



## Product and service catalogue

Iloxia supports your projects and your development in all Nordic and Baltic countries (Sweden, Finland, Denmark, Norway, Iceland, Lithuania, Latvia, Estonia), in the fields of Healthcare & Life Science and of Materials & Chemicals.

Services are provided in English or in French, and can focus on any selected country or group of countries.

Services are sorted in 3 ranges, matching your current level of activity and knowledge of the region. Besides the common guidelines, we provide our customers with the highest level of personalisation for each purchased service.

### Discover

Aiming at companies and other organisations with no or little presence in the region (or in any selected country), services are designed to give the customers both a broad vision of the opportunities and detailed information on the main players and potential partners or customers, allowing the setting up of an effective Nordic/Baltic strategy.

- Contact selections
- Market introductions
- Benchmarking visits

### Develop

Designed for companies or organisations willing to start quickly their business activities in the region or give them a new direction, find partners and customers or launch an investment project.

- Market tests
- Market exploration
- Fairs and exhibitions
- Collective missions
- Investment plans

### Strengthen

Targeting companies or organisations that already have a strong regional presence and many connections. Iloxia watches for new opportunities, supports agents and distributors and develops local networks.

- Market support
- Market watches

Prices are given in euros. When applicable Finnish VAT (rate 22%) will be added in excess.



## Discover

### Contact selections

Iloxia identifies potential distributors, research partners or large customers matching your needs. We list them and provide you with a complete report introducing companies (general information, basic financial data, activity, products and key contact persons with their contact information).

→ Contact selection is a quick way to obtain a detailed introduction of the most relevant regional players. It can easily be combined with tailor-made market introductions.

Pricing is based on the number of listed companies and entities

up to 6 contacts – 1 country : 300 €

up to 12 contacts – maximum 4 countries : 500 €

Other: contact us

Delivery time 1-3 weeks.

### Market introductions

Iloxia assesses the regional potential for your company through an introduction of local players and market / technology trends.

→ Knowing better your potential local competitors and final customers, the market situation, its dynamics, trends and the differences between each country will help you fine-tune your regional strategy.

From 300 € - 1 country, 1000 € - all countries

Delivery time 1-4 weeks.

### Benchmarking visits

Iloxia arranges group visits, for example for members of professional associations, public bodies or clusters, whose main objective will be to discover and understand the Nordic specificities in some particular fields, especially those where the countries are often considered to be worldwide references. Meetings and presentations will be arranged with key public bodies and private companies in the selected field. Examples include biotechnology, ageing/handicap management, nanotechnology, wood & paper industry, but any field where Nordic countries have a competitive advantage can be considered.

→ Offers a chance to discover market specificities in situ, can easily be combined with a collective mission aiming more at meeting local purchasers – potential partners.

Pricing depends on chosen themes and size of the group: contact us



## Develop

### Market tests

Iloxia identifies the potential distributors, research partners or large customers matching your needs. We contact them, introduce your services and assess their interest for collaboration. You will receive a folder including all the company presentations (general information, basic financial data, activity, products and key contact persons with their contact information) together with their detailed feedback regarding your service, should their answer be positive or not.

→ Market test is a quick and affordable way to introduce your products and solutions in the region and select your future key partners.

Pricing is based on the number of contacted companies and entities

up to 6 contacts – 1 country : 750 €

up to 12 contacts – maximum 4 countries : 1250 €

Other: contact us

Delivery time 3 – 7 weeks

### Market exploration

Iloxia arranges your whole program while you visit selected potential partners. One of our consultants can be supporting you if needed in all business meetings, or we can provide you with licensed interpreters / travel services through our local partners.

→ A hassle-free first business contact with selected countries, it is the best possible extension of a positive market test.

Pricing is based on the number of business meetings and extra services

From 300 € if following a market test.

If accompanied by a consultant: 500 € /day + all expenses.

If accompanied by an interpreter: Fees vary, contact us.



## Fairs and exhibitions

Iloxia takes care of your participation to fairs and exhibitions held in the region. We take care of the relationships with exhibition service providers and support you during the exhibition.

→ Save time and focus only on the exhibition itself. Optimize your time there in meeting prospects and customers without taking care of the organisational aspects.

From 500 € / day + fair fees and furniture/equipment rental.  
Contact us for pricing and offers

## Collective missions

Iloxia organizes a visit for a group of companies, in one or more countries, to meet with local key potential research and business partners. We keep the focus on individual customer satisfaction and each company will meet the local players corresponding best to its needs. These programs can also be arranged at the time of a local exhibition, with Iloxia managing a collective stand.

→ Market exploration adapted to a group of companies, for example members of professional associations or competence clusters, allowing an easier access to the biggest local companies as well as an even more competitive service.

Contact us for pricing and offers

## Investment plans

Iloxia supports you in your investment project in the Region. We can help you in choosing the best place and target for your investment, learning more about your target, optimizing your investment impact and fulfilling local regulations.

→ This service is designed for assisting both internal and external growth plans.

Contact us for pricing and offers



## Strengthen

### Market support

Iloxia coordinates the activities of your distributors / agents and supports them. We are your voice in local fairs and congresses; we deal with time consuming local administrative and sales issues.

→ One of the main difficulties after a successful market exploration is to be able to support new distributors, agents or other types of partners and actually boost the sales in the long run, even after a promising start. In taking care ourselves of the routine work, we allow our customers' Sales and Export Managers to focus on the most critical steps of their regional development.

Contact us for pricing and offers

### Market watches

Iloxia keeps eyes opened on your market and your long-run potential. We provide you with punctual thematic reports. We can as well do a steady follow up of the events and changes likely to have an impact on your business, sending you regular situation updates when the circumstances require it.

→ This service gives a broad and unbiased vision of any fast moving market. It comes as a complement of the information already provided by local distributors or other partners.

Contact us for pricing and offers

Besides these services, designed to be easily combined together and that can be provided in any country or group of countries in the region, Iloxia is willing to match your needs. Professionals in Healthcare, Life Science, Materials or Chemicals willing to increase your market knowledge and develop your business in the Nordic and Baltic region, we are your partner.