

**BUSINESS
FINLAND**

What is the outlook for funding

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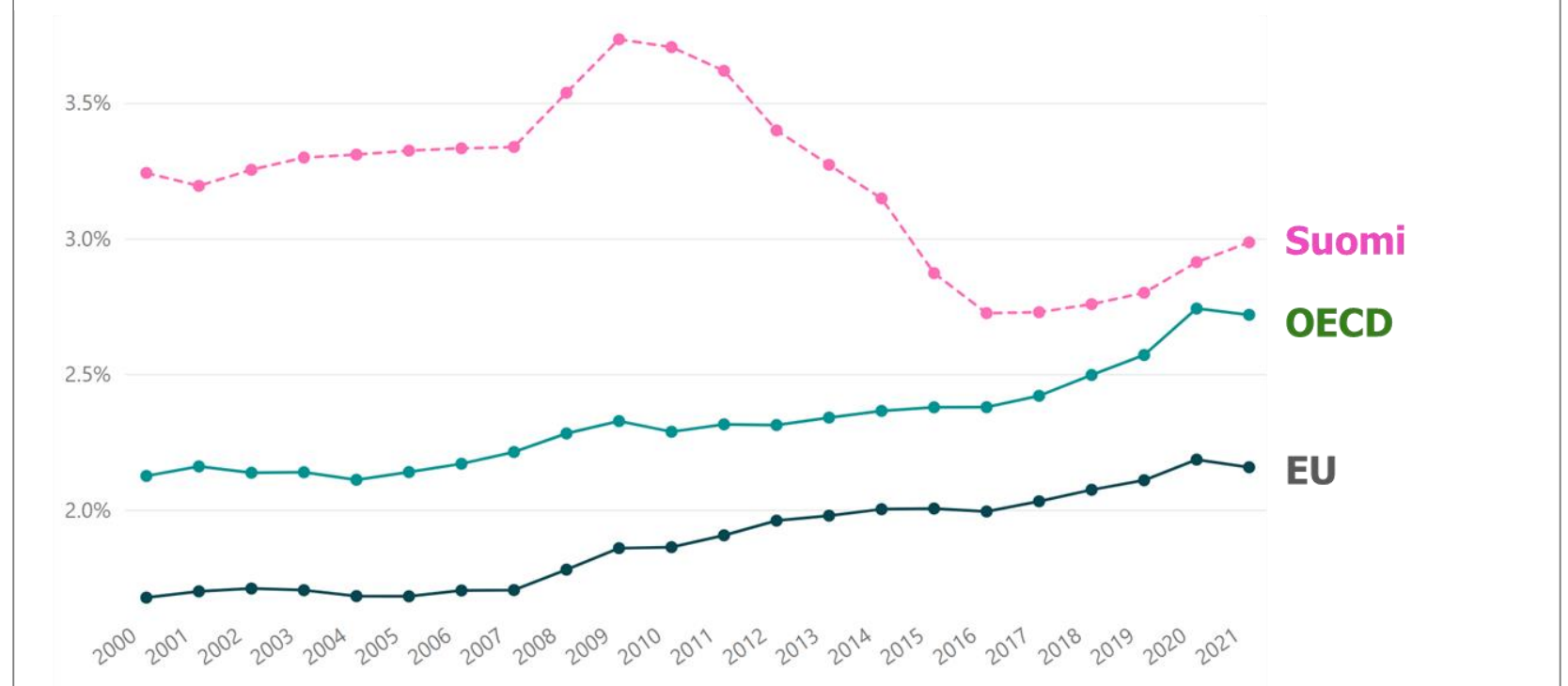


Finland is lagging behind the global R&D leaders

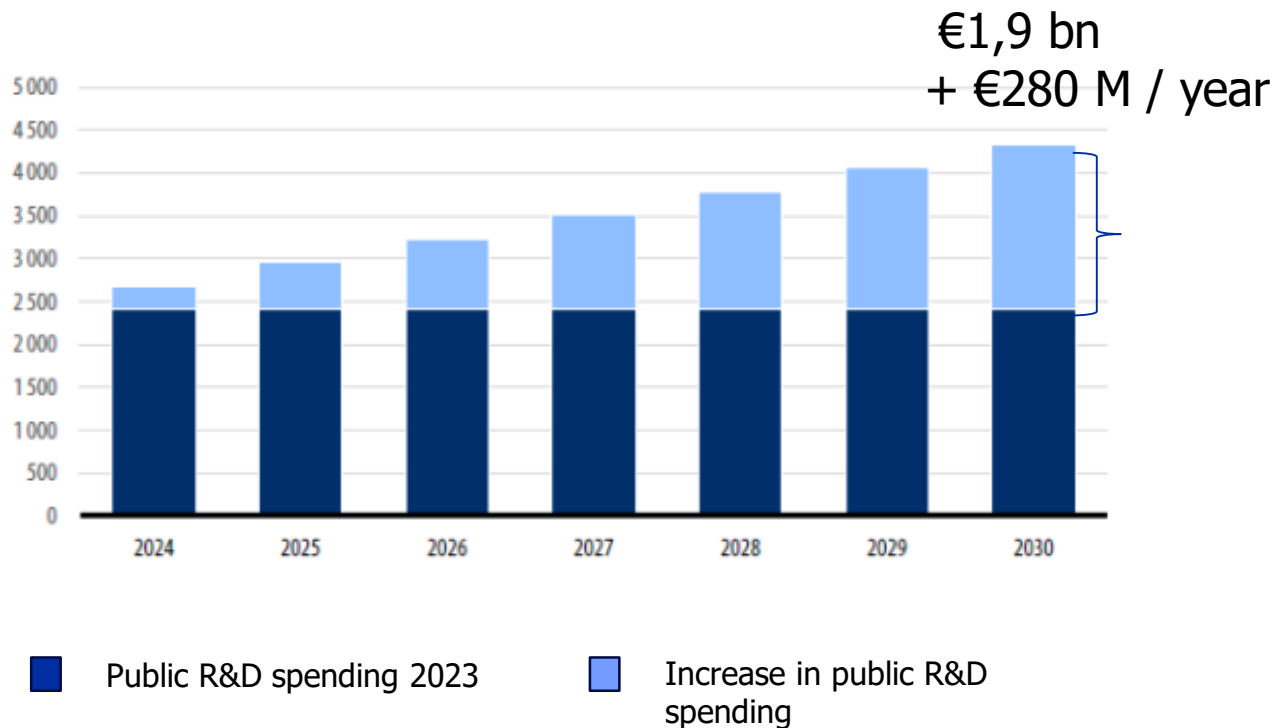
2021

EU	2,16 %
OECD	2,72 %
Suomi	2,99 %
Itävalta	3,26 %
Ruotsi	3,40 %
Israel	5,56 %

Research & Development as a percentage of GDP



Public R&D funding will significantly increase



- According to the RDI Roadmap, Finland aims to increase R&D expenditure to **4 % of GDP by 2030**
- R&D law in force 1.1.2023
- 1/3 basic research and 2/3 company driven R&D
- Research and Innovation Council
- The 4 % R&D level will only be reached if private R&D spending will increase and account for 2/3 of the total

Services and funding for startups

draft 4.1.2024

N.N.

BUSINESS FINLAND TARJOAA RÄÄTÄLÖITYÄ SPARRAUSTA VOIMAKASTA KANSAINVÄLISTÄ KASVUA HAKEVILLE STARTUPEILLE



Business Finland on vuoden 2023 lopussa perustanut startup-tiimin joka tukee alkuvaiheessa olevia innovatiivisia kansainvälistä kasvua etsiviä yrityksiä. Nopeampaa kasvua hakevien yritysten lisäksi tiimissä on myös vahvaa osaamista liittyen deep tech yrityksiin.

Startup tiimimme

- auttaa yrityksiä tunnistamaan uusia asiakkaita ja avaamaan markkinoita.
- verkostoitumaan niin omalla toimialallaan kuin ekosysteemin tasolla.
- sparraa ja tukee yrityksiä kansainvälisten verkostojen kehittämisessä sekä uusien jakelukanavien avaamisessa.
- auttaa startuppeja juuri heille sopivien Business Finlandin ja muiden julkisten tahojen järjestämien rahoituspalveluiden valinnoissa.
- esittelee lupaavimpia yrityksiä kansainvälisille sijoittajille.

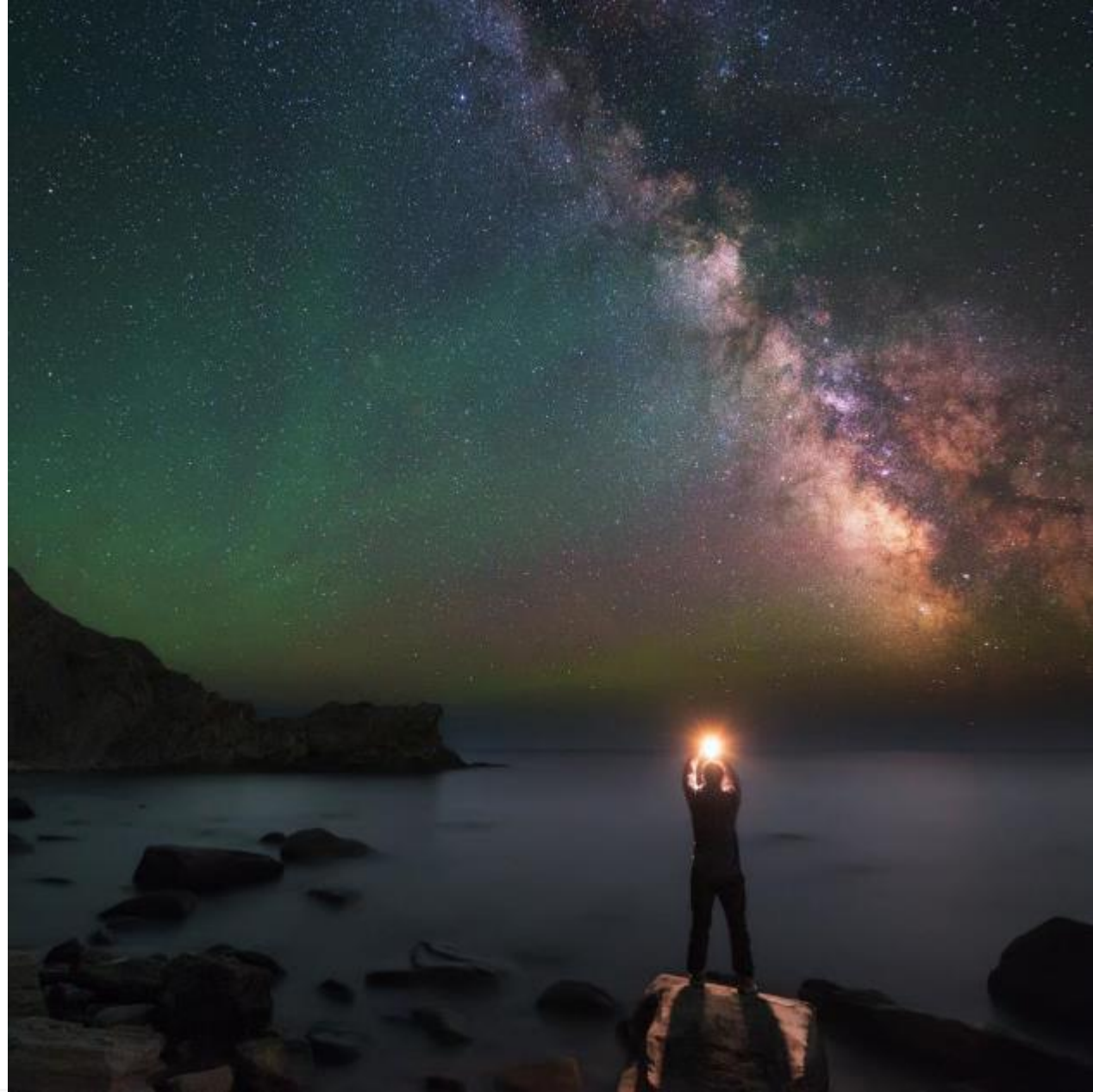
Business Finland tarjoaa jatkossa startup-palveluitaan entistä vahvemmin sellaisille yrityksille, joiden innovatiivinen ratkaisu tai liiketoimintamalli tuo kilpailuetua kansainvälisillä markkinoilla. Tuotteen tai palvelun on vastattava merkittävään maailmanlaajuiseen tarpeeseen tai haasteeseen, ja yrityksellä on oltava suunnitteilla tai käynnissä merkittäviä tutkimus- ja kehitysprojekteja

Teknologisen ratkaisun lisäksi Business Finland painottaa jatkossa myös yrityksen monipuolista osaamista ja tiimin valmiuksia pärjätä kansainvälisesti. Yrityksen perustajilta ja hallitukselta edellytetään sitoutumista kansainväliseen kasvuun, ja yrityksellä on oltava riittävät resurssit sekä halu ja kyky kerätä yksityistä rahoitusta. Palveluita saadakseen yrityksellä on oltava suomalainen yritystunnus.

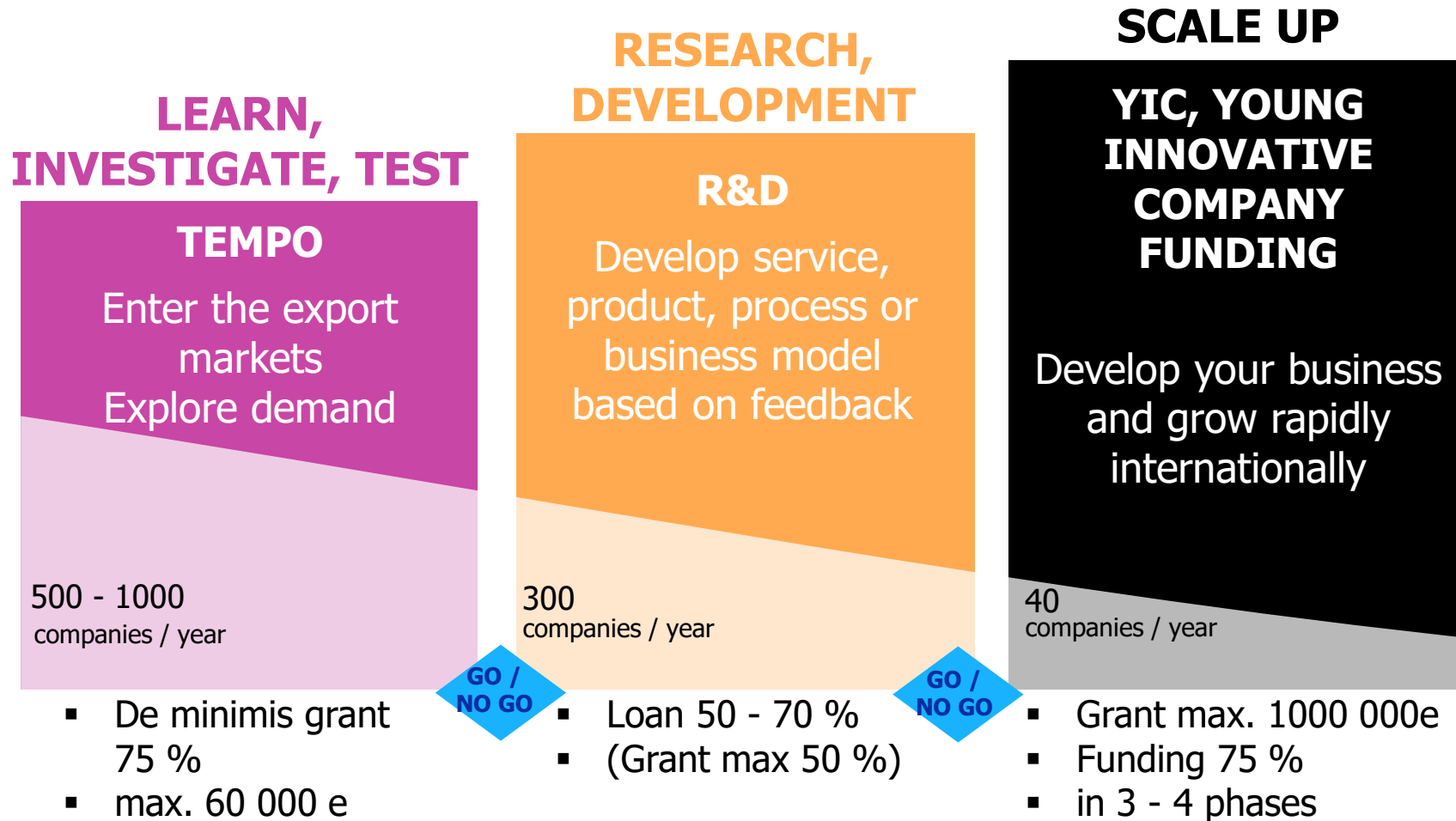
MAIN SERVICES FOR STARTUPS

We fund R&D and business development projects

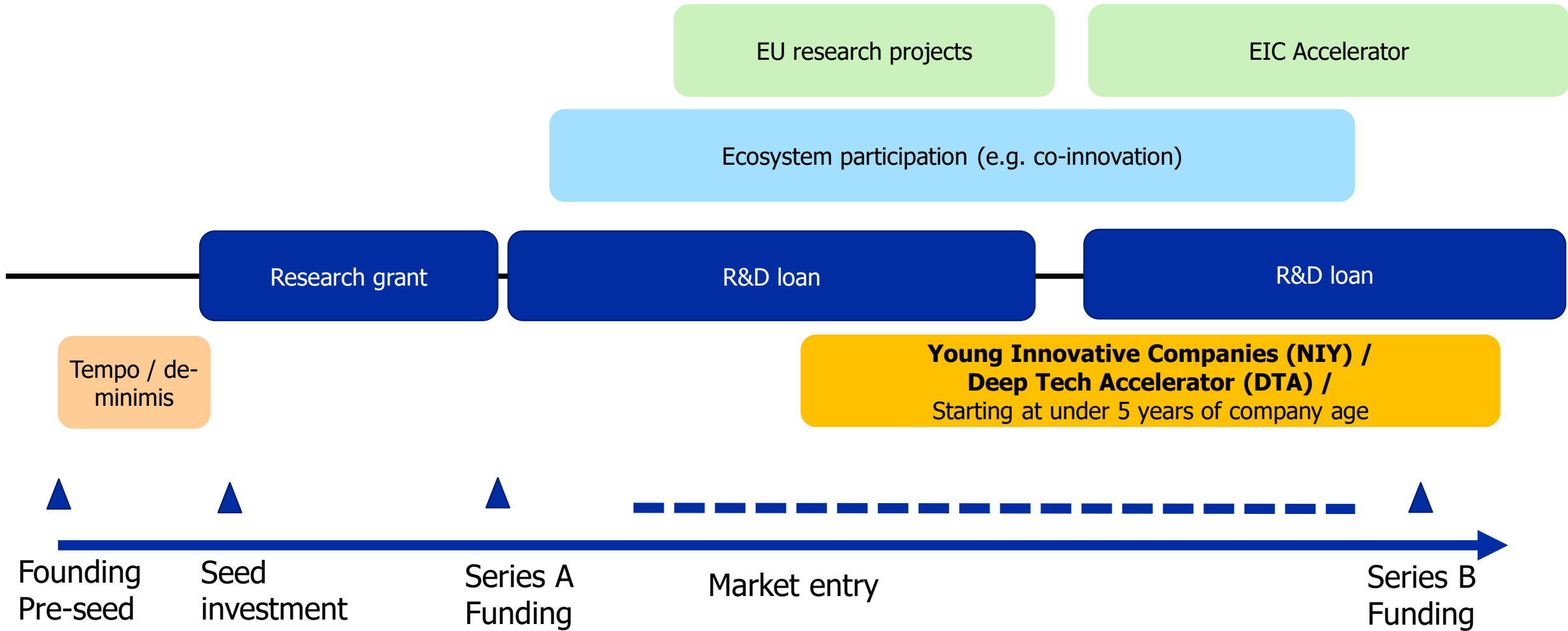
We provide advice & networks for expanding into new markets



BUSINESS FINLAND TYPICAL FUNDING SERVICES FOR YOUNG GROWTH COMPANIES



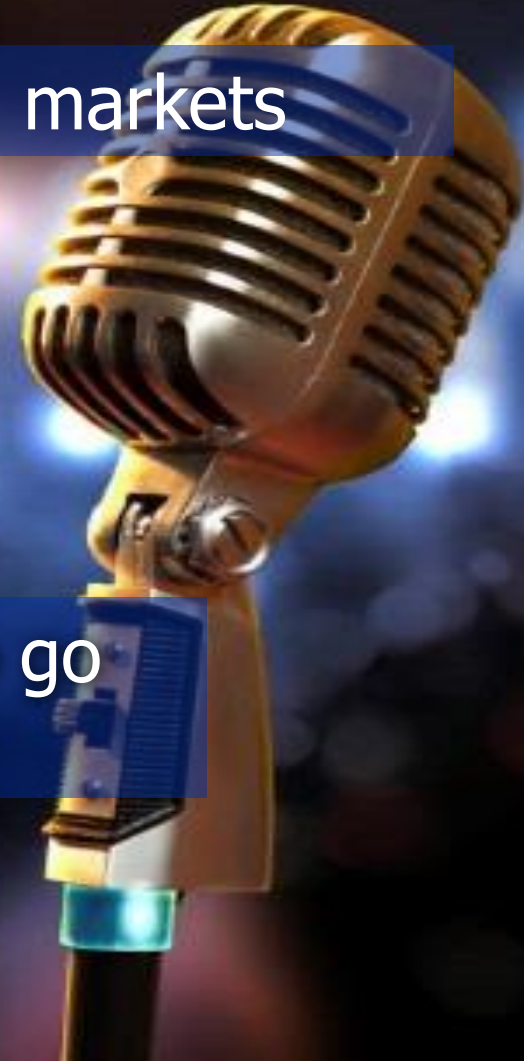
Timing of funding instruments - example



STARTUP - SME - MIDCAP - LARGE COMPANY – RESEARCH ORGANISATION

LOOKING FOR FINNISH SUCCESS STORIES

- 1** Competitive advantage in international markets
- 2** Impact on Finland
- 3** Versatile competence and team:
just technology is not enough
- 4** Sufficient resources and motivation to go
international
- 5** Owner and board committed to
international growth



We are searching for

DEEPTECHS

1. Business idea based on the latest scientific or industrial research
2. Strong IP based on research
3. Team with a balance of scientific and business talent
4. High technological and market entry risk, but breakthrough in sight



DEALFLOW FROM FINLAND. BF INVESTOR SERVICES.

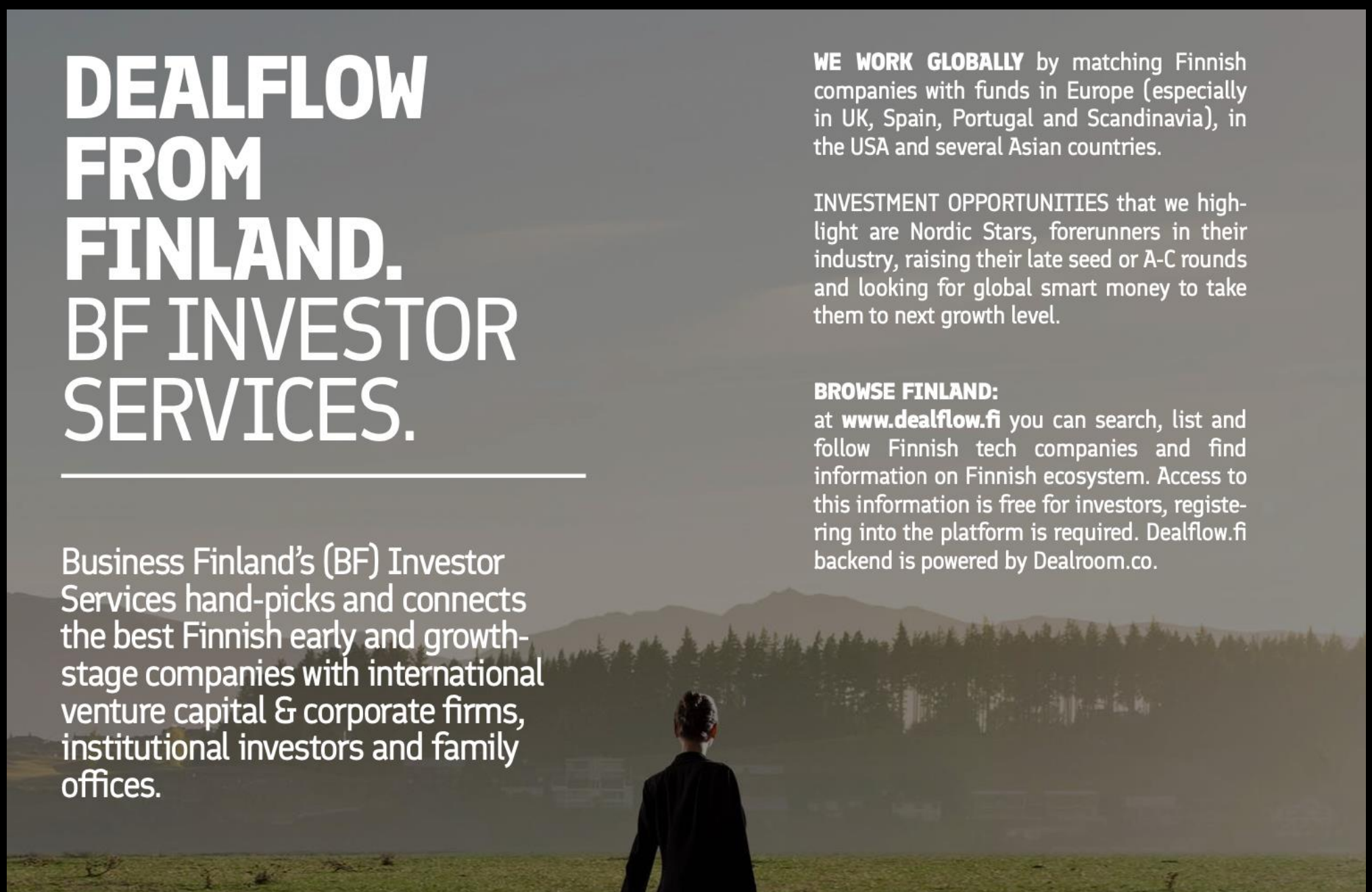
Business Finland's (BF) Investor Services hand-picks and connects the best Finnish early and growth-stage companies with international venture capital & corporate firms, institutional investors and family offices.

WE WORK GLOBALLY by matching Finnish companies with funds in Europe (especially in UK, Spain, Portugal and Scandinavia), in the USA and several Asian countries.

INVESTMENT OPPORTUNITIES that we highlight are Nordic Stars, forerunners in their industry, raising their late seed or A-C rounds and looking for global smart money to take them to next growth level.

BROWSE FINLAND:

at www.dealflow.fi you can search, list and follow Finnish tech companies and find information on Finnish ecosystem. Access to this information is free for investors, registering into the platform is required. Dealflow.fi backend is powered by Dealroom.co.



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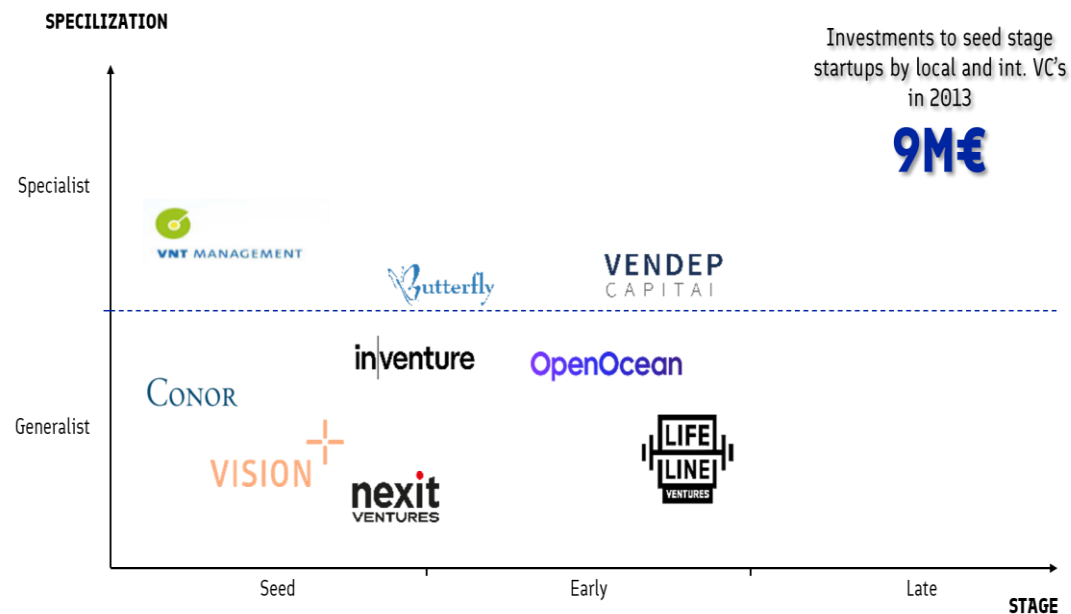
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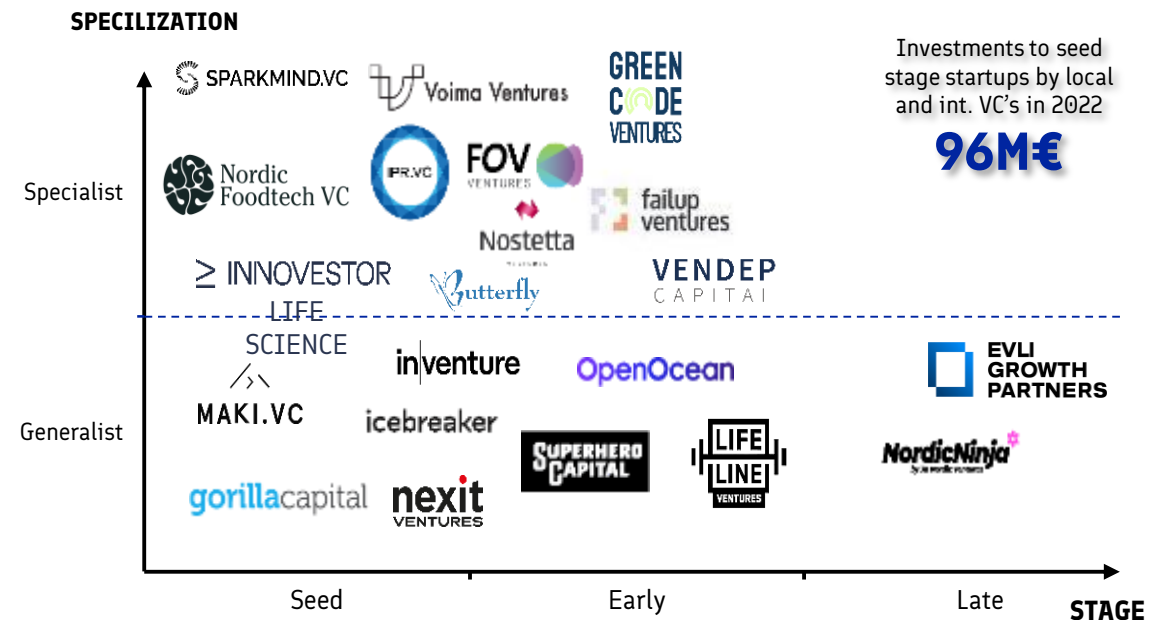
Aziz Rahman
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Seed stage fund investments

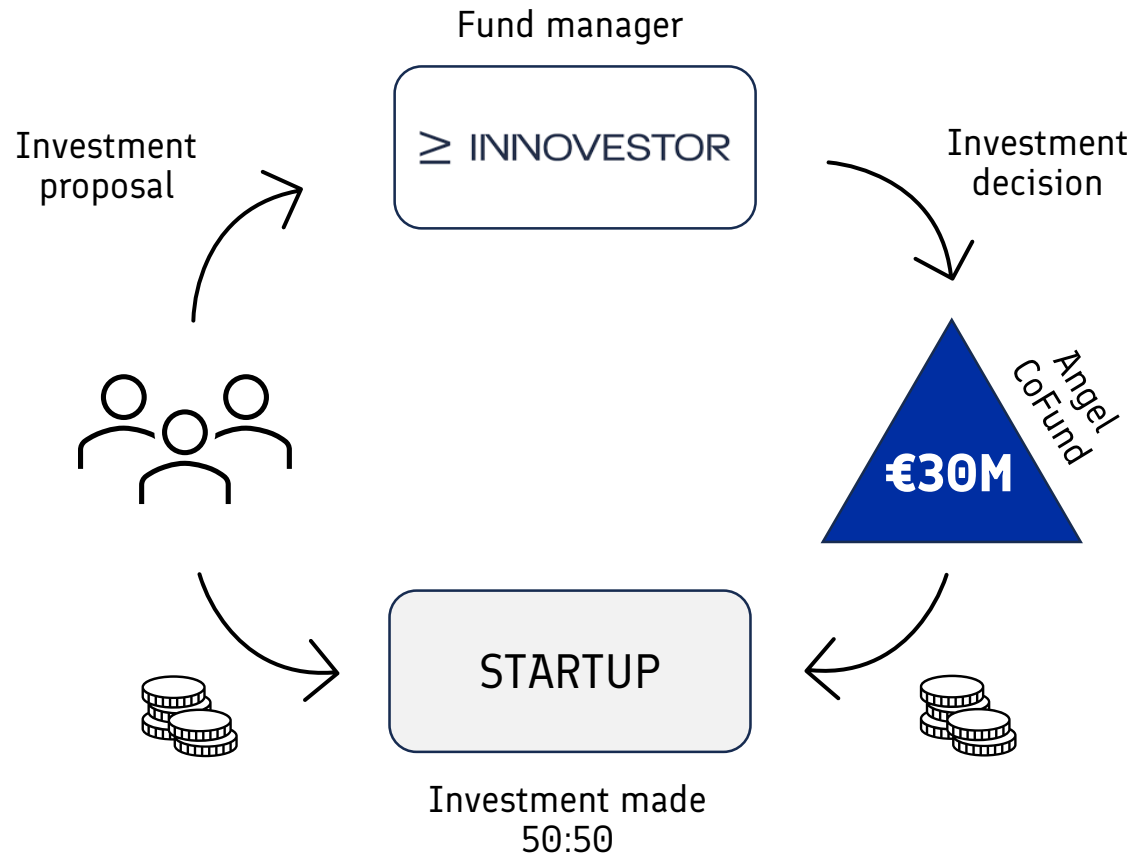
Finnish VC landscape 10 years ago...



And the landscape today



BFVC launched €30M angel cofund to boost business angel investments to Finnish startups



HOW DOES IT WORK?

Criteria for angels:

- Minimum 3 angels must be part of the syndicate
- The syndicate must collectively invest a minimum of €50k
- CoFund matches equity-like investments up to €600k per startup

Criteria for startups:

- The company must be less than 5 years old and based in Finland
- Maximum revenue of €150k in any previous or current fiscal year

WHAT'S THE BENEFIT?

- Bigger funding rounds with less fundraising efforts
- Innovestor supports the angels with the investment preparation and due diligence process
- Success fee paid for the lead angel

More information and leave an investment proposal for the Angel CoFund:



<https://innovestorgroup.com/fi/kanssasijoitusrahasto/>



Now is the best time ever to
establish and grow a deep tech and
other startup company in Finland



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