

BUSINESS FINLAND

June 2020

Eija Tynkkynen

Commercial Counsellor, China Country Manager

eija.tynkkynen@businessfinland.fi

Business Finland in China info site: offices, contacts, services, market opportunities

- <https://www.businessfinland.fi/en/locations/asia-india-and-oceania/china/>

CONTACT USOUR SERVICESMARKET OPPORTUNITIES

CONTACT PERSON

REGION EAST ASIA, REGION INDIA & APAC

JUSA SUSIA

Commercial Counsellor, Head of Region East Asia
Beijing, China
jusa.susia (at) businessfinland.fi
tel. +86 138 1191 0057

REGION EAST ASIA

EIJA TYNKKYNNEN

Commercial Counsellor, Country Manager
Beijing, China
eija.tynkkynen (at) businessfinland.fi
tel. +86 138 1069 0034

REGION EAST ASIA

MIKA KLEMETTINEN

Trade and Innovation Consul, Head of Shanghai
Office
Shanghai, China
mika.klemettinen (at) businessfinland.fi
tel. +86 134 8274 6884

REGION EAST ASIA

ASTER LAI

Marketing Manager, Visit Finland China
Hong Kong, China
aster.lai (at) businessfinland.fi
tel. +852 5630 8075

REGION EAST ASIA

LEICHUAN (JUSTIN) DI

Senior Advisor
Beijing, China
justin.di (at) businessfinland.fi
tel. +86 139 1007 2580

REGION EAST ASIA

YAO (ALEX) LIU

Senior Advisor
Beijing, China
alex.liu (at) businessfinland.fi


REGION EAST ASIA

GRACE WANG

Trade Commissioner
Beijing, China
grace.wang (at) businessfinland.fi

CONTACT USOUR SERVICESMARKET OPPORTUNITIES


OUR SERVICES



INTERNATIONAL GROWTH

ADVICE AND COACHING


Advisers in Finland and abroad coach Finnish companies in different stages of going global.



CHINA INNOVATION

CHINA INNOVATION


See up-to-date information about the annual actions and innovation calls from this page with more details on the separate call pages.



INTERNATIONAL GROWTH

SOFT LANDING: ASIA AND USA


Soft Landing Network helps Finnish companies to set up their business in new markets easily and with minimal risk.



INTERNATIONAL GROWTH

TSINGHUA FINLAB


Market entry plan for the Chinese market with Tsinghua FinLab program.



INTERNATIONAL GROWTH

FUDAN ILAB

Market-entry plan for the Chinese market with Fudan School of Management.



INTERNATIONAL GROWTH

ACCELERATORS IN EAST ASIA

Participate in an accelerator program in China to validate your product-market-fit and to create contacts to potential investors, partners and customers.

MARKET OPPORTUNITIES IN THE REGION

BUSINESS
FINLAND

BF China innovation collaboration web site

<https://www.businessfinland.fi/en/locations/asia-india-and-oceania/china/china-innovation/>

- New **China innovation collaboration web page** and
- 2020 this year's **Zhejiang joint innovation call**



Business Finland Team Leaders in Greater China



Eija Tynkkynen
Country Manager



Grace Wang
EF Export / Beijing



David Wu
VF / Shanghai



Mika Klemettinen
INNO / Shanghai



Tianxiang Liu
IIF / Shanghai



Jari Seilonen
EF South/ Taipei

BUSINESS FINLAND

JUSA SUSIA
Commercial Counsellor
Head of Region, East Asia
EF, INNO, IIF, VF



Greater China

EIJA TYNKKYNNEN
Commercial Counsellor,
Country Manager, China
ICT & Digi / EF, INNO, IIF, VF



WANG YANYAN (Grace)
Trade Commissioner
Bioeconomy / EF BJ & Sha team leader



DI LEICHUAN (Justin)
Advisor
ICT & Digi / EF, calls BJ INNO



LIU YAO (Alex)
Senior Advisor
Smart Energy / EF



LI YING (Lily)
Advisor
Events, Campaigns, Food / EF



ZHOU YUAN (Oliver)
Senior Advisor
Bioeconomy, Winter Sports, Mining / EF



JESSE WANG
Senior Advisor
Winter Sports, Construction / EF



N.N.
Senior Advisor
Health / EF, INNO



ZHANG XIN (Candice)
Advisor
Winter Sports, Consumer / EF



WU ZHAOHONG (David)
Director Visit Finland China / VF



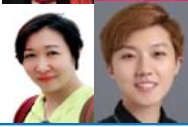
LI XIA (Lisa)

SHI YAJIAO (Tatia)

LAI YUEN SZE (Aster) /HKG

Market Managers /VF

ZHU QIANWEN / VF Marketing/Beijing



LI YUNYING (Shirlie)
Advisor
Health & Wellbeing, Food, Lifestyle / EF



Beijing

Shanghai

Taipei

Guangzhou

Hongkong

FinChi
Joan Zhang, GM

Mika Klemettinen
Trade and Innovation Consul
Head of BF Shanghai
ICT & Digi / INNO, EF



NI WEN (Anna)
Senior Advisor
Bioeconomy, Wood / EF



SHEN YUZHONG (Yuzhong)
Advisor
Cleantech, Smart Energy / EF



LU JIANING (Jianing)
Advisor
Food from Finland, Consumer / EF



TAN LIWEI (Liwei)
Senior Advisor
Marine, Logistics, Smart Mobility / EF



GU ZERUI (Ria)
Junior Advisor
Marine / EF



YU CHUN (Elisa)
Advisor
Innovation; Consumer / INNO



CAO JIE (Jessie)
HR Advisor
HR / East Asia Region



GUI JOEY (Joey)
Senior Advisor
ICT & Digi, Health / IIF



LIU TIANXIANG (Tianxiang)
Director Invest in Finland China
ICT & Digi / IIF



JARI SEILONEN
Senior Advisor, Representative
Bioeconomy, ICT, Health, Lifestyle, Food / EF



CHANG HUNG-YI (Hung-Yi)
Advisor
Bioeconomy, ICT, Health, Lifestyle, Food / EF



SARI ARHO-HAVREN
Consul, Innovation
Strategy, Innovation, Ecosystems / FORESIGHT



Team Finland in China 2020

<https://www.team-finland.fi/en/team-finland-organisations/>

Business Finland in Beijing, Shanghai, Guangzhou, Hong Kong, Taipei. FinChi in Shanghai.

Ministry for Foreign Affairs Embassy in Beijing, Consul General offices in Shanghai and Hong Kong

Finland Business Councils Beijing FBCB, Shanghai FBCS, Guangzhou&Shenzen FBCGD

Finland Chamber in Hong Kong FinnCham



Business Finland softlanding network services

- <https://www.businessfinland.fi/suomalaisille-asiakkaille/palvelut/vienti-ja-kansainvalistyminen/soft-landing/>

Easy Access for companies to Asia and US

SERVICES

JOINING

LOCATIONS

LOCATIONS

SHANGHAI

Finchi in Shanghai



HONG KONG

IN COLLABORATION WITH NORDIC
INNOVATION HOUSE



NIH Nordic Innovation House
in Hong Kong

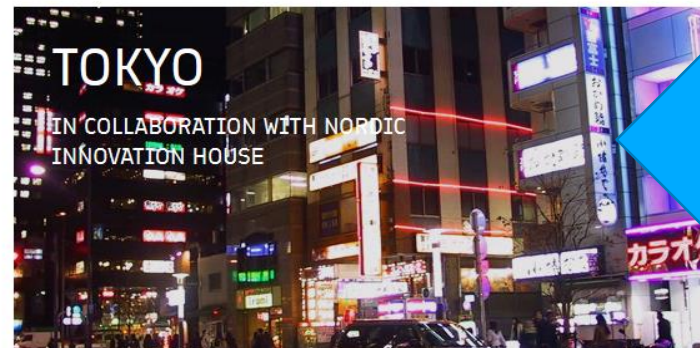
SINGAPORE

IN COLLABORATION WITH NORDIC
INNOVATION HOUSE



TOKYO

IN COLLABORATION WITH NORDIC
INNOVATION HOUSE



NIH Nordic Innovation House
in Tokyo (new!)

FinChi Innovation Center

Welcome to FinChi!
EASY ACCESS TO CHINA
Since 2005, over 140 companies

Located in Shanghai Zhangjiang Hi-Tech Park
1,900 sqm
Different options of offices
meeting facilities cafeteria and a real Finnish Sauna

FinChi Services

FinChi supports to quick and easy kick-off businesses in China

- Virtual office presence
- Turn-key office suites
- Practical support (reception, hotel & transportation booking)
- Easy access to FinChi community (events, workshops, network)

Growth path with FinChi (no registration is required for up to two years)

Soft-landing Services

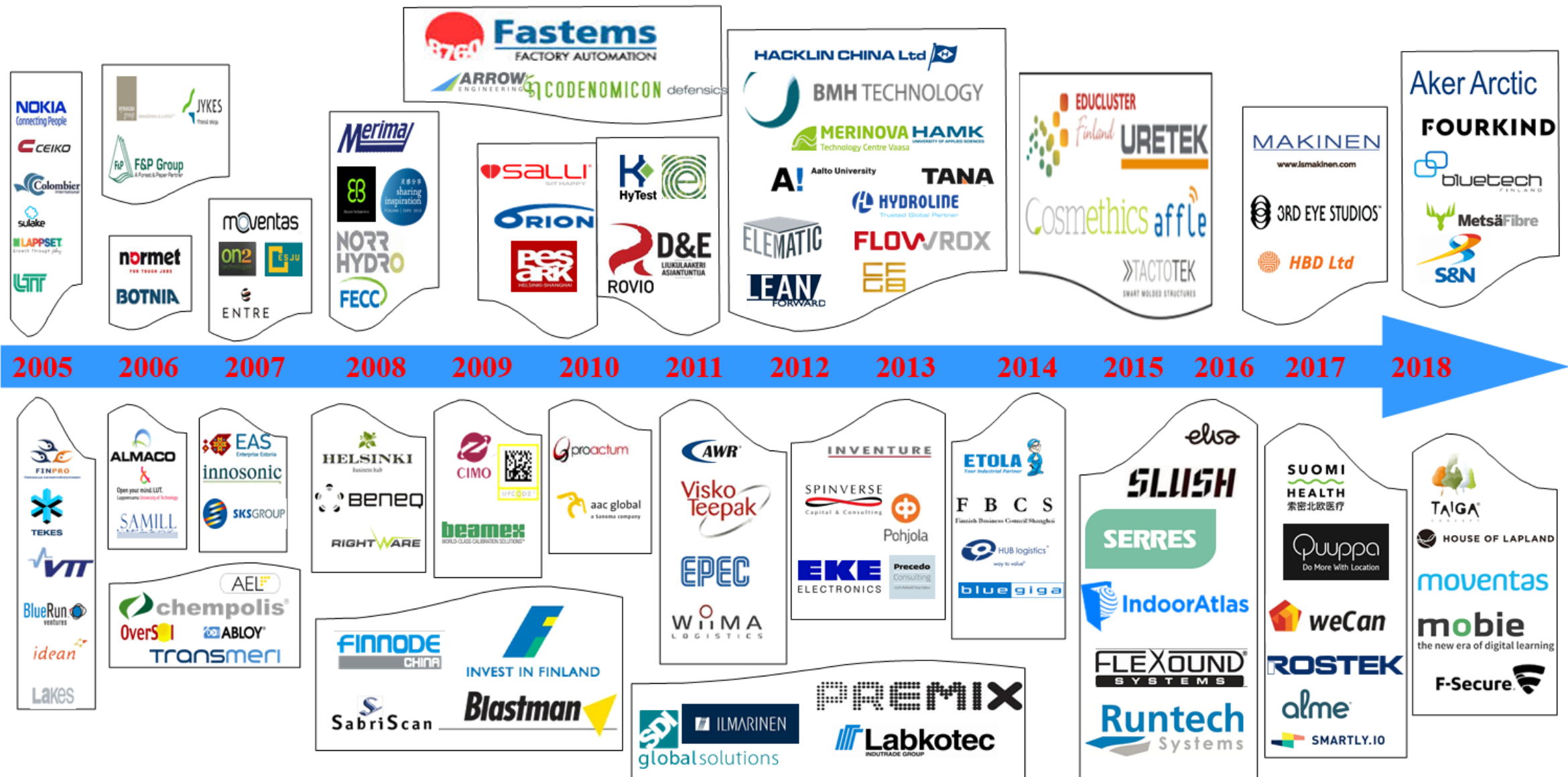
- Wallet care (cashier service)
- Staff finder
- HR solutions
- Expatriate help (visa, housing, schooling, etc.)
- Logistics support

Value-added Services

- Business credit reports
- Legal entity registration
- Accounting & tax compliance
- Total care (visit & event arrangement)
- Manufacturing establishment in China

Growth support with FinChi

SUBSIDY for legal entity



CHINA BUSINESS OPPORTUNITIES

▪ Active areas include, e.g.:

- Smart and flexible energy
- Cleantech
- Smart solutions
- Marintech (shipbuilding)
- Batteries from Finland
- Wood from Finland
- Food from Finland
- Winter Sports
- Travel

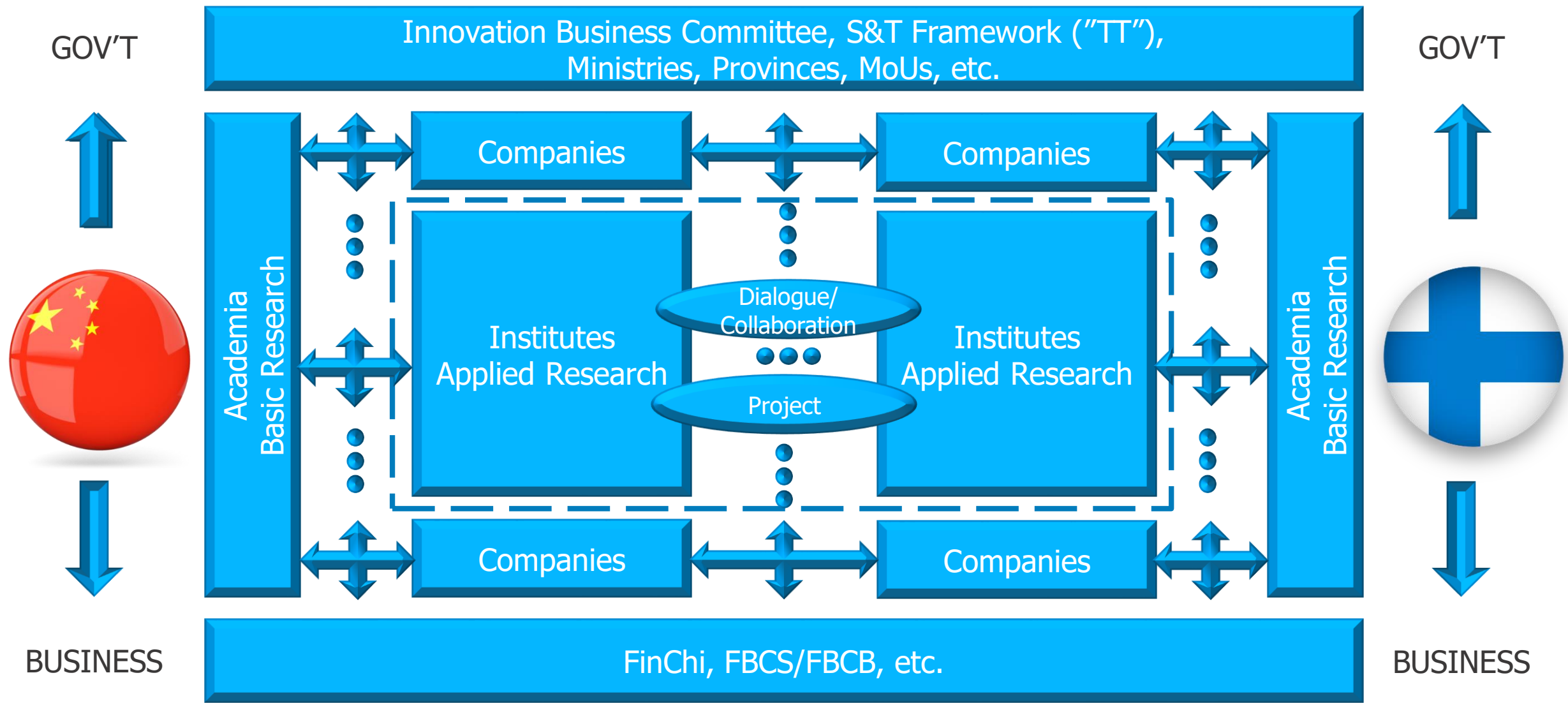
▪ Growing opportunities, e.g.:

- Smart and Sustainable Cities (large, systemic market needs)
- Sustainable Manufacturing (automation, AI, 5G, energy, cleantech, etc.)

▪ General issues:

- Desire for bigger deals and more systemic thinking
 - Potential for joint offerings, but how to turn innovation ecosystems to business ecosystems?
 - Need to identify integrators
 - Need for longer-term sustainable business
- Opportunities in connecting innovation and business
 - Finnish innovativity is highly valued
 - Certain sensitive innovation areas
- Opportunities in health tech, and virtual meeting/education platforms
 - Growing

CHINA – BUILDING THE BIG PICTURE





Thank you!

Business Finland in China

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<https://www.businessfinland.fi/toimipisteet/aasia/kiina/>