

# SME Export Finance Programme

– financing solutions for SME exports

The SME Export Finance Programme is designed for Finnish small and medium-sized enterprises. The aim of the programme is to familiarise enterprises with various financing solutions for exports. Companies are selected for the programme on basis of applications.

A one-day Export Finance Workshop will be held for each participant enterprise by Finnvera and a bank chosen by the enterprise. The workshop focuses on services provided by Finnvera and the bank for export financing and the needs of the enterprise in export operations. The aim is to give the enterprise tools for the financing of exports – tools that it can utilise when drawing up tenders submitted to its own customers.

Private banks have the main role in providing financing for export transactions, while Finnvera acts as a guarantor in the arrangements. It is therefore important that the enterprise has good working relations with its bank.

## For whom?

Finnish SMEs carrying out direct exports.

## What is required of the company?

- Its business is profitable
- It has already concluded its first export deals
- It wants to grow by increasing exports

## What does the programme offer?

- Know-how in issues related to export finance.
- Solutions for financing company's own export transactions.
- Discounted participation fees for training offered by Finnvera's cooperation partners, Management Institute of Finland MIF and the International Chamber of Commerce.
- The programme is free of charge, with the exception of training provided by Finnvera's cooperation partners.

## Please get to know our programme

More information:  
[www.finnvera.fi](http://www.finnvera.fi) (Products > Programmes > SME Programme)

or contact:  
Erno Ihto, Senior Adviser, tel +358 29 460 2529, e-mail [erno.ihto@finnvera.fi](mailto:erno.ihto@finnvera.fi)  
Outi Mikola, Finance Manager, tel +358 29 460 2843, e-mail [outi.mikola@finnvera.fi](mailto:outi.mikola@finnvera.fi)

**Want to grow by increasing exports?**

**Need more information on export financing?**

**Finnvera plc**  
Switchboard  
029 460 11  
[www.finnvera.fi](http://www.finnvera.fi)

**Branch Offices**  
Helsinki, Joensuu, Jyväskylä,  
Kajaani, Kuopio, Lahti,  
Lappeenranta, Mikkeli, Oulu,  
Pori, Rovaniemi, Seinäjoki,  
Tampere, Turku, Vaasa

[www.enterprisefinland.fi](http://www.enterprisefinland.fi)