

EU TECHBRIDGE



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Funding Navigator



Funding Navigators

The following Funding Navigator is a document providing SMEs with an overview of different sources of public support available in each partner region to support internationalization.

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Introduction

The EU Techbridge project (<https://www.eutechbridge.eu/>) matches innovative European SMEs with North American based end-users/corporate buyers looking for innovative water and energy solutions. By setting up an intensive matchmaking programme (virtual and physical), concrete challenges from North American corporate buyers will be matched with innovative solutions from European SMEs.

Research funding is essential for promoting internationalization of the European SME's, their technology and innovation. It is a key mechanism to advance international science, technology and innovation cooperation.

The main purpose of this document is to showcase government-sponsored programmes that represent clear internationalisation efforts coupled with other policy objectives in the project partner countries (Denmark, Italy, the Netherlands, Spain and Sweden). Also, internationalisation actions are deeply dependent on funding and on the policy-making processes from which decisions on international efforts emerge. The absence of a defined purpose for internationalisation leads to oscillation and inconsistencies in decision-making processes. Therefore, this document aims to provide European SMEs with a clear tool to identify potential entities and lines of support.

Denmark

1- The Trade Council (Udenrigsministeriet)

The Trade Council helps small and large Danish companies around the world maintain and expand their global leadership. They offer export advice in the form of free services, tailor-made solutions and grant programmes. The Trade Council builds strategic alliances to help businesses to achieve results through tailored export advice and marketing solutions. They receive advice on the opportunities and challenges for companies business model in the context of a possible internationalisation.

Some of most popular The Trade Council's programs are:

- With the Strategic Business Alliance (SBA) program, companies become part of an alliance working together to strengthen their exports. The alliances are sector-focused and contribute to increased market insights, access to networks and pave the way to export orders.
- Scope your Business Model (SBM) aims to strengthen a strategic approach to internationalisation and exporting in SMEs, thereby creating a long-term and sustainable development in exports, growth and employment - in the individual company and in Denmark. SBM is a sector-focused programme that supports and qualifies the entry of particularly export-ready SMEs into a specific market. Through the programme, an SME gets the opportunity to see its business model in a local market context. This creates a solid foundation in approaching the new market.
- The Export NOW programme aims to increase export sales by Danish SMEs, with a focus on green and sustainable solutions. The programme identifies concrete export opportunities, for each of which a group of Danish companies is put together to pursue it in a targeted manner.

Denmark has embassies, consulates general and trade offices all over the world. They help Danish companies access markets and networks, and offer tailored advice on laws, regulations, customs and local practices.

Link: <https://thetradecouncil.dk/>

2- The Danish Chamber of Commerce (Dansk Erhverv)

The Danish Chamber of Commerce is the network for the service industry in Denmark. It is one of the largest professional business organisations in Denmark with more than 350 employees, offices in Copenhagen, Aarhus and in Brussels.

The Danish Chamber of Commerce is a private non-profit organisation whose goal is to make running a business easier for our members. By means of political influence and expert advice to the its members, they strive to create conditions that will make it attractive to do business in a globalised world. Furthermore, they seek to ensure development opportunities are maximised for the growth industries by increasing the competitiveness of our members.

The Danish Chamber of Commerce also acts as the chief negotiator on behalf of its members on a number of collective agreements with the trade unions. These agreements constitute the basic framework for wages and working conditions for employees in the majority of companies in Denmark.

Link: <https://www.danskerhverv.dk/engelsk/>

3- NEFCO

Nefco is an an international financial institution founded by the five Nordic countries, Denmark, Finland, Iceland, Norway, and Sweden. Nefco finances the initial scale-up of Nordic green solutions on the international markets. Nefco offers a range of different finance options incl. loans and equity-type financing, Green recovery loan financing, and concessionary loans for internationalization.

Link: <https://www.nefco.int/>

4- NOPEF (the Nordic project fund)

Nopef is established by the Nordic countries and financed through the budget of the Nordic Council of Ministers. NOpef offers funding for feasibility studies. The support can cover up to 40% of the costs for feasibility studies for internationalization (max EUR 50,000) and is offered as an interest free loan which is converted into a grant upon completion of the project. Nopef finances the early stage of internationalization of Nordic SMEs, whereas Nefco finances the scale-up face.

Link: <https://nopef.com/>

5- EKF – Denmark's Export Credit Agency

Denmark's Export Credit Agency (EKF) is a Public Company owned by the Danish state. EKF's goal is to support Danish companies af any size in their efforts to reach new markets. EKF offers different guarantees and capital guarantees as well as export loans. EKF help Danish companies raise finance and by insuring companies and banks against potential financial and political risks of trading with other countries.

Link: <https://www.ekf.dk/en>

6- Innovation Fund Denmark

Innovation Fund Denmark is a fund under the Danish Ministry of Higher Education and Science. Innovation Fund Denmark invests in cultivating and translating ideas, knowledge, and technology for the benefit of Danish Society. The fund promotes internationalization of Danish innovation by investing in Danish participation in international innovation projects and international partners in Danish innovation projects.

Link: <https://innovationsfonden.dk/en>

	1- The Trade Council (Udenrigsministeriet)	2- The Danish Chamber of Commerce (Dansk Erhverv)	3- NEFCO	4- NOPEF (the Nordic project fund)	5- EKF - Denmark's Export Credit Agency	6- Innovation Fund Denmark
Support through funding and financing for internationalization						
Market research, competitors report, general country information and legal information						
Training, educational webinar						
Professional assistance						
Commercial missions						
Insurance						

Italy

1- ICE – Agenzia per la promozione all'estero e l'internazionalizzazione delle imprese italiane (Italian Trade Agency)

ITA - Italian Trade Agency is the Governmental agency that supports the business development of our companies abroad and promotes the attraction of foreign investment in Italy. ITA operates through a worldwide network of 79 offices in 65 countries. ICE offers Italian companies wishing to go abroad a range of services designed to accompany the operator through the various stages of the internationalisation process:

- Knowledge of foreign markets
- Introducing yourself to potential foreign partners. Italian companies can post presentations and product images for free on the Italtrade Portal (www.italtrade.com)
- Entering and establishing roots in foreign markets. Access to targeted services which range from specific investment advice to contractual advice, from assistance in international tenders to customs, tax and legal advice.
- Developing relations with foreign countries. Offers the possibility of using the facility - for finding personnel, buildings, premises and land on site, action on distribution channels, assistance with customer relations, VAT recovery, and compliance with local regulations.
- Protecting intellectual property. The anti-counterfeiting desks for Made in Italy.
- Services for promotion in foreign markets

Link: <https://www.ice.it/en/>

2- SPRINT – Sportelli regionali per l'internazionalizzazione delle imprese (Regional counters for the internationalisation of businesses)

The regional desks for the internationalisation of enterprises are structures without legal personality, located alternatively at the offices of ICE, the Chambers of Commerce, the regional Chambers of Commerce, regional departments or instrumental bodies.

They provide SMEs, through the presence of staff from ICE, Simest SpA, Sace SpA and the Chambers of Commerce:

- Assistance on how to access and use the promotional, financial and insurance tools available.
- Legal, fiscal and administrative assistance in foreign trade matters.
- Support and guidance in the selection of foreign markets, in the choice of partners in investment projects

They are also an instrument for coordinating foreign trade and internationalisation policy both within the region between all those who work at local level in the field of internationalisation and between central and regional government.

Sprint Venezia: <https://sprintfvg.it/en/>

3- SIMEST – Società italiana per le imprese all'estero (Italian Society for Enterprises Abroad)

Simest Spa is a private-law company with a majority public shareholding that promotes the internationalisation of Italian companies, primarily SMEs, through a series of financial instruments aimed at enhancing the competitive capacity of the Italian production system. The activities developed by Simest for this purpose can be divided into the following two categories of interventions:

- Investment services (equity investments, venture capital funds, capitalisation); (equity investments, venture capital funds, capitalisation).
- Financial facilities (financing of insertion programmes abroad, feasibility studies and technical assistance programmes linked to Italian investments abroad, as well as interest subsidies for export credit operations and investments in companies abroad)

A further instrument is in the process of being finally approved to encourage the aggregation of SMEs through financial participation in a project (start-up phase) in foreign markets. The company's business mission is enhanced by the consultancy and support services provided to companies in the preparation of internationalisation projects and in the search for the best market opportunities.

Simest also carries out intensive networking activities, participating in a growing number of regional one-stop shops and actively cooperating with other structures of the Italian System.

Link: www.simest.it

4- SACE – Servizi assicurativi del commercio estero (Foreign trade insurance services)

SACE SpA is a joint stock company with public capital held entirely by the Ministry of Economy and Finance.

The Institute's mission is to provide valid support for the internationalisation of the Italian economy through a wide and articulated range of services that include not only the traditional insurance coverage of commercial and political risks of

exports, but also the issue of guarantees on loans and securities and other financial instruments related to the internationalisation of national companies.

The action of SACE Spa, mainly oriented to the coverage of medium and long term credits, is completed by the operations of SACE BT, expressly dedicated to the guarantee of operations with repayment terms within 24 months for all OECD countries that are not part of the EU.

Link: www.sace.it

5- FINEST – Finanziaria per gli imprenditori del Nord Est (Finance for North East entrepreneurs)

Finest Spa is a joint-stock company owned by Friulia spa, the finance company of the Friuli Venezia Giulia Region, the Veneto Region, the Autonomous Province of Trento, Simest and a number of local banks. It promotes economic cooperation with the countries of Central-Eastern Europe and the Balkans, Russia and the Commonwealth of Independent States, North Asia and the Baltic and Caucasian territories, providing companies with financial instruments for the internationalisation of these countries.

Finest participates in internationalisation activities with companies in the north-east, taking stakes in the share capital of companies governed by foreign law and financing projects in which it is involved as a partner.

Link: www.finest.it

	ICE – Italian Trade Agency	SPRINT – Regional counters for the internationalisation of businesses	3- SIMEST – Italian Society for Enterprises Abroad	4- SACE – Foreign trade insurance services	5- FINEST – Finance for North East entrepreneurs
Support through funding and financing for internationalization					
Market research, competitors report, general country information and legal information					
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The Netherlands

1- Rijksdienst voor Ondernemend Nederland - internationaal ondernemen (Netherlands Enterprise Agency)

The Netherlands Enterprise Agency helps companies to expand internationally. They offer financial support, personal advice, and access to networks and events to help grow the business on an international level. They cover different services:

- Funding. The Netherlands Enterprise Agency offers many different subsidies and programmes. These include tax credits for research and development and vouchers for SMEs taking part in trade missions.
- Personal Advice. They offer personal advice and information on local business practices, regulations, and cultures.
- The Netherlands Enterprise Agency has 4 business research tools (market exploration tool, country comparison tool, business partner support and foreign market databases). These help companies to get a better understanding of the market, find the best country to expand to, and find the right business partner.
- Expansion of international networks
- Support for international missions.

Link: <https://www.rvo.nl/>

2- Netherlands Business Support Offices – NBSOs

Netherlands Business Support Offices are the Dutch governmental trade offices outside of the Netherlands. The NBSOs help exporting, setting up a business abroad or looking for market information or business partners. NBSOs are located in promising regions that do not have an embassy or a consulate. They are part of the Netherlands' economic network abroad and are committed to promoting trade and investment in the region where they are located.

NBSOs can help in various ways, for example, with finding representatives, business partners, market information and information about local laws and regulations. Also, NBSOs can direct companies to trade fairs, relevant institutes and businesses.

Link: <https://english.rvo.nl/partners-network/international-economic-network/netherlands-business-support-offices>

3- Netherlands Innovation Network

The Netherlands Innovation Network stimulates international cooperation for companies, research institutes and public authorities in the fields of innovation, technology and science. The network's activities support the implementation of government of the Netherlands' international knowledge and innovation agenda. They address national and global challenges and aim to further develop key enabling technologies through international cooperation.

The Netherlands Innovation Network develops international cooperation by:

- providing knowledge about innovation, technology and science developments around the world;
- connecting to potential collaboration partners abroad;
- organising innovation missions, workshops, matchmaking events and seminars abroad;
- identifying funding mechanisms for bi- and multilateral cooperation;

Link: <https://english.rvo.nl/partners-network/expand-your-international-network/netherlands-innovation-network>

4- Embassies and Consulates

The economic network is made of economic departments at Dutch embassies and consulates in 114 different countries. They help to start doing business abroad and support you while you are active in a foreign market.

The economic officers identify opportunities on foreign markets and have an extensive network in the country. They provide:

- requested trade information;
- potential network partners;
- contact details from organisations that can provide support locally;
- legislation; and
- other relevant topics.

Throughout the year, the economic officers also organise trade and networking events, including economic missions.

Link: <https://english.rvo.nl/partners-network/expand-your-international-network/economic-network>

5- Regional Business Developers – RBDs

Regional Business Developers (RBDs) support entrepreneurs (small, medium-sized and large enterprises), universities and research institutes in their ambitions to expand internationally in trade, investment or cooperation in international projects.

The RBDs help the Dutch Ministry of Foreign Affairs boost the Dutch business sector's market presence in Latin America, the Gulf States and the Nordics (Scandinavia and the Baltic States). These regions present significant opportunities for expanding Dutch trade and investment.

The RBDs support entrepreneurs (small, medium-sized and large enterprises), universities and research institutes in their ambitions to expand internationally in the areas of trade, investment or cooperation in international projects.

The RBDs know about opportunities for trade, investment and R&D in the relevant region and have an extensive network in the Netherlands to present these opportunities to the right businesses. They are part of the embassy network in their region.

The RBDs:

- actively seek out business leads in the 3 regions;
- match business leads in the 3 regions with interested Dutch businesses and knowledge institutions;
- identify funding opportunities;
- offers support for following up business leads via the Netherlands' economic network abroad.

Link: <https://english.rvo.nl/partners-network/international-economic-network/regional-business-developers>

	1- Rijksdienst voor Ondernemend Nederland - internationaal ondernemen (Netherlands Enterprise Agency)	2- Netherlands Business Support Offices - NBSOs	3- Netherlands Innovation Network	4- Embassies and Consulates	5- Regional Business Developers - RBDs
Support through funding and financing for internationalization					
Market research, competitors report, general country information and legal information					
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Spain

This section details the key public bodies in the Spanish central administration in terms of support for the internationalization of companies. It is considered two basic types of foreign operations of Spanish companies: exports, i.e., the sale of goods and services to clients abroad; and foreign investments, which involve an outflow of capital from the Spanish company in order to set up a subsidiary abroad, or to buy a stake in an existing company. These are two very different types of operations, with completely different implications.

1- Secretaria de Estado de Comercio (State Secretariat of Commerce)

The most central agency is undoubtedly the Secretariat of State for Trade, which is part of the Ministry of Economy, Industry and Competitiveness. It is a body that influences or on which several of the key bodies analysed depend.

The Secretariat of State for Trade does have a direct relationship with companies with regard to the management of the [FIEM](#) (Fondo para la Internacionalización de la Empresa), which grants financial support in the form of credits for both export operations and investment operations abroad by Spanish companies. In the FIEM, therefore, companies can obtain a source of financing for their international operations.

State Secretariat of Commerce: <https://industria.gob.es/es-es/SecretariaGeneral/Paginas/SecretariaGeneral.aspx>

FIEM: https://comercio.gob.es/Financiacion_para_internacionalizacion/FIEM/Paginas/index.aspx

2- Red de oficinas comerciales (The network of Commercial Offices abroad)

The Commercial Offices are staffed by personnel specialized in foreign trade. They are headed by officials from the Secretariat of State for Trade, who have been specifically trained to carry out this work of supporting companies in their international operations.

For the company, it can be a source of help for key aspects such as information on the market of the company's product, regulations and technical requirements, competing companies from other countries, tariffs, etc. The Commercial Offices regularly prepare market studies on the main economic sectors of the countries they cover; they also prepare studies on trade fairs held in the country, with information on the countries and companies from other countries that have participated, the topics or subsectors that have aroused the most interest, etc.

Likewise, the Commercial Offices can provide logistical support to the company, helping it in matters that may be very complicated for a Spanish company from Spain, such as finding an interpreter, knowing which is the most recommendable hotel, or organizing meeting agendas for the Spanish company.

Finally, and as another example of help that can be very useful, the Commercial Office can provide information about the seriousness or solvency of companies in the country.

Link: https://www.icex.es/icex/es/navegacion-principal/todos-nuestros-servicios/informacion-de-mercados/paises/mapa/index.html;JSESSIONID_ICEX=QWL2P80lbQiWG_zDHd7q5_mcxHElpPKIFp2Z9TrAvqkmNCYXwu76!-1247660482

3- Red de Comercio Territorial (The Territorial Trade Network)

In addition to the so-called Foreign Network, made up of the Trade Offices abroad, the Secretariat of State for Trade has what is known as the Territorial Network: a network of representations in provinces and regions throughout Spain.

These territorial delegations are offices of the Secretary of State for Trade and ICEX throughout the country. For many small and medium-sized companies, which are not familiar with the workings of the Trade Administration, they may be the first point of contact with it.

An SME may be interested, for example, in a FIEM loan, but does not know how to get started. Should it contact directly the Secretary of State for Trade in Madrid, a distant body with which it has never had contact? The Trade delegation in your province or region can be a first point of contact and orientation, geographically close.

4- The ICEX

ICEX develops a wide range of activities aimed at supporting companies. ICEX and the Commercial Offices work closely together. Its website contains all the information produced by the Commercial Offices: studies, notes, directories, etc. It also organizes information dissemination activities in Spain: seminars on foreign markets, foreign trade techniques and business opportunities arising from the activities of multilateral organizations.

There is a personalized partner identification service. Through this service, the Commercial Office analyzes a company's products and tries to identify potential clients in its country. To this end, it contacts agents and importers, to whom it

presents the Spanish company and its products. In this way it tries to identify a group of local companies interested in the Spanish company's products.

ICEX is the main body that carries out trade promotion activities, which can be very varied: trade missions, trade fairs, seminars, business meetings, investment forums... The Commercial Office is usually responsible for organizing these activities in the country in which they are carried out.

ICEX: <https://www.icex.es/icex/es/index.html>

5- CESCE

CESCE, the Spanish public-private Export Credit Insurance Company, is under the auspices of the Secretary of State for Trade. Its function is to insure the collection of foreign operations.

CESCE offers different types of insurance, depending on the term of the operation and the size of the company, which can be viewed on its web page.

In certain operations, CESCE acts on behalf of the State in countries that may present particularly high political risks. CESCE can offer information services on foreign companies. As an insurance company, CESCE must obtain information on foreign companies whose payment commitments it will insure. In this way, CESCE has information on the solvency and reliability of numerous companies. It also offers insurance for investments abroad, covering various risks (expropriation, war, problems in repatriating profits, etc.).

CESCE: <https://www.cesce.es/es/>

6- COFIDES

Also under the auspices of the Secretary of State for Trade, its function is to provide financial support for investment abroad by Spanish companies.

COFIDES provides financing through medium and long-term debt and equity instruments for viable private investment projects abroad in which Spain has an interest. In addition to its own resources, it manages the Foreign Investment Fund (FIEX) and the Fund for Foreign Investment Operations for Small and Medium Enterprises (FONPYME).

COFIDES offers mainly financial support. On the one hand, it can take equity stakes in the capital of the company that a Spanish company establishes abroad. In these cases, COFIDES's vocation is to hold minority stakes, and it does not exercise control over the company. Likewise, its participation is intended to be transitory, and it withdraws from the capital and the company after a certain period of time, when the company abroad has acquired a certain degree of consolidation.

On the other hand, it can offer loans, both to the Spanish company in Spain and to the company it has incorporated abroad, depending on what is deemed most appropriate.

COFIDES: <https://www.cofides.es/bienvenido-cofides>

7- Instituto de Crédito Oficial (ICO)

The Instituto de Crédito Oficial (better known by its acronym ICO) is a public bank attached to the Ministry of Economy, Industry and Competitiveness. The ICO provides funds to banks, ensures the interest on export credits granted by them and acts as a financial agent of the Spanish government.

ICO also offers financial support lines for Spanish companies investing abroad. These lines are managed by banks, with which the Spanish company has to process the credit. The ICO "fondea": it provides funds to the banks.

A third important activity of the ICO is that it acts as the Spanish government's financial agent for FIEM loans (discussed above). Again, for the application and processing of a FIEM, the company does not have to apply to the ICO, but to the Secretary of State for Trade. But the ICO acts later, when the credit has already been approved, as financial agent or bank of the Spanish government.

ICO: <https://www.ico.es/>

	1- State Secretariat of Commerce	2- The network of Commercial Offices abroad	3- ICEX 4- The Territorial Trade Network	5- CESCE	6- COFIDES	7- Official Credit Institute (ICO)
Support through funding and financing for internationalization						
Market research, competitors report, general country information and legal information						
Training, educational webinar						
Professional assistance						
Commercial missions						
Insurance						

Sweden

1- Business Sweden

Business Sweden is jointly owned by the Swedish state and the Swedish business sector with a mandate and a mission to help international companies gain access to the Swedish market and help domestic ones utilize it as a platform for expansion. Their clients range from start-ups via small- and medium sized businesses to multinational enterprises – with tailor-made services catering to all of these segments.

Business Sweden has a holistic approach, offering both hands-on support, strategic and practical expertise and a unique capability to create access where access is hard to get, both in Sweden and through their 44 offices across Europe, Americas, Middle East & Africa and Asia Pacific. Their expertise, presence and exclusive access to networks and

stakeholders in both the public and private sectors in these markets gives them a supreme ability to help clients navigate regional business structures in order to expand their business and unlock growth.

Business Sweden Link: <https://www.business-sweden.com/>

2- Swedish Chambers International

The Swedish Chambers International (SCI) represent a significant part of the Swedish business community, outside of Sweden. The SCI consist of Swedish Chambers of Commerce in 38 key locations where companies with Swedish connections do business. Their Swedish partner is the Stockholm Chamber of Commerce.

A foreign chamber of commerce is a non-profit organization serving to large and small Swedish companies to work on issues that concern everyone. They strive to be a meeting platform for business contacts and social interaction and their aim is to highlight and define growth potential for businesses around the world.

They work with public bodies and other organizations - with the joint goal to expand the bilateral trade and economic exchange, essential for prosperity and development. The SCI provide activities such as:

- Seminars, meetings and conferences
- Networking with official Swedish and regional stakeholders
- Presentation material about Sweden and Swedish businesses
- Policy Questions
- Collaborations with foreign and Swedish universities
- Delegation Trips
- Social events

Swedish Chambers International Link: <https://www.swedishchambers.se/swedish-chambers-of-commerce-abroad.htm>

3- Almi Företagspartner AB

Almi is owned by the Swedish state and is the parent company of a group consisting of 16 regional subsidiaries and the Almi Invest AB subgroup. Almi offers loans and guidance to companies wishing to expand and develop. Almi also invests in venture capital for companies in their early stages who have large growth potential and scalable business concepts. Almi's target group is small and medium-sized enterprises with up to 250 employees.

Almi offers loans to companies with growth potential and assists in their business development. This applies to businesses in the start-up phase as well as established companies. Almi Invest provides venture capital for early-stage, emerging companies with high growth potential and a scalable business concept.

Almi's activities shall complement the private market with respect to the financing and business development needs of companies. Initial contact with Almi always starts with a dialogue focusing on the company's needs. This is to determine whether there is a need for Almi's services or whether other organisations exist that better meet the needs of the company.

Almi only commits to companies registered in Sweden.

Almi företagspartner AB: www.almi.se/en/in-english/

4- Tillväxtverket - The Swedish Agency for Economic and Regional Growth

Tillväxtverket is a government agency under the Ministry of Enterprise and Innovation and works to promote sustainable growth and competitive companies in all parts of Sweden. They do this by supporting and strengthening companies and regions.

The help they provide enables companies and the various regions in Sweden to meet the challenges of the future.

Tillväxtverket offers knowledge, networks and financing. One principal task is helping to ensure that EU funds are invested in projects that promote regional growth and employment.

Business development checks are the Swedish Agency for Economic and Regional Growth's financing for small companies that want to bring in external expertise to develop the company and strengthen its competitiveness.

It is possible to apply for business development checks for internationalization, digitalisation, skills supply and green conversion. The purpose of the efforts is to provide support to viable companies with a need to meet new conditions, which have the capacity and will to develop. The support is aimed at all industries.

The companies apply for the business development check at the region where their company conducts its main business. The support differs in different regions, so contact the region where the main business is conducted to get more information.

Tillväxtverket: <https://tillvaxtverket.se/english.html>

5- EKN - Exportkreditnämnden

EKN is commissioned by the government to promote Swedish exports and the internationalisation of Swedish companies. They do so by insuring export companies and banks against the risk of non-payment in export transactions, thereby enabling them to conduct more secure export transactions. The activities of EKN are financed by the guarantee holders' premiums.

EKN's guarantees are utilized by banks and exporting companies. Companies providing credits to their customers and banks providing loans to buyers of Swedish goods and services cover their risks of non-payment. Banks also cover their risk on Swedish companies in connection with operating and investment financing.

Exportkreditnämnden: www.ekn.se/en/

6- SEK – Svensk Exportkredit

Swedish Export Credit Corporation is a state-owned company that finances Swedish exporters, their subsidiaries, and foreign customers. Their vision is a sustainable world through increased Swedish exports.

SEK has since 1962 offered loans that have enabled thousands of Swedish companies to grow by increasing their production, completing acquisitions, increasing their employees, and selling goods and services to customers across the globe. Swedish exporters, their subsidiaries and international buyers of Swedish products and services are all eligible for financing. The target group is companies who have a turnover of more than SEK 500 million.

SEK administers the CIRR system, which is a specially commissioned public policy assignment by the Swedish parliament. Commercial Interest Reference Rates (CIRR) means that exporters' foreign customers get financing at a fixed interest rate for the entire credit period.

What distinguishes SEK from other financiers is that they are state-owned and therefore a stable and long-term partner with a high credit rating. Additionally, they are a part of Team Sweden, and collaborate with other state-owned export promoters to help Swedish exporters to conduct business abroad.

Svensk Exportkredit: <https://www.sek.se/en/>

7- Nopef - Nordic Project Fund

The objective of the Nopef is to facilitate the scale-up of Nordic green solutions on global markets. Nordic small and medium-sized enterprises (SMEs) and mid-cap companies can apply for grant funding for their internationalisation projects aimed at markets outside the EU/EFTA.

Nopef is financed through an annual budget from the Nordic Council of Ministers and managed by the Nordic Environment Finance Corporation (NEFCO). In addition, Nopef collaborates with national, international and other Nordic organisations to create synergies for companies seeking financing at different stages.

Grants provided by Nopef can cover costs for feasibility studies aiming international business establishments, investments, or for demonstration projects or pilot installations in countries outside EU/Efta. Supported projects shall contribute to direct or indirect positive impact on the environment or climate, and have a Nordic interest through job creation, export opportunities, technology transfer and the promotion of Nordic values.

Nordic Project Fund: <https://nopef.com/>

8- NEFCO – Nordiska Miljöfinansieringsbolaget

Nefco is an international financial institution that finances the initial scale-up of Nordic green solutions on international markets. Founded in 1990 by the five Nordic countries, they serve the interests of their owners, Denmark, Finland, Iceland, Norway and Sweden, and take concrete actions to accelerate the green transition.

NEFCO finance and implement small and medium-sized green projects outside the Nordic countries through their own investments on market terms, and trust funds with incentives and blending. They are ready to take financial risks, if there is a green upside.

They offer a range of instruments (Loans and equity-type financing, Green Recovery loans, Concessionary loans, Buyer credits) for internationalisation to private and public, small and medium-sized projects that seek to generate positive environmental or climate-related results. By combining different financing sources available the leverage and make projects feasible and bankable.

Nefco's Green Recovery Loan Programme is offered to companies with green and sustainable solutions that are experiencing challenges to realise their plans for international growth. NEFCO's unsecured Green Recovery loans have a fast-track application process and they can be used to finance both investments and working capital.

Nordiska Miljöfinansieringsbolaget: <https://www.nefco.int/>

	1- Business Sweden	2- Swedish Chambers International	3- Almi Företagspartner AB	4- Tillväxtverket - The Swedish Agency for Economic and Regional Growth	5- EKN - Exportkreditnämnden	6- SEK - Svensk Exportkredit	7- Nopef - Nordic Project Fund	8- NEFCO - Nordiska Miljöfinansieringsbolaget
Support through funding and financing for internationalization								
Market research, competitors report, general country information and legal information								
Training, educational webinar								
Professional assistance								
Commercial missions								
Insurance								