

Kansainvälisen työskentelyn työkalut

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Laboratory Products

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Agenda

1 About Thermo Fisher Scientific

2 Thermo Fisher Scientific in Finland

3 My career

4 Tools

5 Q & A



A group of diverse children are leaning over a stone ledge, playing in a shallow pool of water. Water droplets are captured in mid-air around them, creating a sense of motion and joy. The background shows a blurred urban setting with buildings and trees.

Our Mission is our purpose:

**To enable our
customers to make
the world healthier,
cleaner and safer**

Healthier

We make a positive impact on human health by providing our customers with advanced technologies and expertise to deliver breakthrough medicines and diagnostics that improve lives worldwide. Our customers rely on us to help them achieve the impossible.

Cleaner

We empower our customers with the tools to understand and address climate change, develop greener technologies and to help ensure the quality of air and water that sustains all life. As their partner, we are working with our customers to preserve our planet for future generations.

Safer

From products that detect contamination in food, to instruments that help solve crimes and identify potential threats, we provide the solutions that enable our customers to protect our communities. Together, we are determined to create a safer world.

Expertise you can rely on



\$1.3B

Invested in R&D



1,000,000+
Products



8,200+

Clinical trials
supported in 2022



7,000+

R&D scientists/
engineers



120,000+

Colleagues



\$40B+

In revenue

Industry-leading brands working for you

You push the boundaries of innovation, while we support with our unmatched portfolio, depth of capabilities, and comprehensive services through these evolving product and service brands.

ThermoFisher
SCIENTIFIC

thermo
scientific

Analytical precision
and diagnostics
excellence

applied
biosystems

Inspiring meaningful
genetic analysis

unity
lab services

Instrument and
enterprise services

f **fisher**
scientific

One-stop access for
scientific products

invitrogen

Accelerating
discovery research

gibco

Cell culture, media
and reagents

PPD

Drug development
and clinical trials

patheon

Pharma services



Depth of capabilities – Segment overviews

Unsurpassed and evolving portfolio mix (examples below)

Life Sciences Solutions



Specialty Diagnostics



Analytical Instruments



Laboratory Products and Biopharma Services



Thermo Scientific laboratory equipment and consumables

Portfolio overview



Thermo Scientific laboratory products



Lab Equipment



Benchtop, floor model centrifuges and rotors



Biological safety cabinets and clean benches



CO₂ incubators



Refrigerators, freezers, cryopreservation systems, wireless monitoring solutions



Orbital shakers



Water baths, circulators and chillers

Water and Lab Products



Benchtop laboratory essentials, vacuum concentrators



Water analysis instruments



Microbiological incubators, refrigerated incubators, environmental chambers, ovens and furnaces



Water purification systems and cartridges

Lab plastics & liquid Handling



Manual and electronic pipettes



Dispensers



Automated liquid handling systems and tips



General labware



Clinical consumables



Filters



Packaging



Sample storage



Immunology microtiter plates

Thermo Fisher Scientific Finland based businesses

 The world leader in serving science

Thermo Fisher Scientific in Finland



Vantaa ~470 employees

Key R&D and Operations site for Specialty Diagnostics

- Clinical Diagnostics - CDD
- Microbiology – MBD
- Immunodiagnostics –IDD (R&D only)

R&D center for Life Science Solutions

- Laboratory Products – LPD
- Biosciences - BID

Domestic sales, service & support for other divisions

Shared Service Center functions

Joensuu ~290 employees

Manufacturing site for Laboratory Products

- Injection molding manufacturing
- Pipette assembly & service

Supported by Shared Service Center Vantaa



TWO SITES - Multidivisional Environment

Employees 760

Factory revenue \$200M



My career

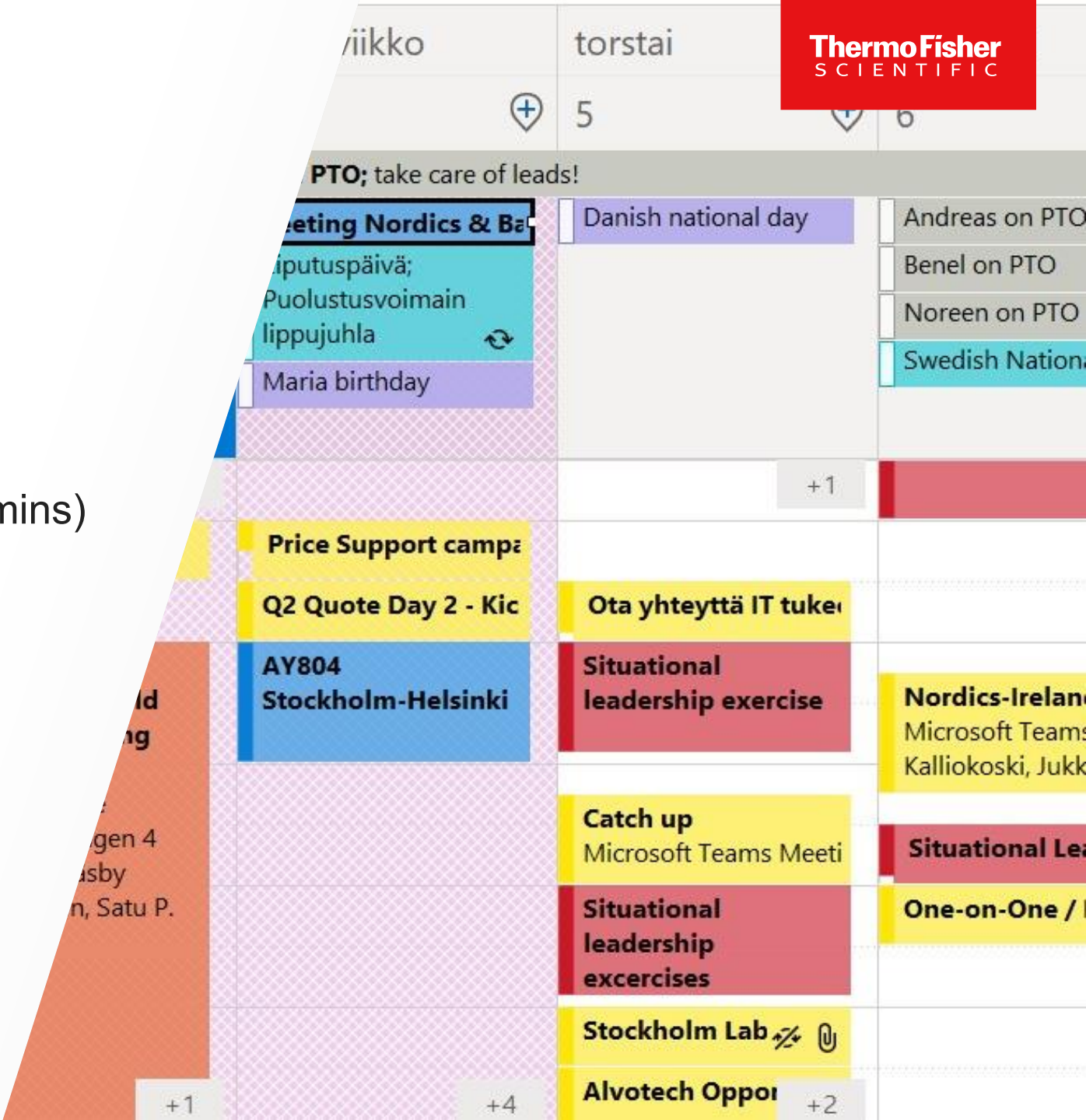
- 1989 - 1991 Shipping/Exports assistant, Labsystems Oy
- 1991 – 1995 Customer service manager, Labsystems Oy
- 1995 – 1997 International Sales Manager (Central Eastern Europe; MEA, South America), Labsystems Oy
- 1997 – 2001 Sales Director, Asia Pacific Commercial Operations, Thermo Labsystems Oy
- 2001 – 2004 Director, Commercial Operations, Asia Pacific & Middle-East, Africa Bioscience Technologies Division, Thermo Electron Corporation
- 2004 – 2010 Commercial leader – Northern Europe Laboratory Products Group, Thermo Fisher Scientific
- 2010 – 2024 Commercial director – Nordic & Baltic Laboratory Products Division, Thermo Fisher Scientific
- 2025 - Commercial director, Nordics & Ireland, Laboratory Products, Thermo Fisher Scientific,



My week

Daily work

- Home office based
- 2-3 days week with my team on the field
 - Account Managers target min 8 face-to-face meetings per week (min 16 total)
- Up to 25 Teams-meetings per week (30-60 mins)
 - Customer / Channel partners
 - Europe wide sales force meetings
 - Weekly team meeting
 - One-on-One's
- Challenges
 - Back-to-back meetings
 - Time difference +1hr CET, +2hr GMT/BST
 - Travel restrictions



Questions?

