

Investment and Cooperation Support

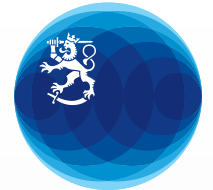
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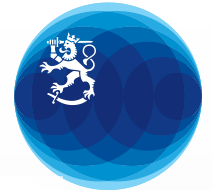
Finland's development policy objectives:



- 1.** Better position for women and girls
- 2.** More jobs, businesses and wellbeing for developing countries' own economies
- 3.** Better functioning and more democratic societies
- 4.** Improved food security and availability of water and energy; more sustainable use of natural resources.

**SUSTAINABLE
DEVELOPMENT
GOALS**

Private sector financial instruments



Finnpartnership

Finnfund

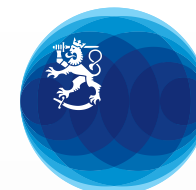
Other finance instruments

- Private sector plays a key role in development cooperation
- Development finance and private capital needed for achieving **the SDGs**
- Private sector expertise, innovations and technology central in resolving various development challenges
- **90%** of new jobs are created in the private sector



Finnpartnership

Supports early phases of a business partnership



For whom?

Finnish enterprise or other business-driven organization and an enterprise registered outside Finland with a significant Finnish interest

Demand-driven

Sectors

No sectoral limitations

E.g. ICT, agribusiness and food industry, metal industry, services, construction, manufacturing, environmental products

Criteria

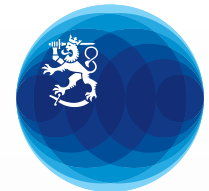
**Support range:
30–85 % of project costs depending on the size of applicant and target country**

**Max. 400 000 euros / project
On average 50 000 euros**

Not available for the actual investment nor exports

Finnpartnership

Supports early phases of a business partnership



Aim

Supports sustainable business in developing countries through funding long-term for-profit business partnerships between Finnish and developing-country organizations

Services

Matchmaking services: Seminars and database

Business Partnership Support:
e.g. establishing a subsidiary or joint venture, subcontracting, importing from a developing country, other long-term business activity, piloting and demonstration project of technology or solutions, vocational education and training, and support services for a business partnership

Advisory services

An example of a Finnpartnership project: *Molok* – deep collection systems



- ✓ Namibia's biggest waste management company Rent-A-Drum started the licensed production and use of Molok's deep collection systems in Namibia
- ✓ Molok was granted Finnpartnership's Business Partnership Support for market mapping, feasibility study, business planning and training of staff in Namibia
- ✓ Central target was to create profitable sustainable business in Namibia and create new jobs

www.molok.fi

Finnfund

Long-term investments and finance



Basics

**Finnfund is a state-owned
development finance
company**

**Equity 251 million euros
Portfolio 355 million euros**

**Self-sustaining (excl. “special
risk finance”)**

Capital increases from ODA

Aim

**Supports economic and
social development in target
countries by offering long-
term risk finance for
profitable sustainable
investment projects**

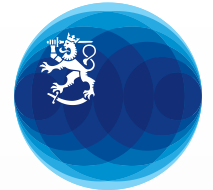
Sectors

**E.g. renewable energy,
financial services,
construction, electronics,
forestry, metal industry,
tourism**

50 % “climate projects”

Finnfunnd

Long-term investments and finance



Services

- **Equity investments**
- **Risk loans**
- **Mezzanine finance**
- **(Guarantees)**
- **Advisory services**

**Investments range between
1–20 million euros**

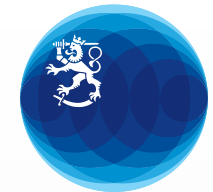
Criteria

Commercially viable projects

**Looks for "Finnish interest"
but not a strict requirement
and interpreted flexibly**

Projects

- **Greenfield projects**
- **Ongoing business projects**
- **Funds**



An example of a Finnfund project: ***Lake Turkana Wind Park***



- ✓ **Finnfund has invested in Sub-Saharan Africa's largest wind park**
- ✓ **Project increases significantly access to affordable and clean energy in Kenya**
- ✓ **Project also offers direct and indirect jobs for Kenyans**

Developing Markets Platform



Basics

Joint platform of the MFA of Finland and Business Finland

Brings together services for companies interested in developing markets and their partners

Preceded by BEAM program, which ended in 2019. Over 5 years BEAM funded over 150 projects with over EUR 60 million

Aim

Provides information, advice, contacts and project funding

Funding of development innovations

Sectors

Asia and Africa (developing markets eligible for ODA)

SDGs, bio- and circular economy

Other Instruments and support



Finnvera

provides financing for the start, growth and internationalization of Finnish companies and guarantees against export risks

strengthens the competitiveness of Finnish companies by offering loans, domestic guarantees, export credit guarantees and other services associated with the financing of exports.

Business Finland

Various services for Finnish companies seeking to internationalize

Local representative in Almaty

Embassy of Finland

3.9.2020

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Thank you for your kind attention!

More information and contacts:

- **Finnpartnership:** <https://finnpartnership.fi/en/frontpage/>
- **Finnfund:** <https://www.finnfund.fi/en/>
- **Developing Markets Platform**
<https://www.businessfinland.fi/en/for-finnish-customers/services/programs/developing-markets-platform/>
- **Embassy of Finland** <https://finlandabroad.fi/web/kaz>
- **Business Finland** <https://www.businessfinland.fi/>