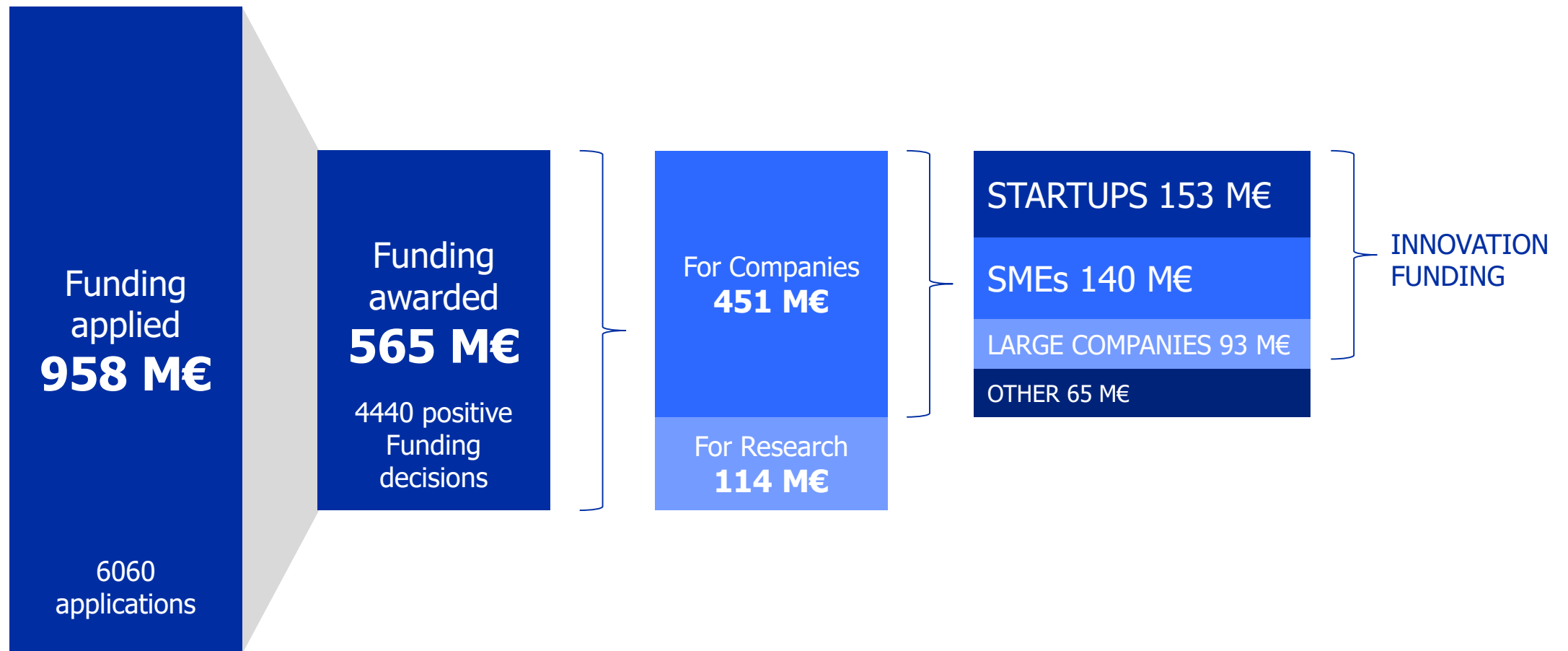




# Business Finland

Funding Services in Brief

# Funding Total 2018





# TEMPO

Towards international growth

For Startups, SMEs and Midcap  
companies seeking to grow global

▶ [WWW.BUSINESSFINLAND.FI/EN/TEM](http://WWW.BUSINESSFINLAND.FI/EN/TEM)



# TEMPO

## Towards international growth

- Test your business concept
- Get feedback from potential customers
- Explore demand in a new market
- Learn about the customer need
- Develop management, ways of working and organization

## BUSINESS FINLAND FUNDING

75 % of the  
project's overall  
costs

BF funding is  
max.  
50 000 €

Grant  
(de minimis)





# RESEARCH, DEVELOPMENT, PILOTING

Loan for development and piloting

Grant for research and creation of new knowledge

The amount of funding depends on the company's goals and own resources.



# R&D FUNDING LEVELS

	SMEs	MIDCAP COMPANIES Turnover max. 300 M€	LARGE COMPANIES
COMPANY RESEARCH PROJECT GRANT Create new knowledge and competence	Grant max <b>50%</b>	Grant max <b>40%</b>	Grant max <b>40%</b> Large companies must buy services from SME's and / or research organizations or implement the project as a joint project with them. The share of the bought services has to be 40 % of the project's overall costs.
DEVELOPMENT AND PILOTING LOAN Develop or renew products, services and business model. Demonstrate the functionality of your solution	Loan <b>50% / 70%</b>	Loan <b>50% / 70%</b>	Loan <b>50%</b> Large companies must buy services from SME's and / or research organizations or implement the project as a joint project with them. The share of the bought services has to be 15 % of the project's overall costs.



# MARKET EXPLORER

Find out about new export markets

For SMEs and Midcap companies looking for new international markets for their solutions

▶ [WWW.BUSINESSFINLAND.FI/EN/MARKET-](http://WWW.BUSINESSFINLAND.FI/EN/MARKET-)



# MARKET EXPLORER

Find out about new export markets

- Create an internationalization plan and strategy
- Perform a market survey
- Analyze the need for localization
- Assess the competitive situation
- Draw up a list of retailers and distribution partners

## BUSINESS FINLAND FUNDING

50 % of the  
project's overall  
costs

BF funding  
5 000 –  
10 000 €

Grant  
(de minimis)





# TALENT EXPLORER

Hire an expert to promote internationalization

For SMEs and Midcap companies looking for new international markets for their solutions

▶ [WWW.BUSINESSFINLAND.FI/EN/TALENT-EXPL](http://WWW.BUSINESSFINLAND.FI/EN/TALENT-EXPL)



# TALENT EXPLORER

Hire an expert to promote internalization

- Create an internationalization plan and strategy
- Perform a market survey
- Analyze the need for localization
- Assess the competitive situation
- Draw up a list of retailers and distribution partners

## BUSINESS FINLAND FUNDING

50 % of the  
project's overall  
costs

BF funding  
max.  
20 000 €

Grant  
(de minimis)

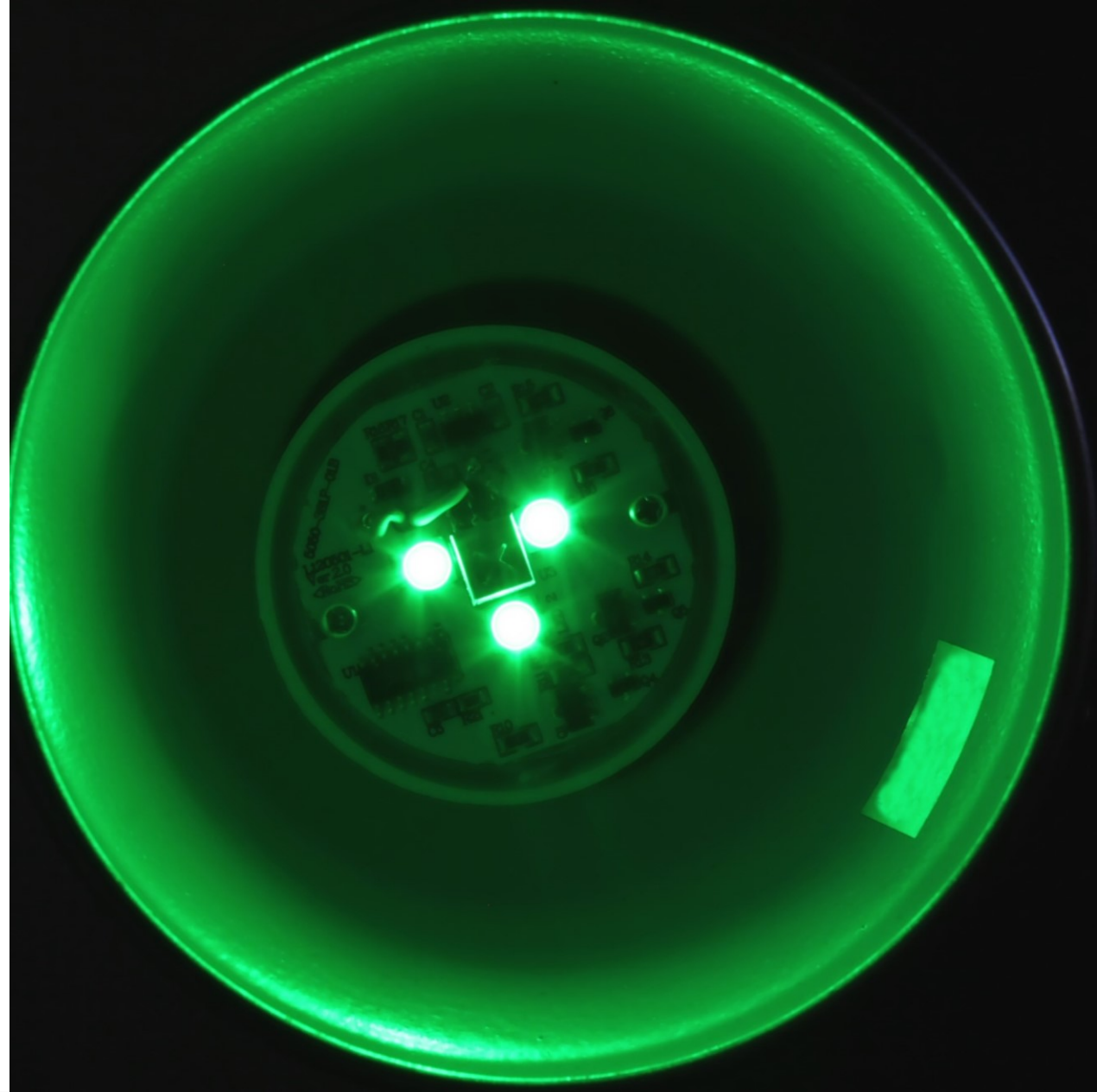




# INNOVATION VOUCHER

Buy innovation expertise  
For an SME

- that has a new product or service with international growth potential
- that is aiming to launch innovation activities
- that is engaged in well-established business



# INNOVATION VOUCHER

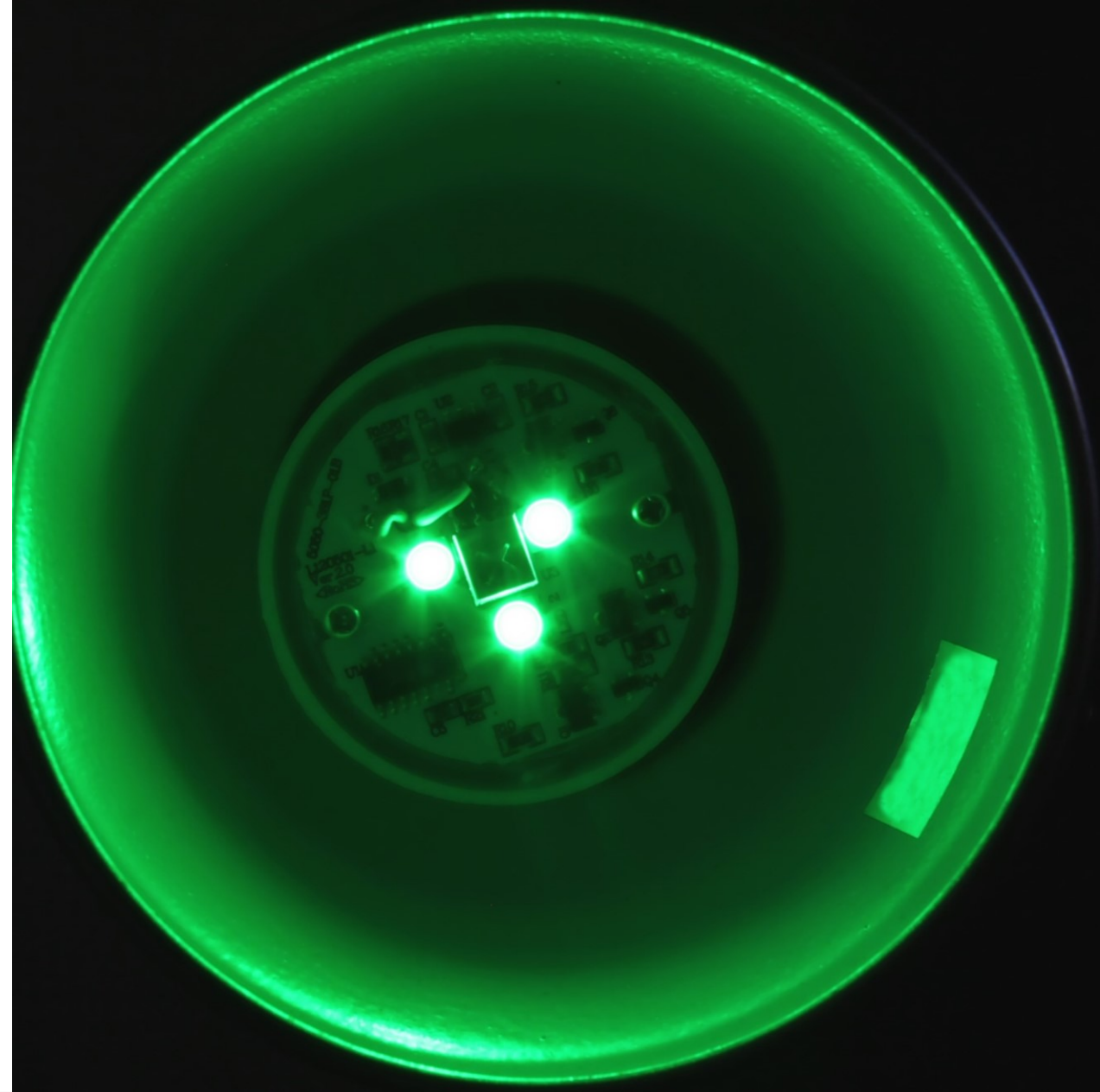
**Purchase new knowledge and skills**  
services related to the development of product and service strategy

- experiments and agile product and service development
- feasibility studies, measurement and testing services relating to innovation

## BUSINESS FINLAND FUNDING

5 000 € + VAT

Grant  
(de minimis)





# EXHIBITION EXPLORER

For joint international trade fair projects by SMEs

- Group of at least four SMEs
- For major b-to-b events
- Aims to promote the market entry of enterprises and new innovations

## BUSINESS FINLAND FUNDING

Max 30 000 €  
per trade fair  
for individual  
company

Covers up to  
50 % of eligible  
costs

De minimis  
funding



# INTO

## Innovation expertise

For SMEs looking to strengthen  
their innovation activities

▶ [WWW.BUSINESSFINLAND.FI/EN/INTO](http://WWW.BUSINESSFINLAND.FI/EN/INTO)





# INTO

## Innovation expertise for SMEs

- Buy in the best possible expertise to strengthen innovation activities
- Acquire industrial rights
- Hire an expert from a research organization or large company on a temporary basis

## BUSINESS FINLAND FUNDING

50 % of the project's overall costs

The amount of funding depends on the company's goals and own resources

Grant





# YOUNG INNOVATIVE COMPANY FUNDING

Scale up your business into fast global growth

- Develop international business comprehensively
- Marketing, sales, team, management
- Acquiring external funding

## **BUSINESS FINLAND FUNDING**

- grant and loan in 3-4 phases
- total € 1,25 million
- 75 % project's overall costs





# **BF Research Funding Services**

## **Co-Creation**

**Develop a research idea, build on cooperation**

Research organizations and companies develop the research idea.

The funding will ensure the demand and suitability of a new research goal (problem to be solved) to businesses and construction of a new co-operation.

## **Co-Innovation**

**Search for solutions with the help of research, cooperate and develop new export products**

Research organisations develop new knowledge and solution models for new business purposes and and companies develop innovations for the global market.

Funding advances the use of research knowledge, increases the creation of new Finnish export products and strengthens networks in ecosystems.

## **New business from research ideas (TUTLI)**

**Create new knowledge and business applications from research ideas**

Research organisations prepare an idea for business purposes.

Funding advances the commercialisation of research ideas.

**International and other special calls (ESA, ERDF, Eureka etc.) have their own specific criteria**

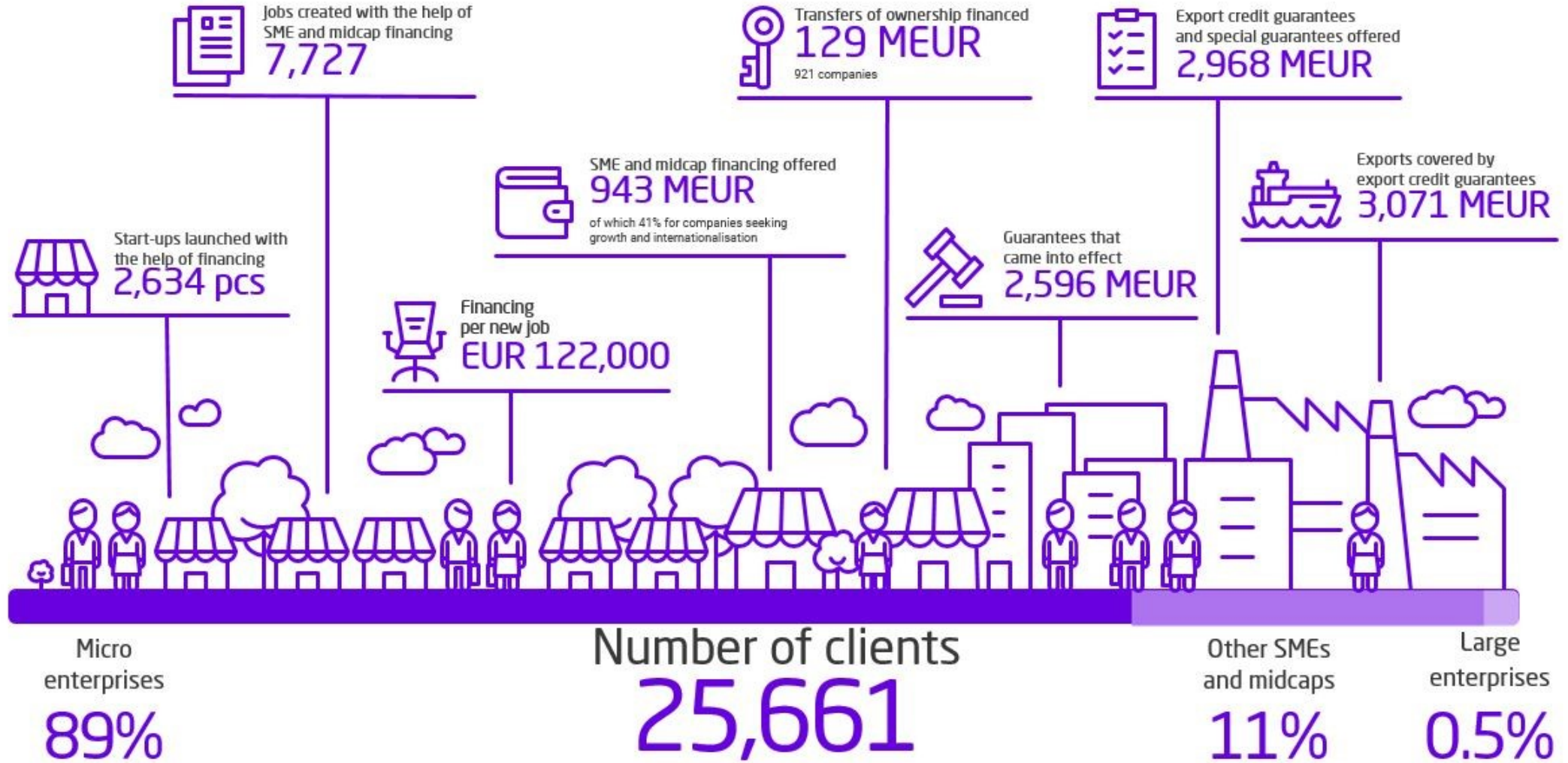
# Finnvera's Financial Services

Finnvera provides financing for different stages in company's life cycle:

For starting, growing and internationalizing your company as well as for protecting it against possible export risks.



### Finnvera's role in society



# Finnverea's SME Financing

## Local micro enterprises

We offer timely and efficient financing solutions for starting and operating micro enterprises.

### Key figures 12/2018

Customers: 15,725

Financing offered: €106 million

Outstanding commitments:  
€346 million

## Domestic market SMEs

We provide financing for investments and growth of regional SMEs aligned with regional development strategies.

### Key figures 12/2018

Customers: 8,465

Financing offered: €448 million

Outstanding commitments:  
€1,156 million

## SMEs aiming at growth in exports and internationalisation

In close cooperation with other MEE actors, we offer Finnvera Group's financing services to growth companies.

### Key figures 12/2018

Customers: 1,388

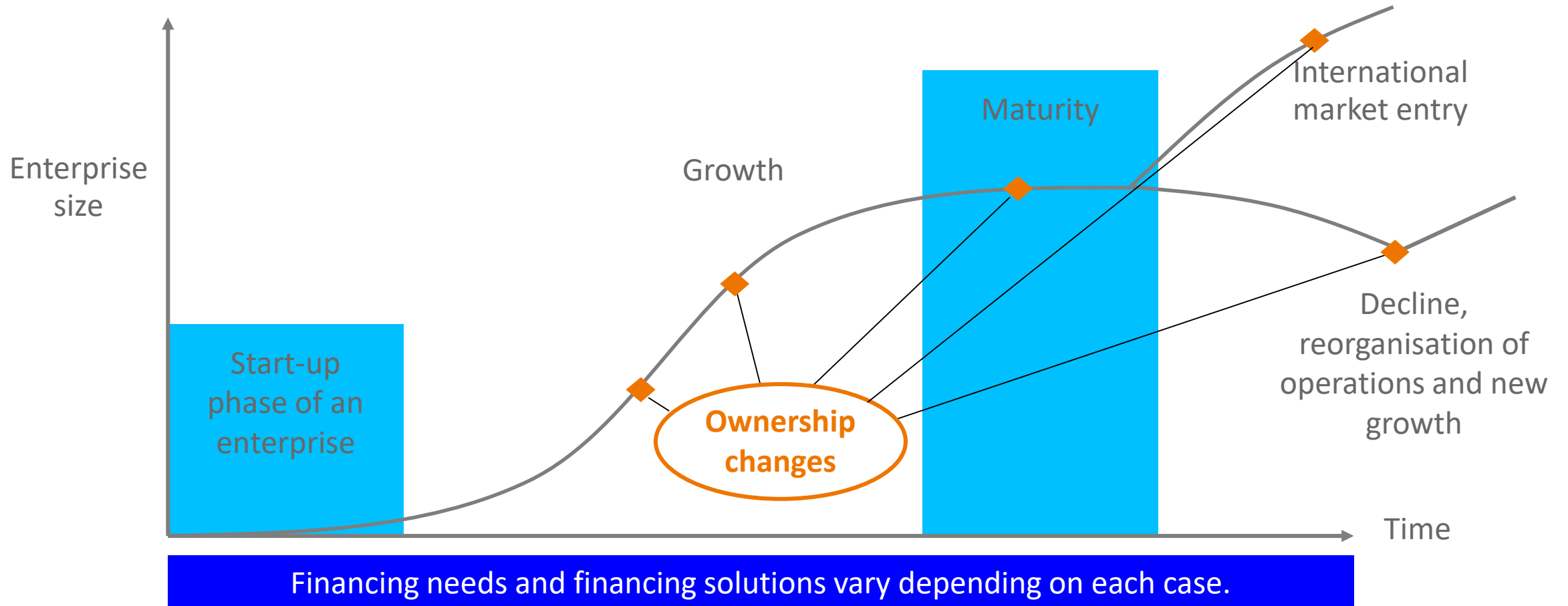
Financing offered: €389 million

Outstanding commitments:  
€822 million



# Focal areas in SME Financing

- enterprises' most common situations of change and the related financing needs



# Finnvera's financing products



# Thanks!



# Speed Up Your IoT Innovation and Get Visibility Fast to Investment Risk level

IoT Paja  
säätiö  
IoT Forge  
foundation



10/2019  
Matti Hellgrén

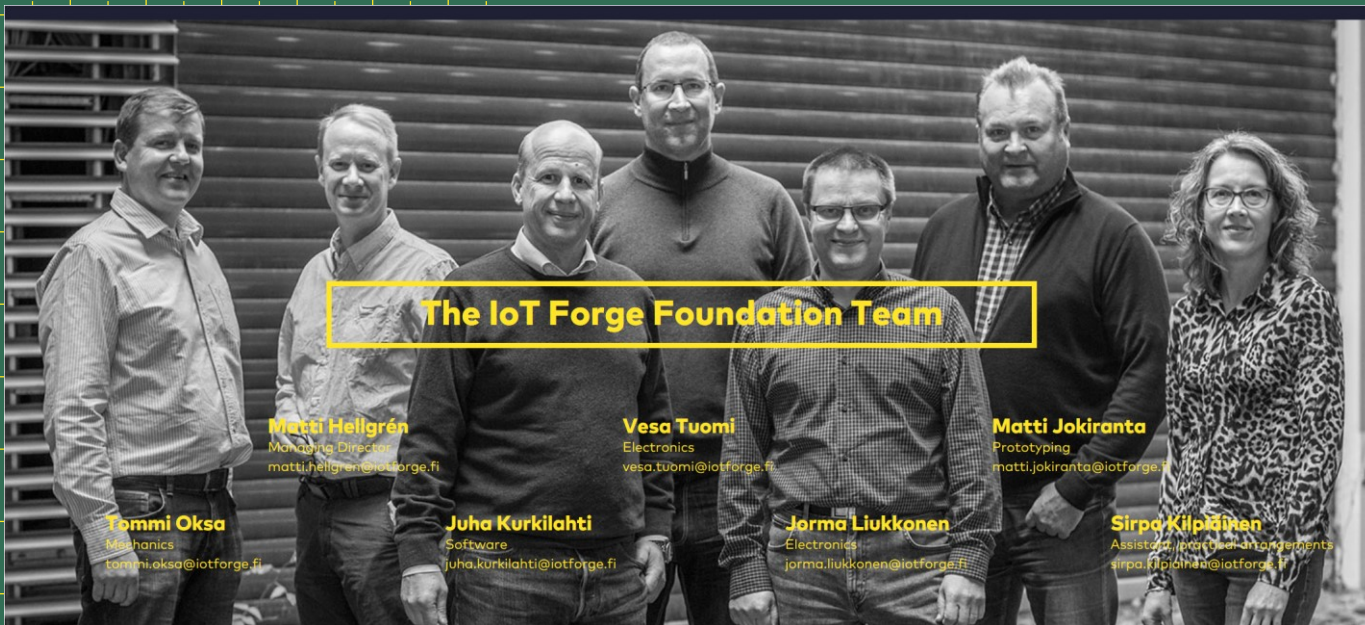
# IoT Forge Foundation – [www.iotforge.fi](http://www.iotforge.fi) – [www.iotapaja.fi](http://www.iotapaja.fi)

IoT Paja  
säätiö

IoT Forge  
foundation



- IoT Forge Foundation founded 9/2017 supports start-up & SME companies in Finland doing IoT/digitalization related development.
- Support is free of charge – no bills, no stock, no patent nor license
- Support is focused to speed up your business from IDEA to VALIDATION. Focus is in progress, implementation and doing.
- Support models: personnel – lab – monetary grant.



- highly skilled personnel of 7
- 600m2 lab
- Development and test equipment worth 2,5MEur
- Monetary support granted 900kEur, budgeted 1,2 MEur/yearly
- All the support is free of charge
- Start-up & SME
- 175 customer companies from over 20 cities in Finland and increasing.

# Co-operation Model Enables BIG Company Co-op As Well

