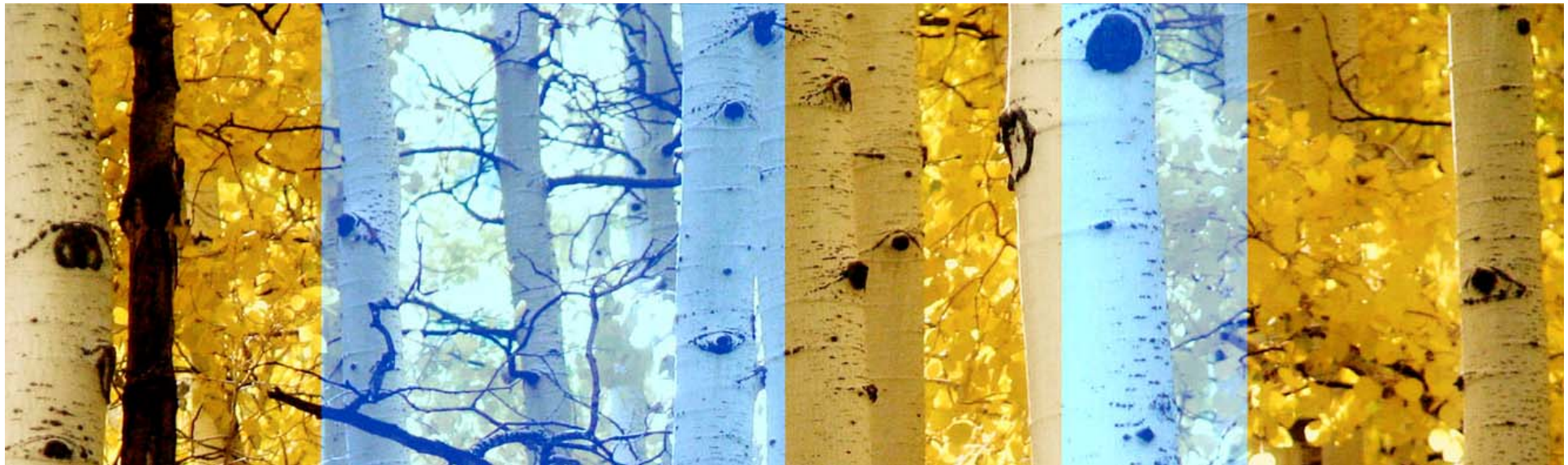


Maailman Markkinat -kirjan julkistamistilaisuus 21.8.2015

Indufor – Chile business case

Jyrki Salmi





**Helsinki
Finland**

30 consulting staff + 40 long term project staff
est. 1980

**Auckland
New Zealand**

20 consulting staff
est. 2011

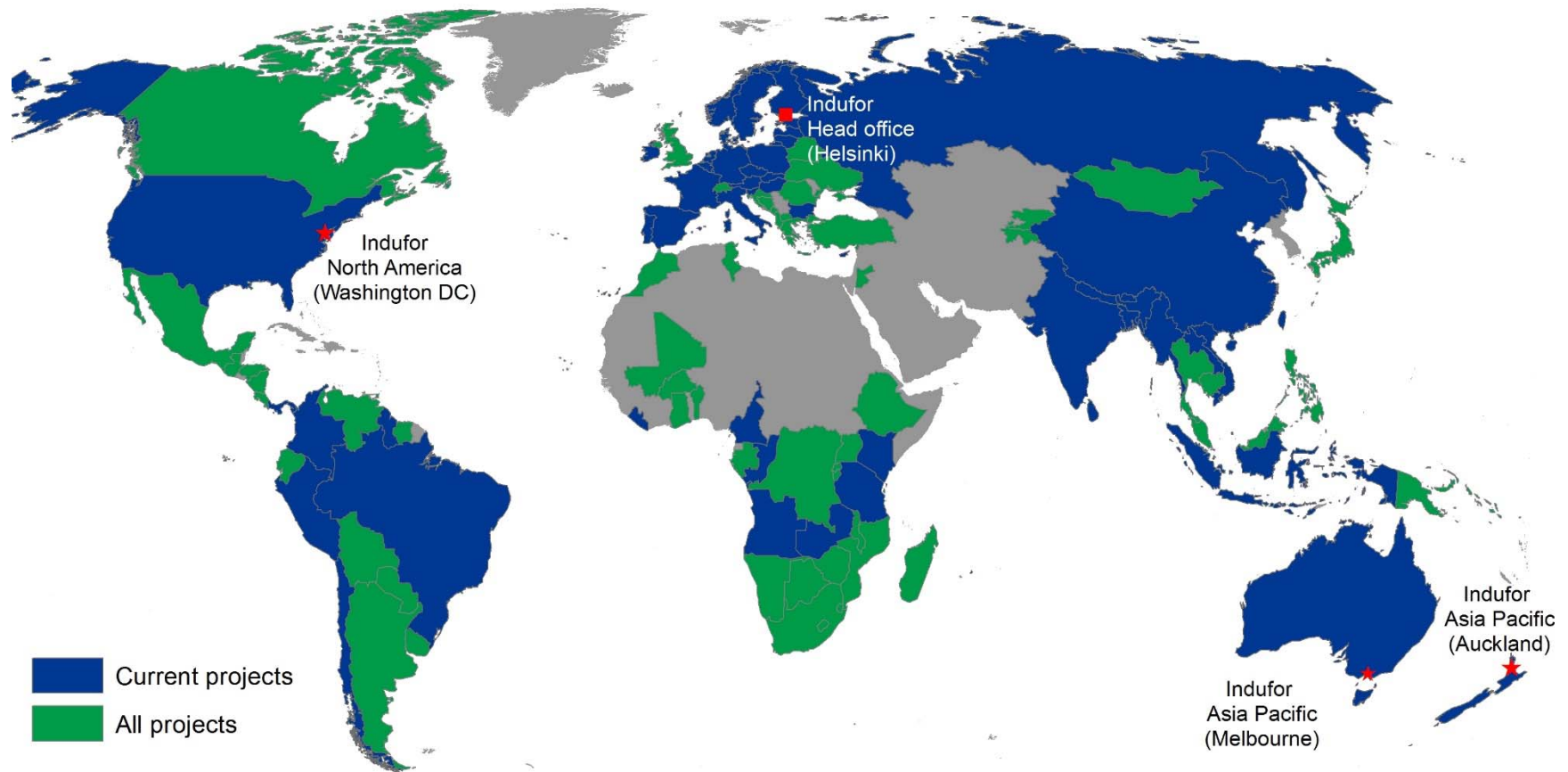
**Melbourne
Australia**

10 consulting staff
est. 2014

**Washington DC
USA**

2 consulting staff
est. 2015

Global Project Cover Q2/2015



Some 800 completed projects
all over the world.

More than 300 clients all over the world.

Indufor is an independent international
consulting group, fully owned by
management and staff members.

...over
35 years'
experience





Indufor Oy projects in Chile

2014-2015	Chile Confidential client Sales Assistance of a Sawmill Asset
2011	Global & Chile WWF International Environmental and Social Issues Related to the Pulp and Paper Industry Expanding to the South
2008	Chile Confidential Client Indicative Due Diligence of Forest Plantation in Chile
2008	Chile Programme for the Endorsement of Forest Certification, PEFC Re-evaluation of CERTFOR Forest Certification Scheme with the Requirements of PEFC
2005	Finland & Chile Confidential Client Global Forest Certification Situation - Study
2003-2004	Chile Programme for the Endorsement of Forest Certification, PEFC Conformity Assessment of the Chile CERTFOR System



Indufor Asia Pacific project cases

2011, 2012 & 2013	Chile Forestal Agua Buena and La Fortuna (GFP) Valuations, mainly softwood
2011, 2012, 2013 & 2014	Chile Forestal Terrasur (GMO-RR) Valuations, Eucalyptus
2002, 2003, 2004 & 2005	Chile Forestal Bio Bio (GFP) Valuations, mainly softwood
1992	Chile Forestal Bio Bio (Fletcher Challenge Forests) Valuation, mainly softwood

Issues

- Chile important forestry and wood industry country → demand
- Heavy competition by domestic consultants and engineering houses
- Need to have something extra / different to offer (in our case: global perspective)
- Frequent marketing & sales visits
- Good and reliable local partner
- Own Spanish speaking consulting staff



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Indufor Asia Pacific Ltd

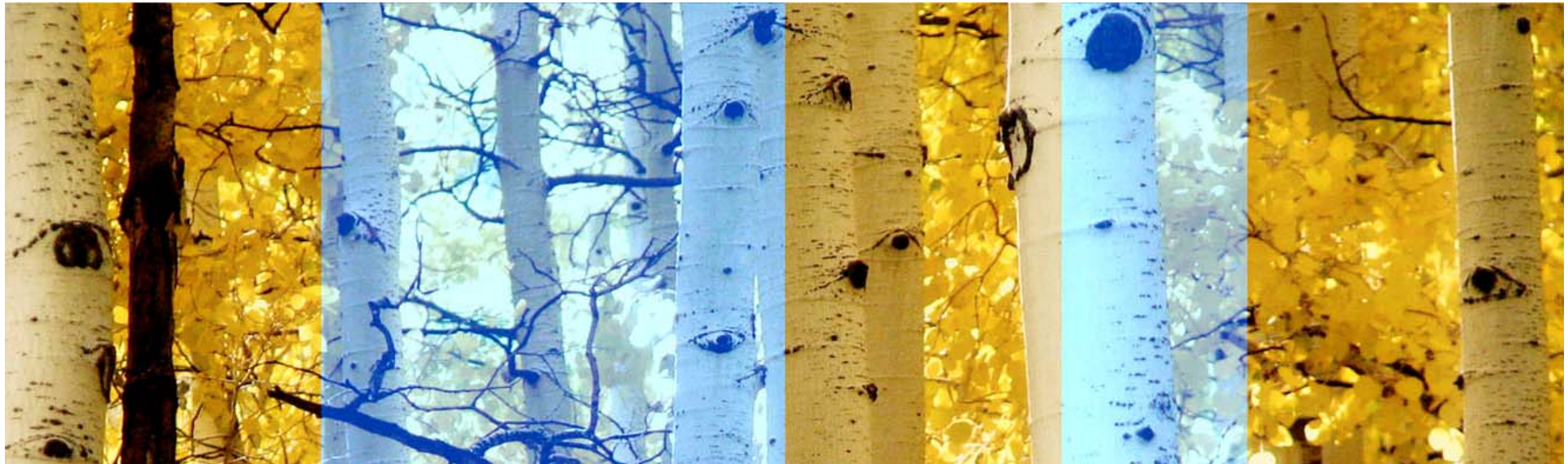
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