

# Accelerating Growth and Internationalisation of Food SMEs

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## How does food export from Finland look like?

- 80 % PL or raw materials
- 20 % consumer products
- 1,7 Billion € (growth 15% last 5 years)
- biggest categories 1) milk products (25%), candy (appr 10%), meat (appr. 10%), drinks (appr. 10% and oat products 8%
- Sweden (1.) China (2.) Estonia, Germany , France, Nehterlands important ones
- Big companies vs. SMEs

## Helping companies within the Food Business

- Food From Finland
- Finnish Food Authority
- Finnish Food and Drink Industries Federation (ETL)
- MTK (interest organization representing farmers, forest owners and rural entrepreneurs in Finland)
- Team Finland network ( for example ELY, Business Finland, Finnvera, Viexpo)
- Project organisations and Leader groups
- Co-ordination groups
- Private actors

## How to get projects to work well

- Project for Ostrobothnian companies -> organic export project
- What can be done and what not?
- Businessoriented
- What kind of co-operation can be done and what not (Nordic Oats, co-operation projects)
- How does a company benefit from a project?
- Focus