

BUSINESS FINLAND

EXPLORER FAMILY

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Explorer Funding

Allows Finnish companies:

- to hire or acquire know-how for international market entry
- to participate in a foreign trade fair with an SME group
- to assemble a group of companies for joint export opportunities.

BUSINESS FINLAND FUNDING

FOR DIFFERENT STAGES OF DEVELOPMENT

Examples of funding

INNOVATION VOUCHER Buy innovation expertise	EXPLORER PRODUCTS Funding to support companies' internationalization	TEMPO For companies aiming for international growth	INTO Innovation expertise in support of international growth	RESEARCH ORGANIZATIONS Commercialization of research findings and joint projects with companies	NIY (Under 5 y.o. fast growing start-ups) Scale globally. Develop the strategy, team, business model in a comprehensive manner.	R&D Develop a service, product, process, or a business model. Prove that your product works.
Grant 80%	Grant 50/40 %	Grant 75 %	Grant 50 %	Grant	Grant and loan gradually	Loan 50% / 70% Grant max. 50%

EXHIBITION EXPLORER

For joint international trade fair projects

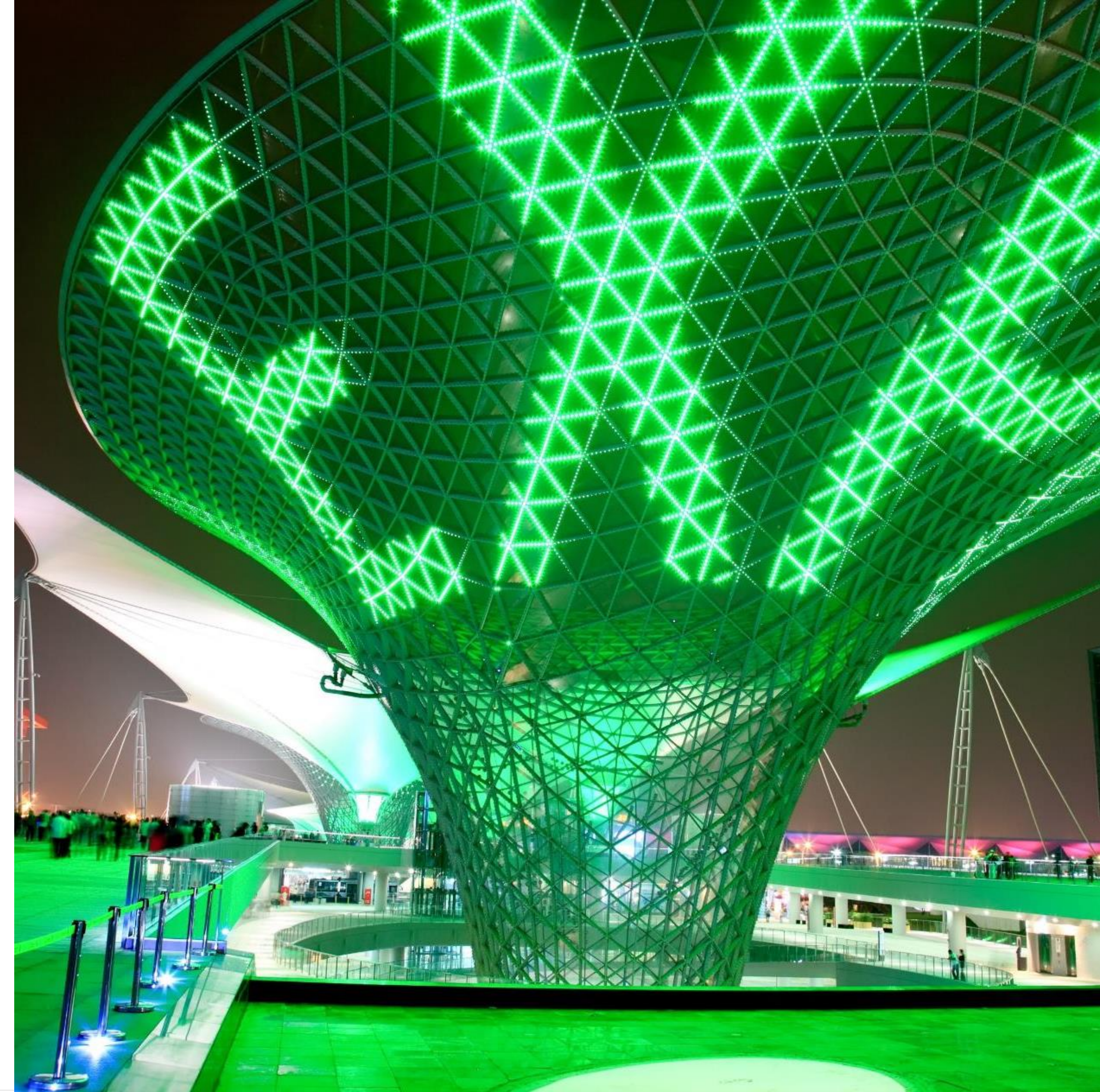
- Group of at least four SMEs
- For major B2B fairs outside Finland
- Aims to promote market entry to new export markets and to increase exports to existing market areas

BUSINESS FINLAND FUNDING

SME

BF funding
max 30 000 €
/company

50 % Grant
(de minimis)



GROUP EXPLORER

For business groups to assess recognized joint business opportunities in export markets

- 4-10 companies that are eligible for support and pursue a common business opportunity with significant growth potential

BUSINESS FINLAND FUNDING

SME, Midcap,
Large

BF funding
2 500 –
20 000 €

40%/50% Grant
(de minimis)



GROUP EXPLORER

Funding can be used to buy services:

- Services of an external project manager
- Organizing events in the target country
- Services by consultants to support in the development of a joint business model or internationalization capabilities
- Conducting market surveys and other research on the target country
- Organizing buyer visits to Finland



MARKET EXPLORER

Explore new export markets

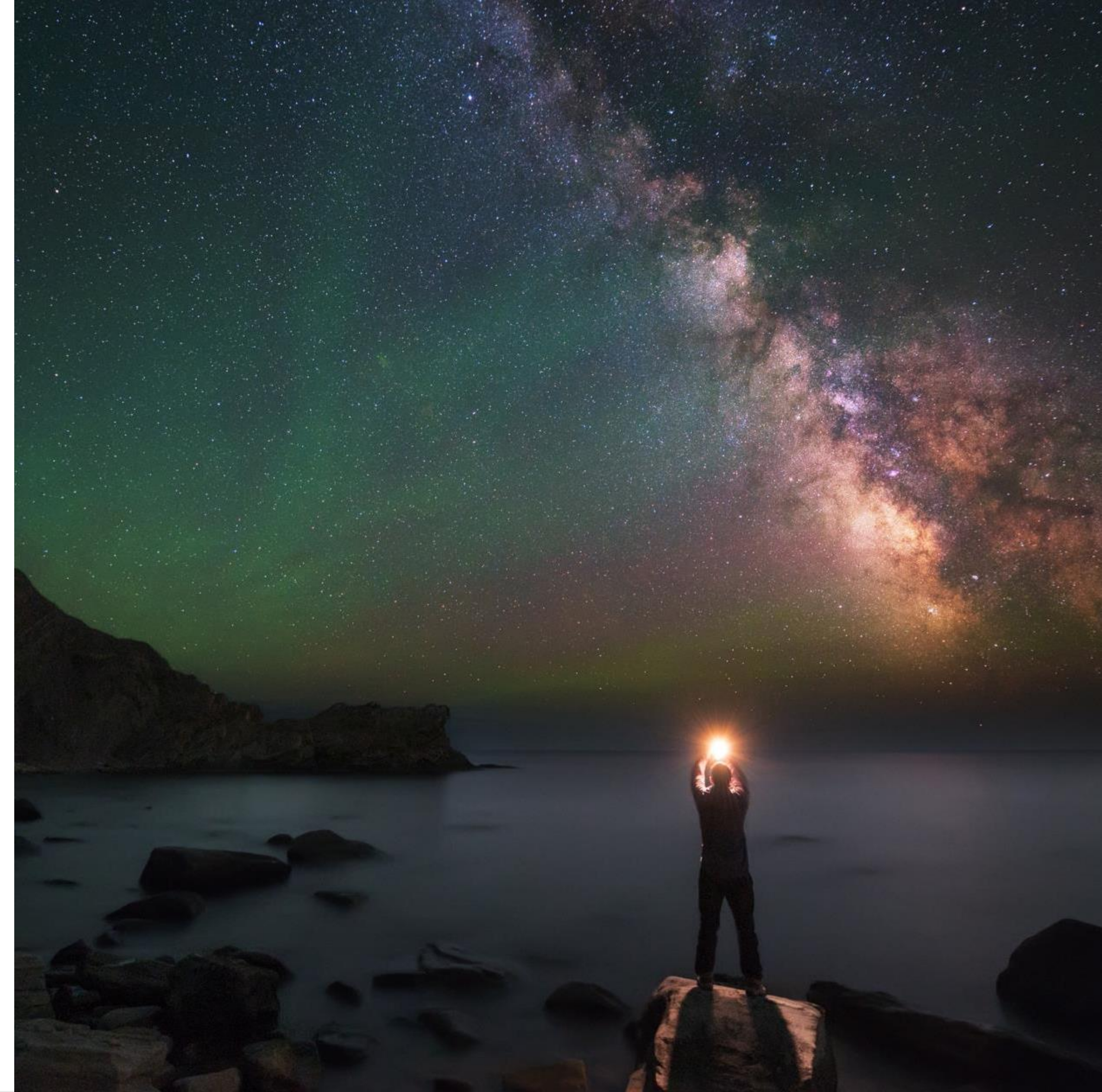
- For SMEs and mid-cap companies that are seeking new international markets for their products, services, or business models
- Maximum duration of projects is one year

BUSINESS FINLAND FUNDING

SME, Midcap

BF funding
5 000 –
10 000 €

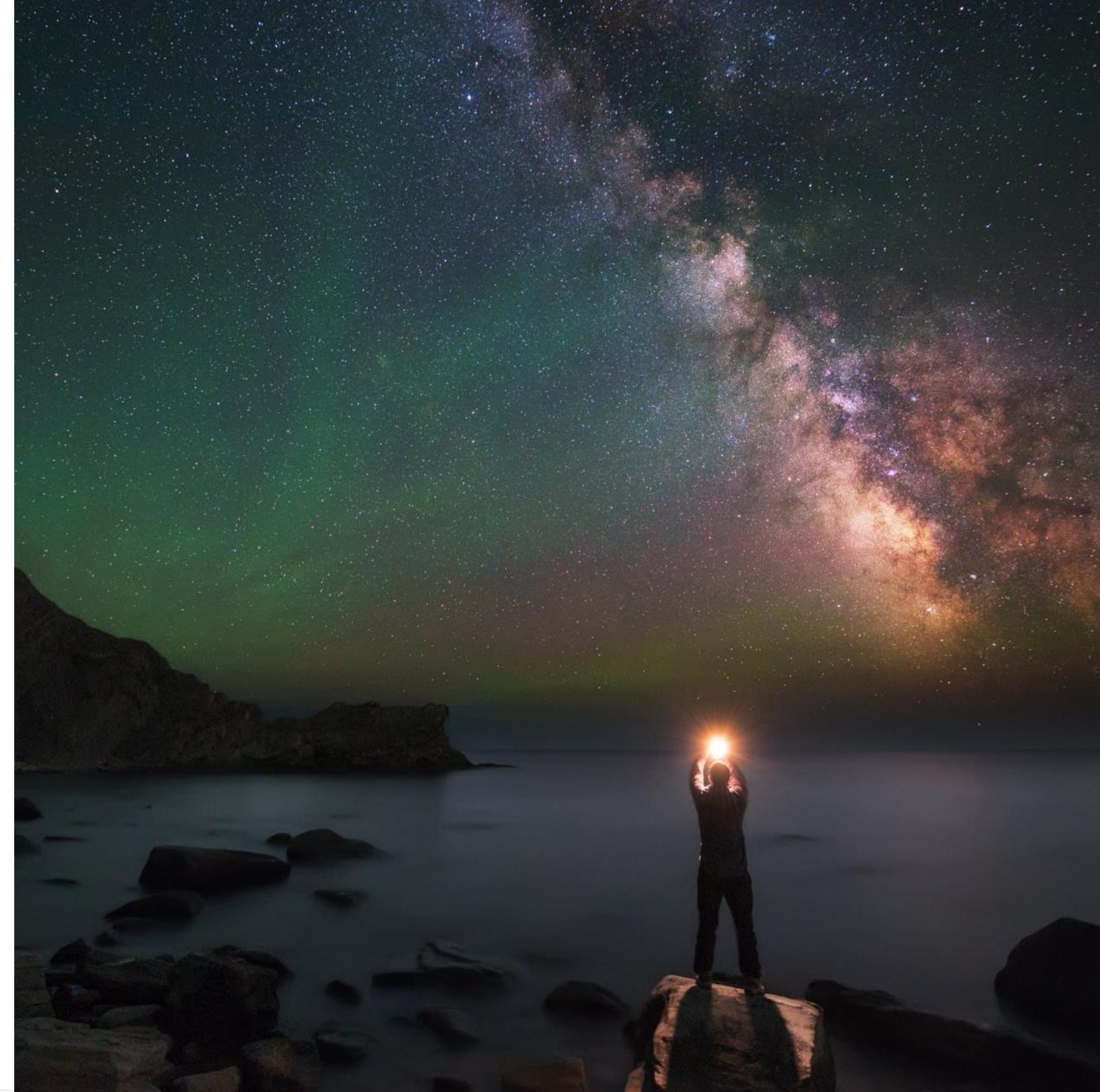
50% Grant
(de minimis)



MARKET EXPLORER

Funding can be used to buy services:

- Create an internationalization plan and strategy
- Perform a market survey
- Analyze the need for localization
- Assess the competitive situation
- Draw up a list of retailers and distribution partners



TALENT EXPLORER

Hire an expert to promote internalization

- Funding can be used to hire an expert in order to obtain market specific information and expertise from a new international market to help your company make progress in that market
- Should e.g. understand target market's business culture, have networks at target market and know the language
- Duration of the project is 6-12 months

BUSINESS FINLAND FUNDING

SME, Midcap

BF funding
10 000 –
20 000 €

50% Grant
(de minimis)



TALENT EXPLORER

The expert has to have specific experience or expertise related to the company's potential new export market. The expert can for example:

- Create an internationalization plan and strategy
- Perform a market survey
- Analyze the need for localization
- Assess the competitive situation
- Draw up a list of retailers and distribution partners



Explorer Funding in a nutshell

	Exhibition Explorer	Market Explorer	Talent Explorer	Group Explorer
Target, duration	Exhibitions, events (B2B)	Expert service, related to target Market (-12 mos)	A person hired to Finland, Knowhow on target market is critical (6-12mos)	Expert services, mutual target market (-12 mos) Applications send within 2 weeks time
Number of companies	Minimum 4	1	1	4 -10 Minimum 4 independent companies
Size of a company	SME	SME, Midcap	SME, Midcap	SME, Midcap, Large – No limit for number of SMEs
Total budget (de minimis grant 50%/40%) / company	1 000 - 60 000 € / event	10 000 – 20 000 €	20 000 – 40 000 €	5 000 – 50 000 € (SME 50%, Midcap & Large 40%)

FINANCIAL REQUIREMENTS

- the company has room in de minimis quota (current and the previous two)
- the company doesn't have tax liabilities
- the company's rating Alfa is A or better
- the applicant is not a public or non-profit organization or a company registered in Åland
- the company's line of business is eligible for de minimis funding (not in primary agricultural production, fishing and aquaculture)



Thank you!



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