

# **BUSINESS FINLAND – DEFENSE EXPORT OUTLOOK AND BF SERVICES**

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# GROWTH IN DEFENSE MARKETS OFFER MAJOR OPPORTUNITIES IN THE COMING YEARS

- Defense markets are expected to continue growing for years to come, while the geopolitical environment remains highly unpredictable.
- Cooperation and alliances with like-minded countries and partners are becoming increasingly important.
- Defense industry is the core of Finland's comprehensive security model, where other aspects of security appeal to some countries, too.
- A long-term strategy, international partnerships, and Finland's NATO membership have strengthened the appeal of established defense companies and driven double-digit growth and order books for many companies.
- Traditionally, Finland has particular strengths in tactical and secure radio communications, command-and-control systems, and military mobility solutions designed for harsh and Arctic conditions.

Turnover of PIA  
members  
2025 -> +42%  
(n. 4,2 mrd €)

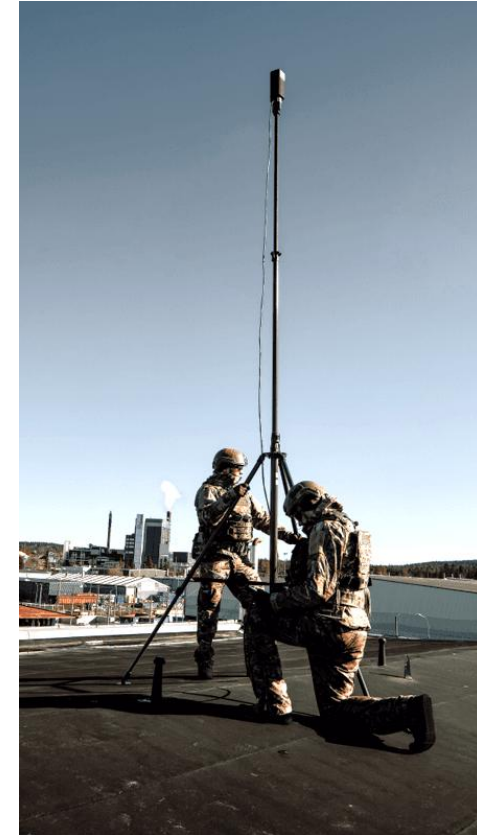
Share of export  
55%

RDI share  
15%

Employment  
14000 –  
indirect  
impact to  
employment  
35000

# NEW AREAS AND AVENUES FOR GROWTH

- New **digital and disruptive technologies** represent a major opportunity for Finland. Key areas include space technologies, AI, immersive simulation technologies, cybersecurity, advanced sensing technologies and automation and robotics (drones, anti-drone systems), and even quantum technologies.
- **Finnish defense innovation ecosystems** have brought together dozens of companies and research organisations. E.g. Patria eAlliance, Bittium Seamless and Secure Connectivity, Nokia-led initiatives, and the Digital Defence Ecosystem (DDE).
- The **European Defence Fund** provides not only funding but also valuable international networks. 2027 is the final year for a new EDF call but European Competitiveness Fund will provide new tools for financing defense and security innovations from 2028 onward.
- Business Finland's funding for defence and dual-use technology projects has increased significantly since 2023, reaching approximately **€75 million in 2025**.



Picture: Saab Finland Sirius Compact

# BUSINESS FINLAND - STRATEGIC THEMATIC CHOICES



## DIGITAL PIONEERING

Artificial intelligence  
Immersive technologies  
Robotics and automation  
High performance computing  
Data center ecosystems  
Photonics  
Radio and network technologies  
Quantum technology



## SECURITY

Defense industry  
Cybersecurity  
Space technology  
Semiconductor Industry  
Maritime industry and arctic expertise  
Critical raw materials and minerals



## CLEAN TRANSITION

Energy systems and technologies

- hydrogen
- modular reactors
- battery value chains
- renewable energy

Mobile machinery



## GOOD LIFE

Creative industry  
Travel  
Health technologies  
Food technology  
Biomaterials  
Biochemicals



## BUSINESS COMPETENCE

Customer understanding and intangible value creation  
Commercialization and international growth

# BOOSTING THE GROWTH OF INTERNATIONAL BUSINESS

- **Defense and Digital Resilience Program** (2024-2026 with focused goals toward 2028) brings together BF services to drive the goals in defense
- Bespoke market studies and webinars with Ministry of Foreign Affairs
- Inbound visits to Finland - a platform for international engagement
- Invest-in – companies from like-minded countries to the Finnish ecosystem and vice versa – e.g. Ukraine
- Marketing and communication highlighting Finnish expertise in international media, e.g. the the Comprehensive Defense and Security from Finland video [https://www.youtube.com/watch?v=LpU6q\\_xLVFO](https://www.youtube.com/watch?v=LpU6q_xLVFO)
- Funding of RDI – dedicated team in agency
- Advise about internationalization and growth



Comprehensive Defence and Resilience from Finland

# BUSINESS FINLAND INTERNATIONAL GROWTH ADVISORY SERVICES

Business Finland coaching is targeted especially to company's **sales and business management**. We assign an International Growth Advisor and proven tools for planning and executing international growth.

The coaching service covers:

- Clarifying **customer value** and sales arguments
- Selecting and prioritizing **target markets**
- Choosing the right sales channels and improving the **effectiveness of sales partners**
- **Systematic** monitoring, development and leadership of sales
- Growth financing advisory and guidance to the **services of different financiers**.



**Elevator Pitch, Value Prop and Idea valuation is available for all BF customers.**

Other toolbox services for companies with turnover 5 Meur or export 250 000 euros.

# BF FUNDING FOR DEFENSE AND DUAL-USE

| Research, development and innovation funding from 1 January 2026 |                                                     |               |                        |
|------------------------------------------------------------------|-----------------------------------------------------|---------------|------------------------|
| Companies under 5 years                                          | SMEs<br>(under 50 employees,<br>turnover max. 10M€) | All companies | Research organisations |
| Deeptech Accelerator                                             |                                                     |               |                        |
| NIY                                                              |                                                     |               |                        |
| Sprint *)                                                        |                                                     |               |                        |
| Research, development and piloting                               |                                                     |               |                        |
| Co-Innovation                                                    |                                                     |               |                        |
|                                                                  |                                                     |               | Co-Creation            |
|                                                                  |                                                     |               | Co-Research            |
|                                                                  |                                                     |               | Research to Business   |

## IN ADDITION, FUNDING FOR

- Leading company funding and ecosystem members' projects
- European Defense Fund
  - Co-funding up to 20% national top-up funding
- Innovation cluster funding
- Innovative Public Procurement
- Rise to Challenge for research
- <https://www.businessfinland.fi/en/services/funding/>

\*) Sprint pilot phase till 31.8. – continues with some changes in September

# THANK YOU !

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