



Finnpartnership

Finnish Business Partnership Programme -
Support for Projects in Developing Countries

16 September 2011

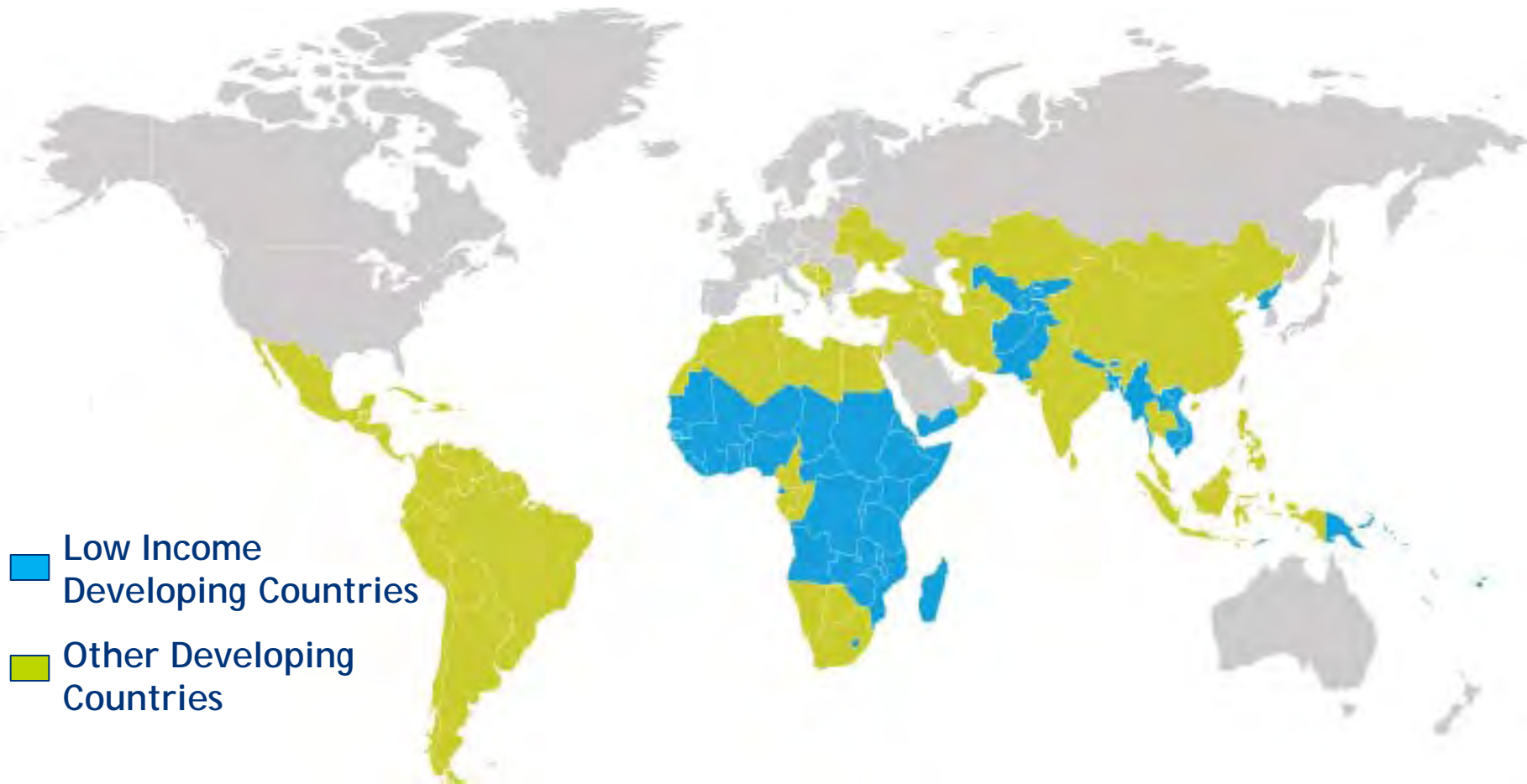
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Finnpartnership - background and objective



- Financed by the Ministry for Foreign Affairs, managed by Development Finance Institution Finnfund
- The objective is to **promote business cooperation between companies in Finland and in developing countries** in order to increase long-term business partnerships
- Offers support for developing country projects:
 - **Matchmaking service** for Vietnamese companies for the identification of Finnish business partners.
 - **Business Partnership Support** (financial grant) for Finnish companies and organisations for their projects in Vietnam.
 - **Advisory services and networking**

Finnpartnership - Area of Operation



<http://www.finnpartnership.fi/developingcountries/>



Finnpartnership - Services throughout a Project's Lifespan

Preparatory phase

Information collection on target country, actors and markets



Business Associate / Partner identification



(Pre)Feasibility Study



Implementation phase

Employee Training



Capacity Building



Matchmaking

Support Facility

Note! **No** financing
for actual
operations
(agreements, devices,
HR, buildings, ...)

Business Partnership Support - in short



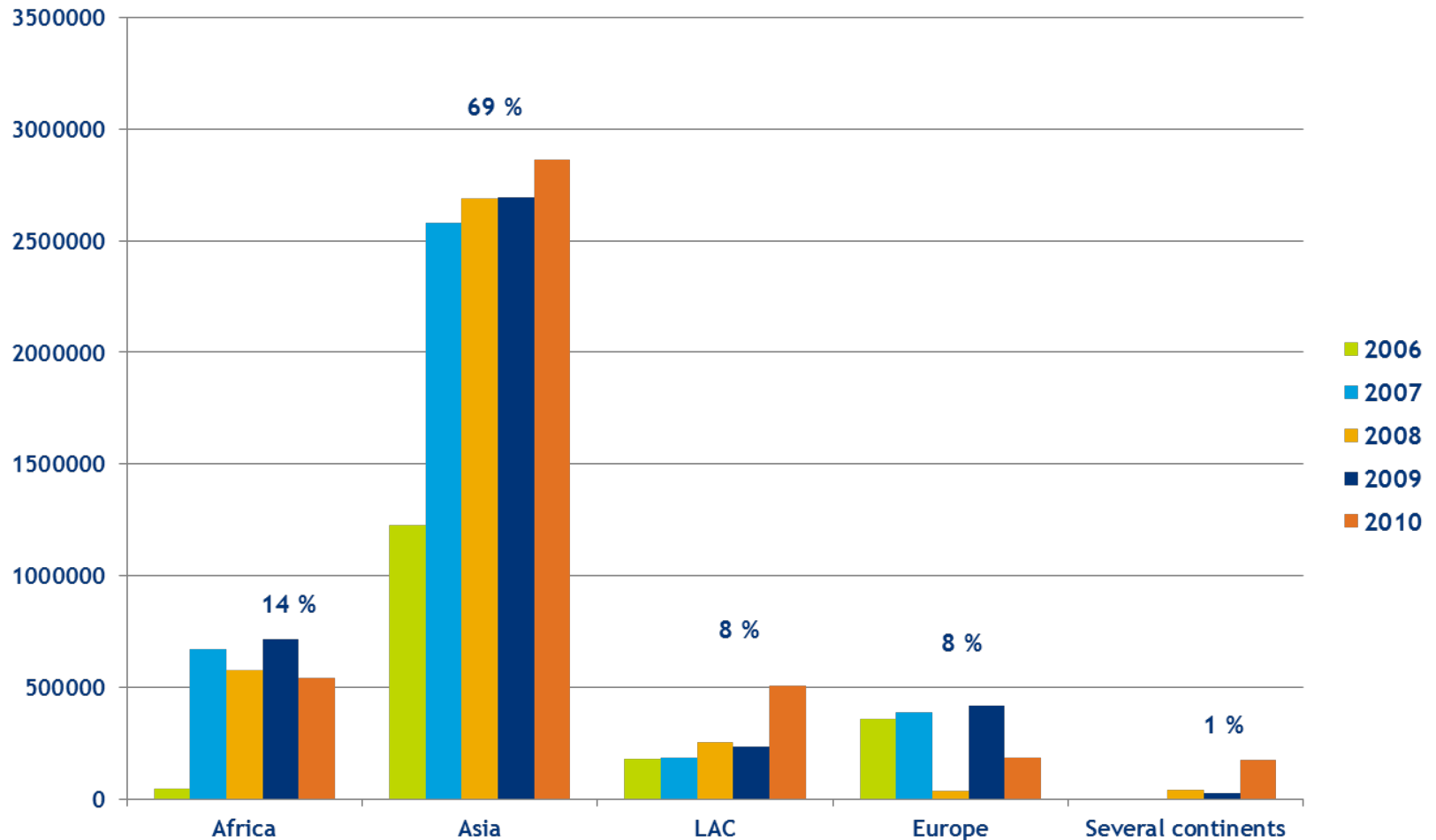
- A grant type of seed capital for projects aiming at long-term business partnerships in developing countries
- Can be used to cover expenses incurred in the preparatory phase and to cover training and business development
- Max 200 000 €/company
 - 30/50/70 % of approved expenses depending on the size of the applicant and development level of the target country
- Contributes to positive development impacts in developing countries and realization of sustainable, long-term business partnerships
- Grant can not be allocated to support exports from Finland to developing countries!

Number of BPS applications, popular countries in 2006 - ½2011



- Support has been allocated for projects in 77 different countries, of which most support has been allocated for projects (no. in brackets) in
 - China (82+4),
 - India (59+7) and
 - Vietnam (45+8).
- Other popular countries are:
Thailand (20+4), Ukraine (19+1), Kenya (14+5),
Bangladesh (17), Brazil (11+6), Peru (14+2), Tanzania
(9+6) and the Philippines (7+6)

Approved BPS by continent in 2006 - 2010



Number of BPS applications, popular sectors in 2006 - 2010



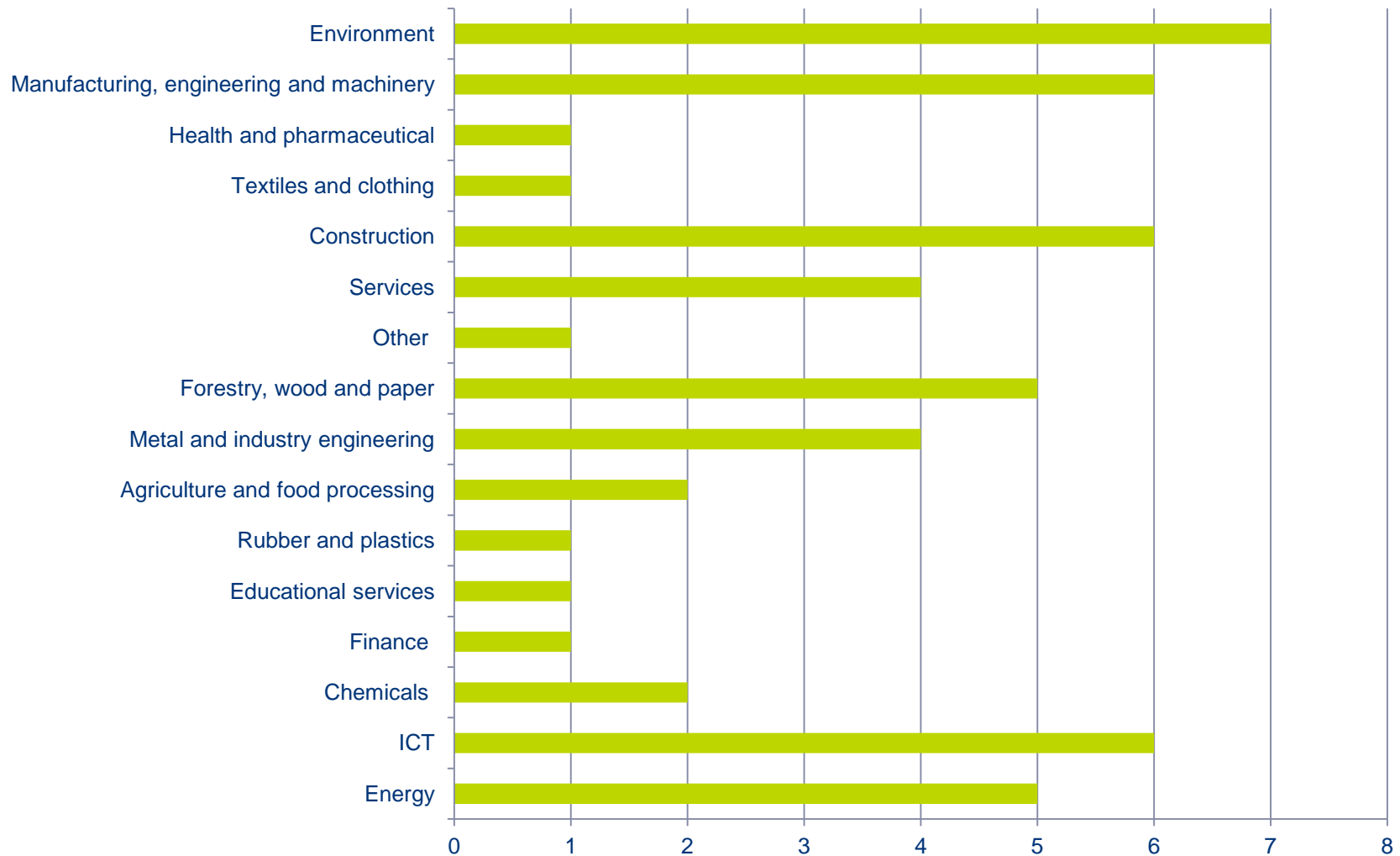
- Support allocated mostly for:
 - ICT (15 %)
 - Manufacturing, engineering and machinery (13 %)
 - Energy (10 %)
 - Agriculture and food processing (8 %)
 - Environment (8 %)
 - Construction (7 %)
 - Services (6 %).



Business Partnership Support Projects in Vietnam

- 63 projects in Vietnam have been registered
 - 53 eligible and received the Business Partnership Support
 - 10 rejected (not eligible)
- Approved project expenses for the eligible 53 projects has been
 - EUR 3 244 915 total
 - avg. EUR 61 225/project

Approved applications (53) by industry



How can the target country companies benefit from the Business Partnership Programme?



- By looking for business partners through the service
- By encouraging the potential Finnish business partner to take advantage of the business partnership support, when:
 - The company will have more resources for studying the possibilities of forming a partnership, training of the partner company, or the development of a specific business area of the project (incl. quality assurance, logistics, certification.)
 - Those companies that have a strong link to Finland, can apply for the support. E.g. Finnish ownership or significant existing cooperation with a Finnish actor.

Finnpartnership - Finnish Business Partnership Programme



- Grants the Business Partnership Support financed by the Ministry for Foreign Affairs
- Channels business partnership initiatives and opportunities from companies in developing countries to Finnish companies
- Provides wide-ranging advisory services for Finnish companies for their projects in developing countries



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