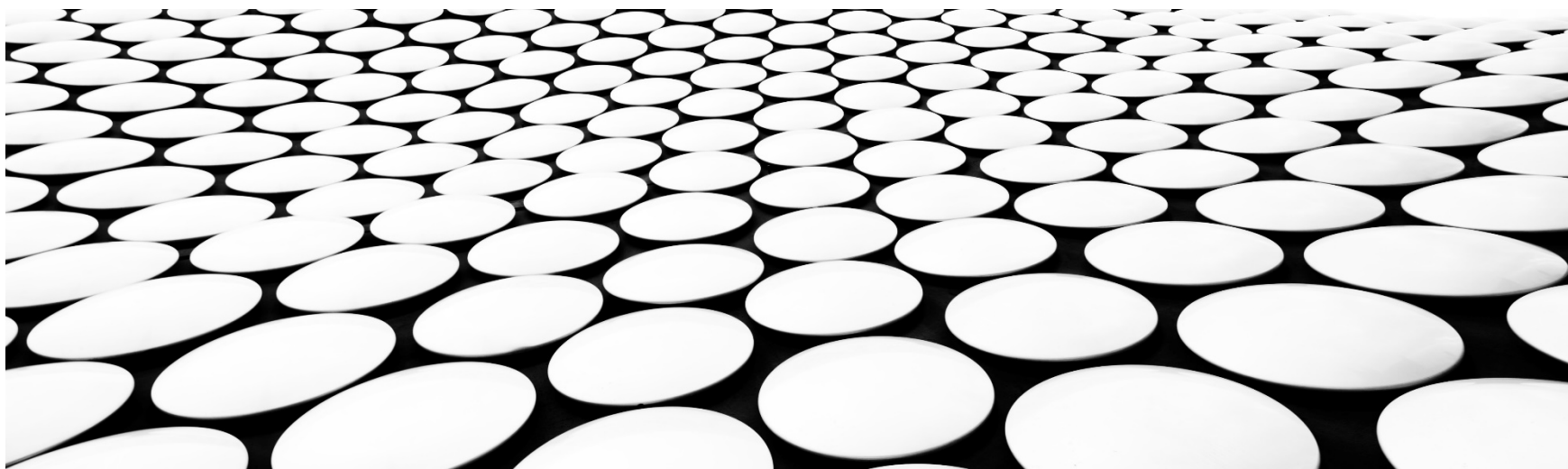

TARMO GROUP LIMITED



YOUR branding, marketing, and selling PARTNER

2020 June



TARMO GROUP LIMITED



Your Gateway to Hong Kong / China



TARMO GROUP LIMITED: OUR COMPANY

We are a registered company in Hong Kong since 2017

Our brands:



EnjoyEstonia.HK
至·愛沙尼亞

- We assist European companies in **exports** and/or develop businesses in Asia with main focus in Hong Kong and Mainland China
- We promote **Estonia** via products & tourism

Our team:

- ✓ Strong & extensive business **network**
- ✓ Professional **experts** & part of many trade organizations
- ✓ Diversified work **experience** in many industries
- ✓ Well-versed in **local culture** & trends, **local laws** & procedures



Brand Concept & Product Categories

www.DewDrops.eu

Quality • Well-being • Lifestyle

Fashion
&
Accessories

Food
&
Beverages

Lifestyle
&
Decor

Skin Care
&
Beautiful

Kids
&
Babies

Pets Care
&
Love



Our Core Team



Mait Nevalainen

Founder, CEO
& Business Development Director



Ivika Uusmaa

Founder, Operations
& Purchasing Director

Mait & Ivika have >20 years of international business & export/import experience with:

China, Hong Kong, Taiwan | Estonia, Finland, Sweden.

They founded “DewDrops” brand in 2017 starting with Estonian natural products. Their vision is to introduce brands & products that **promote well-being & lifestyle.**



Our Core Team



Lasse Liukkonen

China Specialist & Regional Director

Lasse has been living in China for >15 years. He is a Board Member of the Finnish Chamber of Commerce in Hong Kong and also the Charman of its China Committee. He has substantial China business & sales experience and excellent relationships with local government & professional bodies.



Nancy Chui

Hong Kong Specialist & Regional Director

Born in Hong Kong, Nancy has >20 years solid marketing experience having worked in regional roles in FMCG and education industries. She also has hands-on experiences in imports & retail having co-founded an amber jewellery trading company. In 2018, she established “Kocham Polske HK”, a Polish Cultural Centre & Gallery under the honorary patronage of the Poland Consulate General in Hong Kong.



Our Team Structure



**China
Director**



**CEO &
Biz Development
Director**



**Operations &
Purchasing
Director**



**Hong Kong
Director**





Our Office Locations



Our Hong Kong Showroom & Shop

(Open on 10-10-2020)

- ✓ Centrally located
- ✓ Easily accessible
- ✓ Business & Cultural district
- ✓ Many eateries & shops in the neighbourhood



21/F (whole floor)
231-233 Queen's Road East, Wanchai



Hong Kong Showroom & Shop Interior Concept Plan



Contact us to view our showroom concept plan
VIDEO



Services to European brands & products

- Local Agency Representation
- Local Brand PR & Publicity
- Local Exhibitions Support
- Local Legal Advice (e.g. Intellectual Property Protection)
- Local Supplies Sourcing
- Market Entry Strategy
- Market Research
- Partners Search & Connect
- Products Marketing
- Sales Channels Development
- Sales Events Co-ordination & Management
- Translation & Copywriting

... and more! Please tell us your needs.



Exclusive Product Local Agency Services

- ✓ You will be the **ONLY** brand that we represent & promote in your product category.
- ✓ Your products will get **PRIORITY** display location in our showroom & on-line shop, and at all our sales events.
- ✓ You will receive a Hong Kong **MARKET ANALYSIS REPORT** for your brand.
- ✓ You will enjoy **PREFERENTIAL** rates in utilizing our services and joining our events.
- ✓ For your trips to HK/China, you will be offered full assistance on local accommodation & transportation arrangements:
“**We provide recommendations according to your travel & business needs.**”

Get in touch ... NOW



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We look forward to establishing with you:

Successful & Sustainable co-operations

as your **Branding, Marketing & Selling PARTNER**



by

Tarmo Group Limited