

**BUSINESS
FINLAND**



Ministry for Foreign
Affairs of Finland

DEVELOPING MARKETS PLATFORM

COMPLEMENTARY **FUNDING MODEL**

Framework of Developing Markets Platform

RATIONALE AND KEY BENEFITS

Complementary funding model

- Enables Finnish companies to (further) co-develop competitive solutions together with local partners in over 100 developing markets as [defined by the OECD](#)
- Encourages development of innovative solutions that can help contribute to the [UN Sustainable Development Goals \(SDGs\)](#)
- Helps sustainable Finnish companies better access rapidly growing developing markets
- Links research and development (R&D) funding with development co-operation funding
- Relies on collaboration between Business Finland, the Ministry for Foreign Affairs of Finland (MFA) and Finnpartnership
- Forms part of [Developing Markets Platform](#) – a joint endeavor of Business Finland and the MFA



BRIEF OVERVIEW OF **BASIC FEATURES**

A complementary funding model for enabling sustainable and competitive innovation in developing markets

2. INNOVATION FUNDING

forms the top-up project by
Finnpartnership

For (further) developing innovative solutions with development impacts in line with the SDGs

- Development co-operation funding applicable to developing countries as defined by the OECD
- Grant of 75% for companies
- De minimis funding up to 300 000 EUR
- Administered by Finnpartnership and granted by the MFA



1. R&D FUNDING

forms the parent project by
Business Finland

For ambitious R&D projects with risk and internationally competitive edge by companies that seek significant international growth

- No geographic limitations or obligation to focus on developing markets
- Grant from 40% up to 60% for research or a loan from 50% up to 70% for development depending on the company size
- Funding not limited by de minimis regulations
- Administered and granted by Business Finland



POSSIBLE COMPLEMENTARY USES OF FUNDING

A complementary funding model for enabling sustainable and competitive innovation in developing markets

2. INNOVATION FUNDING

forms the top-up project by
Finnpartnership

In relation to solutions of the parent R&D project, innovation funding can be used, for example, for

- Identifying local innovation partners, customers and product-market-fit in developing markets
- (Further) research, development and innovation activities jointly with the local partners
- Market research, feasibility studies and impact assessments
- Piloting or demonstrations with local partners



1. R&D FUNDING

forms the parent project by
Business Finland

R&D funding can be used for

- Research and creation of new knowledge and competence for international competitive edge
- Developing completely new or updating products, services, production methods or business models for a competitive edge in international markets
- Piloting, testing and demonstrating the effectiveness of a solution close to the commercialization phase in a real environment



KEY REQUIREMENTS FOR **LINKING FUNDING**

A complementary funding model for enabling sustainable and competitive innovation in developing markets

2. INNOVATION FUNDING

forms the top-up project by
Finnpartnership

Innovation funding top-up project must be robustly linked to the parent project, for example, by

- Contributing to the achievement of the goals of the R&D project
- Further developing the solution developed under the R&D project
- Improving the conditions for the commercialization of the solution developed
- Contextualizing the solution developed to the target market(s)



1. R&D FUNDING

forms the parent project by
Business Finland

The R&D parent project must be one of the following

- Ongoing (or recently approved)
- Ended no longer than five years ago

The R&D project can correspond to the following Business Finland funding services for companies

- [Research, development and piloting for SMEs and midcaps](#)
- [Research, development and piloting for large companies](#)
- [Co-innovation](#)



BUSINESS FINLAND FUNDING AND **POSSIBLE PARENT PROJECTS**

COMPANIES UNDER 5 YEARS	SMEs AND MIDCAPs	LARGE COMPANIES	RESEARCH ORGANIZATIONS
Tempo	Market Explorer		
Young Innovative Companies			
Exhibition Explorer			
Talent			
Accelerators and preparations of international projects			
RESEARCH, DEVELOPMENT AND PILOTING A research, development and piloting project may form a parent project for Finnpartnership innovation funding			Co-Creation
Energy Aid			Co-Research
Audiovisual Production Incentive			Research to Business
CO-INNOVATION A company sub-project of a Co-innovation joint-project may form a parent project for Finnpartnership innovation funding			

MAIN STEPS FORWARD

A complementary funding model for enabling sustainable and competitive innovation in developing markets

1. IF YOU DO NOT (YET) HAVE A SUITABLE R&D PROJECT

funded by Business Finland that may form a parent project for the top-up innovation funding project

- Check Business Finland [Become a Customer](#) webpage
- Go through materials available on [Business Finland](#) website
- Consider how your company could seek significant international growth based on ambitious R&D projects aiming for solutions with novelty value and internationally competitive edge
- Register to the [My Business Finland](#) service and answer questions about your company – you will find out if R&D funding or some other Business Finland service is suitable for your company
- If your company meets the criteria, book an appointment with our advisor through [My Business Finland](#) service

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OR

2. IF YOU ALREADY HAVE A SUITABLE R&D PROJECT

funded by Business Finland that may form a parent project for the top-up innovation funding project

- Go through materials on Finnpartnership [innovation funding](#)
- Consider how your innovative solution could help in addressing societal challenges and bring about positive development impacts in developing markets in line with the SDGs
- Discuss your ideas further with Finnpartnership – Axel Sointu (axel.sointu@finnpartnership.fi)

 FINNPARTNERSHIP

LINKS TO FURTHER INFORMATION

BUSINESS FINLAND AND R&D FUNDING

- [Become a Customer](#) webpage
- [My Business Finland](#) portal with registration required
- [Funding for Research, Development and Piloting for SMEs and Midcaps](#) webpage
- [Funding for Research, Development and Piloting for Large Companies](#) webpage
- [Co-Innovation Funding](#) webpage
- [Applying for Funding](#) webpage including funding application questions, project plan template and instructions
- [Online Service](#) portal for applying funding with registration required
- [Funding Instructions, Terms and Forms](#) website including links to funding terms and conditions as well as implementation and reporting instructions
- [Innovointiopas PK-yrittäjälle](#) guide in Finnish
- [Customer Cases](#) website
- [Project Funding](#) database
- [Developing Markets Platform](#) webpage
- [Business Finland](#) website

FINNPARTNERSHIP INNOVATION FUNDING

- [Innovation Funding](#) webpage
- [Application Instructions and Forms](#) webpage including the R&D-link form and the development impact questionnaire
- [MFA e-Services](#) portal for applying funding with registration required

DEVELOPING MARKETS AND SUSTAINABILITY

- [OECD List of Developing Countries](#) webpage
- [UN Sustainable Development Goals](#) website

The background of the slide is an underwater scene. It features several green leaves and stems of a plant, possibly a seaweed or similar aquatic plant, floating in clear blue water. Numerous small, clear bubbles are scattered throughout the scene, some near the leaves and others in the open water. The lighting is bright, creating a vibrant and fresh atmosphere.

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DEVELOPING MARKETS PLATFORM

We help Finnish companies and their partners develop innovative and competitive business for sustainable opportunities in developing markets