

**NIEMI**

# **Niemi Palvelut Oy Case Ukraine**

**17.3.2026, Esa Niemi**

**Confidential**

## Our Story

In 1981, my father Kalevi Niemi got a transportation license for one van and decided to start offering moving services.

In 45 years, the company grew from a one-man operation into Finland's leading company specialized in moving and many logistics services.

We handle tens of thousands of service projects annually, and we employ approximately 1000 professionals specialized in service tasks.



# NIEMI

**35** M€

turnover

**80** % BtoB

**20** % BtoC

According to Taloustutkimus' research report "Työelämän päättäjät 2025":

**Niemi Services Ltd is the most reliable company in its field in Finland.**

**130**

vehicles



**9**

locations

**14** properties

**36 000** m<sup>2</sup>



**60** %

renewable diesel

**25** %

biogas

**15** %

electric

**2,7** milion

kilometres

**76 t** CO<sub>2ekv</sub>

emissions

**1000**

professionals

**9,6** service grade

**97,8** % of our customers would recommend our services



Key Figures 2025

## Globally Local

- Helsinki
- Jyväskylä
- Kuopio
- Lahti
- Oulu
- Rovaniemi
- Tampere
- Turku
- Vaasa

Good international connections to approximately 5.000 companies in the industry

- From Finland
- To Finland

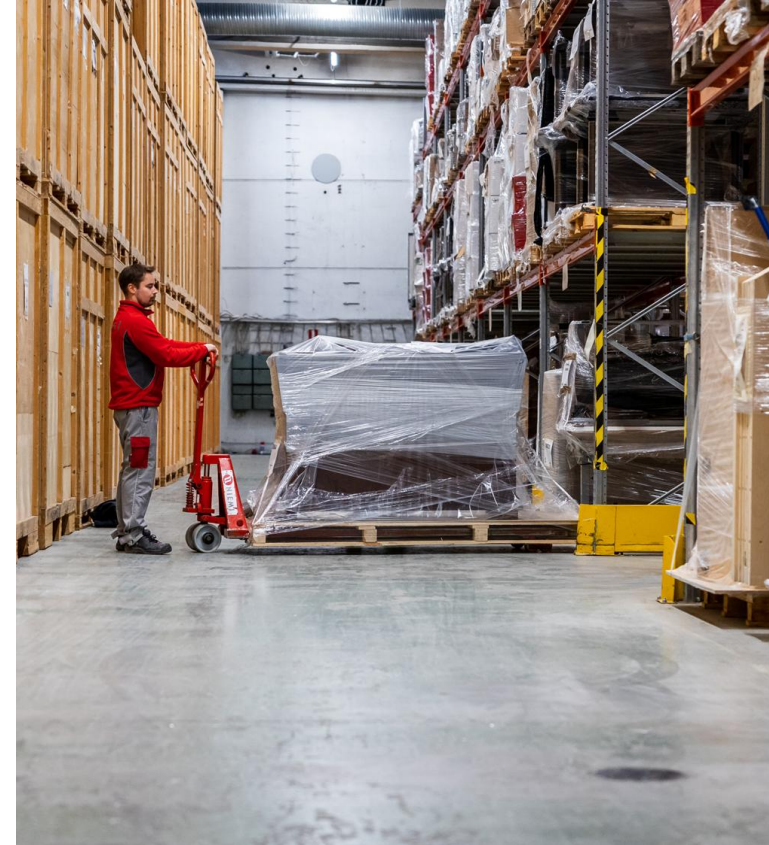


## Background

In addition to removals and many other logistics operations, we have a concept for of furnishing hotels, hospitals, schools, offices and homes

### Hotel furnishing example

- Furniture for a new or renovated hotel can come from 15-20 countries
- All the goods cannot be delivered on site at the same time, but is collected in advance at the nearest Niemi warehouse, numbered per room and pre-installed
- When the hotel is ready, furnishing takes place quickly and efficiently
- Makes it easier for the hotel operator to quickly start operations and save time and money



## Why Ukraine?

- Niemi is a National Emergency-company (Huoltovarmuuskeskus) and through them we have made various freights to Ukraine during the war
- In the fall of 2024 considered what else we could do to help Ukraine and at the same time seek new business opportunities
- F.ex. by copying the furnishing concept to Ukraine
- Connections with EK-Eastcham-Eastoffice-Foreign ministry etc.
- In January 2025 Finnpartnership Business Support
- By now near 10 visits in Kyiv and Lviv and the near by cities
- Searching for suitable logistics centers
- Acquiring or collaboration with Ukrainian logistics companies
- Discussion on the logistics needs of Finnish companies planning to enter Ukraine



## Consortium

- Establishing a consortium of four Finnish companies, f.ex.:
- Fineltec (Electronics Manufacturing Services)
- TSF (Power plants)
- February 2025 participation in the EU Ukraine ‘Call for Interest’
- Consortium's total investment plan for the EU 170Meur
- The consortium's operations and production lines would operate in the Niemi logistics centers in Ukraine
- First 2 steps completed with the EU
- Negotiations now ongoing with the European Bank for Reconstruction and Development (EBRD), the European Investment Bank (EIB) etc.



## Thermal Storage Finland (TSF) Hybrid heating power plant



## What next?

- Our projects are progressing
- TSF has several Memorandum of Interests in Ukraine
- By now Niemi has assisted 6 Finnish companies to get to know the Ukrainian market

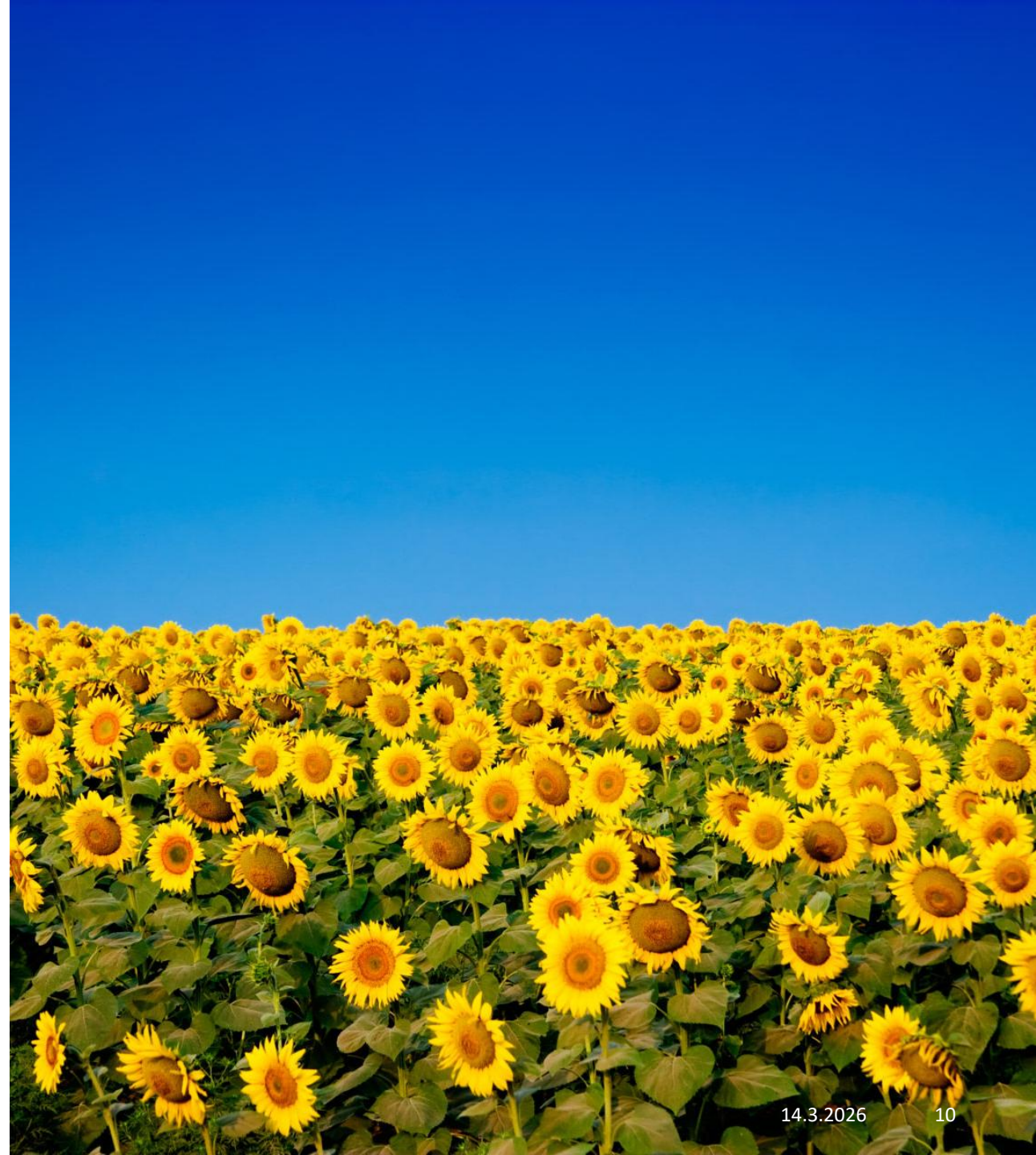


- The latest one is Lauta Oy, an 80-year-old timber manufacturer located in Lempäälä
- We visited production facilities in Ivano-Frankivsk and met people from their industry



## What next?

- Niemi is ready to help Finnish companies with practical matters, such as:
- Preparing travel plans and business needs
- Assisting in arranging meetings
- Travel dates and schedules
- Security issues, hotel reservations; what to consider when choosing a hotel
- Border crossings; train / car / bus / walking
- Scheduling flights
- Etc.



**NIEMI**

**Thank you!**

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