



Developing business together.

Finnpartnership

offers Finnish companies new cooperation opportunities in developing countries



The Finnish business partnership programme, **Finnpartnership**, provides advisory services for the business activities of Finnish companies in developing countries and financial support in the planning, development and implementation phases of a project. Finnish companies can now easily acquire information on new business opportunities and business partners in developing countries.

Finnfund is responsible for the management and implementation of the business partnership programme on behalf of the **Ministry for Foreign Affairs of Finland**. Finnfund has over 25 years of experience in development financing in the target areas of the programme as well as an extensive cooperation network among international development finance institutions and companies in Finland seeking an international presence. Further information on Finnfund can be found at www.finnfund.fi.





We promote commercially viable projects

Finnpartnership supports Finnish companies and organisations throughout the lifespan of their business projects by providing its own services or by directing companies in contacting the correct organisations offering internationalisation services.

We support feasible and commercially viable partnerships between companies in Finland and in developing countries to enhance economic growth, diversify the economy and exports, and reduce poverty in developing countries.

We provide advisory services and business partnership support

Companies can turn to Finnpartnership in matters concerning business operations in developing countries. We provide companies and organisations advisory services and business partnership support. From the outset of planning a project, companies can contact Finnpartnership's experts who can provide guidance throughout the different phases of a project. Finnpartnership provides its services free of charge.

The services provided by Finnpartnership are:

- Business Partnership Support
- Identifying business partners (matchmaking)
- Advisory services

Our services are directed at companies and organisations in all sectors that are planning or improving business activities in developing countries. Developing countries are the ODA recipients listed by the Development Assistance Committee (DAC) of the Organisation for Economic Co-operation and Development (OECD).

Business partnerships – new cooperation opportunities

We assist Finnish companies in seeking out new business opportunities and partners in developing countries. Business partnerships refer to long-term joint activities between companies or other economic actors in Finland and in developing countries, such as joint ventures or importing from developing countries.

Finnpartnership channels business partnership opportunities from developing countries to companies in Finland and vice versa. Through Finnpartnership, Finnish and international companies can look for suitable opportunities for cooperation as well as give out information about the business initiatives they have to offer.



● Operational area

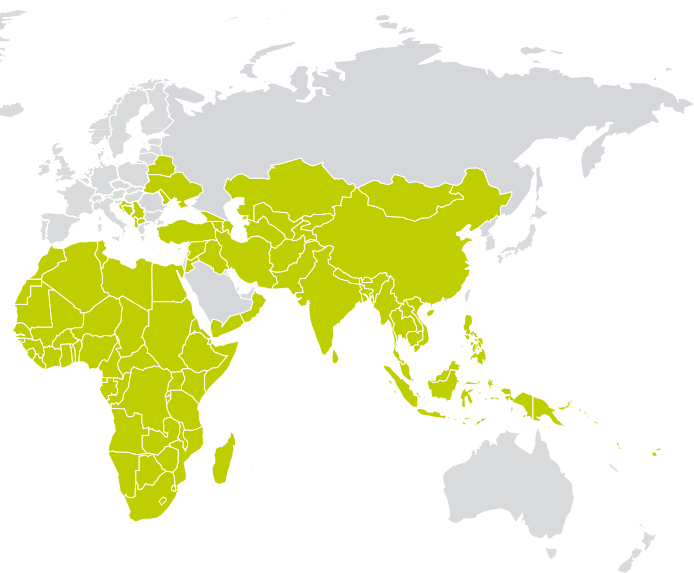




Advisory services throughout a project's lifespan

Finnpartnership supports companies by providing advisory services also during the financing and implementation phases of a project. The objective is to improve the bankability of projects and thereby enhance their execution. Our extensive cooperation network also enables us to seek out financiers for these projects.

Finnpartnership provides information on Finnish and international experts and organisations as well as on industrial and commercial representatives in developing countries. We can assist Finnish companies in finding appropriate external experts to develop business operations in developing countries.



Business Partnership Support Facility

– a tool for developing business



Finnish companies can apply for a grant through the Business Partnership Support Facility for commercially viable activities aimed at long-term economic cooperation in developing countries.

Eligible applicants are companies registered in Finland or elsewhere that have a substantial link to Finland; research facilities, universities or similar organisations based in Finland; and associations registered in Finland.

The Business Partnership Support Facility covers expenses incurred when

- identifying business partners,
- preparing pre-feasibility studies,
- conducting feasibility and environmental studies and drawing up business plans,
- training employees of the company in the developing country,
- utilising external experts in developing the specific business area of a project, or
- piloting Finnish environmental technology.

The business partnership support may be allocated for different phases of a project and it covers 30 – 70 % of the approved costs incurred, depending on the size of the applicant company and the DAC classification of the project target country.



Approved expenses may include costs incurred when evaluating a potential business partner; experts' fees; travel costs to the target country by the applicant's personnel and external experts during the preparatory phase of the project; or fees paid to short-term external consultants when developing business operations.

Projects qualifying for the support can involve, among others, importing from a developing country, the transfer of technology or know-how from Finland or establishing production in a developing country. Support is available for a project with realistic potential to develop into a commercially viable project which

- fosters development in the target country,
- is in line with legislation and requirements of the target country, and
- complies with international environmental and social standards.

Applications for the Business Partnership Support are submitted on a separate form. The form and additional information on the application process and other terms and conditions are available on Finnpartnership's website at www.finnpartnership.fi.





Finnpartnership

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