



Finnpartnership

Advisory Services and Business Partnership
Support for projects in developing countries

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Finnpartnership

Finnish Business Partnership Programme

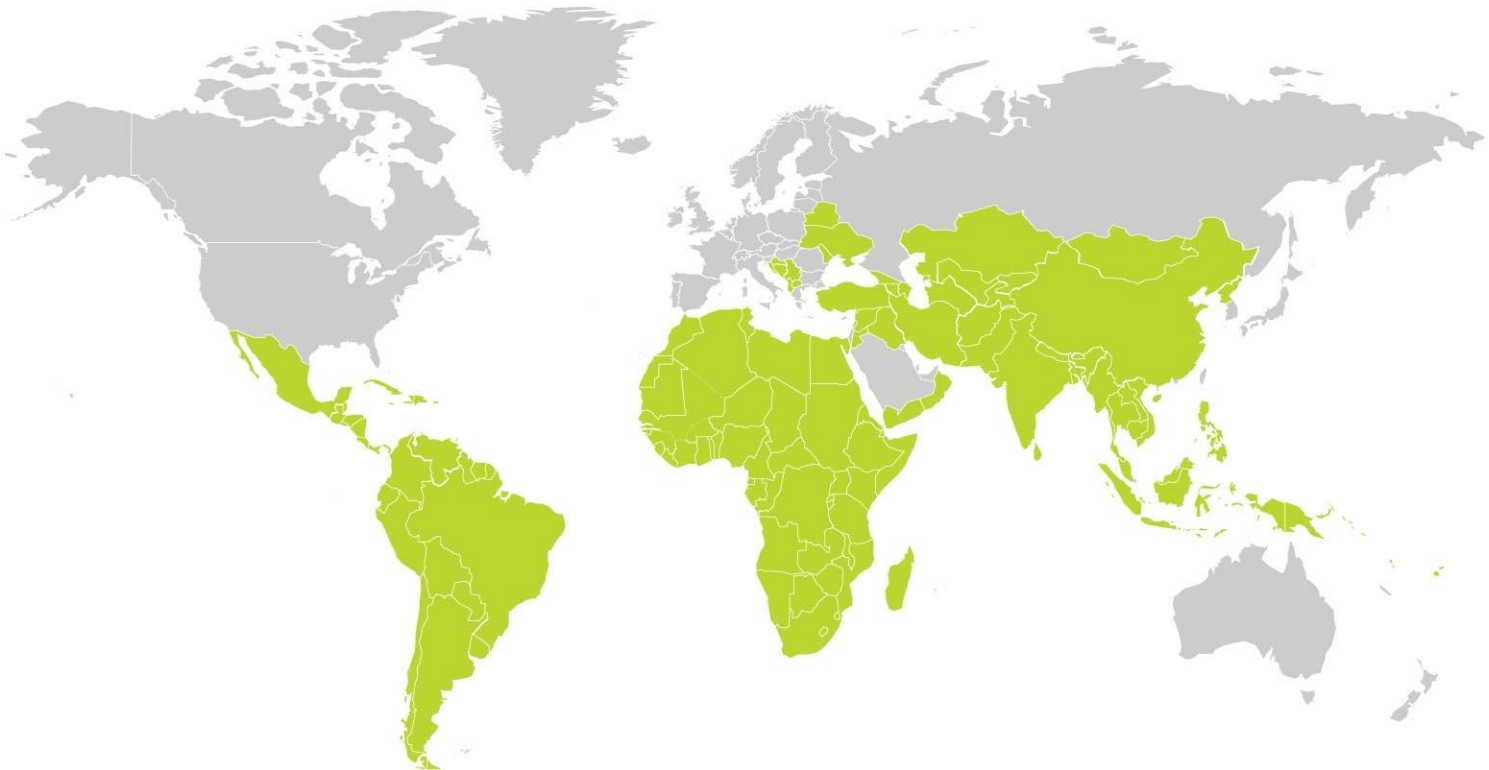


- Financed by the Ministry for Foreign Affairs and managed by development finance institution Finnfund.
- The objective is to promote business cooperation between companies in Finland and in developing countries in order to increase long-term business partnerships.
- Advisory services and Business Partnership Support for Finnish companies and organisations for their developing country projects.
- Matchmaking service for companies in developing countries for the identification of Finnish partners.

Area of Operation



Open to all sectors.




Developing business together.

Services throughout a Project's Lifespan



Finnpartnership - services are free of charge

Matchmaking 	Feasibility Study	Environmental Impact Assessment	Business Plan	Financing	Implementation Training	Business Operations
Support Facility	✓	✓	✓		✓	✓
Advisory Services	✓	✓	✓	✓	✓	✓

Business Partnership Support I



- Available for **Finnish actors**.
- A grant type of seed capital for projects aiming at **long-term business partnerships** in developing countries:
 - imports from developing countries (value added)
 - transfer of technology or know-how to developing countries
 - pilot projects related to Finnish environmental technology
 - establishing of subsidiaries or joint ventures in developing countries
 - other project including long-term partnerships and cooperation

Business Partnership Support II



- Eligible applicants are:
 - companies registered in Finland or elsewhere that have substantial links to Finland
 - research facilities, universities or similar organizations based in Finland
 - associations registered in Finland
- Projects should be economically sustainable.
- Developmental effects of potential projects are emphasized in the evaluation of applications.
- Projects should comply with international social and environmental standards.

Business Partnership Support III

Terms of Facility



- Maximum amount of grant for one project is EUR 250 000.

Applicant/ Coverage Amount	Low Income Developing Countries	Other Developing Countries
SME's and other small organizations	70 %	50 %
Other companies	50 %	30 %

- Can be applied during several phases of a project.
- The support can be used until the end of September of the year following the grant decision.

Business Partnership Support IV

Terms of Facility



- The grant covers a part of the expenses incurred in the following set-up phases of projects:
 - expenses related to identifying business partners in a developing country
 - pre-feasibility and feasibility study expenses
 - business plan preparation expenses
 - Social and Environmental Impact Assessment study expenses
 - when importing from a developing country, also research and development costs as well as test fees

Business Partnership Support V

Terms of Facility



- The support also covers expenses of existing projects in developing countries when related to:
 - employee training expenses (travel and training expenses)
 - utilization of short-term external experts for instance in connection with technology transfer or the development of a specific business area (travel and training expenses)
 - maximum 90 working days



Business Partnership Support VII

- Applications are submitted by filling in and signing a specific application form:
 - www.finnpartnership.fi
 - adequate information and required attachments
- A Support Facility Committee will assess each application -> indicative decision in principle in 2-4 weeks from registration.
- The Ministry approves the Committee's proposal.
- Finnfund concludes an agreement with the applicant.



Business Partnership Support VIII

- The support is paid after the costs have incurred against a payment request including an auditor's statement.
- The support can be settled in two installments.
- The final payment, in minimum 1/3 of the total granted amount, will be settled against an approved final report.
- The quality of the documents prepared with funding from the Support Facility is also assessed where applicable.

Finnpartnership

Finnish Business Partnership Programme



- Provides wide-ranging advisory services for Finnish companies for their projects in developing countries.
- 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.

**CONTACT FINNPARTNERSHIP'S ADVISORS WHEN
PLANNING TO START BUSINESS ACTIVITIES IN
DEVELOPING COUNTRIES !**



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Further information: www.finnpartnership.fi

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