



FINNISH DELEGATION'S PROFILES

Aalto University <https://batcircle.aalto.fi/en>

Ms. Sonja Nurmi, Program Coordinator

Organisation: Finland-based Circular Ecosystem of Battery Metals, BATCircle2.0, aims at improving the competitiveness of the Finnish battery value chain. The BATCircle2.0 ecosystem consists of key Finnish research and industrial actors involved in the battery metals sector: four universities, two research centres, seven large and eight small or medium size companies with a total budget of 19 M. Formed under Business Finland's "Batteries from Finland" program.

Seeks to: Exchange information on battery material recycling research, present the BATCircle2.0 ecosystem and discuss of potential new research collaboration.

Akkurate <https://www.akkurate.fi/>

Mr. Lauri Pulkkinen, CSO

Company: Provides remote analytics platform DIAGNOSE that can be utilized in any Li-ion powered applications from stationary Energy Storage Solutions to Electric Vehicles. Diagnose software platform provides a combination of automated anomaly detection, performance analysis and lifetime prediction of Li-ion batteries. The solution supports flexible integrations with 3rd party systems via modern APIs so that the Diagnose result output can be easily integrated with other solutions to add further value to them. With the help of Diagnose automotive OEMs and final customers gain essential insight into BEV battery fleet and ensures safe performance, lower maintenance costs and optimized lifetime of batteries.

Seeks to: find long term collaboration with an automotive OEM and being part of building a unique BEV handling & management system.

Basemark <https://www.basemark.com/>

Mr. Tero Sarkkinen, Founder & CEO

Company: Developer of Rocksolid Core – the world's first automotive end-to-end operating system and platform covering all vehicle functions for software-defined vehicles. Applications authored with Rocksolid Core can run on multiple different underlying hardware. Rock solid Core cuts more than 1 year of development time of a new automotive software and E/E architecture. Moreover, it results in bill of material savings of about 185 € per car. Already working with some Italian major car OEMs

Seeks to: Expand customer base. Would also like to arrange a live and interactive demonstration of ADAS functions, driver monitoring system and safe instrument cluster.





Elisa IndustrIQ (Elisa Oyj) www.elisaindustriq.com

Mr. Lasse Nordlund, VP, head of Elisa IndustrIQ

Company: Elisa IndustrIQ provides AI-powered software solutions to empower manufacturers of complex, high-volume products with new insights and knowledge that can rapidly improve business performance and drive supply chain optimization. Best-of-class, modular manufacturing software from demand prediction to the final delivery of the product. The data platform seamlessly connects machines, application or data source, unifies data for cross-company access, and gives insights, predicts outcomes and provides recommendation – in real time and at scale. Flagship reference cases in Italy with partly-owned sedApta group as well as other Elisa IndustrIQ group companies such as camLine." Currently empowers over 1,000+ manufacturers worldwide.

Seeks to: Meet manufacturing executives and decision makers to tell about the Elisa IndustrIQ software products how they can help the manufacturers to improve their production KPIs, reduce waste and be more sustainable in the future.

Fortum, Batteries and Waste Solutions www.fortum.com

Mr. Tero Holländer, Head of BL Batteries, Mr. Jaakko Savolainen, Commercial Director

Company: A Finnish, partly, state-owned energy company. Fortum operates power plants, including co-generation plants, and generates and sells electricity and heat. The company also sells waste services such as recycling, reutilization, final disposal solutions and soil remediation and environmental constructions services, as well as consultancy services for power plants and electric vehicle charging. Fortum Battery Solutions use a combination of mechanical and hydrometallurgical technologies to recycle the battery materials. The industrial-scale, low-CO2 processes allow to recover lithium, cobalt, manganese and nickel from the battery for reuse in the production of new batteries. Fortum is listed on the NASDAQ OMX Helsinki stock exchange.

Seeks to: set business relationships with Italian companies at battery value chain and OEMs

Jot Automation www.jotautomation.com

Mr. Mikko Kannelsuo, Sales and Marketing Director, Mr. Tomi Kyllönen, Key Account Manager

Company: Provides test, production & custom automation solutions and equipment for smarter and more efficient manufacturing. Production solutions for assembly, testing, process and custom automation, from concept to creation and single equipment to complete turnkey solutions.

Seeks to: Meet potential customers and partner candidates.





Nanoksi Finland Oy www.nanoksi.com

Ms. Katja Boutou, International Sales and Marketing

Company: A Finnish nanotechnology company specializing in functional surface coating solutions that give surfaces both longer lifespan and protection. Fotonit® plasmonic resonance technology is a patented, unique and an award-winning self-disinfecting coating solution that can be applied on any surface. It reacts with light, activates, and forms an invisible coating on the surface. The benefits of Fotonit® is to make any surface and material antimicrobial. Fotonit® coating works on normal room light and does not require UV/C light to function.

Seeks to: To understand more how to enter to OEM market in Italy to be able to provide our coating solution already in production phase for manufacturers. How to find customers and partners in Italy.

Solita <https://www.solita.fi/en/>

Mr. Mikko Varjos, Account Director

Company: Combines expertise from strategic consulting to service design, software development, AI & analytics, cloud and integration services. A fast growing community of over 1,300 experts in Finland, Sweden, Denmark, Estonia, Belgium and Germany. Solita has the most extensive expertise in the Nordic countries on creating traffic solutions based on the needs of customers and their business. It operates on land, at sea and in the air. Solita supports the management of railway traffic, the coordination of piloting and the purchasing of tickets for public transport in the Helsinki area. They also help traffic operators harness data for various uses, whether dealing with the operators' own data or data produced by other parties within the ecosystem.

Seeks to: Enter Italian market, understand future developments, procurements and find partners.

Stora Enso www.storaenso.com

Mr. Otto Kivi, Senior Business Development Specialist

Company: A leading global provider of renewable solutions in packaging, biomaterials, wooden construction and paper. Their products provide a low-carbon alternative to products made from fossil-based or other non-renewable materials. Believes in the potential to produce anything that's made with fossil-based materials from a tree. Also produces a bio-based, European anode material for lithium-ion cells. Stora Enso has some 22,000 employees and is publicly listed on the Helsinki and Stockholm stock exchanges. Our sales in 2021 were EUR 10.2 billion.

Seeks to: Connect with potential future customers (cell makers) and to the Automotive OEMs.





TACTOTEK www.tactotek.com

Ms. Olimpia Migliore, Product Marketing and Business Development Director

Company: A leading provider of solutions for Injection Molded Structural Electronics (IMSE®) that integrate printed circuitry and electronic components into 3D injection molded plastics. Develops, validates and commercializes IMSE technology, develops mass production ready IMSE prototypes and licenses IMSE technology for third party mass production. IMSE renews surfaces into smart molded structures with responsive touch controls, illumination and wireless connectivity. IMSE integrates printed electronics and electronic components within thin, mass-producible 3D injection molded plastics. IMSE enables integrating electronics in new shapes and uses. Leading use cases include in-vehicle applications, home/industrial appliances and wearable technology.

Seeks to: support business development activities in Italy and spread knowledge on the Finnish automotive ecosystem

Ultra Design & Strategy www.ultra.fi

Mr. Joonas Vartola, Design Director, Mr. Jarno Lehtinen, CEO

Company: An advanced design agency that creates design strategies, clarifies visions and creates design concepts ready for production in any type of a mobility sector. CEO Jarno Lehtinen has worked for twenty years at and for companies such as Lexus, Toyota, Suzuki, Jaguar and many others including dozens of projects performed at Turin based suppliers. Another founder, Joonas Vartola (Design director), has worked for Tesla, Mazda, Pininfarina, and SpaceX to name a few.

Seeks to: get to meet people in charge of design, product development and design strategies

Vaisala www.vaisala.com/automotive

Mr. Petri Marjava, Head of Automotive

Company: The market leader in automotive weather and environmental technology. Offering consists of data-as-a-service and environmental sensor products which are designed to support human driver and vehicle systems (e.g. ADAS) for safe and efficient driving. Our mission is to reduce accidents and congestion. Reference customers include BMW, Bosch, Hyundai, Mercedes-Benz, TomTom and VW Group. Listed on the Nasdaq Helsinki stock exchange.

Seeks to: network with on carmakers (OEMs) their tier1-2 technology suppliers and software partners in areas of in-vehicle infotainment, navigation, assisted and autonomous driving. Also companies working in logistics, fleet management, automotive insurance, transportation infrastructure and urban / smart city projects can be relevant.





WithSecure (former F-Secure) <https://www.f-secure.com/>

Ms. Carmen Palumbo, Country Manager

Company: A reliable cyber security leader, earning the trust of organizations and people around the world. Founded in 1988, has over 1700 employees and is listed on NASDAQ OMX, Helsinki. Offices in Europe, North America and Asia Pacific. Over 100,000 corporate customers in corporate product business, more than 300 enterprises served through consulting and tens of millions of consumer customers protected through consumer security products.

Seeks to: connect with corporate and institutional partners in Italy.

