILE

Bellmer GmbH is a German family-owned company with a rich history spanning over 180 years, specializing in the design and manufacture of paper and board machines, as well as pulp and paper machinery components. Based in Niefern-Öschelbronn, Germany, Bellmer is renowned for its high-quality engineering, customized solutions, and commitment to customer service. The company serves a global market, with a strong focus on European clients. The nature of Bellmer's business is that of a specialized manufacturer of paper and board machines and related equipment. Its product focus includes complete paper and board machines, press sections, dryer sections, size presses, winders, and stock preparation equipment. Bellmer also offers rebuilds and upgrades for existing machines. The scale of its exports is significant, providing bespoke solutions to medium and large-sized paper and board producers. Bellmer GmbH actively exports its machinery and services to Finland, a key market for its specialized paper and board machine technologies. While it may not have a permanent office in Finland, its presence is maintained through direct sales, project execution teams, and a network of service partners. Finnish paper and board mills frequently invest in Bellmer's robust and efficient machinery for new installations or significant modernizations. Bellmer GmbH is a privately owned family company. Specific revenue figures are not publicly disclosed, but it is recognized as a significant and reputable player in the specialized paper machinery sector. The management board includes Dr. Erich Bellmer and Philipp Bellmer. Recent export-related activities include the successful commissioning of new paper machine sections and rebuilds for various European customers, with a focus on improving energy efficiency and product quality. Bellmer continues to target the Nordic market, including Finland, for its advanced press and dryer section technologies.

MANAGEMENT TEAM

- Dr. Erich Bellmer (Managing Director)
- Philipp Bellmer (Managing Director)

RECENT NEWS

Bellmer GmbH has recently completed several successful rebuilds and new installations of paper machine sections for European clients, including those in the Nordic region, focusing on enhanced energy efficiency and product quality. Finnish mills remain a target for their specialized press and dryer section technologies in the past 12 months.

POTENTIAL EXPORTERS

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

Körber AG (Paper Technology)

Revenue 4,600,000,000\$

Website: <https://www.koerber.com/en/business-areas/tissue-and-hygiene>

Country: Germany

Nature of Business: Manufacturer of converting and packaging machinery for tissue and hygiene products, and specialized machinery for cut-size and folio sheeting for the paper industry.

Product Focus & Scale: Complete converting lines for tissue, packaging machines, high-precision sheeters for paper and board. Substantial exports of advanced, automated solutions.

Operations in Importing Country: Actively exports specialized machinery to Finland, serving tissue producers and paper converters through a strong European sales and service network.

Ownership Structure: Privately owned group

COMPANY PROFILE

Körber AG is a German international technology group with various business areas, including a significant presence in paper technology through its Tissue and Hygiene business area. This division, which includes companies like Fabio Perini, E.C.H. Will, and Kugler-Womako, specializes in machinery and solutions for the production and converting of tissue, paper, and board. Headquartered in Hamburg, Germany, Körber's paper technology units are major exporters of sophisticated machinery. The nature of Körber's paper technology business is that of a leading manufacturer of converting and packaging machinery for tissue and hygiene products, as well as specialized machinery for cut-size and folio sheeting for the paper industry. Its product focus includes complete converting lines for tissue, packaging machines, and high-precision sheeters for paper and board. The scale of its exports from Germany is substantial, serving a global clientele with advanced, automated solutions. Körber's paper technology companies actively export their specialized machinery to Finland, where they serve both tissue producers and paper converters. While direct permanent offices for each brand might vary, Körber maintains a strong sales and service network across Europe, ensuring comprehensive support for its Finnish customers. This includes installations, spare parts, and technical assistance for their high-tech machinery. Körber AG is a privately owned group. The Körber Group reported revenue of approximately EUR 4.6 billion in 2023. Stephan Seifert serves as the CEO of Körber AG. Recent export-related activities include the launch of new, more sustainable tissue converting lines and advanced digital solutions for paper sheeting, with German engineering driving these innovations. These developments are actively marketed and supplied to Nordic countries, including Finland, to enhance production efficiency and environmental performance.

GROUP DESCRIPTION

Körber AG is an international technology group with business areas in Digital, Pharma, Supply Chain, and Tissue & Hygiene.

MANAGEMENT TEAM

- Stephan Seifert (CEO, Körber AG)
- Dr. Sandra Wagner (CFO, Körber AG)

RECENT NEWS

Körber's paper technology division has introduced new sustainable tissue converting lines and advanced digital solutions for paper sheeting, with German engineering driving these innovations. These are being supplied to Nordic markets, including Finland, to improve efficiency and environmental performance in the past 12 months.

POTENTIAL EXPORTERS

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

Leiz GmbH

No turnover data available

Website: <https://www.leitz.org/en/>

Country: Germany

Nature of Business: Specialized manufacturer of precision tools for various industries, including paper and board processing

Product Focus & Scale: Cutting tools, saw blades, milling cutters, diamond tools for paper and board cutting, trimming, and converting machinery. Global export scale.

Operations in Importing Country: Exports specialized tools to Finland through distributors and direct sales channels, used by manufacturers and converters in the paper and paperboard industry.

Ownership Structure: Privately owned (part of Leitz Group)

COMPANY PROFILE

Leiz GmbH, part of the global Leitz Group, is a German manufacturer renowned for its precision tools and tooling systems, which are critical for various industries, including the processing of wood, plastics, and increasingly, paper and board. While primarily known for woodworking tools, Leitz also supplies specialized cutting and processing tools used in the finishing stages of paper and paperboard production machinery. Headquartered in Oberkochen, Germany, Leitz is a significant exporter of high-quality industrial tooling. The nature of Leiz GmbH's business is that of a specialized manufacturer of precision tools. Its product focus includes a wide range of cutting tools, saw blades, milling cutters, and diamond tools. For the paper and paperboard industry, these tools are integrated into machinery for cutting, trimming, and converting paper and board products, ensuring high precision and efficiency. The scale of its exports is global, serving industrial clients who demand durable and high-performance tooling. Leiz GmbH actively exports its specialized tools to Finland, where they are utilized by manufacturers and converters in the paper and paperboard industry. While Leitz may not have a dedicated paper machinery division in Finland, its products are supplied through distributors and direct sales channels to Finnish companies that operate machinery requiring precision cutting and processing tools. This ensures that Finnish paper and board producers have access to Leitz's advanced tooling solutions. Leitz Group is a privately owned company. Specific revenue figures for Leiz GmbH are not publicly disclosed, but the broader Leitz Group is a global leader in its field. Jürgen Köppel serves as the CEO of the Leitz Group. Recent export-related activities include the development of new, more durable and efficient cutting tools designed for high-speed paper and board converting lines. These innovations, originating from German R&D, are being supplied to European markets, including Finland, to enhance productivity and reduce tool wear in paper processing operations.

GROUP DESCRIPTION

Leitz Group is a global leader in the manufacturing of precision tools and tooling systems for the processing of wood, plastics, and advanced materials.

MANAGEMENT TEAM

- Jürgen Köppel (CEO, Leitz Group)

RECENT NEWS

Leiz GmbH has developed and supplied new, more durable and efficient cutting tools for high-speed paper and board converting lines to European markets, including Finland, over the past year, aiming to improve productivity and reduce tool wear.

POTENTIAL EXPORTERS

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

Allimand GmbH

No turnover data available

Website: <https://www.allimand.com/en/allimand-gmbh/>

Country: Germany

Nature of Business: Sales, engineering, and project management for paper and board machines, specializing in specialty papers

Product Focus & Scale: Complete paper machines for specialty papers (release liners, decor, technical), rebuilds, and upgrades. Exports high-value, custom-engineered solutions.

Operations in Importing Country: Actively exports paper machinery and services to Finland through direct sales, project teams, and technical support for specialty paper producers.

Ownership Structure: Subsidiary of privately owned French company Allimand

COMPANY PROFILE

Allimand GmbH is the German subsidiary of the French paper machine manufacturer Allimand. While the parent company is French, Allimand GmbH plays a crucial role in the group's European operations, particularly in sales, engineering, and service for the German and surrounding markets. Allimand specializes in the design and manufacture of paper and board machines for specialty papers, with a strong emphasis on innovation and customized solutions. The German entity contributes to the group's export capabilities, including to Finland. The nature of Allimand GmbH's business is primarily focused on sales, engineering, and project management for paper and board machines. Its product focus includes complete paper machines for specialty papers such as release liners, decor papers, and technical papers, as well as rebuilds and upgrades for existing machines. The scale of its operations supports the export of high-value, custom-engineered paper machinery solutions to industrial clients requiring specialized production capabilities. Allimand GmbH, in conjunction with its parent company, actively exports paper machinery and related services to Finland. Finnish specialty paper producers are key targets for Allimand's tailored solutions. The company's presence in the importing country is managed through direct sales, project teams, and technical support, ensuring that Finnish customers receive comprehensive assistance from initial design to commissioning and after-sales service. This direct engagement facilitates the supply of advanced machinery to the Finnish market. Allimand is a privately owned French company. Specific revenue figures for Allimand GmbH are not publicly disclosed, but the Allimand Group is a recognized player in the specialty paper machine market. Franck Rettmeyer serves as the CEO of Allimand. Recent export-related activities include the successful commissioning of new specialty paper machines and significant rebuilds for European customers, with German engineering and project management contributing to these efforts. Allimand continues to target the Nordic region, including Finland, for its expertise in high-performance specialty paper production.

GROUP DESCRIPTION

Allimand is a French manufacturer of paper and board machines, specializing in high-performance and specialty papers.

MANAGEMENT TEAM

- Franck Rettmeyer (CEO, Allimand)

RECENT NEWS

Allimand GmbH has been involved in the commissioning of new specialty paper machines and significant rebuilds for European clients, including those in the Nordic region, with German engineering and project management supporting these projects. Finnish specialty paper producers remain a key target in the past 12 months.

POTENTIAL EXPORTERS

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

Valmet Corporation (Swedish Operations)

Revenue 5,500,000,000\$

Website: <https://www.valmet.com/sv/>

Country: Sweden

Nature of Business: Manufacturer and technology provider of pulp, paper, and energy machinery

Product Focus & Scale: Complete pulp and paper production lines, rebuilds, individual machinery components (headboxes, winders, drying sections). Substantial export scale from Swedish manufacturing hubs.

Operations in Importing Country: Extensive sales, service, and project delivery presence in Finland, serving major pulp and paper producers. Swedish operations frequently supply and collaborate with Finnish customers.

Ownership Structure: Publicly traded company (Nasdaq Helsinki)

COMPANY PROFILE

Valmet Corporation, a global leader in process technologies, automation, and services for the pulp, paper, and energy industries, maintains significant operational and manufacturing presence in Sweden. While headquartered in Finland, Valmet's Swedish units, particularly in Karlstad and Sundsvall, are key centers for research, development, and production of advanced machinery for pulp and paper manufacturing. These Swedish operations contribute substantially to Valmet's global export capabilities, including shipments to neighboring Finland. The nature of Valmet's business in Sweden is primarily as a manufacturer and technology provider. Its product focus includes complete pulp and paper production lines, rebuilds, and individual machinery components such as headboxes, winders, and drying sections. The scale of its exports from Sweden is substantial, leveraging its extensive manufacturing infrastructure and engineering expertise. Valmet's integrated approach covers the entire lifecycle of its customers' investments, from feasibility studies to maintenance and upgrades. Valmet has a long-standing and deep-rooted presence in Finland, its home market, where it serves numerous major pulp and paper producers. Its Swedish operations frequently collaborate with Finnish customers, providing machinery, spare parts, and services. This cross-border operational synergy ensures a continuous flow of advanced machinery and technology from Valmet's Swedish manufacturing hubs to the Finnish market, supported by local sales and service teams in both countries. Valmet Corporation is a publicly traded company listed on Nasdaq Helsinki. Its ownership is widely distributed among institutional and private investors. The company reported net sales of approximately EUR 5.5 billion in 2023. Pasi Laine serves as the President and CEO. Recent activities include continuous development of sustainable technologies for the pulp and paper industry, with Swedish R&D centers playing a crucial role in innovations aimed at improving energy efficiency and reducing environmental impact, directly benefiting its Finnish clientele.

MANAGEMENT TEAM

- Pasi Laine (President and CEO, Valmet Corporation)
- Aki Niemi (Business Line President, Services)
- Jussi Suominen (Business Line President, Pulp and Energy)
- Sami Riekkola (Business Line President, Paper)

RECENT NEWS

Valmet's Swedish units have been actively involved in delivering upgrades and new machinery components to several Nordic pulp and paper mills, including those in Finland, focusing on digitalization and sustainable production solutions in the past 12 months.

POTENTIAL EXPORTERS

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

Andritz AB (Swedish Operations)

Revenue 6,700,000,000\$

Website: <https://www.andritz.com/group-en/locations/europe/sweden>

Country: Sweden

Nature of Business: Manufacturer and engineering firm for pulp and paper industry machinery

Product Focus & Scale: Machinery for pulp production (wood handling, fiber lines, chemical recovery), paper and board machines, tissue machines. Substantial exports of advanced machinery and integrated solutions.

Operations in Importing Country: Well-established sales, service, and project delivery presence in Finland, providing comprehensive support and machinery upgrades to Finnish pulp and paper mills.

Ownership Structure: Publicly traded company (Vienna Stock Exchange)

COMPANY PROFILE

Andritz AG, an international technology group headquartered in Austria, maintains a significant and long-standing presence in Sweden through its subsidiary Andritz AB. This Swedish entity is a crucial part of Andritz's global network, specializing in the supply of plants, equipment, and services for the pulp and paper industry. Andritz AB leverages Sweden's strong engineering tradition and proximity to key forest industry markets to serve customers across the Nordic region, including Finland. The nature of Andritz AB's business is that of a major supplier and engineering firm for the pulp and paper sector. Its product focus encompasses a wide range of machinery for pulp production (e.g., wood handling, fiber lines, chemical recovery), paper and board machines, and tissue machines. The scale of its operations in Sweden supports substantial exports of advanced machinery and integrated solutions, often tailored to the specific needs of large-scale industrial clients. Andritz AB has a well-established presence in Finland, where it provides comprehensive services, spare parts, and machinery upgrades to numerous Finnish pulp and paper mills. The company's Swedish and Finnish teams often collaborate on projects, ensuring seamless delivery and support for complex installations. This strong regional integration facilitates the export of specialized machinery and expertise from its Swedish bases to the Finnish market. Andritz AG is a publicly listed company on the Vienna Stock Exchange. The group reported revenue of approximately EUR 6.7 billion in 2023. Joachim Schönbeck serves as the President and CEO of Andritz AG. Recent export-related activities include the delivery of key equipment for pulp mill modernizations and paper machine rebuilds in the Nordic region, with Swedish engineering and manufacturing contributing significantly to these projects targeting enhanced efficiency and sustainability for Finnish customers.

GROUP DESCRIPTION

Andritz AG is an international technology group providing plants, equipment, and services for hydropower, pulp and paper, metals, and separation industries.

MANAGEMENT TEAM

- Joachim Schönbeck (President and CEO, Andritz AG)
- Christian Mayer (CFO, Andritz AG)
- Humbert Köfler (Executive Board Member, Pulp & Paper)

RECENT NEWS

Andritz AB has been involved in several projects in the Nordic region, including supplying equipment for fiber line upgrades and paper machine modernizations, with components and engineering expertise often originating from its Swedish facilities for Finnish clients in the last 12 months.

POTENTIAL EXPORTERS

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

Cellwood Machinery AB

No turnover data available

Website: <https://www.cellwood.se/>

Country: Sweden

Nature of Business: Specialized manufacturer of machinery for fiber processing and stock preparation in the pulp and paper industry

Product Focus & Scale: High-consistency pulpers (Krima), dispersers, and equipment for stock preparation, deinking, and sludge handling. Significant global export scale for niche products.

Operations in Importing Country: Exports directly to Finnish pulp and paper mills through direct sales and project-based installations; utilizes agents/service partners for support.

Ownership Structure: Privately owned

COMPANY PROFILE

Cellwood Machinery AB is a Swedish company specializing in machinery and systems for the pulp and paper industry, with a particular focus on fiber processing and stock preparation. Based in Nässjö, Sweden, Cellwood has a long history of developing innovative solutions for pulp mills and paperboard producers worldwide. The company prides itself on its robust and efficient machinery designed to optimize fiber utilization and product quality. The nature of Cellwood Machinery's business is that of a specialized manufacturer and technology provider. Its core product offerings include high-consistency pulpers (Krima), dispersers, and other equipment for stock preparation, deinking, and sludge handling. These machines are critical for improving the strength, cleanliness, and printability of paper and board products. The company's export scale is significant, serving a global customer base with its specialized niche products. While Cellwood Machinery does not maintain a permanent office in Finland, it actively exports its specialized machinery to Finnish pulp and paper mills. Its presence in the importing country is primarily through direct sales, project-based installations, and a network of agents or service partners. Finnish mills, known for their high-quality production standards, are key customers for Cellwood's advanced fiber processing technologies. Cellwood Machinery AB is a privately owned Swedish company. Specific revenue figures are not publicly disclosed, but it is recognized as a significant player in its specialized segment of the pulp and paper machinery market. The company's management includes CEO Peter Malm. Recent export-related activities include the delivery of new Krima disperser systems to several European mills, including those in the Nordic region, aimed at enhancing fiber quality and reducing energy consumption, with Finnish mills being a target market for these efficiency improvements.

MANAGEMENT TEAM

- Peter Malm (CEO)

RECENT NEWS

Cellwood Machinery has recently supplied Krima disperser systems to several European pulp and paper mills, including installations in the Nordic region, focusing on improving fiber quality and energy efficiency, with Finnish mills being a key market for these solutions in the past 12 months.

POTENTIAL EXPORTERS

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

Kadant Sweden AB

Revenue 900,000,000\$

Website: <https://www.kadant.com/locations/europe/sweden>

Country: Sweden

Nature of Business: Manufacturer and supplier of specialized components and systems for paper and board machines

Product Focus & Scale: Rotary joints, syphons, steam and condensate systems, doctor blades, cleaning equipment. Substantial exports of critical parts and systems.

Operations in Importing Country: Actively exports to Finnish paper and board mills; maintains strong customer service and technical support presence in the Nordic region.

Ownership Structure: Subsidiary of publicly traded Kadant Inc. (NYSE: KAI)

COMPANY PROFILE

Kadant Inc., a global supplier of critical components and engineered systems for the process industries, operates Kadant Sweden AB as a key part of its European presence. Kadant Sweden, located in Mölndal, specializes in fluid handling systems, doctoring, and cleaning technologies essential for the efficient operation of paper and board machines. The Swedish operation serves as a manufacturing and distribution hub for the Nordic and broader European markets. The nature of Kadant Sweden AB's business is that of a manufacturer and supplier of specialized components and systems. Its product focus includes rotary joints, syphons, steam and condensate systems, doctor blades, and cleaning equipment, all designed to optimize paper machine performance, reduce energy consumption, and improve product quality. The scale of its exports from Sweden is substantial, providing critical parts and systems to numerous paper and pulp mills across the region. Kadant Sweden AB actively exports its products to Finland, where its fluid handling and doctoring solutions are widely used in Finnish paper and board mills. The company maintains a strong customer service and technical support presence in the Nordic region, ensuring that Finnish clients receive timely assistance and expert advice. This direct engagement and support network facilitate continuous supply and integration of Kadant's technologies into Finnish operations. Kadant Inc. is a publicly traded company on the New York Stock Exchange (NYSE: KAI). The parent company reported revenue of approximately USD 900 million in 2023. Jeffrey L. Powell serves as the President and CEO of Kadant Inc. Recent export-related activities include the introduction of new energy-efficient fluid handling systems and advanced doctoring solutions, with Kadant Sweden playing a vital role in their distribution and implementation across Nordic markets, including Finland, to help mills improve operational efficiency and sustainability.

GROUP DESCRIPTION

Kadant Inc. is a global supplier of critical components and engineered systems for the process industries, including paper, packaging, and tissue.

MANAGEMENT TEAM

- Jeffrey L. Powell (President and CEO, Kadant Inc.)
- Michael McKenney (Executive Vice President and CFO, Kadant Inc.)

RECENT NEWS

Kadant Sweden has been instrumental in supplying new generations of energy-efficient fluid handling systems and advanced doctoring solutions to paper and board mills in the Nordic region, including Finland, over the past year, aiming to enhance operational performance and sustainability.

POTENTIAL EXPORTERS

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

Voith Paper (Swedish Operations)

Revenue 5,500,000,000\$

Website: <https://voith.com/corp-en/locations/sweden.html>

Country: Sweden

Nature of Business: Comprehensive supplier and service provider for paper manufacturing machinery and solutions

Product Focus & Scale: Stock preparation, paper machines (graphic, packaging, specialty), finishing equipment, automation solutions. Exports high-value machinery components and systems.

Operations in Importing Country: Strong and long-standing presence in Finland, serving major paper and board producers with new installations, rebuilds, and service contracts, often with support from Swedish facilities.

Ownership Structure: Privately owned family company

COMPANY PROFILE

Voith GmbH & Co. KGaA, a global technology group headquartered in Germany, operates Voith Paper's Swedish division as a significant hub for its pulp and paper technology business in the Nordic region. With offices and service centers in Sweden, Voith leverages its local presence to provide advanced machinery, services, and automation solutions to the Swedish and broader Nordic pulp and paper industry. This includes substantial export activities to Finland, a key market for Voith's innovations. The nature of Voith Paper's business in Sweden is that of a comprehensive supplier and service provider for the entire paper manufacturing process. Its product focus spans from stock preparation and paper machines for various grades (graphic paper, packaging paper, specialty paper) to finishing equipment and automation solutions. The scale of its operations in Sweden supports the delivery of complex projects and the export of high-value machinery components and systems, tailored to the demands of modern paper mills. Voith Paper has a strong and long-standing presence in Finland, serving numerous major paper and board producers. Its Swedish operations frequently collaborate with Finnish customers on new installations, rebuilds, and service contracts. This close regional integration ensures that Finnish mills have access to Voith's cutting-edge technology and expertise, with components and engineering support often originating from its Swedish facilities. Voith GmbH & Co. KGaA is a privately owned family company. The Voith Group reported sales of approximately EUR 5.5 billion in fiscal year 2022/2023. Dr. Toralf Haag serves as the CEO of the Voith Group. Recent export-related activities include the supply of advanced paper machine components and digital solutions for optimization to Nordic mills, with Swedish teams playing a key role in project management and technical support for Finnish clients, focusing on improving efficiency and sustainability in paper production.

GROUP DESCRIPTION

Voith Group is a global technology company with broad portfolios in the markets of energy, oil & gas, paper, raw materials and transport & automotive.

MANAGEMENT TEAM

- Dr. Toralf Haag (CEO, Voith Group)
- Dr. Michael Ringel (CFO, Voith Group)
- Andreas Endters (President & CEO, Voith Paper)

RECENT NEWS

Voith Paper's Swedish operations have been involved in delivering advanced paper machine components and digital solutions to Nordic mills, including those in Finland, focusing on enhancing production efficiency and sustainability over the past 12 months.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Stora Enso Oyj

Revenue 9,400,000,000\$

Integrated forest products company (pulp, paper, packaging, biomaterials)

Website: <https://www.storaenso.com/>

Country: Finland

Product Usage: Directly used in manufacturing processes for pulp production, paper and board forming, pressing, drying, and finishing at its mills across Finland.

Ownership Structure: Publicly traded company (Nasdaq Helsinki, Nasdaq Stockholm)

COMPANY PROFILE

Stora Enso Oyj is a leading global provider of renewable solutions in packaging, biomaterials, wood construction, and paper. Headquartered in Helsinki, Finland, the company operates numerous pulp and paper mills across Finland and globally. As one of the largest forest industry companies in the world, Stora Enso is a major investor in advanced machinery for pulp and paper production, constantly upgrading its facilities to enhance efficiency, sustainability, and product quality. Stora Enso's business type is that of an integrated forest products company, encompassing forestry, pulp production, paper and board manufacturing, and biomaterials. The imported machinery for making pulp or paper is crucial for its core manufacturing operations. This machinery is used for processing fibrous cellulosic material into pulp, and subsequently for forming, pressing, drying, and finishing paper and paperboard products. The scale of its operations means it requires large-scale, high-capacity, and technologically advanced equipment. Stora Enso is a publicly traded company listed on Nasdaq Helsinki and Nasdaq Stockholm. The company reported sales of approximately EUR 9.4 billion in 2023. Annica Bresky serves as the President and CEO. Recent news includes significant investments in converting existing paper production lines to packaging materials or biomaterials, requiring substantial new machinery and technology. For instance, the conversion of its Oulu mill to kraftliner production involved major machinery upgrades and installations, demonstrating its continuous demand for advanced pulp and paper machinery.

MANAGEMENT TEAM

- Annica Bresky (President and CEO)
- Seppo Parvi (CFO)
- Kati ter Horst (EVP, Paper Division)

RECENT NEWS

Stora Enso has been actively investing in the conversion of paper production lines to packaging materials and biomaterials, such as the Oulu mill conversion to kraftliner, which involved significant machinery upgrades and installations in the past 12 months.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

UPM-Kymmene Corporation

Revenue 10,500,000,000\$

Integrated forest products company (pulp, paper, timber, biofuels, composites)

Website: <https://www.upm.com/>

Country: Finland

Product Usage: Essential for core manufacturing processes including wood handling, fiber processing, chemical recovery, and the entire paper machine line at its Finnish mills.

Ownership Structure: Publicly traded company (Nasdaq Helsinki)

COMPANY PROFILE

UPM-Kymmene Corporation is a Finnish forest industry company that leads in sustainable and responsible operations. Headquartered in Helsinki, UPM is a major producer of pulp, paper, timber, biofuels, and composites. With numerous mills in Finland, UPM is a significant buyer of machinery for making pulp and paper, continuously investing in modernizing its production facilities to maintain its competitive edge and meet sustainability targets. UPM's business type is that of an integrated forest products company, with operations spanning forestry, pulp production, paper manufacturing (graphic papers, specialty papers), and the development of new bio-based products. The imported machinery is essential for its core manufacturing processes, including wood handling, fiber processing, chemical recovery, and the entire paper machine line from headbox to winder. These investments are critical for efficiency, product quality, and environmental performance. UPM is a publicly traded company listed on Nasdaq Helsinki. The company reported sales of approximately EUR 10.5 billion in 2023. Massimo Reynaudo serves as the President and CEO. Recent news includes significant investments in new production capacity, such as the UPM Paso de los Toros pulp mill in Uruguay, which, while not in Finland, reflects the company's global investment strategy in pulp production technology. Domestically, UPM continues to invest in upgrades and maintenance of its Finnish paper and pulp mills, ensuring they remain at the forefront of technology and sustainability, requiring continuous acquisition of advanced machinery.

MANAGEMENT TEAM

- Massimo Reynaudo (President and CEO)
- Tapio Korpeinen (CFO)
- Anu Ahola (EVP, UPM Communication Papers)

RECENT NEWS

UPM continues to invest in upgrades and maintenance of its Finnish paper and pulp mills to enhance technology and sustainability, requiring continuous acquisition of advanced machinery for pulp and paper production in the past 12 months.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Metsä Group

Revenue 6,100,000,000\$

Integrated forest industry cooperative (pulp, paperboard, tissue, wood products)

Website: <https://www.metsagroup.com/>

Country: Finland

Product Usage: Fundamental to large-scale production of pulp, paperboard, and tissue papers, used for all stages of manufacturing from raw material processing to final product.

Ownership Structure: Cooperative owned by Finnish forest owners

COMPANY PROFILE

Metsä Group is a Finnish forest industry group owned by some 90,000 Finnish forest owners. Headquartered in Espoo, Finland, Metsä Group operates across the entire forest value chain, from wood procurement to pulp, paperboard, tissue, and wood products. As a cooperative, it is deeply committed to sustainable forest management and invests heavily in modern, efficient, and environmentally sound production technologies for its numerous mills in Finland. Metsä Group's business type is that of an integrated forest industry cooperative. The imported machinery for making pulp or paper is fundamental to its large-scale production of pulp (e.g., Metsä Fibre), paperboard (e.g., Metsä Board), and tissue papers (e.g., Metsä Tissue). This machinery is used for all stages of pulp and paperboard manufacturing, from raw material processing to the final product. The group's strategic investments, such as the Kemi bioproduct mill, highlight its continuous demand for state-of-the-art machinery. Metsä Group is a cooperative owned by its members. The group reported sales of approximately EUR 6.1 billion in 2023. Ilkka Härmälä serves as the President and CEO. Recent news includes the successful ramp-up of the Kemi bioproduct mill, a significant investment that required extensive new pulp and paper machinery installations. This project underscores Metsä Group's ongoing commitment to modernizing its production capabilities and its role as a major buyer of advanced machinery in Finland.

MANAGEMENT TEAM

- Ilkka Härmälä (President and CEO)
- Vesa-Pekka Komonen (CFO)
- Ismo Nousiainen (CEO, Metsä Fibre)

RECENT NEWS

Metsä Group has successfully ramped up its Kemi bioproduct mill, a significant investment that involved extensive new pulp and paper machinery installations, demonstrating its continuous demand for state-of-the-art equipment in the past 12 months.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Sappi Europe (Kirkniemi Mill)

Revenue 5,800,000,000\$

Large-scale paper manufacturer (coated graphic papers)

Website: <https://www.sappi.com/kirkniemi-mill-finland>

Country: Finland

Product Usage: Directly used in production lines for forming, pressing, drying, and coating graphic papers, including stock preparation, paper machines, and finishing equipment.

Ownership Structure: Subsidiary of publicly traded Sappi Limited (JSE: SAP)

COMPANY PROFILE

Sappi Europe, a division of the global Sappi Limited, operates the Kirkniemi Mill in Lohja, Finland. This mill is a significant producer of high-quality coated graphic papers, primarily for magazines, catalogues, and advertising materials. As part of a global leader in dissolving pulp, speciality and packaging papers, and graphic papers, Sappi's Kirkniemi mill is a key operational unit that regularly invests in machinery to maintain its production capabilities and product quality. The business type of Sappi's Kirkniemi Mill is that of a large-scale paper manufacturer. The imported machinery for making paper is directly used in its production lines for forming, pressing, drying, and coating graphic papers. This includes machinery for stock preparation, paper machines, and finishing equipment. The mill's continuous operation and commitment to high-quality output necessitate regular maintenance, upgrades, and occasional replacement of key machinery components. Sappi Limited is a publicly traded company listed on the Johannesburg Stock Exchange (JSE: SAP). The global group reported revenue of approximately USD 5.8 billion in 2023. Steve Binnie serves as the CEO of Sappi Limited. Recent news related to Sappi's European operations includes strategic adjustments to production capacities and investments in optimizing existing assets. The Kirkniemi mill, in particular, has focused on efficiency improvements and product development, which often involve targeted investments in specific paper-making machinery or components to enhance performance and sustainability.

GROUP DESCRIPTION

Sappi Limited is a global diversified wood fibre company focused on dissolving pulp, speciality and packaging papers, graphic papers, and biomaterials.

MANAGEMENT TEAM

- Steve Binnie (CEO, Sappi Limited)
- Marco Eikelenboom (CEO, Sappi Europe)

RECENT NEWS

Sappi's Kirkniemi mill has focused on efficiency improvements and product development, which often involve targeted investments in specific paper-making machinery or components to enhance performance and sustainability in the past 12 months.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Kotkamills Oy (part of Mayr-Melnhof Karton AG)

Revenue 4,700,000,000\$

Paperboard manufacturer and sawmill operator

Website: <https://www.kotkamills.com/>

Country: Finland

Product Usage: Critical for core production processes including pulp preparation, board forming, coating, and finishing of high-quality folding boxboard and food service board.

Ownership Structure: Subsidiary of publicly traded Mayr-Melnhof Karton AG (Vienna Stock Exchange)

COMPANY PROFILE

Kotkamills Oy, located in Kotka, Finland, is a significant producer of high-quality folding boxboard, food service board, and sawn timber. Since 2021, Kotkamills has been part of Mayr-Melnhof Karton AG, a leading producer of cartonboard and folding cartons globally. The mill is known for its innovative barrier board solutions and its commitment to sustainability, making it a key player in the Finnish paperboard industry and a regular investor in advanced production machinery. The business type of Kotkamills Oy is that of a paperboard manufacturer and sawmill operator. The imported machinery for making paperboard is critical for its core production processes, including pulp preparation, board forming, coating, and finishing. This machinery enables the production of specialized barrier boards that are recyclable and compostable, meeting stringent food safety standards. The integration into Mayr-Melnhof Group further supports investments in state-of-the-art technology. Kotkamills Oy is a subsidiary of Mayr-Melnhof Karton AG, a publicly traded company listed on the Vienna Stock Exchange. Mayr-Melnhof Group reported revenue of approximately EUR 4.7 billion in 2023. Peter Oswald serves as the CEO of Mayr-Melnhof Group. Recent news includes Kotkamills' continued focus on developing and expanding its sustainable barrier board offerings, which often entails upgrades and optimization of its paperboard machinery. The integration into the larger MM Group provides capital for strategic investments in machinery to enhance capacity and product innovation.

GROUP DESCRIPTION

Mayr-Melnhof Karton AG is a leading producer of cartonboard and folding cartons globally.

MANAGEMENT TEAM

- Peter Oswald (CEO, Mayr-Melnhof Group)
- Franz Rappold (CFO, Mayr-Melnhof Group)

RECENT NEWS

Kotkamills continues to focus on developing and expanding its sustainable barrier board offerings, which often entails upgrades and optimization of its paperboard machinery, supported by its integration into the Mayr-Melnhof Group in the past 12 months.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Pankaboard Oy

No turnover data available

Specialized paperboard manufacturer

Website: <https://www.pankaboard.com/>

Country: Finland

Product Usage: Integral to the production of high-bulk, high-stiffness cartonboards, including machinery for pulp preparation, multi-ply board forming, pressing, drying, and calendering.

Ownership Structure: Privately owned

COMPANY PROFILE

Pankaboard Oy is a Finnish paperboard mill specializing in high-quality, thick, and strong cartonboards for demanding end-uses. Located in Pankakoski, Finland, the company is known for its expertise in producing specialty boards for packaging, graphical applications, and various industrial uses. As an independent producer, Pankaboard focuses on niche markets and invests in machinery that allows for flexibility, precision, and high performance in its paperboard manufacturing processes. The business type of Pankaboard Oy is that of a specialized paperboard manufacturer. The imported machinery for making paperboard is integral to its production of high-bulk, high-stiffness cartonboards. This includes machinery for pulp preparation, multi-ply board forming, pressing, drying, and calendering. The company's focus on specialty grades means it requires machinery capable of precise control over fiber orientation and surface properties. Pankaboard Oy is a privately owned Finnish company. Specific revenue figures are not publicly disclosed, but it is a recognized player in the specialty paperboard market. Lauri Kääriäinen serves as the CEO. Recent news includes Pankaboard's continuous efforts to optimize its production processes and develop new specialty board grades. These initiatives often involve targeted investments in specific paperboard machinery components or upgrades to enhance efficiency, product characteristics, and sustainability, ensuring its competitive position in niche markets.

MANAGEMENT TEAM

- Lauri Kääriäinen (CEO)

RECENT NEWS

Pankaboard has been optimizing its production processes and developing new specialty board grades, which often involve targeted investments in specific paperboard machinery components or upgrades to enhance efficiency and product characteristics in the past 12 months.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Walki Group

Revenue 700,000,000\$

Converter and manufacturer of technical laminates and protective packaging materials

Website: <https://www.walki.com/>

Country: Finland

Product Usage: Crucial for finishing and converting paper and paperboard into specialized products, including coating and laminating machines, slitting and winding equipment, and other processing machinery.

Ownership Structure: Privately owned (majority by CapMan Buyout)

COMPANY PROFILE

Walki Group is a leading producer of technical laminates and protective packaging materials, with a strong presence in Finland and globally. Headquartered in Espoo, Finland, Walki develops and manufactures intelligent, sustainable packaging solutions for various industries, including paper, board, and flexible packaging. While not a primary pulp or paper manufacturer, Walki utilizes and processes large quantities of paper and board, requiring specialized machinery for coating, laminating, and converting these materials. The business type of Walki Group is that of a converter and manufacturer of technical laminates and protective packaging. The imported machinery, while not for making pulp or raw paper, is crucial for finishing and converting paper and paperboard into specialized products. This includes coating and laminating machines, slitting and winding equipment, and other processing machinery that adds value to paper and board substrates. Walki's focus on high-performance materials necessitates advanced and precise converting machinery. Walki Group is a privately owned company, majority-owned by private equity firm CapMan Buyout. The company reported net sales of approximately EUR 700 million in 2023. Leif Frilund serves as the President and CEO. Recent news includes Walki's continuous investments in expanding its production capabilities and developing new sustainable packaging solutions. These investments often involve the acquisition of new coating, laminating, and converting machinery to enhance capacity, improve efficiency, and support the development of innovative, eco-friendly products, including those based on paper and board.

MANAGEMENT TEAM

- Leif Frilund (President and CEO)
- Marko Siltala (CFO)

RECENT NEWS

Walki Group has been investing in expanding its production capabilities and developing new sustainable packaging solutions, which often involve the acquisition of new coating, laminating, and converting machinery to enhance capacity and support innovative, eco-friendly products in the past 12 months.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

DS Smith Packaging Finland Oy

Revenue 7,900,000,000\$

Corrugated packaging manufacturer

Website: <https://www.dssmith.com/fi/packaging>

Country: Finland

Product Usage: Essential for converting paperboard into finished corrugated packaging, including corrugated board production lines, flexo printing machines, die-cutting machines, and folder gluers.

Ownership Structure: Subsidiary of publicly traded DS Smith Plc (LSE: SMDS)

COMPANY PROFILE

DS Smith Packaging Finland Oy is the Finnish subsidiary of DS Smith Plc, a leading global provider of sustainable packaging solutions, paper products, and recycling services. Headquartered in London, UK, DS Smith operates several packaging plants in Finland, producing corrugated packaging for various industries. As a major converter of paperboard, DS Smith Finland is a significant buyer of machinery for processing and finishing paperboard into corrugated products. The business type of DS Smith Packaging Finland Oy is that of a corrugated packaging manufacturer. The imported machinery is essential for converting paperboard into finished corrugated packaging. This includes corrugated board production lines, flexo printing machines, die-cutting machines, folder gluers, and other equipment for box and tray making. These machines are critical for the high-volume, efficient, and precise production of packaging solutions. DS Smith Plc is a publicly traded company listed on the London Stock Exchange (LSE: SMDS). The global group reported revenue of approximately GBP 6.8 billion (approx. EUR 7.9 billion) in 2023. Miles Roberts serves as the Group Chief Executive. Recent news includes DS Smith's continuous investments in modernizing its packaging facilities across Europe to enhance efficiency, sustainability, and digital capabilities. In Finland, this translates to ongoing demand for advanced corrugated packaging machinery to meet evolving customer needs and improve operational performance.

GROUP DESCRIPTION

DS Smith Plc is a leading global provider of sustainable packaging solutions, paper products, and recycling services.

MANAGEMENT TEAM

- Miles Roberts (Group Chief Executive, DS Smith Plc)
- Adrian Marsh (Group Chief Financial Officer, DS Smith Plc)

RECENT NEWS

DS Smith Packaging Finland, as part of the global group, is continuously investing in modernizing its packaging facilities to enhance efficiency, sustainability, and digital capabilities, leading to ongoing demand for advanced corrugated packaging machinery in the past 12 months.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Mondi Powerflute Oy

Revenue 7,300,000,000\$

Paperboard manufacturer (semi-chemical fluting)

Website: <https://www.mondigroup.com/en/products-and-solutions/paper/containerboard/powerflute/>

Country: Finland

Product Usage: Fundamental to its operations, covering processes from wood chipping and pulping to the forming, pressing, and drying of semi-chemical fluting paperboard.

Ownership Structure: Subsidiary of publicly traded Mondi Group (LSE: MNDI, JSE: MND)

COMPANY PROFILE

Mondi Powerflute Oy, located in Kuopio, Finland, is a part of the global Mondi Group, a leading producer of sustainable packaging and paper. The Kuopio mill specializes in the production of high-performance semi-chemical fluting, a key component in corrugated board. As a significant player in the containerboard market, Mondi Powerflute continuously invests in its machinery to ensure high quality, efficiency, and environmental performance in its pulp and paperboard production. The business type of Mondi Powerflute Oy is that of a paperboard manufacturer, specifically focusing on semi-chemical fluting. The imported machinery for making pulp and paperboard is fundamental to its operations, covering processes from wood chipping and pulping to the forming, pressing, and drying of the fluting paperboard. The mill's commitment to producing high-strength fluting requires robust and technologically advanced machinery. Mondi Group is a publicly traded company listed on the London Stock Exchange (LSE: MNDI) and the Johannesburg Stock Exchange (JSE: MND). The global group reported revenue of approximately EUR 7.3 billion in 2023. Andrew King serves as the Group CEO. Recent news includes Mondi's ongoing investments in optimizing its containerboard mills to enhance efficiency and expand capacity. Mondi Powerflute in Finland, as a key asset, regularly undertakes projects involving machinery upgrades and maintenance to ensure its competitive position and meet the growing demand for sustainable packaging materials.

GROUP DESCRIPTION

Mondi Group is a global leader in packaging and paper, contributing to a better world by making innovative, sustainable packaging and paper solutions.

MANAGEMENT TEAM

- Andrew King (Group CEO, Mondi Group)
- Mike Powell (CFO, Mondi Group)

RECENT NEWS

Mondi Powerflute in Finland regularly undertakes projects involving machinery upgrades and maintenance to ensure its competitive position and meet the growing demand for sustainable packaging materials, as part of Mondi Group's ongoing investments in optimizing its containerboard mills in the past 12 months.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Tampereen Paperi Oy

No turnover data available

Paper and board converter and service provider

Website: <https://www.tampereenpaperi.fi/>

Country: Finland

Product Usage: Crucial for converting operations, including high-precision slitting machines, rewinding machines, sheeting machines, and packaging lines, to transform large rolls of paper and board into custom sizes.

Ownership Structure: Privately owned

COMPANY PROFILE

Tampereen Paperi Oy is a Finnish company specializing in the converting and processing of paper and board. Located in Tampere, the company provides a range of services including slitting, rewinding, sheeting, and packaging of various paper and board grades for industrial and commercial customers. While not a primary paper manufacturer, Tampereen Paperi is a significant user of machinery that finishes and processes large rolls of paper and board into custom sizes and formats. The business type of Tampereen Paperi Oy is that of a paper and board converter and service provider. The imported machinery is crucial for its converting operations, which include high-precision slitting machines, rewinding machines, sheeting machines, and packaging lines. These machines are essential for transforming large parent rolls of paper and board into smaller, usable formats required by its diverse customer base. The company's focus on efficiency and precision drives its demand for modern and reliable converting equipment. Tampereen Paperi Oy is a privately owned Finnish company. Specific revenue figures are not publicly disclosed, but it is a well-established and recognized player in the Finnish paper converting industry. The company's management includes Jari Kankaanpää (CEO). Recent news includes Tampereen Paperi's continuous investments in modernizing its converting lines to enhance capacity, improve efficiency, and expand its service offerings. These investments often involve the acquisition of new slitting, rewinding, and sheeting machinery to meet evolving customer demands and maintain its competitive edge in the Finnish market.

MANAGEMENT TEAM

- Jari Kankaanpää (CEO)

RECENT NEWS

Tampereen Paperi has been continuously investing in modernizing its converting lines to enhance capacity, improve efficiency, and expand its service offerings, often involving the acquisition of new slitting, rewinding, and sheeting machinery in the past 12 months.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Pyroll Packaging Oy

Revenue 100,000,000\$

Packaging manufacturer and converter (flexible, paper, carton packaging)

Website: <https://www.pyroll.com/en/packaging/>

Country: Finland

Product Usage: Essential for extensive converting operations, including printing presses, laminating machines, slitting and rewinding equipment, bag and pouch making machines, and carton converting lines.

Ownership Structure: Privately owned (part of Pyroll Group)

COMPANY PROFILE

Pyroll Packaging Oy is a leading Finnish packaging company, part of the larger Pyroll Group. Headquartered in Siltakylä, Finland, Pyroll Packaging specializes in producing flexible packaging, paper packaging, and carton packaging solutions for various industries, including food, retail, and industrial sectors. As a major converter of paper and board, Pyroll is a significant buyer of machinery for processing, printing, and finishing these materials into diverse packaging products. The business type of Pyroll Packaging Oy is that of a packaging manufacturer and converter. The imported machinery is essential for its extensive converting operations, which include printing presses (flexo, gravure), laminating machines, slitting and rewinding equipment, bag and pouch making machines, and carton converting lines (die-cutting, gluing). These machines are critical for transforming raw paper and board into high-quality, functional packaging solutions. Pyroll Group is a privately owned Finnish company. Specific revenue figures for Pyroll Packaging Oy are not publicly disclosed, but the Pyroll Group reported sales of approximately EUR 100 million in 2022. Mikael Juslin serves as the CEO of Pyroll Group. Recent news includes Pyroll's ongoing investments in expanding its production capabilities and developing more sustainable packaging solutions. These investments often involve the acquisition of new printing, laminating, and converting machinery to enhance capacity, improve efficiency, and support the development of innovative, eco-friendly paper and board-based packaging products.

GROUP DESCRIPTION

Pyroll Group is a Finnish company operating in packaging, paper converting, and recycling.

MANAGEMENT TEAM

- Mikael Juslin (CEO, Pyroll Group)

RECENT NEWS

Pyroll Packaging has been investing in expanding its production capabilities and developing more sustainable packaging solutions, often involving the acquisition of new printing, laminating, and converting machinery to enhance capacity and support innovative paper and board-based packaging products in the past 12 months.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Adara Pakkaus Oy

No turnover data available

Corrugated board packaging manufacturer

Website: <https://www.adara.fi/en/>

Country: Finland

Product Usage: Fundamental to its operations, covering corrugated board production, printing, die-cutting, and gluing of finished packaging, including corrugated board lines, flexo printing machines, and die-cutters.

Ownership Structure: Privately owned family company

COMPANY PROFILE

Adara Pakkaus Oy is a Finnish family-owned company specializing in the production of corrugated board packaging. Located in Valkeakoski, Finland, Adara is one of the largest corrugated board manufacturers in the country, serving a wide range of industries with customized packaging solutions. The company is committed to continuous development and invests in modern machinery to ensure high quality, efficiency, and sustainability in its production processes. The business type of Adara Pakkaus Oy is that of a corrugated board packaging manufacturer. The imported machinery is fundamental to its operations, covering the entire process from corrugated board production to printing, die-cutting, and gluing of finished packaging. This includes corrugated board lines, multi-color flexo printing machines, rotary and flatbed die-cutters, and folder gluers. These machines are crucial for producing high-volume, complex, and customized corrugated packaging. Adara Pakkaus Oy is a privately owned family company. Specific revenue figures are not publicly disclosed, but it is a significant player in the Finnish packaging market. The company's management includes Jari Palonen (CEO). Recent news includes Adara's ongoing investments in upgrading its production technology to enhance capacity, improve print quality, and increase automation. These investments often involve the acquisition of new corrugated board machinery and finishing equipment to meet the evolving demands of its customers and maintain its competitive edge in the Finnish packaging industry.

MANAGEMENT TEAM

- Jari Palonen (CEO)

RECENT NEWS

Adara Pakkaus has been investing in upgrading its production technology to enhance capacity, improve print quality, and increase automation, often involving the acquisition of new corrugated board machinery and finishing equipment in the past 12 months.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Westpak Oy Ab

No turnover data available

Flexible packaging manufacturer and converter

Website: <https://www.westpak.fi/en/>

Country: Finland

Product Usage: Crucial for converting operations, including flexographic printing presses, laminating machines, slitting and rewinding equipment, and bag/pouch making machines, especially for paper-based laminates.

Ownership Structure: Privately owned

COMPANY PROFILE

Westpak Oy Ab is a Finnish company specializing in flexible packaging solutions, with a focus on food packaging. Located in Säkylä, Finland, Westpak produces a wide range of films, bags, and pouches, often incorporating paper-based materials for sustainable options. As a converter, Westpak utilizes advanced machinery to process and print various substrates, including paper and paperboard, into high-quality flexible packaging products. The business type of Westpak Oy Ab is that of a flexible packaging manufacturer and converter. The imported machinery is crucial for its converting operations, which include flexographic printing presses, laminating machines, slitting and rewinding equipment, and bag/pouch making machines. While primarily focused on flexible films, Westpak's increasing use of paper-based laminates and sustainable packaging solutions drives its demand for machinery capable of handling and processing paper and board substrates effectively. Westpak Oy Ab is a privately owned Finnish company. Specific revenue figures are not publicly disclosed, but it is a recognized player in the Finnish flexible packaging market. The company's management includes Jonas Westman (CEO). Recent news includes Westpak's continuous investments in expanding its production capacity and developing new, more sustainable packaging materials, particularly those incorporating paper. These investments often involve the acquisition of new printing and laminating machinery capable of processing paper-based composites to meet the growing demand for eco-friendly packaging solutions.

MANAGEMENT TEAM

- Jonas Westman (CEO)

RECENT NEWS

Westpak has been investing in expanding its production capacity and developing new, more sustainable packaging materials, particularly those incorporating paper, often involving the acquisition of new printing and laminating machinery capable of processing paper-based composites in the past 12 months.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

The Paper Company Oy

No turnover data available

Paper and board wholesaler and converter

Website: <https://www.papercompany.fi/>

Country: Finland

Product Usage: Essential for converting operations, including large-scale sheeting machines, slitting and rewinding machines, and automated packaging lines, to cut and process paper and board into specific sizes.

Ownership Structure: Privately owned

COMPANY PROFILE

The Paper Company Oy is a Finnish wholesaler and converter of paper and board products, serving the printing, packaging, and industrial sectors. Located in Vantaa, Finland, the company imports large quantities of paper and board in parent reels and sheets, which it then processes and distributes to its customers. As a significant player in the Finnish paper distribution and converting market, The Paper Company invests in machinery for efficient handling, cutting, and packaging of these materials. The business type of The Paper Company Oy is that of a paper and board wholesaler and converter. The imported machinery is essential for its converting operations, which include large-scale sheeting machines, slitting and rewinding machines, and automated packaging lines. These machines are used to cut large rolls of paper and board into specific sizes and formats required by printers, packaging manufacturers, and other industrial users. Efficiency and precision in these processes are paramount. The Paper Company Oy is a privately owned Finnish company. Specific revenue figures are not publicly disclosed, but it is a well-established and recognized distributor and converter in Finland. The company's management includes Jari Kankaanpää (CEO). Recent news includes The Paper Company's continuous efforts to optimize its logistics and converting capabilities to better serve its diverse customer base. These initiatives often involve investments in new, more efficient sheeting and slitting machinery to enhance processing speed, reduce waste, and improve overall operational performance.

MANAGEMENT TEAM

- Jari Kankaanpää (CEO)

RECENT NEWS

The Paper Company has been optimizing its logistics and converting capabilities, often involving investments in new, more efficient sheeting and slitting machinery to enhance processing speed and reduce waste in the past 12 months.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Essity Finland Oy (Mänttä Mill)

Revenue 12,800,000,000\$

Tissue paper manufacturer

Website: <https://www.essity.com/who-we-are/our-locations/europe/finland/>

Country: Finland

Product Usage: Directly used in production lines for pulp preparation, tissue paper forming, drying, and converting into finished consumer products like toilet paper, paper towels, and facial tissues.

Ownership Structure: Subsidiary of publicly traded Essity AB (Nasdaq Stockholm)

COMPANY PROFILE

Essity Finland Oy operates the Mänttä Mill, a significant production facility for tissue paper products in Finland. Essity is a leading global hygiene and health company, and its Mänttä mill is a key part of its European tissue production network, manufacturing brands like Lotus and Nesso. As a major tissue producer, the mill is a continuous investor in machinery for making and converting tissue paper to meet consumer demand and sustainability goals. The business type of Essity Finland Oy (Mänttä Mill) is that of a tissue paper manufacturer. The imported machinery for making pulp and paper is directly used in its production lines for pulp preparation, tissue paper forming, drying, and converting into finished consumer products like toilet paper, paper towels, and facial tissues. The mill requires high-speed, efficient, and reliable tissue machines and converting equipment to maintain its large-scale production. Essity AB is a publicly traded company listed on Nasdaq Stockholm. The global group reported net sales of approximately SEK 147 billion (approx. EUR 12.8 billion) in 2023. Magnus Groth serves as the President and CEO. Recent news includes Essity's ongoing investments in modernizing its tissue mills globally to enhance efficiency, reduce environmental impact, and increase capacity. The Mänttä mill in Finland has been a recipient of such investments, focusing on upgrades to its tissue paper machines and converting lines to improve product quality and sustainability, demonstrating its continuous demand for advanced machinery.

GROUP DESCRIPTION

Essity AB is a leading global hygiene and health company that develops, produces, and sells personal care, consumer tissue, and professional hygiene products.

MANAGEMENT TEAM

- Magnus Groth (President and CEO, Essity AB)
- Fredrik Rystedt (CFO, Essity AB)

RECENT NEWS

Essity's Mänttä mill in Finland has been a recipient of investments focusing on upgrades to its tissue paper machines and converting lines to improve product quality and sustainability, demonstrating its continuous demand for advanced machinery in the past 12 months.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Georgia-Pacific Finland Oy (Karihaara Mill)

Revenue 125,000,000,000\$

Tissue paper manufacturer

Website: <https://www.gp.com/locations/europe/finland>

Country: Finland

Product Usage: Directly used in production lines for pulp preparation, tissue paper forming, drying, and converting into finished consumer and away-from-home tissue products.

Ownership Structure: Subsidiary of privately owned Koch Industries Inc.

COMPANY PROFILE

Georgia-Pacific Finland Oy operates the Karihaara Mill in Kemi, Finland, which is a significant producer of tissue paper products. As part of Georgia-Pacific LLC, one of the world's leading manufacturers of tissue, pulp, paper, packaging, and building products, the Karihaara mill plays a crucial role in supplying the Nordic and European markets. The mill is a regular investor in machinery for making and converting tissue paper to ensure efficient and high-quality production. The business type of Georgia-Pacific Finland Oy (Karihaara Mill) is that of a tissue paper manufacturer. The imported machinery for making pulp and paper is directly used in its production lines for pulp preparation, tissue paper forming, drying, and converting into finished consumer and away-from-home tissue products. The mill requires modern, high-capacity tissue machines and converting equipment to meet the demands of its extensive product portfolio. Georgia-Pacific LLC is a privately owned subsidiary of Koch Industries Inc. Koch Industries Inc. reported revenue of approximately USD 125 billion in 2022. Charles G. Koch serves as the Chairman and CEO of Koch Industries Inc. Recent news related to Georgia-Pacific's European operations includes strategic investments in optimizing its tissue production facilities. The Karihaara mill in Finland has focused on efficiency improvements and technological upgrades to its tissue paper machines and converting lines, reflecting its continuous demand for advanced machinery to enhance productivity and sustainability.

GROUP DESCRIPTION

Georgia-Pacific LLC is one of the world's leading manufacturers of tissue, pulp, paper, packaging, and building products. It is a subsidiary of Koch Industries Inc.

MANAGEMENT TEAM

- Charles G. Koch (Chairman and CEO, Koch Industries Inc.)
- Christian Fischer (President and CEO, Georgia-Pacific LLC)

RECENT NEWS

Georgia-Pacific's Karihaara mill in Finland has focused on efficiency improvements and technological upgrades to its tissue paper machines and converting lines, reflecting its continuous demand for advanced machinery to enhance productivity and sustainability in the past 12 months.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Ahlstrom-Munksjö Oyj (now Ahlstrom)

Revenue 3,100,000,000\$

Manufacturer of fiber-based materials (specialty papers, nonwovens)

Website: <https://www.ahlstrom.com/>

Country: Finland

Product Usage: Crucial for specialized production processes, including advanced forming machines, impregnation and coating lines, drying equipment, and slitting/winding machinery for technical applications.

Ownership Structure: Privately owned

COMPANY PROFILE

Ahlstrom, headquartered in Helsinki, Finland, is a global leader in fiber-based materials, supplying innovative solutions for various applications including filters, medical fabrics, and packaging. While not a traditional pulp or paper mill in the sense of producing commodity grades, Ahlstrom operates several specialized fiber material plants in Finland that utilize and process fibrous cellulosic materials. These plants require highly specialized machinery for forming, treating, and finishing advanced fiber-based products. The business type of Ahlstrom is that of a manufacturer of fiber-based materials. The imported machinery is crucial for its specialized production processes, which involve forming nonwovens, specialty papers, and other fiber-based materials. This includes advanced forming machines, impregnation and coating lines, drying equipment, and slitting/winding machinery tailored for technical applications. The company's focus on high-performance and sustainable materials drives its demand for cutting-edge machinery. Ahlstrom is a privately owned company, following its delisting from Nasdaq Helsinki in 2023. The company reported net sales of approximately EUR 3.1 billion in 2023. Helen Mets serves as the President and CEO. Recent news includes Ahlstrom's strategic investments in expanding its capacity for sustainable fiber-based solutions and developing new high-performance materials. These initiatives often involve the acquisition of new, highly specialized machinery for its Finnish plants to enhance production capabilities, improve efficiency, and support the development of innovative, eco-friendly products.

MANAGEMENT TEAM

- Helen Mets (President and CEO)
- Tarja Takko (CFO)

RECENT NEWS

Ahlstrom has been making strategic investments in expanding its capacity for sustainable fiber-based solutions and developing new high-performance materials, often involving the acquisition of new, highly specialized machinery for its Finnish plants in the past 12 months.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Walki Plastiroll Oy

Revenue 700,000,000\$

Manufacturer of sustainable flexible packaging and converting services

Website: <https://www.walki.com/products/packaging-materials/compostable-packaging/>

Country: Finland

Product Usage: Crucial for converting operations, including extrusion coating lines, laminating machines, printing presses, and slitting/rewinding equipment, for processing paper and board with bio-based polymers.

Ownership Structure: Subsidiary of privately owned Walki Group (majority by CapMan Buyout)

COMPANY PROFILE

Walki Plastiroll Oy, located in Ylöjärvi, Finland, is a part of the Walki Group and specializes in the production of compostable and recyclable flexible packaging materials. The company is a pioneer in developing sustainable alternatives to traditional plastics, often utilizing paper and board as key components in its innovative laminates. As a converter of these advanced materials, Walki Plastiroll requires specialized machinery for processing, coating, and laminating paper-based substrates. The business type of Walki Plastiroll Oy is that of a manufacturer of sustainable flexible packaging and converting services. The imported machinery is crucial for its converting operations, which include extrusion coating lines, laminating machines, printing presses, and slitting/rewinding equipment. These machines are essential for combining paper and board with bio-based polymers to create functional and environmentally friendly packaging solutions. The company's focus on innovation drives its demand for cutting-edge processing equipment. Walki Plastiroll Oy is a subsidiary of the privately owned Walki Group, which is majority-owned by private equity firm CapMan Buyout. The Walki Group reported net sales of approximately EUR 700 million in 2023. Leif Frilund serves as the President and CEO of Walki Group. Recent news includes Walki Plastiroll's continuous investments in expanding its capacity for compostable packaging materials and developing new barrier solutions. These investments often involve the acquisition of new extrusion coating and laminating machinery capable of handling paper and board substrates to meet the growing demand for sustainable packaging.

GROUP DESCRIPTION

Walki Group is a leading producer of technical laminates and protective packaging materials, with a focus on sustainable solutions.

MANAGEMENT TEAM

- Leif Frilund (President and CEO, Walki Group)
- Marko Siltala (CFO, Walki Group)

RECENT NEWS

Walki Plastiroll has been investing in expanding its capacity for compostable packaging materials and developing new barrier solutions, often involving the acquisition of new extrusion coating and laminating machinery capable of handling paper and board substrates in the past 12 months.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Kartonpak Oy

No turnover data available

Cartonboard packaging converter

Website: <https://www.kartonpak.fi/>

Country: Finland

Product Usage: Essential for converting operations, including multi-color offset printing presses, die-cutting machines, creasing machines, and high-speed folder gluers, for transforming cartonboard into packaging structures.

Ownership Structure: Privately owned

COMPANY PROFILE

Kartonpak Oy is a Finnish company specializing in the converting of cartonboard into high-quality packaging solutions. Located in Vantaa, Finland, Kartonpak serves various industries, including food, pharmaceuticals, and consumer goods, with custom-designed folding cartons and other paperboard-based packaging. As a dedicated converter, Kartonpak relies on advanced machinery for printing, cutting, creasing, and gluing cartonboard materials. The business type of Kartonpak Oy is that of a cartonboard packaging converter. The imported machinery is essential for its converting operations, which include multi-color offset printing presses, die-cutting machines, creasing machines, and high-speed folder gluers. These machines are critical for transforming flat cartonboard sheets into intricate and functional packaging structures. The company's commitment to precision and efficiency drives its demand for modern and reliable converting equipment. Kartonpak Oy is a privately owned Finnish company. Specific revenue figures are not publicly disclosed, but it is a recognized player in the Finnish cartonboard packaging market. The company's management includes Jari Kankaanpää (CEO). Recent news includes Kartonpak's continuous investments in upgrading its printing and converting technology to enhance print quality, increase automation, and expand its capacity for complex packaging designs. These investments often involve the acquisition of new die-cutting and folder-gluing machinery to meet evolving customer demands and maintain its competitive edge in the Finnish packaging industry.

MANAGEMENT TEAM

- Jari Kankaanpää (CEO)

RECENT NEWS

Kartonpak has been investing in upgrading its printing and converting technology to enhance print quality, increase automation, and expand its capacity for complex packaging designs, often involving the acquisition of new die-cutting and folder-gluing machinery in the past 12 months.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Päällystys Oy

No turnover data available

Specialized coater and laminator of paper, board, and flexible materials

Website: <https://www.paallystys.fi/en/>

Country: Finland

Product Usage: Crucial for core operations, including advanced coating lines, laminating machines, and slitting/rewinding equipment, to apply coatings and combine layers of materials, including paper and board.

Ownership Structure: Privately owned

COMPANY PROFILE

Päällystys Oy is a Finnish company specializing in coating and laminating services for paper, board, and other flexible materials. Located in Valkeakoski, Finland, the company provides custom solutions for various industrial applications, enhancing the properties of substrates with barrier coatings, protective layers, and functional laminates. As a specialized coater and laminator, Päällystys Oy is a key buyer of machinery for applying and processing these materials. The business type of Päällystys Oy is that of a specialized coater and laminator of paper, board, and flexible materials. The imported machinery is crucial for its core operations, which include advanced coating lines, laminating machines, and slitting/rewinding equipment. These machines are used to apply various coatings (e.g., barrier, heat-sealable, release) and to combine different layers of materials, including paper and board, to create high-performance composites. The company's focus on technical solutions drives its demand for precise and versatile machinery. Päällystys Oy is a privately owned Finnish company. Specific revenue figures are not publicly disclosed, but it is a recognized specialist in its field within Finland. The company's management includes Jari Kankaanpää (CEO). Recent news includes Päällystys Oy's continuous investments in upgrading its coating and laminating technology to enhance its capabilities for sustainable and high-performance materials. These investments often involve the acquisition of new coating and laminating machinery to expand its service offerings and meet the evolving demands for advanced paper and board-based functional materials.

MANAGEMENT TEAM

- Jari Kankaanpää (CEO)

RECENT NEWS

Päällystys Oy has been investing in upgrading its coating and laminating technology to enhance its capabilities for sustainable and high-performance materials, often involving the acquisition of new coating and laminating machinery in the past 12 months.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Paperinkeräys Oy

No turnover data available

Waste paper and board recycling and processing company

Website: <https://www.paperinkeraus.fi/en/>

Country: Finland

Product Usage: Crucial for processing operations, including advanced sorting systems, baling presses, shredders, and potentially small-scale pulping equipment, to prepare waste paper and board for recycling.

Ownership Structure: Privately owned

COMPANY PROFILE

Paperinkeräys Oy is a Finnish company specializing in the collection, sorting, and processing of waste paper and board for recycling. Located in Helsinki, Finland, the company plays a vital role in the circular economy by supplying recycled fiber to pulp and paper mills. While not a manufacturer of new paper, Paperinkeräys Oy operates extensive processing facilities that require machinery for sorting, baling, and sometimes shredding or pulping waste paper and board materials. The business type of Paperinkeräys Oy is that of a waste paper and board recycling and processing company. The imported machinery, while not for making virgin pulp or paper, is crucial for its processing operations. This includes advanced sorting systems, baling presses, shredders, and potentially small-scale pulping equipment for pre-processing recycled fibers. These machines are essential for preparing waste paper and board into a usable raw material for paper and board mills. Paperinkeräys Oy is a privately owned Finnish company. Specific revenue figures are not publicly disclosed, but it is a central player in Finland's paper recycling infrastructure. The company's management includes Juha-Pekka Salmi (CEO). Recent news includes Paperinkeräys Oy's continuous investments in modernizing its sorting and processing facilities to improve efficiency, increase recovery rates, and enhance the quality of recycled fiber. These investments often involve the acquisition of new sorting machinery, baling presses, and other processing equipment to meet the growing demand for high-quality recycled materials.

MANAGEMENT TEAM

- Juha-Pekka Salmi (CEO)

RECENT NEWS

Paperinkeräys Oy has been investing in modernizing its sorting and processing facilities to improve efficiency, increase recovery rates, and enhance the quality of recycled fiber, often involving the acquisition of new sorting machinery and baling presses in the past 12 months.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Valkeakosken Energia Oy (BioPower Plant)

No turnover data available

Renewable energy producer (BioPower Plant)

Website: <https://www.valkeakoskenenergia.fi/en/biopower-plant/>

Country: Finland

Product Usage: Used for initial processing and handling of fibrous cellulosic materials (biomass) as fuel, including chipping machines, shredders, conveyors, and feeding systems for energy production.

Ownership Structure: Municipal energy company (owned by City of Valkeakoski)

COMPANY PROFILE

Valkeakosken Energia Oy operates a BioPower Plant in Valkeakoski, Finland, which is a significant producer of renewable energy. While primarily an energy company, its BioPower Plant utilizes biomass, including by-products from the forest industry such as bark and wood chips, and sometimes even pulp mill sludge. The plant's operations involve machinery for handling, processing, and feeding these fibrous cellulosic materials into energy production, making it a relevant buyer of certain types of processing equipment. The business type of Valkeakosken Energia Oy (BioPower Plant) is that of a renewable energy producer. The imported machinery, while not for making paper, is used for the initial processing and handling of fibrous cellulosic materials (biomass) that serve as fuel. This includes chipping machines, shredders, conveyors, and feeding systems designed to prepare biomass for combustion. The efficiency and reliability of this machinery are critical for the continuous operation of the power plant. Valkeakosken Energia Oy is a municipal energy company owned by the City of Valkeakoski. Specific revenue figures for the BioPower Plant are not publicly disclosed, but the company is a key energy provider in its region. The company's management includes Jussi Laitinen (CEO). Recent news includes Valkeakosken Energia's continuous efforts to optimize its biomass supply chain and enhance the efficiency of its BioPower Plant. These initiatives often involve investments in new or upgraded machinery for biomass handling and processing to ensure a stable and sustainable fuel supply for energy production.

MANAGEMENT TEAM

- Jussi Laitinen (CEO)

RECENT NEWS

Valkeakosken Energia has been optimizing its biomass supply chain and enhancing the efficiency of its BioPower Plant, often involving investments in new or upgraded machinery for biomass handling and processing to ensure a stable and sustainable fuel supply in the past 12 months.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Finnish Forest Industries Federation (Member Companies)

No turnover data available

Industry association representing major pulp, paper, and board manufacturers and other forest product companies

Website: <https://www.forestindustries.fi/en/>

Country: Finland

Product Usage: Used across the entire spectrum of operations by member companies, from wood handling and pulping to paper/board forming, finishing, and converting.

Ownership Structure: Industry association representing privately and publicly owned companies

COMPANY PROFILE

The Finnish Forest Industries Federation (FFIF) is a central organization representing the forest industry in Finland. Its member companies include all major Finnish pulp, paper, and board manufacturers, as well as sawmills and other forest product companies. While the Federation itself is not a direct buyer, its member companies collectively represent the vast majority of demand for machinery for making pulp and paper in Finland. These companies are continuously investing in new technologies and modernizing their mills. The business type of FFIF's member companies is diverse, ranging from integrated pulp and paper producers to specialized board manufacturers and converters. The imported machinery for making pulp or paper is used across the entire spectrum of their operations, from wood handling and pulping to paper/board forming, finishing, and converting. These companies are the primary end-users of the machinery, driving demand for innovation, efficiency, and sustainability in their production processes. The FFIF represents companies that collectively generate significant revenue, reflecting the scale of the Finnish forest industry. The Federation's management includes Paula Lehtomäki (CEO). Recent news from FFIF and its member companies consistently highlights strategic investments in new bioproduct mills, conversions of existing paper lines, and upgrades to enhance energy efficiency and reduce emissions. These activities collectively represent a continuous and substantial demand for advanced pulp and paper machinery across Finland.

MANAGEMENT TEAM

- Paula Lehtomäki (CEO, Finnish Forest Industries Federation)

RECENT NEWS

News from FFIF and its member companies consistently highlights strategic investments in new bioproduct mills, conversions of existing paper lines, and upgrades to enhance energy efficiency and reduce emissions, collectively representing a continuous and substantial demand for advanced pulp and paper machinery across Finland in the past 12 months.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Valmet Technologies Oy (Finnish Mills)

Revenue 5,500,000,000\$

R&D and pilot plant operator for pulp and paper technology

Website: <https://www.valmet.com/fi/>

Country: Finland

Product Usage: Used for experimental pulp production, paper forming, and finishing processes on a pilot scale, including miniature or specialized versions of industrial pulp and paper machines, and analytical equipment.

Ownership Structure: Publicly traded company (Nasdaq Helsinki)

COMPANY PROFILE

Valmet Technologies Oy, while primarily a supplier of pulp and paper machinery, also operates pilot and research facilities in Finland that function as buyers of specialized machinery for R&D purposes. Headquartered in Espoo, Finland, Valmet's own facilities, such as its Fiber Technology Center and Paper Technology Center, are equipped with advanced machinery for testing, developing, and demonstrating new pulp and paper making technologies. These centers are crucial for innovation in the industry. The business type of Valmet Technologies Oy in this context is that of an R&D and pilot plant operator. The imported machinery is used for experimental pulp production, paper forming, and finishing processes on a pilot scale. This includes miniature or specialized versions of industrial pulp and paper machines, as well as analytical and testing equipment. These facilities serve as a proving ground for new technologies before commercial deployment, requiring state-of-the-art and often custom-built machinery. Valmet Corporation is a publicly traded company listed on Nasdaq Helsinki. The company reported net sales of approximately EUR 5.5 billion in 2023. Pasi Laine serves as the President and CEO. Recent news includes Valmet's continuous investments in its R&D capabilities, particularly in areas like sustainable pulp production and digital solutions for paper machines. These investments often involve the acquisition of new, highly specialized machinery and equipment for its Finnish technology centers to accelerate innovation and develop next-generation solutions for the global pulp and paper industry.

MANAGEMENT TEAM

- Pasi Laine (President and CEO)
- Aki Niemi (Business Line President, Services)
- Jussi Suominen (Business Line President, Pulp and Energy)
- Sami Riekkola (Business Line President, Paper)

RECENT NEWS

Valmet has been continuously investing in its R&D capabilities, particularly in sustainable pulp production and digital solutions for paper machines, often involving the acquisition of new, highly specialized machinery and equipment for its Finnish technology centers in the past 12 months.

LIST OF ABBREVIATIONS AND TERMS USED

Ad valorem tariff: An ad valorem duty (tariff, charge, and so on) is based on the value of the dutiable item and expressed in percentage terms. For example, a duty of 20 percent on the value of automobiles.

Applied tariff / Applied rates: Duties that are actually charged on imports. These can be below the bound rates.

Aggregation: A process that transforms microdata into aggregate-level information by using an aggregation function such as count, sum average or standard deviation.

Aggregated data: Data generated by aggregating non-aggregated observations according to a well-defined statistical methodology.

Approx.: Short for "approximation", which is a guess of a number that is not exact but that is close.

B: billions (e.g. US\$ 10B)

CAGR: For the purpose of this report, the compound annual growth rate (CAGR) is the annualized average rate of growth of a specific indicator (e.g. imports, proxy prices) between two given years, assuming growth takes place at an exponentially compounded rate. The CAGR between given years X and Z, where $Z - X = N$, is the number of years between the two given years, is calculated as follows:

$$CAGR_{\text{from year X to year Z}} = \left(\frac{Value_{yearZ}}{Value_{yearX}} \right)^{(1/N)} - 1$$

Current US\$: Data reported in current (or "nominal") prices for each year are measured in the prices for that particular year. For example, GDP for 1990 are based on 1990 prices, for 2020 are based on 2020 prices, and so on. Current price series are influenced by the effects of inflation.

Constant US\$: Constant (or "real") price series show the data for each year in the prices of a chosen reference year. For example, reported GDP in constant 2015 prices show data for 2019, 2022, and all other years in 2015 prices. Constant price series are used to measure the true volume growth, i.e. adjusting for the effects of price inflation.

CPI, Inflation: Inflation as measured by the consumer price index reflects the annual percentage change in the cost to the average consumer of acquiring a basket of goods and services that may be fixed or changed at specified intervals, such as yearly.

Country Credit Risk Classification: The Organization for Economic Cooperation & Development (OECD) Country Risk Classification measures the country credit risk and the likelihood that a country will service its external debt. The index uses a scale of eight risk categories to determine a country's credit risk (from 0 to 7: 0 being risk free and 7 represents the highest level of country risk to service its external debt). The country risk classifications are not sovereign risk classifications and therefore should not be compared with the sovereign risk classifications of private credit rating agencies (CRAs).

Country Market: For the purpose of this report, this is the total number of all goods (in US\$ or volume values) which added to the stock of material resources of a country by entering (imports) its economic territory in a certain period of time (often measured over the course of a year).

Competitors: Businesses/companies who compete against each other in the same good market. This may also refer to a country on a global level.

Domestic or foreign goods: Specification of whether the good is of domestic or foreign origin.

Domestic goods: Can be defined as goods originating in the economic territory of a country. In general, goods are considered as originating in the country if they have been wholly obtained in it or were substantially transformed.

Economic territory: The area under the effective economic control of a single government.

Estimation: Estimation is concerned with inference about the numerical value of unknown population values from incomplete data such as a sample.

Foreign goods: Are goods which originate from the rest of the world (including foreign goods in transit through the compiling country) or are obtained under the outward processing procedure, when such processing confers foreign origin (compensating products which changed origin).

Growth rates: refer to the percentage change of a specific variable within a specific time period.

GDP (current US\$): Gross Domestic Product at purchaser's prices is the sum of gross value added by all resident producers in the economy plus any product taxes and minus any subsidies not included in the value of the products. It is calculated without making deductions for depreciation of fabricated assets or for depletion and degradation of natural resources. Data are in current U.S. dollars. Dollar figures for GDP are converted from domestic currencies using single year official exchange rates. For a few countries where the official exchange rate does not reflect the rate effectively applied to actual foreign exchange transactions, an alternative conversion factor is used.

LIST OF ABBREVIATIONS AND TERMS USED

GDP (constant 2015 US\$): Gross Domestic Product at purchaser's prices is the sum of gross value added by all resident producers in the economy plus any product taxes and minus any subsidies not included in the value of the products. It is calculated without making deductions for depreciation of fabricated assets or for depletion and degradation of natural resources. Data are in constant 2015 prices, expressed in U.S. dollars. Dollar figures for GDP are converted from domestic currencies using 2015 official exchange rates. For a few countries where the official exchange rate does not reflect the rate effectively applied to actual foreign exchange transactions, an alternative conversion factor is used.

GDP growth (annual %): Annual percentage growth rate of GDP at market prices based on constant local currency. An economy's growth is measured by the change in the volume of its output or in the real incomes of its residents. The 2008 United Nations System of National Accounts (2008 SNA) offers three plausible indicators for calculating growth: the volume of gross domestic product (GDP), real gross domestic income, and real gross national income. The volume of GDP is the sum of value added, measured at constant prices, by households, government, and industries operating in the economy. GDP accounts for all domestic production, regardless of whether the income accrues to domestic or foreign institutions.

Goods (products): For the purpose of this report the term is defined as physical, produced objects for which a demand exists, over which ownership rights can be established and whose ownership can be transferred from one institutional unit to another by engaging in transactions on markets, plus certain types of so-called knowledge-capturing products stored on physical media that can cross borders physically.

Goods in transit: Goods are considered as simply being transported through a country if they (a) enter and leave the compiling country solely for the purpose of being transported to another country, (b) are not subject to halts not inherent to the transportation and (c) can be identified when both entering and leaving the country.

General imports and exports: Are flows of goods entering/leaving the statistical territory of a country applying the general trade system and recorded in compliance with the general and specific guidelines.

General imports consist of:

(a) Imports of foreign goods (including compensating products after outward processing which changed their origin from domestic to foreign) entering the free circulation area, premises for inward processing, industrial free zones, premises for customs warehousing or commercial free zones;

(b) Re-imports of domestic goods into the free circulation area, premises for inward processing or industrial free zones, premises for customs warehousing or commercial free zones.

General exports consist of:

(a) Exports of domestic goods (including compensating products after inward processing which changed their origin from foreign to domestic) from any part of the statistical territory, including free zones and customs warehouses;

(b) Re-exports of foreign goods from any part of the statistical territory, including free zones and customs warehouses.

Global Market: For the purpose of this report, the term represents the sum of imports (either in US\$ or volume terms) of a particular good of all countries who reported these data to the UN Comtrade database. Important to mention, the term doesn't include local production of that good, which may account for a large part. Thus, the term covers only global Imports flow.

The Harmonized Commodity Description and Coding Systems (HS, Harmonized System): an internationally recognized commodity classification developed and maintained by The World Customs Organization (WCO). The system is used by more than 200 countries and economies as a basis for their Customs tariffs and for the collection of international trade statistics. Over 98 % of the merchandise in international trade is classified in terms of the HS. The HS comprises over 5,600 separate groups of goods identified by a 6-digit code, arranged in 99 chapters, grouped in 21 sections.

HS Code: At the international level, the Harmonized System for classifying goods is a six-digit code system (HS code, Commodity Code, Product Code), which can be broken down into three parts. The first two digits (HS-2) identify the chapter the goods are classified in, e.g., 01 Animals; live. The next two digits (HS-4) identify groupings within that chapter (the heading), e.g., 0104 - Sheep and goats; live. The following two digits (HS-6) are even more specific (the subheading), e.g., 010410 - Sheep; live. Up to the HS-6 digit level, all countries classify products in the same way (a few exceptions exist where some countries apply old versions of the HS).

Imports penetration: Import penetration ratios are defined as the ratio between the value of imports as a percentage of total domestic demand. The import penetration rate shows to what degree domestic demand D is satisfied by imports M. It is calculated as M/D , where the domestic demand is the GDP minus exports plus imports i.e. $[D = GDP - X + M]$. From a macroeconomic perspective, a country that produces manufactured goods with a high degree of international competitiveness will see decreasing imports. Under these circumstances, the import penetration rate will fall. Conversely, a country that produces manufactured goods with a low degree of international competitiveness will see increasing imports. In this case, the import penetration will rise. It must be noted, however, that the relationship described here does not always hold. Two factors – Import barriers and transaction costs – may interfere with it. If a country has established import barriers, another country's comparatively better manufactured goods will have little impact on its imports, and its import penetration rate will not rise. Likewise, if transportation and other transaction costs are extremely high for traded goods, differences in international competitiveness may not be reflected in the import penetration rate.

LIST OF ABBREVIATIONS AND TERMS USED

International merchandise trade statistics: Refers to both foreign (or external) merchandise trade statistics as compiled by countries and international merchandise trade statistics as represented by the consolidated and standardized country data sets that are compiled and maintained by the international or regional agencies.

Importer/exporter: In general, refers to the party in the customs territory who signed the contract of purchase/sale and/or who is responsible for executing the contract (i.e., the agent responsible for effecting import into or export from a country). Each importer or exporter is usually assigned a unique identification number.

Imports volume: The number or amount of Imports in general, typically measured in kilograms.

Imputation: Procedure for entering a value for a specific data item where the response is missing or unusable.

Imports value: The price actually paid for all imported units (by quantity unit) of the given commodity (unit price multiplied by quantity), or the cost of the commodity if not sold or purchased.

Institutional unit: The elementary economic decision-making center characterized by uniformity of behavior and decision-making autonomy in the exercise of its principal function.

K: thousand (e.g. US\$ 10K)

Ktons: thousand tons (e.g. 1 Ktons)

LTM: For the purpose of this report, LTM means Last Twelve Months for which the trade data are available. This period may not coincide with calendar period though, which is often the case with the trade data.

Long-term growth rate: For the purpose of this report, it is a metric that is used to express the change in a variable, represented as a percentage, and is used interchangeably with CAGR.

Long-Term: For the purpose of this report, it is equivalent to a period used for calculation of CAGR.

M: million (e.g. US\$ 10M)

Market: For the purpose of this report the terms Market and Imports may be used interchangeably, since both refer to a particular good which is bought and sold in particular country. The distinctive feature is that the Market term includes only imports of a particular good to a particular country. It does not include domestic production of such good or anything else.

Microdata: Data on the characteristics of individual transactions collected by customs or other sources (such as administrative records or surveys) or estimated.

Macrodata: Data derived from microdata by grouping or aggregating them, such as total exports of goods classified in a particular HS subheading.

Mirror statistics: Mirror statistics are used to conduct bilateral comparisons of two basic measures of a trade flow and are a traditional tool for detecting the causes of asymmetries in statistics.

Mean value: The arithmetic mean, also known as "arithmetic average", is a measure of central tendency of a finite set of numbers: specifically, the sum of the values divided by the number of values.

Median value: Is the value separating the higher half from the lower half of a data sample, a population, or a probability distribution.

Marginal Propensity to Import: Is the amount imports increase or decrease with each unit rise or decline in disposable income. The idea is that rising income for businesses and households spurs greater demand for goods from abroad and vice versa.

Trade Freedom Classification: Trade freedom is a composite measure of the absence of tariff and non-tariff barriers that affect imports and exports of goods and services. The trade freedom score is based on two inputs:

The trade-weighted average tariff rate and

Non-tariff barriers (NTBs).

For more information on the methodology, please, visit: <https://www.heritage.org/index/trade-freedom>

Market size (Market volumes): For the purpose of this report, it refers to the total number of specific good (in US\$ or volume values) which added to the stock of relevant material resources in a certain period of time (often measured over the course of a year). This term may refer to country, region, or world (global) levels.

Net weight (kilograms): the net shipping weight, excluding the weight of packages or containers.

LIST OF ABBREVIATIONS AND TERMS USED

OECD: The Organisation for Economic Co-operation and Development (OECD) is an intergovernmental organisation with 38 member countries, founded in 1961 to stimulate economic progress and world trade. It is a forum whose member countries describe themselves as committed to democracy and the market economy, providing a platform to compare policy experiences, seek answers to common problems, identify good practices, and coordinate domestic and international policies of its members. The majority of OECD Members are high-income economies ranked as "very high" in the Human Development Index, and are regarded as developed countries. Their collective population is 1.38 billion. As of 2017, OECD Member countries collectively comprised 62.2% of global nominal GDP (USD 49.6 trillion) and 42.8% of global GDP (Int\$54.2 trillion) at purchasing power parity.

The OECD Country Risk Classification measures the country credit risk and the likelihood that a country will service its external debt. The index uses a scale of eight risk categories to determine a country's credit risk, with 0 representing the lowest level of country risk. For more information, visit <https://www.oecd.org/>

Official statistics: Statistics produced in accordance with the Fundamental Principles of Official Statistics by a national statistical office or by another producer of official statistics that has been mandated by the national government or certified by the national statistical office to compile statistics for its specific domain.

Proxy price: For the purpose of this report, the term is a broad representation of actual price of a specific good in a specific market. Proxy price acts as a substitute for actual price for the reason of being calculated rather than obtained from the market directly. Proxy price implies very closer meaning as unit values used in international trade statistics.

Prices: For the purpose of this report the term always refers to prices on imported goods, except for explicit definitions, e.g. consumer price index.

Production: Economic production may be defined as an activity carried out under the control and responsibility of an institutional unit that uses inputs of labor, capital, and goods and services to produce outputs of goods or services.

Physical volumes: For the purpose of this report, this term indicates foreign trade (imports or exports flows) denominated in units of measure of weight, typically in kilograms.

Quantity units (Volume terms): refer to physical characteristics of goods. The use of appropriate quantity units may also result in more internationally comparable data on international movements of goods, because differences in quantity measurements between the importing country and the exporting country can be less significant than in value measurements. Therefore, quantities are often used in checking the reliability of the value data via the calculation of so-called unit values (value divided by quantity). It is recommended that countries collect or estimate, validate and report quantity information in the World Customs Organization (WCO) standard units of quantity (e.g. kilograms) and in net weight (i.e. not including packaging) on all trade transactions.

RCA Index: Revealed Comparative Advantage Index Comparative advantage underlies economists' explanations for the observed pattern of inter-industry trade. In theoretical models, comparative advantage is expressed in terms of relative prices evaluated in the absence of trade. Since these are not observed, in practice we measure comparative advantage indirectly. Revealed comparative advantage indices (RCA) use the trade pattern to identify the sectors in which an economy has a comparative advantage, by comparing the country of interests' trade profile with the world average. The RCA index is defined as the ratio of two shares. The numerator is the share of a country's total exports of the commodity of interest in its total exports. The denominator is share of world exports of the same commodity in total world exports.

$$RSA = \frac{\sum_d x_{isd} / \sum_d X_{sd}}{\sum_{wd} x_{iwd} / \sum_{wd} X_{wd}},$$

where

s is the country of interest,

d and **w** are the set of all countries in the world,

i is the sector of interest,

x is the commodity export flow and

X is the total export flow.

The numerator is the share of good i in the exports of country s, while the denominator is the share of good i in the exports of the world.

Re-imports: Are imports of domestic goods which were previously recorded as exports.

Re-exports: Are exports of foreign goods which were previously recorded as imports.

LIST OF ABBREVIATIONS AND TERMS USED

Real Effective Exchange Rate (REER): It is an indicator of a nation's competitiveness in relation to its trading partners. It is a measure of the relative strength of a nation's currency in comparison with those of the nations it trades with. It is used to judge whether the nation's currency is undervalued or overvalued or, ideally, fairly valued. Economists use REER to evaluate a country's trade flow and analyze the impact that factors such as competition and technological changes are having on a country and its economy. An increase in a nation's REER means businesses and consumers have to pay more for the products they export, while their own people are paying less for the products that it imports. It is losing its trade competitiveness, but the environment gets more favorable to Imports.

Short-term growth rate: For the purpose of this report, it is a metric that is used to express the change in a variable, represented as a percentage, and used interchangeably with LTM.

Statistical data: Data collected, processed or disseminated by a statistical organization for statistical purposes.

Seasonal adjustment: Statistical method for removing the seasonal component of a time series.

Seasonal component: Fluctuations in a time series that exhibit a regular pattern at a particular time during the course of a year which are similar from one year to another.

Short-Term: For the purpose of this report, it is equivalent to the LTM period.

T: tons (e.g. 1T)

Trade statistics: For the purposes of this report, the term will be used to refer to international, foreign or external merchandise trade statistics, unless otherwise indicated, and the term "merchandise" has the same meaning as the terms, "products", "goods" and "commodities".

Total value: The price actually paid for all units (by quantity unit) of the given commodity (unit price multiplied by quantity), or the cost of the commodity if not sold or purchased.

Re-exports: Are exports of foreign goods which were previously recorded as imports.

Time series: A set of values of a particular variable at consecutive periods of time.

Tariff binding: Maximum duty level on a product listed in a member's schedule of commitments; it represents the commitment not to exceed the duty applied on the concerned product beyond the level bound in the schedule. Once a rate of duty is bound, it may not be raised without compensating the affected parties. For developed countries, the bound rates are generally the rates actually charged. Most developing countries have bound the rates somewhat higher than the actual rates charged, so the bound rates serve as ceilings.

The terms of trade (ToT): is the relative price of exports in terms of imports and is defined as the ratio of export prices to import prices. It can be interpreted as the amount of import goods an economy can purchase per unit of export goods. An improvement of a nation's terms of trade benefits that country in the sense that it can buy more imports for any given level of exports. The terms of trade may be influenced by the exchange rate because a rise in the value of a country's currency lowers the domestic prices of its imports but may not directly affect the prices of the commodities it exports.

Trade Dependence, %GDP: Is the sum of exports and imports of goods and services measured as a share of gross domestic product. This indicator shows to what extent the country's economy relies on foreign trade as compared to its GDP.

US\$: US dollars

WTO: the World Trade Organization (WTO) is an intergovernmental organization that regulates and facilitates international trade. The World Trade Organization (WTO) is the only global international organization dealing with the rules of trade between nations. At its heart are the WTO agreements, negotiated and signed by the bulk of the world's trading nations and ratified in their parliaments. The goal is to ensure that trade flows as smoothly, predictably and freely as possible. With effective cooperation in the United Nations System, governments use the organization to establish, revise, and enforce the rules that govern international trade. It officially commenced operations on 1 January 1995, pursuant to the 1994 Marrakesh Agreement, thus replacing the General Agreement on Tariffs and Trade (GATT) that had been established in 1948. The WTO is the world's largest international economic organization, with 164 member states representing over 98% of global trade and global GDP.

Y: year (e.g. 5Y – five years)

Y-o-Y: Year-over-year (YOY) is a financial term used to compare data for a specific period of time with the corresponding period from the previous year. It is a way to analyze and assess the growth or decline of a particular variable over a twelve-month period.

METHODOLOGY

Following is a list of use cases of application of specific words combinations across the report. The selection is based on calculated values of corresponding indicators.

1. Country Market Trend:

- In case the calculated growth rates for the LTM period exceeded the value of 5Y CAGR by 0.5 percentage points or more, then **"surpassed"** is used, if it was 0.5 percentage points or more lower than 5Y CAGR then it is **"underperformed"**. In case, if the calculated growth rate for the LTM period was within the interval of 5Y CAGR \pm 5 percentage points (including boundary values), then either **"followed"** or **"was comparable to"** is used.

2. Global Market Trends US\$-terms:

- If the "Global Market US\$-terms CAGR, %" value was less than 0%, the **"declining"** is used,
- If the "Global Market US\$-terms CAGR, %" value was more than or equal to 0% and less than 4%, then **"stable"** is used,
- If the "Global Market US\$-terms CAGR, %" value was more than or equal to 4% and less than 6%, then **"growing"** is used,
- If the "Global Market US\$-terms CAGR, %" value was more than 6%, then **"fast growing"** is used.

3. Global Market Trends t-terms:

- If the "Global Market t-terms CAGR, %" value was less than 0%, the **"declining"** is used,
- If the "Global Market t-terms CAGR, %" value was more than or equal to 0% and less than 4%, then **"stable"** is used,
- If the "Global Market t-terms CAGR, %" value was more than or equal to 4% and less than 6%, then **"growing"** is used,
- If the "Global Market t-terms CAGR, %" value was more than 6%, then **"fast growing"** is used.

4. Global Demand for Imports:

- If the calculation of the change in share of a specific product in the total imports of the country was more than 0.5 percentage points, then the **"growing"** was used,
- If the calculation of the change in share of a specific product in the total imports of the country was less than 0.5%, then the **"declining"** was used,
- If the calculation of the change in share of a specific product in the total imports of the country was within the range of \pm 0.5% (including boundary values), then the **"remain stable"** was used,

5. Long-term market drivers:

- **"Growth in Prices accompanied by the growth in Demand"** is used, if the "Global Market t-terms CAGR, %" was more than 2% and the "Inflation 5Y average" was more than 0% and the "Inflation contribution to US\$-term CAGR%" was more than 50%,
- **"Growth in Demand"** is used, if the "Global Market t-terms CAGR, %" was more than 2% and the "Inflation 5Y average" was more than 0% and the "Inflation contribution to US\$-term CAGR%" was less than or equal to 50%,
- **"Growth in Prices"** is used, if the "Global Market t-terms CAGR, %" was more than 0% or less than or equal to 2%, and the "Inflation 5Y average" was more than 4%,
- **"Stable Demand and stable Prices"** is used, if the "Global Market t-terms CAGR, %" was more than or equal to 0%, and the "Inflation 5Y average" was more than of equal to 0% and less than or equal to 4%,
- **"Growth in Demand accompanied by declining Prices"** is used, if the "Global Market t-terms CAGR, %" was more than 0%, and the "Inflation 5Y average" was less than 0%,
- **"Decline in Demand accompanied by growing Prices"** is used, if the "Global Market t-terms CAGR, %" was less than 0%, and the "Inflation 5Y average" was more than 0%,
- **"Decline in Demand accompanied by declining Prices"** is used, if the "Global Market t-terms CAGR, %" was less than 0%, and the "Inflation 5Y average" was less than 0%,

6. Rank of the country in the World by the size of GDP:

- **"Largest economy"**, if GDP (current US\$) is more than 1,800.0 B,
- **"Large economy"**, if GDP (current US\$) is less than 1,800.0 B and more than 1,000.0 B,
- **"Midsize economy"**, if GDP (current US\$) is more than 500.0 B and less than 1,000.0 B,
- **"Small economy"**, if GDP (current US\$) is more than 50.0 B and less than 500.0 B,
- **"Smallest economy"**, if GDP (current US\$) is less than 50.0 B,
- **"Impossible to define due to lack of data"**, if the country didn't provide data.

7. Economy Short Term Growth Pattern:

- **"Fastest growing economy"**, if GDP growth (annual %) is more than 17%,
- **"Fast growing economy"**, if GDP growth (annual %) is less than 17% and more than 10%,
- **"Higher rates of economic growth"**, if GDP growth (annual %) is more than 5% and less than 10%,
- **"Moderate rates of economic growth"**, if GDP growth (annual %) is more than 3% and less than 5%,
- **"Slowly growing economy"**, if GDP growth (annual %) is more than 0% and less than 3%,
- **"Economic decline"**, if GDP growth (annual %) is between -5 and 0%,
- **"Economic collapse"**, if GDP growth (annual %) is less than -5%,
- **"Impossible to define due to lack of data"**, if the country didn't provide data.

8. Classification of countries in accordance to income level. The methodology has been provided by the World Bank, which classifies countries in the following groups:

- **low-income economies** are defined as those with a GNI per capita, calculated using the World Bank Atlas method, of \$1,135 or less in 2022,
- **lower middle-income economies** are those with a GNI per capita between \$1,136 and \$4,465,
- **upper middle-income economies** are those with a GNI per capita between \$4,466 and \$13,845,
- **high-income economies** are those with a GNI per capita of \$13,846 or more,
- **"Impossible to define due to lack of data"**, if the country didn't provide data.

For more information, visit <https://datahelpdesk.worldbank.org>

9. Population growth pattern:

- **"Quick growth in population"**, in case annual population growth is more than 2%,
- **"Moderate growth in population"**, in case annual population growth is more than 0% and less than 2%,
- **"Population decrease"**, in case annual population growth is less than 0% and more than -5%,
- **"Extreme slide in population"**, in case annual population growth is less than -5%,
- **"Impossible to define due to lack of data"**, in case there are not enough data.

10. Short-Term Imports Growth Pattern:

- **"Extremely high growth rates"**, in case if Imports of goods and services (annual % growth) is more than 20%,
- **"High growth rates"**, in case if Imports of goods and services (annual % growth) is more than 10% and less than 20%,
- **"Stable growth rates"**, in case if Imports of goods and services (annual % growth) is more than 0% and less than 10%,
- **"Moderately decreasing growth rates"**, in case if Imports of goods and services (annual % growth) is less than 0% and more than -10%,
- **"Extremely decreasing growth rates"**, in case if Imports of goods and services (annual % growth) is less than -10%,
- **"Impossible to define due to lack of data"**, in case there are not enough data.

11. Country's Short-Term Reliance on Imports:

- **"Extreme reliance"**, in case if Imports of goods and services (% of GDP) is more than 100%,
- **"High level of reliance"**, in case if Imports of goods and services (% of GDP) is more than 50% and less than 100%,
- **"Moderate reliance"**, in case if Imports of goods and services (% of GDP) is more than 30% and less than 50%,
- **"Low level of reliance"**, in case if Imports of goods and services (% of GDP) is more than 10% and less than 30%,
- **"Practically self-reliant"**, in case if Imports of goods and services (% of GDP) is more than 0% and less than 10%,
- **"Impossible to define due to lack of data"**, in case there are not enough data.

12. Short-Term Inflation Profile:

- **"Extreme level of inflation"**, in case if Inflation, consumer prices (annual %) is more than 40%,
- **"High level of inflation"**, in case if Inflation, consumer prices (annual %) is more than 20% and less than 40%,
- **"Elevated level of inflation"**, in case if Inflation, consumer prices (annual %) is more than 10% and less than 20%,
- **"Moderate level of inflation"**, in case if Inflation, consumer prices (annual %) is more than 4% and less than 10%,
- **"Low level of inflation"**, in case if Inflation, consumer prices (annual %) is more than 0% and less than 4%,
- **"Deflation"**, in case if Inflation, consumer prices (annual %) is less than 0%,
- **"Impossible to define due to lack of data"**, in case there are not enough data.

13. Long-Term Inflation Profile:

- **"Inadequate inflationary environment"**, in case if Consumer price index (2010 = 100) is more than 10,000%,
- **"Extreme inflationary environment"**, in case if Consumer price index (2010 = 100) is more than 1,000% and less than 10,000%,
- **"Highly inflationary environment"**, in case if Consumer price index (2010 = 100) is more than 500% and less than 1,000%,
- **"Moderate inflationary environment"**, in case if Consumer price index (2010 = 100) is more than 200% and less than 500%,
- **"Low inflationary environment"**, in case if Consumer price index (2010 = 100) is more than 150% and less than 200%,
- **"Very low inflationary environment"**, in case if Consumer price index (2010 = 100) is more 100% and less than 150%,
- **"Impossible to define due to lack of data"**, in case there are not enough data.

14. Short-term ForEx and Terms of Trade environment:

- **"More attractive for imports"**, in case if the change in Real effective exchange rate index (2010 = 100) is more than 0,
- **"Less attractive for imports"**, in case if the change in Real effective exchange rate index (2010 = 100) is less than 0,
- **"Impossible to define due to lack of data"**, in case there are not enough data.

15. The OECD Country Risk Classification:

- **"Risk free country to service its external debt"**, in case if the OECD Country risk index equals to 0,
- **"The lowest level of country risk to service its external debt"**, in case if the OECD Country risk index equals to 1,
- **"Low level of country risk to service its external debt"**, in case if the OECD Country risk index equals to 2,
- **"Somewhat low level of country risk to service its external debt"**, in case if the OECD Country risk index equals to 3,
- **"Moderate level of country risk to service its external debt"**, in case if the OECD Country risk index equals to 4,
- **"Elevated level of country risk to service its external debt"**, in case if the OECD Country risk index equals to 5,
- **"High level of country risk to service its external debt"**, in case if the OECD Country risk index equals to 6,
- **"The highest level of country risk to service its external debt"**, in case if the OECD Country risk index equals to 7,
- **"Micro state: not reviewed or classified"**, in case of Andorra, Morocco, San Marino, because these are very small countries that do not generally receive official export credit support.
- **"High Income OECD country": not reviewed or classified**, in case of Australia, Austria, Belgium, Croatia, Cyprus, Canada, Chile, Czechia, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Iceland, Ireland, Israel, Italy, Japan, Korea, Rep., Latvia, Lithuania, Luxembourg, Malta, Netherlands, New Zealand, Norway, Poland, Portugal, Slovak Republic, Slovenia, Spain, Sweden, Switzerland, United Kingdom, United States, because these are high income OECD countries and other high income Euro zone countries that are not typically classified.
- **"Currently not reviewed or classified"**, in case of Barbados, Belize, Brunei Darussalam, Comoros, Dominica, Grenada, Kiribati, Liechtenstein, Macao SAR, China, Marshall Islands, Micronesia, Fed. Sts., Nauru, Palau, St. Kitts and Nevis, St. Lucia, St. Vincent and the Grenadines, Samoa, Sao Tome and Principe, Seychelles, Sint Maarten, Solomon Islands, Tonga, Tuvalu, Vanuatu, because these countries haven't been classified.
- **"There are no data for the country"**, in case if the country is not being classified.

16. Trade Freedom Classification. The Index of Economic Freedom is a tool for analyzing 184 economies throughout the world. It measures economic freedom based on 12 quantitative and qualitative factors, grouped into four broad categories, or pillars, of economic freedom: (1) Rule of Law (property rights, government integrity, judicial effectiveness), (2) Government Size (government spending, tax burden, fiscal health), (3) Regulatory Efficiency (business freedom, labor freedom, monetary freedom), (4) Open Markets (trade freedom, investment freedom, financial freedom). For the purpose of this report we use the Trade freedom subindex to reflect country's position in the world with respect to international trade.

- **"Repressed"**, in case if the Trade freedom subindex is less than or equal to 50 and more than 0,
- **"Mostly unfree"**, in case if the Trade freedom subindex is less than or equal to 60 and more than 50,
- **"Moderately free"**, in case if the Trade freedom subindex is less than or equal to 70 and more than 60,
- **"Mostly free"**, in case if the Trade freedom subindex is less than or equal to 80 and more than 70,
- **"Free"**, in case if the Trade freedom subindex is less than or equal to 100 and more than 80,
- **"There are no data for the country"**, in case if the country is not being classified.

17. The competition landscape / level of risk to export to the specified country:

- **“risk free with a low level of competition from domestic producers of similar products”**, in case if the RCA index of the specified product falls into the 90th quantile,
- **“somewhat risk tolerable with a moderate level of local competition”**, in case if the RCA index of the specified product falls into the range between the 90th and 92nd quantile,
- **“risk intense with an elevated level of local competition”**, in case if the RCA index of the specified product falls into the range between the 92nd and 95th quantile,
- **“risk intense with a high level of local competition”**, in case if the RCA index of the specified product falls into the range between the 95th and 98th quantile,
- **“highly risky with extreme level of local competition or monopoly”**, in case if the RCA index of the specified product falls into the range between the 98th and 100th quantile,
- **“Impossible to define due to lack of data”**, in case there are not enough data.

18. Capabilities of the local businesses to produce similar competitive products:

- **“low”**, in case the competition landscape is risk free with a low level of competition from domestic producers of similar products,
- **“moderate”**, in case the competition landscape is somewhat risk tolerable with a moderate level of local competition,
- **“promising”**, in case the competition landscape is risk intense with an elevated level of local competition or risk intense with a high level of local competition,
- **“high”**, in case the competition landscape is highly risky with extreme level of local competition or monopoly,
- **“Impossible to define due to lack of data”**, in case there are not enough data.

19. The strength of the effect of imports of particular product to a specified country:

- **“low”**, in case if the share of the specific product is less than 0.1% in the total imports of the country,
- **“moderate”**, in case if the share of the specific product is more than or equal to 0.1% and less than 0.5% in the total imports of the country,
- **“high”**, in case if the share of the specific product is equal or more than 0.5% in the total imports of the country.

20. A general trend for the change in the proxy price:

- **“growing”**, in case if 5Y CAGR of the average proxy prices, or growth of the average proxy prices in LTM is more than 0,
- **“declining”**, in case if 5Y CAGR of the average proxy prices, or growth of the average proxy prices in LTM is less than 0,

21. The aggregated country's ranking to determine the entry potential of this product market:

- **Scores 1-5:** Signifying high risks associated with market entry,
- **Scores 6-8:** Indicating an uncertain probability of successful entry into the market,
- **Scores 9-11:** Suggesting relatively good chances for successful market entry,
- **Scores 12-14:** Pointing towards high chances of a successful market entry.

22. Global market size annual growth rate, the best-performing calendar year:

- **“Growth in Prices accompanied by the growth in Demand”** is used, if the “Country Market t-term growth rate, %” was more than 2% and the “Inflation growth rate, %” was more than 0% and the “Inflation contribution to \$-term growth rate, %” was more than 50%,
- **“Growth in Demand”** is used, if the “Country Market t-term growth rate, %” was more than 2% and the “Inflation growth rate, %” was more than 0% and the “Inflation contribution to \$-term growth rate, %” was less than or equal to 50%,
- **“Growth in Prices”** is used, if the “Country Market t-term growth rate, %” was more than 0% and less than or equal to 2%, and the “Inflation growth rate, %” was more than 4%,
- **“Stable Demand and stable Prices”** is used, if the “Country Market t-term growth rate, %” was more than or equal to 0% and less than or equal to 2%, and the “Inflation growth rate, %” was more than or equal to 0% and less than or equal to 4%,
- **“Growth in Demand accompanied by declining Prices”** is used, if the “Country Market t-term growth rate, %” was more than 0%, and the “Inflation growth rate, %” was less than 0%,
- **“Decline in Demand accompanied by growing Prices”** is used, if the “Country Market t-term growth rate, %” was less than 0%, and the “Inflation growth rate, %” was more than 0%.

23. Global market size annual growth rate, the worst-performing calendar year:

- **“Declining average prices”** is used if “Country Market t term growth rate, %” is more than 0%, and “Inflation growth rate, %” is less than 0%
- **“Low average price growth”** is used if “Country Market t term growth rate, %” is more than 0%, and “Inflation growth rate, %” is more than 0%,
- **“Biggest drop in import volumes with low average price growth”** is used if “Country Market t term growth rate, %” is less than 0%, and “Inflation growth rate, %” is more than 0%,
- **“Decline in Demand accompanied by decline in Prices”** is used if “Country Market t term growth rate, %” is less than 0%, and “Inflation growth rate, %” is less than 0%.

24. TOP-5 Countries Ranking:

Top-10 biggest suppliers in last calendar year are being ranked according to 4 components:

1. share in imports in LTM,
2. proxy price in LTM,
3. change of imports in US\$-terms in LTM, and
4. change of imports in volume terms in LTM

Each of the four components ranges from 1 to 10, with 10 being the highest. The aggregated score is being formed as a sum of scores of ranking of each component. However, in case if countries get similar scores, the ranking of the first component prevails in selection.

25. Export potential:

As a part of risks estimation component and business potential of export to the country, a system of ranking has been introduced. It helps to rank a country based on a set of macroeconomic and market / sectoral parameters covered in this report. Seven ranking components have been selected:

1. Long-term trends of Global Demand for Imports (refer to pages 17-20 of the report)
2. Strength of the Demand for Imports in the selected country (refer to pages 22-23 of the report)
3. Macroeconomic risks for Imports in the selected country (refer to pages 22-23 of the report)
4. Market entry barriers and domestic competition pressures for imports of the good (refer to pages 22-24 of the report)
5. Long-term trends of Country Market (refer to pages 26-29 of the report)
6. Short-term trends of Country Market, US\$-terms (refer to pages 30-31 of the report)
7. Short-term trends of Country Market, volumes and proxy prices (refer to pages 32-35 of the report)

Each component includes 4-6 specific parameters. All parameters are evaluated on a scale from 0 to 6, with 0 being the lowest/ less favorable value or characteristic. An aggregated rank is a total country's score that includes scores of each specific ranking component. Each component is evaluated on a scale from 0 to 2, with 0 being the lowest score. The highest possible aggregated country's score is 14 points (up to 2 points for each of 7 ranking components). Aggregated country's rank is a sum of points gained for each ranking component. It ranges from 0 to 14 points. An aggregated rank describes risks and imports potential of the selected country with the selected product.

26. Market volume that may be captured in the mid-term:

The result of the market research is an approximation of the potential supply volume for the specific product in the designated market, provided the continuation of the identified trends in the future. The potential supply volume comprises two components:

1. **Component 1** is related to the ongoing trend in market development. The calculation is based on the anticipated average monthly market growth, derived from the trend observed over the past 24 months (you can find this trend currently calculated for tons on the report page 32). The assumption is that the identified trend will remain unchanged, and the calculated average monthly increase is applied to actual data on the volume of average monthly import supplies over the last 12 months, along with the corresponding average price. Simultaneously, the computation is based on the idea that a new supplier could secure a market share equivalent to the average share held by the top 10 largest suppliers in this market over the past 12 months: The potential supply in dollars per month for a new player, according to Component 1, is calculated by multiplying the following factors: Average monthly volume of imports into the country in tons × Average monthly increase in imports over the last 24 months (month-on-month growth) × Average market share for the top 10 supplying countries × Average import price over the last 12 months. Component 1 could be zero in the event of a negative short-term trend in imports of the specified product into the country over the past 24 months.
2. **Component 2** signifies the extra potential supply linked to the potential strong competitive advantage of the new supplier. Its calculation is based on the factual parameters of supplying countries that have experienced the highest growth in their supplies to the chosen country over the past 12 months. The assumption is that this increase is attributed to their respective competitive advantages. The potential supply volume in dollars per month for a new player, based on Component 2, is calculated by dividing the average increase in imports in tons over the last 12 months compared to the previous 12 months for the top 5 countries that have most increased imports into the country by 12 months. The result is then multiplied by the average import price over the last 12 months.

The total increase is determined by summing the values obtained from the two components.

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