

**BUSINESS
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Finland-China MOST Joint Innovation Call Launch – 19 June 2024



FINLAND-CHINA MOST JOINT INNOVATION CALL 2024

MIKA KLEMETTINEN

Trade and Innovation Consul, Head of Innovation China
Business Finland

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INTRODUCTION

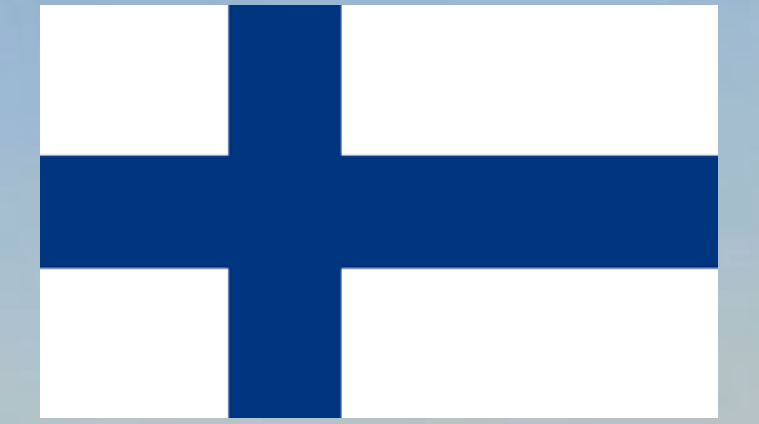
GENERAL REMARKS

MOST CALL 2024

ADVICE AND INSTRUCTIONS

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BUSINESS OUTLOOK

- China is among two largest economies in the world. **Economic growth** has been the driving factor behind China's policies in the past decades.
- China's policy towards the growth has changed. Today the drive for **innovation, sustainability** and **more equal share of wealth** are behind the policy decisions, instead of growth only.
- Several new industry sectors are expected to grow fast, e.g., **carbon reduction, health care, industrial digitalization,** and **sustainable consumption.**
- During the past few years China has increased **regulation** on businesses with number of new **policies.**



S&T FRAMEWORK



- **State-level agreement between Finland and China for S&T collaboration since 1986.**
- **Latest follow-up meeting (JCM) held in Beijing in October 2023.**
- **Cooperation implemented from Business Finland side through three-year MoUs (MOST and provinces).**

Current priority topics:

- (1) Climate Change**
- (2) Circular Economy and Sustainable Development**
- (3) Health**

MATERIALS

- **If you want to know more about China and the China market, you can check the Market Information that is available on the Business Finland pages as follows:**
 - [Doing Business in Greater China](#)
 - [Doing Business in Mainland China](#)
 - [Doing Business in HK Macao GBA](#)
 - [China Positioning Paper](#)
- **Useful information about IPR and the recent laws impacting both business and innovations:**
 - [IPR issues \(including trademark protection\)](#)
 - [Regulatory framework on data with RDI impacts](#)
 - [Cyber Security Law, Data Law and Personal Information Protection Law compliance in China](#)



PREREQUISITIES

- **Understand the China market**
- **...the opportunities and challenges**
- **...the IPR and regulatory issues**
- **...the geoeconomics and geopolitics aspects**



- **What do you want to achieve?**
- **Why China – is it the right market for you?**
- **Are you ready for the China market?**
- **Are you strong enough for overseas collaboration?**



- **Good project idea and partners**
- **Discussion with Business Finland**
- **Well-prepared application**



PROJECT EXAMPLES

1. **Pilot solutions** in the markets with potential customers
2. Join **competencies/know-how** in order to create something new
3. Contribute to **standardisation** (pave the way to markets)
4. Contribute to **regulation** (create favourable business environment)
5. Join forces for **strategic planning**
6. **Open markets** in new business verticals with new players
7. Learn to **understand each other** and/or the market for future business
8. Do **normal innovation collaboration** as in Finland



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FINLAND-CHINA JOINT INNOVATION CALLS AND INNOVATION COLLABORATION

[China](#) » [China Innovation](#)

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FRAMEWORKS AND ANNUAL CALLS 2024

MoU/Finland	MoU/China	Contents
Business Finland	Jiangsu Science and Technology Department	S&T collaboration Joint innovation calls
	Zhejiang Science and Technology Department	
	Science and Technology Commission of Shanghai Municipality	
	Ministry of Science and Technology of China (MOST)	

Calls	Call opened	Call deadline	Results due (est.)
Shanghai (province)	February 28	July 28	November (2024)
Jiangsu (province)	March 27	September 25	January (2025)
Zhejiang (province)	March 27	September 25	January (2025)
MOST (national)	June 19	November 29 (earliest)	June-August (2025)

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ELIGIBILITY/INNOVATION CALLS

Country	MOST	YRD-Shanghai	YRD-Jiangsu	YRD-Zhejiang
Finland	<ul style="list-style-type: none"> • Individual company registered in Finland • Co-innovation project (*) 	<ul style="list-style-type: none"> • Individual company registered in Finland 	<ul style="list-style-type: none"> • Individual company registered in Finland 	<ul style="list-style-type: none"> • Individual company registered in Finland
China	<ul style="list-style-type: none"> • Company (** • University (** • Institute (** + Consortium 	<ul style="list-style-type: none"> • Individual company registered in Shanghai 	<ul style="list-style-type: none"> • Individual company registered in Jiangsu 	<ul style="list-style-type: none"> • Individual company registered in Zhejiang
Remarks	<p>(*) Either (a) two or more Finnish companies or (b) at least three Finnish companies (at least two applying and eligible for BF funding) and one or more research organizations; all registered in Finland</p> <p>(**) As the leading partner, the consortium may include other partners; all registered in China</p>			

NOTE: In all the Finland-China joint innovation calls, **normal Business Finland eligibility criteria** are applied: <https://www.businessfinland.fi/en/for-finnish-customers/services/funding/>

ELIGIBILITY/INNOVATION CALLS

#	Specific Finland-China joint call requirements
1	Joint project consortia must include one Finnish partner and one Chinese partner . In the provincial/municipal calls, only individual companies from both countries can apply. MOST calls also allow co-innovation projects (Finland) and project consortia (China) to participate.
2	The joint industrial R&D&I projects must be highly innovative and business oriented .
3	The proposals should demonstrate applicant's resources for international collaboration , in case of the Finnish applicants especially for entering the Chinese markets .
4	The proposal should demonstrate the contribution of the participants from both countries and the project must be balanced between participants and be significant to all partners.
5	The project partners should agree in advance on the IP rights and on the commercialization strategy of the product or process.
6	The proposal must include a Bilateral Cooperation Form with a joint Finland-China project plan, clearly describing the main contents and objectives of the project as well as the roles of each partner.

FUNDING/INNOVATION CALLS

Country	MOST	YRD-Shanghai	YRD-Jiangsu	YRD-Zhejiang
Finland	<ul style="list-style-type: none"> • Normal funding principles • 40-60% grants (* (** • 50-70% loans 	<ul style="list-style-type: none"> • Normal funding principles • 40-60% grants (** • 50-70% loans 	<ul style="list-style-type: none"> • Normal funding principles • 40-60% grants (** • 50-70% loans 	<ul style="list-style-type: none"> • Normal funding principles • 40-60% grants (** • 50-70% loans
China	<ul style="list-style-type: none"> • MOST principles • 50% grants (1:1) (***) • Max 4M RMB/project 	<ul style="list-style-type: none"> • Shanghai principles • 33% grants (1:2) (tbc) • Max 1M RMB/project 	<ul style="list-style-type: none"> • Jiangsu principles • 50% grants (1:1) • Max 1.5M RMB/project 	<ul style="list-style-type: none"> • Zhejiang principles • 20% grants (1:4) • Max 1.5M RMB/project
Remarks	<p>(* 70-80% for research organizations in co-innovation projects, 80% if close international cooperation (** Industrial research focus 50-60%, normal focus 40-50% (***) Applies to companies</p>			

NOTE: In all the Finland-China joint innovation calls, **normal Business Finland funding principles** are applied: <https://www.businessfinland.fi/en/for-finnish-customers/services/funding/>

SUBMISSIONS/INNOVATION CALLS

Country	MOST	YRD-Shanghai	YRD-Jiangsu	YRD-Zhejiang
Finland	<ul style="list-style-type: none"> • Business Finland (*) 	<ul style="list-style-type: none"> • Business Finland 	<ul style="list-style-type: none"> • Business Finland 	<ul style="list-style-type: none"> • Business Finland
China	<ul style="list-style-type: none"> • MOST (*) 	<ul style="list-style-type: none"> • Shanghai S&T Commission 	<ul style="list-style-type: none"> • Jiangsu S&T Department 	<ul style="list-style-type: none"> • Zhejiang S&T Department
Remarks	Remember to select at the “ Programmes and other connections ” section the “ Suomi–Kiina-haku ” (in English “Finland-China call”) option and write to the “ Other campaign or reference information ” the name of the call (i.e., “ Shanghai call ”, “ Jiangsu call ”, “ Zhejiang call ” or “ MOST call ”)			

NOTE: In the Finland-China joint innovation calls, normal Business Finland submission system is used: <https://www.businessfinland.fi/en/for-finnish-customers/online-services/>

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MOST INNOVATION CALL 2024 / FRAME

Innovation Call	Call opened	Call deadline	Results due (estimate)
MOST	June 19	November 29 (or later)	June-August (2025)
Topic	Details		
Projects funded	Max 15		
Funding available	China: 4M RMB/project, 60M RMB in total, 1:1 (50%), grants Finland: Not fixed, 40-60% grants, 50-70% loans (80% for research orgs.)		
Eligibility	China: Company/university/institute registered in China + consortium Finland: Individual company registered in Finland, Co-innovation project		
Project Plan	Use Business Finland's submission system		
Bilateral Cooperation Form	BF-MOST Finland-China Bilateral Cooperation Form 2024 (note: input <u>only non-confidential information</u>)		
Consortium Agreement	Use a joint form, including remarks on IPR (note: input <u>only non-confidential information</u>); a more comprehensive IPR agreement can be made separately		
Remarks	Send the application using Business Finland's submission system: https://www.businessfinland.fi/en/for-finnish-customers/online-services/		

MOST INNOVATION CALL 2024 / TOPICS

Topic	Details
Climate Change and Sustainable Development	<ul style="list-style-type: none">(1) Green and sustainable energy(2) Green and sustainable mobility(3) Green and sustainable manufacturing(4) Green and sustainable construction(5) Green and sustainable industry parks
Circular Economy	<ul style="list-style-type: none">(1) Bio and circular economy
Health and Agetech	<ul style="list-style-type: none">(1) Digital health(2) Agetech(3) IVDs (In Vitro Diagnostics)(4) Life sciences area



**According to
the joint S&T
priorities!**

MOST INNOVATION CALL 2024 / TOPICS

Climate Change and Sustainable Development

For example, including but not limited to cooperation areas such as:

1. Green and sustainable energy, including, e.g.

- smart grid technologies,
- clean technologies for energy production,
- renewable energy,
- energy efficient systems and processes, and
- waste to energy and bio-based energy production (e.g. biofuel and biogas).

2. Green and sustainable mobility, including e.g.

- electrification of vehicles and mobile machines including green and smart solutions, and
- green and smart transportation and mobility services.

3. Green and sustainable manufacturing, including e.g.

- carbon neutral solutions for manufacturing, including but not limited to green and smart factories, resource and energy efficient production processes, and research on energy efficiency measurement, evaluation methods, and information management systems, flexible energy management for manufacturing companies, energy value chain management for industrial parks, lean energy and carbon emission control for manufacturing companies, and improvement of energy control throughout the manufacturing process,
- intelligent solutions for manufacturing to optimize the manufacturing process, including but not limited to hyper automation, data-driven production, production optimization, and advanced solutions to empower the sustainable development of manufacturing, and
- testing and measurement solutions for manufacturing to enhance the environmental protection and improve the production efficiency.

4. Green and sustainable construction, including e.g.

- carbon neutral solutions for the building and construction sector, including but not limited to wood construction, green and smart building, healthy building technologies, technologies and equipment for low-carbon heating and cooling, sustainable building materials and electrification efficiency of buildings.

5. Green and sustainable industry parks, including e.g.

- solutions of carbon emission reduction, including, e.g., systemic planning, digital solutions for clean energy, digital and sensor technologies for measurement and monitoring, distributed energy production, energy efficiency, renewable energy, waste handling, and waste to energy.

Circular Economy

For example, including but not limited to cooperation areas such as:

1. Bio and circular economy, including e.g.

- sustainable packaging with bio-based materials,
- plastics and textile recycling,
- waste treatment and recycling, and
- other materials (metal, etc.) treatment and recycling.

Health and Agetech

For example, including but not limited to cooperation areas such as:

1. Digital health, including e.g.

- AI assisted imaging, AI for drug discovery and development, AI in pathology, AI for prediction and diagnosis, and AI in precision medicine,
- cardiovascular and cerebrovascular diseases prevention and care,
- digital tools to improve hospital operation and management,
- patient monitoring outside medical institutions, and
- health data processing and interpretation for better diagnosis and treatment.

2. Agetech, including e.g.

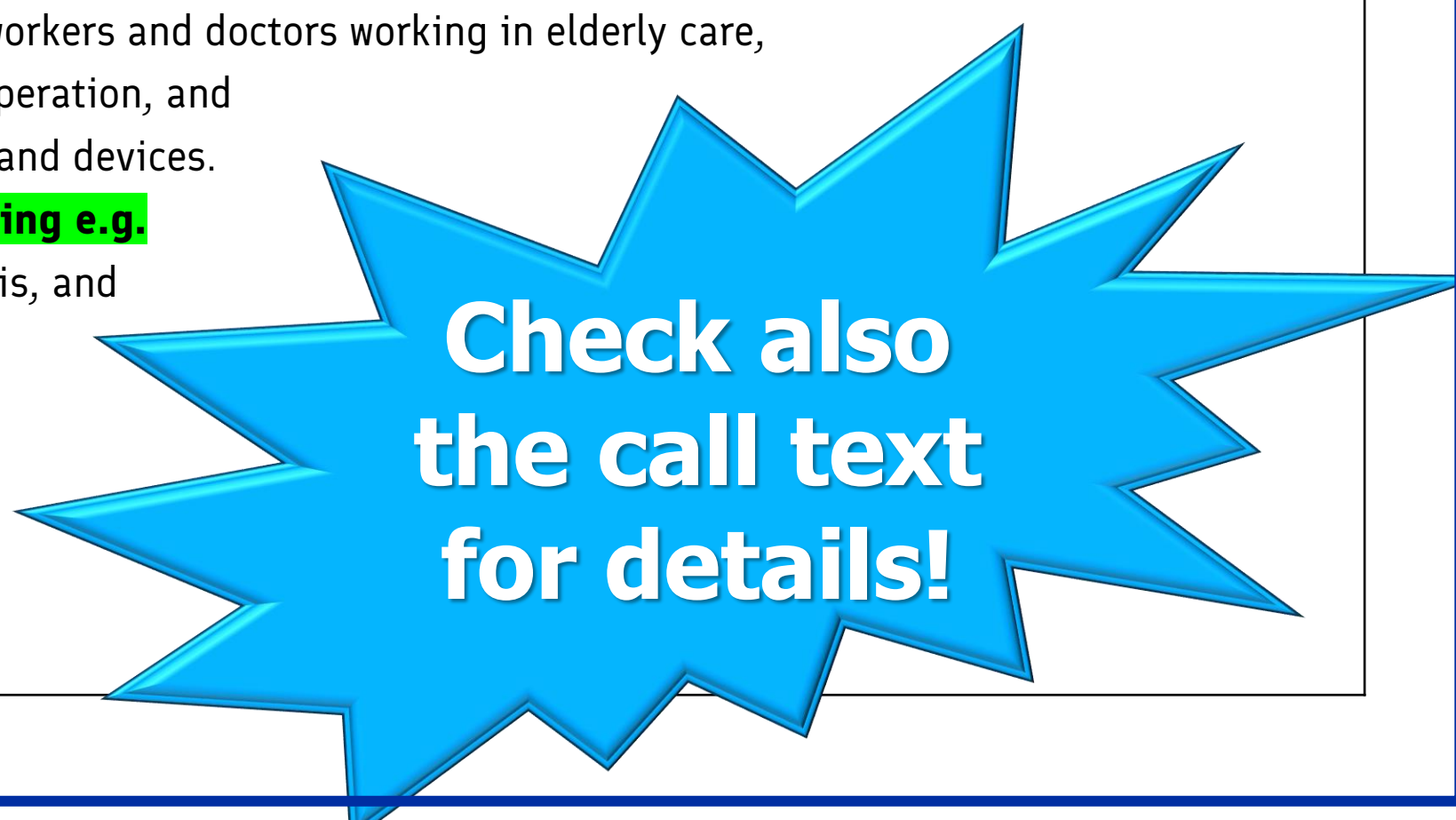
- rehabilitation equipment,
- health monitoring for home and care home use,
- smart technologies to support care workers and doctors working in elderly care,
- digital tools to improve care home operation, and
- senior-friendly technology products and devices.

3. IVDs (In Vitro Diagnostics), including e.g.

- molecular and immunologic diagnosis, and
- POCT (Point of Care Testing).

4. Life sciences area, including e.g.

- precision medicine,
- early diagnosis,
- cancer treatment and care,
- medicine research and development.



**Check also
the call text
for details!**

BILATERAL COOPERATION FORM

1. Basic information

1.1 Project Title

1.2 Project Abstract (max. 300 words)

1.3 Technical Field

1.4 Cooperation Participants (Roles, Country, Contribution, Budget, Implementation Time, Total Budget)

1.5 Start Time, Finish Time

2. Project outline

2.1 Project Description

2.2 Advancements and Innovativeness of the Technology

2.3 Cooperation Content of Both Sides

2.4 Estimated Achievements

2.5 Ownership of Intellectual Property

CONSORTIUM AGREEMENT (EXAMPLE)

Partners (main partners from both sides)

- 1. Intent/Coverage (apply/run project)**
- 2. Composition of the Consortium**
- 3. Research Contents (summary)**
- 4. Task Allocation/Work Packages (short)**
- 5. Budget (general remarks)**
- 6. Ownership of IPR**
- 7. Ownersip of Assets**
- 8. Confidentiality (i.e. NDA)**
- 9. Liability (willful actions/negligence)**
- 10. Supplementary Statements**
- 11. Validity Period (until end of project)**
- 12. Signatures (main partners)**

Example:

Each party shall have their full ownership of their respective intellectual property rights which were obtained before application for this cooperation project as well as the resulted interests, and the intellectual property ownership shall not be altered because of application for this Cooperation Project.

Scientific and technological achievements as well as the resulting intellectual property solely conceived and/or developed by one party during the course of this Cooperation Project shall be owned by that party. Scientific and technological achievements as well as the resulting intellectual property jointly conceived and/or developed by multiple parties will be jointly owned by those parties.

CONTACTS

▪ Business Finland contacts:

- **Mika KLEMETTINEN** (Finnish, English)
 - Trade and Innovation Consul; Head Innovation, China
 - Tel: +86 134 8274 6884
 - E-mail: mika.klemettinen@businessfinland.fi
- **Elisa YU** (English, Chinese)
 - Advisor
 - Tel: +86 138 0174 4271
 - E-mail: elisa.yu@businessfinland.fi

▪ MOST contacts:

- **YU Sha** (Chinese, English)
 - Program Officer
 - Tel: +86 10 68581760
 - E-mail: yus@cstec.org.cn
- **ZHANG Ye** (Chinese, English)
 - Program Officer
 - Tel: +86 10 58881352
 - E-mail: zhangye@most.cn



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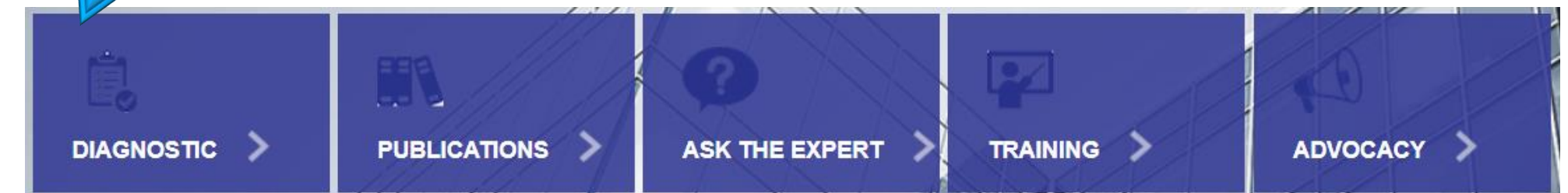
ARE YOU READY FOR CHINA?

SELF-DIAGNOSIS TOOL

An online self-diagnosis tool that allows you to gauge your readiness in developing your business strategy in China.



Example tool for help



The Self-Diagnosis Tool aims to assist European SMEs to make a prior assessment of their readiness to develop their presence on the Chinese market, and whether they are heading in the right direction. It will also provide further guidance and support through a tailored made list of good practices, additional resources, case studies and FAQs.

<https://www.eusmecentre.org.cn/quiz>

Getting started

Is there a market for my product?

Am I allowed to sell my goods in China?

How do you plan to enter the Chinese market?

How much work have you done already?

Assessment



China IP SME Helpdesk

A first line IP assistance service for European SMEs that operate or intend to access the China market and that aim to improve their global competitiveness.

Do you have a question about IP?

Submit your question and receive an answer from our IP experts within 3 working days – and it's free of charge!

[Ask us](#) >

The **China IP SME Helpdesk** supports European Union (EU) Small and Medium-sized Enterprises (SMEs) to both protect and enforce their Intellectual Property Rights (IPR) in or relating to China.

https://intellectual-property-helpdesk.ec.europa.eu/regional-helpdesks/china-ipr-sme-helpdesk_en

Training & Events

[Webinars](#)

[On-site training events](#)

[Matchmaking/Trade Fairs](#)

[Other events](#)

[E-learning](#)

IP Resources library

Use this database to find the resource you are looking for. The filter options will help you navigate our library and facilitate your search.

[Factsheets](#)

[IP Guides](#)

[Case studies](#)

[Infographics](#)

[Podcasts](#)

[IP glossary](#)

IP Tools

IP Helpdesk tools are free services designed to guide EU SMEs in IP related cost management and to assess IP management readiness and maturity.

[Diagnostic tool](#)

[IP cost tool](#)

Managing IP in China

IP can be complex and difficult to understand. Use the links here to get an introduction to the various aspects of doing business that are closely linked to intellectual property.

[About Managing IP](#)

CHECKLIST

I

- 1. Carefully read the call text (incl. eligibility, funding and submission information)**
- 2. Consider are you ready for China (resources, market understanding, regulation)**
- 3. Think what you really want and need (market entry, partners, customers, R&D)**

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II

- 4. Prepare an initial project idea/plan with content, objectives, resources and budget**
- 5. Identify what competencies/contributions you need from the Chinese partner(s)**
- 6. Come to discuss with Business Finland (your Account Manager at Business Finland or any of the call contacts)**

III

- 7. Initially check the IPR issues and protect your trademark, products, etc. if needed**
- 8. Participate matchmakings or otherwise identify potential partners**
- 9. Create a joint plan and improve your own plans (consult Business Finland)**
- 10. Consider jointly and individually whether to go for a submission**

IV

- 11. Finalize the needed documents and agreements (incl. IPR) for the submission – check that all requirements are completed (consult Business Finland)**
- 12. Make the submission on time**

COMMON MISTAKES

- 1. Applicants are not strong enough for China market**
 - In co-innovation projects this might mean that entire project is not eligible
- 2. Objectives and export targets are not ambitious enough**
 - Export factor 20-30 is required according to normal Business Finland requirements
- 3. Business Finland is not contacted and consulted**
 - Business Finland can help in checking your eligibility and preparing the application
- 4. Eligibility criteria are not carefully checked**
 - E.g., from the Finnish side research organizations cannot apply alone in the MOST calls
- 5. Applicants are not aware of the China market**
 - Unrealistic plans not considering, e.g., IPR issues, regulation or competition
- 6. Attachments are missing or submission is done too late**
 - E.g., in the MOST calls the Bilateral Cooperation Form and/or Consortium Agreement is missing **(NOTE: This is a critical issue on the China side!)**; remember the time difference!



FINLAND-CHINA JOINT INNOVATION CALLS AND INNOVATION COLLABORATION

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CHINA ADVISORS ON
DIFFERENT INDUSTRIES**



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THANK YOU! 谢谢!



MIKA KLEMETTINEN, PHD 米卡 博士
Trade and Innovation Consul 贸易和创新领事
Head of Innovation, China 中国区创新负责人



Mobile: +358 50 483 6661 (Finland)
Mobile: +86 1348 2746 884 (China)
Email: mika.klemettinen@businessfinland.fi
Twitter: @MikaKlemettinen
WeChat: mikkleme
fi.linkedin.com/in/mikaklemettinen
www.businessfinland.fi

Business Finland China 芬兰国家商务促进局
Finland Trade Center, Consulate General of Finland
FinChi, Room 402, Building 2, 690 Bibo Road, Shanghai 201203, China
芬兰驻上海总领事馆商务处
芬华创新中心, 上海市浦东新区碧波路690号2号楼402室, 201203