





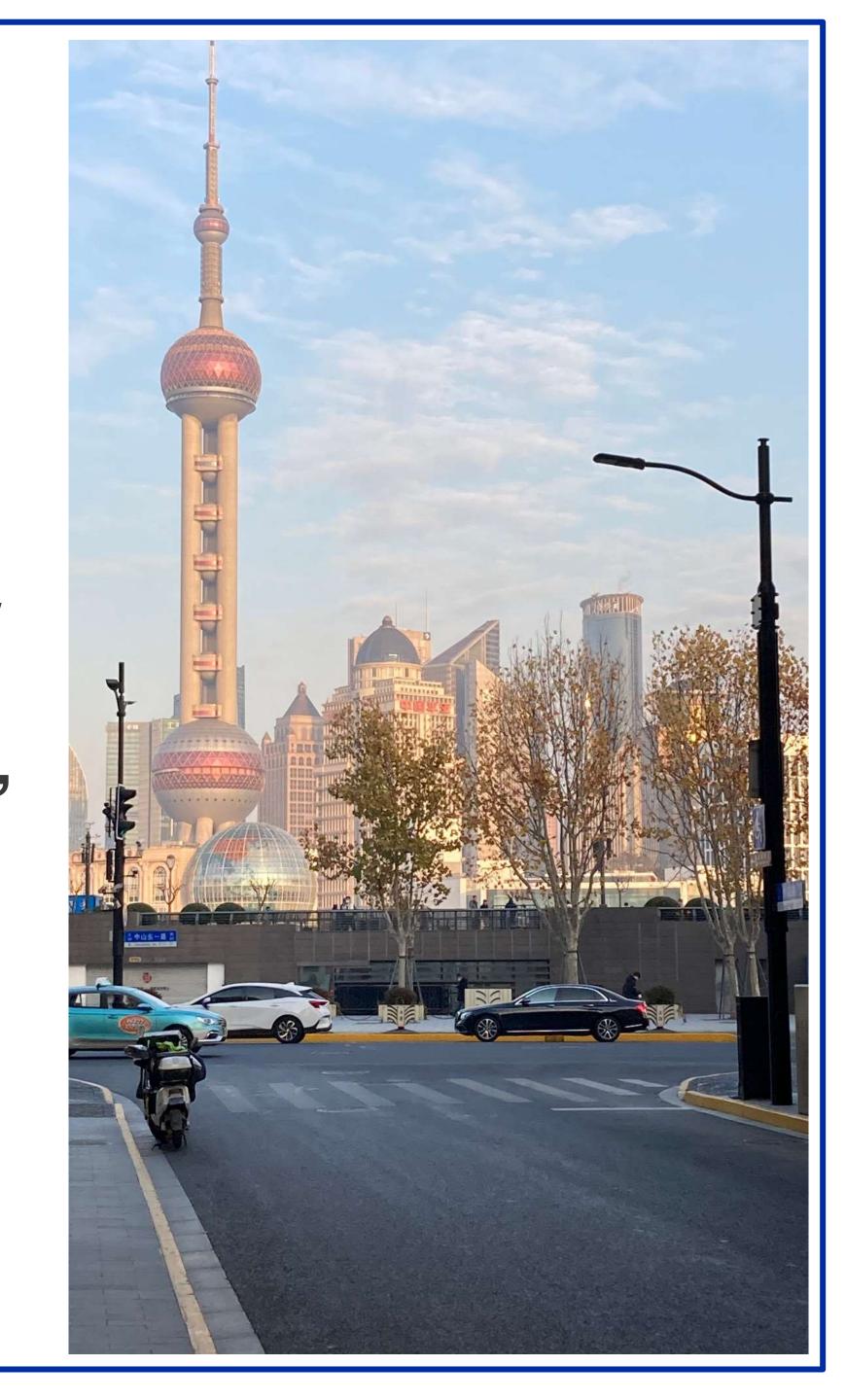


### OUTLOOK

**Business Outlook, Business Opportunities, Regulatory Issues, Materials and Prerequisites** 

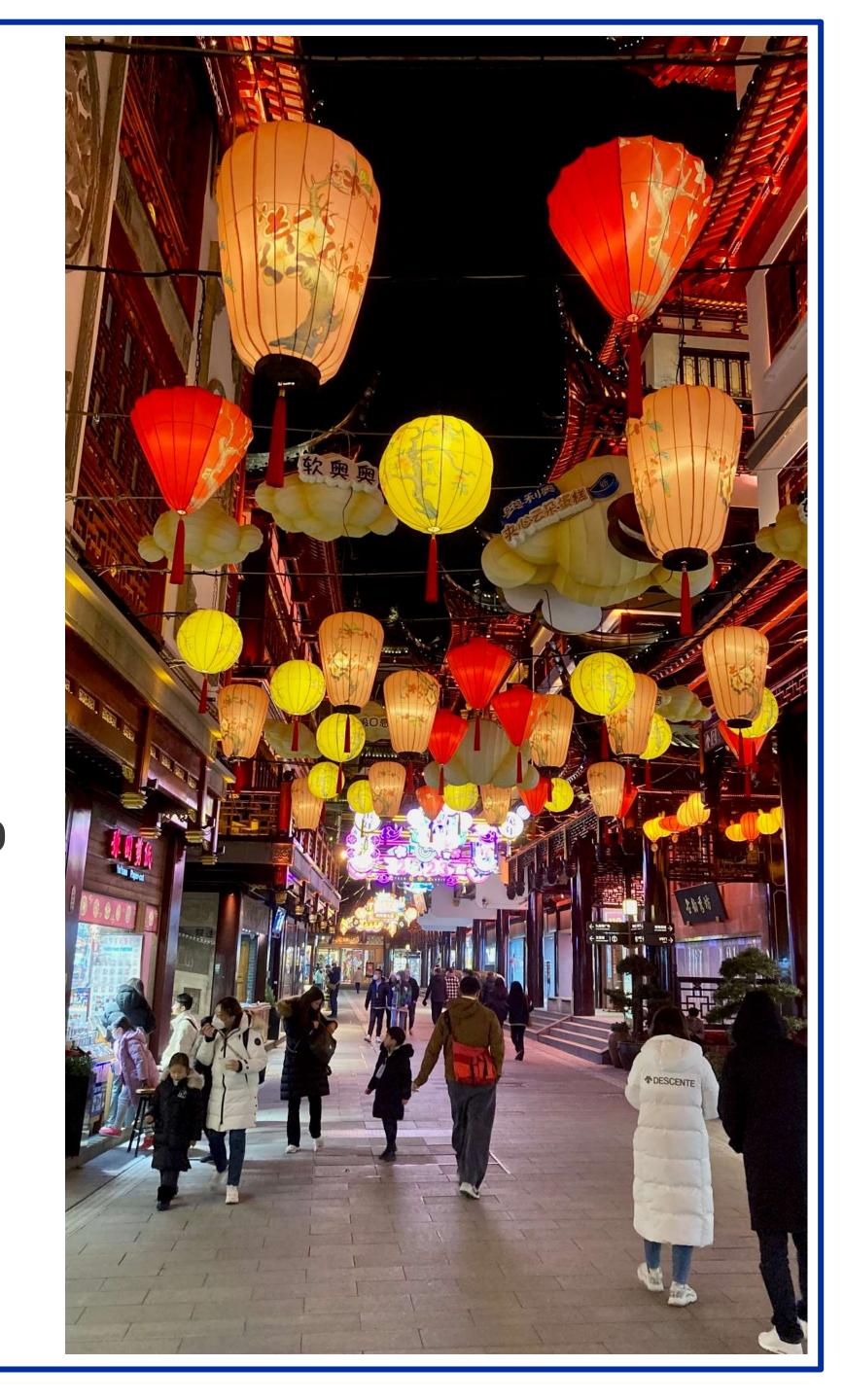
### BUSINESS OUTLOOK

- China is among two largest economies in the world.
   Economic growth has been the driving factor behind China's polices in the past decades.
- China's policy towards the growth has changed. Today the drive for innovation, sustainability and more equal share of wealth are behind the policy decisions, instead of growth only.
- Covid period and some domestic structural problems have slowed down the growth, but there is still a lot of growth potential.



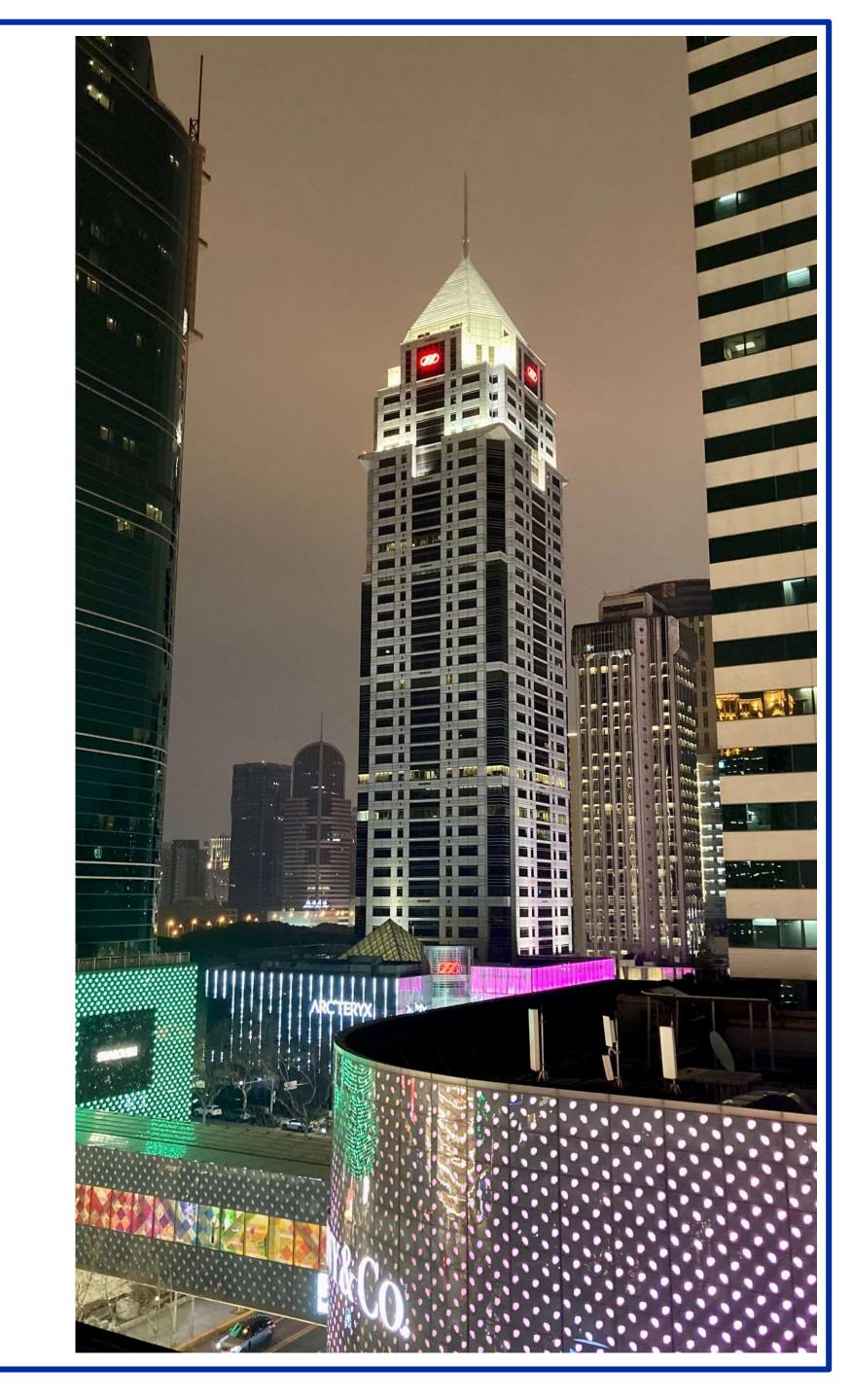
### BUSINESS OPPORTUNITIES

- Several new industry sectors are expected to grow fast in the transition described in government's 14<sup>th</sup>
   5-year plan, e.g., carbon reduction (including energy transition, bio- and circular economy), health care, industrial digitalization, and sustainable consumption.
- Foreign technologies and solutions are encouraged to enter China market in areas, where China does not have in-house capability. This will open up new opportunities for Finnish companies, but also alleviates the importance of choosing right strategy for market presence.



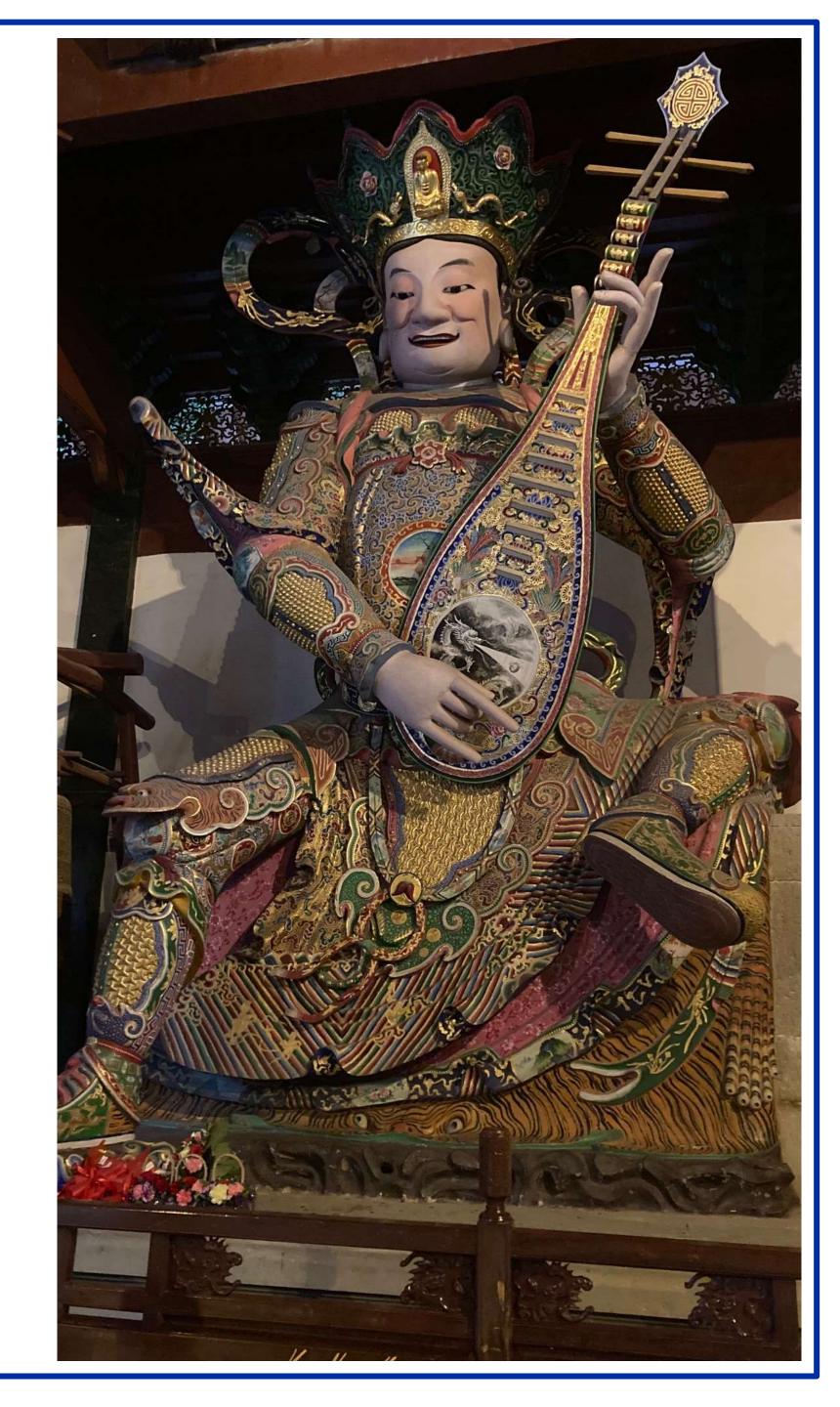
### REGULATORY ISSUES

- During the past few years China has increased regulation on businesses with number of new policies. In 2017 published Cyber Security Act – and the following data protection regulations – have added risk and cost of operating in China, especially for foreign companies.
- Geopolitical competition between US and China continues. EU is introducing new regulations impacting European companies operating in China. Compliance related issues will require increased attention, and companies need to have robust risk management processes in place for addressing sustainability and human rights issues.



### MATERIALS

- If you want to know more about China and the China market, you can check the Market Information that is available on the Business Finland pages as follows:
  - Doing Business in Greater China
  - Doing Business in Mainland China
  - Doing Business in HK Macao GBA
  - China Positioning Paper
- Useful information about IPR and the recent laws impacting both business and innovations:
  - IPR issues (including trademark protection)
  - Regulatory framework on data with RDI impacts
  - <u>Cyber Security Law, Data Law and Personal</u> <u>Information Protection Law compliance in China</u>



### PREREQUISITES

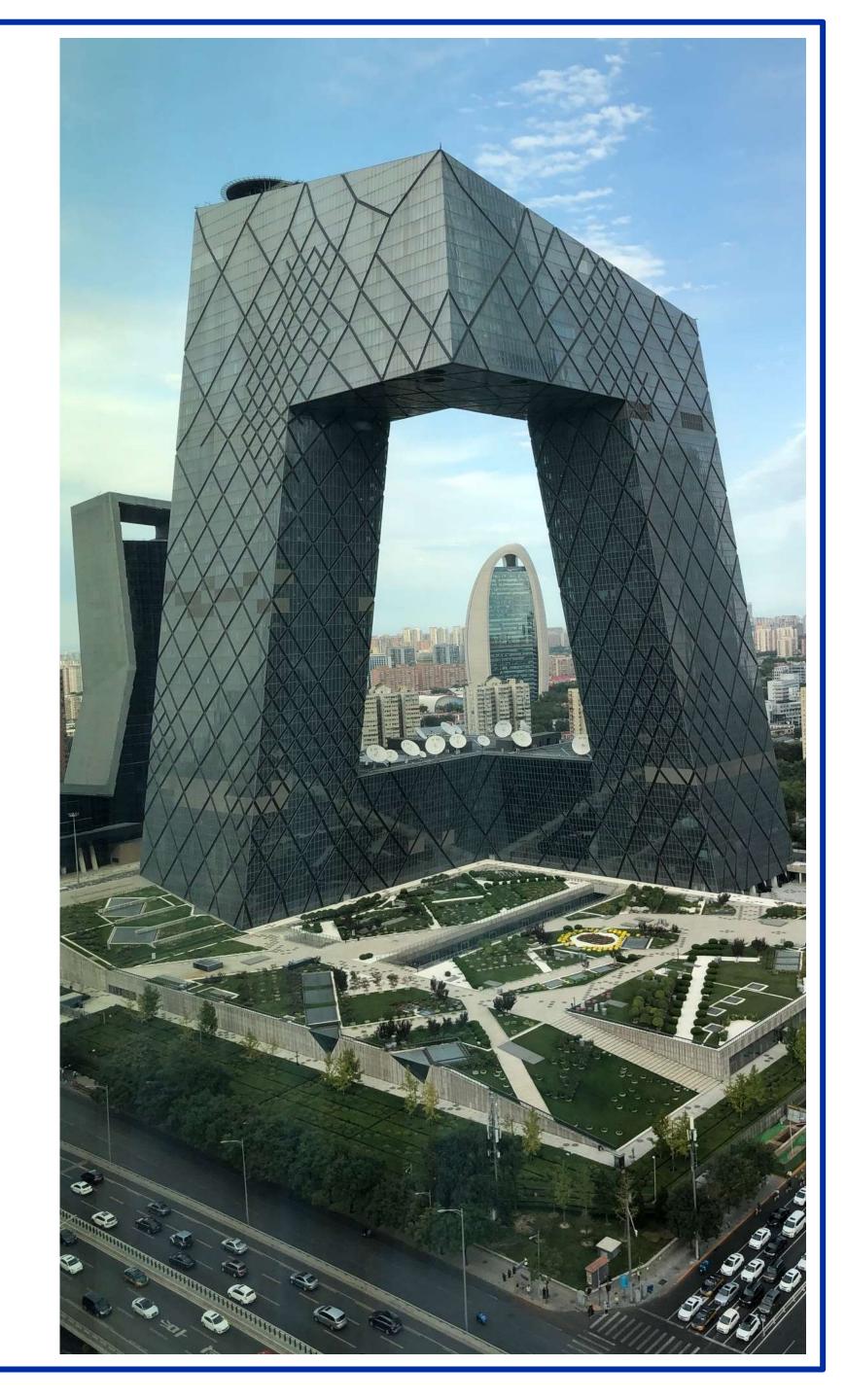
- Understand the China market
- Understand the opportunities
- Understand the impact of geopolitical issues
- Understand the IPR and regulatory issues



- What do you want to achieve?
- Why China is it the right market for you?
- Are you ready for the China market?
- Are you strong enough for overseas collaboration?



- Good project idea and partners
- Discussion with Business Finland
- Well-prepared application





### INNOVATIONS

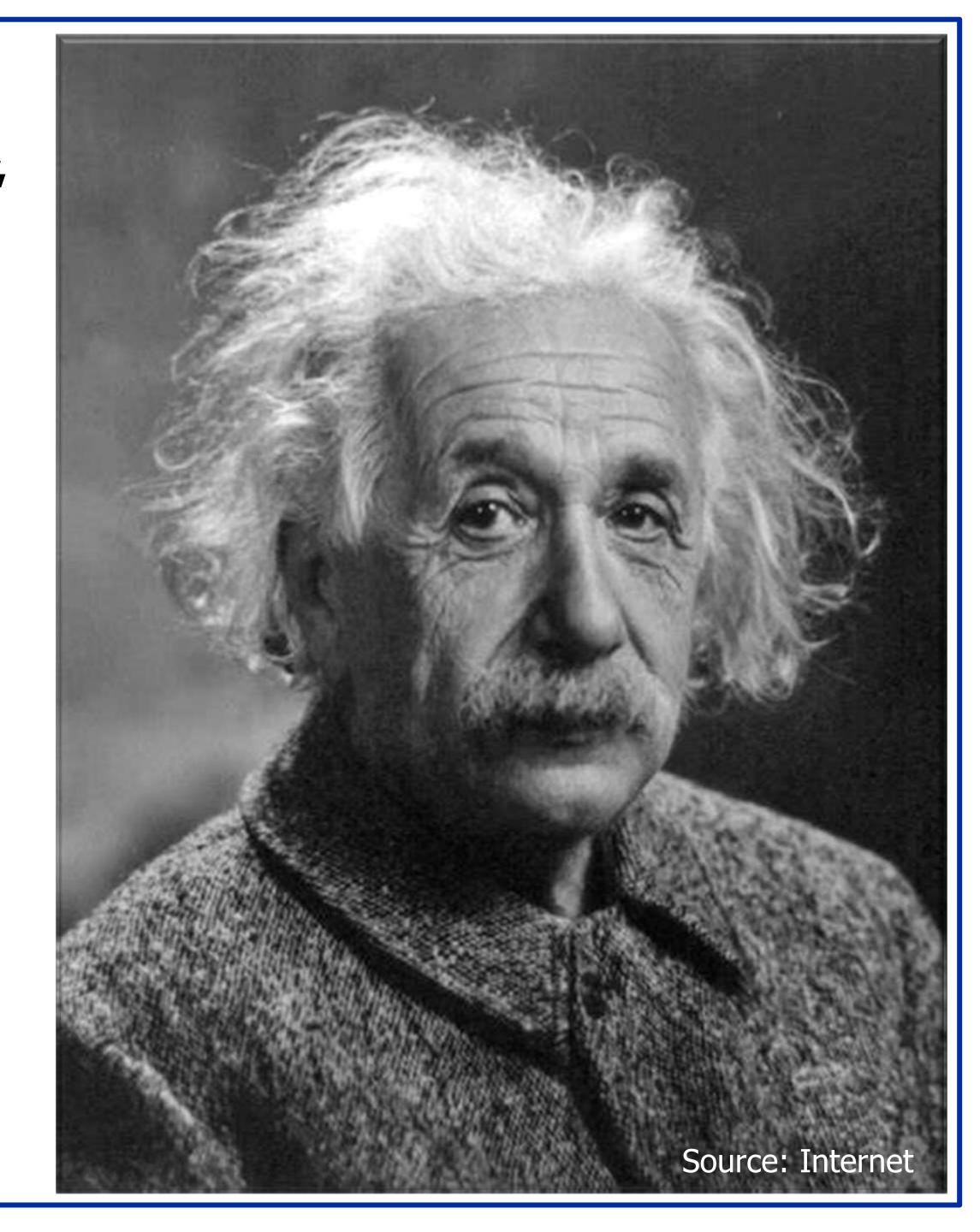
Why in General, Why in China, What in China, Why Finland and Collaboration

"If you always do what you always did, you will always get what you always got."

(Albert Einstein)

Innovations → Renewal,
Transformation and Competitiveness

BUSINESS FINLAND



"China must rely on innovation-driven growth model."

"China aims to bring carbon emissions to a peak by 2030, and achieve carbon neutrality by 2060 with more forceful policies and measures."

(Xi Jinping)



BUSINESS **FINLAND** 



FINLAND IS ONE OF THE **GREENEST COUNTRIES IN** THE WORLD

**The Environmental Performance Index 2016-2020** 

SUSTAINABLE GEALS

3<sup>RD</sup> MOST

professionals

working in

research and

development,

relative to the

population \*6

FINLAND IS THE BEST IN INNOVATION

#### **THE BEST**

primary education in the world \*2

THE BEST

in the

world in

innovation \*4

THE BEST business

environment in the world \*1

destination in EU for business

### THE BEST

THE BEST

university -

industry research

collaboration

in the world \*1

international expansion \*3

#### THE BEST

in the availability of scientists and engineers \*4

#### **THE BEST**

1

in the availability of latest technologies

#### 3RD BEST

economic environment for business growth in the world \*5

#### 5<sup>TH</sup> BEST

**English skills** among the adults in the world \*7

1 Global Innovation Index 2016 / 2 World Economic Forum, The Global Competitiveness Report 2016-2017 attractiveness scoreboard, Copenhagen Economics 2016 4 World Economic Forum Global Competitiveness Report 2017-2018 / 5 Grant Thornton, Global Dynamism II x 2015 / 6 Bloomberg, Bloomberg 2017 Innovation Index 7 Education First (EF), The world's largest ranking of countries by English skills / 8 The Consumer Technology Association (CTA)™ 2018









CHINA INNOVATION



China » China Innovation

### CHINA COLLABORATION FRAMEWORKS

MoU/Finland	MoU/China	Contents
Business Finland	Ministry of Science and Technology of China (MOST)	S&T collaboration, joint innovation calls
Business Finland	Jiangsu Science and Technology Department	S&T collaboration, joint innovation calls
Business Finland	Zhejiang Science and Technology Department	S&T collaboration, joint innovation calls
Business Finland	Science and Technology Commission of Shanghai Municipality	S&T collaboration, joint innovation calls
= nation-	wide = prov	incial

Business Finland Tsinghua University, Beijing (FinLab) Market Access, MAP program calls

Business Finland Fudan University, Shanghai (iLab) Market Access, MAP program calls

### ANNUAL CLOCK OF CALLS IN 2023

Calls	Call opened	Call deadline	Results due (estimate)
Shanghai (province)	February 14	April 28	August (2023)
Jiangsu (province)	March 22	September 22	Nov (2023)/Jan (2024)
Zhejiang (province)	March 22	September 22	Nov (2023)/Jan (2024)
MOST (national)	June 15	Nov/Dec (earliest Nov 24)	Jun-Aug (2024)
MAP-Tsinghua	Open (June 15)	October 27	Dec (2023)/Jan (2024)
MAP-Fudan	Open (June 15)	October 27	Dec (2023)/Jan (2024)

= Market Access Program (MAP) calls

= joint innovation calls

## ELIGIBILITY/INNOVATION CALLS (1/2)

Country	MOST	Shanghai	Jiangsu	Zhejiang
Finland	<ul> <li>individual company     registered in Finland</li> <li>co-innovation project (*</li> </ul>	<ul> <li>individual company registered in Finland</li> </ul>	<ul> <li>individual company registered in Finland</li> </ul>	<ul> <li>individual company registered in Finland</li> </ul>
China	<ul> <li>company (**</li> <li>university (**</li> <li>institute (**</li> <li>consortium</li> </ul>	<ul> <li>individual company registered in Shanghai</li> </ul>	<ul> <li>individual company registered in Jiangsu</li> </ul>	• individual company registered in Zhejiang
Remarks	(* either (a) two or more Finnish companies or (b) at least three Finnish companies (at least two applying Business Finland funding) and one or more research organizations; all registered in Finland (** as the leading partner, the consortium may include other partners; all registered in China			

NOTE: In all the Finland-China joint innovation calls, normal Business Finland eligibility criteria are applied: <a href="https://www.businessfinland.fi/en/for-finnish-customers/services/funding/">https://www.businessfinland.fi/en/for-finnish-customers/services/funding/</a>

## ELIGIBILITY/INNOVATION CALLS (2/2)

#	Specific Finland-China joint call requirements
1	Joint project consortia must include <b>one Finnish partner</b> and <b>one Chinese partner</b> . In the provincial/municipal calls, only <b>individual companies</b> from both countries can apply. MOST calls also allow <b>co-innovation projects</b> (Finland) and <b>project consortia</b> (China) to participate.
2	The joint industrial R&D&I projects must be <b>highly innovative</b> and <b>business oriented</b> .
3	The proposals should <b>demonstrate applicant's resources for international collaboration</b> , in case of the Finnish applicants especially for <b>entering the Chinese markets</b> .
4	The proposal should demonstrate the contribution of the participants from both countries and the project must be <b>balanced</b> between participants and be <b>significant</b> to all partners.
5	The project partners should agree in advance on the <b>IP rights</b> and on the <b>commercialization strategy</b> of the product or process.
6	The proposal must include a <b>Bilateral Cooperation Form</b> with a joint Finland-China project plan, clearly describing the main contents and objectives of the project as well as the roles of each partner.

## FUNDING/INNOVATION CALLS

Country	MOST	Shanghai	Jiangsu	Zhejiang
Finland	<ul> <li>normal funding principles</li> <li>40-50% grants (*</li> <li>50-70% loans</li> </ul>	<ul> <li>normal funding principles</li> <li>40-50% grants</li> <li>50-70% loans</li> </ul>	<ul> <li>normal funding principles</li> <li>40-50% grants</li> <li>50-70% loans</li> </ul>	<ul> <li>normal funding principles</li> <li>40-50% grants</li> <li>50-70% loans</li> </ul>
China	<ul> <li>MOST principles</li> <li>50% grants (1:1)</li> <li>Max 3-5M RMB/project</li> </ul>	<ul> <li>Shanghai principles</li> <li>33% grants (1:2)</li> <li>Max 1M RMB/project</li> </ul>	<ul> <li>Jiangsu principles</li> <li>50% grants (1:1)</li> <li>Max 1.5M RMB/project</li> </ul>	<ul> <li>Zhejiang principles</li> <li>20% grants (1:4)</li> <li>Max 1.5M RMB/project</li> </ul>
Remarks	(* 70-80% for research organizations in co-innovation projects			

NOTE: In all the Finland-China joint innovation calls, normal Business Finland funding principles are applied: <a href="https://www.businessfinland.fi/en/for-finnish-customers/services/funding/">https://www.businessfinland.fi/en/for-finnish-customers/services/funding/</a>

## SUBMISSIONS/INNOVATION CALLS

Country	MOST	Shanghai	Jiangsu	Zhejiang
Finland	<ul> <li>Business Finland (*</li> </ul>	Business Finland	Business Finland	Business Finland
China	• MOST (*	<ul> <li>Shanghai S&amp;T</li> <li>Commission</li> </ul>	<ul><li>Jiangsu S&amp;T</li><li>Department</li></ul>	<ul> <li>Zhejiang S&amp;T</li> <li>Department</li> </ul>
Remarks	(* Business Finland – MOST joint innovation calls had in 2022 temporarily a 2-phase application process, but from 2023 onwards the process is back to 1-phase (directly the final application)			

**NOTE:** In the Finland-China joint innovation calls, normal Business Finland submission system is

used: https://www.businessfinland.fi/en/for-finnish-customers/online-services/

### FUNDING AND SUBMISSIONS/MAP

Funding	Instruments	Funding principles	MAP application	Funding application
Cost	• 15.000 eur (Business Finland support possible, but is not mandatory for participation)			
De minimis	<ul><li>Market Explorer (&gt;5yrs)</li><li>Tempo (&lt;5yrs)</li></ul>	empo (<5yrs) funding principles • ask the form from • se		<ul> <li>send a normal digital</li> <li>Business Finland</li> </ul>
R&D	<ul> <li>Included in an R&amp;D or YIC/NIY project</li> </ul>	<ul> <li>normal funding principles</li> </ul>	Business Finland MAP contact	funding application (with MAP application)

<u>NOTE:</u> More information about MAP program on <u>Tsinghua FinLab page</u> and <u>Fudan iLab page</u>; about funding on <a href="https://www.businessfinland.fi/en/for-finnish-customers/services/funding/">https://www.businessfinland.fi/en/for-finnish-customers/online-services/</a>

# ACTIONS (1/2)

Q	Action
Q1	<ul> <li>Advising/coaching of the projects</li> <li>Annual Clock of 2023 Finland-China Innovation calls and Finland-Shanghai Innovation Call Launch 2023 on 14.2.2023</li> <li>Jiangsu and Zhejiang Innovation Calls Launching Webinar with Annual Clock of 2023 Finland-China Innovation Calls on 22.3.2023</li> </ul>
Q2	<ul> <li>Advising/coaching of the projects</li> <li>Finland-Jiangsu Matchmaking Hybrid Event in May-June, 2023</li> <li>Finland-Zhejiang Matchmaking Hybrid Event in May-June, 2023</li> <li>MOST Innovation and MAP Calls Launching Webinar on 15.6.2023</li> <li>Application submissions (Shanghai)</li> </ul>

# **ACTIONS** (2/2)

Q	Action
Q3	<ul> <li>Advising/coaching of the projects</li> <li>MOST Innovation Call Matchmaking Hybrid Event in September, 2023</li> <li>Application submissions (Jiangsu, Zhejiang)</li> </ul>
Q4	<ul> <li>Advising/coaching of the projects</li> <li>Application submissions (MOST, MAP Fudan, MAP Tsinghua)</li> </ul>





### LAUNCH: SHANGHAI INNOVATION CALL

Joint funding for China-Finland R&D collaboration projects with Business Finland and Shanghai Science and Technology Commission

## SHANGHAI INNOVATION CALL (1/3)

**OPEN** 

Innovation Call	Call opened	Call deadline	Results due (estimate)
Shanghai	February 14	April 28	August

Topic	Details	
Number of projects to be funded	Max 5	
Funding available	China: 1M RMB/project, 5M RMB in total, 1:2 (33%), grants	
Fullulity available	Finland: not fixed, 40-50% grants, 50-70% loans	
Eliaibility	China: individual company registered in Shanghai	
Eligibility	Finland: individual company registered in Finland	
Remarks	1-phase application	

## SHANGHAI INNOVATION CALL (2/3)

**OPEN** 

Topic	Details
Carbon Reduction	Also including <b>Energy</b> , and <b>Bio and Circular Economy</b> area; for example, distributed and flexible power systems, district and industrial heating & cooling, bioenergy and waste to power, sustainable packaging, sustainable construction, and textile & plastic recycling
Health	Also including <b>Digital Services and Solutions</b> ; for example, agetech, early diagnosis, and digital assisted wellbeing
Industrial Digitalisation	Also including <b>Digital Transformation</b> ; for example, terminal automation, digital solutions for metal & machinery industry, intelligent connected vehicle, sensor and data process solutions, digital ports, and green and smart ships

## SHANGHAI INNOVATION CALL (3/3)

**OPEN** 

Innovation Call	Call opened	Call deadline	Results due (estimate)
Shanghai	February 14	April 28	August

Topic	Details		
Project Plan	Use Business Finland's submission system		
Bilateral	BF-Shanghai Bilateral Cooperation Form 2023 (note: input only non-confidential		
<b>Cooperation Form</b>	information especially in Parts 2.2-2.5 and 4)		
IPR	Include remarks into Bilateral Cooperation Form; a more comprehensive IPR		
	agreement can be made separately; consider a Consortium Agreement, if needed		
Remarks	Send the application using Business Finland's submission system:		
	https://www.businessfinland.fi/en/for-finnish-customers/online-services/		

## BILATERAL COOPERATION FORM (1/2)

#### 1. General Information

- 1.1 Project Title
- 1.2 Project Summary
- 1.3 Main Technological Area of the Project
- 1.4 Participants (Organization Name, Country, Role, Contribution, Budget, Duration)
- 1.5 Project Timescale (Start Date, End Date)

#### 2. Project outline

- 2.1 Project Description
- 2.2 Technological Development Envisaged (Level of innovation)
- 2.3 Market Potential and Commercialization Plan
- 2.4 Cooperation Between Participants (synergies, particular advantages, etc.)
- 2.5 Expected Outcome of Project
- 2.6 IP Ownership Arrangements





## BILATERAL COOPERATION FORM (2/2)

- 3. Work Plan (Chinese Participant)
- 4. Work Plan (Finnish Participant)
  - 4.1 Participant Contact Details
  - 4.2 Work Description and Contributions to the Project
  - 4.3 Work Plan and Timeline
  - 4.4 Budget and Resources
  - 4.5 Other Sources of Financial Support Related to Proposed Research
  - 4.6 IP Ownership Arrangements

### Signatures





## CONSORTIUM AGREEMENT (EXAMPLE)

#### Partners (main partners from both sides)

- 1. Intent/Coverage (apply/run project)
- 2. Composition of the Consortium
- 3. Research Contents (summary)
- 4. Task Allocation/Work Packages (short)
- 5. Budget (general remarks)
- 6. Ownership of IPR
- 7. Ownersip of Assets
- 8. Confidentiality (i.e. NDA)
- 9. Liability (willful actions/negligence)
- 10. Supplementary Statements
- 11. Validity Period (until end of project)
- 12. Signatures (main partners)

#### **Example:**

Each party shall have their full ownership of their respective intellectual property rights which were obtained before application for this cooperation project as well as the resulted interests, and the intellectual property ownership shall not be altered because of application for this Cooperation Project.

Scientific and technological achievements as well as the resulting intellectual property solely conceived and/or developed by one party during the course of this Cooperation Project shall be owned by that party. Scientific and technological achievements as well as the resulting intellectual property jointly conceived and/or developed by multiple parties will be jointly owned by those parties.

### SNEAK PEAK TO COMING CALLS

#### Jiangsu (initial; launch 22.3.2023):

- 1. Carbon Reduction
- 2. Health
- 3. Industrial Digitalisation

#### Zhejiang (initial; launch 22.3.2023):

- 1. Carbon Reduction
- 2. Health
- 3. Industrial Digitalisation

#### MOST (initial; launch 15.6.2023):

- 1. Carbon Reduction
- 2. Health
- 3. Industrial Digitalisation

The MOST call will initially integrate partially last year's topics Smart and Green Energy/Mobility/Industries and Health under the new topics; possibly also, e.g., Circular Economy area will be more visible.

Note: All the call topics on this page are subject to change for the final call texts!





## ARE YOU READY FOR CHINA?

Market understanding?

**Regulation? Resources?** 

### ARE YOU READY FOR CHINA?

"The proposals should demonstrate applicant's resources for international collaboration, in case of the Finnish applicants especially for entering the Chinese markets."

### Ask from yourself:

Do you want to enter the China market or to expand in China?

Do you know enough about Chinese market and regulation?

Do you have enough resources for 2-3 years to do R&D collaboration abroad?

Do you have enough resources to do business at the same time?

Is the collaboration topic or the partner something that can bring added value?

Would some other Business Finland support be more suitable at this moment?



The Self-Diagnosis Tool aims to assist European SMEs to make a prior assessment of their readiness to develop their presence on the Chinese market, and whether they are heading in the right direction. It will also provide further guidance and support though a tailored made list of good practises, additional resources, case studies and FAQs.

### https://www.eusmecentre.org.cn/quiz

**Getting started** 

Is there a market for my product?

Am I allowed to sell my goods in China?

How do you plan to enter the Chinese market?

How much work have you done already?

Assessment



The tool is mainly for companies (SMEs) that have below 250 employees

### ARE YOU READY FOR CHINA?

If you <u>do not know enough</u> about the Chinese market or the related regulation, first consider e.g. Business Finland's Market Explorer funding in order to do a survey or at least consult Business Finland. Alternatively, you might want to apply for Market Access Program (MAP) via Tsinghua or Fudan universities.

If you are <u>not yet strong enough</u>, first grow in Finland (maybe with Business Finland's Tempo and RDI funding) and/or consider first expanding to a closer/easier market.



# THINK WANT YOU WANT

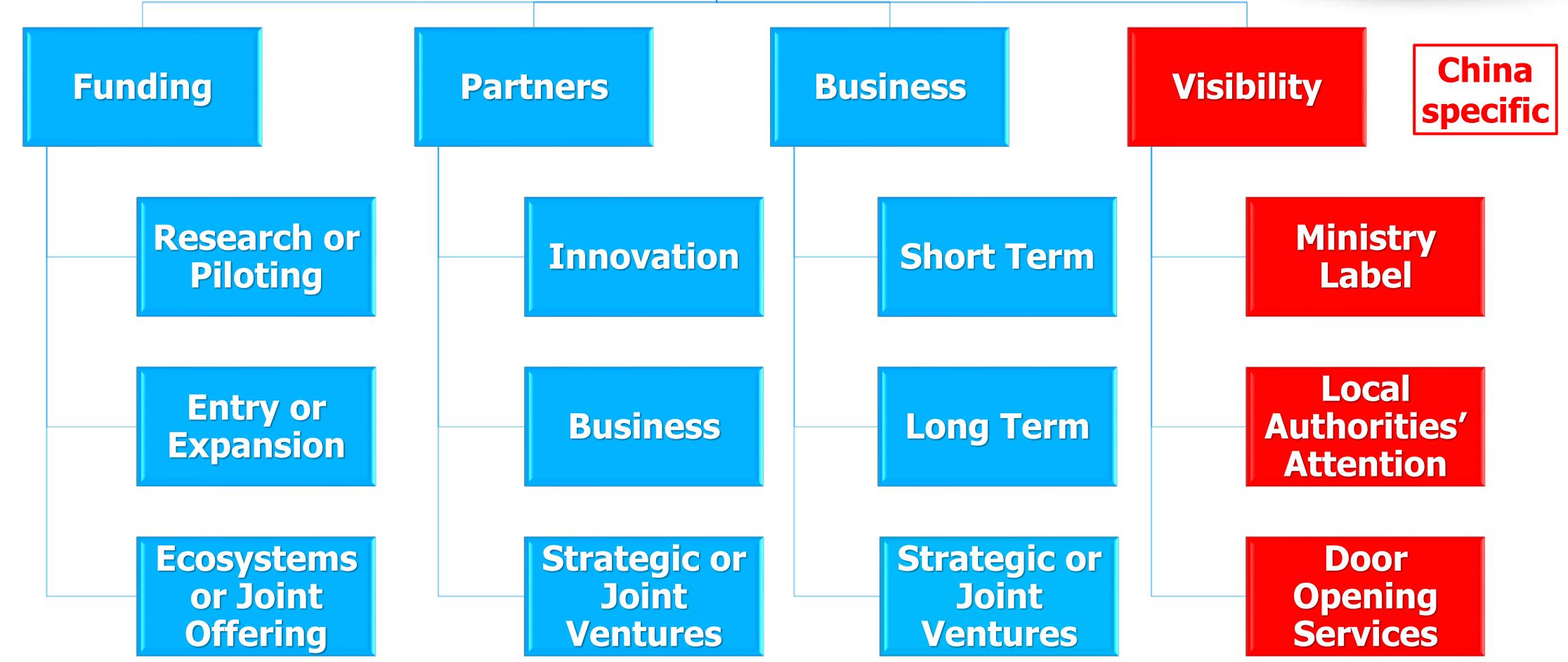
**Entry/expansion? R&D?** 

**Partners? Customers?** 

# JOINT INNOVATION CALLS IN CHINA

Joint Innovation Calls





BUSINESS **FINLAND** 

www.businessfinland.fi/en/locations/asia-india-and-oceania/china/china-innovation

### PROJECT EXAMPLES

- 1. Pilot solutions in the markets with potential customers
- 2. Join competencies/know-how in order to create something new
- 3. Contribute to standardisation (pave the way to markets)
- 4. Contribute to regulation (create favourable business environment)
- 5. Join forces for strategic planning
- 6. Open markets in new business verticals with new players
- 7. Learn to understand each other and/or the market for future business
- 8. Do normal innovation collaboration as in Finland



### CONSULT BUSINESS FINLAND

One should consult Business Finland before submitting the application One can consult Business Finland at any time during the preparation process

### BUSINESS FINLAND SERVICES

- Internationalization Services
- Funding Services

### Basic **Services**

#### **Internationalization Advice**

- Market selection and validation
- Defining market entry model
- Local problem solving
- Local renewal and growth plan

#### **Specific Services**

- Localizing and validating the product offering
- Local way of contracting and negotiating

#### **Market Information and Contacts**

- Market specific information
- Expert and service provider search
- TF Market Opportunities

Meet the Buyer

- Team Finland Visits/Delegations
- Joint offering
- Trade fair services
- International business etc.)
- Accelerators abroad
- Soft landing services
- Finnish suppliers

- "Meet the Network / Grow Your Network"
- European Enterpise Network EEN
- programs (GAP, MAP, European programs (Eureka, Eurostars, Cost)
  - Future Watch
  - Dealflow.fi
  - Shipping handbook
  - Publications, guides

#### **Funding**

- Tempo
- Market Explorer
- R&D
- Co-Innovation
- Advice for EU funding
- Innovation voucher
- Exhibition Explorer
- Talent Explorer
- Group Explorer
- Into
- NIY
- Research to business
- Co-creation, Coresearch
- Innovative Public procurements

- - Growth Engine
  - Testbed
    - Energy aid
    - Material audit
    - Innovation aid for shipbuilding
    - Production incentive for audiovisual industry

**Thematic** 

**Programs** 

**Ecosystems** 

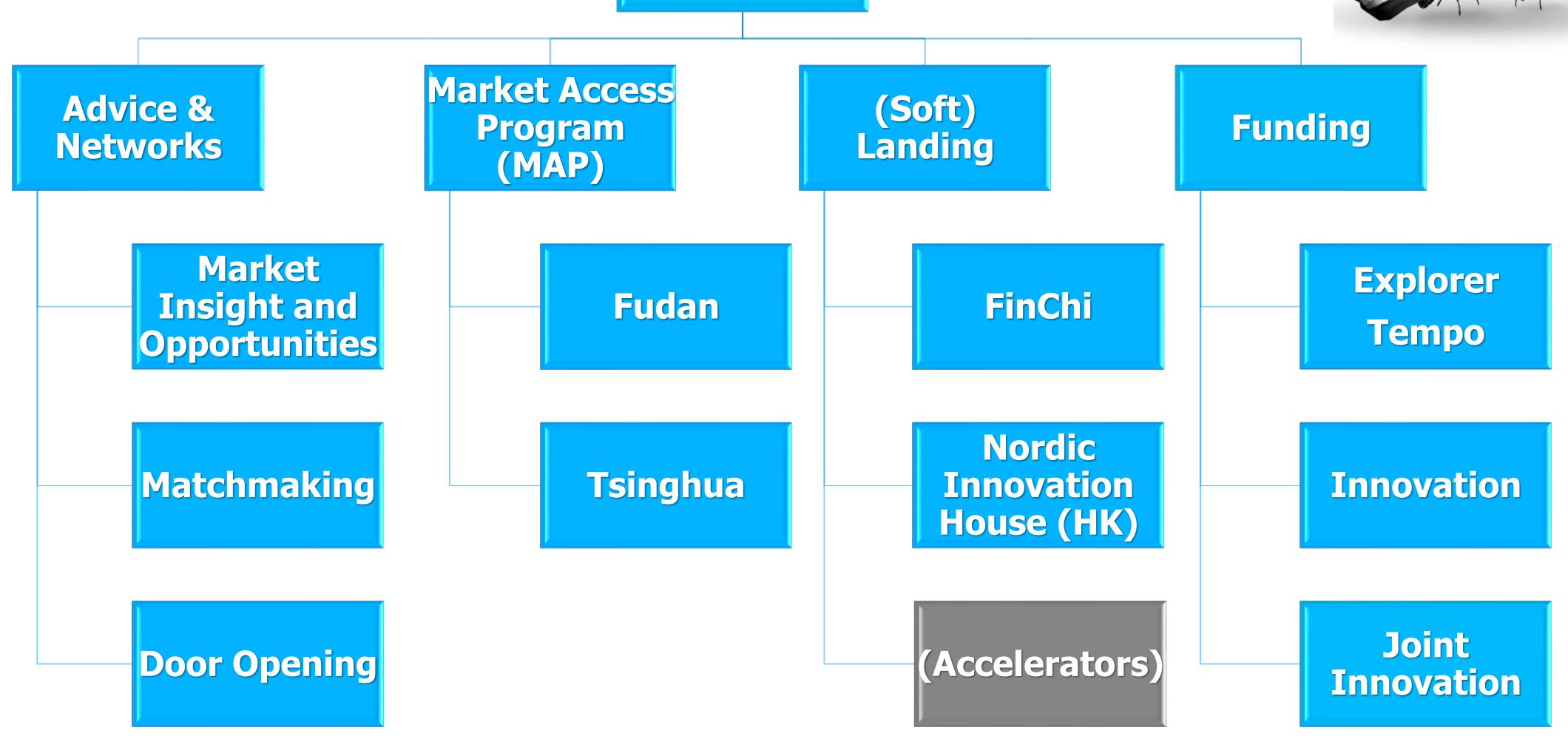
BUSINESS **FINLAND** 

**BUSINESS FINLAND SERVICES ARE FREE FOR THE FINNISH COMPANIES!** 

### BF SERVICES IN CHINA

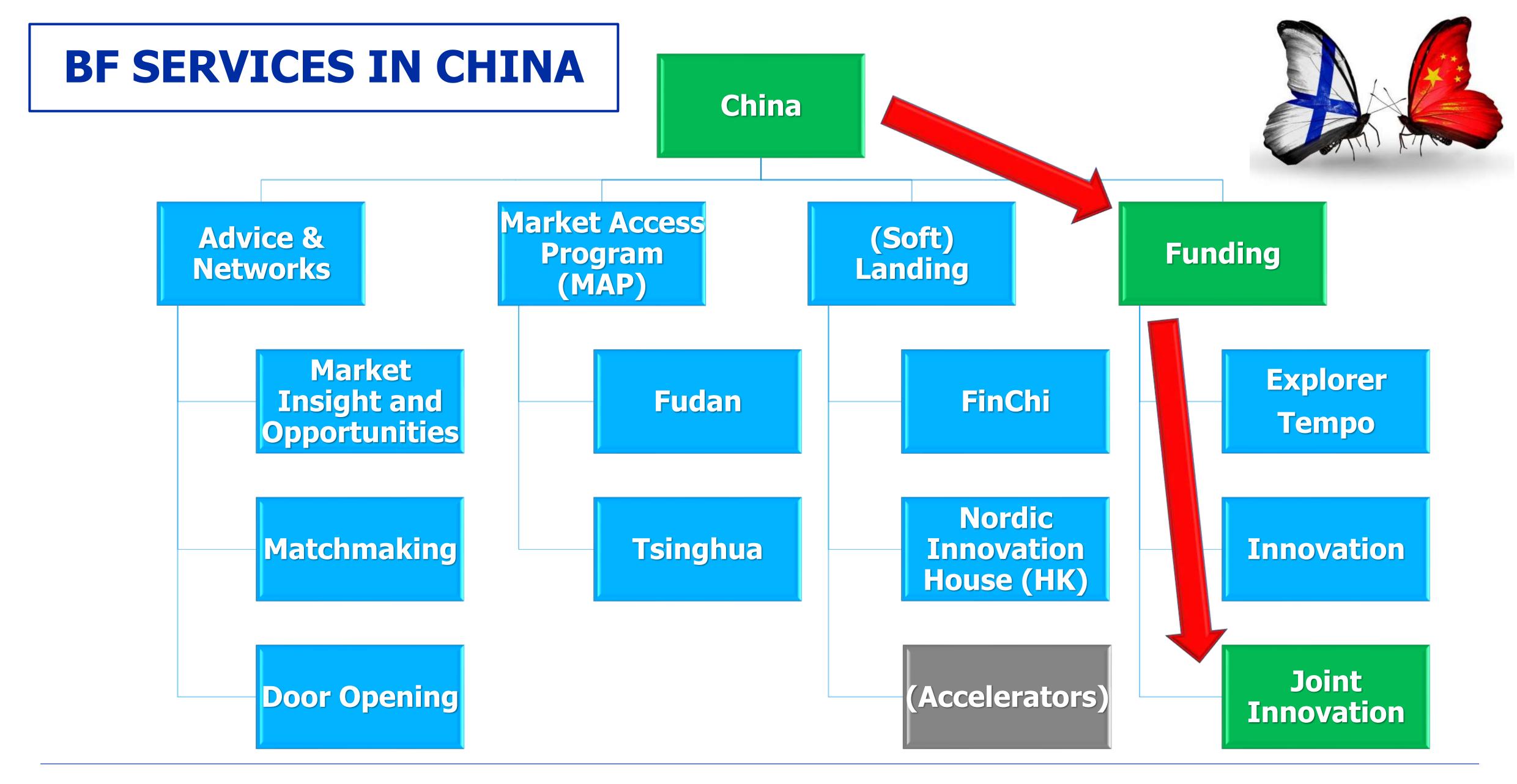
China





BUSINESS **FINLAND** 

www.businessfinland.fi/en/locations/asia-india-and-oceania/china



BUSINESS **FINLAND** 

www.businessfinland.fi/en/locations/asia-india-and-oceania/china



### IPR

IPR systems in Europe and China are different Get familiar with the China IPR system and protect your rights



#### **China IP SME Helpdesk**

A first line IP assistance service for European SMEs that operate or intend to access the China market and that aim to improve their global competitiveness.

### Do you have a question about IP? Submit your question and receive an answer from our IP experts within 3 working days - and it's free of charge! Ask us >

The China IP SME Helpdesk supports European Union (EU) Small and Medium-sized Enterprises (SMEs) to both protect and enforce their Intellectual Property Rights (IPR) in or relating to China.

#### **Training & Events** Matchmaking/Trade Fairs Webinars On-site training events Other events E-learning IP Resources library Use this database to find the resource you are looking for. The filter options will help you navigate our library and facilitate your search IP Guides **Factsheets** Case studies **Podcasts** IP glossary Infographics IP Tools IP Helpdesk tools are free services designed to guide EU SMEs in IP related cost management and to assess IP management readiness and maturity. IP cost tool Diagnostic tool Managing IP in China

IP can be complex and difficult to understand. Use the links here to get an introduction to the various aspects of doing business that are closely linked to intellectual property

About Managing IP

https://intellectual-property-helpdesk.ec.europa.eu/regionalhelpdesks/china-ipr-sme-helpdesk en

BUSINESS **FINLAND** 

The helpdesk pages are useful for all sizes of EU companies!



# MATCHMAKINGS

Seminars, webinars or hybrid events High visibility – good promotion

### MATCHMAKINGS

#### **Remarks:**

- Earlier seminars, nowadays also webinars or hybrid events
- Potentially high visibility to a large audience with thousands of people
- Good way to promote yourself even if it would not lead to any project

#### **Examples from years 2020-2021:**

- BF, MOST and several provinces jointly present
- 30-40 Finnish and Chinese organizations
- More than 24.000/72.000(!) viewers

#### **Examples from year 2022:**

- Separate matchmakings, 30-40 organizations
- Several thousands of participants altogether







### CHECKLIST AND COMMON MISTAKES

Main things to remember when preparing applications

Remember to consult Business Finland during the preparation process

### CHECKLIST

I

1. Carefully read the call text (incl. eligibility, funding and submission information)

2. Consider are you ready for China (resources, market understanding, regulation)

BUSINESS FINLAND

3. Think what you really want and need (market entry, partners, customers, R&D)

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- 4. Prepare an initial project idea/plan with content, objectives, resources and budget
- 5. Identify what competencies/contributions you need from the Chinese partner(s)
- 6. Come to discuss with Business Finland (your Account Manager at Business Finland or any of the call contacts)

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- 7. Initially check the IPR issues and protect your trademark, products, etc. if needed
- 8. Participate matchmakings and identify potential partners
- 9. Create a joint plan and improve your own plans (consult Business Finland)
- 10. Consider jointly and individually whether to go for a submission

IV

- 11. Finalize the needed documents and agreements (incl. IPR) for the submission check that all requirements are completed (consult Business Finland)
- 12. Make the submission on time

Remember that you can consult Business Finland at any time for advice!

### COMMON MISTAKES

- 1. Business Finland is not contacted and consulted
  - Early enough or at all
- 2. Eligibility criteria are not carefully checked
  - E.g., from the Finnish side research organizations cannot apply alone in the MOST calls
- 3. Applicants are not strong enough for China market
  - In co-innovation projects this might mean that entire project is not eligible
- 4. Objectives and export targets are not ambitious enough
  - Export factor 20-30 is required according to normal Business Finland requirements
- 5. Applicants are not aware of the China market
  - Unrealistic plans not taking into account, e.g., regulation or competition
- 6. Attachments are missing
  - E.g., in the MOST calls the Bilateral Cooperation Form and/or Consortium Agreement is missing (NOTE: This is a critical issue on the China side!)





### CONTACTS

Business Finland advisors can help you in both practical application preparation and funding matters, but also in finding partners and in advising/coaching the application contents





CHINA INNOVATION



China » China Innovation

# CONTACTS/FINLAND

- Innovation, joint call and MAP contacts in China:
  - Mika KLEMETTINEN (Finnish, English)
    - Trade and Innovation Consul; Head of Innovation, China
    - Tel: +86 134 8274 6884, E-mail: mika.klemettinen@businessfinland.fi
  - Elisa YU (English, Chinese)
    - Innovation Advisor
    - Tel: +86 138 0174 4271, E-mail: elisa.yu@businessfinland.fi
- Innovation and joint call contacts in Finland:
  - Maarit KOKKO (Finnish, English)
    - Ecosystem Lead
    - Tel: +358 40 761 9555, E-mail: <u>maarit.kokko@businessfinland.fi</u>
  - Ilmari ABSETZ (Finnish, English)
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