



# 2025

# Annual report

**DEVELOPING  
BUSINESS  
TOGETHER**

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# Foreword

In 2025, the scope of support from the Finnpartnership programme, which channels development cooperation funds, to Ukraine was raised to a new level. Since Russia's war of aggression began, a total of 62 projects by Finnish companies have been launched in Ukraine, and 25 of them started in 2025. At the end of 2025, this amounted to a total of EUR 10.5 million of support granted for launching the companies' operations in Ukraine.

This would not have been possible without Finland's national plan for the reconstruction of Ukraine, prepared in 2023, which channelled a total of EUR 8 million to Finnish companies through Finnpartnership for the next four years. However, as the number of companies interested in Finnpartnership funding was higher than expected right from the beginning, a decision was made to use an accelerated schedule to distribute the granted funds to companies on a need basis over two years, 2024 and 2025.

Through the support for Ukraine, Finnish companies have discovered the Finnpartnership programme in a new way. In 2025, the group of development funding users included new sectors, such as construction, mining and transport, in addition to the traditional softer sectors. Our virtual application workshops provided training about the use of development cooperation funds to the representatives of a total of 359 Finnish companies.

This is logical development. Finnpartnership's funding instrument has been developed to suit the most difficult locations, ones in which situations change rapidly and strategies honed in Finland may vaporise in an instant. Certainly the focus of the instrument development has been on countries traditionally considered as developing countries, such as those in Africa. However, the agile instrument has also been able to effectively adapt to Ukraine's situation.

Last year, the most popular countries in addition to Ukraine were India, Vietnam and Thailand. The average size of the financial grant awarded for projects was approximately EUR 120,000, which means that project size varied primarily between approximately EUR 100,000 and EUR 400,000.

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Companies' role as promoters of development is clear in situations in which society is ready to transition from a supported economy to a business-based one but still lacks in business competence, business operations launch and the availability of capital. This is exactly where Finnpartnership comes in. The primary performance indicators monitored by the programme are the generation of decent jobs and the increase in the capacity of local enterprises. Apart from development, Finnish companies will gain access to growth markets.

Finnpartnership has always built Finnish operators' partnerships in locations where actual export promotion is less urgent. In light of the current events, it unfortunately seems that the world's crisis hotspots are not decreasing. The need for this kind of agile and bold business financing is therefore likely to continue in future as well.

My warmest thanks to all companies for their patience with the requirements related to the use of development cooperation funds, and to all Team Finland operators for cooperation!



Birgit Nevala  
Programme Director of Finnpartnership

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# Finnpartnership: business partnerships for a better world

The objective of the Finnpartnership business partnership programme is to increase commercial cooperation between Finland and the developing markets so that projects generate positive development impacts in the target countries. The programme's aim is to create sustainable innovations and decent jobs.

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Finnpartnership offers Finnish companies and organisations interested in the developing markets financial support, guidance and contacts to help them establish long-term business operations. The programme's main service is Business Partnership Support, which is a financial grant for the initial stages of business operations, the development of existing business and joint innovation with a local partner. Finnpartnership's B2B Matchmaking service helps bring together Finnish and developing market operators. In addition, the programme offers training and guidance related to the development impacts and the developing markets.

The programme is demand-driven and covers all the developing countries on the OECD Development Assistance Committee's (DAC) list. All services provided by Finnpartnership are free of charge.

Finnpartnership is a programme funded by the Ministry for Foreign Affairs, and its services are provided by Finnfund. Finnpartnership works in cooperation with the rest of the Team Finland network, among others. The programme was launched in 2006.





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# **BUSINESS PARTNERSHIP SUPPORT**

Business Partnership Support is a financial grant offered by Finnpartnership to Finnish operators for commercial projects targeting developing markets.

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## Key figures for 2025

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# 156

Finnpartnership received 156 Business Partnership Support applications. The number of applications was 10 per cent higher than in the previous year.

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The financial grant was awarded to 79 projects and it amounted to EUR 9,543,861 in total. This is the second highest amount in Finnpartnership's history.

# 9,5m€

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# 42

The projects targeted 42 countries and 18 different sectors. The top target countries were Ukraine, India, Vietnam and Tanzania.

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Of the financial grant, a total of EUR 4,179,219 was awarded to projects targeting Ukraine. This amounts to 44 per cent of the total grants awarded.

# 44%

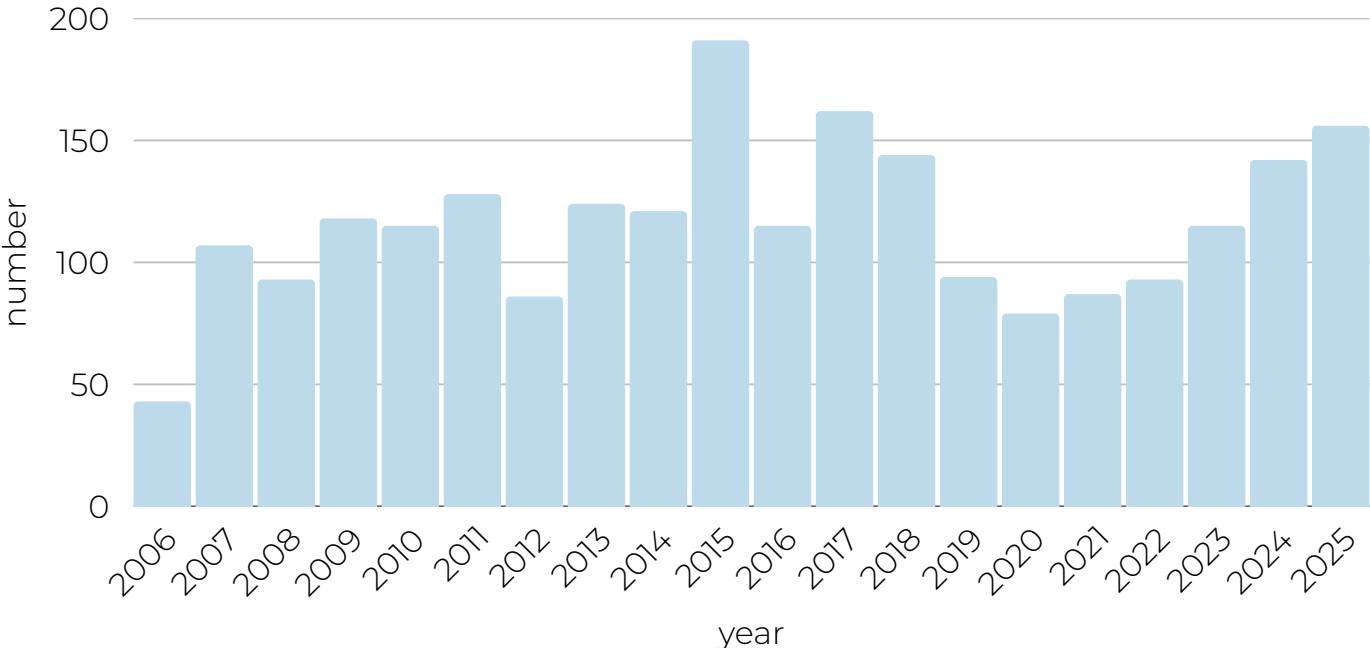
# Number of applications continued to grow from the previous year

During the year, Finnpartnership received a total of 156 Business Partnership Support applications. The number of applications has increased considerably in recent years, and compared to 2024, the number of applications received was again 10 per cent higher. Most of the applications were received for projects targeting Ukraine, India, Rwanda, Lesotho and the Philippines.

The increase in the number of applications indicates that a growing number of Finnish companies are interested in expanding their operations to the developing markets, and at the same time, they have discovered the services offered by Finnpartnership.

Although the programme is fully demand-driven, Finnpartnership’s goal is for its B2B Matchmaking events to generate new applications as well. Finnish companies meet local operators in the events, and the events offer opportunities to start planning shared business operations, which can receive a boost from Finnpartnership’s financial grant in the initial stages. Of the applications received in 2025, 17 per cent originated from events held in Finland, in the developing markets or virtually.

Number of applications annually



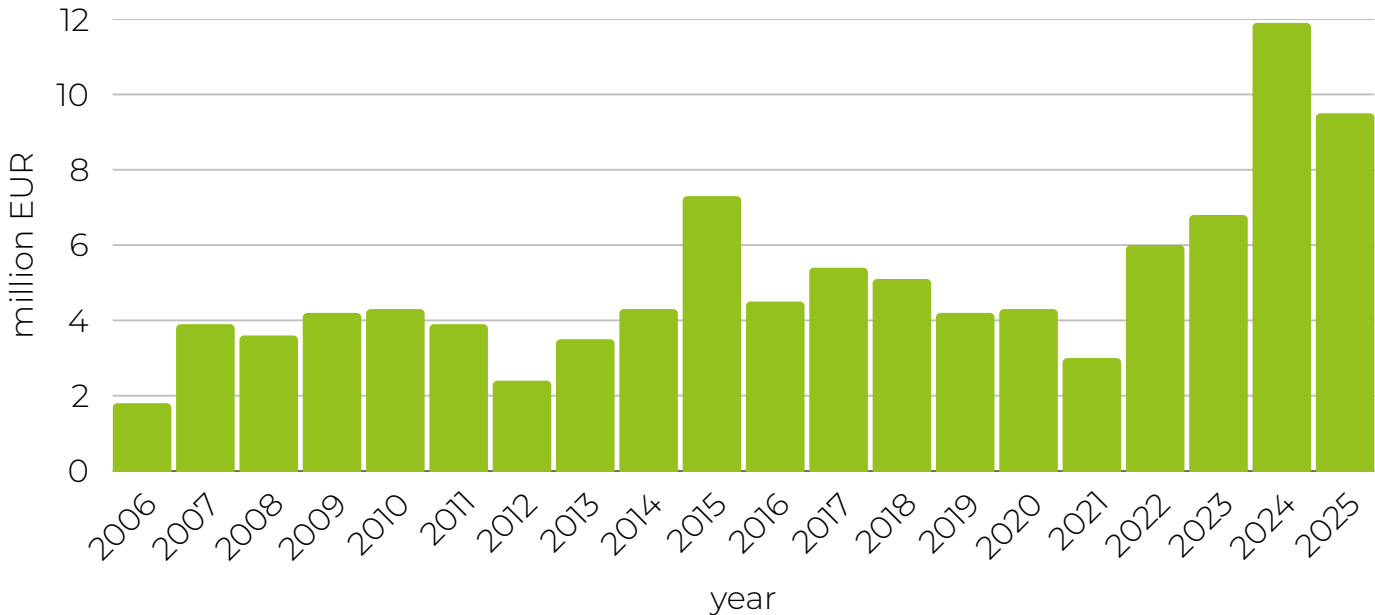
# Increased number and size of projects

During 2025, Finnpartnership processed the Business Partnership Support applications received between 1 November 2024 and 31 October 2025. During that period, the programme received a total of 156 applications, of which 79 were approved. The Ministry for Foreign Affairs is in charge of making the discretionary government transfer decisions, in other words, approving the applications, and of determining the Business Partnership Support amount to be granted. Finnpartnership prepares statements on the applications to provide the Ministry with decision-making support.

The approved 79 applications by Finnish operators were awarded Business Partnership Support in the total amount of EUR 9,543,861. The amount of the financial grants awarded was the second highest in the programme's history. The number of projects has grown, and Finnish operators also carry out larger projects with Finnpartnership's financial grants. The average amount of the financial grants awarded to projects exceeded EUR 100,000 for the second time, with the precise amount being EUR 120,808.

Many projects targeting Ukraine have been large construction and mining sector projects. Additionally, nearly all projects that received the highest amount of financial grants in 2025 aimed to pilot technology or other solutions, besides other project activities.

Financial grant awarded annually, EUR million



The amount of financial grants awarded to individual projects varied from EUR 15,300 to EUR 358,200. The purpose of the Business Partnership Support is to provide assistance to smaller and larger projects carried out by Finnish operators in the developing markets. The amount of the financial grant that an individual project can receive is EUR 15,000 – EUR 400,000.

### Average size of the financial grants awarded annually, EUR



### Applicants' poor financial situation or insufficient financial resources main reasons for rejection

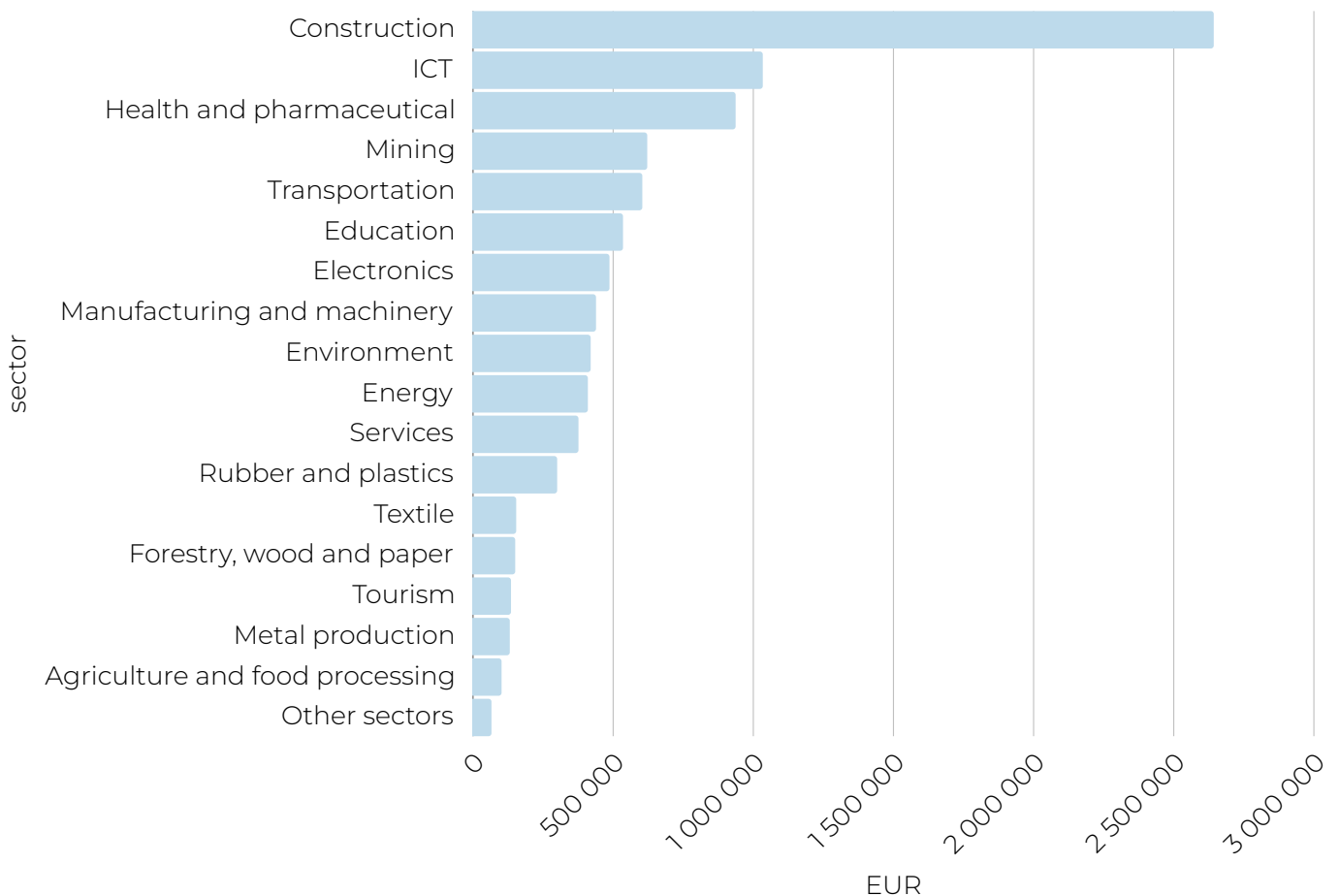
The Ministry for Foreign Affairs rejected 71 applications processed in 2025, and six were technical rejections with the applicant themselves requesting an interruption of the application processing. The number of rejected applications was considerably higher than in the previous years. This is in part explained by the considerable increase in the total number of applications.

Among other things, Finnpartnership received several applications where the goal was to launch business operations in Ukraine but unfortunately with insufficient resources. The most common reasons for rejection include the applicants' poor financial situation or insufficient financial resources for the implementation of the planned project. As the financial grant awarded by Finnpartnership is paid retroactively, the company carrying out the project should have sufficient financial resources to reach its goals right from the start of the project. Other reasons for rejection included unalignment of the project objective with the Business Partnership Support conditions, or the insufficiency of the estimated development impacts.

## Increased number of large companies among grant recipients

Financial grants were awarded to a total of 77 Finnish companies and organisations, of which some received support for several projects during the year. A significant change was the increase in the number of large companies among the Business Partnership Support applicants and recipients. In 2025, approximately 30 per cent of the financial grants were awarded to projects carried out by large companies, whereas before Finnpartnership's latest programme period in 2021, the share of large companies of the support granted was approximately 20 per cent. The projects by Finnish operators focused on 18 different sectors, of which the construction, education and ICT sectors as well as the health and environment sectors were the most popular, measured by the number of projects.

### Financial grant awarded, by project sector, EUR

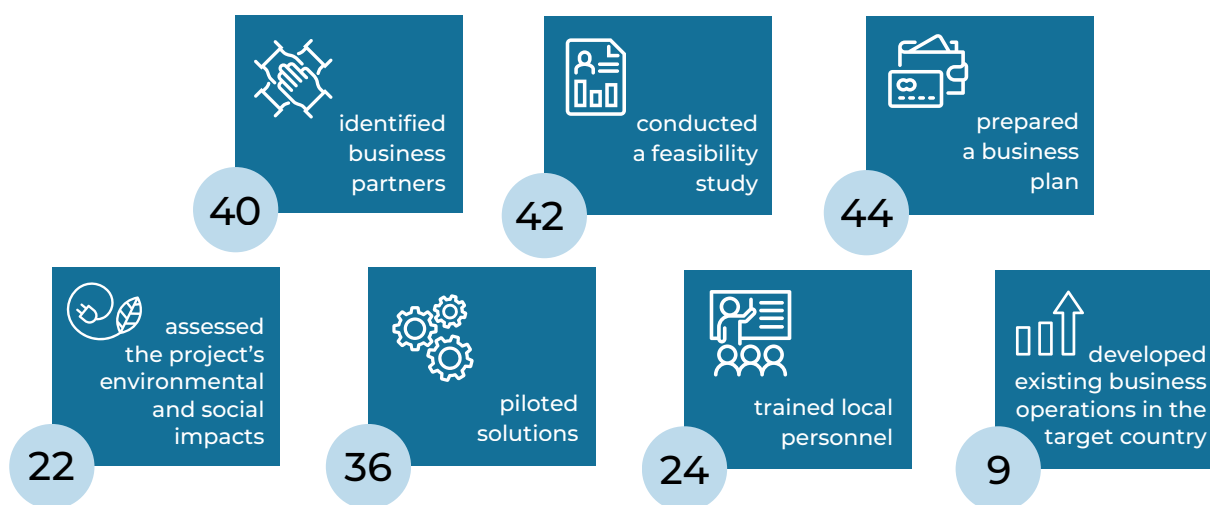


The majority of Finnish companies receiving support from Finnpartnership aim to establish long-term partnerships in the target country. This was the main objective of 60 projects in 2025. Companies can also use the financial grant for piloting their solutions with ODA-eligible international organisations. Last year, six projects received financial grants for this purpose.

A total of six other projects received financing for support functions aiming to develop the local community in the respective target countries. Support function projects are often implemented by educational institutions and NGOs, and the projects must be directly linked to the companies' Business Partnership Support projects. Additionally, six other projects were granted innovation funding, and one project received a financial grant for a feasibility study in an investment project eligible for the Ministry for Foreign Affairs' Public Sector Investment Facility funding.

Depending on the project objectives, a company or an organisation may apply for a financial grant for one or more project phases at a time. The financial grant helps companies in the preparatory stage of business operations, in other words, when the company works to determine whether starting business operations in the target country is feasible and how to launch them. In addition, companies may receive a financial grant for the development of their existing business operations in the target country.

### Among the operators who received a financial grant in 2025



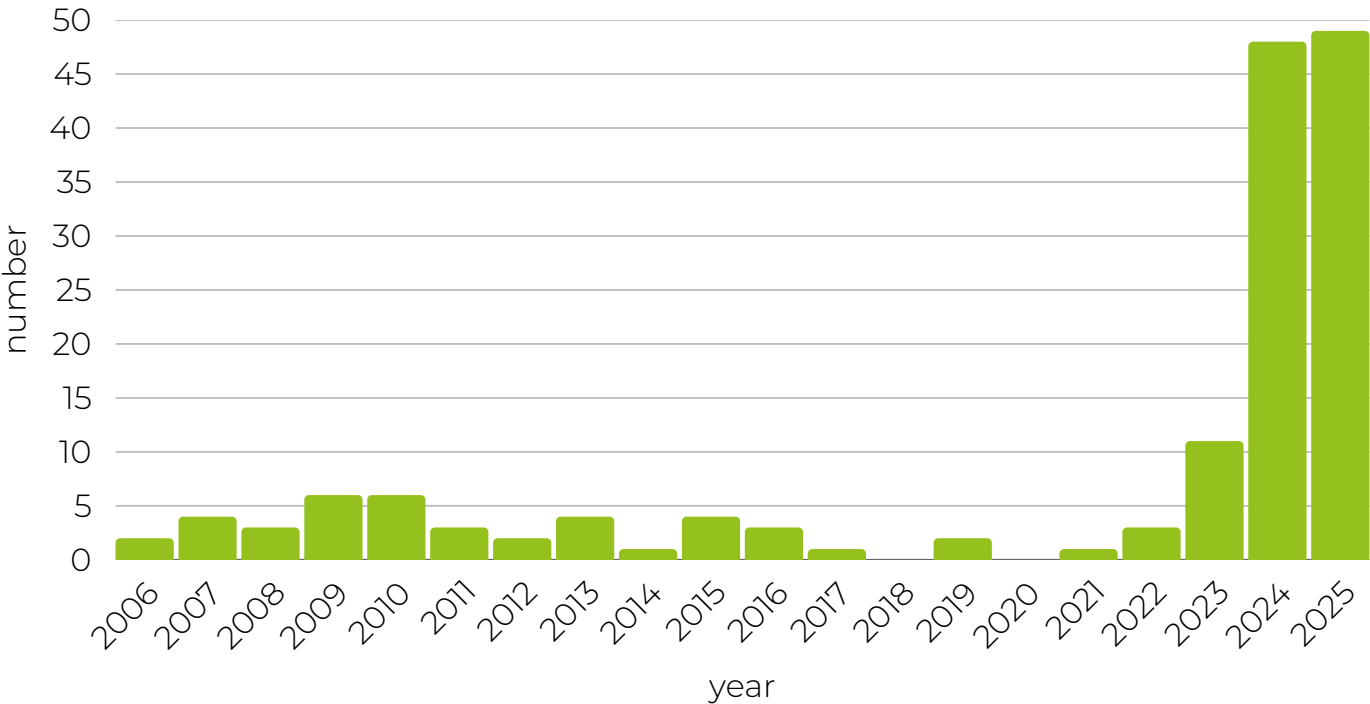
Business Partnership Support is paid retroactively against the expenses incurred in the project. The last projects that started in 2022 became payable in 2025. A record-breaking 74 per cent of the financial grant awarded was payable, which is a significant change in Finnpartnership's history. Earlier, the payment rate of the financial grants has been approximately 50 per cent or less.

Finnpartnership started a new programme period in 2022. During the period, the programme launched several services to support the progress of companies' projects and to prevent project interruptions. The increase in the payment rate is a significant indicator that the measures launched have supported the realisation of the companies' projects.

# Support for Ukraine at a record-high level for the second consecutive year

In 2025, the interest among Finnish companies in Ukraine remained at a record-high level. Although the support percentage of projects targeting Ukraine was reduced at the beginning of the year, the interest shown by Finnish companies did not wane. A total of 49 Business Partnership Support applications targeting Ukraine were received in 2025, which broke the 2024 record. This is thus a new record in the number of applications targeting Ukraine within one year and the highest number of applications targeting one target country within one year in Finnpartnership’s history. The number of projects targeting Ukraine accounted for 31 per cent of the applications received during the entire year.

Number of projects targeting Ukraine annually



In 2025, Finnpartnership processed the applications received between 1 November 2024–31 October 2025. During that period, the programme received 53 applications targeting Ukraine. Among them, 25 projects received Business Partnership Support in the total amount of EUR 4,179,219. The highest amount of financial grants were awarded to the construction sector – over 50 per cent of all financial grants awarded for Ukraine in 2025.



On average, the Business Partnership Support projects targeting Ukraine have been larger than those in other target countries. This is largely explained by the interest shown by large and medium-sized companies in Ukraine. These companies have had the capacity and resources to apply for higher support amounts. In addition, the need for resources in the construction sector projects is usually slightly greater, which also requires more funding than many other sectors. The financial grants awarded to many known Finnish construction sector companies, such as Peikko Group Oy and the IHDA consortium companies Granlund Oy, K2S Arkkitehdit Oy, NHG Finland Oy and ONE Architects Oy, have therefore been larger than average.

## **Regional Coordinator for Ukraine supports Finnish companies from Kyiv**

Finnpartnership's team was expanded with an important new member in the spring of 2025 when Tetiana Filipovych took the position of the Regional Coordinator for Ukraine in Kyiv. During the year, she supported several Finnish operators in access to the Ukrainian market. Tetiana provides advice on Business Partnership Support projects and supports Finnish operators in finding local business partners.

Tetiana visited Finland in May, and during her visit to Helsinki, she met some of the key Team Finland operators, Finnpartnership's clients and companies interested in Ukraine. Her position continues, and she will also serve Finnish companies on site in Kyiv in 2026.

## **Funding guidance and assistance in finding local partners**

During the year, Finnpartnership shared information on its services actively with parties interested in the Ukrainian market both through the media and in events. For example, at the beginning of the year Finnpartnership organised a series of three webinars with the Ukrainian League of Industrialists and Entrepreneurs (ULIE) on launching business operations in Ukraine, participated in the Rebuild Ukraine Exhibition and Conference in Warsaw with the Team Finland network, and organised a Finland-Ukraine B2B Matchmaking event for construction and energy sector operators in Helsinki. Finnpartnership also brought Ukrainian construction sector operators to Finland for the B2B Matchmaking event.

In addition, Finnpartnership organised separate financing workshops on Ukraine for smaller groups of companies during the year.

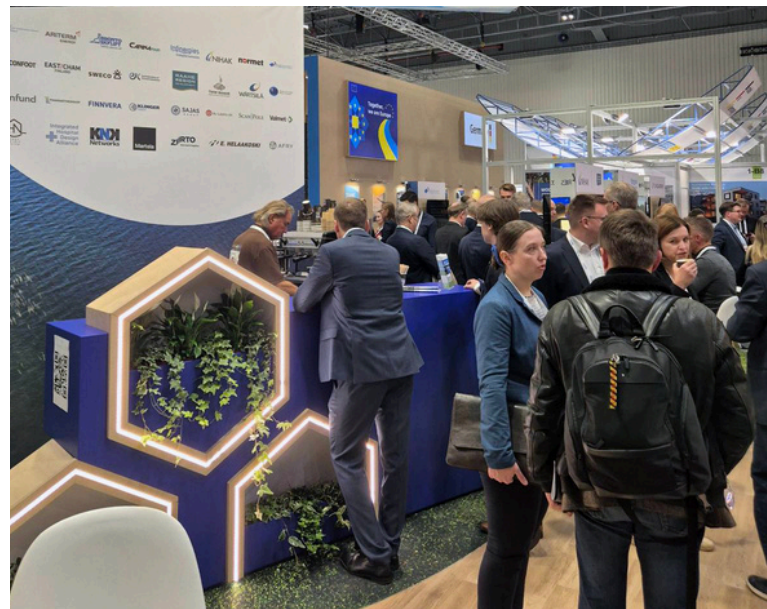
In addition to the events it organised, Finnpartnership attended several other events during the year, such as events held by Southern Ostrobothnia entrepreneurs' association for the region's companies, the official side event of the Ukrainian delegation to the Slush event, the Ukraine Friends Night, and the Ukraine reconstruction forum organised by the Confederation of Finnish Industries.

Besides its own events, Finnpartnership has marketed events by other Team Finland operators to Finnish companies and engaged in even closer cooperation with other Team Finland operators to offer a more streamlined and comprehensive service path to the Ukrainian market for Finnish companies. During 2025, Finnpartnership also started closer communication with the Confederation of Finnish Industries as part of the Confederation's Pro Ukraine project.

Finnpartnership continues to support Finnish operators to launch long-term business operations and establish partnerships in Ukraine. This is a way for the programme to support Ukraine and the country's reconstruction through its operations.



In November Finnpartnership organised a Finland-Ukraine B2B Matchmaking event in Helsinki for construction and energy sector operators.



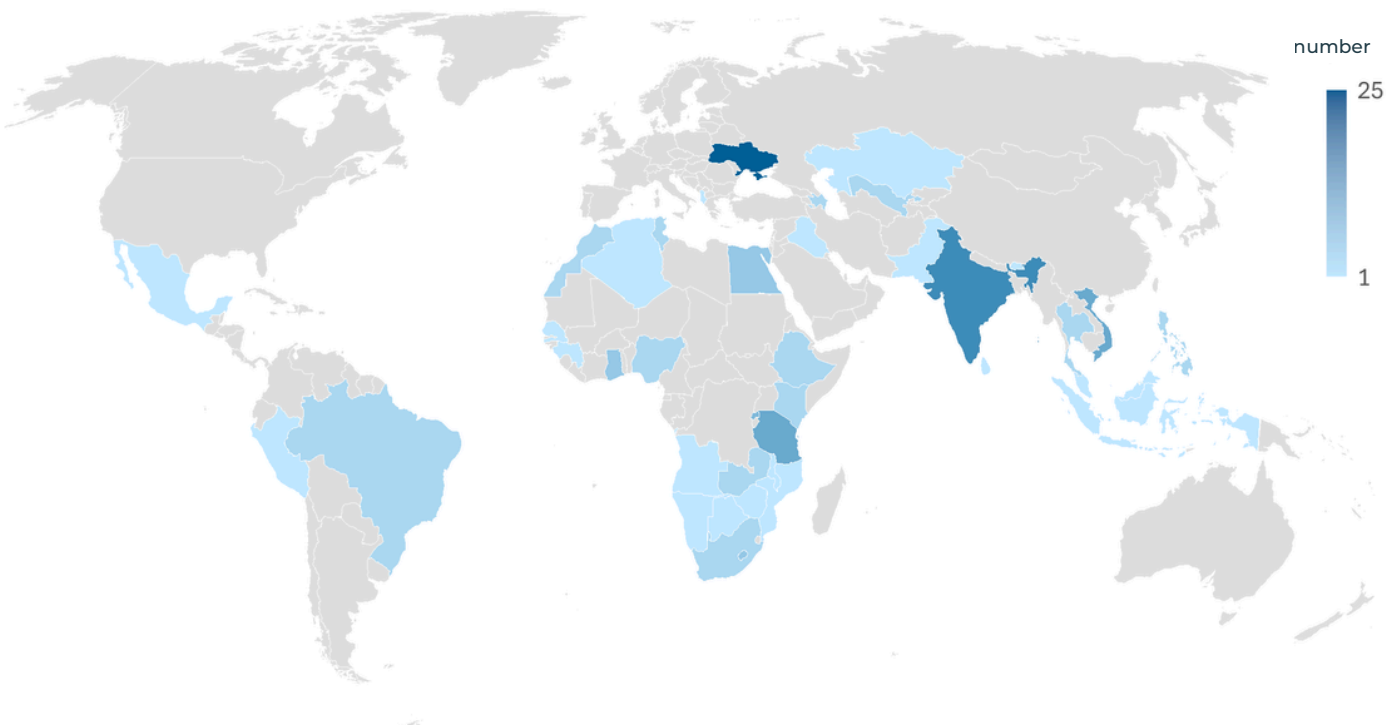
Programme Officer Ville Jokinen participated in the Rebuild Ukraine Exhibition, held in Warsaw, together with the wider Team Finland network.

# Projects in more than 40 different countries

In 2025, projects targeted a total of 42 different countries. Ukraine, with a total of 25 projects, was the most popular target country. Measured by the number of projects, the most popular target countries besides Ukraine included India with seven projects, and Vietnam and Tanzania with five projects each.

A Business Partnership Support project can target more than one country, in which case the project is registered for each target country in statistics. Finnpartnership is glad to see Finnish companies also launching projects in Kosovo, Albania, Iraq and Lesotho, for example, where projects supported by Finnpartnership have been rare.

## Target countries of 2025 projects



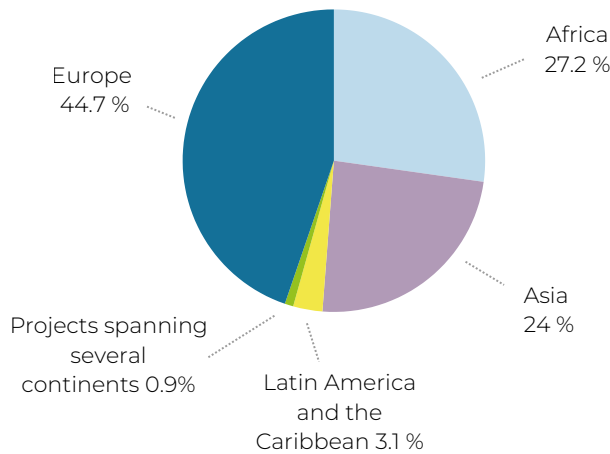
## Finnpartnership promotes Sustainable Development Goals 5 and 8

Finnpartnership is part of Finland's official development cooperation, and the programme supports the objectives of the State's development policy. Financing and other services received through the programme are strongly based on companies' demand, but the terms and conditions of Business Partnership Support enable

Finnpartnership to direct the projects in part to regions that are central from the development policy perspective.

The State of Finland objectives of the development cooperation are based on the Sustainable Development Goals and broadly shared priorities, such as strengthening the rights and status of women and girls, education and climate action. Regionally, an increased share of Finland’s development cooperation focuses on Ukraine. Through its operations, Finnpartnership aims to promote Sustainable Development Goals 5 (Gender Equality) and 8 (Decent Work and Economic Growth).

### Geographical distribution of the support granted



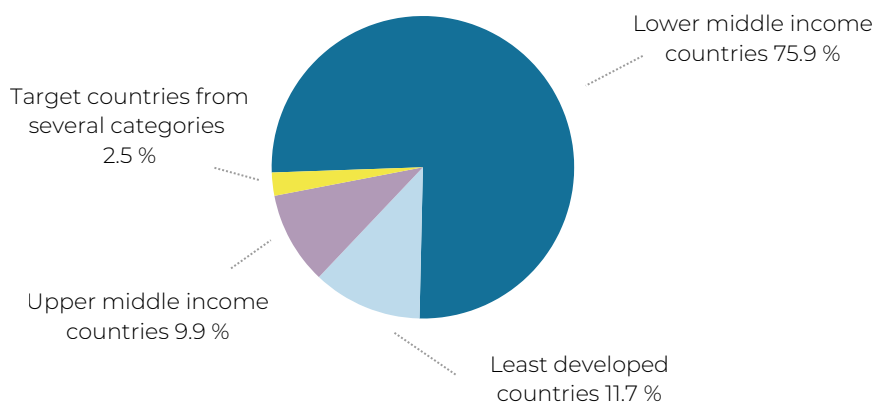
**44 %**

Share of support granted to projects in Ukraine

**88 %**

Share of support granted to projects in lower middle income countries or poorer

### Distribution of support granted by the target country’s development stage



**37 %**

Share of projects with gender equality impacts

**39 %**

Share of support granted to projects in fragile states

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# Innovation funding supports further development of products

The year 2025 was the first year of operation for Finnpartnership's innovation funding, and it introduced a significant change in the programme services. Innovation funding was implemented as a new project type within Business Partnership Support, and it replaced the former Developing Markets Platform further financing awarded by Business Finland. Innovation funding was integrated with Finnpartnership's existing application process and service offering, which streamlined companies' path to funding and strengthened the programme's capability to support the further development of innovations in the developing markets.


The goal of innovation funding is to support Finnish companies in the further development of their innovative solutions together with local partners in the developing markets. The funding makes it possible to develop a product, process or business model further in situations in which the solution requires additional conceptualisation, testing and joint development before commercialisation.

A central aspect of innovation projects is a development challenge, to which the innovation being developed further seeks to provide a solution in the target country. The projects target in particular the UN's Sustainable Development Goal 9 (Industry, Innovation and Infrastructure), which emphasises the importance of sustainable industry, innovation and infrastructure in economic and societal development.

## **Innovation funding suits a variety of business models**

In 2025, Finnpartnership received a total of 11 innovation funding applications from different sectors for four different continents. The number of applications received exceeded the goal of ten innovation funding applications set for the first year of operation. The applicants included industry and technology sector operators and companies providing digital products and services. This demonstrated the suitability of the new project type for a variety of business models and innovations.

The applications emphasised the role of local partners in the further development, testing and piloting of innovations. The innovation partners represented local expert



companies and research organisations, which strengthened the local relevance of the projects and their prerequisites for the long-term application of the solutions in the target countries.

The implementation of innovation funding involved considerable efforts to spur action among companies. In 2025, Finnpartnership worked in close cooperation with Business Finland's Developing Markets Platform and with HAUS to increase the awareness of innovation funding among those companies in particular which already had a research and development project funded by Business Finland. The goal was to present innovation funding as a natural continuation of the earlier R&D work and to support companies in the transition towards the developing markets.

During the year, Finnpartnership provided guidance to more than 30 companies on innovation funding. The guidance focused on assessing the suitability of the funding, linking projects to an R&D project that was a parent project, and ensuring that joint development and the development impacts were considered in project planning.

## **Usability of innovation funding expanding in 2026**

In 2026, Finnpartnership continues to strengthen the recognition of innovation funding by organising targeted workshops and presenting the funding in events together with various partners. Cooperation with the Team Finland network is important in the identification of project ideas.

Since the beginning of 2026, a research and development project carried out with the development grant from the Economic Development Centre can also be accepted as the innovation project's parent project. This provides an increasing number of companies with an opportunity to benefit from the funding.

# New routes to cooperation between companies and UN organisations

For the first time, Finnpartnership attended the AidEx event organised in Geneva and met several UN organisations and discussed concrete cooperation opportunities for companies. The networking events held in connection with AidEx provided a direct connection for Finnish companies to UN's operations.

During the year, Finnpartnership created a new cooperation model, based on development challenges, which aims to introduce Finnish solutions to UN organisations and thus provide companies with a clear path to piloting projects with the organisations. The model was first piloted with the World Food Programme (WFP), with a focus on the development of school meal programmes in Indonesia. An event was held in which 12 Finnish companies presented their solutions to the WFP. This set a foundation for events focusing on development challenges which Finnpartnership plans to organise, together with different UN organisations, also in 2026.

The programme also provided Finnish companies with free access to the DevelopmentAid website, which includes information on international tenders. Finnpartnership has provided the service to companies since 2023, previously jointly with the Ministry for Foreign Affairs and Business Finland. The service has benefitted a total of more than 220 operators, and it is offered to companies in 2026 as well.



Programme Officer Jessica Lehdonvirta, Business Partnership Officer Topi Hukkanen ja Programme Director Birgit Nevala at AidEx.



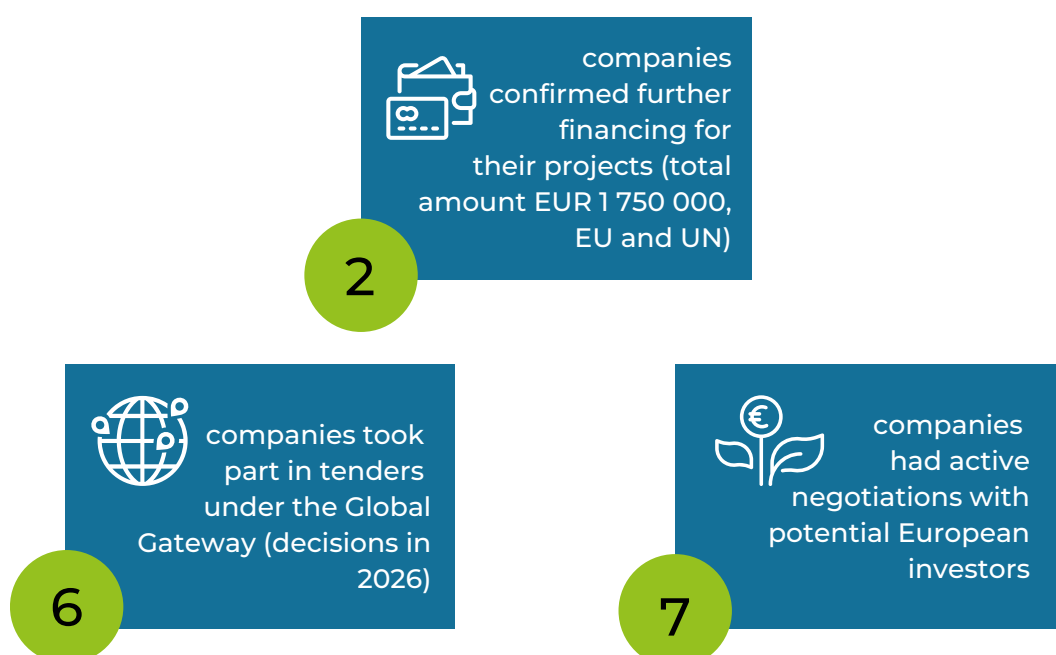
Networking events at AidEx promoted the visibility of Finnish operators among the other international development actors.

# Global Gateway: support for companies in obtaining further financing

Finnpartnership actively encourages companies to examine different financing options as part of the Business Partnership Support projects. The goal of the majority of projects supported by Finnpartnership is local business operations or a long-term business partnership with a local partner. Local business operations and the related investments in particular highlight the need to examine financing options and to conduct financing negotiations as part of projects supported by Finnpartnership.

Financial grants cannot be used directly for work related to tenders. At the same time, it is obvious that work carried out by companies as part of Business Partnership Support often supports or enables participation in certain tenders. This is emphasised in particular in tenders which require that a local partner is included in the proposal, for example.

Opportunities found within the Global Gateway campaign may offer considerable further financing options for Finnish companies. The spectrum of providers of financing in the developing markets is naturally considerably broader and includes multilateral operators, for example. Last year, a total of 15 companies that received Business Partnership Support either in 2025 or earlier demonstrated proven results or a pursuit for further financing.



## Cooperation with Finnish and European operators

Finnpartnership cooperates with Finnish operators who are responsible for implementing Team Europe initiatives. Generally, the initiatives are programmes funded by EU member states and the EU, and they focus on a development challenge that is specific to a country or a region. Their implementation is the responsibility of European development cooperation organisations and other experts. In many initiatives, supporting the cooperation between the EU and companies in the target country or region is taken into consideration through tenders, for example.

In addition, Finnpartnership is represented in the steering group for the Team Europe initiative, Opportunity Driven Skills and VET in Africa.

Last year, Finnpartnership continued the previous cooperation with key European development cooperation organisations and instruments intended for the private sector to identify options in development cooperation. Despite the obvious synergies, positioning different programmes within the broader Global Gateway strategy has proven challenging. Cooperation to find different options and operating methods continues in 2026.

The EU-driven structures under the Global Gateway strategy for generating larger infrastructure projects and investments in partner countries have been evolving since the launch of the strategy. A good example of a changing operating arena and methods was the Global Gateway Investment Hub, launched by the Directorate-General for International Partnerships (DG-INTPA) in October 2025, for which the EU is hoping to receive project presentations from member states. At the end of 2025, the Investment Hub's more specific operating method and the position of the Business Partnership Support within broader project development were yet to be further clarified.

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# Lighter project reporting requirements

The reporting requirements on projects was eased at the beginning of 2025, based on feedback from companies. The former model of three periodic project surveys was found to be disproportionately burdensome, which is why the number of surveys was reduced to two. In future, companies will respond to follow-up surveys at approximately 10 and 18 months from the approval of the project, instead of the former 8, 16 and 24 months. The goal of the change is to lighten the administrative workload of support recipients and to ensure that the data being collected continues to be timely and useful for the monitoring of programme outcomes. Despite the lighter reporting requirement, Finnpartnership continues to monitor the progress of projects and the development impacts they generate throughout their life cycle.

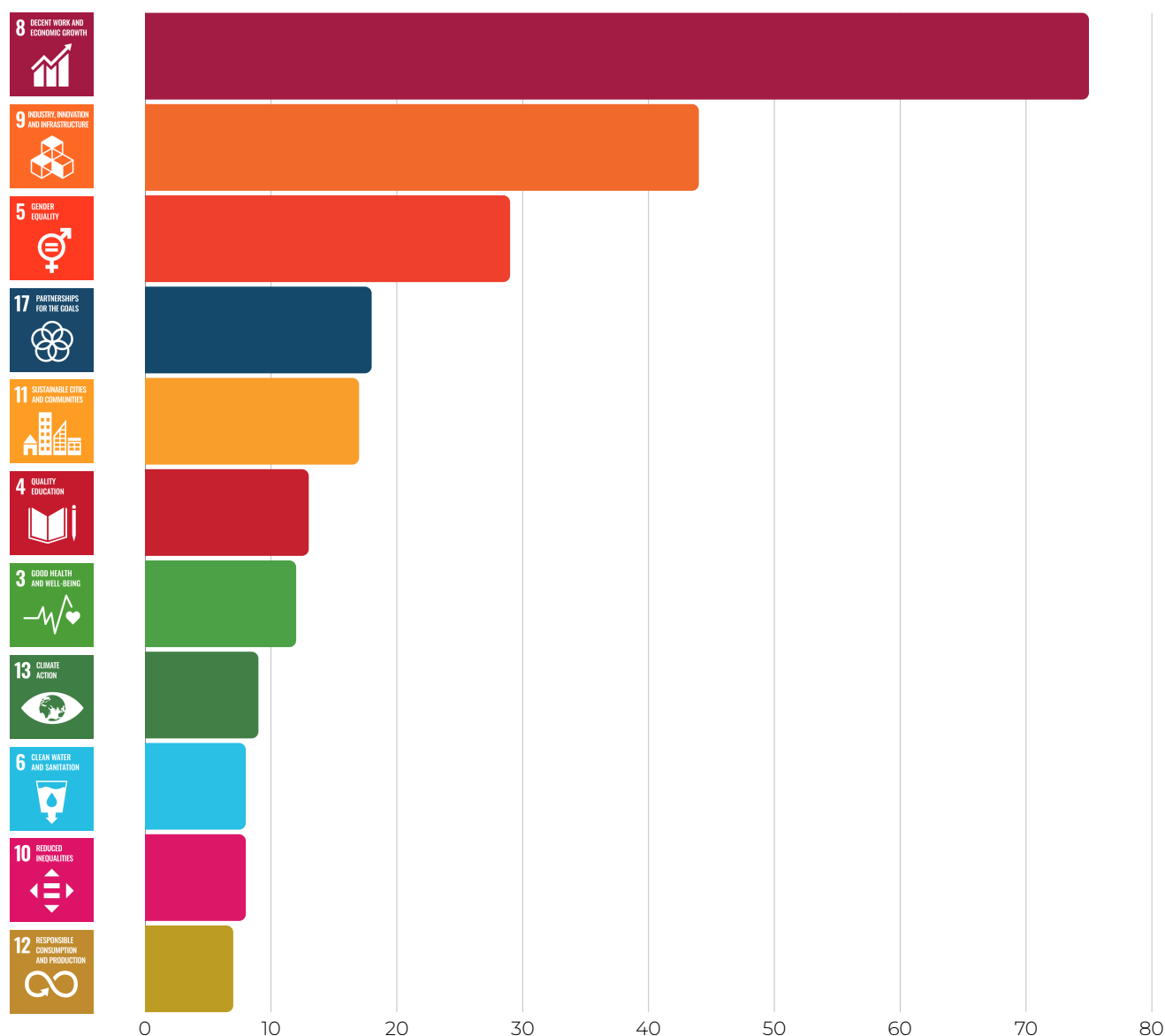
During the year, Finnpartnership carried out monitoring in India, Uganda, Zambia and Ukraine. The purpose of monitoring is to assess the implementation of projects, verify the financial grant's impact and collect experiences for project development. In some cases, monitoring applied a technology-assisted tool to conduct interviews anonymously. According to companies, the tool has provided valuable feedback for the development of their operations.

The consulting service agreements were renewed for the option period, and the free-of-charge voucher consulting was still offered to companies whose projects involve considerable environmental, social and human rights risks. Finnpartnership assesses the need for consulting on a project-specific basis and offers free support through four types of vouchers: environmental and social impacts, human rights impacts, fragile states and conflict zones, as well as access to the developing markets. In 2025, the agreements were extended with the existing experts and agreements were also signed with some new operators to expand the coverage of the service.

## Assessment of development impacts

Finnpartnership assesses the expected development impacts of each project in the application processing phase. The projects' potential links to the UN's Sustainable Development Goals and Finland's development policy objectives are also determined at that point. Although the estimates are only indicative at the beginning phase of projects, they provide important indicators of potential future development impacts.

## Expected impacts of projects on the UN's Sustainable Development Goals (SDG), number



## Projects' expected impacts on Finland's development policy objectives, number

22

1. Strengthening the status and rights of women and girls

75

2. Sustainable economy and decent work in developing countries

15

3. Education; Peaceful and democratic societies

13

4. Climate change and natural resources



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# **B2B MATCHMAKING**

Finnpartnership's B2B Matchmaking events and service bring together businesses in Finland and in the developing markets.

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# Key figures for the B2B Matchmaking service

187

Finnpartnership's B2B Matchmaking database contains 187 companies in the developing markets which are currently looking for Finnish business partners.

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The companies in the B2B Matchmaking database operate in 47 different countries.

47

17

In 2025, Finnpartnership participated in organising 17 events in which Finnish operators could meet companies from target countries.

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Of the 156 Business Partnership Support applications received in 2025, 17 per cent originated from B2B Matchmaking events organised by Finnpartnership.

17%

# B2B Matchmaking events targeted Africa and Europe

The events organised in target countries and virtually constitute a significant portion of Finnpartnership's B2B Matchmaking work. They offer current information about the target country's market situation and provide a concrete opportunity to meet local companies and other organisations.

During 2025, Finnpartnership participated in organising six events in target countries. Doing Business with Finland seminars were held in Morocco and Laos at the beginning of the year. The visit to Morocco focused on the digital infrastructure and water supply management, and a total of 15 Finnish companies and organisations and nearly 30 people attended the seminar. It was the largest company visit of its kind from Finland to Morocco.

In May, Finnpartnership collaborated with Education Finland again and organised a visit to the eLearning Africa conference. The eLearning conference held in Tanzania is Africa's largest digital learning event. In addition to sharing a booth at the conference, the Finnish operators participated in panel discussions, met decision-makers from



Besides the Doing Business with Finland seminar held in Morocco, companies got to visit Veolia in Rabat, a water and energy sector operator.



Altogether 11 Finnish organisations took part in the eLearning Africa event held in Tanzania. During the week, the participants signed several MoUs and established valuable contacts with education policymakers from various countries.



At the heart of every Doing Business with Finland seminar is the B2B Matchmaking session, during which Finnish companies have the opportunity to meet with companies from target countries.



Finnpartnership organised for the first time Doing Business with Finland seminars in Kosovo and Albania. The events focused on ICT and mining sectors.

different countries and international organisations, as well as attended the Doing Business with Finland seminar.

In August, Finnpartnership joined a delegation of companies in a visit to Namibia to learn about the country's mining industry. During the week, the delegation toured different mines and participated in the Mining Expo event.

The year's last Doing Business with Finland seminars were held in Albania and Kosovo in October. The events brought together Finnish and local companies in the IT and mining sectors. In addition to attending the seminars, Finnish companies presented their operations and services at the KosICT Technology Festival.

Finnpartnership always organises events in close cooperation with other Team Finland operators such as Finnish embassies. Besides the events in target countries, two virtual B2B Matchmaking events were organised for Finnish operators to meet Ukrainian and Namibian companies. Moreover, as part of its Global Gateway work Finnpartnership participated in organising meetings with African companies with digital innovations in an event held in Helsinki.

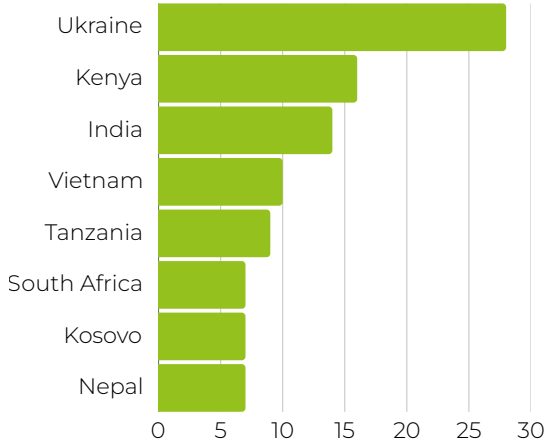
# B2B Matchmaking service brought together several companies

Finnpartnership maintains a B2B Matchmaking database to which companies operating in the Global South and conducting profitable business operations can register. Finnish companies can search for relevant operators on the website and contact them through Finnpartnership. In 2025, 35 new companies seeking Finnish business partners registered in the database. At the end of the year, the total number of companies in the database was 187.

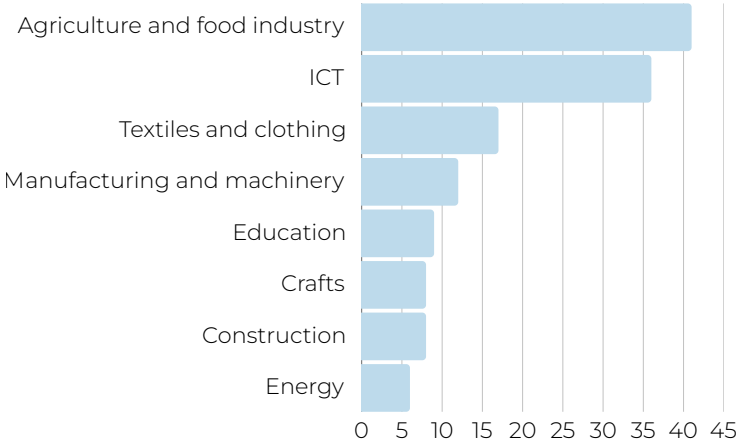
At the beginning of the year, the Finnpartnership team was reinforced with a new full-time employee in charge of the B2B Matchmaking service. In addition, the Regional Coordinator for Ukraine is in charge of establishing connections between Finnish and Ukrainian companies. During the year, the information of companies included in the B2B Matchmaking database was updated and Finnish partners were matched with them. Finnpartnership organised 16 company introductions in Finland and in the developing markets. In addition, external consultants scheduled and organised 11 meetings for the selected B2B Matchmaking companies.

Moreover, three market reports were updated which provide practical information for companies in the developing markets on exporting products and services to Finland. The reports focus on the ICT sector, clothing and technical textiles, as well as coffee. The preparation of a report on exporting fruit also began at the end of the year.

The top home countries of the companies in the database



The top sectors of the companies in the database





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# GUIDANCE, TRAINING AND COMMUNICATION

Finnpartnership offers guidance and shares topical news on various channels. The focus is on increasing awareness of the opportunities provided by the developing markets.

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# Key figures for the guidance and communication services

359

representatives of Finnish companies trained on sustainable development

55

Team Finland events where information was shared about the developing markets

102

employees of the Team Finland network or other corporate advisors trained

3898

subscribers of Finnish- and English-language newsletters

2901

followers in Finnpartnership's LinkedIn account

# Information on developing markets for a wider audience

Finnpartnership organises monthly virtual application workshops in which the participants learn how to apply for Business Partnership Support, and hear about the B2B Matchmaking service as well as about achieving development impacts through business operations. The workshops are the programme's most significant channel for providing customer guidance, and in 2025, nearly 360 companies and organisations participated in them.

Information about the financial grant and opportunities in the developing markets was also distributed in the Team Finland day, which Finnpartnership attends annually. In addition, the Shared Actions accelerator was organised with Fingo for the second time, with the objective of assisting companies and NGOs to identify both parties' special expertise and subsequent cooperation opportunities. Moreover, two virtual information events were again organised for the Team Finland operators, with the objective of strengthening the participants' preparedness to guide customers to services provided by Finnpartnership and Finnfund.

Besides the events, Finnpartnership actively shared information about its services and the developing markets through newsletters and LinkedIn. Both channels received several hundreds of new subscribers and followers during the year.



Finnpartnership team together with Education Finland at the Team Finland Day.



Shared Actions accelerator brought together NGOs and companies to discuss cooperation possibilities.

## Attachment: The recipients of Business Partnership Support granted to projects processed in 2025

Company	Target countries	Awarded financial grant
Airport College International Oy	Nigeria	59 234,00 €
Amanihoiva Kotihoito Oy	Tanzania	111 008,00 €
Arciplug Oy	India	228 492,00 €
Ariterm Energy Oy	Ukraine	263 391,00 €
Arkkitehtitoimisto K2S Oy	Ukraine	289 431,00 €
Aurora Exploration Oy	Senegal	57 518,00 €
Bauer Solutions Oy	South Africa	49 300,00 €
Black Donuts Oy	Ukraine	265 554,00 €
Bluet Oy	Ukraine	157 030,00 €
Brella Oy	Sri Lanka	180 636,00 €
Cafetoria Roastery Oy	Peru	19 550,00 €
Costiom Oy	Lesotho	99 279,00 €
Cowater International Finland Oy	Lesotho	17 749,00 €
Dash Coffee	Rwanda	15 303,00 €
DCS Cleantech Oy	Ukraine	103 688,00 €
DEKO MedTech Oy	Ukraine	60 646,00 €
Dovia Oy	Ukraine	122 790,00 €
Driveco Oy	Brazil; Mexico	260 000,00 €
Education House Finland Oy	Iraq	71 445,00 €
Eduten Oy	Vietnam	41 713,00 €
Elematic Oyj	India	131 163,00 €
EPSE Oy	Ghana	76 974,00 €
Fibox Tested Systems Oy	India	258 265,00 €
Fida International ry	Bhutan	80 308,00 €
Finalgo Partners Oy	Algeria	22 373,00 €
FinnBlue Technologies Oy	Nigeria	90 037,00 €
Flow Technologies Oy	India	256 236,00 €
Gencyst Oy	Pakistan	259 775,00 €
GMM Finland Oy	Morocco; Tunisia; Egypt	66 942,00 €
Golf Tailors Oy	Kenya; Rwanda; Tanzania	62 928,00 €
Granlund Oy	Ukraine	333 384,00 €
Greenled Oy	Azerbaijan	146 321,00 €
Höyry ja Lämpö Oy	Ukraine	80 536,00 €
Karanttia Oy Perusturva	Ukraine	141 090,00 €
KONE Oyj	India	84 469,00 €
Lab-ammattikorkeakoulu Oy	Rwanda	42 647,00 €
Laurea-ammattikorkeakoulu Oy	Morocco	44 358,00 €
Lindström Oy	Thailand	33 846,00 €
Luxhammar Oy	Vietnam	69 974,00 €

MASI Jeans Oy	Egypt; India; Tunisia; Vietnam	37 344,00 €
Mecmetal Oy	Ukraine	335 071,00 €
Medizone Oy	Kenya	82 639,00 €
Metropolia Ammattikorkeakoulu Oy	Vietnam	111 245,00 €
Mirasys Oy	Ukraine	179 459,00 €
NHG Finland Oy	Ukraine	261 602,00 €
Niemi Palvelut Oy	Ukraine	358 196,00 €
North Rail Oy	Angola; DR Congo; Malawi; Mozambique; Zambia; Zimbabwe	227 663,00 €
North Rail Oy	Botswana	18 092,00 €
ONE Architects Oy	Ukraine	221 487,00 €
Physiotools Oy	Tanzania	211 853,00 €
Qide Oy	Kyrgyzstan; Uzbekistan	21 152,00 €
Radaï Oy	Zambia	192 585,00 €
Reka Kumi Oy	Ukraine	34 587,00 €
Retime Oy	Philippines	65 732,00 €
ROOF Vuokraus- ja hallinnointipalvelu Oy	Ukraine	92 363,00 €
Sandberg Finland Oy	Tanzania	51 372,00 €
Scanwai Oy	Namibia	61 981,00 €
Skhole Oy	Brazil	19 328,00 €
Soil Scout Oy	Malaysia	64 823,00 €
Soleus Oy	Ukraine	130 617,00 €
StyleDoubler Oy	Indonesia; Thailand; Philippines; Vietnam	122 981,00 €
Suomen Lähetysseura ry	Ethiopia	148 436,00 €
Suomen vesifoorumi ry	Kazakhstan; South Africa; Azerbaijan; Uzbekistan; Ukraine	49 967,00 €
Suomen vesifoorumi ry	Lesotho	45 304,00 €
TEAL	Guinea	82 823,00 €
Tampereen ammattikorkeakoulu Oy	Tanzania	335 696,00 €
Tapio Riihinen Consulting Oy	Ukraine	16 881,00 €
Termostantti Oy	Ghana	57 729,00 €
The Campus Company Oy	Rwanda	76 059,00 €
ThermiaHirsi Oy	Ukraine	142 709,00 €
Thunder Rock Oy	Ghana	35 759,00 €
Toivo Yhteiskuntakiinteistöt Oy	Ukraine	191 218,00 €
Trook Oy	Ukraine	191 921,00 €
Vreal Oy	India	59 355,00 €
Weeefiner Oy	Ukraine	110 982,00 €
WithSecure Oyj	Ukraine	44 619,00 €
Work Pilots Oy	Ethiopia	87 003,00 €
Workseed Oy	Egypt	69 047,00 €
Yoso Oy	Kosovo; Albania	140 798,00 €



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Utrikesministeriet