

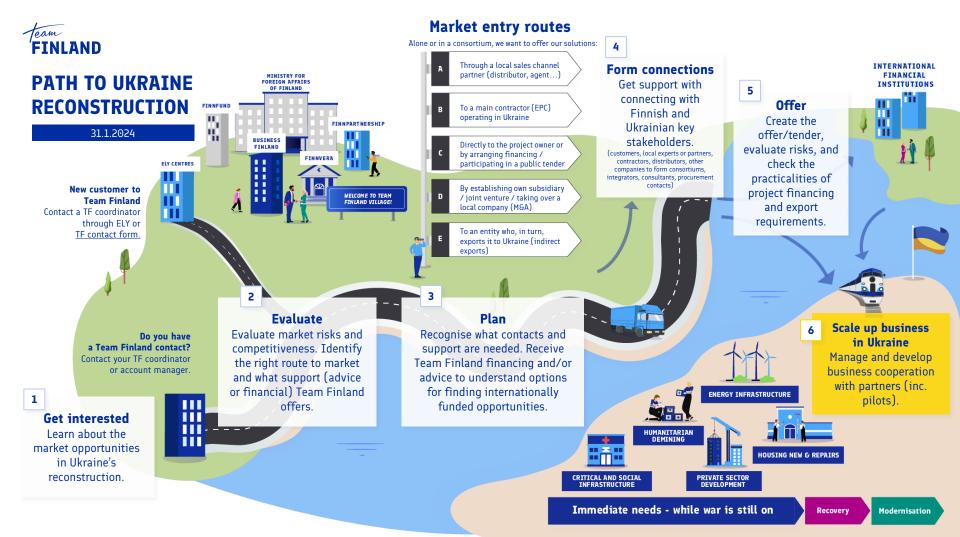
Team Finland Path to Ukraine reconstruction

Reijo Kangas 02.02.2023



Immediate needs - while war is still on

very Modernisati







Self-assessment checklist

Basic criteria for entering the Ukrainian market

Questions that help you estimate your company's readiness.

1. Competitive offering for the Ukrainian market

- Do you have a ready and strong offering that is not being developed or piloted?
- Are you capable of submitting tenders on short notice?

2. Financial resources

- Do you have a stable business with a steady revenue stream to allow long business development time?
- Are you able to invest in resources to search for market opportunities?
- Do you have access to international or national financing? Locally funded projects are limited.

3. Capability to operate in Ukraine

- Are you able to update your knowledge on matters regarding Ukraine?
- Do you have dedicated resources to focus on the market entry?

4. Experience in international markets

Do you have experience in Eastern Europe?

5. Network experience

- Do you already have a local partner in Ukraine?
- Do you have existing experience in working within business networks or consortia?

6. Knowledge of local business culture

- Do you have/have access to a person who knows the Ukrainian business culture and language?
- Do you have understanding of the regulatory environment in Ukraine? Official documents are often shared in Ukrainian.

7. Responsible business operations & due diligence

 Do you agree to the principles of a responsible business (avoid corruption etc.)?



The Team Finland network & mission

Team Finland Contact Form

<u>Information on the situation</u> in Ukraine



Opening doors, relations and connections to International Financial Institutions (IFIs and public administration, financing (PIF, IKI)



Business Partnership Support, financial support for launching business in Ukraine, B2B Matchmaking services, advisory and training services

BUSINESS FINLAND

Advisory services, innovation and international financing, market information

Elinkeino-, liikenne- ja ympäristökeskus

Early-stage financing, support for companies planning to enter international markets



Our mission

We accelerate Finnish companies' process of joining the reconstruction of Ukraine.



finnfund

Impact investments (equity, loan, mezzanine) for companies and project in Ukraine, ranging from 1 to 25 million per investment

FINNVERA

Advice, private sector minor investments in Ukraine, export guarantees (coverage of commercial and political risks)

Other key organisations supporting Finnish companies

Regional developmen t agencies

FINLAND CHAMBER OF COMMERCE







Actions

- Market Understanding
 - https://www.businessfinland.fi/kampanjasivut/ukrainan-ja-venajan-tilannetietoa
 - Communication to Finnish Companies (TF Talks, one web page to follow)
 - International Financing, procurements & market entry models, 12.12.2023
 - **DEVELOPMENT AID TOOL** Kansainvälisten rahoittajien hankkeet, potentiaalisia kumppaneita
 - Energy opportunities, January 17th 2024
 - Vaasa Energy Week, Energy market Study 13.3.2024
 - Biogas market study, completed, not published yet
 - Main Contractors (EPC) in Ukraine, Study to be started in Ukraine
 - National & International key players
- Suomalaisen osaamisen kuvaaminen
 - Esim. Humanitarian Demining
- Services for individual companies and Groups of Companies
 - Jyrki Härkki Project manager
 - Team: Ukraine, Poland and Finland (covering different industries)
 - Rahoitus: Group Explorer, Market Explorer, Exhibition Explorer; Pilottivaiheessa T&K rahoitus



Actions

- CBU vierailu toukokuu?
 - Yhdessä Rakennusteollisuus RT:n kanssa
- International Humanitarian Aid
 - How to create Access for Finnis Companies?
- Ministry of Environment visit to Finland
- International Finance Institutes
 - EU: EIB, EBRD, Nefco, NIB, UN, ...
- Events in Ukraine & Finland
 - Regional, Industry based

