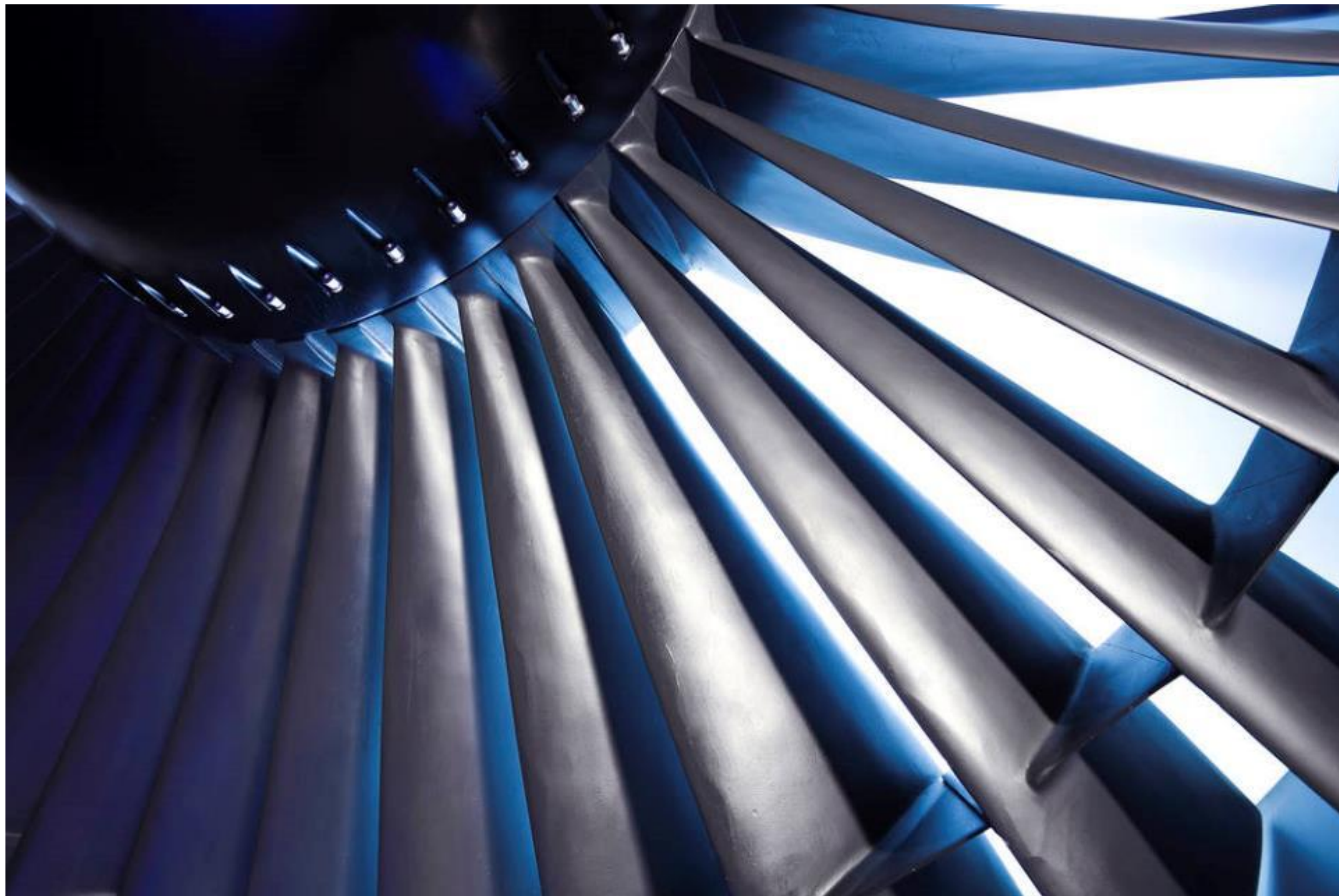


BUSINESS FINLAND

ECOSYSTEMS AND GROWTH ENGINES

19.10.2018

GROWTH ENGINES – NEW POWERFUL ECOSYSTEMS



- New Public-Private-Partnerships
- Goal: over 1 billion euro new business, exports and investments in Finland
- Tailor-made services and new types of funding from Business Finland

ECOSYSTEMS AS BUSINESS FINLAND CUSTOMERS

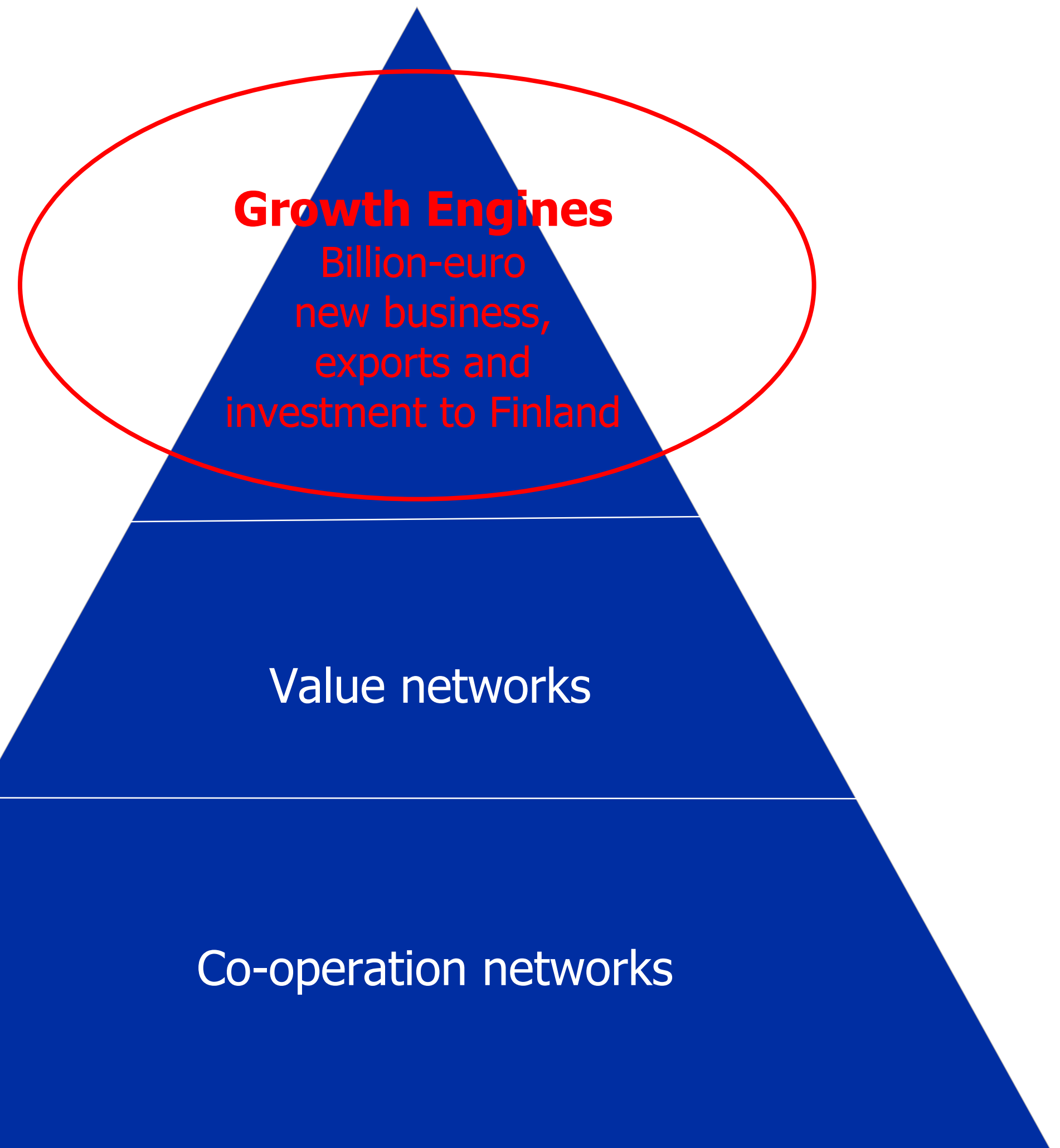
The Growth Engine is a market-driven, open entity that generates a significant new global business.

The Growth Engine attracts the innovation activity of foreign companies to Finland.

The best and most important ecosystems can grow into Growth Engines.

Create new comprehensive solutions for customers by enhancing co-operation, combining different skills and increasing skills.

A common goal, the need and the plan to do things together.
Business-driven networks.

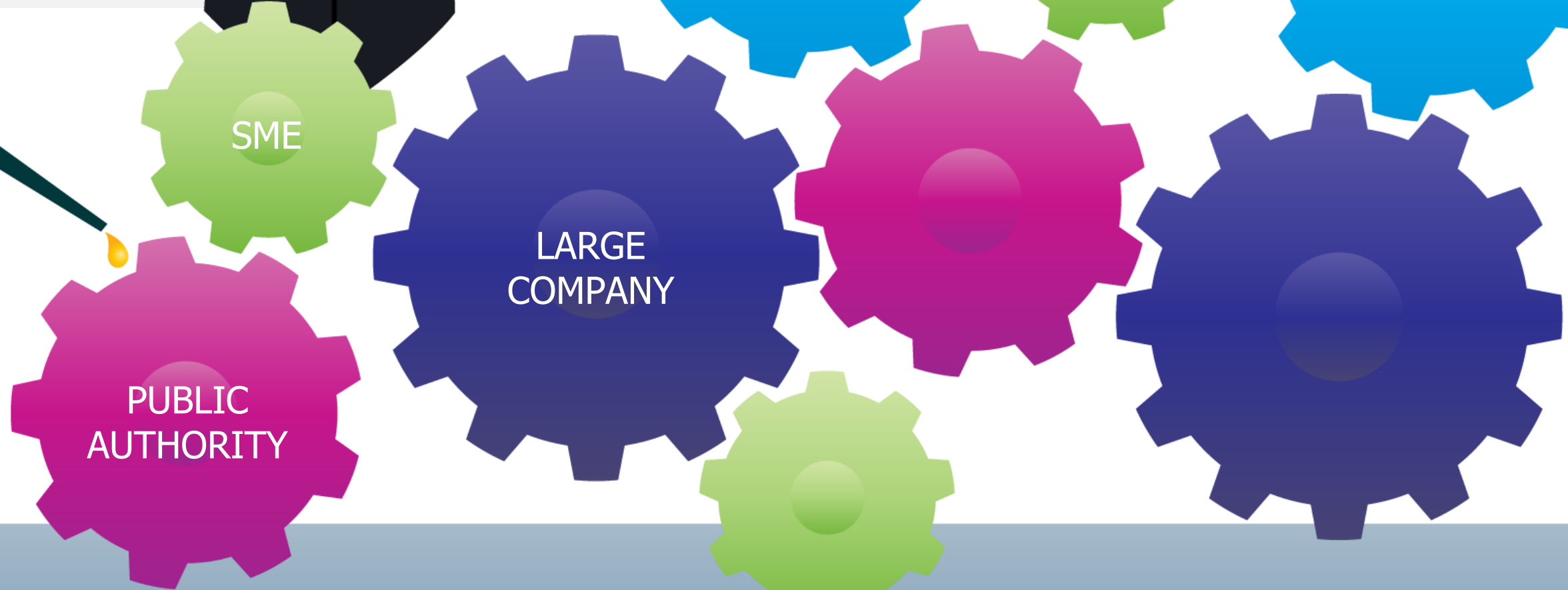


THIS IS HOW THE ORCHESTRATION WORKS

ORCHESTRATOR
Facilitates joint activities.
Funding with innovation cluster funding



BUSINESS FINLAND



OPERATOR/PLATFORM COMPANY
Accelerates growth of the ecosystem, operator's own business must also grow.
Funding: capital loan (Finnish speciality)

PARTNERS
Companies, RTD performers, public authorities, own and collaborative development projects (national/EU funding)

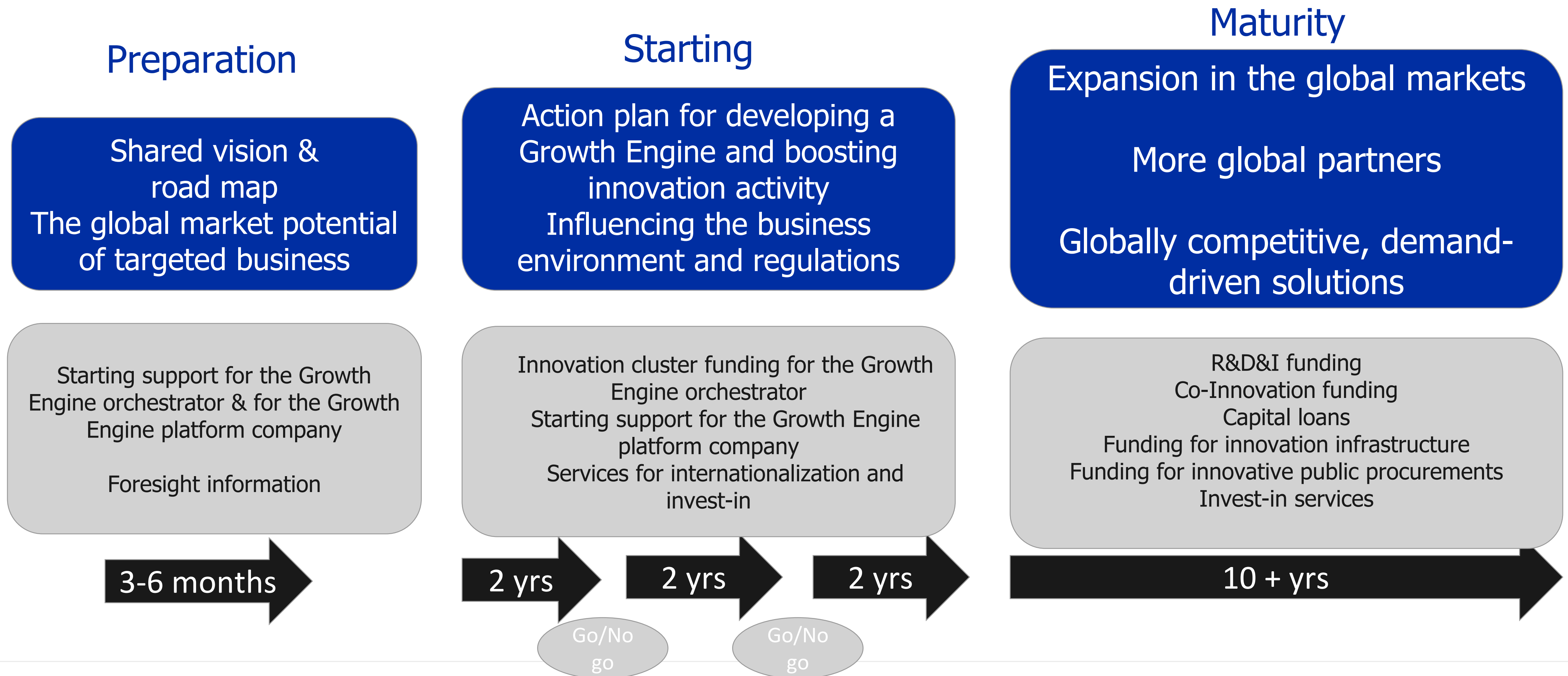
1 BILLION €

Invest in operator

EXPECTATIONS FOR GROWTH ENGINES

- Seek a new business worth more than one billion euros, exports and investment to Finland.
- Develop comprehensive solutions to the global market disruption
- Work to an agreed extent as an open platform for co-operation between different actors and attracting foreign innovation investors to Finland
- Based on a shared vision and a roadmap for achieving goals (growth vision)
- Produce new value for both end-users and partners
- Generate joint innovation projects, pilot projects and demonstrations, as well as openings in the market
- Consist of a credible set of companies from various industries, research organizations, public actors and end customers

EVOLUTION OF GROWTH ENGINES AND BUSINESS FINLAND SERVICES



FUNDING SERVICES FOR GROWTH ENGINES

1. To strengthen the ecosystem

- Funding for orchestration
- Capital loan for the platform company

2. For renewal, growth and internationalisation of partners of the ecosystem

- Funding start-ups and SMEs for internationalisation and growth
- Funding companies' research and development activities, the development of services and business models
- Funding for networks, which will be renewed through research (Co-creation and Co-innovation funding)
- Funding for public procurement entities which aim to modernize services and operations

TAILORED SERVICES FOR GROWTH ENGINES

3. To increase competence of the ecosystem

- Co-creation and Co-innovation funding for research
- Research networks in Finland and EU, research infrastructures and testlabs
- Invest in services

4. To internationalise the ecosystem

- Global foresight and market opportunities services
- Services offered by Business Finland's global networks, e.g. contacts
- Business delegations
- Information on the target market's business environment
- Trade fair grants for SMEs

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