



Welcome to our
final BEAM event!

BUSINESS WITH IMPACT BEAM

Today's program

Session I - Setting the scene

09.00- 10.00 **The BEAM program – Activities and achievements to date**

Christopher Palmberg, Business Finland

The New Africa – A missed opportunity for Finland?

Johnpaul Barretto, Tanzania entrepreneur, coach, hub facilitator

10.00- 11.30 **BEAM case stories**

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- 12.30 **Lunch**

Session II - Looking ahead

12.30- 14.30 **What have we learnt from BEAM for the future?**

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- 15.00 **What does it take to work with International Donors?**

Mari Puoskari, Finnish Consulting Group, CEO

Commentary by Pekka Voutilainen, Ministry for Foreign Affairs

15.00- 16.00 **Beyond BEAM – new services and partners**

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- 17.30 **Closing words, interactive meet and greet session**

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

**BUSINESS
FINLAND**

**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”*



Ulkoministeriö
Utrikesministeriet
Ministry for Foreign
Affairs of Finland

A major global market disruption

– An underutilized opportunity for Finland!

1

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%)*

2

INNOVATION

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

3

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

BEAM in a global context

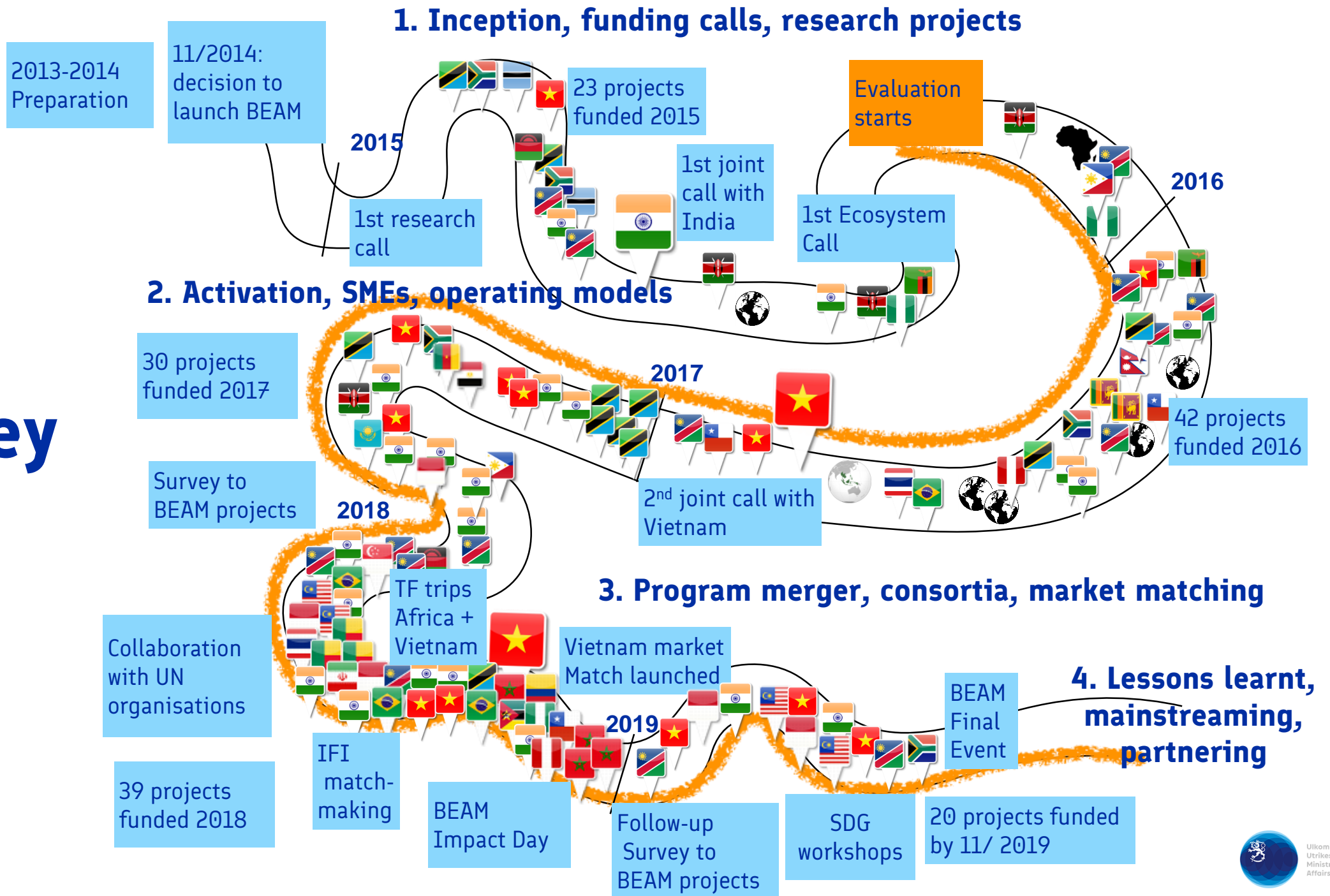


Sustainable Development Goals

Development banks



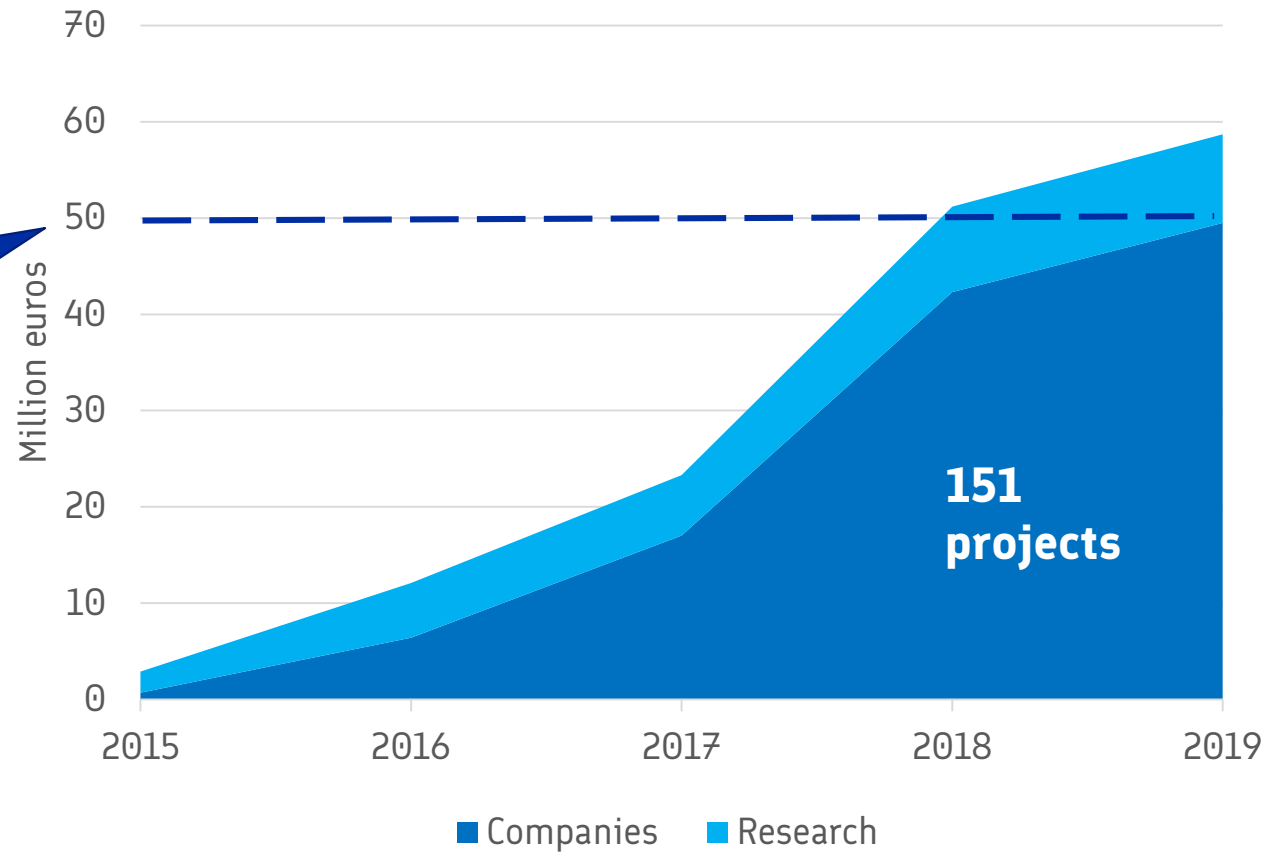
The BEAM journey 2015-2019



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
Kenya	5
Brazil	5
Botswana	4
Malesia	4
Nigeria	4
Indonesia	4
Morocco	4
Benin	3
Chile	3
Peru	3

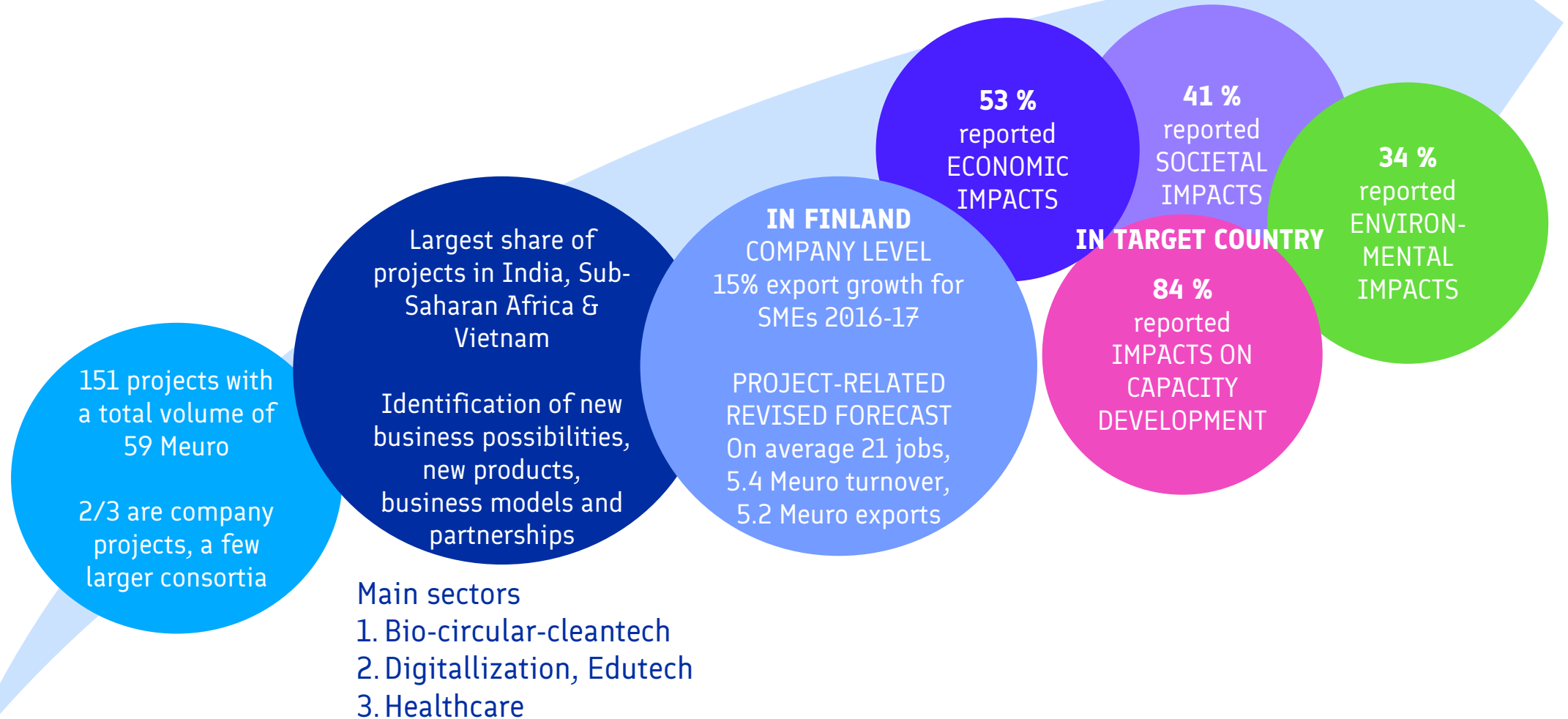
Activation, match-making, B2B activities 2018-19

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

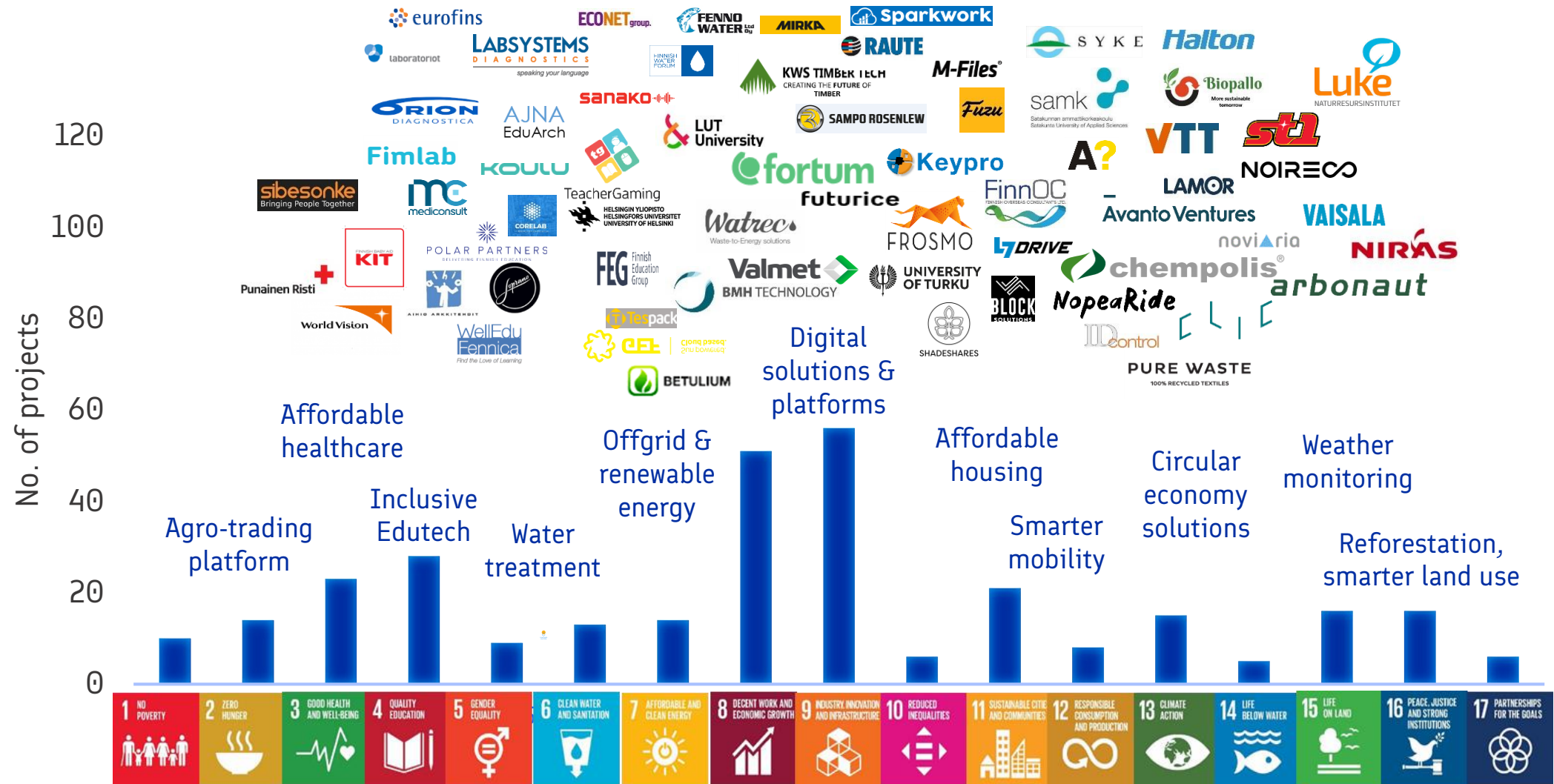


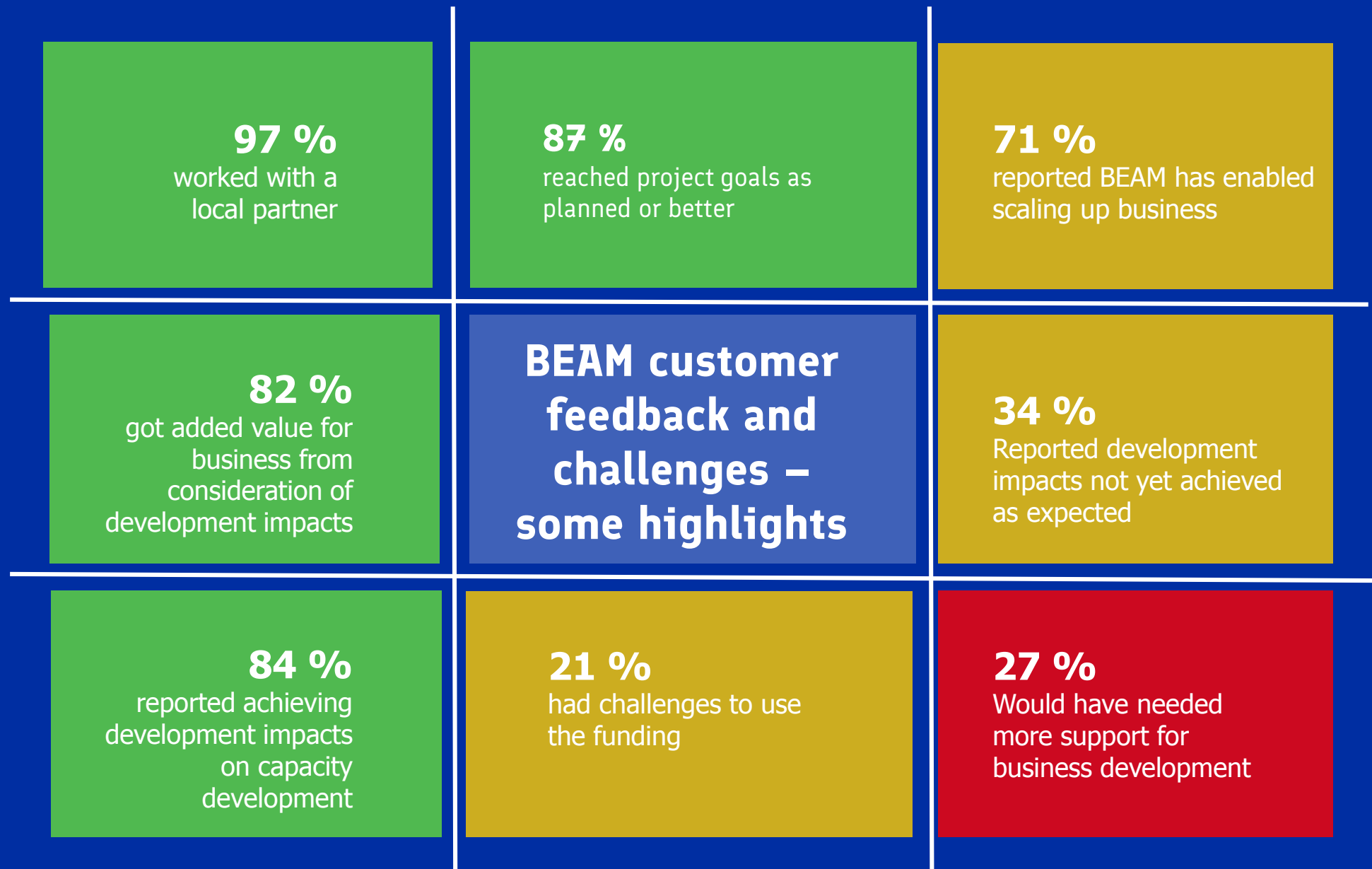
BEAM results 2015-19

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



Sample of BEAM projects and foreseen impacts*





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

BIG THANKS to previous program managers, advisory
board and steering group members, colleagues at Business
Finland and Ministry for Foreign Affairs, Spinverse
Consulting, our partners in Finland and abroad!

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