

MARKET RESEARCH REPORT

Product: 847170 - Units of automatic data processing machines; storage units

Country: Finland



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CONTENTS OF THE REPORT

Scope of the Market Research

List of Sources

Executive Summary

Global Market Trends

- Global Market: Summary

- Global Market: Long-term Trends

- Markets Contributing to Global Demand

Country Economic Outlook

- Country Economic Outlook

- Country Economic Outlook - Competition

Country Market Trends

- Product Market Snapshot

- Long-term Country Trends: Imports Values

- Long-term Country Trends: Imports Volumes

- Long-term Country Trends: Proxy Prices

- Short-term Trends: Imports Values

- Short-term Trends: Imports Volumes

- Short-term Trends: Proxy Prices

Country Competition Landscape

- Competition Landscape: Value Terms

- Competition Landscape: Volume Terms

- Competition Landscape: Contributors to Growth

- Competition Landscape: Top Competitors

Conclusions

- Export Potential: Ranking Results

- Market Volume that May Be Captured By a New Supplier in Midterm

List of Companies

Policy Changes Affecting Trade

List of Abbreviations and Terms Used

Methodology

Contacts & Feedback

SCOPE OF THE MARKET RESEARCH

Selected Product	Storage units
Product HS Code	847170
Detailed Product Description	847170 - Units of automatic data processing machines; storage units
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

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

Global market size for Storage units was reported at US\$66.56B in 2024. The top-5 global importers of this good in 2024 include:

- China (28.85% share and 21.91% YoY growth rate)
- USA (14.56% share and 28.57% YoY growth rate)
- Mexico (9.67% share and 46.83% YoY growth rate)
- China, Hong Kong SAR (7.85% share and -0.27% YoY growth rate)
- Germany (5.36% share and -0.57% YoY growth rate)

The long-term dynamics of the global market of Storage units may be characterized as stagnating with US\$-terms CAGR exceeding -2.35% in 2020-2024.

Market growth in 2024 outperformed the long-term growth rates of the global market in US\$-terms.

Global Imports Long-term Trends, volumes

In volume terms, the global market of Storage units may be defined as stagnating with CAGR in the past five calendar years of -12.58%.

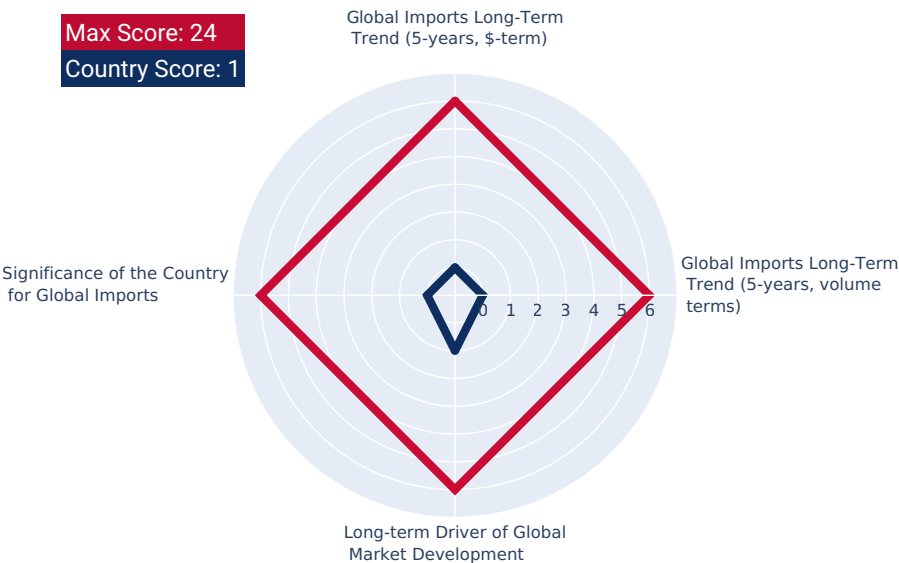
Market growth in 2024 outperformed the long-term growth rates of the global market in volume terms.

Long-term driver

One of main drivers of the global market development was decline in demand accompanied by growth in prices.

Significance of the Country for Global Imports

Finland accounts for about 0.25% of global imports of Storage units in US\$-terms in 2024.



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

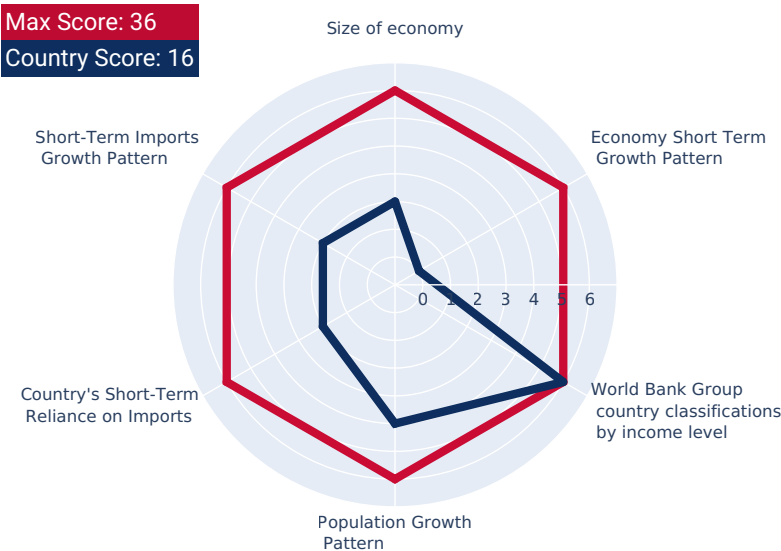
Finland's total population in 2024 was 5,637,214 people with the annual growth rate of 0.95%, which is typically observed in countries with a Moderate growth in population pattern.

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

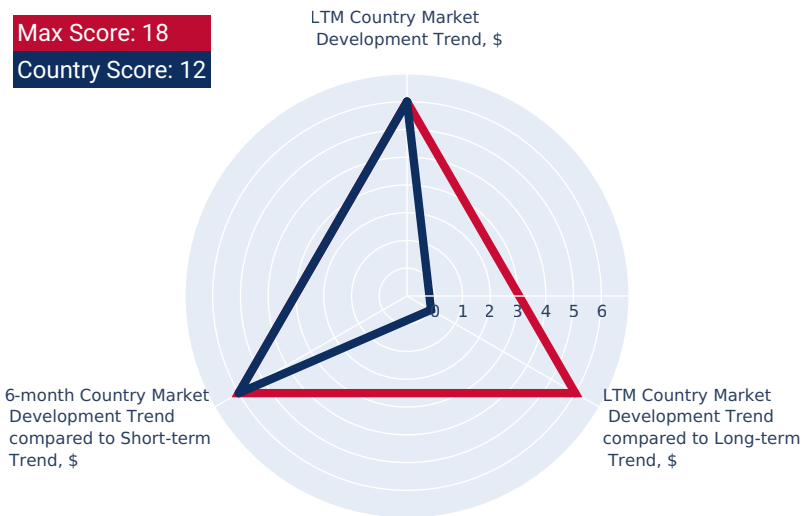
In LTM period (07.2024 - 06.2025) Finland's imports of Storage units was at the total amount of US\$186.89M. The dynamics of the imports of Storage units in Finland in LTM period demonstrated a fast growing trend with growth rate of 26.56%YoY. To compare, a 5-year CAGR for 2020-2024 was 1.41%. With this trend preserved, the expected monthly growth of imports in the coming period may reach the level of 0.58% (7.25% annualized).

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

The growth of Imports of Storage units to Finland in LTM outperformed the long-term market growth of this product.

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

Imports of Storage units for the most recent 6-month period (01.2025 - 06.2025) outperformed the level of Imports for the same period a year before (27.95% 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 Storage units to Finland in LTM period (07.2024 - 06.2025) was 480.2 tons. The dynamics of the market of Storage units in Finland in LTM period demonstrated a fast growing trend with growth rate of 13.87% in comparison to the preceding LTM period. To compare, a 5-year CAGR for 2020-2024 was 0.64%.

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

The growth of imports of Storage units to Finland in LTM outperformed the long-term dynamics of the market of this product.

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

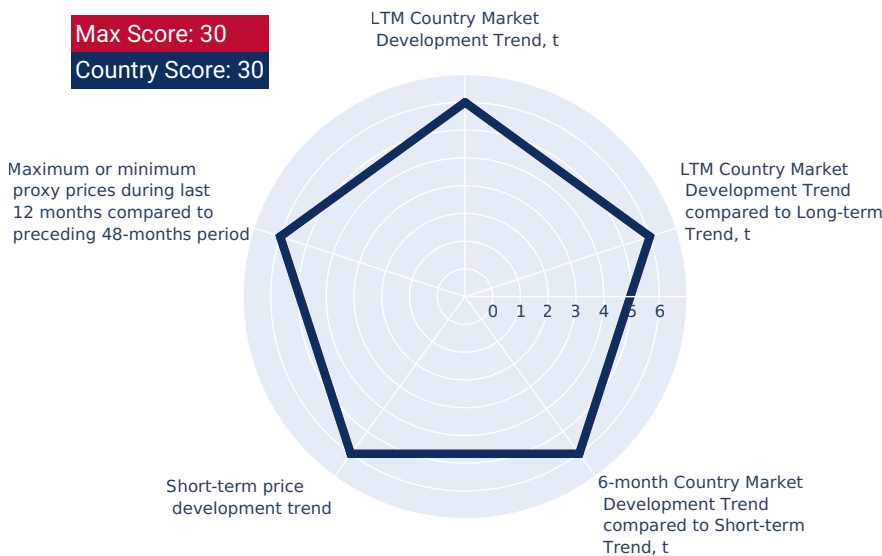
Imports in the most recent six months (01.2025 - 06.2025) surpassed the pattern of imports in the same period a year before (9.96% growth rate).

Short-term Proxy Price Development Trend

The estimated average proxy price for imports of Storage units to Finland in LTM period (07.2024 - 06.2025) was 389,181.91 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 Storage units for the past 12 months consists of 2 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

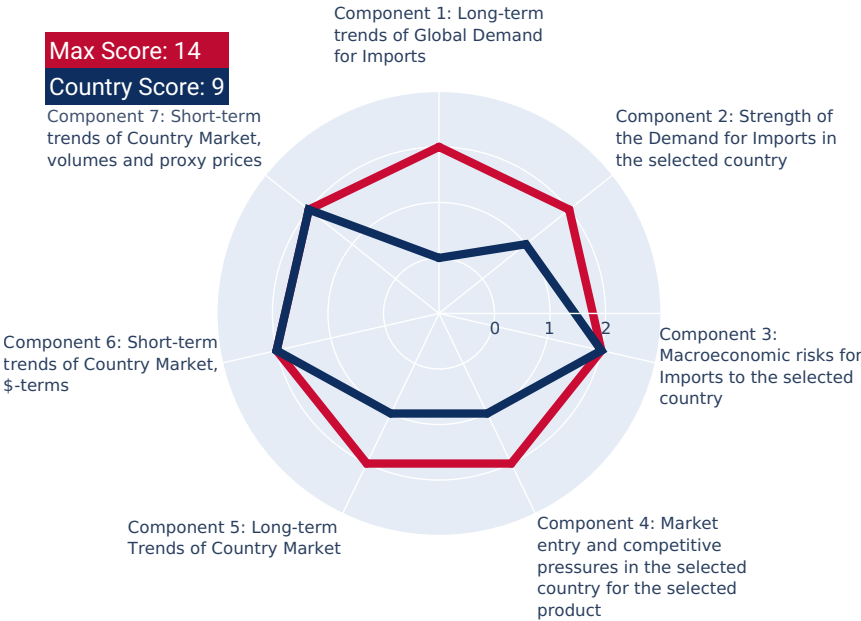
The aggregated country's rank was 9 out of 14. Based on this estimation, the entry potential of this product market can be defined as suggesting relatively good chances for successful market entry.

Estimation of the Market Volume that May be Captured by a New Supplier in Mid-Term

A high-level estimation of a share of imports of Storage units 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:

- **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 887.33K US\$ monthly.

In this way, based on recent imports dynamics and high-level analysis of the competition landscape, imports of Storage units to Finland may be expanded up to 887.33K US\$ monthly, which may be captured by suppliers in the short-term. This estimation holds possible should any significant competitive advantages are gained.



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 Storage units to Finland in LTM (07.2024 - 06.2025) were:

- 1. USA (81.4 M US\$, or 43.56% share in total imports);
- 2. Ireland (18.88 M US\$, or 10.1% share in total imports);
- 3. China (17.56 M US\$, or 9.39% share in total imports);
- 4. Thailand (15.6 M US\$, or 8.35% share in total imports);
- 5. Poland (11.33 M US\$, or 6.06% 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. USA (49.37 M US\$ contribution to growth of imports in LTM);
- 2. Mexico (2.62 M US\$ contribution to growth of imports in LTM);
- 3. Thailand (0.87 M US\$ contribution to growth of imports in LTM);
- 4. Viet Nam (0.66 M US\$ contribution to growth of imports in LTM);
- 5. United Kingdom (0.53 M US\$ contribution to growth of imports in LTM);

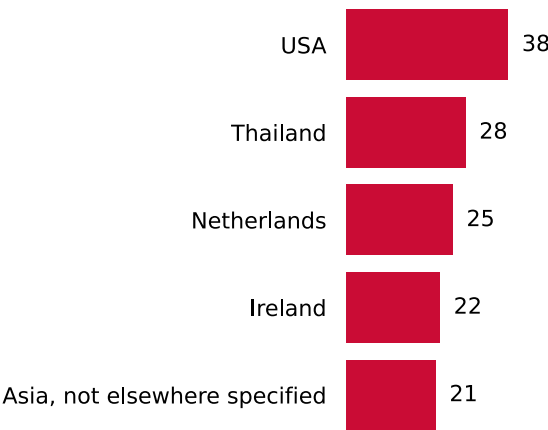
Countries whose price level of imports may have been a significant factor of the growth of supply (out of Top-10 contributors to growth of total imports):

- 1. Singapore (356,765 US\$ per ton, 1.5% in total imports, and 20.22% growth in LTM);
- 2. Thailand (275,745 US\$ per ton, 8.35% in total imports, and 5.9% growth in LTM);
- 3. USA (355,742 US\$ per ton, 43.56% in total imports, and 154.13% growth in LTM);

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

- 1. USA (81.4 M US\$, or 43.56% share in total imports);
- 2. Thailand (15.6 M US\$, or 8.35% share in total imports);
- 3. Netherlands (4.27 M US\$, or 2.28% 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
Lenovo Group Limited	China	https://www.lenovo.com	Revenue	61,900,000,000\$
Huawei Technologies Co., Ltd.	China	https://www.huawei.com	Revenue	98,000,000,000\$
Inspur Group	China	https://www.inspur.com	Revenue	18,000,000,000\$
Foxconn Technology Group (Hon Hai Precision Industry Co., Ltd.)	China	https://www.foxconn.com	Revenue	207,000,000,000\$
ZTE Corporation	China	https://www.zte.com.cn	Revenue	17,000,000,000\$
Apple Operations International Ltd.	Ireland	https://www.apple.com	Revenue	383,000,000,000\$
Microsoft Ireland Operations Limited	Ireland	https://www.microsoft.com	Revenue	211,900,000,000\$
Intel Ireland Ltd.	Ireland	https://www.intel.com	Revenue	54,200,000,000\$
Dell Technologies (Ireland)	Ireland	https://www.dell.com	Revenue	102,200,000,000\$
Hewlett Packard Enterprise (Ireland)	Ireland	https://www.hpe.com	Revenue	29,100,000,000\$
Dell Technologies (Poland)	Poland	https://www.dell.com	Revenue	102,200,000,000\$
Hewlett Packard Enterprise (Poland)	Poland	https://www.hpe.com	Revenue	29,100,000,000\$
Flex Ltd. (Poland)	Poland	https://flex.com	Revenue	27,000,000,000\$
Foxconn Technology Group (Poland)	Poland	https://www.foxconn.com	Revenue	207,000,000,000\$
Lenovo (Poland)	Poland	https://www.lenovo.com	Revenue	61,900,000,000\$



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Company Name	Country	Website	Size Metric	Size Value
Western Digital (Thailand) Co., Ltd.	Thailand	https://www.westerndigital.com	Revenue	11,900,000,000\$
Seagate Technology (Thailand) Ltd.	Thailand	https://www.seagate.com	Revenue	7,300,000,000\$
Delta Electronics (Thailand) PCL	Thailand	https://www.deltaelectronics.co.th	Revenue	4,500,000,000\$
Fabrinet	Thailand	https://www.fabrinet.com	Revenue	1,750,000,000\$
MinebeaMitsumi Inc. (Thailand)	Thailand	https://www.minebeamitsumi.com	Revenue	8,500,000,000\$
Dell Technologies	USA	https://www.dell.com	Revenue	102,200,000,000\$
Hewlett Packard Enterprise (HPE)	USA	https://www.hpe.com	Revenue	29,100,000,000\$
IBM	USA	https://www.ibm.com	Revenue	61,900,000,000\$
Western Digital Corporation	USA	https://www.westerndigital.com	Revenue	11,900,000,000\$
Seagate Technology Holdings plc	USA	https://www.seagate.com	Revenue	7,300,000,000\$



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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
Tietoevry Oyj	Finland	https://www.tietoevry.com	Revenue	3,000,000,000\$
Elisa Oyj	Finland	https://elisa.com	Revenue	2,200,000,000\$
Telia Finland Oyj	Finland	https://www.telia.fi	Revenue	1,500,000,000\$
DNA Oyj	Finland	https://dna.fi	Revenue	950,000,000\$
Verkkokauppa.com Oyj	Finland	https://www.verkkokauppa.com	Revenue	550,000,000\$
Gigantti Oy Ab	Finland	https://www.gigantti.fi	Revenue	700,000,000\$
Power Finland Oy	Finland	https://www.power.fi	Revenue	400,000,000\$
CGI Finland Oy	Finland	https://www.cgi.com/finland	Revenue	400,000,000\$
Capgemini Finland Oy	Finland	https://www.capgemini.com/fi-en/	Revenue	150,000,000\$
Equinix Finland Oy	Finland	https://www.equinix.fi	Revenue	8,500,000,000\$
Ficolo Oy	Finland	https://ficolo.com	Revenue	15,000,000\$
Cinia Oy	Finland	https://cinia.fi	Revenue	60,000,000\$
Valtori	Finland	https://www.valtori.fi	Revenue	220,000,000\$
Kone Corporation	Finland	https://www.kone.com	Revenue	10,900,000,000\$
UPM-Kymmene Corporation	Finland	https://www.upm.com	Revenue	10,500,000,000\$



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

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Company Name	Country	Website	Size Metric	Size Value
Neste Oyj	Finland	https://www.neste.com	Revenue	22,900,000,000\$
Nordea Bank Abp	Finland	https://www.nordea.com	Revenue	12,500,000,000\$
OP Financial Group	Finland	https://www.op.fi	Revenue	7,500,000,000\$
CSC – IT Center for Science Ltd.	Finland	https://www.csc.fi	Revenue	60,000,000\$
Sanoma Corporation	Finland	https://www.sanoma.com	Revenue	1,250,000,000\$



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2

GLOBAL MARKET TRENDS

GLOBAL MARKET: SUMMARY

Global Market Size (2024), in US\$ terms	US\$ 66.56 B
US\$-terms CAGR (5 previous years 2020-2024)	-2.35 %
Global Market Size (2024), in tons	147.5 Ktons
Volume-terms CAGR (5 previous years 2020-2024)	-12.58 %
Proxy prices CAGR (5 previous years 2020-2024)	11.7 %

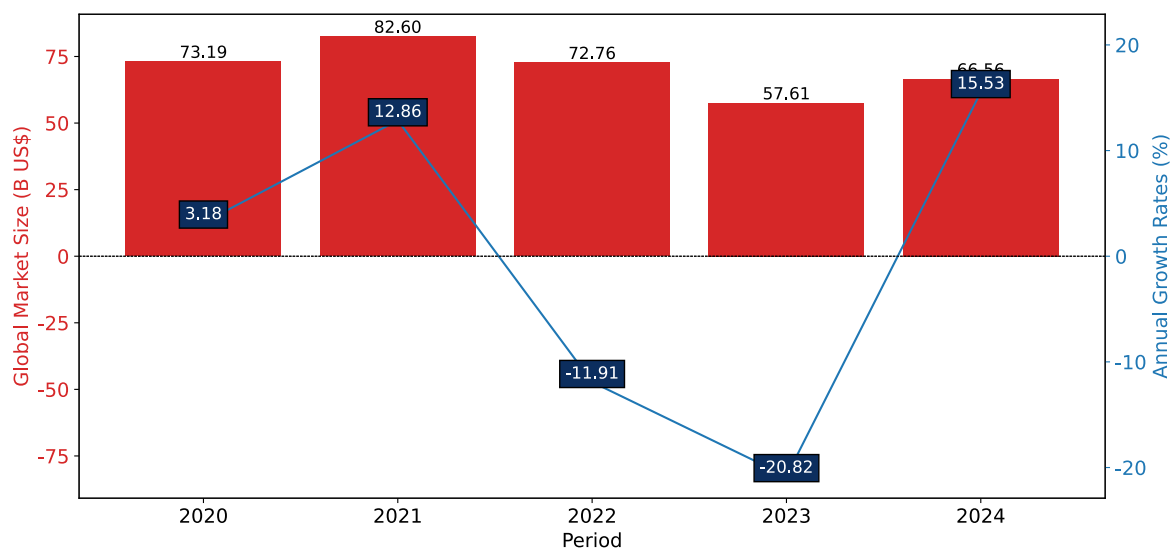
GLOBAL MARKET: LONG-TERM TRENDS

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 Storage units was reported at US\$66.56B in 2024.
- ii. The long-term dynamics of the global market of Storage units may be characterized as stagnating with US\$-terms CAGR exceeding -2.35%.
- iii. One of the main drivers of the global market development was decline in demand accompanied by growth in prices.
- iv. Market growth in 2024 outperformed 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 Storage units was estimated to be US\$66.56B in 2024, compared to US\$57.61B the year before, with an annual growth rate of 15.53%
- b. Since the past five years CAGR exceeded -2.35%, 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 decline in demand accompanied by growth in prices.
- d. The best-performing calendar year was 2024 with the largest growth rate in the US\$-terms. One of the possible reasons was decline in demand accompanied by growth in prices.
- e. The worst-performing calendar year was 2023 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): Singapore, Asia, not elsewhere specified, Russian Federation, United Arab Emirates, Viet Nam, Indonesia, Iran, Colombia, Qatar, Kazakhstan.

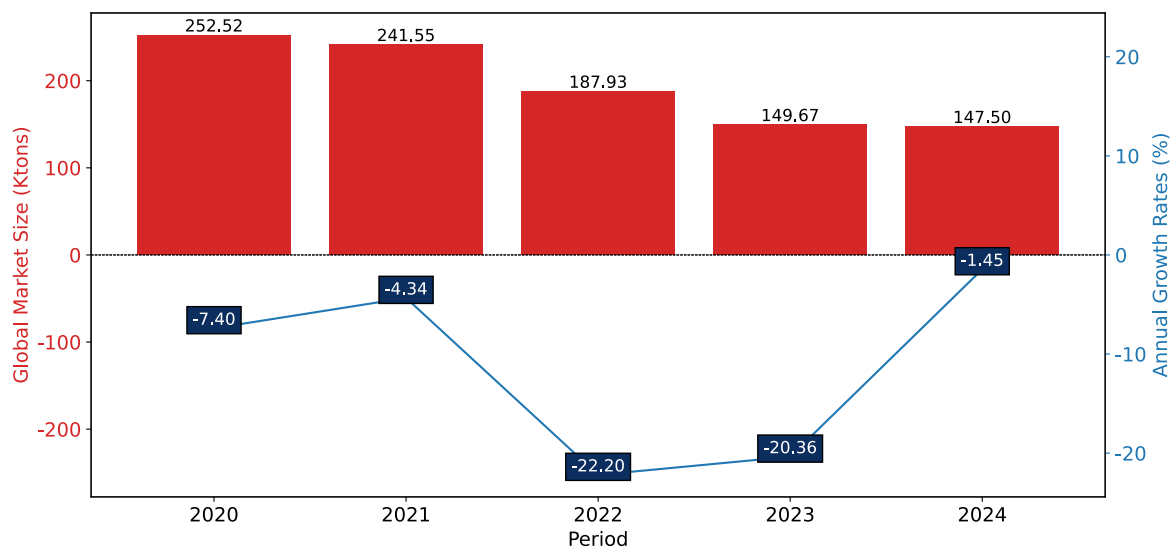
GLOBAL MARKET: LONG-TERM TRENDS

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 Storage units may be defined as stagnating with CAGR in the past five years of -12.58%.
- ii. Market growth in 2024 outperformed 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)



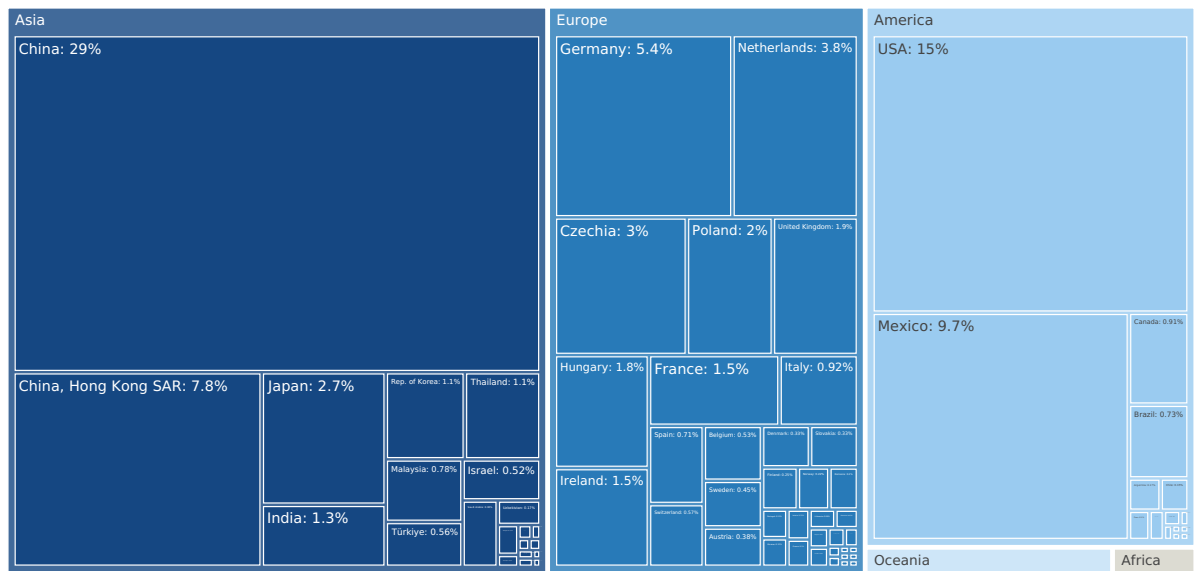
- a. Global market size for Storage units reached 147.5 Ktons in 2024. This was approx. -1.45% change in comparison to the previous year (149.67 Ktons in 2023).
- b. The growth of the global market in volume terms in 2024 outperformed the long-term global market growth of the selected product.

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): Singapore, Asia, not elsewhere specified, Russian Federation, United Arab Emirates, Viet Nam, Indonesia, Iran, Colombia, Qatar, Kazakhstan.

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 Storage units in 2024 include:

- 1. China (28.85% share and 21.91% YoY growth rate of imports);
- 2. USA (14.56% share and 28.57% YoY growth rate of imports);
- 3. Mexico (9.67% share and 46.83% YoY growth rate of imports);
- 4. China, Hong Kong SAR (7.85% share and -0.27% YoY growth rate of imports);
- 5. Germany (5.36% share and -0.57% YoY growth rate of imports).

Finland accounts for about 0.25% of global imports of Storage units.

3

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
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 - 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 Storage units formed by local producers in Finland in 2022 is likely to be risk intense with an elevated level of local competition. The potentiality of local businesses to produce similar competitive products is somewhat Promising. 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 Storage units belongs to the product category, which also contains another 11 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 Storage units to Finland is within the range of 164,369 - 822,542.82 US\$/ton in 2024. The median value of proxy prices of imports of this commodity (current US\$/ton 366,810.89), however, is somewhat equal to the median value of proxy prices of 75% of the global imports of the same commodity in this period (current US\$/ton 351,263.91). This may signal that the product market in Finland in terms of its profitability may have not become distinct for suppliers if compared to the international level.

Finland charged on imports of Storage units in n/a on average n/a%. The bound rate of ad valorem duty on this product, Finland agreed not to exceed, is n/a%. 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 Storage units was n/a the world average for this product in n/a n/a. This may signal about Finland's market of this product being n/a protected from foreign competition.

This ad valorem duty rate Finland set for Storage units 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 Storage units.

4

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\$ 168.84 M

Contribution of Storage units to the Total Imports Growth in the previous 5 years

US\$ 9.2 M

Share of Storage units in Total Imports (in value terms) in 2024.

0.21%

Change of the Share of Storage units in Total Imports in 5 years

-10.22%

Country Market Size (2024), in tons

0.46 Ktons

CAGR (5 previous years 2020-2024), US\$-terms

1.41%

CAGR (5 previous years 2020-2024), volume terms

0.64%

Proxy price CAGR (5 previous years 2020-2024)

0.76%

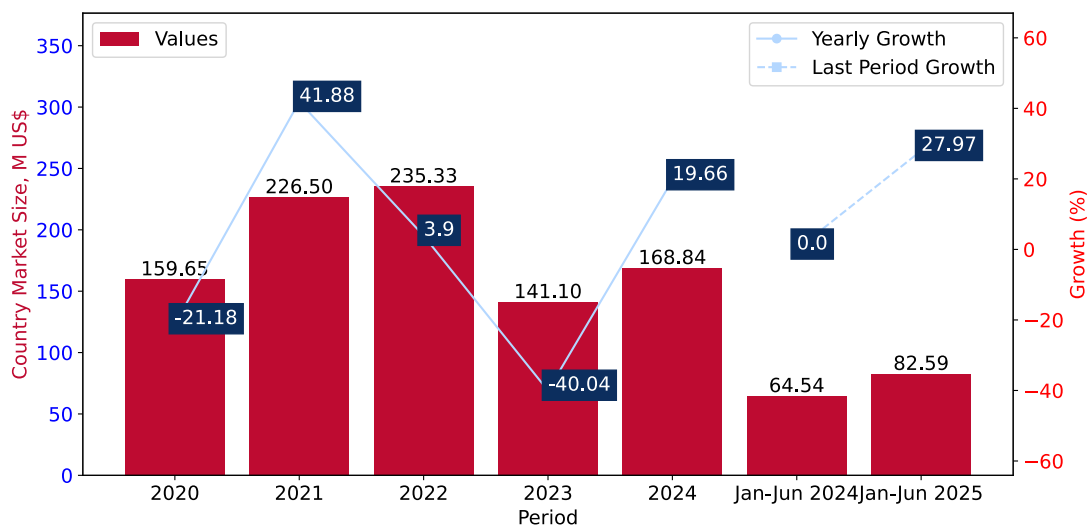
LONG-TERM COUNTRY TRENDS: IMPORTS VALUES

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 Storage units may be defined as stable.
- ii. Stable demand and stable prices 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 surpassed 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 Storage units in M US\$ (left axis) and Annual Growth Rates in % (right axis)



- a. Finland's market size reached US\$168.84M in 2024, compared to US\$141.1M in 2023. Annual growth rate was 19.66%.
- b. Finland's market size in 01.2025-06.2025 reached US\$82.59M, compared to US\$64.54M in the same period last year. The growth rate was 27.97%.
- c. Imports of the product contributed around 0.21% 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 1.41%, the product market may be defined as stable. Ultimately, the expansion rate of imports of Storage units was underperforming 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 stable demand and stable prices 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 2021. 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 decline in demand accompanied by decline in prices had a major effect.

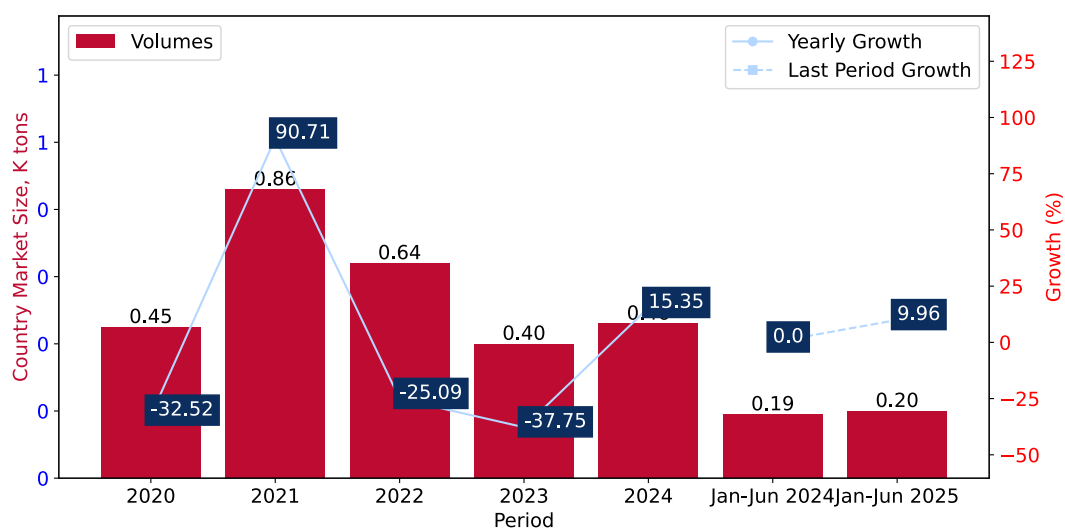
LONG-TERM COUNTRY TRENDS: IMPORTS VOLUMES

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 Storage units in Finland was in a stable trend with CAGR of 0.64% for the past 5 years, and it reached 0.46 Ktons in 2024.
- ii. Expansion rates of the imports of Storage units in Finland in 01.2025-06.2025 surpassed the long-term level of growth of the Finland's imports of this product in volume terms

Figure 5. Finland's Market Size of Storage units in K tons (left axis), Growth Rates in % (right axis)



- a. Finland's market size of Storage units reached 0.46 Ktons in 2024 in comparison to 0.4 Ktons in 2023. The annual growth rate was 15.35%.
- b. Finland's market size of Storage units in 01.2025-06.2025 reached 0.2 Ktons, in comparison to 0.19 Ktons in the same period last year. The growth rate equaled to approx. 9.96%.
- c. Expansion rates of the imports of Storage units in Finland in 01.2025-06.2025 surpassed the long-term level of growth of the country's imports of Storage units in volume terms.

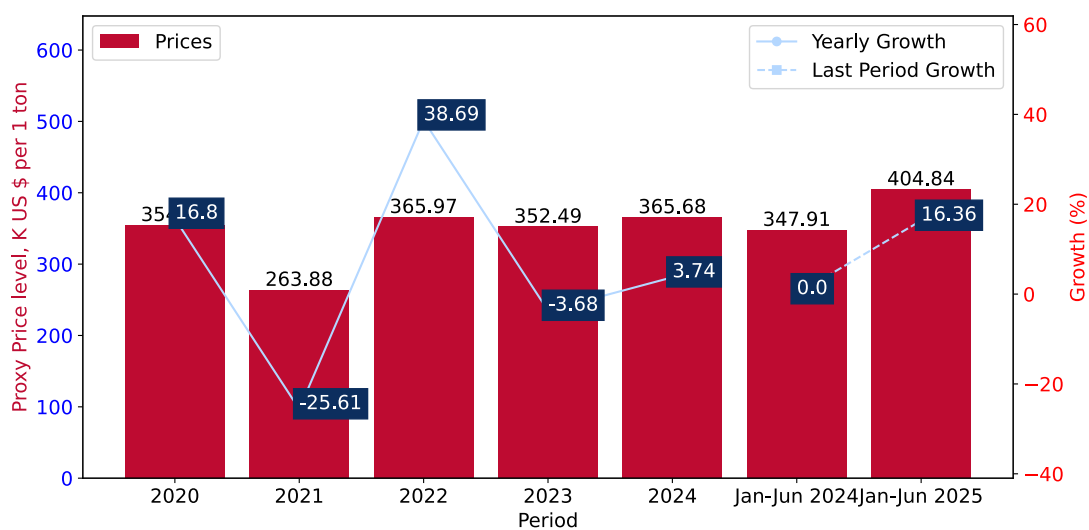
LONG-TERM COUNTRY TRENDS: PROXY PRICES

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 Storage units in Finland was in a stable trend with CAGR of 0.76% for the past 5 years.
- ii. Expansion rates of average level of proxy prices on imports of Storage units 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)



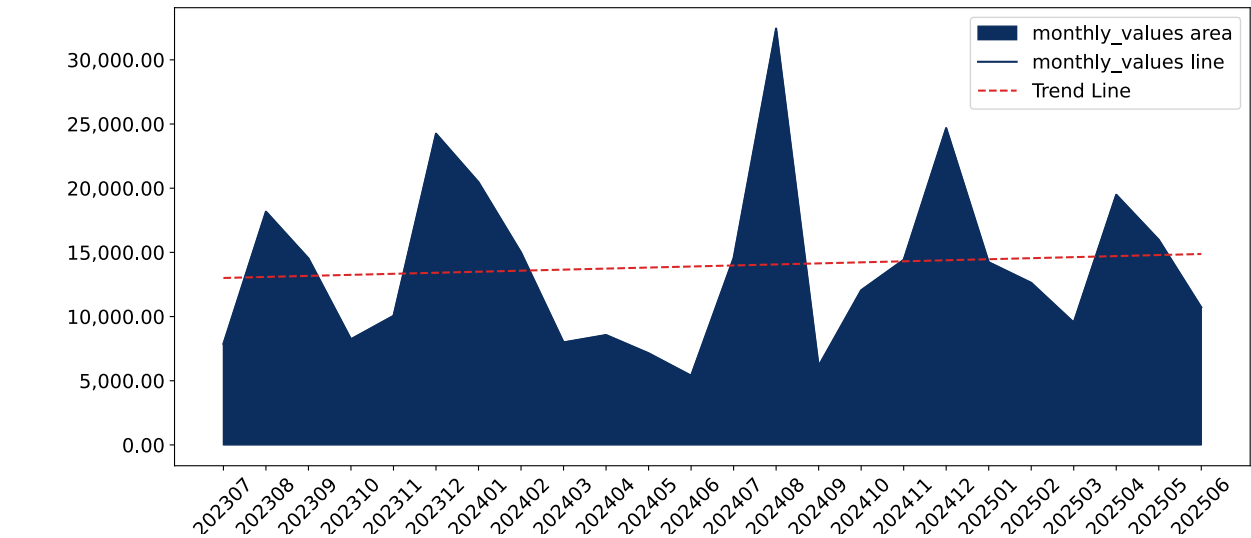
1. Average annual level of proxy prices of Storage units has been stable at a CAGR of 0.76% in the previous 5 years.
2. In 2024, the average level of proxy prices on imports of Storage units in Finland reached 365.68 K US\$ per 1 ton in comparison to 352.49 K US\$ per 1 ton in 2023. The annual growth rate was 3.74%.
3. Further, the average level of proxy prices on imports of Storage units in Finland in 01.2025-06.2025 reached 404.84 K US\$ per 1 ton, in comparison to 347.91 K US\$ per 1 ton in the same period last year. The growth rate was approx. 16.36%.
4. In this way, the growth of average level of proxy prices on imports of Storage units 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\$

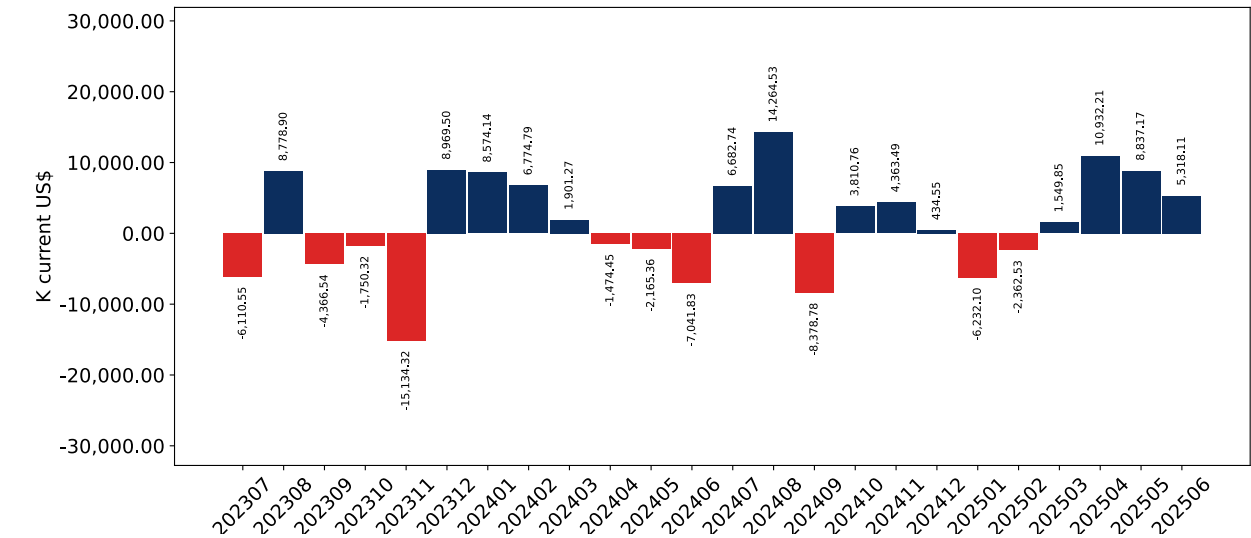
0.58% 7.25%
monthlyannualized



Average monthly growth rates of Finland’s imports were at a rate of 0.58%, the annualized expected growth rate can be estimated at 7.25%.

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 Storage units. 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:

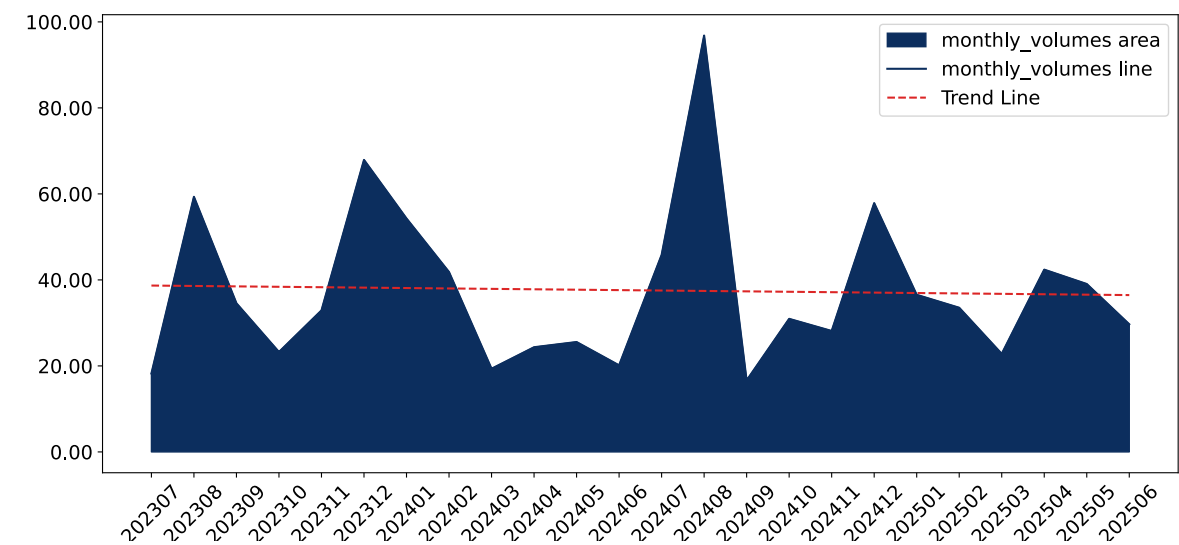
- i. The dynamics of the market of Storage units in Finland in LTM (07.2024 - 06.2025) period demonstrated a fast growing trend with growth rate of 26.56%. To compare, a 5-year CAGR for 2020-2024 was 1.41%.
 - ii. With this trend preserved, the expected monthly growth of imports in the coming period may reach the level of 0.58%, or 7.25% on annual basis.
 - iii. Data for monthly imports over the last 12 months contain no record(s) of higher and no 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 Storage units at the total amount of US\$186.89M. This is 26.56% growth compared to the corresponding period a year before.
 - b. The growth of imports of Storage units to Finland in LTM outperformed the long-term imports growth of this product.
 - c. Imports of Storage units to Finland for the most recent 6-month period (01.2025 - 06.2025) outperformed the level of Imports for the same period a year before (27.95% change).
 - d. A general trend for market dynamics in 07.2024 - 06.2025 is fast growing. The expected average monthly growth rate of imports of Finland in current USD is 0.58% (or 7.25% 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 no 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.

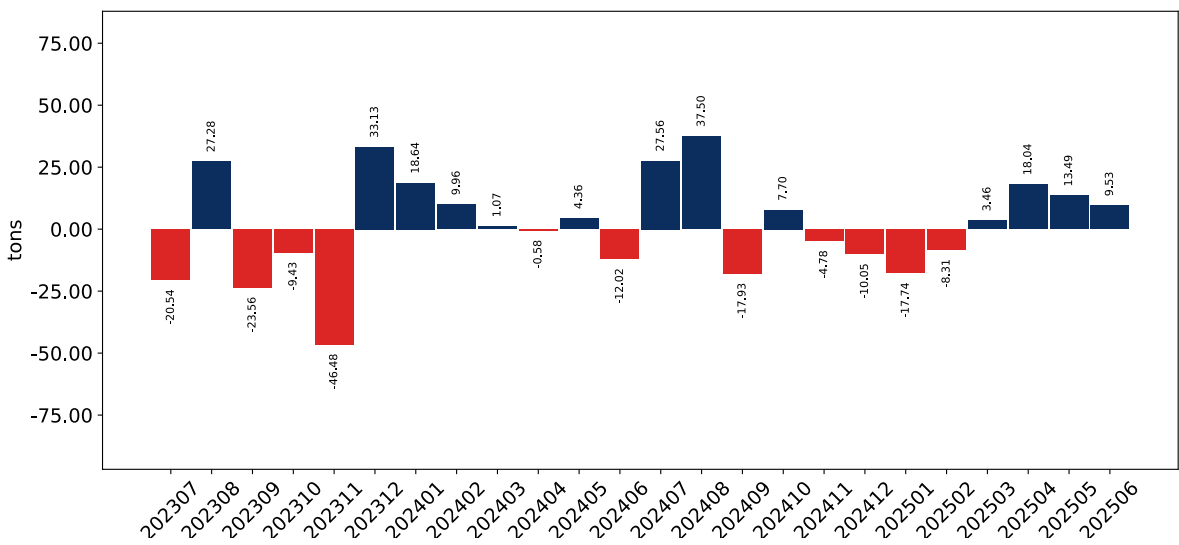
Figure 9. Monthly Imports of Finland, tons

-0.26% -3.04%
monthly annualized



Monthly imports of Finland changed at a rate of -0.26%, while the annualized growth rate for these 2 years was -3.04%. 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 Storage units. 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 Storage units in Finland in LTM period demonstrated a fast growing trend with a growth rate of 13.87%. To compare, a 5-year CAGR for 2020-2024 was 0.64%.
 - ii. With this trend preserved, the expected monthly growth of imports in the coming period may reach the level of -0.26%, or -3.04% 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 Storage units at the total amount of 480.2 tons. This is 13.87% change compared to the corresponding period a year before.
 - b. The growth of imports of Storage units to Finland in value terms in LTM outperformed the long-term imports growth of this product.
 - c. Imports of Storage units to Finland for the most recent 6-month period (01.2025 - 06.2025) outperform the level of Imports for the same period a year before (9.96% change).
 - d. A general trend for market dynamics in 07.2024 - 06.2025 is fast growing. The expected average monthly growth rate of imports of Storage units to Finland in tons is -0.26% (or -3.04% 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: PROXY PRICES

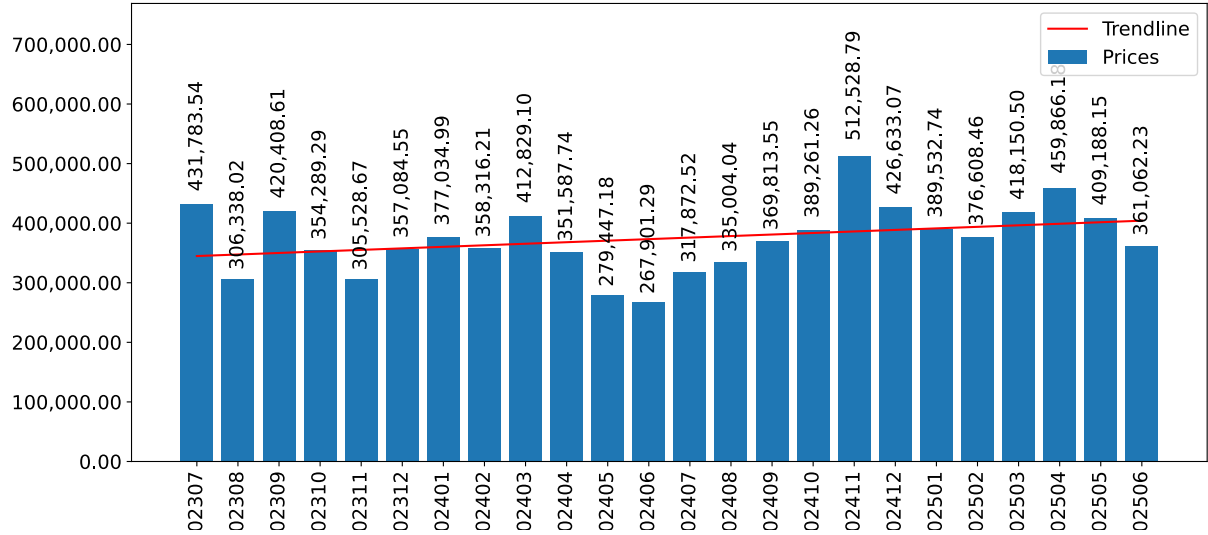
This section provides a quantitative assessment of short-term price fluctuations. It includes details on the monthly proxy price changes, an estimation of the short-term trend in proxy price levels, and identification of any anomalies in price dynamics.

Key points:

- i. The average level of proxy price on imports in LTM period (07.2024-06.2025) was 389,181.91 current US\$ per 1 ton, which is a 11.15% change compared to the same period a year before. A general trend for proxy price change was fast-growing.
- ii. Stable demand and stable prices 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 0.69%, or 8.64% on annual basis.

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

0.69% 8.64%
monthlyannualized

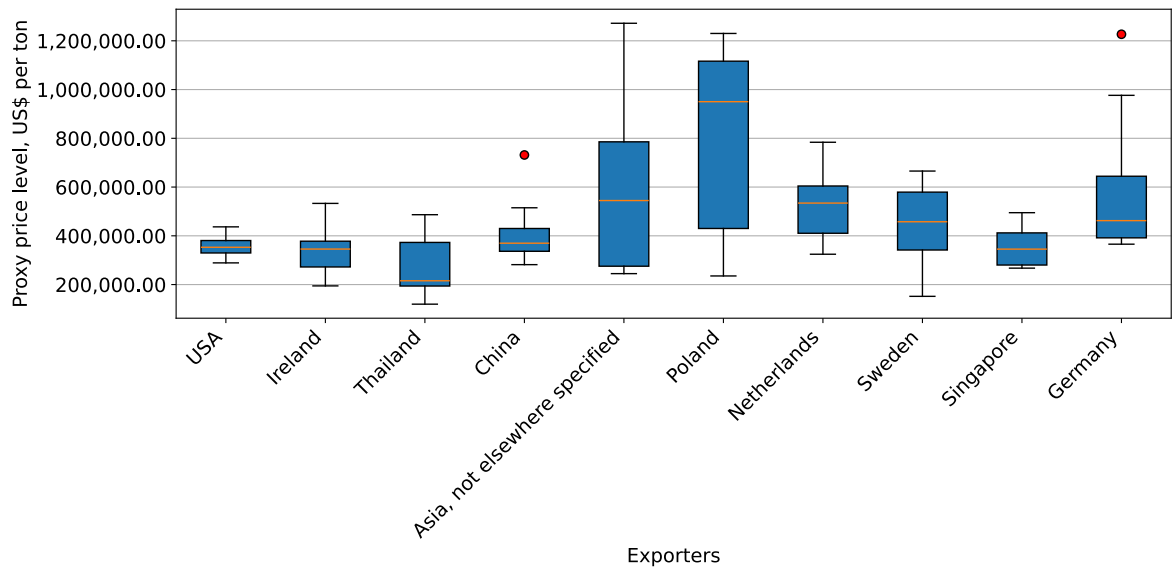


- a. The estimated average proxy price on imports of Storage units to Finland in LTM period (07.2024-06.2025) was 389,181.91 current US\$ per 1 ton.
- b. With a 11.15% change, a general trend for the proxy price level is fast-growing.
- c. Changes in levels of monthly proxy prices on imports for the past 12 months consists of 2 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 stable demand and stable prices 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 Storage units 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.

5

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 Storage units to Finland in 2024 were: USA, Thailand, China, Ireland and Poland.

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
USA	4,796.2	5,458.2	7,728.7	15,040.8	24,377.8	61,978.7	13,017.7	32,438.8
Thailand	30,529.9	35,504.5	32,696.0	103,757.2	9,453.3	19,484.5	8,908.7	5,023.7
China	29,788.8	37,690.1	28,863.7	22,322.1	20,772.1	17,919.9	9,037.5	8,674.1
Ireland	4,112.8	2,559.4	8,271.5	13,188.7	21,562.3	16,855.3	7,335.7	9,358.0
Poland	5,758.8	5,925.8	10,069.2	16,210.5	15,119.5	9,366.0	5,197.5	7,156.8
Asia, not elsewhere specified	5,392.9	5,161.7	6,397.7	6,964.4	10,858.7	6,769.6	2,633.9	5,238.3
Mexico	1,075.6	1,745.0	931.6	3,717.1	1,846.0	4,568.7	775.9	416.0
Germany	14,076.0	12,947.4	9,465.7	5,000.4	4,996.9	4,253.8	1,873.8	1,048.0
Netherlands	69,893.5	12,344.0	42,859.5	5,089.5	5,020.3	3,762.5	1,661.7	2,167.7
Czechia	3,792.3	7,573.0	11,786.7	6,413.8	3,168.1	3,376.7	2,839.3	1,134.3
Sweden	5,602.9	5,675.5	7,209.0	5,594.8	3,722.0	3,165.9	1,660.8	1,089.9
Malaysia	4,638.0	4,000.2	3,933.2	3,282.1	4,091.0	3,154.2	1,608.9	2,189.1
Rep. of Korea	3,066.2	1,834.3	6,363.3	5,723.1	3,245.0	2,963.3	1,745.8	1,773.6
Philippines	4,644.7	9,015.6	34,379.8	15,335.8	5,495.7	2,498.3	1,340.1	1,061.1
Singapore	5,647.8	5,872.1	7,023.1	2,231.2	2,194.8	2,445.6	1,408.5	1,762.4
Others	9,736.2	6,341.9	8,526.1	5,461.2	5,174.7	6,281.1	3,498.2	2,055.0
Total	202,552.5	159,648.5	226,504.8	235,332.7	141,098.2	168,844.1	64,544.1	82,586.8

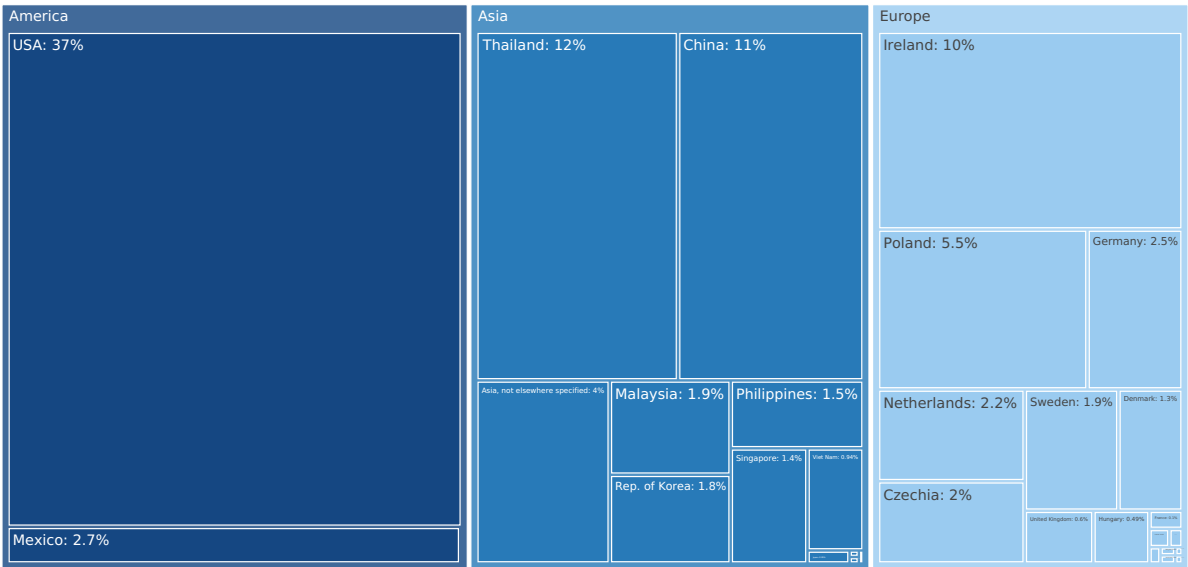
COMPETITION LANDSCAPE: TRADE PARTNERS, VALUES

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
USA	2.4%	3.4%	3.4%	6.4%	17.3%	36.7%	20.2%	39.3%
Thailand	15.1%	22.2%	14.4%	44.1%	6.7%	11.5%	13.8%	6.1%
China	14.7%	23.6%	12.7%	9.5%	14.7%	10.6%	14.0%	10.5%
Ireland	2.0%	1.6%	3.7%	5.6%	15.3%	10.0%	11.4%	11.3%
Poland	2.8%	3.7%	4.4%	6.9%	10.7%	5.5%	8.1%	8.7%
Asia, not elsewhere specified	2.7%	3.2%	2.8%	3.0%	7.7%	4.0%	4.1%	6.3%
Mexico	0.5%	1.1%	0.4%	1.6%	1.3%	2.7%	1.2%	0.5%
Germany	6.9%	8.1%	4.2%	2.1%	3.5%	2.5%	2.9%	1.3%
Netherlands	34.5%	7.7%	18.9%	2.2%	3.6%	2.2%	2.6%	2.6%
Czechia	1.9%	4.7%	5.2%	2.7%	2.2%	2.0%	4.4%	1.4%
Sweden	2.8%	3.6%	3.2%	2.4%	2.6%	1.9%	2.6%	1.3%
Malaysia	2.3%	2.5%	1.7%	1.4%	2.9%	1.9%	2.5%	2.7%
Rep. of Korea	1.5%	1.1%	2.8%	2.4%	2.3%	1.8%	2.7%	2.1%
Philippines	2.3%	5.6%	15.2%	6.5%	3.9%	1.5%	2.1%	1.3%
Singapore	2.8%	3.7%	3.1%	0.9%	1.6%	1.4%	2.2%	2.1%
Others	4.8%	4.0%	3.8%	2.3%	3.7%	3.7%	5.4%	2.5%
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.

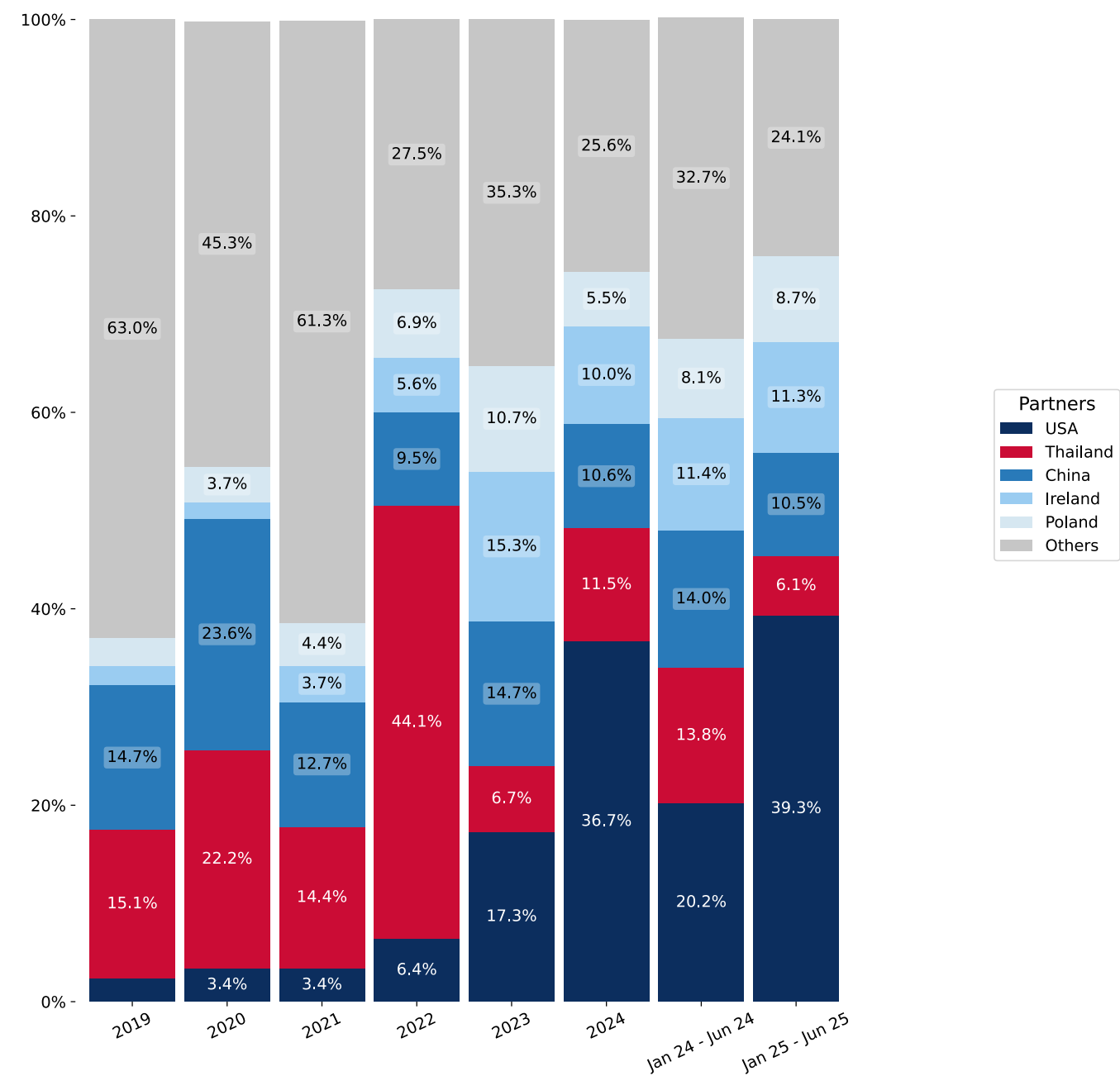
COMPETITION LANDSCAPE: TRADE PARTNERS, VALUES

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 Storage units to Finland revealed the following dynamics (compared to the same period a year before):

- 1. USA: 19.1 p.p.
- 2. Thailand: -7.7 p.p.
- 3. China: -3.5 p.p.
- 4. Ireland: -0.1 p.p.
- 5. Poland: 0.6 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 USA, K current US\$

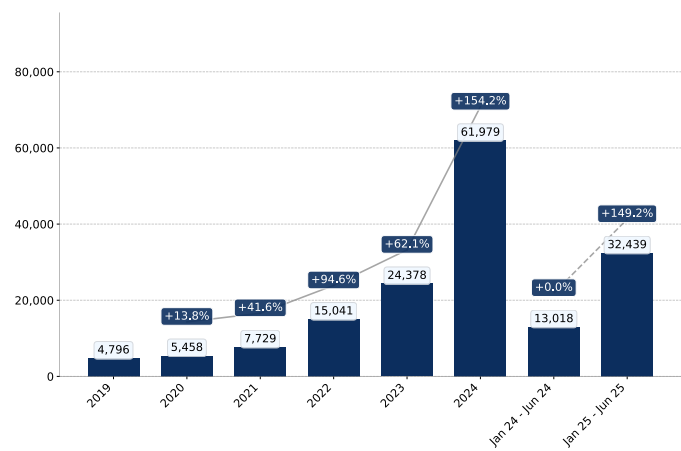


Figure 16. Finland's Imports from Ireland, K current US\$

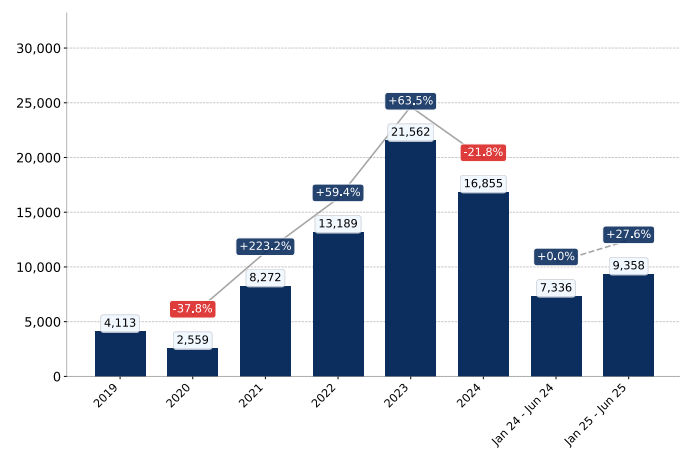


Figure 17. Finland's Imports from China, K current US\$

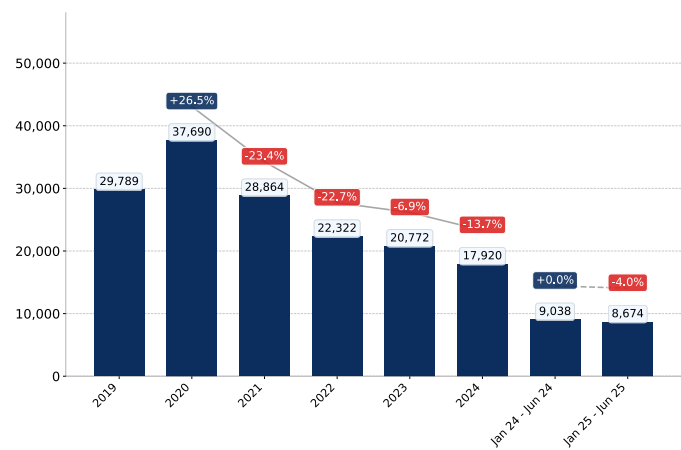


Figure 18. Finland's Imports from Poland, K current US\$

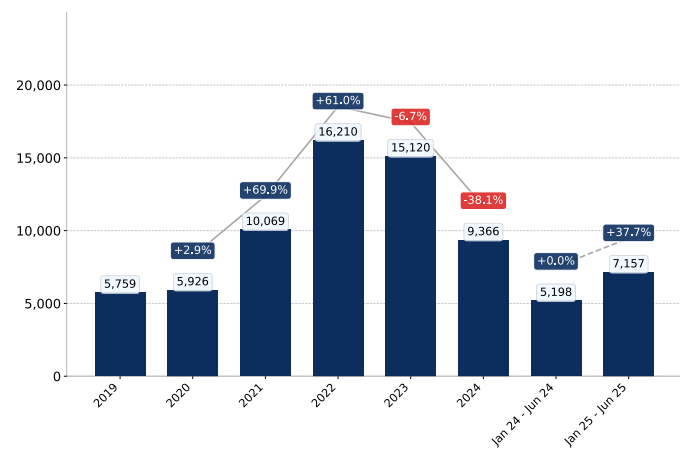
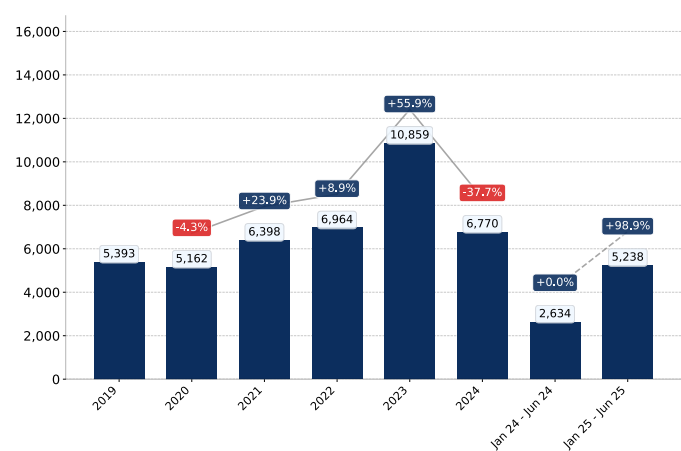


Figure 19. Finland's Imports from Asia, not elsewhere specified, K current US\$



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 USA, K US\$

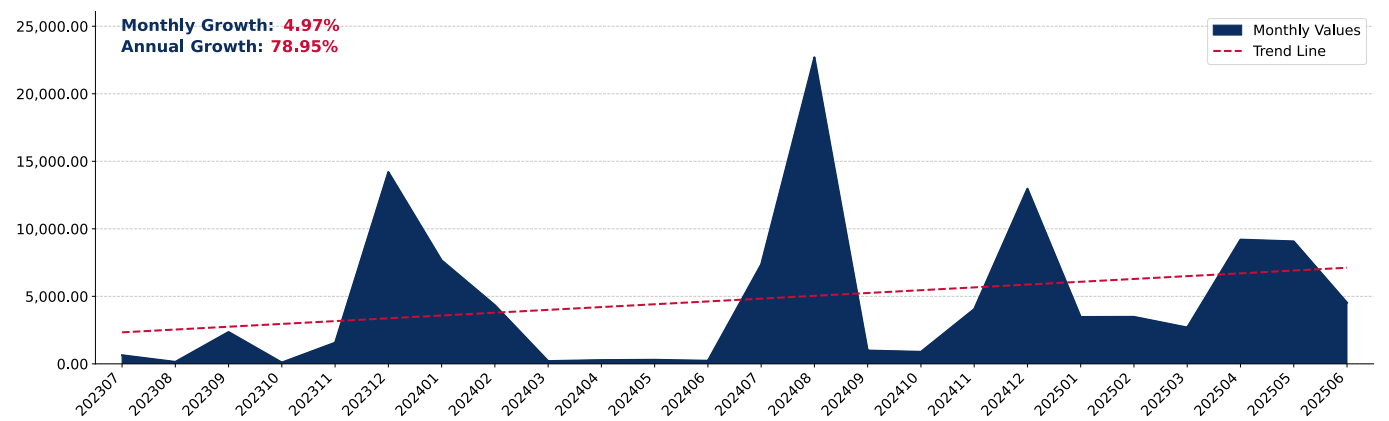


Figure 21. Finland's Imports from Ireland, K US\$

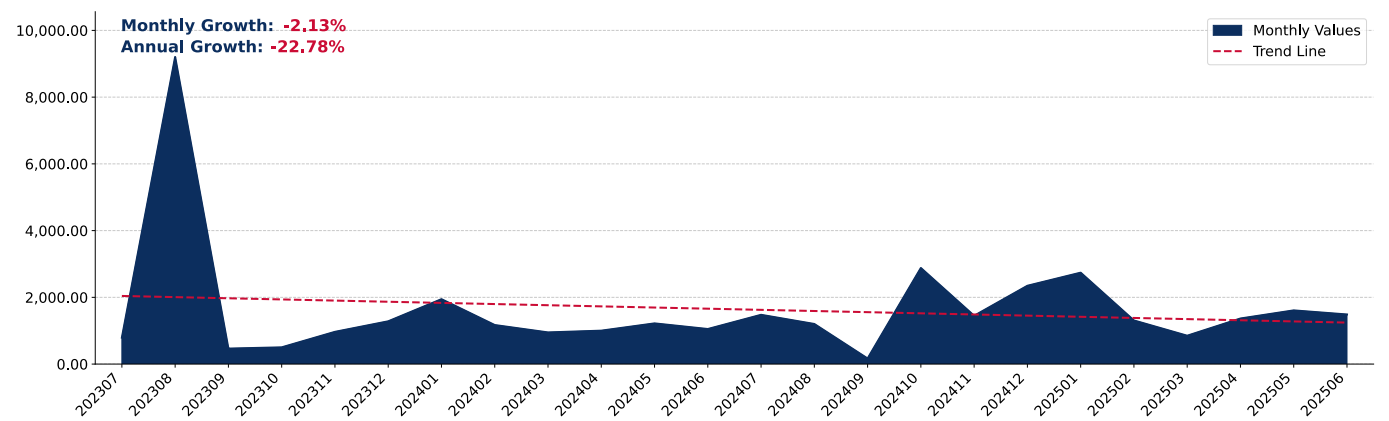
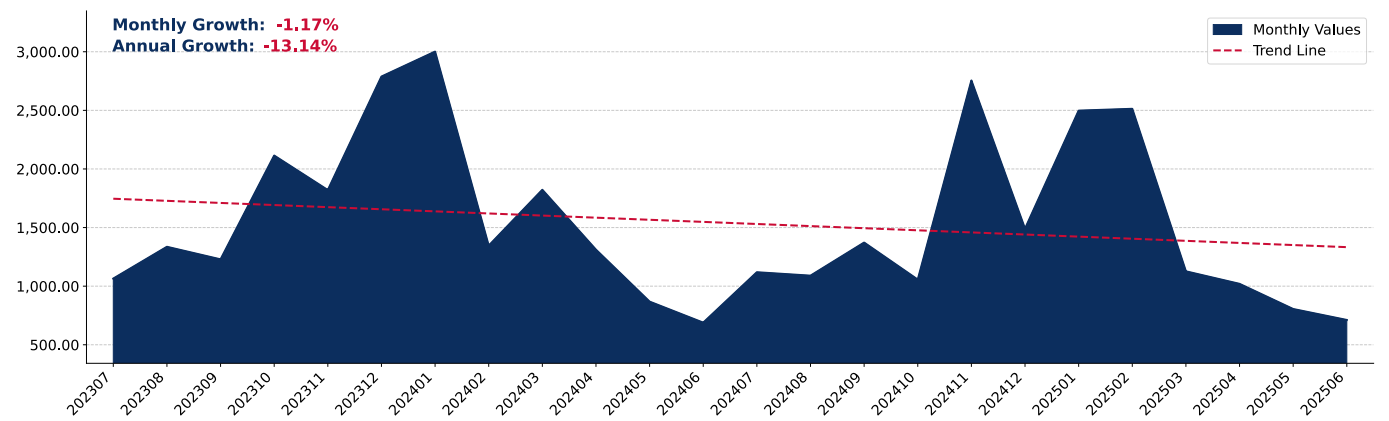


Figure 22. Finland's Imports from China, K US\$



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 23. Finland's Imports from Thailand, K US\$

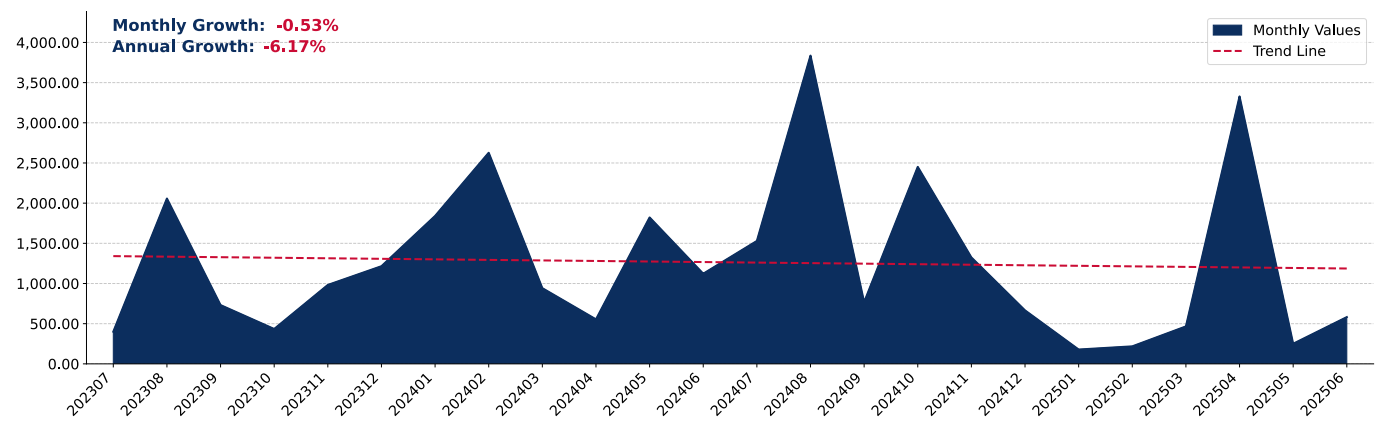
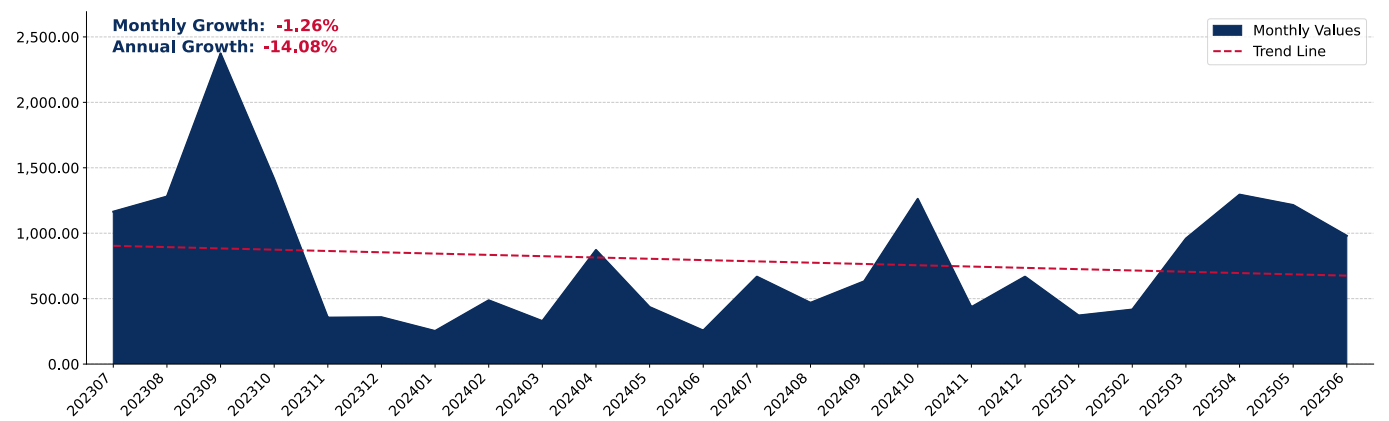


Figure 24. Finland's Imports from Asia, not elsewhere specified, K US\$



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 Storage units to Finland in 2024 were: USA, Thailand, Ireland, China and Asia, not elsewhere specified.

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

Partner	2019	2020	2021	2022	2023	2024	Jan 24 - Jun 24	Jan 25 - Jun 25
USA	10.8	11.2	19.0	40.5	70.9	183.5	39.9	85.1
Thailand	96.7	130.9	124.6	246.5	36.9	75.5	38.4	19.5
Ireland	6.0	7.3	27.0	42.1	82.5	54.8	26.3	30.2
China	117.4	71.9	161.7	75.2	48.0	46.3	25.6	22.9
Asia, not elsewhere specified	24.1	22.1	30.4	18.5	26.5	17.3	7.2	7.4
Sweden	21.5	19.3	29.4	15.6	7.0	15.6	10.4	3.0
Poland	11.6	11.2	20.8	21.4	17.9	11.0	7.1	7.0
Netherlands	223.4	33.9	201.1	21.5	14.3	7.5	3.8	4.8
Singapore	24.0	21.0	19.0	7.1	6.6	7.2	4.0	4.7
Philippines	16.5	28.8	126.8	72.2	24.6	7.1	3.6	2.4
Germany	43.8	34.7	22.4	20.7	23.4	7.1	3.4	2.2
Malaysia	14.5	10.3	9.3	8.4	9.1	6.0	3.4	3.2
Czechia	9.0	18.5	23.6	10.8	6.7	5.3	3.4	1.4
Mexico	4.2	5.1	5.5	9.6	4.0	4.2	1.9	1.0
Rep. of Korea	3.3	1.6	8.9	4.9	3.4	3.8	1.8	3.3
Others	40.4	22.2	28.8	28.1	18.5	9.5	5.4	5.8
Total	667.0	450.1	858.4	643.0	400.3	461.7	185.5	204.0

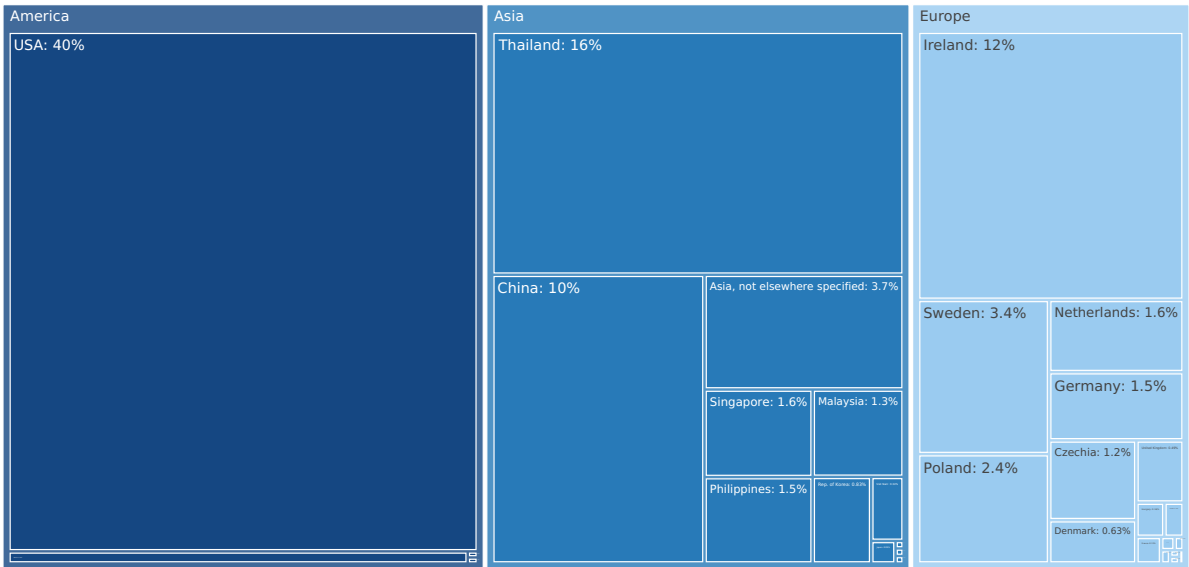
COMPETITION LANDSCAPE: TRADE PARTNERS, VOLUMES

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
USA	1.6%	2.5%	2.2%	6.3%	17.7%	39.8%	21.5%	41.7%
Thailand	14.5%	29.1%	14.5%	38.3%	9.2%	16.4%	20.7%	9.6%
Ireland	0.9%	1.6%	3.1%	6.5%	20.6%	11.9%	14.2%	14.8%
China	17.6%	16.0%	18.8%	11.7%	12.0%	10.0%	13.8%	11.2%
Asia, not elsewhere specified	3.6%	4.9%	3.5%	2.9%	6.6%	3.7%	3.9%	3.6%
Sweden	3.2%	4.3%	3.4%	2.4%	1.8%	3.4%	5.6%	1.5%
Poland	1.7%	2.5%	2.4%	3.3%	4.5%	2.4%	3.8%	3.4%
Netherlands	33.5%	7.5%	23.4%	3.3%	3.6%	1.6%	2.1%	2.4%
Singapore	3.6%	4.7%	2.2%	1.1%	1.7%	1.6%	2.2%	2.3%
Philippines	2.5%	6.4%	14.8%	11.2%	6.1%	1.5%	2.0%	1.2%
Germany	6.6%	7.7%	2.6%	3.2%	5.8%	1.5%	1.8%	1.1%
Malaysia	2.2%	2.3%	1.1%	1.3%	2.3%	1.3%	1.8%	1.6%
Czechia	1.3%	4.1%	2.7%	1.7%	1.7%	1.2%	1.8%	0.7%
Mexico	0.6%	1.1%	0.6%	1.5%	1.0%	0.9%	1.0%	0.5%
Rep. of Korea	0.5%	0.4%	1.0%	0.8%	0.8%	0.8%	1.0%	1.6%
Others	6.0%	4.9%	3.4%	4.4%	4.6%	2.1%	2.9%	2.8%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Figure 25. 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.

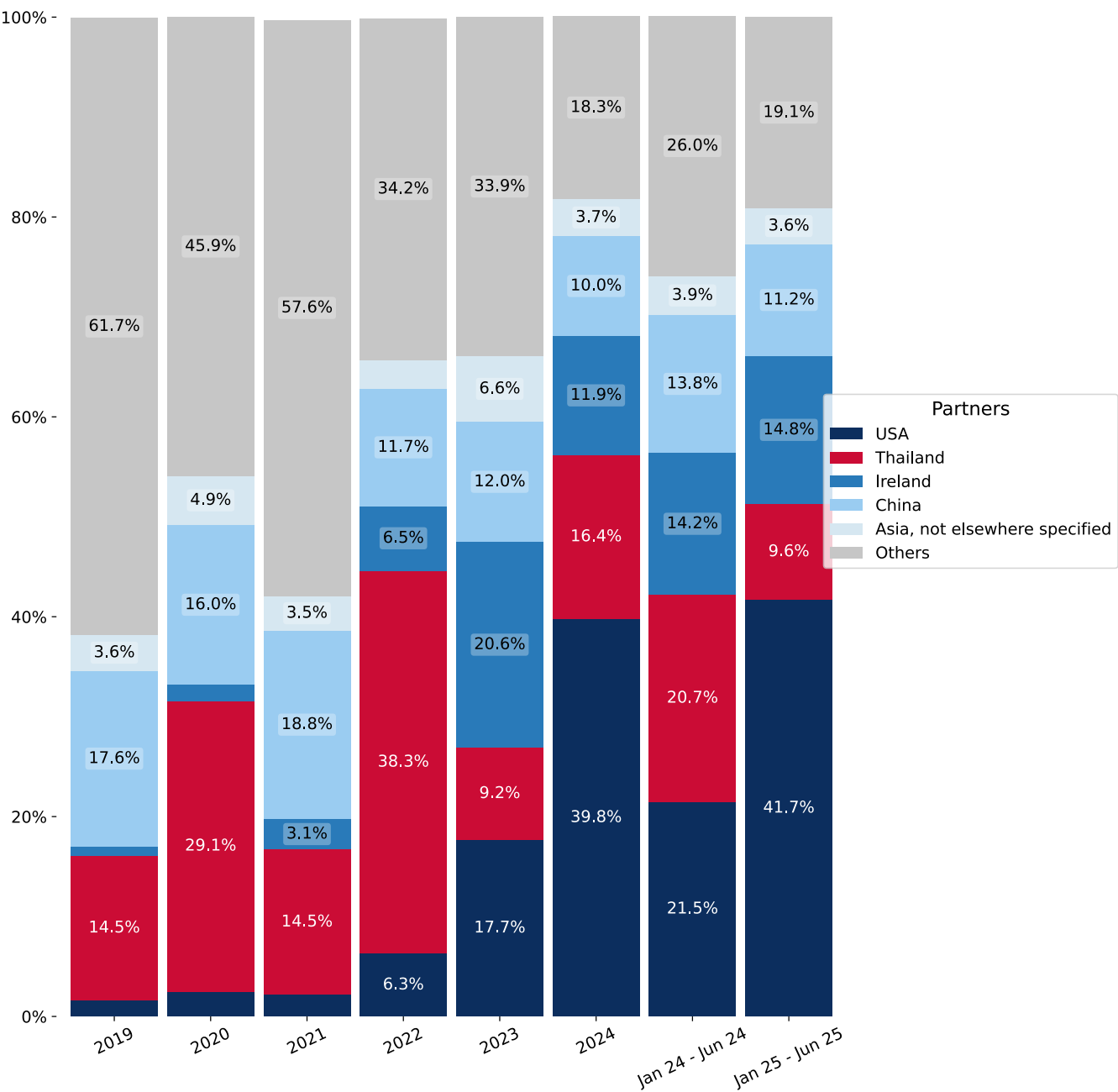
COMPETITION LANDSCAPE: TRADE PARTNERS, VOLUMES

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 Storage units to Finland revealed the following dynamics (compared to the same period a year before) (in terms of volumes):

- 1. USA: 20.2 p.p.
- 2. Thailand: -11.1 p.p.
- 3. Ireland: 0.6 p.p.
- 4. China: -2.6 p.p.
- 5. Asia, not elsewhere specified: -0.3 p.p.

Figure 26. 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 27. Finland's Imports from USA, tons

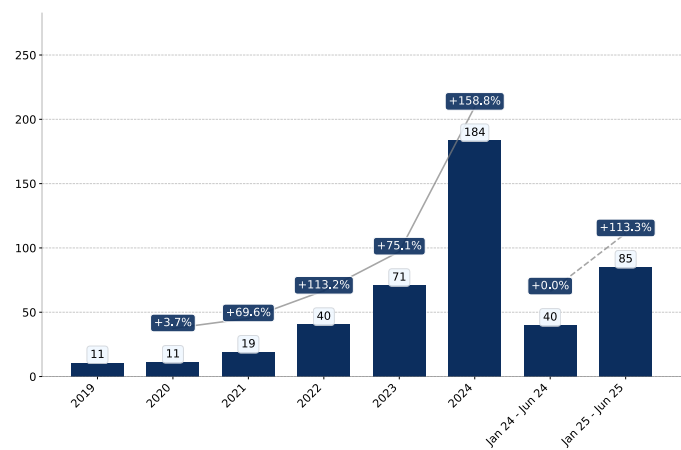


Figure 28. Finland's Imports from Ireland, tons

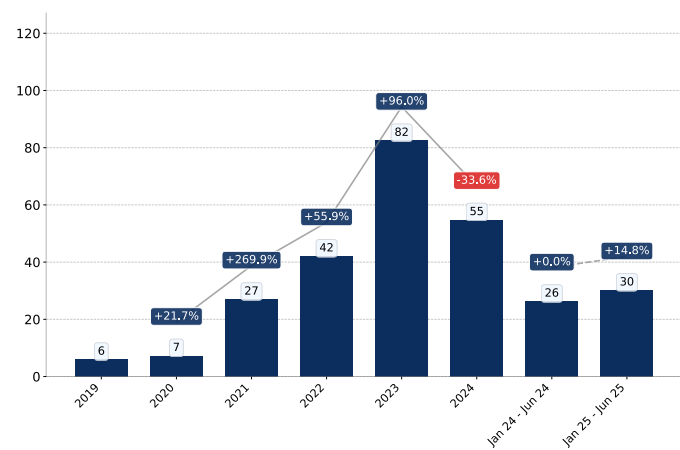


Figure 29. Finland's Imports from China, tons

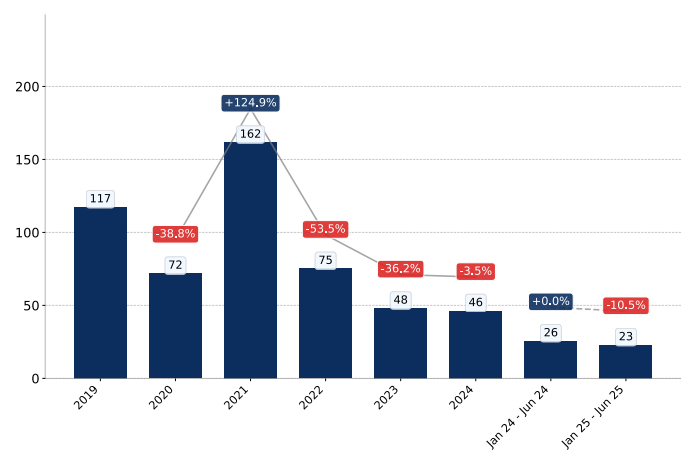


Figure 30. Finland's Imports from Thailand, tons

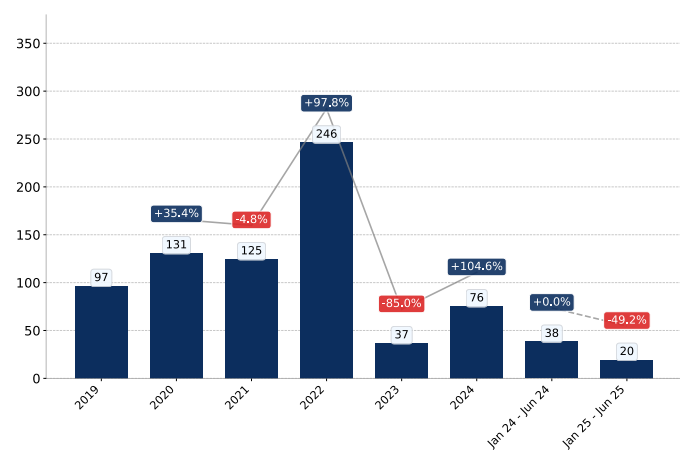
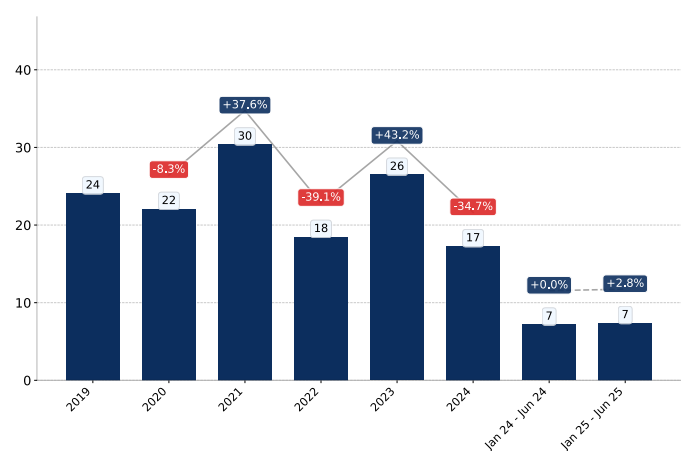


Figure 31. Finland's Imports from Asia, not elsewhere specified, tons



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 32. Finland's Imports from USA, tons

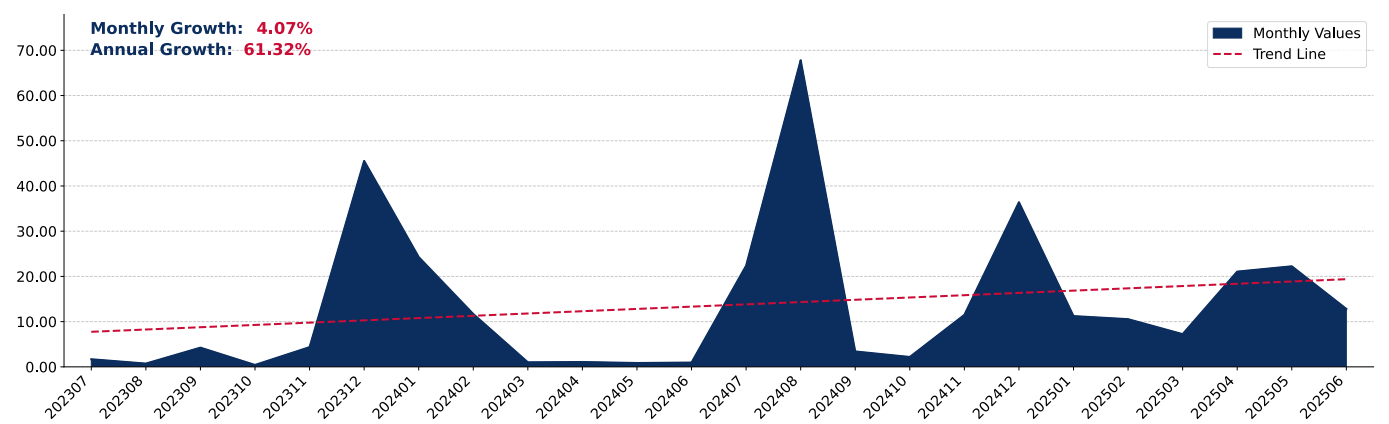


Figure 33. Finland's Imports from Ireland, tons

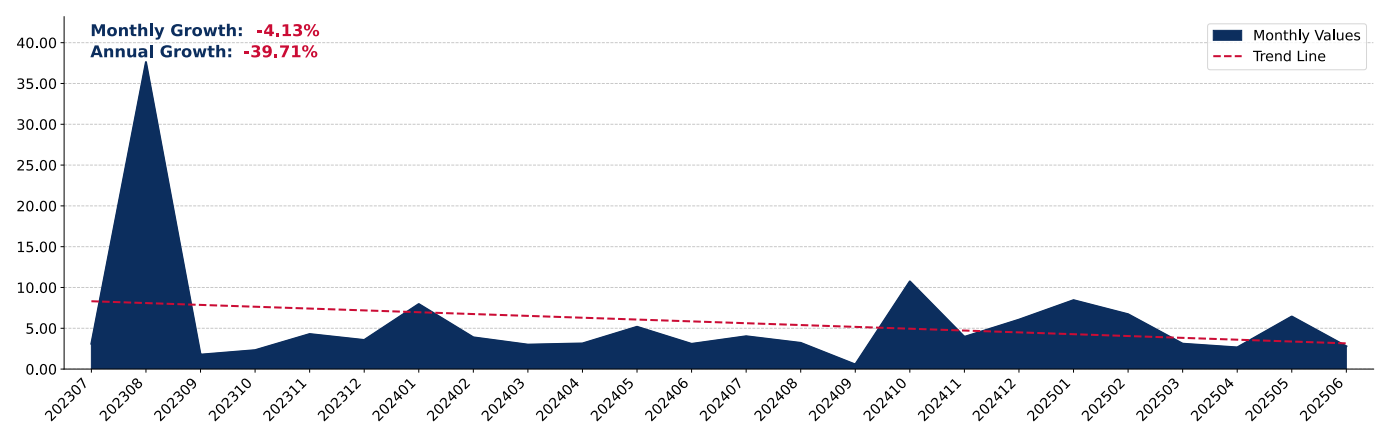
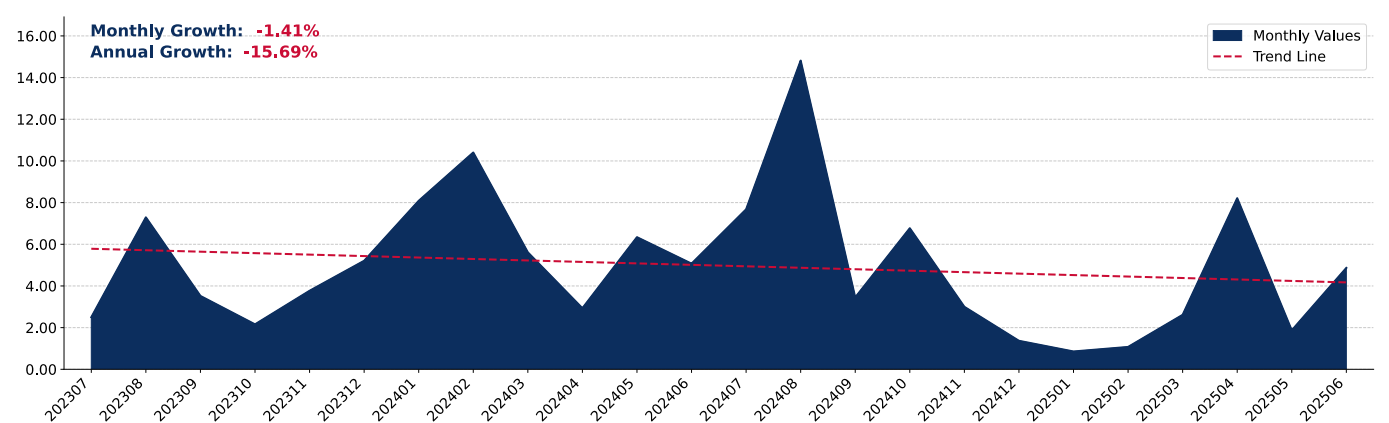


Figure 34. Finland's Imports from Thailand, tons



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 35. Finland's Imports from China, tons

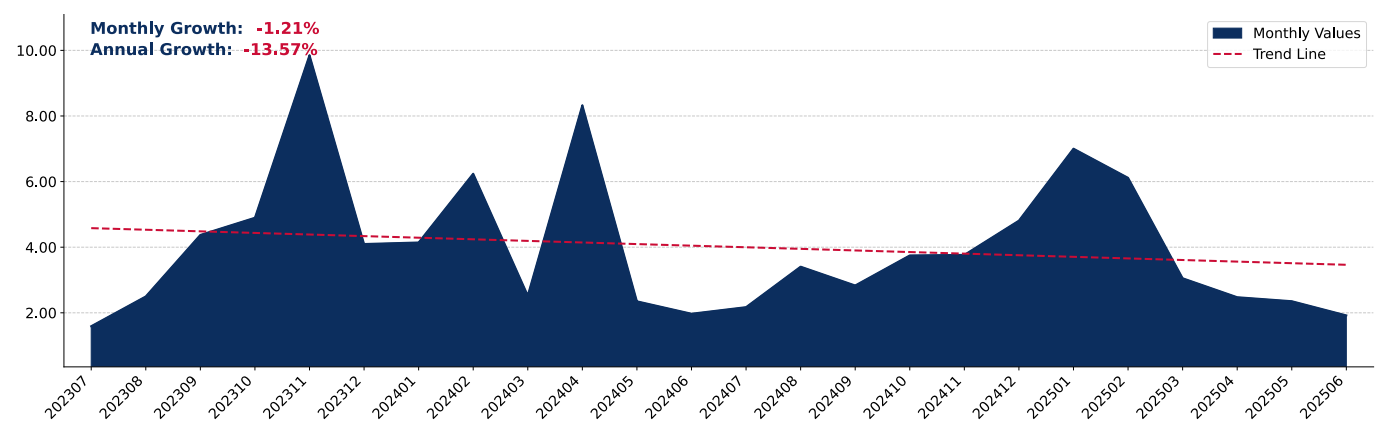
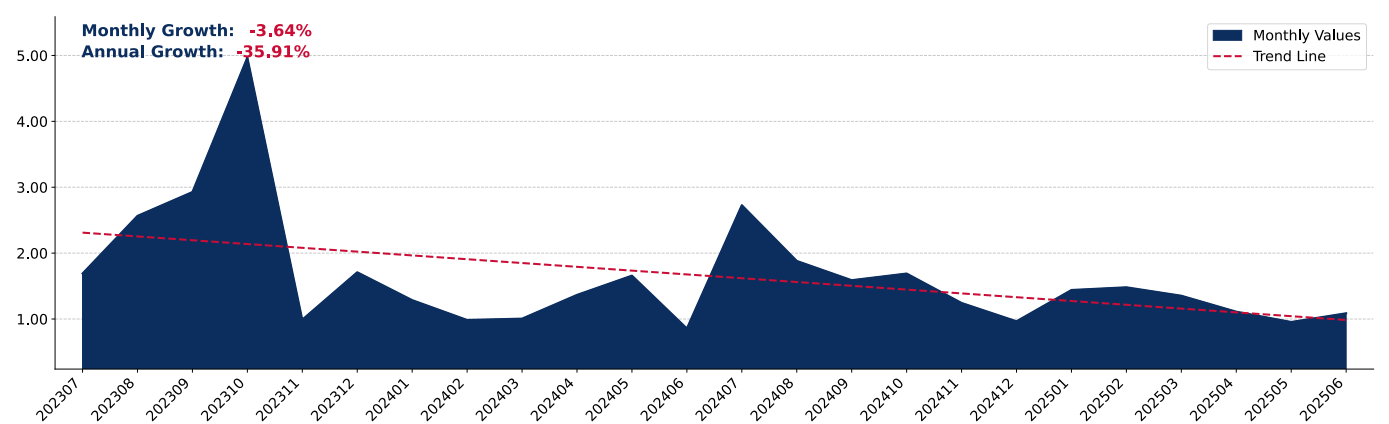


Figure 36. Finland's Imports from Asia, not elsewhere specified, tons



COMPETITION LANDSCAPE: TRADE PARTNERS, PRICES

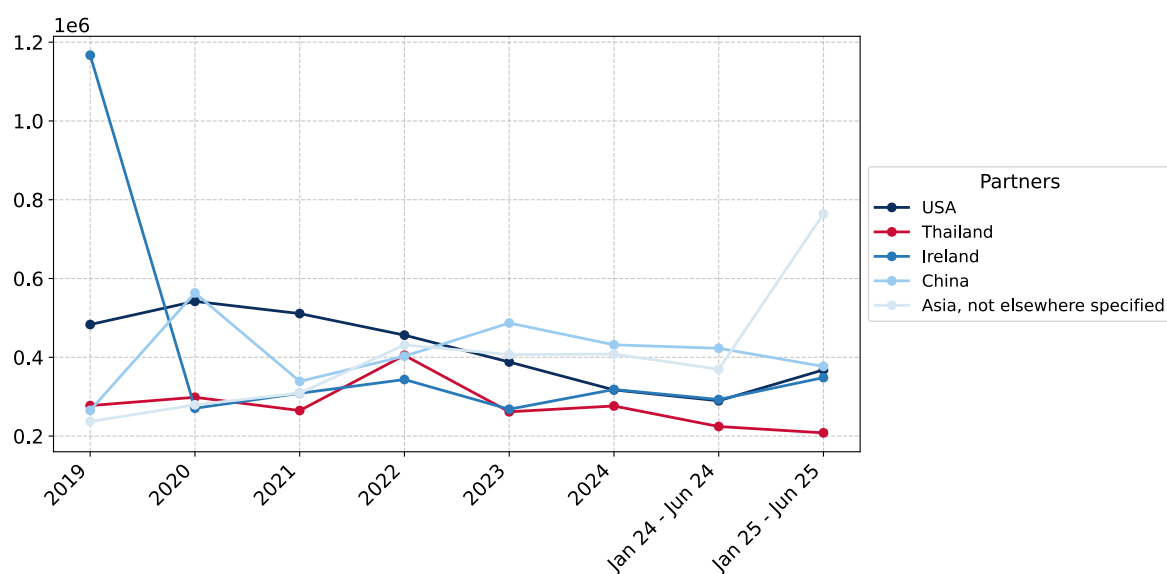
This section shows the average imports prices in recent periods split by trade partners.

Out of top-5 largest supplying countries, the lowest average prices on Storage units imported to Finland were registered in 2024 for Thailand, while the highest average import prices were reported for China. Further, in Jan 25 - Jun 25, the lowest import prices were reported by Finland on supplies from Thailand, while the most premium prices were reported on supplies from Asia, not elsewhere specified.

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
USA	483,189.1	542,066.3	510,982.3	456,266.5	388,047.9	317,198.4	289,688.0	368,125.8
Thailand	277,377.0	298,513.8	264,810.3	405,022.6	261,677.9	276,392.9	224,273.8	208,157.9
Ireland	1,166,961.4	270,609.0	308,585.2	343,593.0	268,152.0	318,296.5	292,858.7	348,394.6
China	265,311.6	563,356.9	338,884.7	402,842.9	487,070.9	431,658.9	422,908.4	376,849.4
Asia, not elsewhere specified	236,942.3	279,343.6	308,953.8	431,456.5	406,792.4	408,180.7	369,658.0	764,288.3
Sweden	271,421.7	315,072.1	378,468.6	412,904.4	519,293.1	441,351.1	428,836.8	432,228.0
Poland	456,091.7	475,206.3	456,337.2	666,708.4	831,187.7	655,714.0	622,989.7	929,064.0
Netherlands	348,006.0	367,177.4	217,450.8	254,153.5	393,920.9	505,715.6	434,811.1	469,922.7
Singapore	237,198.6	295,126.8	346,316.6	318,567.4	352,222.7	340,749.1	352,642.2	381,247.3
Philippines	336,904.1	327,566.1	289,554.5	211,711.3	284,467.6	349,831.7	363,889.1	436,195.9
Germany	328,870.8	380,458.3	401,991.2	281,273.5	304,567.3	606,707.7	553,217.2	501,237.7
Malaysia	320,714.2	404,831.1	477,556.8	399,457.0	446,005.0	532,025.4	467,642.8	636,443.6
Czechia	390,500.3	535,558.5	547,314.3	680,103.6	526,069.4	754,121.1	1,167,895.5	482,631.2
Mexico	364,278.7	408,999.1	519,036.5	709,693.2	871,617.0	977,862.7	363,437.7	351,722.6
Rep. of Korea	1,121,344.9	1,164,707.5	1,096,572.3	1,215,374.0	970,657.1	952,737.4	884,540.0	676,418.1

Figure 37. 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 40. Country's Imports by Trade Partners in LTM period, current US\$

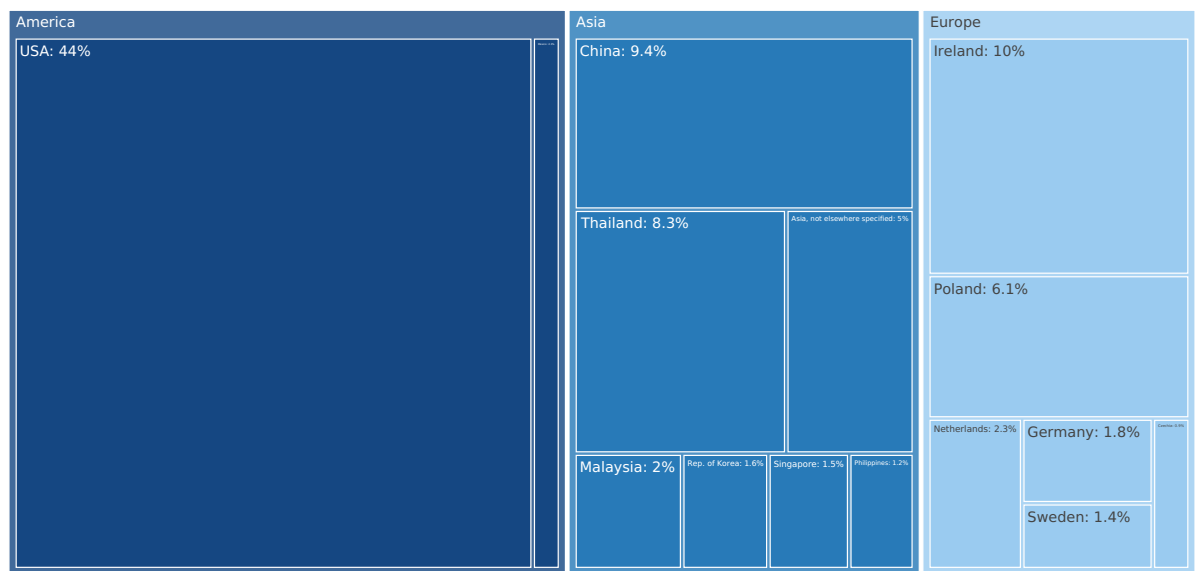


Figure 38. Contribution to Growth of Imports in LTM (July 2024 – June 2025),K US\$

GROWTH CONTRIBUTORS

USA	49,368.94
Mexico	2,619.36
Thailand	868.81
Viet Nam	656.15
United Kingdom	531.85
Singapore	470.88
Malaysia	210.19
Netherlands	82.34
Europe, not elsewhere specified	22.73
Japan	11.27

Figure 39. Contribution to Decline of Imports in LTM (July 2024 – June 2025),K US\$

DECLINE CONTRIBUTORS

-2,825.57	Czechia
-2,662.56	Philippines
-2,166.48	Poland
-1,833.41	China
-1,667.90	Ireland
-1,467.52	Denmark
-1,268.09	Germany
-749.67	Sweden
-207.11	Asia, not elsewhere specified
-206.48	Rep. of Korea

Total imports change in the period of LTM was recorded at 39,220.01 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 Storage units by value: USA, Ireland and China.

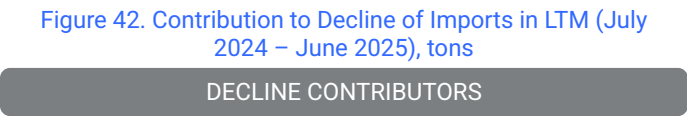
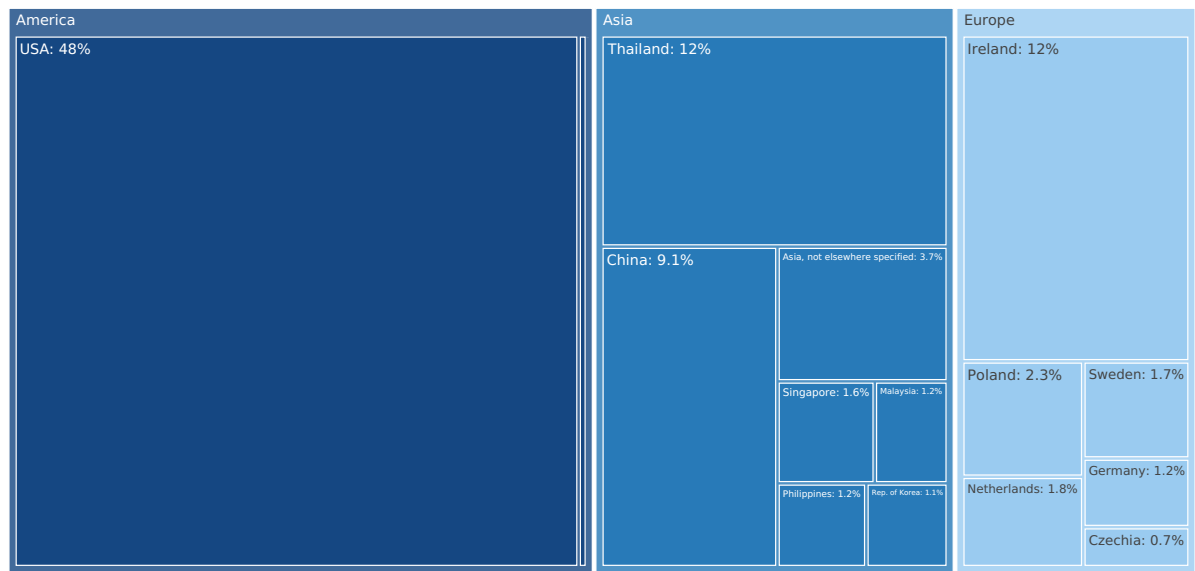
Table 6. Country's Imports by Trade Partners in LTM period and its Change Compared to the Same Period 12 Months Before, current US\$

Partner	PreLTM	LTM	Change, %
USA	32,030.9	81,399.8	154.1
Ireland	20,545.5	18,877.6	-8.1
China	19,390.0	17,556.6	-9.5
Thailand	14,730.7	15,599.5	5.9
Poland	13,491.8	11,325.3	-16.1
Asia, not elsewhere specified	9,581.2	9,374.1	-2.2
Netherlands	4,186.1	4,268.4	2.0
Mexico	1,589.5	4,208.8	164.8
Malaysia	3,524.2	3,734.4	6.0
Germany	4,696.1	3,428.0	-27.0
Rep. of Korea	3,197.5	2,991.0	-6.5
Singapore	2,328.6	2,799.5	20.2
Sweden	3,344.6	2,595.0	-22.4
Philippines	4,881.8	2,219.3	-54.5
Czechia	4,497.2	1,671.6	-62.8
Others	5,651.1	4,837.9	-14.4
Total	147,666.8	186,886.8	26.6

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



Total imports change in the period of LTM was recorded at 58.48 tons

The charts show Top-10 countries with positive and negative contribution to the growth of imports of Storage units 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 Storage units by volume: USA, Ireland and Thailand.

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, %
USA	96.9	228.8	136.2
Ireland	78.9	58.7	-25.6
Thailand	62.9	56.6	-10.1
China	52.9	43.7	-17.4
Asia, not elsewhere specified	22.0	17.5	-20.4
Poland	15.8	10.9	-30.6
Netherlands	9.2	8.5	-8.4
Sweden	13.5	8.2	-39.4
Singapore	6.5	7.8	21.3
Germany	11.7	5.9	-49.4
Philippines	15.7	5.8	-62.7
Malaysia	7.6	5.8	-24.2
Rep. of Korea	3.4	5.3	58.8
Czechia	6.8	3.4	-49.7
Mexico	4.8	3.2	-33.5
Others	13.2	10.0	-24.2
Total	421.7	480.2	13.9

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.

USA

Figure 44. Y-o-Y Monthly Level Change of Imports from USA to Finland, tons

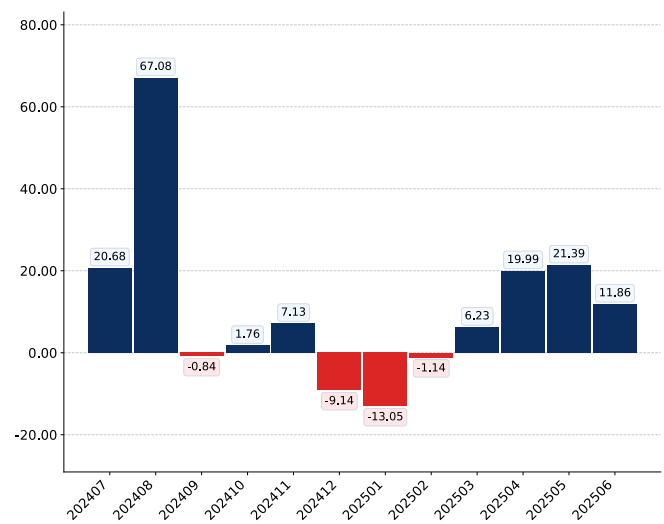


Figure 45. Y-o-Y Monthly Level Change of Imports from USA to Finland, K US\$

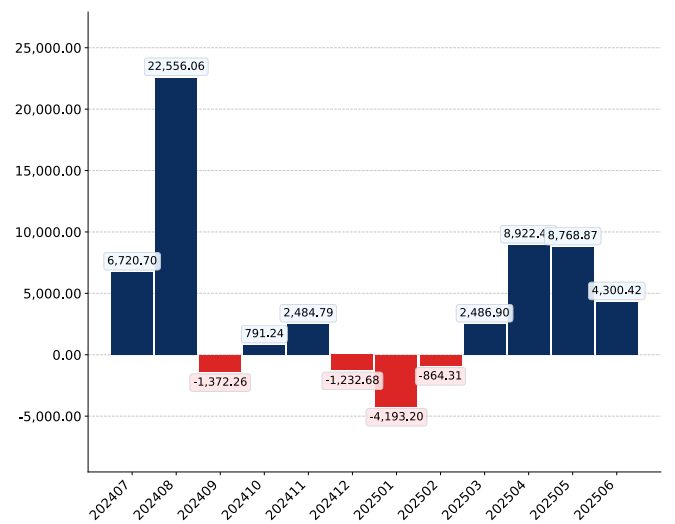
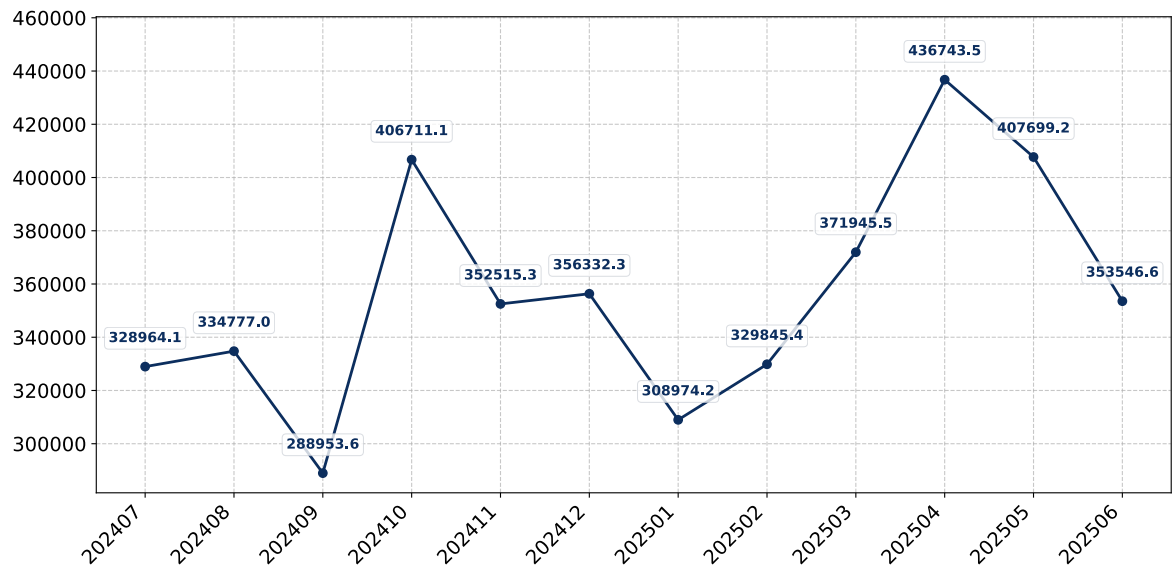


Figure 46. Average Monthly Proxy Prices on Imports from USA to Finland, current US\$/ton



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.

Ireland

Figure 47. Y-o-Y Monthly Level Change of Imports from Ireland to Finland, tons

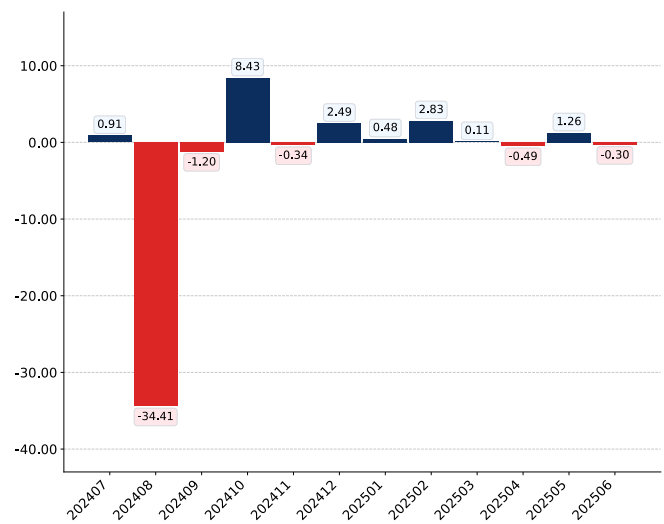


Figure 48. Y-o-Y Monthly Level Change of Imports from Ireland to Finland, K US\$

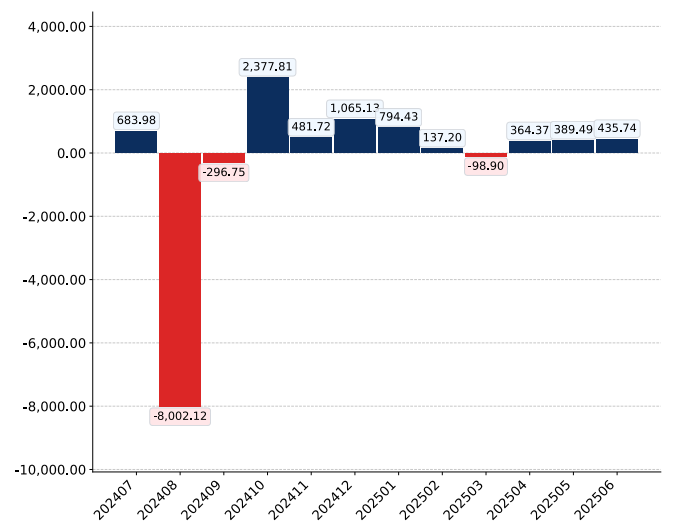
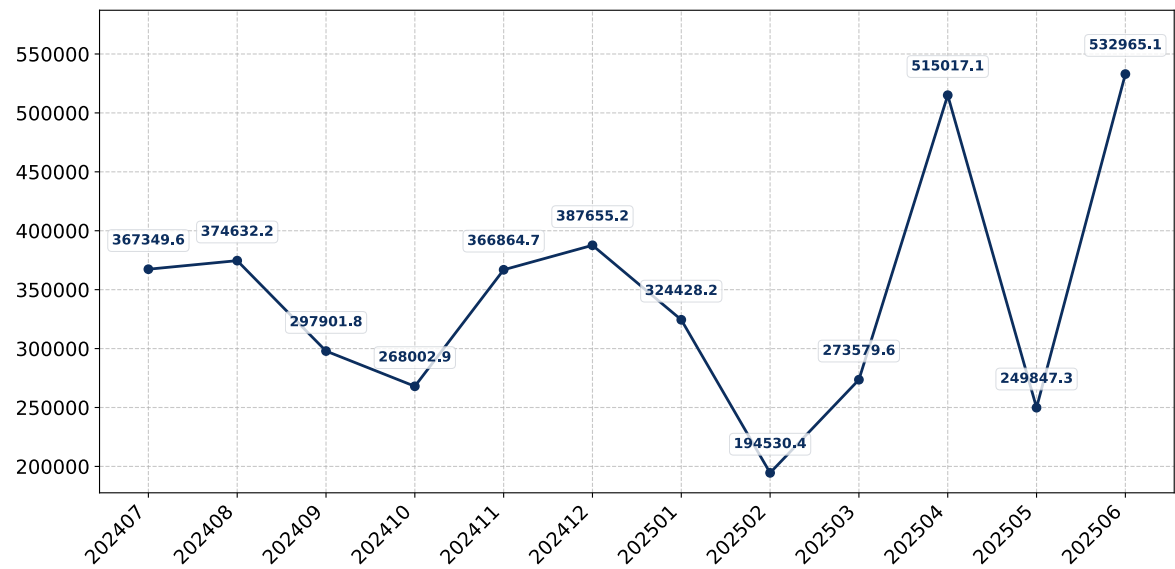


Figure 49. Average Monthly Proxy Prices on Imports from Ireland to Finland, current US\$/ton



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.

Thailand

Figure 50. Y-o-Y Monthly Level Change of Imports from Thailand to Finland, tons

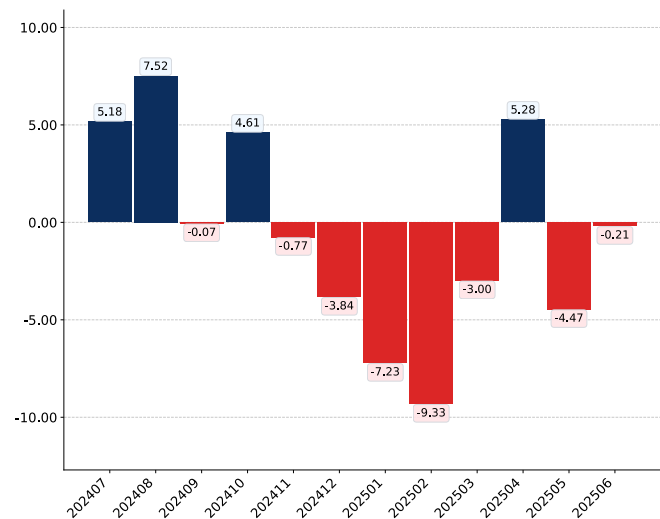


Figure 51. Y-o-Y Monthly Level Change of Imports from Thailand to Finland, K US\$

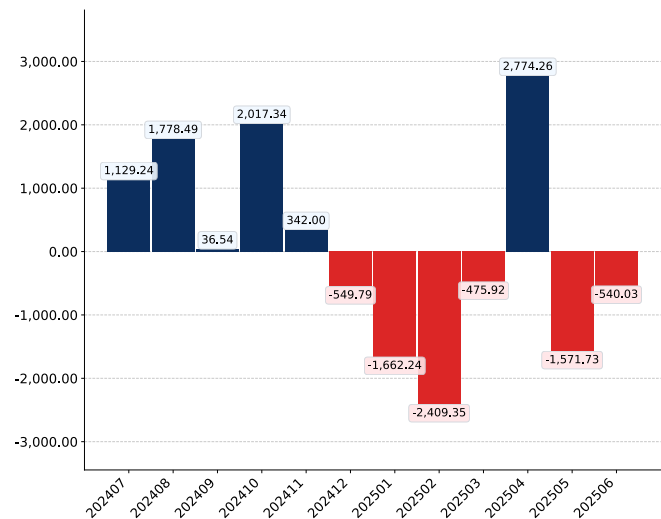
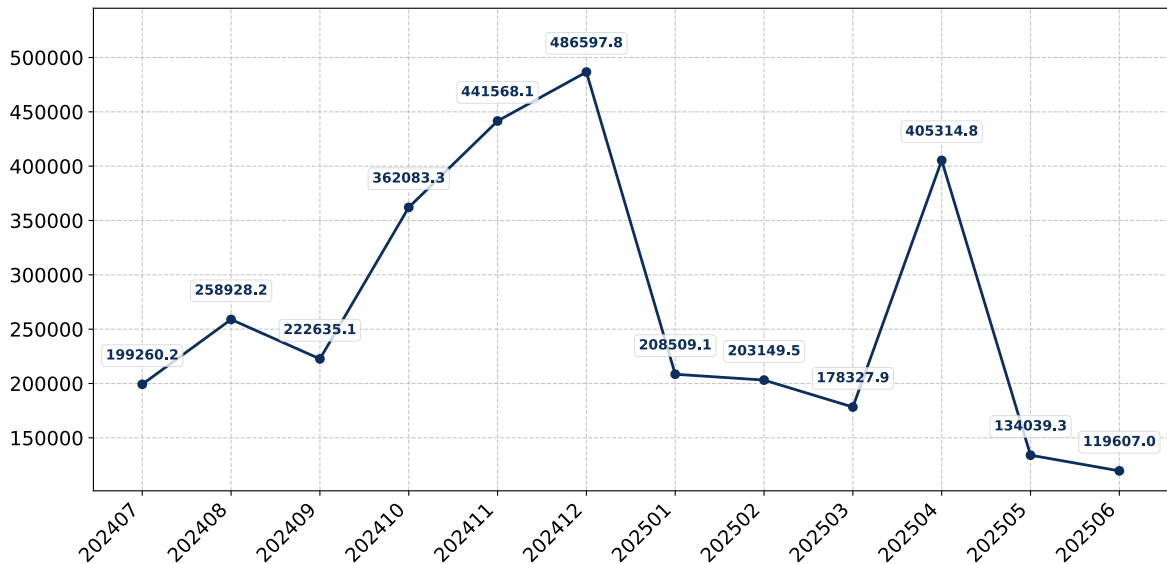


Figure 52. Average Monthly Proxy Prices on Imports from Thailand to Finland, current US\$/ton



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.

China

Figure 53. Y-o-Y Monthly Level Change of Imports from China to Finland, tons

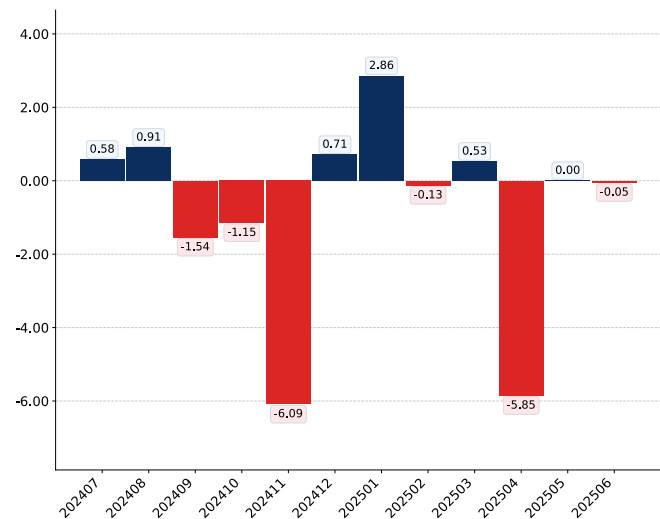


Figure 54. Y-o-Y Monthly Level Change of Imports from China to Finland, K US\$

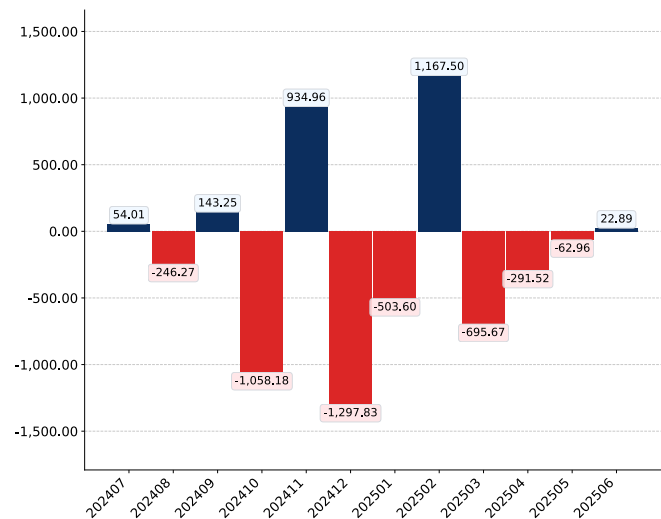
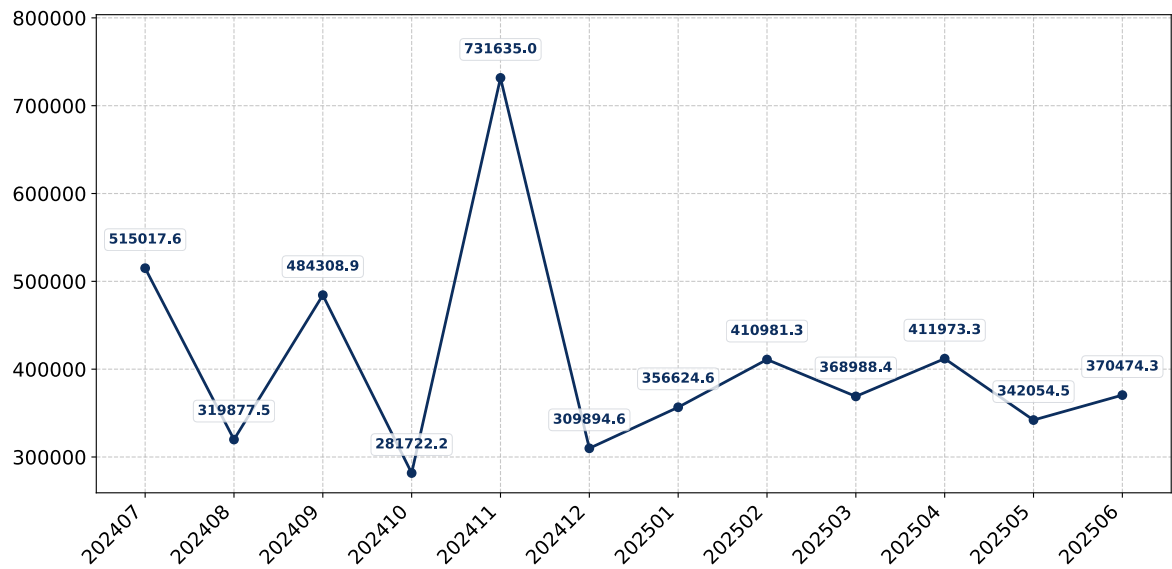


Figure 55. Average Monthly Proxy Prices on Imports from China to Finland, current US\$/ton



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.

Asia, not elsewhere specified

Figure 56. Y-o-Y Monthly Level Change of Imports from Asia, not elsewhere specified to Finland, tons

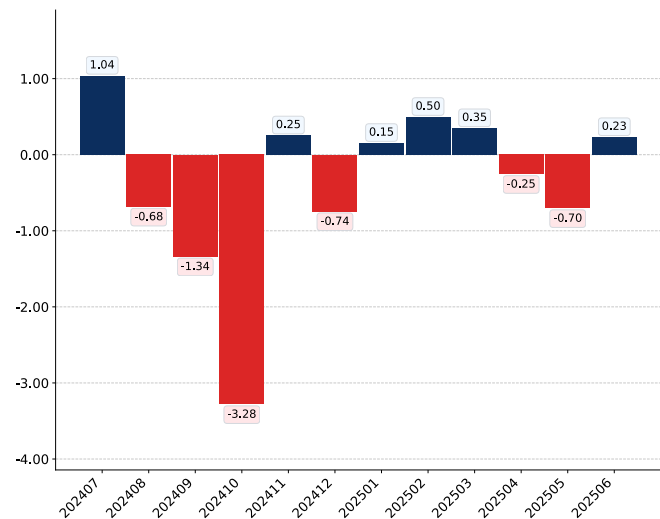


Figure 57. Y-o-Y Monthly Level Change of Imports from Asia, not elsewhere specified to Finland, K US\$

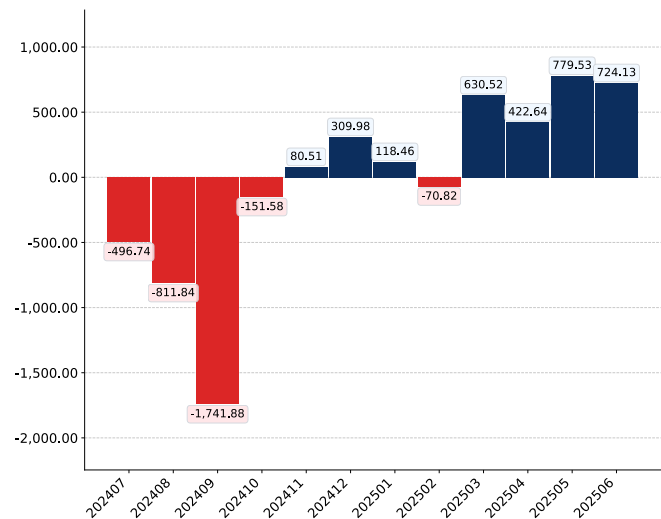
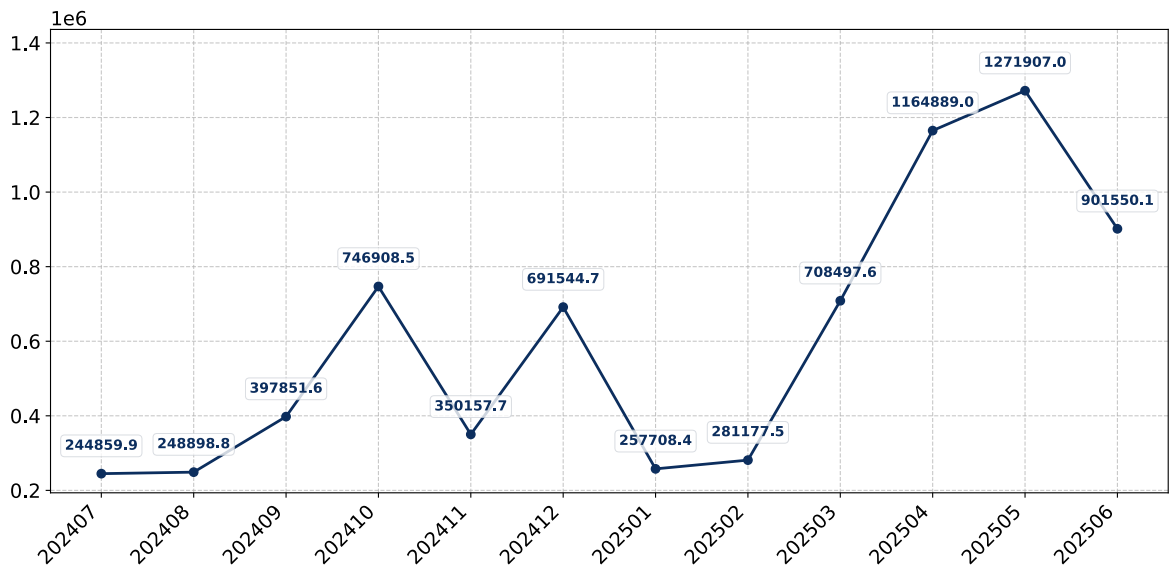


Figure 58. Average Monthly Proxy Prices on Imports from Asia, not elsewhere specified to Finland, current US\$/ton

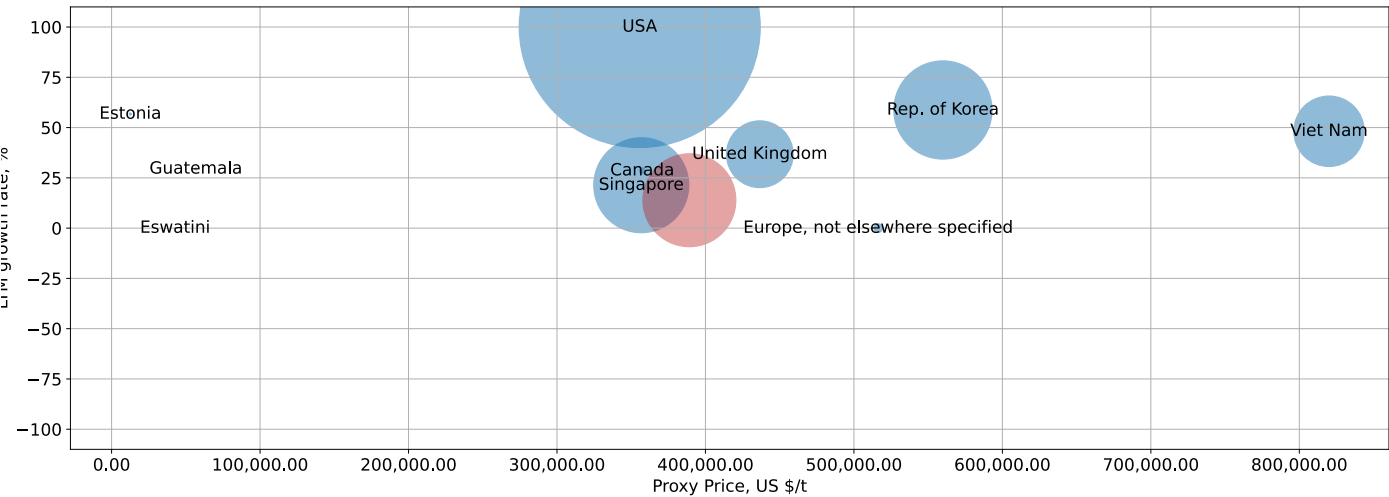


COMPETITION LANDSCAPE: CONTRIBUTORS TO GROWTH

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

Average Imports Parameters:
LTM growth rate = 13.87%
Proxy Price = 389,181.91 US\$ / t



The chart shows the classification of countries who were among the greatest growth contributors in terms of supply of Storage units 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 Storage units 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 Storage units 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 Storage units 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 Storage units to Finland seemed to be a significant factor contributing to the supply growth:

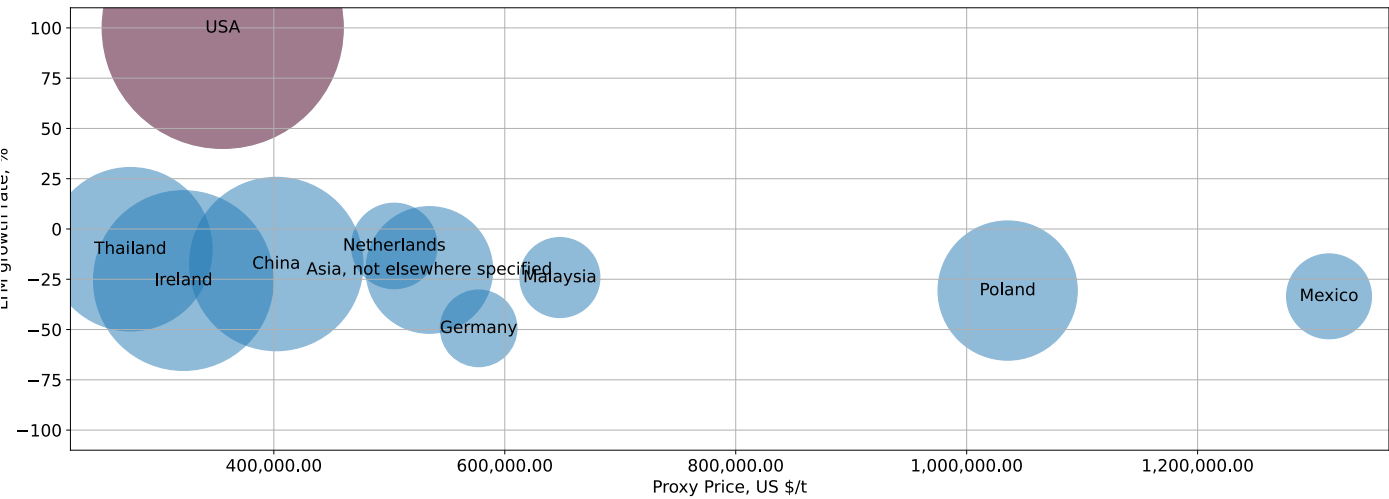
1. Singapore;
2. Thailand;
3. USA;

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 60. 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 90.84%



The chart shows the classification of countries who are strong competitors in terms of supplies of Storage units to Finland:

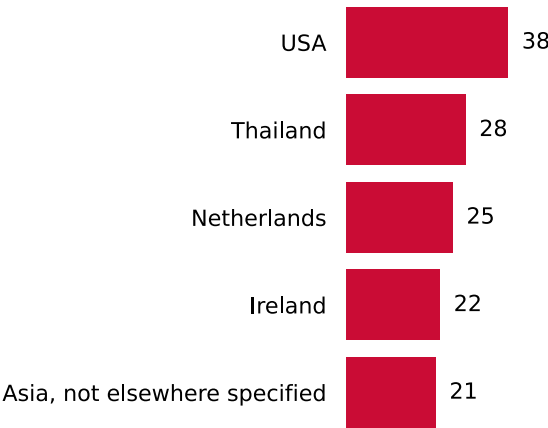
- Bubble size depicts market share of each country in total imports of Finland in the period of LTM (July 2024 – June 2025).
- Bubble's position on X axis depicts the average level of proxy price on imports of Storage units to Finland from each country in the period of LTM (July 2024 – June 2025).
- Bubble's position on Y axis depicts growth rate of imports Storage units 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 Storage units to Finland in LTM (07.2024 - 06.2025) were:
- 1. USA (81.4 M US\$, or 43.56% share in total imports);
 - 2. Ireland (18.88 M US\$, or 10.1% share in total imports);
 - 3. China (17.56 M US\$, or 9.39% share in total imports);
 - 4. Thailand (15.6 M US\$, or 8.35% share in total imports);
 - 5. Poland (11.33 M US\$, or 6.06% 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. USA (49.37 M US\$ contribution to growth of imports in LTM);
 - 2. Mexico (2.62 M US\$ contribution to growth of imports in LTM);
 - 3. Thailand (0.87 M US\$ contribution to growth of imports in LTM);
 - 4. Viet Nam (0.66 M US\$ contribution to growth of imports in LTM);
 - 5. United Kingdom (0.53 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. Singapore (356,765 US\$ per ton, 1.5% in total imports, and 20.22% growth in LTM);
 - 2. Thailand (275,745 US\$ per ton, 8.35% in total imports, and 5.9% growth in LTM);
 - 3. USA (355,742 US\$ per ton, 43.56% in total imports, and 154.13% growth in LTM);
- d) Top-3 high-ranked competitors in the LTM period:
- 1. USA (81.4 M US\$, or 43.56% share in total imports);
 - 2. Thailand (15.6 M US\$, or 8.35% share in total imports);
 - 3. Netherlands (4.27 M US\$, or 2.28% share in total imports);

Figure 61. 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.

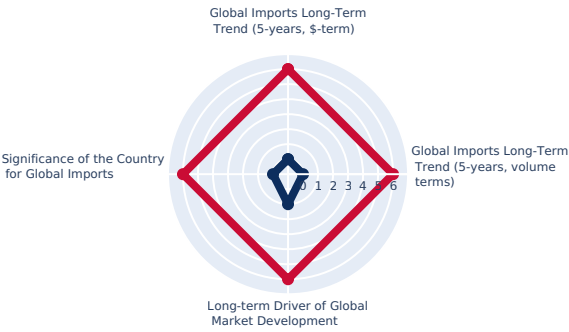
6

CONCLUSIONS

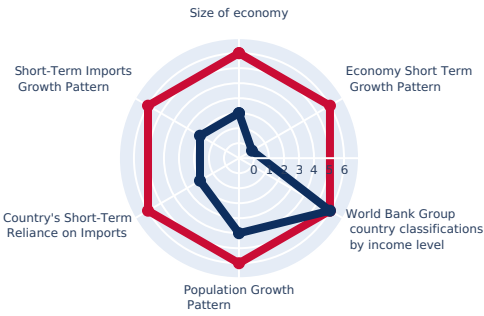
EXPORT POTENTIAL: RANKING RESULTS -1

- Component 1: Long-term trends of Global Demand for Imports
- Component 2: Strength of the Demand for Imports in the selected country

Max Score: 24
Country Score: 1

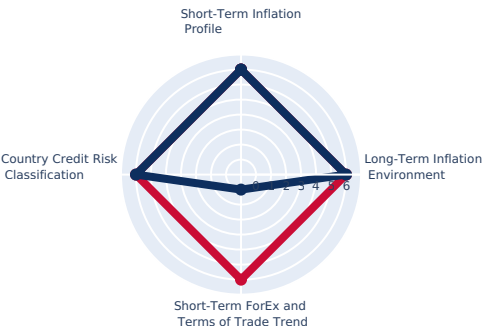


Max Score: 36
Country Score: 16

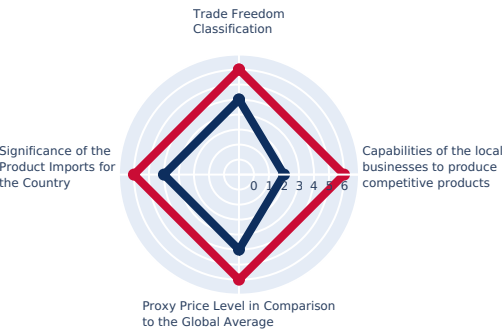


- Component 3: Macroeconomic risks for Imports to the selected country
- Component 4: Market entry barriers and domestic competition pressures for imports of the good

Max Score: 24
Country Score: 18



Max Score: 24
Country Score: 14

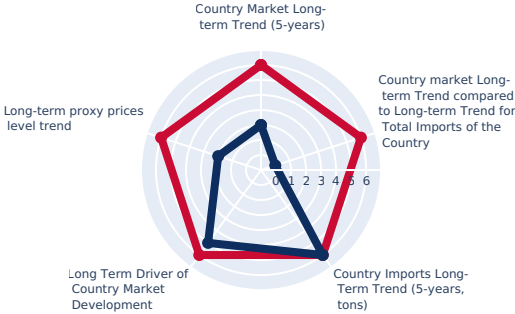


EXPORT POTENTIAL: RANKING RESULTS -2

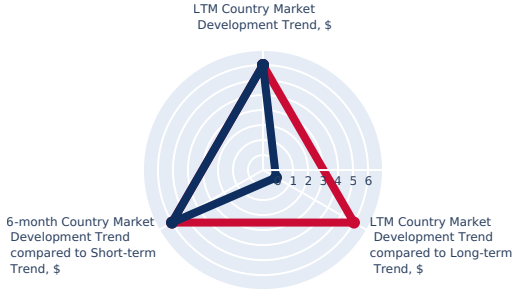
Component 5: Long-term trends of Country Market

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

Max Score: 30
Country Score: 15



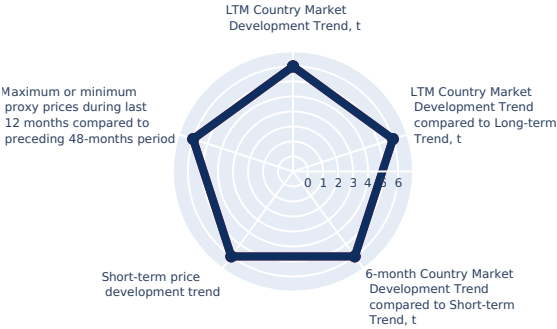
Max Score: 18
Country Score: 12



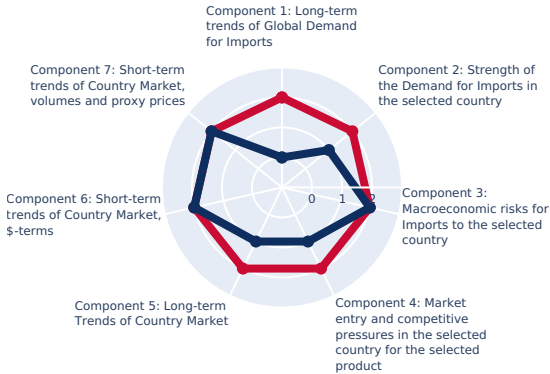
Component 7: Short-term trends of Country Market, volumes and proxy prices

Aggregated Country Ranking

Max Score: 30
Country Score: 30



Max Score: 14
Country Score: 9



Conclusion: Based on this estimation, the entry potential of this product market can be defined as suggesting relatively good chances for successful market entry.

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 Storage units by Finland may be expanded to the extent of 887.33 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 Storage units 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 Storage units 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	-0.26 %
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	27.35 tons
Estimated monthly imports increase in case of complete advantages	2.28 tons
The average level of proxy price on imports of 847170 in Finland in LTM	389,181.91 US\$/t
Potential monthly supply based on the average level of proxy prices on imports	887.33 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	887.33 K US\$	
Integrated estimation of market volume that may be added each month	887.33 K US\$	

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

7

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.

Lenovo Group Limited

Revenue 61,900,000,000\$

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

Country: China

Nature of Business: Global technology company, manufacturer, and exporter of personal computers, servers, storage, and mobile devices.

Product Focus & Scale: Personal computers (ThinkPad, IdeaPad), servers (ThinkSystem), storage solutions (ThinkSystem Storage), and workstations. Exports are on a massive global scale, serving consumer, enterprise, and public sector markets.

Operations in Importing Country: Lenovo products are widely available in Finland through distributors, resellers, and retailers. Its enterprise solutions are used by Finnish businesses and institutions.

Ownership Structure: Publicly traded company (HKEX: 0992).

COMPANY PROFILE

Lenovo Group Limited is a global technology company headquartered in Beijing, China, and Morrisville, North Carolina, USA. It is one of the world's largest personal computer vendors and also a significant player in servers, storage, and mobile devices. Lenovo's product portfolio includes ThinkPad and IdeaPad laptops, ThinkCentre desktops, ThinkSystem servers, and ThinkSystem storage solutions, catering to both consumer and enterprise markets. As a major exporter from China, Lenovo leverages its extensive manufacturing capabilities and supply chain network within China to produce and export a vast array of data processing machines and storage units. Its Chinese factories are central to its global production strategy, enabling large-scale exports of its PCs, servers, and storage systems to markets worldwide. The scale of these exports is immense, reflecting Lenovo's global market share in various IT segments. Lenovo has a strong market presence in Finland, with its products widely available through local distributors, resellers, and major electronics retailers. While Lenovo may not have a direct manufacturing presence in Finland, its sales and support operations ensure that its data processing and storage units are readily imported and utilized by Finnish businesses, educational institutions, and consumers. Lenovo's enterprise solutions are increasingly adopted by Finnish organizations for their data center needs. Lenovo Group Limited (HKEX: 0992) is a publicly traded company, with its ownership distributed among institutional investors, including Legend Holdings, and individual shareholders. The company's approximate annual revenue is in the range of \$56-62 billion, positioning it as a global leader in the technology hardware sector.

MANAGEMENT TEAM

- Yang Yuanqing (Chairman & CEO)
- Wong Wai Ming (Chief Financial Officer)
- Kirk Skaugen (President, Infrastructure Solutions Group)

RECENT NEWS

In the last 12 months, Lenovo has continued to expand its portfolio of AI-ready servers and storage solutions, which are critical for modern data centers. The company has also emphasized its commitment to sustainability in its supply chain, impacting the production and export of its data processing and storage units to markets like Finland.

POTENTIAL EXPORTERS

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

Huawei Technologies Co., Ltd.

Revenue 98,000,000,000\$

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

Country: China

Nature of Business: Global provider of information and communications technology (ICT) infrastructure and smart devices, including enterprise IT hardware.

Product Focus & Scale: Servers (FusionServer), storage systems (OceanStor), networking equipment, and cloud computing infrastructure. Exports are on a massive global scale, primarily to telecommunications operators, enterprises, and cloud service providers.

Operations in Importing Country: Huawei has a presence in Finland, primarily serving telecom operators. Its enterprise IT products and cloud services are available, relying on underlying data processing and storage units.

Ownership Structure: Privately held, employee-owned.

COMPANY PROFILE

Huawei Technologies Co., Ltd. is a leading global provider of information and communications technology (ICT) infrastructure and smart devices. While widely known for its telecommunications equipment and smartphones, Huawei also offers a comprehensive range of enterprise IT products, including servers (FusionServer), storage systems (OceanStor), and cloud computing solutions (Huawei Cloud). These products are integral to data processing and storage in various industries. As a major exporter from China, Huawei leverages its extensive R&D and manufacturing capabilities within China to produce and export its advanced ICT infrastructure. Its Chinese facilities are central to its global supply chain, enabling large-scale exports of its servers, storage, and networking equipment to telecommunications operators, enterprises, and cloud service providers worldwide. The scale of these exports is immense, despite geopolitical challenges. Huawei has a long-standing presence in Finland, primarily serving telecommunications operators with network infrastructure. While its enterprise IT hardware sales might be more limited due to market dynamics, its cloud services (Huawei Cloud) are accessible in Finland, which rely on underlying data processing and storage units. Huawei's commitment to R&D and innovation in Finland also contributes to its overall presence, even if direct hardware imports are not as prominent as some competitors. Huawei is a privately held company, owned by its employees through an employee shareholding scheme. This unique ownership structure distinguishes it from many of its publicly traded competitors. The company's approximate annual revenue is in the range of \$90-100 billion, making it one of the largest technology companies globally.

MANAGEMENT TEAM

- Ren Zhengfei (Founder & CEO)
- Meng Wanzhou (Rotating Chairman & CFO)
- Xu Zhijun (Rotating Chairman)

RECENT NEWS

In the last 12 months, Huawei has continued to focus on its cloud computing and digital power businesses, which require significant investment in data processing and storage infrastructure. Despite ongoing geopolitical pressures, the company has launched new server and storage products, indicating its continued commitment to these segments and their export potential.

POTENTIAL EXPORTERS

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

Inspur Group

Revenue 18,000,000,000\$

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

Country: China

Nature of Business: Leading Chinese IT company specializing in cloud computing, big data, AI, and server manufacturing.

Product Focus & Scale: Servers (rack, blade, AI servers), storage systems, and cloud solutions. Exports are on a large scale, primarily to data centers, enterprises, and government clients globally.

Operations in Importing Country: Inspur's products are used by global data center operators and cloud service providers, some of whom may have operations or partnerships in Finland. Direct imports into Finland would be via system integrators or global cloud providers.

Ownership Structure: State-owned enterprise (China), with publicly listed subsidiaries.

COMPANY PROFILE

Inspur Group is a leading Chinese IT company specializing in cloud computing, big data, artificial intelligence, and servers. It is one of the world's largest server manufacturers and a significant provider of data center infrastructure. Inspur's product portfolio includes a wide range of servers (e.g., rack servers, blade servers, AI servers), storage systems, and cloud solutions, catering primarily to enterprise and government clients. As a major exporter from China, Inspur leverages its strong domestic manufacturing base and R&D capabilities to produce and export high-performance data processing machines and storage units. Its Chinese facilities are central to its global expansion strategy, enabling large-scale exports of its servers and storage systems to data centers and enterprises worldwide. The scale of these exports is substantial, particularly in the Asia-Pacific region and emerging markets. While Inspur may not have a direct sales office in Finland, its products are increasingly sought after by global data center operators and cloud service providers, some of whom may have operations or partnerships in Finland. Its focus on AI servers and high-performance computing makes its products relevant for advanced data processing needs. Imports into Finland would typically occur through system integrators or global cloud providers utilizing Inspur's hardware. Inspur Group is a state-owned enterprise in China, with several listed subsidiaries, including Inspur Electronic Information Industry Co., Ltd. (SZSE: 000977). The ultimate ownership is with the Chinese state. The group's approximate annual revenue is in the range of \$15-20 billion, making it a significant player in the global server market.

MANAGEMENT TEAM

- Sun Pishu (Chairman & CEO, Inspur Group)
- Peng Zhen (President, Inspur Electronic Information)

RECENT NEWS

In the last 12 months, Inspur has continued to strengthen its position in the AI server market, launching new products optimized for large language models and deep learning. This focus drives demand for its high-performance data processing units, which are exported globally to support AI initiatives, including those that might indirectly impact Finland's data infrastructure.

POTENTIAL EXPORTERS

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

Foxconn Technology Group (Hon Hai Precision Industry Co., Ltd.)

Revenue 207,000,000,000\$

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

Country: China

Nature of Business: World's largest contract electronics manufacturer (OEM/ODM) for major global brands.

Product Focus & Scale: Assembly and manufacturing of a wide range of electronic products, including personal computers, servers, and components for data processing and storage units. Exports are on an immense global scale, serving major technology brands.

Operations in Importing Country: Foxconn is an indirect supplier to Finland, as many data processing machines and storage units imported from major brands are manufactured or assembled by Foxconn in China.

Ownership Structure: Publicly traded company (TWSE: 2317).

COMPANY PROFILE

Foxconn Technology Group, officially Hon Hai Precision Industry Co., Ltd., is the world's largest contract electronics manufacturer, headquartered in Taiwan but with massive manufacturing operations primarily in mainland China. Foxconn is a critical supplier to many of the world's leading technology brands, assembling a vast array of electronic products, including personal computers, servers, and components for data processing and storage units. Its scale of production is unparalleled in the electronics industry. As an immense exporter from China, Foxconn's factories produce and ship billions of dollars worth of electronic components and finished products annually. While it primarily operates as a contract manufacturer for other brands (e.g., Apple, HP, Dell), its role in the global supply chain for data processing machines and storage units is fundamental. The components and assembled systems exported from its Chinese facilities are integral to the IT infrastructure worldwide. Foxconn does not have a direct sales presence in Finland for its own branded products, as its business model is primarily B2B contract manufacturing. However, a significant portion of the data processing machines and storage units imported into Finland from major brands (e.g., Apple, HP, Dell, Lenovo) are likely manufactured or assembled by Foxconn in China. Thus, Foxconn is an indirect but crucial supplier to the Finnish market through its OEM clients. Hon Hai Precision Industry Co., Ltd. (TWSE: 2317) is a publicly traded company. Its ownership is distributed among institutional and individual investors. The company's approximate annual revenue exceeds \$200 billion, making it one of the largest private employers globally and a cornerstone of the electronics manufacturing industry.

MANAGEMENT TEAM

- Young Liu (Chairman & CEO)
- David Huang (Chief Financial Officer)

RECENT NEWS

In the last 12 months, Foxconn has continued to diversify its manufacturing footprint globally, while its Chinese operations remain central to its high-volume production. The company has also been investing in AI-related manufacturing capabilities, indicating its ongoing role in producing advanced data processing units for its clients, which are then exported worldwide, including to markets like Finland.

POTENTIAL EXPORTERS

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

ZTE Corporation

Revenue 17,000,000,000\$

Website: <https://www.zte.com.cn>

Country: China

Nature of Business: Global provider of telecommunications equipment, enterprise IT solutions, and mobile devices.

Product Focus & Scale: Servers, storage systems, networking equipment, and cloud computing infrastructure. Exports are on a large scale, primarily to telecommunications operators and enterprises globally.

Operations in Importing Country: ZTE has a presence in Finland, primarily serving telecom operators. Its enterprise IT products and cloud solutions are part of its global offering, potentially imported for specific projects.

Ownership Structure: Publicly traded company (SZSE: 000063, HKEX: 0763), with state-owned entities as major shareholders.

COMPANY PROFILE

ZTE Corporation is a global leader in telecommunications and information technology. While primarily known for its telecom equipment and mobile devices, ZTE also offers a range of enterprise IT solutions, including servers, storage systems, and cloud computing infrastructure. These products are designed to support the data processing and storage needs of telecommunications operators, enterprises, and government clients. As a major exporter from China, ZTE leverages its extensive R&D and manufacturing capabilities within China to produce and export its advanced ICT infrastructure. Its Chinese facilities are central to its global supply chain, enabling large-scale exports of its servers, storage, and networking equipment to telecommunications operators and enterprises worldwide. The scale of these exports is substantial, particularly in emerging markets and regions where ZTE has a strong presence. ZTE has a presence in Finland, primarily through its partnerships with telecommunications operators for network infrastructure. While its direct enterprise IT hardware sales might be less prominent compared to its telecom business, its cloud and data center solutions are part of its global offering. Any imports into Finland would typically be for specific projects or through global partnerships, contributing to the data processing and storage capabilities of Finnish telecom networks or enterprises. ZTE Corporation (SZSE: 000063, HKEX: 0763) is a publicly traded company, with its ownership distributed among institutional investors and state-owned entities. The company's approximate annual revenue is in the range of \$15-18 billion, positioning it as a significant player in the global telecommunications and IT infrastructure market.

MANAGEMENT TEAM

- Li Zixue (Chairman)
- Xu Ziyang (President)
- Guo Jun (Chief Financial Officer)

RECENT NEWS

In the last 12 months, ZTE has continued to focus on its core telecom business while also expanding its enterprise and government solutions, which include data center infrastructure. The company has been active in promoting its 5G-driven solutions, which require robust data processing and storage capabilities, impacting its export strategy for relevant hardware.

POTENTIAL EXPORTERS

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

Apple Operations International Ltd.

Revenue 383,000,000,000\$

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

Country: Ireland

Nature of Business: International sales, distribution, and operational hub for Apple Inc.'s products and services.

Product Focus & Scale: Distribution of Apple's full range of products, including Macs, iPads, and iPhones, which incorporate advanced data processing units (Apple Silicon) and integrated storage. Exports are on a massive scale to global markets.

Operations in Importing Country: Apple products are widely available in Finland through authorized resellers, mobile operators, and its online store. Apple Operations International Ltd. facilitates the supply chain to the Finnish market.

Ownership Structure: Wholly-owned subsidiary of Apple Inc. (NASDAQ: AAPL).

COMPANY PROFILE

Apple Operations International Ltd. is a key subsidiary of Apple Inc., strategically located in Ireland to manage a significant portion of Apple's international sales and distribution. While Apple is primarily known for its consumer electronics like iPhones and MacBooks, the company also designs and utilizes sophisticated data processing units and storage components within its devices and for its vast cloud infrastructure (iCloud). This Irish entity plays a crucial role in the global supply chain for Apple's products and services. As a major exporter from Ireland, Apple Operations International Ltd. facilitates the distribution of Apple's finished products, which contain advanced data processing and storage units, to markets across Europe and beyond. Ireland serves as a critical hub for Apple's European logistics and financial operations, enabling large-scale exports of its technology products. The scale of these exports is immense, reflecting Apple's global market penetration. Apple has a very strong market presence in Finland, with its products widely sold through authorized resellers, mobile operators, and its online store. While there isn't a direct Apple retail store in Finland, the company's products, including Macs and iPads which contain significant data processing and storage capabilities, are readily available. The Irish entity is instrumental in ensuring these products reach the Finnish market efficiently. Apple Inc. (NASDAQ: AAPL) is a publicly traded company, and Apple Operations International Ltd. is a wholly-owned subsidiary. The ultimate ownership lies with Apple Inc.'s shareholders. Apple Inc.'s approximate annual revenue exceeds \$380 billion, making it one of the world's largest and most valuable companies.

GROUP DESCRIPTION

Apple Inc. is a multinational technology company headquartered in Cupertino, California, that designs, develops, and sells consumer electronics, computer software, and online services.

MANAGEMENT TEAM

- Tim Cook (CEO, Apple Inc.)
- Luca Maestri (CFO, Apple Inc.)
- Deirdre O'Brien (SVP, Retail + People, Apple Inc.)

RECENT NEWS

In the last 12 months, Apple has continued to launch new Mac models featuring its M-series chips, which are advanced data processing units, and has expanded its iCloud storage offerings. These developments directly impact the types of data processing and storage capabilities being exported from its Irish operations to markets like Finland.

POTENTIAL EXPORTERS

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

Microsoft Ireland Operations Limited

Revenue 211,900,000,000\$

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

Country: Ireland

Nature of Business: European operational hub for Microsoft Corporation, managing sales, marketing, and distribution of software, cloud services, and hardware.

Product Focus & Scale: Distribution of Microsoft's hardware (e.g., Surface devices, Xbox) and management of cloud services (Azure), which involve massive data processing and storage infrastructure. Exports are on a massive scale to European and global markets.

Operations in Importing Country: Microsoft has a direct subsidiary and significant operations in Finland, providing sales, support, and consulting. Its cloud services (Azure) are widely used, requiring underlying data processing and storage infrastructure.

Ownership Structure: Wholly-owned subsidiary of Microsoft Corporation (NASDAQ: MSFT).

COMPANY PROFILE

Microsoft Ireland Operations Limited is a crucial European hub for Microsoft Corporation, handling significant sales, marketing, and operational activities for the EMEA region. While Microsoft is primarily known for its software and cloud services (Azure), it also designs and sells hardware, including Surface devices, Xbox consoles, and critically, the underlying server and networking hardware for its vast Azure cloud infrastructure. This Irish entity plays a vital role in the distribution of Microsoft's hardware and the management of its cloud services in Europe. As a major exporter from Ireland, Microsoft Ireland Operations Limited facilitates the distribution of Microsoft's hardware products and manages the operational aspects of its cloud services, which rely on massive data processing and storage units. Ireland serves as a strategic base for Microsoft's European operations, enabling large-scale exports of its technology solutions. The scale of these exports is immense, supporting Microsoft's global enterprise and consumer markets. Microsoft has a strong and long-standing presence in Finland, with a significant local subsidiary that provides sales, support, and consulting services to Finnish businesses and public sector organizations. While direct hardware sales might be managed through partners, the Irish entity is central to the supply chain and operational framework for Microsoft's cloud services and hardware distribution into Finland. Microsoft's cloud services, which are heavily utilized in Finland, are underpinned by vast data centers requiring continuous import of processing and storage units. Microsoft Corporation (NASDAQ: MSFT) is a publicly traded company, and Microsoft Ireland Operations Limited is a wholly-owned subsidiary. The ultimate ownership lies with Microsoft Corporation's shareholders. Microsoft Corporation's approximate annual revenue exceeds \$210 billion, making it one of the world's largest technology companies.

GROUP DESCRIPTION

Microsoft Corporation is a multinational technology corporation that produces computer software, consumer electronics, personal computers, and related services.

MANAGEMENT TEAM

- Satya Nadella (Chairman & CEO, Microsoft Corp.)
- Amy Hood (EVP & CFO, Microsoft Corp.)
- Judson Althoff (EVP & Chief Commercial Officer, Microsoft Corp.)

RECENT NEWS

In the last 12 months, Microsoft has continued to expand its Azure cloud regions and services, which directly drives the demand for data processing and storage units. The company has also been heavily investing in AI infrastructure, requiring significant hardware upgrades and deployments, impacting its export activities from hubs like Ireland to support global cloud expansion, including services consumed in Finland.

POTENTIAL EXPORTERS

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

Intel Ireland Ltd.

Revenue 54,200,000,000\$

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

Country: Ireland

Nature of Business: Semiconductor manufacturing, research, and development hub for Intel Corporation.

Product Focus & Scale: Manufacturing and export of microprocessors (CPUs), chipsets, and other integrated circuits essential for data processing machines and storage units. Exports are on a massive global scale to OEMs and system integrators.

Operations in Importing Country: Intel's components are widely used in data processing machines and storage units imported into Finland by various OEMs and system integrators. Intel Ireland Ltd. is a key supplier to these manufacturers.

Ownership Structure: Wholly-owned subsidiary of Intel Corporation (NASDAQ: INTC).

COMPANY PROFILE

Intel Ireland Ltd. is a major European manufacturing and research hub for Intel Corporation, the world's largest semiconductor chip manufacturer by revenue. Intel is a foundational supplier of microprocessors (CPUs) and other integrated circuits that are essential data processing units for virtually all computers, servers, and data centers globally. The Irish facility is one of Intel's most advanced manufacturing sites outside the US. As a significant exporter from Ireland, Intel Ireland Ltd. produces a substantial volume of advanced microprocessors and related components that are critical for data processing machines and storage units. These components are exported to OEMs and system integrators across Europe and beyond, who then integrate them into final products. The scale of these exports is enormous, underpinning the global IT hardware industry. Intel's processors are ubiquitous in the Finnish market, powering servers used by enterprises, cloud providers, and government agencies, as well as personal computers and workstations. While Intel does not have a direct sales office in Finland focused on end-user hardware, its components are imported into Finland through various channels, embedded within products from major IT hardware manufacturers. Intel Ireland Ltd. plays a direct role in supplying these critical components to manufacturers who then serve the Finnish market. Intel Corporation (NASDAQ: INTC) is a publicly traded company, and Intel Ireland Ltd. is a wholly-owned subsidiary. The ultimate ownership lies with Intel Corporation's shareholders. Intel Corporation's approximate annual revenue is in the range of \$54-58 billion, making it a cornerstone of the global technology industry.

GROUP DESCRIPTION

Intel Corporation is an American multinational corporation and technology company headquartered in Santa Clara, California. It is the world's largest semiconductor chip manufacturer by revenue.

MANAGEMENT TEAM

- Pat Gelsinger (CEO, Intel Corp.)
- David Zinsner (EVP & CFO, Intel Corp.)
- Michelle Johnston Holthaus (EVP & General Manager, Client Computing Group, Intel Corp.)

RECENT NEWS

In the last 12 months, Intel has launched new generations of its Xeon processors for data centers and Core processors for client computing, which are critical data processing units. The company has also been investing heavily in expanding its manufacturing capacity globally, including in Ireland, to meet the growing demand for AI and high-performance computing, directly impacting its export capabilities for components used in Finland.

POTENTIAL EXPORTERS

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

Dell Technologies (Ireland)

Revenue 102,200,000,000\$

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

Country: Ireland

Nature of Business: European manufacturing, logistics, and customer support hub for Dell Technologies, facilitating export of IT hardware.

Product Focus & Scale: Assembly and distribution of servers (PowerEdge), storage arrays (PowerStore, PowerVault), and other IT hardware for the EMEA market. Exports are on a large scale to European countries.

Operations in Importing Country: Dell has a direct sales presence and a strong partner ecosystem in Finland, with products often supplied from its European distribution hubs, including Ireland.

Ownership Structure: Subsidiary of Dell Technologies (NYSE: DELL).

COMPANY PROFILE

Dell Technologies has a significant operational footprint in Ireland, serving as a key hub for its EMEA (Europe, Middle East, and Africa) operations, including manufacturing, logistics, and customer support. Dell's Irish facilities are instrumental in the assembly and distribution of its data processing machines, servers, and storage units for the European market. This strategic location allows Dell to efficiently serve its vast customer base across the continent. As a major exporter from Ireland, Dell leverages its Irish manufacturing and distribution centers to supply a wide range of its IT hardware, including PowerEdge servers and PowerStore storage solutions, to European countries. The scale of these exports is substantial, reflecting Ireland's role as a critical gateway for technology products into the EU. Dell's integrated supply chain ensures timely delivery of its enterprise-grade solutions. Dell maintains a strong direct presence in Finland through its local sales offices and partner network, serving both public and private sector clients. The products supplied to Finland often originate from Dell's European distribution hubs, including those in Ireland, ensuring efficient logistics and localized support. Dell's commitment to the Finnish market is evident in its tailored solutions for Finnish enterprises and government entities. Dell Technologies is a publicly traded company (NYSE: DELL), with its Irish operations being a key subsidiary. The ultimate ownership lies with Dell Technologies' shareholders. The company's approximate annual revenue exceeds \$100 billion, making it one of the largest technology companies globally.

MANAGEMENT TEAM

- Michael Dell (Chairman & CEO, Dell Technologies)
- Jeff Clarke (Vice Chairman & Co-Chief Operating Officer, Dell Technologies)
- Yvonne McGill (Chief Financial Officer, Dell Technologies)

RECENT NEWS

In the last 12 months, Dell's European operations, including those in Ireland, have been instrumental in fulfilling demand for AI-ready infrastructure and hybrid cloud solutions. The efficient supply chain from Ireland supports the rapid deployment of Dell's latest servers and storage systems to customers across the Nordic region, including Finland.

POTENTIAL EXPORTERS

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

Hewlett Packard Enterprise (Ireland)

Revenue 29,100,000,000\$

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

Country: Ireland

Nature of Business: European operational hub for Hewlett Packard Enterprise, managing sales, support, and logistics for IT hardware.

Product Focus & Scale: Distribution of servers (ProLiant, Synergy), storage (Primera, Alletra, Nimble Storage), and networking (Aruba) for the EMEA market. Exports are on a large scale to European countries.

Operations in Importing Country: HPE has a direct subsidiary and sales office in Finland, with products often supplied from its European distribution hubs, including Ireland.

Ownership Structure: Subsidiary of Hewlett Packard Enterprise (NYSE: HPE).

COMPANY PROFILE

Hewlett Packard Enterprise (HPE) has a significant operational presence in Ireland, serving as a key hub for its EMEA (Europe, Middle East, and Africa) operations, including sales, support, and logistics. HPE's Irish facilities are instrumental in the distribution of its enterprise IT hardware, including servers, storage, and networking equipment, for the European market. This strategic location allows HPE to efficiently serve its vast customer base across the continent. As a major exporter from Ireland, HPE leverages its Irish operations to supply a wide range of its IT hardware, including ProLiant servers, Primera and Alletra storage solutions, and Aruba networking products, to European countries. The scale of these exports is substantial, reflecting Ireland's role as a critical gateway for technology products into the EU. HPE's integrated supply chain ensures timely delivery of its enterprise-grade solutions. HPE maintains a strong direct presence in Finland through its local offices and dedicated sales and support team. The products supplied to Finland often originate from HPE's European distribution hubs, including those in Ireland, ensuring efficient logistics and localized support. HPE's commitment to the Finnish market aligns with its global focus on hybrid cloud and AI-driven solutions. HPE is a publicly traded company (NYSE: HPE), with its Irish operations being a key subsidiary. The ultimate ownership lies with HPE's shareholders. The company's approximate annual revenue is in the range of \$27-30 billion, positioning it as a major player in the enterprise IT infrastructure market.

MANAGEMENT TEAM

- Antonio Neri (President & CEO, HPE)
- Jeremy Cox (Chief Financial Officer, HPE)
- Fidelma Russo (Chief Technology Officer, HPE)

RECENT NEWS

Over the past year, HPE's European operations, including those in Ireland, have been crucial in supporting the rollout of HPE GreenLake as-a-service offerings across the continent. This involves the deployment of significant data processing and storage hardware, with efficient logistics from Ireland supporting installations in countries like Finland.

POTENTIAL EXPORTERS

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

Dell Technologies (Poland)

Revenue 102,200,000,000\$

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

Country: Poland

Nature of Business: European manufacturing, assembly, and logistics hub for Dell Technologies, facilitating export of IT hardware.

Product Focus & Scale: Assembly and distribution of servers (PowerEdge), storage arrays (PowerStore, PowerVault), and other IT hardware for the EMEA market. Exports are on a large scale to European countries.

Operations in Importing Country: Dell has a direct sales presence and a strong partner ecosystem in Finland, with products often supplied from its European distribution hubs, including Poland.

Ownership Structure: Subsidiary of Dell Technologies (NYSE: DELL).

COMPANY PROFILE

Dell Technologies has a significant operational footprint in Poland, particularly in Łódź, where it operates a major manufacturing and logistics center for the EMEA region. This facility is instrumental in the assembly and distribution of Dell's data processing machines, servers, and storage units for the European market. Poland's strategic location and skilled workforce make it a critical hub for Dell's European supply chain. As a major exporter from Poland, Dell leverages its Polish manufacturing and distribution centers to supply a wide range of its IT hardware, including PowerEdge servers and PowerStore storage solutions, to European countries. The scale of these exports is substantial, reflecting Poland's growing role as a manufacturing and logistics gateway for technology products into the EU. Dell's integrated supply chain ensures timely delivery of its enterprise-grade solutions. Dell maintains a strong direct presence in Finland through its local sales offices and partner network, serving both public and private sector clients. The products supplied to Finland often originate from Dell's European distribution hubs, including the facility in Poland, ensuring efficient logistics and localized support. Dell's commitment to the Finnish market is evident in its tailored solutions for Finnish enterprises and government entities. Dell Technologies is a publicly traded company (NYSE: DELL), with its Polish operations being a key subsidiary. The ultimate ownership lies with Dell Technologies' shareholders. The company's approximate annual revenue exceeds \$100 billion, making it one of the largest technology companies globally.

MANAGEMENT TEAM

- Michael Dell (Chairman & CEO, Dell Technologies)
- Jeff Clarke (Vice Chairman & Co-Chief Operating Officer, Dell Technologies)
- Yvonne McGill (Chief Financial Officer, Dell Technologies)

RECENT NEWS

In the last 12 months, Dell's Polish operations have been instrumental in fulfilling demand for AI-ready infrastructure and hybrid cloud solutions across Europe. The efficient supply chain from Poland supports the rapid deployment of Dell's latest servers and storage systems to customers across the Nordic region, including Finland.

POTENTIAL EXPORTERS

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

Hewlett Packard Enterprise (Poland)

Revenue 29,100,000,000\$

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

Country: Poland

Nature of Business: European operational hub for Hewlett Packard Enterprise, managing sales, support, and logistics for IT hardware.

Product Focus & Scale: Distribution of servers (ProLiant, Synergy), storage (Primera, Alletra, Nimble Storage), and networking (Aruba) for the EMEA market. Exports are on a large scale to European countries.

Operations in Importing Country: HPE has a direct subsidiary and sales office in Finland, with products often supplied from its European distribution hubs, including Poland.

Ownership Structure: Subsidiary of Hewlett Packard Enterprise (NYSE: HPE).

COMPANY PROFILE

Hewlett Packard Enterprise (HPE) has a significant operational presence in Poland, serving as a key hub for its EMEA (Europe, Middle East, and Africa) operations, including sales, support, and logistics. HPE's Polish facilities are instrumental in the distribution of its enterprise IT hardware, including servers, storage, and networking equipment, for the European market. This strategic location allows HPE to efficiently serve its vast customer base across the continent. As a major exporter from Poland, HPE leverages its Polish operations to supply a wide range of its IT hardware, including ProLiant servers, Primera and Alletra storage solutions, and Aruba networking products, to European countries. The scale of these exports is substantial, reflecting Poland's growing role as a logistics gateway for technology products into the EU. HPE's integrated supply chain ensures timely delivery of its enterprise-grade solutions. HPE maintains a strong direct presence in Finland through its local offices and dedicated sales and support team. The products supplied to Finland often originate from HPE's European distribution hubs, including those in Poland, ensuring efficient logistics and localized support. HPE's commitment to the Finnish market aligns with its global focus on hybrid cloud and AI-driven solutions. HPE is a publicly traded company (NYSE: HPE), with its Polish operations being a key subsidiary. The ultimate ownership lies with HPE's shareholders. The company's approximate annual revenue is in the range of \$27-30 billion, positioning it as a major player in the enterprise IT infrastructure market.

MANAGEMENT TEAM

- Antonio Neri (President & CEO, HPE)
- Jeremy Cox (Chief Financial Officer, HPE)
- Fidelma Russo (Chief Technology Officer, HPE)

RECENT NEWS

Over the past year, HPE's European operations, including those in Poland, have been crucial in supporting the rollout of HPE GreenLake as-a-service offerings across the continent. This involves the deployment of significant data processing and storage hardware, with efficient logistics from Poland supporting installations in countries like Finland.

POTENTIAL EXPORTERS

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

Flex Ltd. (Poland)

Revenue 27,000,000,000\$

Website: <https://flex.com>

Country: Poland

Nature of Business: Global diversified manufacturer and supply chain solutions provider (Electronics Manufacturing Services - EMS).

Product Focus & Scale: Design, engineering, manufacturing, and logistics services for electronic products, including components and assembled systems for data processing machines and storage units. Exports are on a large scale to global OEM clients.

Operations in Importing Country: Flex is an indirect supplier to Finland, as many data processing machines and storage units imported from major brands may contain components or have been assembled by Flex in Poland.

Ownership Structure: Publicly traded company (NASDAQ: FLEX).

COMPANY PROFILE

Flex Ltd. is a global diversified manufacturer and supply chain solutions provider. While headquartered in Singapore, Flex has significant manufacturing operations in Poland, serving as a key hub for its European clients. Flex provides design, engineering, manufacturing, and logistics services for a wide range of products, including components and assembled systems for data processing machines and storage units, for various global technology brands. As a major exporter from Poland, Flex leverages its advanced manufacturing capabilities to produce and ship electronic components and assembled IT hardware for its OEM clients across Europe. Its Polish facilities are instrumental in the supply chain for servers, storage arrays, and other data center equipment. The scale of these exports is substantial, supporting the production needs of major technology companies. Flex primarily operates as a contract manufacturer (EMS provider), so it does not have a direct sales presence in Finland for its own branded products. However, a significant portion of the data processing machines and storage units imported into Finland from various global brands may contain components or have been assembled by Flex in Poland. Thus, Flex is an indirect but crucial supplier to the Finnish market through its OEM clients. Flex Ltd. (NASDAQ: FLEX) is a publicly traded company. Its ownership is distributed among institutional and individual investors. The company's approximate annual revenue is in the range of \$26-28 billion, making it one of the largest electronics manufacturing services (EMS) providers globally.

MANAGEMENT TEAM

- Revathi Advaiti (CEO)
- Michael Hartung (Chief Financial Officer)

RECENT NEWS

In the last 12 months, Flex has continued to focus on high-growth markets, including data centers and cloud infrastructure, which require advanced data processing and storage solutions. Its Polish operations remain key to supporting its European clients in these sectors, impacting the supply chain for IT hardware imported into Finland.

POTENTIAL EXPORTERS

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

Foxconn Technology Group (Poland)

Revenue 207,000,000,000\$

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

Country: Poland

Nature of Business: Contract electronics manufacturer (OEM/ODM) for major global brands, with significant European operations.

Product Focus & Scale: Assembly and manufacturing of a wide range of electronic products, including personal computers, servers, and components for data processing and storage units. Exports are on a large scale to European OEM clients.

Operations in Importing Country: Foxconn is an indirect supplier to Finland, as many data processing machines and storage units imported from major brands may contain components or have been assembled by Foxconn in Poland.

Ownership Structure: Subsidiary of Hon Hai Precision Industry Co., Ltd. (TWSE: 2317).

COMPANY PROFILE

Foxconn Technology Group, officially Hon Hai Precision Industry Co., Ltd., has significant manufacturing operations in Poland, serving as a key hub for its European clients. Foxconn is the world's largest contract electronics manufacturer, assembling a vast array of electronic products, including personal computers, servers, and components for data processing and storage units, for various global technology brands. Its Polish facilities contribute to its global production network. As a major exporter from Poland, Foxconn's factories produce and ship electronic components and finished products for its OEM clients across Europe. While it primarily operates as a contract manufacturer for other brands (e.g., HP, Dell, Lenovo), its role in the European supply chain for data processing machines and storage units is fundamental. The components and assembled systems exported from its Polish facilities are integral to the IT infrastructure across the continent. Foxconn does not have a direct sales presence in Finland for its own branded products, as its business model is primarily B2B contract manufacturing. However, a significant portion of the data processing machines and storage units imported into Finland from major brands (e.g., HP, Dell, Lenovo) are likely manufactured or assembled by Foxconn in Poland. Thus, Foxconn is an indirect but crucial supplier to the Finnish market through its OEM clients. Hon Hai Precision Industry Co., Ltd. (TWSE: 2317) is a publicly traded company. Its ownership is distributed among institutional and individual investors. The company's approximate annual revenue exceeds \$200 billion, making it one of the largest private employers globally and a cornerstone of the electronics manufacturing industry.

MANAGEMENT TEAM

- Young Liu (Chairman & CEO, Hon Hai Precision Industry Co., Ltd.)
- David Huang (Chief Financial Officer, Hon Hai Precision Industry Co., Ltd.)

RECENT NEWS

In the last 12 months, Foxconn's Polish operations have continued to support the production of IT hardware for its major clients, including servers and PCs. This ensures a steady supply of data processing and storage units for the European market, including those ultimately imported into Finland.

POTENTIAL EXPORTERS

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

Lenovo (Poland)

Revenue 61,900,000,000\$

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

Country: Poland

Nature of Business: European manufacturing, assembly, and logistics hub for Lenovo Group Limited, facilitating export of IT hardware.

Product Focus & Scale: Production and distribution of personal computers (ThinkPad, IdeaPad), servers (ThinkSystem), and storage solutions (ThinkSystem Storage) for the EMEA market. Exports are on a large scale to European countries.

Operations in Importing Country: Lenovo products are widely available in Finland through distributors, resellers, and retailers, with products often supplied from its European hubs, including Poland.

Ownership Structure: Subsidiary of Lenovo Group Limited (HKEX: 0992).

COMPANY PROFILE

Lenovo Group Limited has a significant operational footprint in Poland, serving as a key hub for its European manufacturing, assembly, and logistics. Lenovo's Polish facilities are instrumental in the production and distribution of its personal computers, servers, and storage units for the European market. Poland's strategic location and skilled workforce make it a critical part of Lenovo's European supply chain. As a major exporter from Poland, Lenovo leverages its Polish manufacturing and distribution centers to supply a wide range of its IT hardware, including ThinkPad and IdeaPad laptops, ThinkCentre desktops, ThinkSystem servers, and ThinkSystem storage solutions, to European countries. The scale of these exports is substantial, reflecting Poland's growing role as a manufacturing and logistics gateway for technology products into the EU. Lenovo's integrated supply chain ensures timely delivery of its enterprise-grade solutions. Lenovo has a strong market presence in Finland, with its products widely available through local distributors, resellers, and major electronics retailers. While Lenovo may not have a direct manufacturing presence in Finland, its sales and support operations ensure that its data processing and storage units are readily imported and utilized by Finnish businesses, educational institutions, and consumers. Products supplied to Finland often originate from Lenovo's European hubs, including Poland. Lenovo Group Limited (HKEX: 0992) is a publicly traded company, with its Polish operations being a key subsidiary. The ultimate ownership lies with Lenovo Group Limited's shareholders. The company's approximate annual revenue is in the range of \$56-62 billion, positioning it as a global leader in the technology hardware sector.

MANAGEMENT TEAM

- Yang Yuanqing (Chairman & CEO, Lenovo Group Limited)
- Wong Wai Ming (Chief Financial Officer, Lenovo Group Limited)

RECENT NEWS

In the last 12 months, Lenovo's Polish operations have continued to support the production and distribution of its AI-ready servers and storage solutions for the European market. This ensures a steady supply of advanced data processing and storage units for customers in countries like Finland, supporting their digital transformation initiatives.

POTENTIAL EXPORTERS

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

Western Digital (Thailand) Co., Ltd.

Revenue 11,900,000,000\$

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

Country: Thailand

Nature of Business: Major manufacturing hub for hard disk drives (HDDs) and solid-state drives (SSDs) for Western Digital Corporation.

Product Focus & Scale: High-volume production and export of HDDs and SSDs for enterprise, client, and consumer markets. Exports are on a massive global scale, serving OEMs, data centers, and retail channels.

Operations in Importing Country: Western Digital products, including those manufactured in Thailand, are widely distributed and sold in Finland through IT distributors, system integrators, and retailers.

Ownership Structure: Wholly-owned subsidiary of Western Digital Corporation (NASDAQ: WDC).

COMPANY PROFILE

Western Digital (Thailand) Co., Ltd. is a major manufacturing hub for Western Digital Corporation, one of the world's leading developers and manufacturers of data storage devices. The Thai facilities are primarily responsible for the high-volume production of hard disk drives (HDDs) and solid-state drives (SSDs), which are essential components for data processing machines and storage units globally. Thailand is a critical part of Western Digital's global supply chain due to its advanced manufacturing capabilities and skilled workforce. As an immense exporter from Thailand, Western Digital (Thailand) Co., Ltd. ships billions of dollars worth of HDDs and SSDs annually to customers worldwide, including OEMs, system integrators, and distributors. These storage units are then integrated into personal computers, servers, data centers, and consumer electronics. The scale of these exports is vast, making Thailand a key global source for data storage components. Western Digital's products are widely available in Finland through various distribution channels, including IT distributors, system integrators, and electronics retailers. While there isn't a direct Western Digital sales office focused solely on enterprise storage in Finland, the products manufactured in Thailand are integral to the data processing and storage infrastructure of many Finnish businesses and consumers. The efficient supply chain from Thailand ensures these critical components are readily imported into the Finnish market. Western Digital (Thailand) Co., Ltd. is a wholly-owned subsidiary of Western Digital Corporation (NASDAQ: WDC). The ultimate ownership lies with Western Digital Corporation's shareholders. Western Digital Corporation's approximate annual revenue is in the range of \$11-12 billion, making it one of the largest dedicated data storage companies globally.

MANAGEMENT TEAM

- David Goeckeler (CEO, Western Digital Corp.)
- Wissam Jabre (Chief Financial Officer, Western Digital Corp.)

RECENT NEWS

In the last 12 months, Western Digital's Thai operations have continued to be central to its production of high-capacity HDDs and advanced SSDs. The efficiency and scale of these facilities directly impact the global supply of storage units, including those destined for integration into data processing machines imported into Finland.

POTENTIAL EXPORTERS

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

Seagate Technology (Thailand) Ltd.

Revenue 7,300,000,000\$

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

Country: Thailand

Nature of Business: Major manufacturing hub for hard disk drives (HDDs) for Seagate Technology Holdings plc.

Product Focus & Scale: High-volume production and export of HDDs for enterprise, client, and consumer markets. Exports are on a massive global scale, serving OEMs, data centers, and retail channels.

Operations in Importing Country: Seagate products, including those manufactured in Thailand, are widely distributed and sold in Finland through IT distributors and system integrators.

Ownership Structure: Wholly-owned subsidiary of Seagate Technology Holdings plc (NASDAQ: STX).

COMPANY PROFILE

Seagate Technology (Thailand) Ltd. is a cornerstone of Seagate Technology Holdings plc's global manufacturing operations, serving as one of its largest and most advanced production facilities for hard disk drives (HDDs). Thailand is a critical hub for Seagate due to its established electronics manufacturing ecosystem and skilled workforce, enabling high-volume production of essential data storage components for the global market. As an immense exporter from Thailand, Seagate Technology (Thailand) Ltd. ships billions of dollars worth of HDDs annually to customers worldwide, including OEMs, system integrators, and distributors. These storage units are then integrated into personal computers, servers, data centers, and consumer electronics. The scale of these exports is vast, making Thailand a primary global source for data storage components. Seagate's storage products are extensively distributed and utilized in Finland through various channels, including IT distributors, system integrators, and direct sales to large OEMs. Although Seagate may not have a direct sales office dedicated to enterprise clients in Finland, the products manufactured in Thailand are fundamental components in the data processing and storage infrastructure of many Finnish businesses, cloud providers, and consumers. The efficient supply chain from Thailand ensures a steady flow of its storage units into the Finnish market. Seagate Technology (Thailand) Ltd. is a wholly-owned subsidiary of Seagate Technology Holdings plc (NASDAQ: STX). The ultimate ownership lies with Seagate Technology Holdings plc's shareholders. Seagate Technology Holdings plc's approximate annual revenue is in the range of \$7-8 billion, making it a dominant force in the data storage industry.

MANAGEMENT TEAM

- Dave Mosley (CEO, Seagate Technology Holdings plc)
- Gianluca Romano (Chief Financial Officer, Seagate Technology Holdings plc)

RECENT NEWS

Over the past year, Seagate's Thai operations have continued to be critical for the production of its high-capacity HDDs, including those featuring HAMR technology. The efficiency and scale of these facilities directly impact the global supply of storage units, which are essential for data processing machines imported into Finland.

POTENTIAL EXPORTERS

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

Delta Electronics (Thailand) PCL

Revenue 4,500,000,000\$

Website: <https://www.deltaelectronics.co.th>

Country: Thailand

Nature of Business: Manufacturer and distributor of power management solutions, electronic components, and industrial automation products.

Product Focus & Scale: Power supplies, cooling solutions, and industrial automation components critical for data centers, servers, and IT infrastructure. Exports are on a large global scale, serving IT hardware manufacturers and data center operators.

Operations in Importing Country: Delta's components are indirectly imported into Finland as integral parts of servers, data centers, and other IT equipment from various global manufacturers.

Ownership Structure: Publicly traded company (SET: DELTA), majority-owned by Delta Electronics, Inc. (Taiwan).

COMPANY PROFILE

Delta Electronics (Thailand) PCL is a leading manufacturer and distributor of power management solutions and electronic components. While not directly producing data processing machines or storage units, Delta's products, such as power supplies, cooling solutions, and industrial automation components, are critical for the operation of data centers, servers, and other IT infrastructure. Its power solutions are essential for ensuring the reliability and efficiency of data processing and storage systems. As a significant exporter from Thailand, Delta Electronics (Thailand) PCL leverages its advanced manufacturing capabilities to produce and export a wide range of power and thermal management solutions. These components are vital for the proper functioning of data centers and IT equipment globally. The scale of its exports is substantial, serving a global clientele of IT hardware manufacturers, data center operators, and system integrators. Delta Electronics' products are indirectly imported into Finland as components within servers, data centers, and other IT equipment from various global manufacturers. While Delta may not have a direct sales office in Finland, its components are integral to the reliability and efficiency of the data processing and storage infrastructure used by Finnish businesses and cloud providers. Its global presence ensures its components are part of the supply chain for products entering Finland. Delta Electronics (Thailand) PCL (SET: DELTA) is a publicly traded company, with its majority ownership held by Delta Electronics, Inc. (Taiwan). The company's approximate annual revenue is in the range of \$4-5 billion, making it a key player in the power electronics and thermal management industry.

GROUP DESCRIPTION

Delta Electronics, Inc. is a global provider of power and thermal management solutions, headquartered in Taiwan.

MANAGEMENT TEAM

- Jackie Chang (President, Delta Electronics (Thailand) PCL)
- Victor Cheng (CEO, Delta Electronics, Inc.)

RECENT NEWS

In the last 12 months, Delta Electronics has continued to innovate in high-efficiency power solutions and thermal management for data centers, driven by the increasing power demands of AI and high-performance computing. These advancements directly impact the components available for export from Thailand, which are then integrated into data processing machines used globally, including in Finland.

POTENTIAL EXPORTERS

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

Fabrinet

Revenue 1,750,000,000\$

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

Country: Thailand

Nature of Business: Provider of optical packaging and precision optical, electro-mechanical, and electronic manufacturing services.

Product Focus & Scale: Optical components and modules for high-speed data communication, essential for data centers and networking equipment. Exports are on a large global scale, serving leading technology companies.

Operations in Importing Country: Fabrinet's components are indirectly imported into Finland as integral parts of networking equipment, servers, and data center infrastructure from various global manufacturers.

Ownership Structure: Publicly traded company (NYSE: FN).

COMPANY PROFILE

Fabrinet is a leading provider of optical packaging and precision optical, electro-mechanical, and electronic manufacturing services. While not a direct manufacturer of data processing machines, Fabrinet produces complex optical components and modules that are crucial for high-speed data communication within data centers and between data processing units. Its expertise in precision manufacturing makes it a key supplier to the optical networking and data communications industries. As a significant exporter from Thailand, Fabrinet leverages its advanced manufacturing facilities to produce and export high-precision optical and electronic components. These components are essential for the high-speed interconnects and data transmission within modern data centers and between servers and storage systems. The scale of its exports is substantial, serving a global clientele of leading technology companies. Fabrinet's products are indirectly imported into Finland as integral components within networking equipment, servers, and data center infrastructure from various global manufacturers. While Fabrinet does not have a direct sales presence in Finland, its components are critical for the performance and efficiency of the data processing and storage infrastructure used by Finnish businesses and cloud providers. Its global presence ensures its components are part of the supply chain for products entering Finland. Fabrinet (NYSE: FN) is a publicly traded company, incorporated in the Cayman Islands but with primary operations in Thailand and executive leadership in the USA. Its ownership is distributed among institutional and individual investors. The company's approximate annual revenue is in the range of \$1.7-1.8 billion, making it a key player in the optical manufacturing services sector.

MANAGEMENT TEAM

- Seamus Grady (CEO)
- Csaba Sverha (Chief Financial Officer)

RECENT NEWS

In the last 12 months, Fabrinet has seen increased demand for its optical components driven by the build-out of AI infrastructure and high-speed data center interconnects. This directly impacts its manufacturing and export activities from Thailand, as these components are crucial for the next generation of data processing and storage systems globally, including those that may be imported into Finland.

POTENTIAL EXPORTERS

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

MinebeaMitsumi Inc. (Thailand)

Revenue 8,500,000,000\$

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

Country: Thailand

Nature of Business: Manufacturer of precision components and electronic devices, including HDD motors and fan motors.

Product Focus & Scale: Precision components such as HDD motors, fan motors, and other electronic components essential for data processing machines and storage units. Exports are on a large global scale, serving IT hardware manufacturers.

Operations in Importing Country: MinebeaMitsumi's components are indirectly imported into Finland as integral parts of data processing machines and storage units from various global manufacturers.

Ownership Structure: Subsidiary of MinebeaMitsumi Inc. (TYO: 6479).

COMPANY PROFILE

MinebeaMitsumi Inc. is a Japanese multinational manufacturer of precision components and electronic devices. Its significant operations in Thailand are crucial for the production of various components, including hard disk drive (HDD) motors, fan motors, and other precision components that are essential for data processing machines and storage units. These components are vital for the performance, cooling, and reliability of IT hardware. As a major exporter from Thailand, MinebeaMitsumi's facilities produce and ship a vast quantity of precision components to global IT hardware manufacturers. These components are then integrated into finished products such as servers, personal computers, and data storage devices. The scale of these exports is substantial, making Thailand a key source for critical parts in the global electronics supply chain. MinebeaMitsumi's components are indirectly imported into Finland as integral parts of data processing machines and storage units from various global manufacturers. While MinebeaMitsumi does not have a direct sales presence in Finland for its components, its products are fundamental to the functionality and reliability of the IT infrastructure used by Finnish businesses and consumers. Its global presence ensures its components are part of the supply chain for products entering Finland. MinebeaMitsumi Inc. (TYO: 6479) is a publicly traded company, and its Thai operations are key subsidiaries. The ultimate ownership lies with MinebeaMitsumi Inc.'s shareholders. The company's approximate annual revenue is in the range of \$8-9 billion, positioning it as a leading global manufacturer of precision components.

GROUP DESCRIPTION

MinebeaMitsumi Inc. is a Japanese multinational manufacturer of precision components and electronic devices.

MANAGEMENT TEAM

- Yoshihisa Kainuma (Representative Director, CEO & COO, MinebeaMitsumi Inc.)
- Masaki Furukawa (CFO, MinebeaMitsumi Inc.)

RECENT NEWS

In the last 12 months, MinebeaMitsumi has continued to focus on high-precision components for various applications, including those for data centers and IT equipment. Its Thai facilities remain crucial for the production and export of these components, which are vital for the performance and cooling of data processing and storage systems globally, including those imported into Finland.

POTENTIAL EXPORTERS

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

Dell Technologies

Revenue 102,200,000,000\$

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

Country: USA

Nature of Business: Global technology solutions provider, manufacturer, and exporter of IT hardware and services.

Product Focus & Scale: Servers (PowerEdge), storage arrays (PowerStore, PowerVault, Isilon), networking equipment, workstations, and personal computers. Exports are on a massive global scale, serving enterprises, governments, and consumers.

Operations in Importing Country: Dell has a direct sales presence and a strong partner ecosystem in Finland, providing sales, support, and services for its full range of products. It serves major Finnish corporations and public sector organizations.

Ownership Structure: Publicly traded company (NYSE: DELL).

COMPANY PROFILE

Dell Technologies is a global leader in information technology, providing a comprehensive portfolio of products and services that include personal computers, servers, data storage solutions, networking, and IT services. The company operates through various segments, including Client Solutions, Enterprise Solutions Group, and VMware. Dell's extensive product range, particularly its PowerEdge servers and PowerStore storage arrays, are critical components for modern data centers and enterprise IT infrastructures globally. As a major exporter from the USA, Dell leverages its vast manufacturing and supply chain network to serve international markets. Its export strategy is deeply integrated with its global sales and distribution channels, ensuring that its advanced data processing and storage units reach customers worldwide. The company's scale of exports is immense, driven by continuous innovation in cloud, data, and AI technologies. Dell maintains a significant presence in Finland through its local sales offices and partner network, serving both public and private sector clients. While direct manufacturing for Finland may occur in various global locations, the strategic direction, R&D, and high-value component exports often originate from the USA. Dell's commitment to the Finnish market is evident in its localized support and tailored solutions for Finnish enterprises and government entities. Dell Technologies is a publicly traded company (NYSE: DELL), with a complex ownership structure that includes institutional investors and individual shareholders. Michael Dell, the founder, remains a significant shareholder and the driving force behind the company's strategic direction. The company's approximate annual revenue exceeds \$100 billion, making it one of the largest technology companies globally.

MANAGEMENT TEAM

- Michael Dell (Chairman & CEO)
- Jeff Clarke (Vice Chairman & Co-Chief Operating Officer)
- Chuck Whitten (Co-Chief Operating Officer)
- Yvonne McGill (Chief Financial Officer)

RECENT NEWS

In the last 12 months, Dell has continued to emphasize its AI-ready infrastructure solutions, including high-performance servers and storage, which are critical for data centers in countries like Finland. Dell has also been active in promoting its APEX as-a-service offerings, which are gaining traction in the Nordic region for flexible IT consumption.

POTENTIAL EXPORTERS

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

Hewlett Packard Enterprise (HPE)

Revenue 29,100,000,000\$

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

Country: USA

Nature of Business: Global enterprise IT infrastructure and solutions provider, manufacturer, and exporter.

Product Focus & Scale: Servers (ProLiant, Synergy), storage (Primera, Alletra, Nimble Storage), networking (Aruba), and related software and services. Exports are global, targeting large enterprises, service providers, and public sector clients.

Operations in Importing Country: HPE has a direct subsidiary and sales office in Finland, providing sales, consulting, and support services. It is a significant supplier of IT infrastructure to major Finnish companies and public institutions.

Ownership Structure: Publicly traded company (NYSE: HPE).

COMPANY PROFILE

Hewlett Packard Enterprise (HPE) is a global edge-to-cloud company that helps organizations accelerate outcomes by unlocking value from all of their data, everywhere. HPE's portfolio includes servers, storage, networking, converged systems, software, services, and financial services. The company is a key provider of infrastructure for data centers, cloud environments, and intelligent edge applications, with a strong focus on enterprise-grade solutions. HPE's export operations from the USA are central to its global supply chain, particularly for its high-end servers (ProLiant), storage solutions (Primera, Alletra), and networking products (Aruba). The company's advanced manufacturing and R&D capabilities in the US contribute significantly to its export volume, catering to the complex IT infrastructure needs of businesses and governments worldwide. HPE's global reach is supported by a robust logistics and distribution network. HPE maintains a direct operational presence in Finland, with local offices and a dedicated sales and support team. This presence facilitates the direct import and deployment of HPE's data processing and storage units into Finnish enterprises, telecommunications providers, and public sector organizations. HPE's strategy in Finland aligns with its global focus on hybrid cloud and AI-driven solutions. HPE is a publicly traded company (NYSE: HPE), having spun off from the original Hewlett-Packard Company. Its ownership is distributed among institutional and individual investors. The company's approximate annual revenue is in the range of \$27-30 billion, positioning it as a major player in the enterprise IT infrastructure market.

MANAGEMENT TEAM

- Antonio Neri (President & CEO)
- Jeremy Cox (Chief Financial Officer)
- Fidelma Russo (Chief Technology Officer)

RECENT NEWS

Over the past year, HPE has been actively promoting its HPE GreenLake platform, an edge-to-cloud as-a-service offering, which includes the provision of data processing and storage hardware on a consumption basis. This model is increasingly relevant for Finnish companies seeking flexible IT infrastructure solutions. HPE has also highlighted its advancements in AI and high-performance computing (HPC) solutions, which require significant data processing and storage capabilities.

POTENTIAL EXPORTERS

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

IBM

Revenue 61,900,000,000\$

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

Country: USA

Nature of Business: Multinational technology and consulting company, manufacturer of enterprise hardware, software, and services.

Product Focus & Scale: Mainframe systems (IBM Z), Power Systems servers, enterprise storage solutions (FlashSystem, Storage Scale), and related software. Exports are global, targeting large enterprises, financial institutions, and government agencies.

Operations in Importing Country: IBM has a direct subsidiary and significant operations in Finland, providing sales, consulting, and technical support for its enterprise hardware and software solutions to major Finnish clients.

Ownership Structure: Publicly traded company (NYSE: IBM).

COMPANY PROFILE

International Business Machines Corporation (IBM) is a multinational technology and consulting company, renowned for its enterprise hardware, software, and services. While IBM has diversified significantly into cloud computing, AI, and quantum computing, it remains a critical provider of high-end data processing and storage systems, particularly for large enterprises and mission-critical applications. Its hardware portfolio includes mainframe systems (IBM Z), Power Systems, and enterprise storage solutions (FlashSystem). IBM's export activities from the USA are substantial, driven by its global client base that relies on its robust and secure IT infrastructure. The company's advanced research and development, coupled with its manufacturing capabilities in the US, enable the export of sophisticated data processing units and storage systems. IBM's global supply chain ensures that its enterprise-grade hardware reaches customers in various industries, including finance, healthcare, and government. IBM has a long-standing and significant presence in Finland, with a local subsidiary that provides sales, consulting, and technical support. This Finnish operation facilitates the import and deployment of IBM's enterprise hardware, including servers and storage, into major Finnish corporations and public sector entities. IBM's focus in Finland includes hybrid cloud deployments, AI solutions, and data management, all of which rely on its core hardware offerings. IBM is a publicly traded company (NYSE: IBM), with a broad base of institutional and individual shareholders. The company's approximate annual revenue is in the range of \$60-65 billion, reflecting its position as a diversified technology giant with a strong legacy in enterprise hardware and services.

MANAGEMENT TEAM

- Arvind Krishna (Chairman & CEO)
- James Kavanaugh (Senior Vice President & Chief Financial Officer)
- Darío Gil (Senior Vice President & Director of Research)

RECENT NEWS

In the past year, IBM has continued to emphasize its hybrid cloud strategy, which often involves the deployment of its Power Systems and FlashSystem storage solutions on-premises, integrating with public cloud environments. This approach is relevant for Finnish companies seeking to modernize their IT infrastructure. IBM has also been active in promoting its AI capabilities, which are increasingly reliant on powerful data processing and storage hardware.

POTENTIAL EXPORTERS

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

Western Digital Corporation

Revenue 11,900,000,000\$

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

Country: USA

Nature of Business: Global developer, manufacturer, and provider of data storage devices and solutions.

Product Focus & Scale: Hard disk drives (HDDs), solid-state drives (SSDs), and flash-based storage solutions for enterprise, client, and consumer markets. Exports are on a massive global scale, serving OEMs, data centers, and retail channels.

Operations in Importing Country: Western Digital products are widely distributed and sold in Finland through IT distributors, system integrators, and retailers. Its storage units are integrated into systems used by Finnish enterprises and consumers.

Ownership Structure: Publicly traded company (NASDAQ: WDC).

COMPANY PROFILE

Western Digital Corporation is a leading global developer, manufacturer, and provider of data storage devices and solutions. The company offers a broad portfolio of hard disk drives (HDDs), solid-state drives (SSDs), and flash-based storage solutions for various applications, including enterprise data centers, client computing, and consumer electronics. Its brands include WD, SanDisk, and G-Technology. As a major exporter from the USA, Western Digital's advanced R&D and some manufacturing operations are based domestically, contributing to the export of high-capacity and high-performance storage units. While the company has significant manufacturing facilities globally, including in Thailand, key intellectual property and specialized components often originate from the US, driving its export volume. The scale of its exports is immense, serving a global market for data storage. Western Digital's products are widely available in Finland through various distribution channels, including IT distributors, system integrators, and electronics retailers. While it may not have a direct sales office focused solely on enterprise storage in Finland, its products are integral to the data processing and storage infrastructure of many Finnish businesses and consumers. The company's indirect presence ensures its storage units are readily imported into the Finnish market. Western Digital is a publicly traded company (NASDAQ: WDC), with its ownership distributed among institutional and individual investors. The company's approximate annual revenue is in the range of \$11-12 billion, making it one of the largest dedicated data storage companies globally.

MANAGEMENT TEAM

- David Goeckeler (CEO)
- Wissam Jabre (Chief Financial Officer)
- Siva Sivaram (President, Technology & Strategy)

RECENT NEWS

In the last 12 months, Western Digital has been focused on optimizing its portfolio, including the potential separation of its flash and HDD businesses. The company has also continued to release new high-capacity HDDs and high-performance SSDs, which are crucial for data centers and enterprise storage solutions, directly impacting the availability of these components for import into markets like Finland.

POTENTIAL EXPORTERS

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

Seagate Technology Holdings plc

Revenue 7,300,000,000\$

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

Country: USA

Nature of Business: Global developer, manufacturer, and provider of data storage devices and solutions.

Product Focus & Scale: Hard disk drives (HDDs) and solid-state drives (SSDs) for enterprise, client, and consumer markets. Exports are on a massive global scale, serving OEMs, data centers, and retail channels.

Operations in Importing Country: Seagate products are widely distributed and sold in Finland through IT distributors and system integrators. Its storage units are integrated into systems used by Finnish enterprises and consumers.

Ownership Structure: Publicly traded company (NASDAQ: STX), incorporated in Ireland but with primary operations in the USA.

COMPANY PROFILE

Seagate Technology Holdings plc is a global leader in data storage solutions, specializing in hard disk drives (HDDs) and solid-state drives (SSDs) for a wide range of applications, including enterprise data centers, desktop and mobile computing, and consumer electronics. Seagate is known for its innovative storage technologies, including HAMR (Heat-Assisted Magnetic Recording) for higher capacities. While Seagate has significant manufacturing operations in countries like Thailand, its corporate headquarters, key R&D, and strategic decision-making are based in the USA. This centralizes the intellectual property and high-value component exports from the US, contributing to its global supply chain. Seagate's export scale is immense, driven by the pervasive need for data storage across all sectors globally. Seagate's storage products are extensively distributed and utilized in Finland through various channels, including IT distributors, system integrators, and direct sales to large OEMs. Although Seagate may not have a direct sales office dedicated to enterprise clients in Finland, its products are fundamental components in the data processing and storage infrastructure of many Finnish businesses, cloud providers, and consumers. Its indirect presence ensures a steady flow of its storage units into the Finnish market. Seagate Technology Holdings plc is a publicly traded company (NASDAQ: STX), incorporated in Ireland but with primary operations and executive leadership in the USA. Its ownership is widely distributed among institutional and individual investors. The company's approximate annual revenue is in the range of \$7-8 billion, making it a dominant force in the data storage industry.

MANAGEMENT TEAM

- Dave Mosley (CEO)
- Gianluca Romano (Chief Financial Officer)
- B.S. Teh (Executive Vice President, Global Sales & Marketing)

RECENT NEWS

Over the past year, Seagate has continued to advance its HAMR technology for higher capacity HDDs, which are crucial for hyperscale data centers and cloud storage. The company has also been focused on optimizing its product portfolio for the evolving data storage market, directly impacting the availability and specifications of storage units imported into Finland.

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.

Tietoevry Oyj

Revenue 3,000,000,000\$

IT services and software company, cloud and infrastructure provider.

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

Country: Finland

Product Usage: Direct import and usage of servers, storage arrays, and other data processing units for its own data centers, cloud infrastructure (e.g., Azure, AWS, Google Cloud integrations), and managed services for enterprise and public sector clients. Products are used for processing, storage, and delivery of IT services.

Ownership Structure: Publicly traded company (Nasdaq Helsinki: TIETO).

COMPANY PROFILE

Tietoevry is a leading Nordic software and IT services company, providing a wide range of services including cloud and infrastructure services, data and analytics, and industry-specific software. As a major IT service provider, Tietoevry operates numerous data centers and manages extensive IT infrastructure for its clients across the Nordic region. This necessitates the continuous import and deployment of advanced data processing machines and storage units. Tietoevry's usage of imported data processing and storage products is primarily for its own data centers and for building and managing IT environments for its enterprise and public sector clients. This includes servers, storage arrays, networking equipment, and related hardware to support cloud services, managed services, and digital transformation projects. The scale of their IT operations makes them a significant consumer of high-end IT hardware. Tietoevry is a publicly listed company on Nasdaq Helsinki (TIETO) and Nasdaq Stockholm (TIETO). Its ownership is widely distributed among institutional and individual investors. The company's approximate annual revenue is in the range of €2.9-3.0 billion, making it one of the largest IT service providers in the Nordics. The management board includes Kimmo Alkio (CEO) and other key executives overseeing various business units and functions. Tietoevry's strategy focuses on accelerating digital transformation for its customers, which inherently drives demand for robust and scalable data processing and storage infrastructure.

MANAGEMENT TEAM

- Kimmo Alkio (CEO)
- Pekka Haataja (CFO)
- Christian Pedersen (Head of Industry & Public Sector)

RECENT NEWS

In the last 12 months, Tietoevry has continued to invest in its cloud and data center capabilities, including expanding its hybrid cloud offerings and AI-driven solutions. This ongoing investment directly translates into the import and deployment of new data processing and storage units to support these advanced services for its Finnish and Nordic clients.

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.

Elisa Oyj

Revenue 2,200,000,000\$

Telecommunications and ICT service provider.

Website: <https://elisa.com>

Country: Finland

Product Usage: Direct import and usage of servers, storage arrays, and specialized data processing units for its mobile and fixed networks, cloud services, and data centers. Products are used for network operations, data analytics, and service delivery.

Ownership Structure: Publicly traded company (Nasdaq Helsinki: ELISA).

COMPANY PROFILE

Elisa is a Finnish telecommunications, ICT, and online service company. It provides mobile and fixed network services, as well as digital services for consumers, businesses, and public administration. As a major telecom operator and cloud service provider, Elisa operates extensive network infrastructure and data centers, requiring significant investment in data processing machines and storage units to support its services. Elisa's usage of imported data processing and storage products is critical for its core operations, including mobile and fixed broadband networks, cloud services (e.g., Elisa Cloud), and IoT platforms. This involves servers, storage arrays, and specialized data processing units for network functions virtualization (NFV), software-defined networking (SDN), and big data analytics. They are direct importers for their own infrastructure needs. Elisa is a publicly listed company on Nasdaq Helsinki (ELISA). Its ownership is widely distributed among institutional and individual investors. The company's approximate annual revenue is in the range of €2.2-2.3 billion, making it one of the largest telecommunications companies in Finland. The management board includes Veli-Matti Mattila (CEO) and other key executives overseeing various business units and functions. Elisa's strategy focuses on providing leading digital services and network capabilities, which inherently drives demand for robust and scalable data processing and storage infrastructure.

MANAGEMENT TEAM

- Veli-Matti Mattila (CEO)
- Jari Kinnunen (CFO)
- Sami Komulainen (Executive Vice President, Production)

RECENT NEWS

In the last 12 months, Elisa has continued to invest heavily in its 5G network expansion and cloud infrastructure, including new data center capacity. This ongoing investment directly translates into the import and deployment of new data processing and storage units to support these advanced network and cloud services for its Finnish customers.

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.

Telia Finland Oyj

Revenue 1,500,000,000\$

Telecommunications and ICT service provider.

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

Country: Finland

Product Usage: Direct import and usage of servers, storage arrays, and specialized data processing units for its mobile and fixed networks, cloud services, and data centers. Products are used for network operations, data analytics, and service delivery.

Ownership Structure: Wholly-owned subsidiary of Telia Company AB (STO: TELIA).

COMPANY PROFILE

Telia Finland Oyj is a subsidiary of Telia Company, a leading Nordic and Baltic telecommunications company. Telia Finland provides mobile, fixed, broadband, and TV services, as well as ICT services for businesses and public organizations. As a major telecom operator and IT service provider, Telia Finland operates extensive network infrastructure and data centers, requiring significant investment in data processing machines and storage units. Telia Finland's usage of imported data processing and storage products is crucial for its core operations, including its mobile and fixed networks, cloud services, and enterprise IT solutions. This involves servers, storage arrays, and specialized data processing units for network functions, data analytics, and supporting its managed services portfolio. They are direct importers for their own infrastructure needs. Telia Finland is a wholly-owned subsidiary of Telia Company AB (STO: TELIA), a publicly traded company headquartered in Sweden. The ultimate ownership lies with Telia Company's shareholders. Telia Company's approximate annual revenue is in the range of SEK 80-90 billion (approx. €7-8 billion), with Telia Finland contributing a significant portion. The management board includes Heli Partanen (CEO, Telia Finland) and other key executives. Telia Finland's strategy focuses on providing reliable connectivity and innovative digital services, which inherently drives demand for robust and scalable data processing and storage infrastructure.

GROUP DESCRIPTION

Telia Company is a Swedish multinational telecommunications company and mobile network operator present in Sweden, Finland, Norway, Denmark, Lithuania, Latvia, and Estonia.

MANAGEMENT TEAM

- Heli Partanen (CEO, Telia Finland)
- Jari Lahti (CFO, Telia Finland)

RECENT NEWS

In the last 12 months, Telia Finland has continued its 5G network rollout and invested in modernizing its core network and data center infrastructure. This ongoing investment directly translates into the import and deployment of new data processing and storage units to support these advanced network and cloud services for its Finnish customers.

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.

DNA Oyj

Revenue 950,000,000\$

Telecommunications service provider.

Website: <https://dna.fi>

Country: Finland

Product Usage: Direct import and usage of servers, storage arrays, and specialized data processing units for its mobile and fixed networks, data centers, and digital services. Products are used for network operations, data management, and service delivery.

Ownership Structure: Wholly-owned subsidiary of Telenor Group (OSL: TEL).

COMPANY PROFILE

DNA Oyj is a Finnish telecommunications company providing mobile and fixed network services, as well as TV and broadband services for consumers and businesses. As a significant telecom operator, DNA operates its own network infrastructure and data centers, requiring continuous investment in data processing machines and storage units to support its growing customer base and service offerings. DNA's usage of imported data processing and storage products is essential for its core operations, including its mobile and fixed broadband networks, data center services, and digital platforms. This involves servers, storage arrays, and specialized data processing units for network functions, data management, and supporting its various digital services. They are direct importers for their own infrastructure needs. DNA Oyj is a wholly-owned subsidiary of Telenor Group (OSL: TEL), a major Norwegian telecommunications company. The ultimate ownership lies with Telenor Group's shareholders. Telenor Group's approximate annual revenue is in the range of NOK 80-90 billion (approx. €7-8 billion), with DNA Oyj contributing a significant portion. The management board includes Jussi Tolvanen (CEO, DNA Oyj) and other key executives. DNA's strategy focuses on providing high-quality connectivity and digital services, which inherently drives demand for robust and scalable data processing and storage infrastructure.

GROUP DESCRIPTION

Telenor Group is a Norwegian multinational telecommunications company headquartered in Fornebu, Norway. It is one of the world's largest mobile telecommunications companies.

MANAGEMENT TEAM

- Jussi Tolvanen (CEO, DNA Oyj)
- Timo Karppinen (CFO, DNA Oyj)

RECENT NEWS

In the last 12 months, DNA has continued to expand its 5G network coverage and invest in its core network infrastructure. This ongoing investment directly translates into the import and deployment of new data processing and storage units to support these advanced network services and growing data traffic for its Finnish customers.

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.

Verkkokauppa.com Oyj

Revenue 550,000,000\$

Online and retail consumer electronics and IT products reseller.

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

Country: Finland

Product Usage: Direct import and resale of personal computers, laptops, servers (for small businesses), and various storage units (HDDs, SSDs, NAS devices). Also uses data processing and storage for its own e-commerce and logistics infrastructure.

Ownership Structure: Publicly traded company (Nasdaq Helsinki: VERK).

COMPANY PROFILE

Verkkokauppa.com is Finland's largest online retailer of consumer electronics, IT products, and home appliances. It operates a comprehensive e-commerce platform complemented by large retail stores. As a major reseller, Verkkokauppa.com imports a vast array of data processing machines, including personal computers, laptops, servers (for small businesses), and various storage units (HDDs, SSDs, NAS devices) for direct resale to consumers and businesses. Verkkokauppa.com's usage of imported data processing and storage products is primarily for resale. They act as a direct importer and distributor for numerous international brands, bringing these products into the Finnish market. Their extensive product catalog includes a wide range of computers, components, and storage solutions, making them a key channel for these products in Finland. They also utilize significant IT infrastructure for their own e-commerce operations and logistics. Verkkokauppa.com is a publicly listed company on Nasdaq Helsinki (VERK). Its ownership is widely distributed among institutional and individual investors. The company's approximate annual revenue is in the range of €500-600 million, making it a dominant player in the Finnish electronics retail sector. The management board includes Panu Porkka (CEO) and other key executives overseeing various business units and functions. Verkkokauppa.com's strategy focuses on offering a wide selection of products at competitive prices, supported by efficient logistics and customer service.

MANAGEMENT TEAM

- Panu Porkka (CEO)
- Mikko Forsell (CFO)

RECENT NEWS

In the last 12 months, Verkkokauppa.com has continued to adapt to changing consumer demand, including increased interest in remote work setups and gaming, which drives sales of laptops, desktops, and external storage. The company has also focused on optimizing its supply chain to ensure availability of popular IT products for the Finnish market.

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.

Gigantti Oy Ab

Revenue 700,000,000\$

Retailer of consumer electronics and home appliances.

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

Country: Finland

Product Usage: Direct import and resale of personal computers, laptops, and various storage units (HDDs, SSDs, external drives). Also uses data processing and storage for its own retail, logistics, and e-commerce infrastructure.

Ownership Structure: Wholly-owned subsidiary of Elkjøp Nordic AS, part of Dixons Carphone plc (LSE: DC.).

COMPANY PROFILE

Gigantti Oy Ab is the Finnish subsidiary of Elkjøp Nordic AS, which is part of the Dixons Carphone plc group. Gigantti is one of Finland's largest retailers of consumer electronics and home appliances, operating numerous large physical stores and a strong online presence. As a major reseller, Gigantti imports a wide range of data processing machines, including personal computers, laptops, and various storage units, for direct resale to consumers and businesses. Gigantti's usage of imported data processing and storage products is primarily for resale. They act as a direct importer and distributor for numerous international brands, bringing these products into the Finnish market. Their extensive product catalog includes a wide range of computers, components, and storage solutions, making them a key channel for these products in Finland. They also utilize significant IT infrastructure for their own retail operations, logistics, and e-commerce. Gigantti Oy Ab is a wholly-owned subsidiary of Elkjøp Nordic AS, which in turn is owned by Dixons Carphone plc (LSE: DC.). The ultimate ownership lies with Dixons Carphone plc's shareholders. Dixons Carphone plc's approximate annual revenue is in the range of £10-11 billion (approx. €11-12 billion), with Gigantti contributing a significant portion of the Nordic revenue. The management board includes Niko Sandström (CEO, Gigantti Oy Ab) and other key executives. Gigantti's strategy focuses on offering a broad selection of products, competitive pricing, and strong customer service across its omnichannel retail model.

GROUP DESCRIPTION

Elkjøp Nordic AS is the largest consumer electronics retailer in the Nordic countries, operating under brands like Elkjøp, Elgiganten, and Gigantti. Dixons Carphone plc is a leading omnichannel retailer of technology products and services.

MANAGEMENT TEAM

- Niko Sandström (CEO, Gigantti Oy Ab)
- Fredrik Tønnesen (CEO, Elkjøp Nordic AS)

RECENT NEWS

In the last 12 months, Gigantti has continued to focus on its omnichannel strategy, enhancing its online presence and in-store experience. This includes ensuring a robust supply of data processing machines and storage units to meet consumer demand for new technologies and upgrades in the Finnish market.

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.

Power Finland Oy

Revenue 400,000,000\$

Retailer of consumer electronics and home appliances.

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

Country: Finland

Product Usage: Direct import and resale of personal computers, laptops, and various storage units (HDDs, SSDs, external drives). Also uses data processing and storage for its own retail, logistics, and e-commerce infrastructure.

Ownership Structure: Wholly-owned subsidiary of Power International AS.

COMPANY PROFILE

Power Finland Oy is part of the Power International AS group, a leading Nordic retailer of consumer electronics. Power operates a chain of large physical stores and a strong online presence in Finland. As a major reseller, Power Finland imports a wide range of data processing machines, including personal computers, laptops, and various storage units, for direct resale to consumers and businesses. Power Finland's usage of imported data processing and storage products is primarily for resale. They act as a direct importer and distributor for numerous international brands, bringing these products into the Finnish market. Their extensive product catalog includes a wide range of computers, components, and storage solutions, making them a key channel for these products in Finland. They also utilize significant IT infrastructure for their own retail operations, logistics, and e-commerce. Power Finland Oy is a wholly-owned subsidiary of Power International AS, a privately held company headquartered in Norway. The ultimate ownership lies with the owners of Power International AS. Power International AS's approximate annual revenue is in the range of NOK 15-20 billion (approx. €1.3-1.7 billion), with Power Finland contributing a significant portion. The management board includes Mika Aro (CEO, Power Finland Oy) and other key executives. Power Finland's strategy focuses on offering competitive prices, a wide product range, and strong customer service across its omnichannel retail model.

GROUP DESCRIPTION

Power International AS is a leading Nordic consumer electronics retailer operating in Norway, Sweden, Denmark, and Finland.

MANAGEMENT TEAM

- Mika Aro (CEO, Power Finland Oy)
- Ronny Blomseth (CEO, Power International AS)

RECENT NEWS

In the last 12 months, Power Finland has continued to expand its market share in the Finnish electronics retail sector. This involves ensuring a robust supply chain for data processing machines and storage units to meet consumer demand for new technologies and upgrades, directly impacting their import activities.

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.

CGI Finland Oy

Revenue 400,000,000\$

IT and business consulting services firm, systems integrator, and managed IT services provider.

Website: <https://www.cgi.com/finland>

Country: Finland

Product Usage: Direct import and usage of servers, storage arrays, and other data processing units for building and managing IT environments for enterprise and public sector clients. Products are used for processing, storage, and delivery of IT services.

Ownership Structure: Wholly-owned subsidiary of CGI Inc. (TSX: GIB.A, NYSE: GIB).

COMPANY PROFILE

CGI Finland Oy is the Finnish subsidiary of CGI Inc., a global IT and business consulting services firm. CGI provides a comprehensive range of services, including IT and business consulting, systems integration, and managed IT and business process services. As a major IT service provider, CGI Finland operates and manages extensive IT infrastructure for its clients, necessitating the import and deployment of data processing machines and storage units. CGI Finland's usage of imported data processing and storage products is primarily for building and managing IT environments for its enterprise and public sector clients. This includes servers, storage arrays, networking equipment, and related hardware to support cloud services, managed services, and digital transformation projects. They are significant consumers of high-end IT hardware for their service delivery. CGI Finland Oy is a wholly-owned subsidiary of CGI Inc. (TSX: GIB.A, NYSE: GIB), a publicly traded company headquartered in Canada. The ultimate ownership lies with CGI Inc.'s shareholders. CGI Inc.'s approximate annual revenue is in the range of CAD 14-15 billion (approx. €9-10 billion), making it one of the largest independent IT and business consulting services firms globally. The management board includes Leena-Mari Lähteenmaa (President, CGI Finland) and other key executives. CGI Finland's strategy focuses on delivering end-to-end IT solutions and digital transformation, which inherently drives demand for robust and scalable data processing and storage infrastructure.

GROUP DESCRIPTION

CGI Inc. is a Canadian multinational information technology (IT) consulting and systems integration company.

MANAGEMENT TEAM

- Leena-Mari Lähteenmaa (President, CGI Finland)
- George D. Schindler (President & CEO, CGI Inc.)

RECENT NEWS

In the last 12 months, CGI Finland has continued to secure significant contracts with Finnish public sector and enterprise clients for IT modernization and cloud migration. These projects often involve the procurement and deployment of new data processing and storage units to build resilient and scalable IT infrastructures.

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.

Capgemini Finland Oy

Revenue 150,000,000\$

Consulting, technology services, and digital transformation firm.

Website: <https://www.capgemini.com/fi-en/>

Country: Finland

Product Usage: Direct import and usage of servers, storage arrays, and other data processing units for building and managing IT environments for enterprise and public sector clients. Products are used for processing, storage, and delivery of IT services.

Ownership Structure: Wholly-owned subsidiary of Capgemini SE (EPA: CAP).

COMPANY PROFILE

Capgemini Finland Oy is the Finnish subsidiary of Capgemini SE, a global leader in consulting, technology services, and digital transformation. Capgemini provides a comprehensive range of services, including strategy and transformation, applications and technology, and operations services. As a major IT service provider, Capgemini Finland operates and manages IT infrastructure for its clients, necessitating the import and deployment of data processing machines and storage units. Capgemini Finland's usage of imported data processing and storage products is primarily for building and managing IT environments for its enterprise and public sector clients. This includes servers, storage arrays, networking equipment, and related hardware to support cloud services, managed services, and digital transformation projects. They are significant consumers of high-end IT hardware for their service delivery. Capgemini Finland Oy is a wholly-owned subsidiary of Capgemini SE (EPA: CAP), a publicly traded company headquartered in France. The ultimate ownership lies with Capgemini SE's shareholders. Capgemini SE's approximate annual revenue is in the range of €22-23 billion, making it one of the largest IT consulting and services firms globally. The management board includes Mikko Akselin (Country Manager, Capgemini Finland) and other key executives. Capgemini Finland's strategy focuses on delivering end-to-end digital transformation solutions, which inherently drives demand for robust and scalable data processing and storage infrastructure.

GROUP DESCRIPTION

Capgemini SE is a French multinational information technology (IT) services and consulting company.

MANAGEMENT TEAM

- Mikko Akselin (Country Manager, Capgemini Finland)
- Aiman Ezzat (CEO, Capgemini SE)

RECENT NEWS

In the last 12 months, Capgemini Finland has continued to expand its digital transformation projects with Finnish clients, particularly in areas like cloud adoption and data analytics. These projects often involve the procurement and deployment of new data processing and storage units to build modern and efficient IT infrastructures.

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.

Equinix Finland Oy

Revenue 8,500,000,000\$

Global colocation data center and digital infrastructure provider.

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

Country: Finland

Product Usage: Direct import and usage of servers, storage arrays, and other data processing units for building and expanding its colocation data center infrastructure. Products are used for managing the data center environment and providing interconnected services.

Ownership Structure: Wholly-owned subsidiary of Equinix, Inc. (NASDAQ: EQIX).

COMPANY PROFILE

Equinix Finland Oy is the Finnish subsidiary of Equinix, Inc., a global leader in digital infrastructure and colocation data centers. Equinix provides interconnected data center services, enabling businesses to connect with partners and customers across their digital supply chains. As a colocation provider, Equinix imports and deploys significant data processing machines and storage units to support its own infrastructure and to facilitate the operations of its clients within its data centers. Equinix Finland's usage of imported data processing and storage products is primarily for building and expanding its colocation data center infrastructure. This includes servers, storage arrays, networking equipment, and specialized data processing units that form the backbone of its interconnected platform. While clients bring their own equipment, Equinix provides the foundational environment and connectivity, requiring robust underlying IT hardware. They are direct importers for their own operational needs. Equinix Finland Oy is a wholly-owned subsidiary of Equinix, Inc. (NASDAQ: EQIX), a publicly traded company headquartered in the USA. The ultimate ownership lies with Equinix, Inc.'s shareholders. Equinix, Inc.'s approximate annual revenue is in the range of \$8-9 billion, making it the world's largest colocation data center provider. The management board includes Sami Holopainen (Managing Director, Equinix Finland) and other key executives. Equinix Finland's strategy focuses on expanding its interconnected data center footprint to meet the growing demand for digital infrastructure.

GROUP DESCRIPTION

Equinix, Inc. is an American multinational company that specializes in Internet connection and data centers.

MANAGEMENT TEAM

- Sami Holopainen (Managing Director, Equinix Finland)
- Charles Meyers (President & CEO, Equinix, Inc.)

RECENT NEWS

In the last 12 months, Equinix has continued to expand its global data center footprint, including investments in its Nordic operations. This ongoing expansion directly translates into the import and deployment of new data processing and storage units to build out and upgrade its interconnected data center infrastructure in Finland, supporting the digital needs of its clients.

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.

Ficolo Oy

Revenue 15,000,000\$

Data center and cloud service provider.

Website: <https://ficolo.com>

Country: Finland

Product Usage: Direct import and usage of servers, storage arrays, and other data processing units for building and expanding its colocation and hybrid cloud infrastructure. Products are used for managing the data center environment and providing cloud services.

Ownership Structure: Privately held.

COMPANY PROFILE

Ficolo Oy is a Finnish data center and cloud service company, specializing in colocation, hybrid cloud, and data connectivity services. Ficolo operates several data centers in Finland, including its 'The Rock' facility, which is built inside a former military cave. As a data center and cloud provider, Ficolo continuously imports and deploys significant data processing machines and storage units to support its own infrastructure and to provide services to its clients. Ficolo's usage of imported data processing and storage products is primarily for building and expanding its data center and cloud infrastructure. This includes servers, storage arrays, networking equipment, and specialized data processing units that form the backbone of its colocation and hybrid cloud offerings. They are direct importers for their own operational needs and for providing managed services to their clients. Ficolo Oy is a privately held Finnish company, with ownership primarily held by its founders and private equity investors. The company's approximate annual revenue is in the range of €10-20 million, positioning it as a significant regional player in the Finnish data center market. The management board includes Seppo Ihalainen (CEO) and other key executives. Ficolo's strategy focuses on providing secure, sustainable, and highly connected data center and cloud services to Finnish and international clients.

MANAGEMENT TEAM

- Seppo Ihalainen (CEO)
- Janne Vainio (CFO)

RECENT NEWS

In the last 12 months, Ficolo has continued to invest in expanding its data center capacity and enhancing its cloud services, driven by increasing demand for secure and sustainable data infrastructure in Finland. This ongoing investment directly translates into the import and deployment of new data processing and storage units to support its growing operations.

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.

Cinia Oy

Revenue 60,000,000\$

State-owned provider of secure data network and ICT infrastructure services.

Website: <https://cinia.fi>

Country: Finland

Product Usage: Direct import and usage of high-performance servers, robust storage arrays, and other data processing units for building and maintaining its secure data network and data center infrastructure. Products are used for critical national services and secure data handling.

Ownership Structure: State-owned (Finnish Government).

COMPANY PROFILE

Cinia Oy is a Finnish state-owned company that provides secure data network and ICT infrastructure services. It operates critical national infrastructure, including extensive fiber optic networks and data centers, serving government, defense, and critical infrastructure sectors. As a provider of secure and high-availability services, Cinia continuously imports and deploys significant data processing machines and storage units. Cinia's usage of imported data processing and storage products is crucial for building and maintaining its secure data network and data center infrastructure. This includes high-performance servers, robust storage arrays, and specialized networking equipment designed for critical applications and high data volumes. They are direct importers for their own operational needs and for providing secure services to their clients. Cinia Oy is wholly owned by the Finnish state. This ownership structure emphasizes its role in national security and critical infrastructure. The company's approximate annual revenue is in the range of €50-70 million, reflecting its specialized role in the Finnish ICT landscape. The management board includes Ari-Jussi Knaapila (CEO) and other key executives. Cinia's strategy focuses on ensuring the security, reliability, and capacity of Finland's digital infrastructure, which inherently drives demand for robust and scalable data processing and storage capabilities.

MANAGEMENT TEAM

- Ari-Jussi Knaapila (CEO)
- Janne Lehtinen (CFO)

RECENT NEWS

In the last 12 months, Cinia has continued to invest in strengthening Finland's digital resilience and expanding its secure network infrastructure. This includes upgrades to its data centers and network equipment, directly translating into the import and deployment of new data processing and storage units to support national security and critical services.

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.

Valtori

Revenue 220,000,000\$

Finnish government agency providing shared ICT services to central government organizations.

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

Country: Finland

Product Usage: Procurement and deployment of servers, storage arrays, and other data processing units for building and maintaining shared IT infrastructure for Finnish government agencies. Products are used for government applications, data management, and cloud services.

Ownership Structure: Government agency (Finnish Government).

COMPANY PROFILE

Valtori is a Finnish government agency responsible for providing shared ICT services to central government organizations. Its mission is to ensure the availability, security, and cost-effectiveness of government ICT services. As a central provider of IT infrastructure and services for the public sector, Valtori continuously procures and deploys significant data processing machines and storage units. Valtori's usage of imported data processing and storage products is crucial for building and maintaining the shared IT infrastructure for Finnish government agencies. This includes servers, storage arrays, networking equipment, and specialized data processing units for various government applications, data management, and cloud services. They are major direct or indirect importers through large procurement contracts for their operational needs. Valtori is a government agency operating under the Ministry of Finance. Its ownership is entirely with the Finnish state. The agency's approximate annual budget/revenue is in the range of €200-250 million, reflecting its significant role in central government IT. The management board includes Pasi Lehmus (CEO) and other key executives. Valtori's strategy focuses on centralizing and standardizing government ICT services, which inherently drives demand for robust and scalable data processing and storage infrastructure.

MANAGEMENT TEAM

- Pasi Lehmus (CEO)
- Jari Korpela (CFO)

RECENT NEWS

In the last 12 months, Valtori has continued to implement its strategy for modernizing government IT infrastructure, including cloud migrations and data center consolidations. These initiatives directly involve the procurement and deployment of new data processing and storage units to enhance the efficiency and security of public sector services in Finland.

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.

Kone Corporation

Revenue 10,900,000,000\$

Global leader in the elevator and escalator industry.

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

Country: Finland

Product Usage: Direct import and usage of servers, storage arrays, and data processing units for its internal IT infrastructure, R&D, digital services, and IoT platforms. Products are used for data analytics, operational management, and smart building solutions.

Ownership Structure: Publicly traded company (Nasdaq Helsinki: KNEBV), with significant family ownership.

COMPANY PROFILE

Kone Corporation is a global leader in the elevator and escalator industry, providing elevators, escalators, and automatic building doors, as well as solutions for maintenance and modernization. While primarily a manufacturing and service company, Kone is increasingly reliant on advanced digital services, IoT, and data analytics for its smart building solutions and predictive maintenance. This necessitates significant internal IT infrastructure, including data processing machines and storage units. Kone's usage of imported data processing and storage products is primarily for its internal IT infrastructure, R&D, and for supporting its digital services and IoT platforms. This includes servers, storage arrays, and data processing units for managing vast amounts of sensor data from its equipment, running analytics, and supporting its global operations. They are significant end-users of high-end IT hardware. Kone Corporation is a publicly listed company on Nasdaq Helsinki (KNEBV). Its ownership is primarily held by the Herlin family, with a significant portion of shares also publicly traded. The company's approximate annual revenue is in the range of €10-11 billion, making it a global leader in its industry. The management board includes Philippe Delorme (President & CEO) and other key executives. Kone's strategy focuses on sustainable and smart urban development, which increasingly relies on robust digital infrastructure and data processing capabilities.

MANAGEMENT TEAM

- Philippe Delorme (President & CEO)
- Ilkka Hara (CFO)

RECENT NEWS

In the last 12 months, Kone has continued to advance its digital services and smart building solutions, which rely heavily on data collection and analysis. This ongoing digital transformation drives the need for robust internal data processing and storage infrastructure, leading to the import of relevant IT hardware to support its global operations, including those in Finland.

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\$

Global forest industry company.

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

Country: Finland

Product Usage: Direct import and usage of servers, storage arrays, and data processing units for its internal IT infrastructure, including ERP, MES, data analytics, and cloud environments. Products are used for operational management, production optimization, and business intelligence.

Ownership Structure: Publicly traded company (Nasdaq Helsinki: UPM).

COMPANY PROFILE

UPM-Kymmene Corporation is a Finnish forest industry company, one of the largest in the world. It produces pulp, paper, timber, biofuels, and other wood-based products. As a large industrial company with global operations, UPM relies heavily on sophisticated IT systems for production management, supply chain optimization, R&D, and business intelligence. This necessitates significant internal IT infrastructure, including data processing machines and storage units. UPM's usage of imported data processing and storage products is primarily for its internal IT infrastructure, including enterprise resource planning (ERP) systems, manufacturing execution systems (MES), data analytics platforms, and cloud environments. This involves servers, storage arrays, and data processing units to manage vast amounts of operational data, optimize production processes, and support its global business functions. They are significant end-users of high-end IT hardware. UPM-Kymmene Corporation is a publicly listed company on Nasdaq Helsinki (UPM). Its ownership is widely distributed among institutional and individual investors. The company's approximate annual revenue is in the range of €10-11 billion, making it a global leader in the forest industry. The management board includes Massimo Reynaudo (President & CEO) and other key executives. UPM's strategy focuses on sustainable and innovative bio-based solutions, which increasingly rely on robust digital infrastructure and data processing capabilities.

MANAGEMENT TEAM

- Massimo Reynaudo (President & CEO)
- Tapio Korpeinen (CFO)

RECENT NEWS

In the last 12 months, UPM has continued to invest in digitalizing its operations and supply chain to enhance efficiency and sustainability. This ongoing digital transformation drives the need for robust internal data processing and storage infrastructure, leading to the import of relevant IT hardware to support its global industrial operations, including those in Finland.

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.

Neste Oyj

Revenue 22,900,000,000\$

Global leader in renewable fuels and sustainable solutions.

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

Country: Finland

Product Usage: Direct import and usage of high-performance servers, robust storage arrays, and data processing units for its internal IT infrastructure, including industrial control systems, R&D computing, ERP, and data analytics platforms. Products are used for operational management, process optimization, and business intelligence.

Ownership Structure: Publicly traded company (Nasdaq Helsinki: NESTE), with significant state ownership.

COMPANY PROFILE

Neste Oyj is a Finnish company specializing in refining, producing, and marketing oil products, as well as renewable fuels and sustainable aviation fuel. It is a global leader in renewable diesel and sustainable aviation fuel. As a large industrial company with complex refining processes and global logistics, Neste relies heavily on advanced IT systems for process control, R&D, supply chain management, and data analytics. This necessitates significant internal IT infrastructure, including data processing machines and storage units. Neste's usage of imported data processing and storage products is primarily for its internal IT infrastructure, including industrial control systems, R&D computing, enterprise resource planning (ERP), and data analytics platforms. This involves high-performance servers, robust storage arrays, and data processing units to manage vast amounts of operational data, optimize refining processes, and support its global business functions. They are significant end-users of high-end IT hardware. Neste Oyj is a publicly listed company on Nasdaq Helsinki (NESTE). Its ownership is primarily held by the Finnish state, with a significant portion of shares also publicly traded. The company's approximate annual revenue is in the range of €20-25 billion, making it a global leader in renewable fuels. The management board includes Matti Lehmus (President & CEO) and other key executives. Neste's strategy focuses on accelerating the transition to a circular economy and sustainable solutions, which increasingly relies on robust digital infrastructure and data processing capabilities.

MANAGEMENT TEAM

- Matti Lehmus (President & CEO)
- Martti Ala-Härkönen (CFO)

RECENT NEWS

In the last 12 months, Neste has continued to invest in expanding its renewable products capacity and digitalizing its operations to enhance efficiency and sustainability. This ongoing digital transformation drives the need for robust internal data processing and storage infrastructure, leading to the import of relevant IT hardware to support its global industrial operations, including those in Finland.

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.

Nordea Bank Abp

Revenue 12,500,000,000\$

Leading Nordic financial services group (banking, asset management, insurance).

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

Country: Finland

Product Usage: Direct import and usage of high-performance servers, robust storage arrays, and data processing units for its core banking systems, data centers, and digital platforms. Products are used for transaction processing, data analytics, risk management, and digital banking services.

Ownership Structure: Publicly traded company (Nasdaq Helsinki: NDA FI).

COMPANY PROFILE

Nordea Bank Abp is a leading Nordic financial services group, providing banking, asset management, and insurance services. Headquartered in Helsinki, Finland, Nordea operates across the Nordic and Baltic regions. As a major financial institution, Nordea relies heavily on secure and high-performance IT systems for its banking operations, data processing, customer services, and regulatory compliance. This necessitates significant internal IT infrastructure, including data processing machines and storage units. Nordea's usage of imported data processing and storage products is crucial for its core banking systems, data centers, and digital platforms. This includes high-performance servers, robust storage arrays, and specialized data processing units for transaction processing, data analytics, risk management, and supporting its digital banking services. They are significant end-users of high-end IT hardware, prioritizing security and reliability. Nordea Bank Abp is a publicly listed company on Nasdaq Helsinki (NDA FI), Nasdaq Stockholm (NDA SE), and Nasdaq Copenhagen (NDA DK). Its ownership is widely distributed among institutional and individual investors. The company's approximate annual revenue is in the range of €12-13 billion, making it one of the largest banks in the Nordic region. The management board includes Frank Vang-Jensen (President & CEO) and other key executives. Nordea's strategy focuses on digital transformation, customer experience, and sustainable finance, all of which rely on robust and scalable data processing and storage infrastructure.

MANAGEMENT TEAM

- Frank Vang-Jensen (President & CEO)
- Ian Smith (Group CFO)

RECENT NEWS

In the last 12 months, Nordea has continued to invest in modernizing its IT infrastructure and digital banking platforms to enhance efficiency and security. This ongoing digital transformation drives the need for robust internal data processing and storage infrastructure, leading to the import of relevant IT hardware to support its banking operations in Finland and across the Nordics.

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.

OP Financial Group

Revenue 7,500,000,000\$

Largest financial services group in Finland (banking, non-life insurance, asset management).

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

Country: Finland

Product Usage: Direct import and usage of high-performance servers, robust storage arrays, and data processing units for its core banking systems, data centers, and digital platforms. Products are used for transaction processing, data analytics, risk management, and digital banking services.

Ownership Structure: Cooperative organization (customer-owned).

COMPANY PROFILE

OP Financial Group is the largest financial services group in Finland, providing banking, non-life insurance, and asset management services. It is a cooperative organization owned by its customers. As a major financial institution, OP relies heavily on secure and high-performance IT systems for its banking operations, data processing, customer services, and regulatory compliance. This necessitates significant internal IT infrastructure, including data processing machines and storage units. OP Financial Group's usage of imported data processing and storage products is crucial for its core banking systems, data centers, and digital platforms. This includes high-performance servers, robust storage arrays, and specialized data processing units for transaction processing, data analytics, risk management, and supporting its extensive digital banking services. They are significant end-users of high-end IT hardware, prioritizing security and reliability. OP Financial Group is a cooperative organization, with its central cooperative consolidated as OP Cooperative. Its ownership structure is unique, being customer-owned. The group's approximate annual revenue is in the range of €7-8 billion, making it the largest financial services provider in Finland. The management board includes Timo Ritakallio (President & CEO) and other key executives. OP Financial Group's strategy focuses on digital transformation, customer-centric services, and sustainable finance, all of which rely on robust and scalable data processing and storage infrastructure.

MANAGEMENT TEAM

- Timo Ritakallio (President & CEO)
- Harri Nummela (CFO)

RECENT NEWS

In the last 12 months, OP Financial Group has continued to invest in modernizing its IT infrastructure and digital banking platforms to enhance efficiency and customer experience. This ongoing digital transformation drives the need for robust internal data processing and storage infrastructure, leading to the import of relevant IT hardware to support its extensive financial operations in Finland.

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.

CSC – IT Center for Science Ltd.

Revenue 60,000,000\$

State-owned provider of ICT services for research, education, and public administration, specializing in HPC and data management.

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

Country: Finland

Product Usage: Direct import and usage of supercomputers, high-capacity storage arrays, and specialized data processing units for high-performance computing (HPC), scientific simulations, big data analytics, and AI research.

Ownership Structure: State-owned (Finnish Government).

COMPANY PROFILE

CSC – IT Center for Science Ltd. is a Finnish state-owned company that provides ICT services for research, education, culture, and public administration. CSC operates and develops high-performance computing (HPC) and data management infrastructure, including supercomputers and large-scale data storage systems, for the Finnish scientific community. As a provider of advanced computing resources, CSC continuously imports and deploys cutting-edge data processing machines and storage units. CSC's usage of imported data processing and storage products is primarily for its high-performance computing (HPC) and data management infrastructure. This includes supercomputers, high-capacity storage arrays, and specialized data processing units for scientific simulations, big data analytics, and AI research. They are direct importers of highly specialized and large-scale IT hardware to support national research and innovation. CSC – IT Center for Science Ltd. is wholly owned by the Finnish state. This ownership structure emphasizes its role in supporting national research and education infrastructure. The company's approximate annual budget/revenue is in the range of €50-70 million, reflecting its specialized role in the Finnish research ICT landscape. The management board includes Jussi Enkovaara (Managing Director) and other key executives. CSC's strategy focuses on providing world-class computing and data services to enable scientific breakthroughs and digital transformation in Finland.

MANAGEMENT TEAM

- Jussi Enkovaara (Managing Director)
- Pekka Lehtovuori (CFO)

RECENT NEWS

In the last 12 months, CSC has continued to invest in upgrading its supercomputing and data storage infrastructure, including the LUMI supercomputer, which is a major European HPC initiative. This ongoing investment directly translates into the import and deployment of new, high-performance data processing and storage units to support cutting-edge scientific research and AI development in Finland.

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.

Sanoma Corporation

Revenue 1,250,000,000\$

Leading Finnish media and learning company.

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

Country: Finland

Product Usage: Direct import and usage of servers, storage arrays, and data processing units for its internal IT infrastructure, including content management systems, digital learning platforms, data analytics, and cloud environments. Products are used for managing digital content, analyzing user data, and supporting digital services.

Ownership Structure: Publicly traded company (Nasdaq Helsinki: SAA1V).

COMPANY PROFILE

Sanoma Corporation is a leading Finnish media and learning company. It provides educational materials and digital learning solutions, as well as multi-channel media services. As a modern media and learning company, Sanoma relies heavily on digital platforms, content management systems, and data analytics for its operations. This necessitates significant internal IT infrastructure, including data processing machines and storage units. Sanoma's usage of imported data processing and storage products is primarily for its internal IT infrastructure, including content management systems, digital learning platforms, data analytics, and cloud environments. This involves servers, storage arrays, and data processing units to manage vast amounts of digital content, analyze user data, and support its digital services. They are significant end-users of high-end IT hardware. Sanoma Corporation is a publicly listed company on Nasdaq Helsinki (SAA1V). Its ownership is widely distributed among institutional and individual investors. The company's approximate annual revenue is in the range of €1.2-1.3 billion, making it a major player in the Nordic media and learning sectors. The management board includes Susan Duinhoven (President & CEO) and other key executives. Sanoma's strategy focuses on digital transformation and growth in its learning and media businesses, which increasingly rely on robust digital infrastructure and data processing capabilities.

MANAGEMENT TEAM

- Susan Duinhoven (President & CEO)
- Alex Green (CFO)

RECENT NEWS

In the last 12 months, Sanoma has continued to invest in its digital learning platforms and media services, driven by the shift towards digital consumption. This ongoing digital transformation drives the need for robust internal data processing and storage infrastructure, leading to the import of relevant IT hardware to support its operations in Finland and other markets.

8

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: NEW SANCTIONS AGAINST BELARUS MIRRORING THE SANCTIONS AGAINST RUSSIA TO ADDRESS CIRCUMVENTION ISSUES

Date Announced: 2024-06-30

Date Published: 2024-07-10

Date Implemented: 2024-07-01

Alert level: **Red**

Intervention Type: **Import ban**

Affected Counties: **Belarus**

On 30 June 2024, the European Union adopted Council Regulation (EU) 2024/1865 extending the list of products subject to an import ban from Belarus. The measure forms part of the new round of sanctions against Belarus following its involvement in the ongoing Russian invasion of Ukraine. It enters into force on 1 July 2024.

Specifically, the measure modifies Regulation (EC) No 765/2006 as follows:

- Added CN code 2709.00 to Annex XXIII of Regulation (EC) No 765/2006. This Annex corresponds to the import ban list on crude oil.
- Added five CN codes at the four- and six-digits to the newly created Annexes XXI and XXII of Regulation (EC) No 765/2006. These Annexes correspond to the import ban list on gold and gold products from Belarus. A similar import ban is established for products from third countries as long as they contain gold originating in Belarus (see related intervention).
- Added ten CN codes at the four- and six-digits to the newly created Annex XXIX of Regulation (EC) No 765/2006. This Annex corresponds to the import ban list on diamonds and products incorporating diamonds from Belarus. A similar import ban is established for products from third countries as long as they contain gold originating in Belarus (see related intervention).
- Added 193 CN codes at the four- and six-digits to Annex XXVII of Regulation (EC) No 765/2006. This Annex corresponds to the import ban list on goods allowing Belarus to diversify its sources of revenue.

In this context, the Council of the EU's press release notes: "The Council today adopted restrictive measures targeting the Belarusian economy, in view of the regime's involvement in Russia's illegal, unprovoked and unjustified war of aggression against Ukraine. These comprehensive measures aim at mirroring several of the restrictive measures already in place against Russia, and thereby address the issue of circumvention stemming from the high degree of integration existing between the Russian and Belarusian economies".

Source: Official Journal of the EU (30 June 2024). Council Regulation (EU) 2024/1865 of 29 June 2024 amending Regulation (EC) No 765/2006 concerning restrictive measures in view of the situation in Belarus and the involvement of Belarus in the Russian aggression against Ukraine: https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=OJ:L_202401865 Council of the EU (29 June 2024). Belarus' involvement in Russia's war of aggression against Ukraine: new EU restrictive measures target trade, services, transport and anti-circumvention. Press releases: <https://www.consilium.europa.eu/en/press/press-releases/2024/06/29/belarus-involvement-in-russia-s-war-of-aggression-against-ukraine-new-eu-restrictive-measures-target-trade-services-transport-and-anti-circumvention/pdf/>

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=uriserv%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: ADOPTION OF A PRICE CAP MECHANISM FOR RUSSIAN CRUDE OIL AND PETROLEUM PRODUCTS, AS WELL AS ADDITIONAL TRADE SANCTIONS

Date Announced: 2022-10-06

Date Published: 2022-10-16

Date Implemented: 2022-10-07

Alert level: **Red**

Intervention Type: **Import ban**

Affected Counties: **Russia**

On 6 October 2022, the EU adopted Council Regulation (EU) 2022/1904 extending the lists of products originating from Russia subject to import bans. The measure enters into force the day following its publication on the official gazette. In particular, the measure:

- Adds new products to the Annex XVII of Council Regulation (EU) No 833/2014. This Annex corresponds to the import bans of certain iron and steel products from Russia. Notably, the import ban for CN 7207.11 and 7207.12.10 will start later in April 2024 and October 2024, respectively (see related interventions). In the meantime, these products will be subject to temporary import quotas (see related interventions).
- Adds new products to the Annex XXI of Council Regulation (EU) No 833/2014. This Annex corresponds to the import bans of certain goods that generate significant revenues for Russia.

The regulation foresees some derogations to the bans if the imports are necessary for civil nuclear facilities, the production of medical applications, etc. It also includes flexibilities for contracts concluded before the ban enters into force. Member States need to notify the Commission within 2 weeks in case such derogations are granted.

The measure was introduced via a modification of Regulation (EU) No 833/2014 which set sanctions in the context of the Crimea conflict. It also foresees other trade restrictions and the establishment of a price cap mechanism for Russian oil imports (see related interventions).

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) 2022/1904 of 6 October 2022 amending Regulation (EU) No 833/2014 concerning restrictive measures in view of Russia's actions destabilising the situation in Ukraine". 06/10/2022. Available at: <https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=uriserv%3AOJ.LI.2022.259.01.0003.01.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/>

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/>

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.

CONTACTS & FEEDBACK

We encourage you to stay with us, as we continue to develop and add new features to GTAIC. Market forecasts, global value chains research, deeper country insights, and other features are coming soon.

If you have any ideas on the scope of the report or any comment on the service, please let us know by e-mailing to sales@gtaic.ai. We are open for any comments, good or bad, since we believe any feedback will help us develop and bring more value to our clients.

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