Support for Projects in Developing Countries
Background and objective

- Financed by the Ministry for Foreign Affairs, managed by Finnfund
- Promotes business cooperation between companies in Finland and in developing countries
- Offers support for developing country projects:
  - Business Partnership Support
  - Matchmaking service
  - Advice and guidance
Business Partnership Support - Area of Operation

- Low Income Developing Countries
- Upper Middle Income Developing Countries
- Fragile states
Making a good business match is not easy

• Why am I here?
• What is my goal for today?
• What am I exactly going to do to accomplish it?
• What signals/interesting ideas have I run into so far?
• Are they relevant for my goal?
• How do I pursue the relevant ones right now? (Later never comes!)
• I need to let those that are not immediately relevant to wait, no matter if they are nice people and interesting ideas otherwise
• Who are the most important people concerning my goal?
• How do I make sure that I talk with them? (Push, you will not get a second chance!)
• Write down on every business card you get the next step and agree about the topic on which you will continue the discussion.
## Business partnership support - Amount of grant

### Grant amount from the approved expenses

<table>
<thead>
<tr>
<th>SMEs and other small organizations</th>
<th>Fragile states*</th>
<th>Low Income Developing Countries**</th>
<th>Upper Middle Income Developing Countries ***</th>
</tr>
</thead>
<tbody>
<tr>
<td>85 %</td>
<td>70 %</td>
<td>50 %</td>
<td></td>
</tr>
<tr>
<td>Large companies</td>
<td>85 %</td>
<td>50 %</td>
<td>30 %</td>
</tr>
<tr>
<td>NGOs, academies, foundations</td>
<td>85 %</td>
<td>85 %</td>
<td>85 %</td>
</tr>
</tbody>
</table>

| (essential supporting activities, training etc.) |


** Low Income Developing Countries cover: Least developed countries (LDC), Other low income countries (LIC), Lower middle income countries and territories (LMIC)

*** Direct development impacts required, (job creation esp. for women & marginalized groups, economic growth esp. in remote areas, combat climate change / renewable energy, technology transfer, capacity building / knowledge transfer)
Next application workshop is 13.12 in Helsinki!

Workshop calendar 2019 is published: www.finnpartnership.fi
Please tell in 5 seconds:

• Your name
• Your organization, country
• What kind of business partners you are looking for?
Thank you!
See you at the workshop with your new projects!

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