



NestorPartners

NestorPartners are International





NestorPartners

- **are seasoned corporate executives, who continue to serve the business community and society, usually as Board members, Advisors, Experts and Mentors**
- **have extensive, deep and solid experience, usually as corporate senior management across various sectors and functions**
- **are experienced, objective, impartial and flexible**
- **are positioned to serve either individually or as a team, both in Finland and abroad**



- **NestorPartners was established in 1978 and we have decades of experience in senior leadership roles in:**
 - **Corporations (across various businesses and industries)**
 - **Government and public sector**
 - **Non-profit organizations**
 - **As entrepreneurs and specialists both in Finland and abroad**
- **NestorPartners has 60 active partners**



Nestors are experienced across various sectors of business and industry:

- **Banks, finance and insurance**
- **Building, construction and real estate**
- **Chemical**
- **Consulting, coaching and mentoring**
- **Energy**
- **Forest industry**
- **Food industry and consumer goods**
- **Health care and technology, cosmetics**
- **Hotel and restaurant**
- **ICT, electronics, telecommunication**
- **Innovations, intellectual property**
- **Management services**
- **Media and publishing**
- **Metal industry and engineering**
- **Trade**



The Objectives of NestorPartners' international activities are:

- **To promote the importance of international issues to all NestorPartners**
- **To provide NestorPartners with information on international business opportunities**
- **To nurture contacts with our partners, associates and potential clients in their process of "going international"**
- **To advocate projects for the benefit of individual NestorPartners**



Priorities

- **To apply our expertise and knowledge to the benefit of our clients**
- **Seminars, visits and communication**
- **Promoting "Team Finland" activities**
- **Connect with Russia**
- **Contacts with the Ministry of Employment and the Economy (MEE) to serve as Advisors and Experts**
- **To promote and advise with investments in Finland**
- **Contacts with the Development Banks, to find opportunities to serve as Advisors and Experts, in particular with the EBRD / EGP**
- **"Think tank" activity of NestorPartners, to participate in the public debate on major issues in Finland**



Nestors have large networks and business contacts

- **Finnish and international authorities, companies, associations**
- **Ministry of Foreign Affairs, Team Finland, Finnpartnership**
- **The Finnish-Russian Chamber of Commerce; East Office; Rubicon, etc.**
- **TEKES**
- **Individual NestorPartners residing abroad (e.g. USA, Benelux, France)**
- **NestorPartners Association is a member of CESES, Confederation of European Senior Expert Services (see www.ceses.net)**



NestorPartners provide:

Experience, skills and knowledge on

- **Senior Management and Board level**
- **Technical, financial, business and administrative functions**
- **Project management**

Flexibility of assignments for

1. **Short and medium term Advisor and Expert assignments abroad**
2. **Evaluation**
3. **Troubleshooting**
4. **Think Tank –work**
5. **Management Team and Supervisory work**
6. **Mentoring**
7. **Training and coaching**



Case: Finnish SME's entering Russia

Typical Nestor assignments, as completed in Construction and Real Estate sector:

- **market studies**
- **strategy and expert consulting**
- **obtaining land and sites**
- **project development**
- **construction management (for Client)**
- **company acquisitions**
- **development workshops**
- **lectures / seminars**



- **Agriculture and livestock** Estonia, Mongolia, Russia
- **Building and construction** Azerbaijan, Belarus, Georgia, Russia
- **Electrical** Ukraine
- **Hygienic, pharmaceuticals** Ukraine
- **Mechanical wood** Ukraine
- **Metal industry** Russia, Ukraine
- **Paper industry** Russia
- **Retail** Russia , Ukraine
- **Textile, leather and shoe** Estonia, Ukraine



An international company wants to enter the Finnish market

The Nestor solution:

- **A carefully chosen Nestor (a Senior Advisor), with the appropriate background and network in the industry, supports and advises.**
- **This can mean involvement in one or more of the following examples:**
 - **Assessment of market potential and entry planning**
 - **Business plan development**
 - **Pilot testing**
 - **Resource identification of services including legal, accounting, taxes, auditing, recruiting and site selection**
 - **All-round help in getting the business up and running through the Senior Advisor's broad network of contacts (suppliers, customers, regulatory agencies, etc.)**
 - **Corporate governance and board membership**



NestorPartners Association

- Pasilan puistotie 2 A
00240 Helsinki Finland
- www.nestorpartners.fi
- GSM +358-40-701 1227
E-mail: info@nestorpartners.fi
- Chairman: Risto Pontela
- Board Members, see the website
- Managing Director Elizabeth Asikainen



International Committee:

- **Chairman : Kari Sipilä, email kari.sipila@futureinnovations.fi**
- **Secretary: Pentti Flink, email pentti.flink@kolumbus.fi**
- **Members of the Committee are from different business, industrial and service sectors, see the website**

- **Office: Pasilan puistotie 2 A
00240 Helsinki Finland**
- **www.nestorpartners.fi**
- **GSM +358-40-701 1227 E-mail: info@nestorpartners.fi**
- **Office Manager Elizabeth Asikainen GSM +35840701 1227**