# Welcome to our final BEAM event! BUSINESS WITH IMPACT BEAM

## Today's program

### **Session I - Setting the scene**

- 09.00- The BEAM program Activities and achievements to date
- **10.00** Christopher Palmberg, Business Finland

#### **The New Africa – A missed opportunity for Finland?** Johnpaul Barretto, Tanzania entrepreneur, coach, hub

facilitator

#### 10.00- BEAM case stories

**11.30** Solar2Go solutions in India, Ninad Mutatkar, Fortum Sustainable Carbon Cycle in Morocco, Riitta Silvennoinen, St1

15 minutes break

Modernizing surface finishing in Sub-Saharan Africa, Annika Peltola, Mirka

Affordable housing in Benin, Markus Silfverberg, Block Solutions

Branded shades out of Kenya, Sari Kanti-Paul, Shadeshares Edutech solutions in Vietnam, Tuomas Oksanen & Aatu Mällinen, Oksidia

#### 11.30- Lunch 12.30

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### Session II - Looking ahead

### 12.30- What have we learnt from BEAM for the future?

14.30 Developmental evaluations, key messages, good practices and challenges in BEAM projects
Mari Räkköläinen, Ministry for Foreign Affairs, Kimmo Halme, 4FRONT, Kristiina Lähde, Saliens

20 minutes break

### Panel discussion - Opportunities and challenges in developing markets?

Sarah Laaru, Finland-Africa Association; Ninad Mutatkar, Fortum; Sari Kanti-Paul, Shadeshares; Jussi Hinkkanen, Fuzu; Juha-Erkki Mäntyniemi, FINGO

#### 14.30- What does it take to work with International Donors?

**15.00** Mari Puoskari, Finnish Consulting Group, CEO Commentary by Pekka Voutilainen, Ministry for Foreign Affairs

#### 15.00- Beyond BEAM - new services and partners

**16.00** Future support for business with impact in developing markets Christopher Palmberg, Antti Piispanen, Ministry for Foreign Affairs New partners in Finland and globally: Finnpartnership, UNTIL, UNDP, Save the Children, UNOPS Social Investing initiative

#### 16.00- Closing words, interactive meet and greet session

**17.30** See more projects, meet new partners, enjoy some wine!



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Go for BUSINESS WITH IMPACT (BEAM) in developing markets!

*"Our goal is to help companies and their partners achieve business with impacts in developing markets, globalize and grow"* 



## **A major global market disruption** – An underutilized opportunity for Finland!

### **FAST GROWTH**

Developing markets are the prime growth markets now & in the near future (EU 2%, Sub Saharan Africa 5,3%, South Asia 5,9%, East Asia 4,8%)\*

### 

The needs for sustainable & innovative solutions in the developing world are huge, UN Sustainable Development Goals (SDGs) add further urgency

### FUNDING

Development banks invest 150 billion USD annually in developing markets, innovative & sustainable solutions that scale will attract investments

### 4 COLLABORATION

The EC is increasing external cooperation funding to 123 billion EUR by 2027 with a focus on Africa in response to the migration crisis

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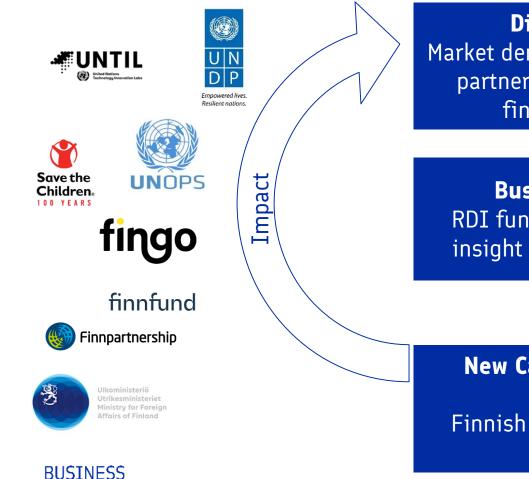
## **BEAM in a global context**



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### Sustainable Development Goals

### **Development banks**



**Discover Opportunities** Market demand, development needs, new partners & business models, global finance and procurement?

**Business Finland Services** RDI funding, match-making, market insight & entry support, delegations

New Capabilities, Solutions and Businesses Finnish companies and their partner networks





11/2014: 2013-2014 decision to 23 projects Evaluation Preparation launch BEAM funded 2015 starts 2015 1st joint 2016 call with 1st Ecosystem 1st research ۲ India Call call 2. Activation, SMEs, operating models 30 projects 2017 funded 2017 42 projects journey funded 2016 Survey to 2<sup>nd</sup> joint call with 2015-2018 **BEAM** projects Vietnam 3. Program merger, consortia, market matching **IF** trips Africa + Vietnam market Collaboration Vietnam Match launched with UN 4. Lessons learnt, BEAM organisations mainstreaming, Final 2019 partnering Event IFI match-39 projects BEAM making 20 projects funded funded 2018 SDG Follow-up Impact Day by 11/ 2019 workshops Survey to **BEAM** projects

The

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2019

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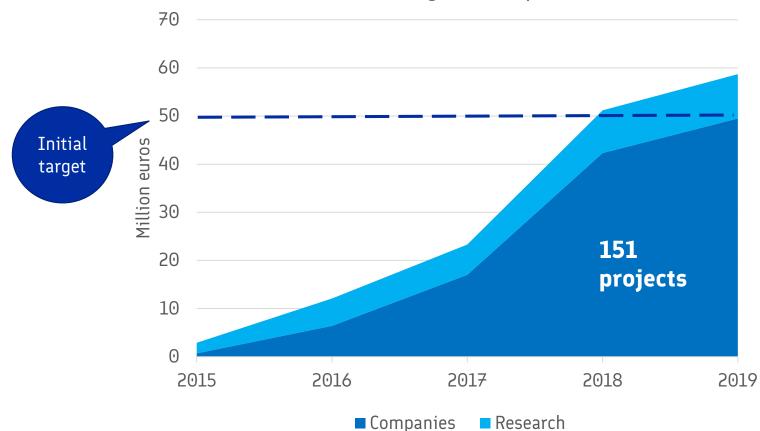
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### **1. Inception, funding calls, research projects**

### BEAM program portfolio

Customers 47%, Business Finland 33%, Ministry for Foreign Affairs 20%

Cumulative funding volume per 10/2019



Partner country	No. of projects
India	29
Tanzania	14
Vietnam	12
Namibia	11
South-Africa	8
Кепуа	5
Brazil	5
Botswana	4
Malesia	4
Nigeria	4
Indonesia	4
Могоссо	4
Benin	3
Chile	3
Peru	3





### Activation, match-making, B2B activities 2018-19







Events (others and ours)	
Activation	23
Crisis response and recovery	9
Development banks and UN	7
Growth through SDGs workshops	3

















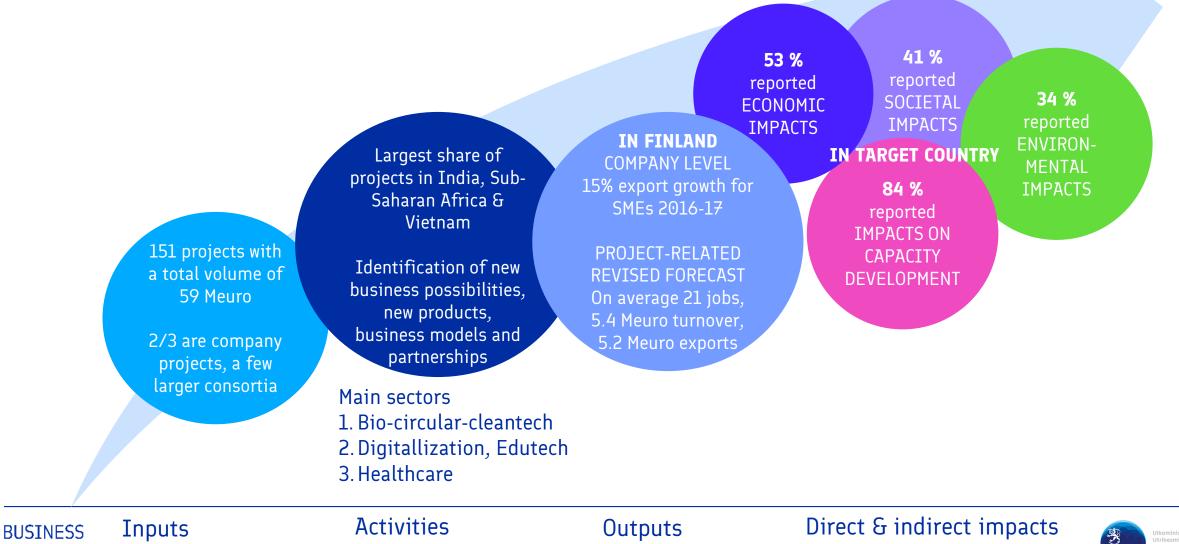






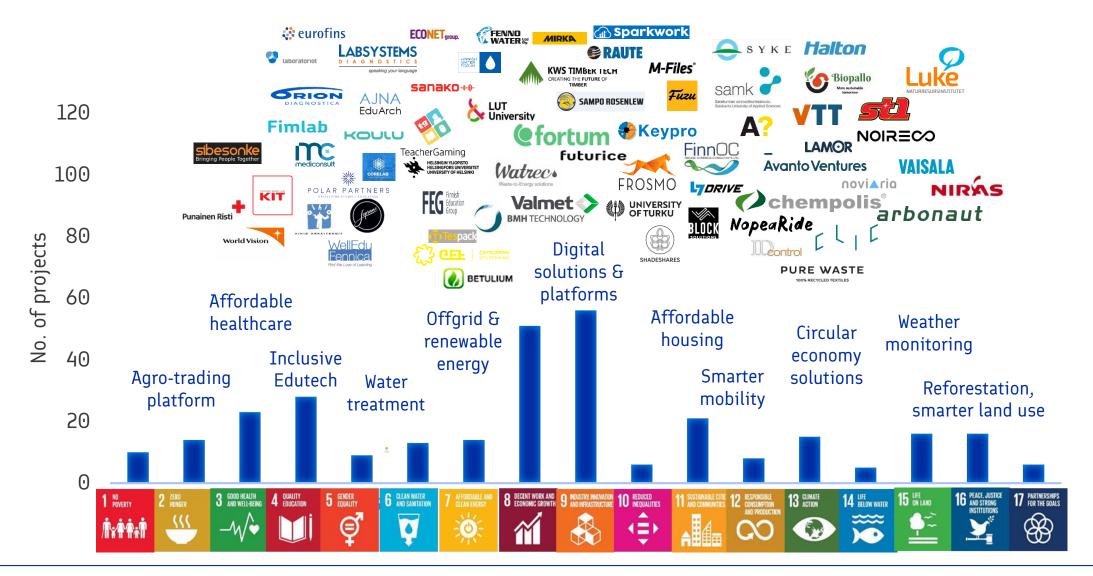
## **BEAM results 2015-19**

Based on real-time evaluations, portfolio analysis, dedicated surveys, case studies, project data\*



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### Sample of BEAM projects and foreseen impacts\*



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\*Content-based analysis of projects funded by the BEAM program



<b>97 %</b> worked with a local partner	<b>87 %</b> reached project goals as planned or better	<b>71 %</b> reported BEAM has enabled scaling up business
<b>82 %</b> got added value for business from consideration of development impacts	BEAM customer feedback and challenges – some highlights	<b>34 %</b> Reported development impacts not yet achieved as expected
<b>84 %</b> reported achieving development impacts on capacity development	<b>21 %</b> had challenges to use the funding	<b>27 %</b> Would have needed more support for business development



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Source: project-level survey (n=38), June 2019

## **BIG THANKS** to our customers who are making Business with Impacts!

**BIG THANKS** to previous program managers, advisory board and steeing group members, colleagues at Business Finland and Ministry for Foreign Affairs, Spinverse Consulting, our partners in Finland and abroad BUSINESS WITH TMPACT BEAN