

Invitation

The Biggest Biomass Event in the Iberian Markets



Inseltrade

Expobiomasa 2019

Valladolid, Spain
September 24-26 2019



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Expobiomasa 2019

Inseltrade is organizing a common stand for Finnish biomass companies for the international Expobiomasa fair which will be held in the end of September 2019. The project is carried out in cooperation with Avebiom, the Spanish association of biomass sector, which is also the main organizer of the fair.

Expobiomasa is the most important fair of the biomass sector in the Iberian Peninsula which is held every second year in Valladolid.

- Three day event
- Over 500 exhibiting companies and brands
- Visitors are 15 000 professionals including for example distributors, public and private clients, EPC's etc.

More information about the fair:

https://www.expobiomasa.com/sites/default/files/DOSSIER_EXPOBIOMASA-2019-EN.pdf



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Finland in Expobiomasa 2019 Fair Package

- A common stand for Finnish companies.
- Each company will have a 6m² space with a desk for brochures and negotiations.
- Inseltrade will organize individual F2F meetings according to the requirements of each exhibitor.
- The Inseltrade team members will also be present during the fair to assist the Finnish companies
- A seminar focused on biomass sector in Finland with the presentations of the participating companies and general overview of the sector.

Inseltrade can also help you to organize the accommodation, common transport from Madrid to Valladolid as well as the transport during the fair. This is to be agreed separately.





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Schedule and Pricing

Expobiomasa 2019 opens: Tuesday September 24th 2019.

Expobiomasa 2019 closes: Thursday September 26th 2019.

Deadline for subscription: March 15th

Price: 2 900 €/company, VAT 0%.

Subscriptions and additional information:

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Inseltrade is a consultancy specialized in helping Finnish companies to open the markets in Spain and Portugal. Our services include for example market studies, product testing, partner search, direct sales as well as sales and marketing event organization

Our company is formed by Finnish expatriates who have lived for various years in Spain have a profound experience in the local markets. We have also a good combination of technical understanding and commercial skills.

Our services include for example, market studies, product testing, partner search and sales channel development and direct sales as well as the organization of different events.

Inseltrade is an evaluated partner of Business Finland.

Success Case: Biomass

Miksei Ltd is a business development company in the Mikkeli region.

Inseltrade has implemented various projects including for example a comprehensive study of the biomass market in Spain, a road show for Finnish companies in Spain in order to find customers and partners as well as a visit for Spanish biomass companies in Finland.





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Success Case: Circular Economy

BUSINESS
FINLAND

Business Finland is a public organization specialized in helping the Finnish companies in financing and internationalization.

Inseltrade organized visits for the Finnish business delegation to the Spanish companies as well as a matchmaking event in which they could meet potential Spanish clients, partners and other interest groups in the residence of Finnish ambassador in Spain.

The focus was in the circular economy, especially in biomass and waste to energy.

The visits and the matchmaking event were part of the official program of the Prime Minister of Finland, Mr. Juha Sipilä's visit in Spain in October 2018.





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Success Case:



Partner Search for Distributor in Spain

Volter Ltd is a Finnish provider for compact CHP plants that use wood chips to produce heat and electricity locally.

“The extremely professional and effective project management of Inseltrade gave us exactly the results that we expected: good quality contacts with the right partners.”

- Antti Lilleberg, Sales and Marketing Director





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Success Case: Market Entry Services in Spain



Inray Ltd is a Finnish provider for solutions to control the quality of biomass fuel. Their technology is based on X-rays. Their customers are principally power and thermal plants and sawmills.

Inseltrade has been organizing successfully individual meetings and site visits with selected potential customers in Spain.

The target is to increase Inray's product sales based on the opportunities in biomass handling and controlling methods.





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Some of Our Clients





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Contact Information



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