



# Finnpartnership

Advisory Services and Business Partnership  
Support Facility for projects in  
developing countries

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31 January 2008

# Finnpartnership

## Finnish Business Partnership Programme



- Financed by the Ministry for Foreign Affairs of Finland and managed by development finance institution Finnfund.
- The objective to promote business cooperation between companies in Finland and in developing countries in order to increase long-term business partnerships.
- Advisory services and a Business Partnership Support Facility 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

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

# Identifying Business Partners - Matchmaking Service



- Finnpartnership channels business partnership initiatives and opportunities from companies in developing countries to Finnish companies and vice versa.
- Business initiatives are published on Finnpartnership's matchmaking forum (internet):  
[www.finnpartnership.fi/english/partnersearch/](http://www.finnpartnership.fi/english/partnersearch/)
- Finnpartnership assists, together with Finnish embassies, Finnish companies to find business partners in long-term partner countries such as Peru.

# Potential Business Partners in Peru I



- Companies exporting agricultural products:
  - Agrofruit Export SAC: mangos, limes and organic bananas
  - Banana Latina: organic bananas
  - E y M Industrias: fruit nectar products
  - Impexco Perú Ltda: organic coffee and cacao, honey and fried fruits
  - Keyperu S.A.: sweet onions
  - Negocios Agroindustriales Loreto SAC: sachu inchi products
  - Panes y Palitos: organic cheese, oregano and sesame snacks
  - Perupez SAC: frozen conger eels and squid products
  - Rainforest Trading S.A.C.: green coffee

# Potential Business Partners in Peru II



- Companies specialized in textiles and handicrafts:
  - Artesanias El Tumi: alpaca wool products
  - Artesanias Mariaca: accessories, articles to clothes and decorative objects
  - Curtiembre Pacheco S.R.L.: leather for shoes
- Muebles Ferrini S.A.: exporting of furniture
- Peru Land Travel SAC: travel agency
- Soluciones Info Móviles S.A.C.: software company
- In addition, possibilities in the forestry sector; companies/private people with forest concessions

# Planning and Financial Advisory Services



- General advisory services in the planning phase of business oriented projects.
- Information on Finnish and international development finance institutions and commercial banks operating in developing countries.
- Finnish and international experts' contact information for mentoring activities of projects in developing countries financed through the Business Partnership Support Facility.

# Business Partnership Support Facility I



- Available for Finnish companies and organisations.
- 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
  - establishing of subsidiaries or joint ventures in developing countries
  - other project including long-term partnerships and cooperation

# Business Partnership Support Facility 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 Facility 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 facility can be used until the end of September of the year following the grant decision.

# Business Partnership Support Facility 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 Facility V

## Terms of Facility



- The grant 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 three months (60 working days)

# Business Partnership Support Facility VI

## Approved Expenses



- Expenses incurred after registration of the application are eligible for approval.
- Approved expenses are for example:
  - costs incurred in evaluating a potential business partner
  - experts' fees (junior consultant max. € 520 per day, senior consultant max. € 840 per day)
  - applicant's internal labor expenses in the target country (max. € 500 per day)
  - travel costs to the target country by the applicant's personnel and external experts
  - for import projects: research and development costs and test fees when preparing goods to meet the import requirements to Finland or to the EU

# Business Partnership Support Facility VII



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

# Business Partnership Support Facility VIII



- The support amount is paid afterwards against a payment request including an auditor's statement verifying the authenticity of the expenses.
- The Support Facility 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 Facility 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 !**



# Finnpartnership

Further information: [www.finnpartnership.fi](http://www.finnpartnership.fi)

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