

Finland Market Entry Process

Start Selling Alcohol to Finnish Consumers in 8 Simple Steps

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DrinkData and Alvitar Oy work together to simplify the process of entering the Finnish alcohol market. While DrinkData supports merchants with market entry and industry guidance, Alvitar Oy manages the Finnish VAT, excise duty and reporting requirements.

1. Contact DrinkData

Discuss your plans for entering the Finnish market.

DrinkData provides:

- Market information
- Regulatory guidance
- Sales model consultation
- Introduction to professional partners



2. Sign the Service Agreement with Alvitar Oy

If you require assistance with Finnish tax administration, you conclude a service agreement directly with Alvitar Oy.



3. Sign the Power of Attorney

Authorise Alvitar Oy to act on your behalf before the Finnish Tax Administration regarding VAT and excise duty matters.



4. Finnish Registrations

Alvitar prepares and submits the necessary registrations, including:

- ✓ Finnish VAT registration
- ✓ Registration as an excise duty liable operator
- ✓ Other required tax registrations (where applicable)



5. Security (Guarantee)

If required by Finnish legislation, your company provides the security requested by the Finnish Tax Administration.

Alvitar assists with the administrative process.



6. Start Distance Sales to Finland

Once the required registrations have been completed and any required security has been accepted, your company is ready to sell alcoholic beverages directly to Finnish consumers.



7. Monthly Reporting

Your company submits the agreed sales information to Alvitar. Typically this includes:

- Sales values
- Product quantities
- Alcohol categories
- Returns or corrections (if any)



8. VAT & Excise Duty Reporting

Based on the information received, Alvitar:

- prepares VAT returns;
- prepares excise duty returns;
- submits reports to the Finnish Tax Administration;
- informs your company of tax payment deadlines;
- assists with communications with the authorities where required.

Who Does What?

DrinkData	Alvitar Oy
Finnish market entry guidance	VAT registration
Industry-specific information	Excise duty registration
Merchant support	VAT reporting
Regulatory updates	Excise duty reporting
Professional partner network	Communication with the Finnish Tax Administration

One Point of Contact

Throughout the process:

- **DrinkData** remains your partner for market entry, industry guidance and commercial questions.
- **Alvitar Oy** acts as your partner for Finnish VAT, excise duty and reporting obligations.

Together, we provide a practical and efficient framework for foreign alcohol distance sellers entering the Finnish market.

Ready to Enter the Finnish Market?

Contact DrinkData to discuss your plans for entering Finland.

If you require Finnish VAT and excise duty services, we will introduce you to **Alvitar Oy**, our recommended VAT, Excise Duty & Reporting Partner.

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