A photograph of two hands shaking in a firm grip, symbolizing a business agreement or partnership. The hands are wearing white shirts and dark suits. The background is a blurred office setting. The image is overlaid with a dark red, semi-transparent diamond-shaped graphic.

**LIAA pārstāvju
un uzņēmēju
kontaktbirža**
14.12.2023.



An aerial photograph of a modern waterfront promenade. The scene features a wide, light-colored paved walkway that curves along a body of water. To the left of the walkway is a green lawn with several young trees. A person in a dark suit is walking on the paved area. The water is dark blue with white reflections from the sun. The overall atmosphere is bright and clean.

SOMIJAS AKTUALITĀTES

Alise Barvika
Somijas pārstāvniecības vadītāja
14.12.2023.

Finland- the happiest country in the world





Finland- the happiest country in the world

What is happiness?

- GDP per capita
- Social support
- Healthy Life expectancy
- Freedom to make Life Choices
- Generosity
- Perception of Corruption

- #1 Finland
- #2 Denmark
- #6 Sweden
- #7 Norway

- #20 Lithuania
- #31 Estonia
- #41 Latvia
- #56 Portugal
- #58 Greece

#137 Afghanistan







Par ko šodien runāsim

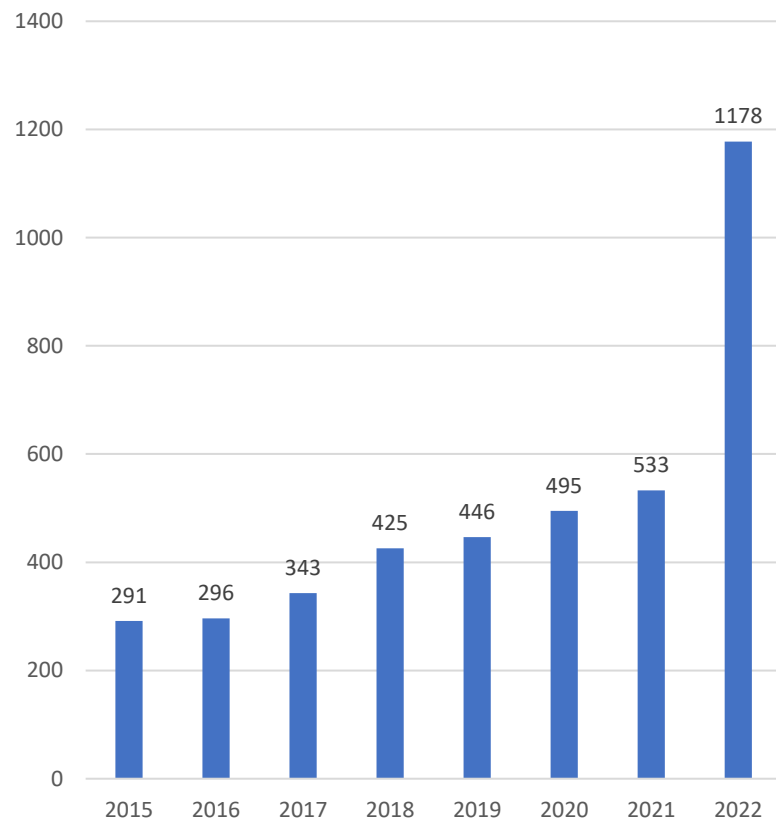
- Latvijas eksports uz Somiju
- Somijas ekonomikas aktualitātes un nozaru fokuss;
 - Inženierzinātnes;
 - Būvniecība;
 - IKT.
- Sadarbība ar Somiju
- 2024.gada pasākumi.





Somija- Latvijas 7.lielākais tirdzniecības partneris

Total export from Latvia to Finland, mln EUR



Tirdzniecības apjoms - 2,23 miljardi 2022.gadā
Latvijā strādā ap 300 somu uzņēmumi.

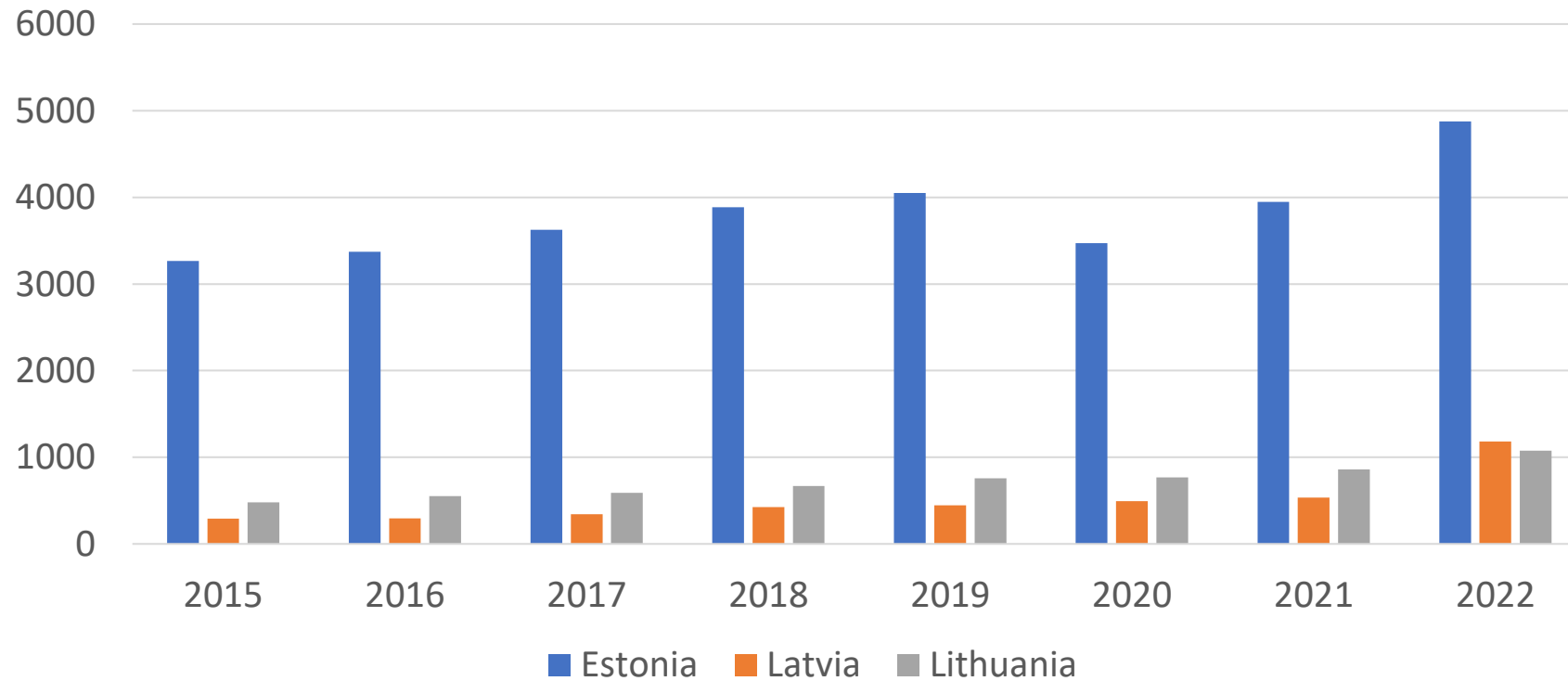
- Minerālie produkti
- Koksne un tās izstrādājumi
- Metāli un to izstrādājumi
- Mašīnas, mehānismi; elektriskās iekārtas
- Augu valsts produkti
- Ķīmiskās rūpniecības produkcija
- Pārtikas rūpniecības produkti
- Papīra izstrādājumi
- Transportlīdzekļi
- Plastmasas un gumijas izstrādājumi
- Tekstilizstrādājumi
- Dzīvnieki un lopkopības produkcija
- Dažādas rūpniecības preces
- Būvmateriāli
- Optiskās ierīces un aparāti





Baltijas eksportā uz Somiju dominē Igaunija

Total export from Baltics to Finland, mln EUR



Source: Bank of Lithuania, Bank of Latvia, Statistics Estonia

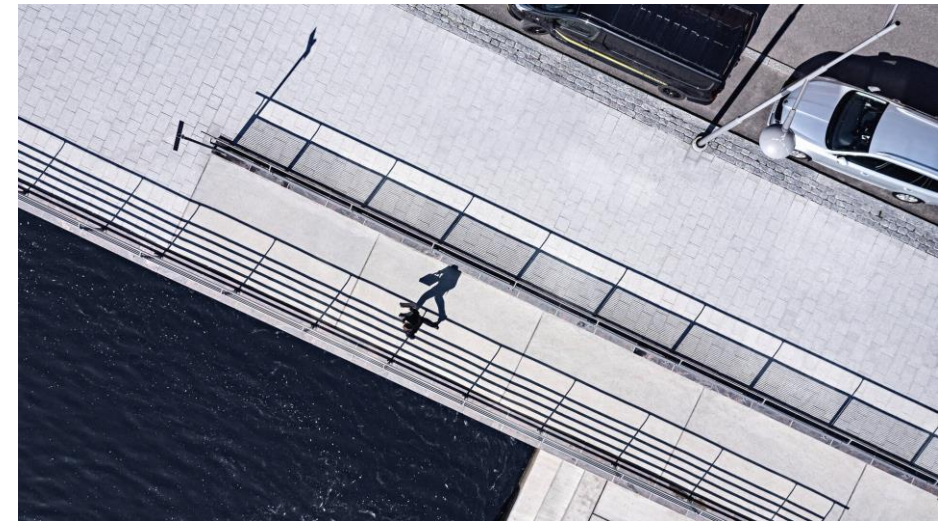
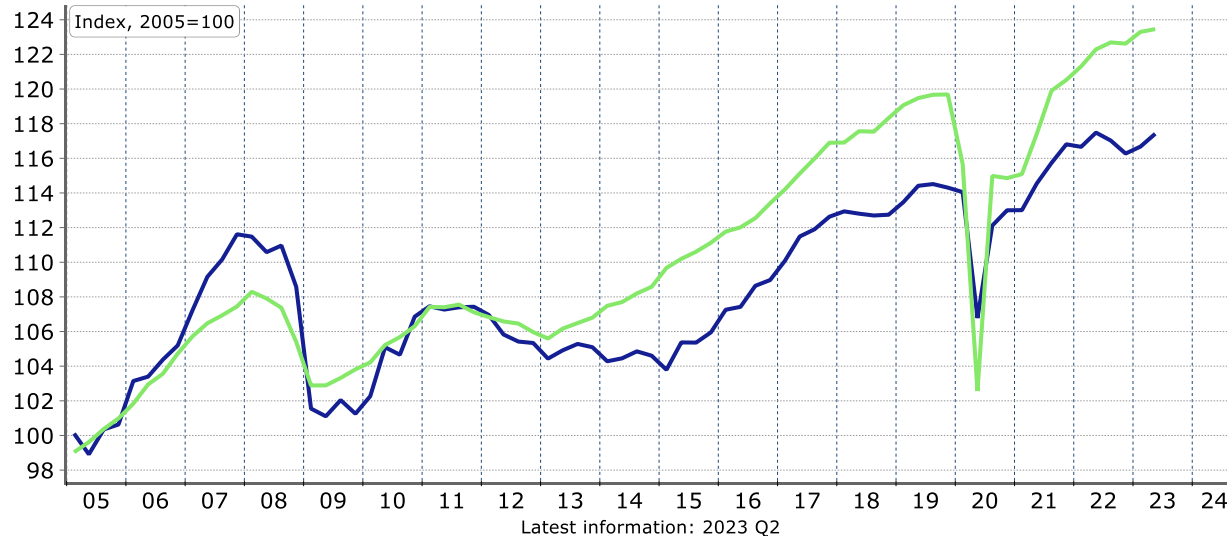
Picture: Visit Finland

Somijā ir recesija, tiek prognozēta lēna izaugsme



Forecaster	Date	Change in GDP, %			Change in private Consumption, %			Change in Exports, %			Change in Investments, %			Inflation, % *			Unemployment rate, %		
		2022	2023	2024	2022	2023	2024	2022	2023	2024	2022	2023	2024	2022	2023	2024	2022	2023	2024
Bank of Finland	15.9.2023	1,6	-0,2	0,2	2,1	-0,4	0,8	1,7	0,1	2,4	5	-5,5	0,1	7,2	4,3	1	6,8	7,2	7,1

- GDP in Euro Area and Finland by quarter

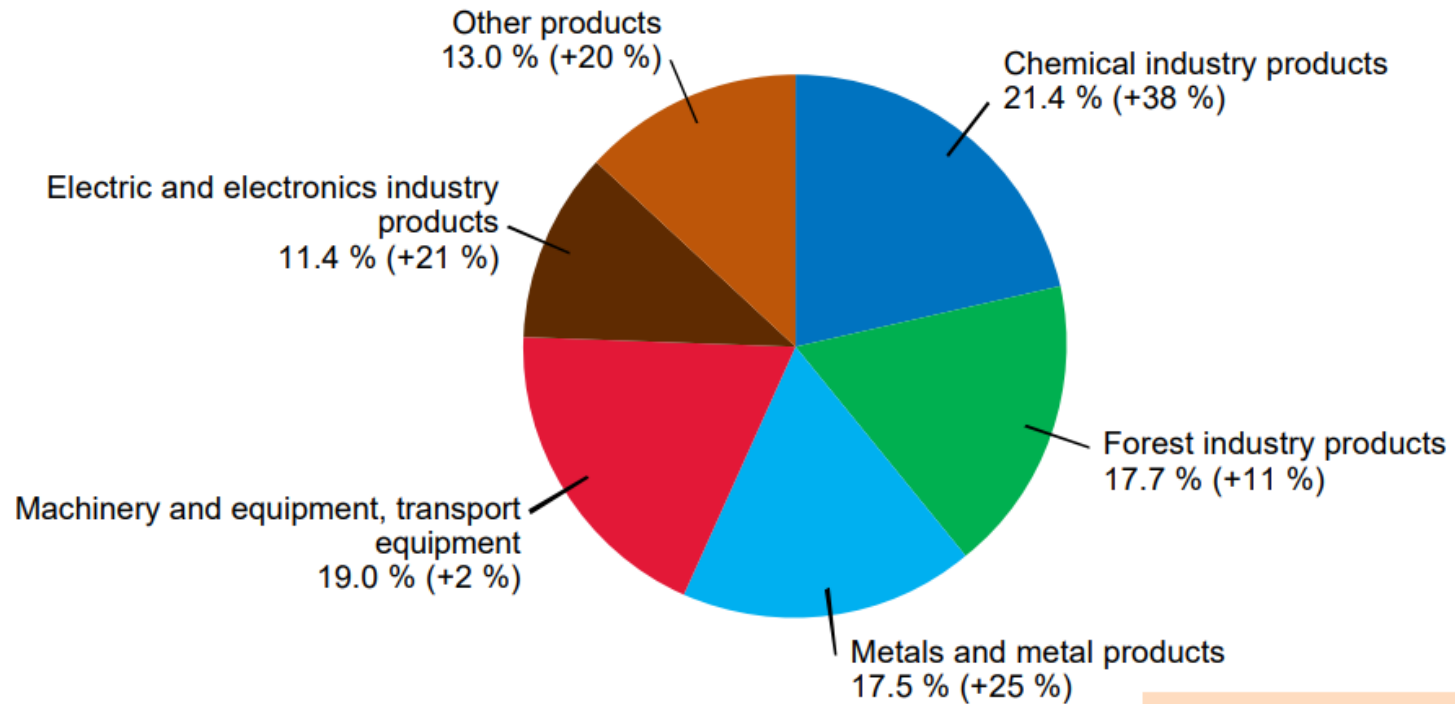




Somijas preču eksporta struktūra

EXPORTS BY PRODUCTS BY ACTIVITY (CPA) 2022(1-12)

Share and change from previous year (%)

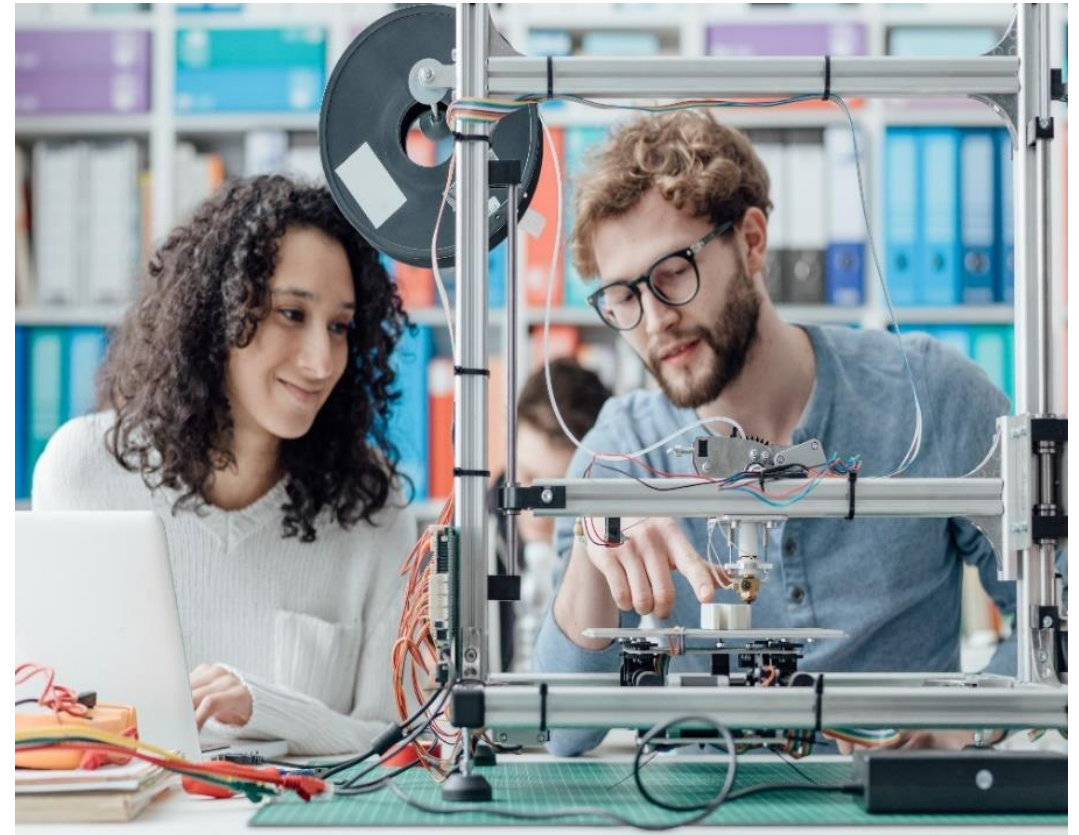


Total value of exports in 2022(1-12)
was EUR 81.7 billion (+19 %)



Tehnoloģiju sektors ir lielākais eksporta sektors Somijā – tas tieši ietekmē Somijas ekonomikas izaugsmi

- Over **50 %** of total exports.
- Some **338,000** employed directly in the sector, including indirect effects **720,000** people. **30k people** employed additionally every year
- Effect on value added totaling **€ 63 billion**, or **29% of GDP** value added.
- Bring to Finland **€ 23 billion** tax revenue annually.
- Investments almost **EUR 6.0 billion** annually in Finland.
- **65 %** of private-sector R&D investment.



Somijas tehnoloģiju industrijā dominē 5 lielākie sektori

Latvijas eksportētāji uz Somiju jau šobrīd veiksmīgi integrējušies somu piegādes ķēdēs



ELECTRONICS AND ELECTROTECHNICAL INDUSTRY

- Data communications equipment, electrical machinery, medical technology
- Turnover (2022): 21 billion euros
- Personnel (2022): 40,700
- ABB, Ensto, Murata Electronics, Nokia, Planmeca, Polar Electro, Suunto, Vacon, Vaisala



INFORMATION TECHNOLOGY

- IT services, applications and programming
 - Turnover (2022): 19 billion euros
 - Personnel (2022): 83,500
- Basware, CGI, Digia, Efecte, Enfo, F-Secure, Fujitsu Finland, IBM, Innofactor, Knowit, Microsoft, Nixu, TietoEVRY



METALS INDUSTRY

- Steel products, non-ferrous metals, castings, metallic minerals
- Turnover (2022): 19 billion euros
- Personnel (2022): 16,000
- Boliden, Componenta, Kuusakoski, Luvata, Outokumpu, Ovako, Sacotec, SSAB



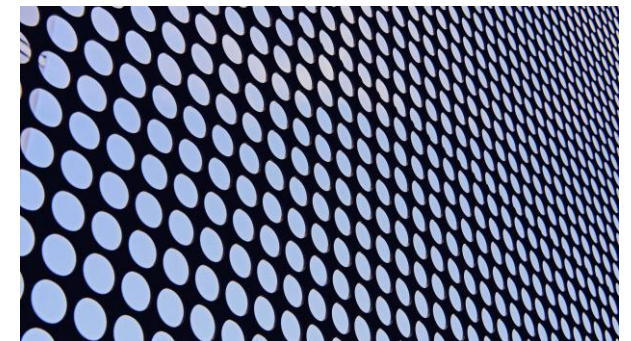
CONSULTING ENGINEERING

- Expertise for construction industry and infrastructure
- Turnover (2022): 7 billion euros
- Personnel (2022): 54,100
- AFRY, A-Insinöörit, Citec, Elomatic, Etteplan, FCG, Granlund, Ramboll, Rejlers, Sitowise, SWECO, WSP



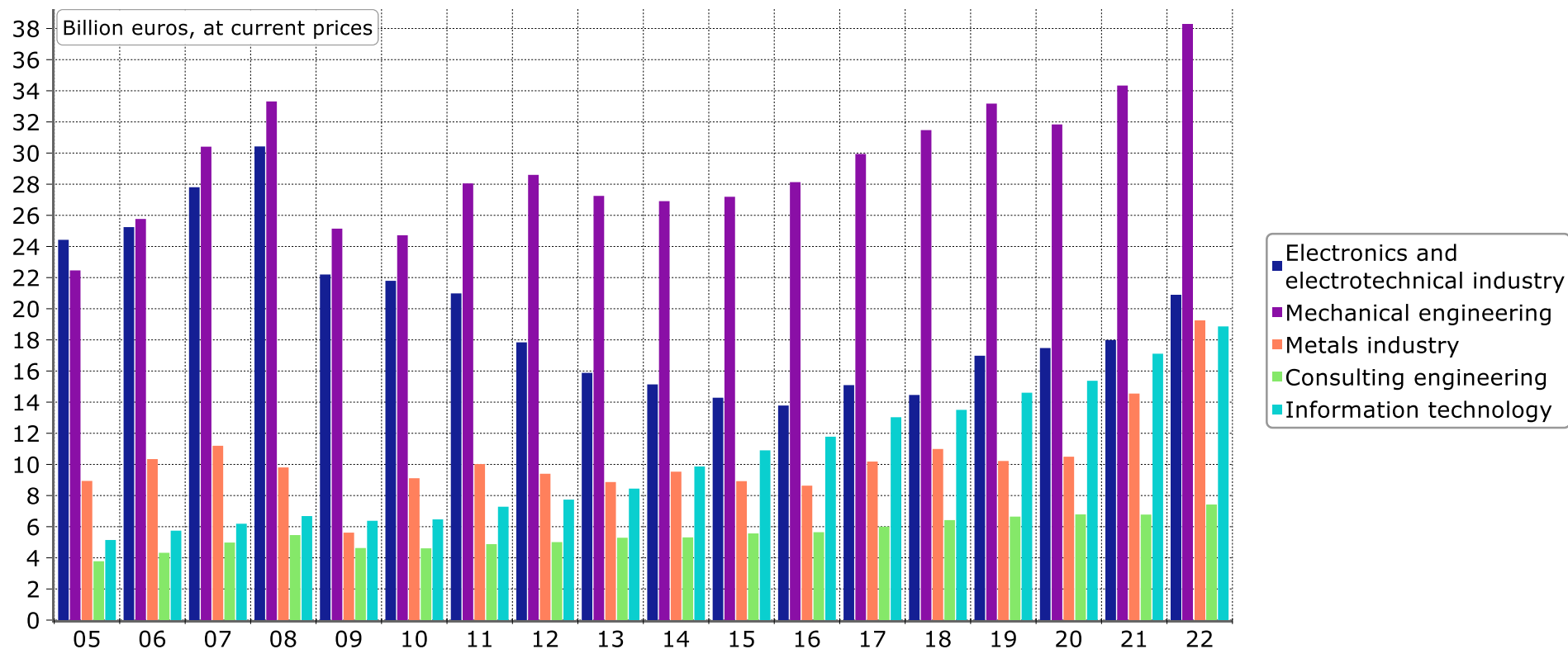
MECHANICAL ENGINEERING

- Machinery, metal products, vehicles
- Turnover (2022): 38 billion euros
- Personnel (2022): 135,800
- Abloy, Cargotec, Fiskars, Glaston, Kone, Konecranes, Metso, Meyer Turku, Neles, Normet, Oras, Patria, Pemamek, Ponsse, Prima Power, Stala, Valmet, Valtra, Wärtsilä





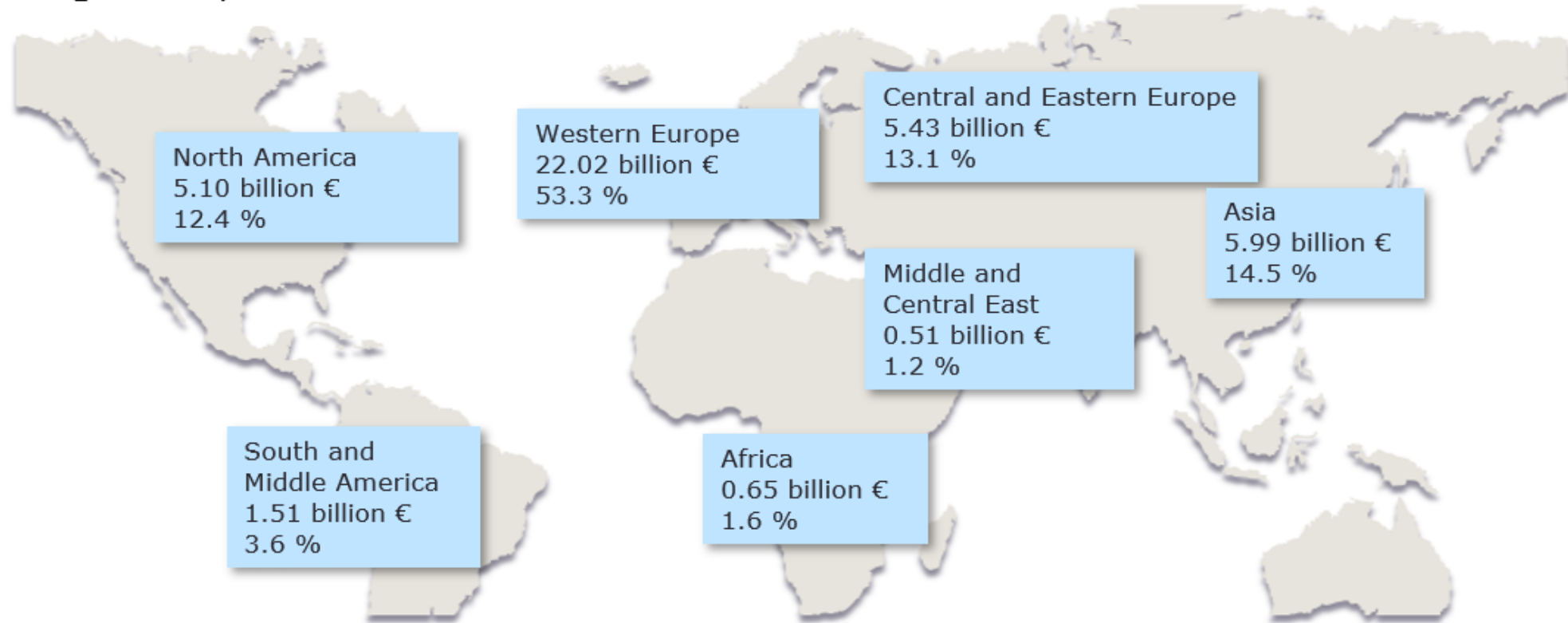
Somijas tehnoloģiju industrijas apgrozījums, sektori



Somijas tehnoloģiju eksporta galvenie tirgi 2022.gadā



Total goods exports 41.31 billion euros*



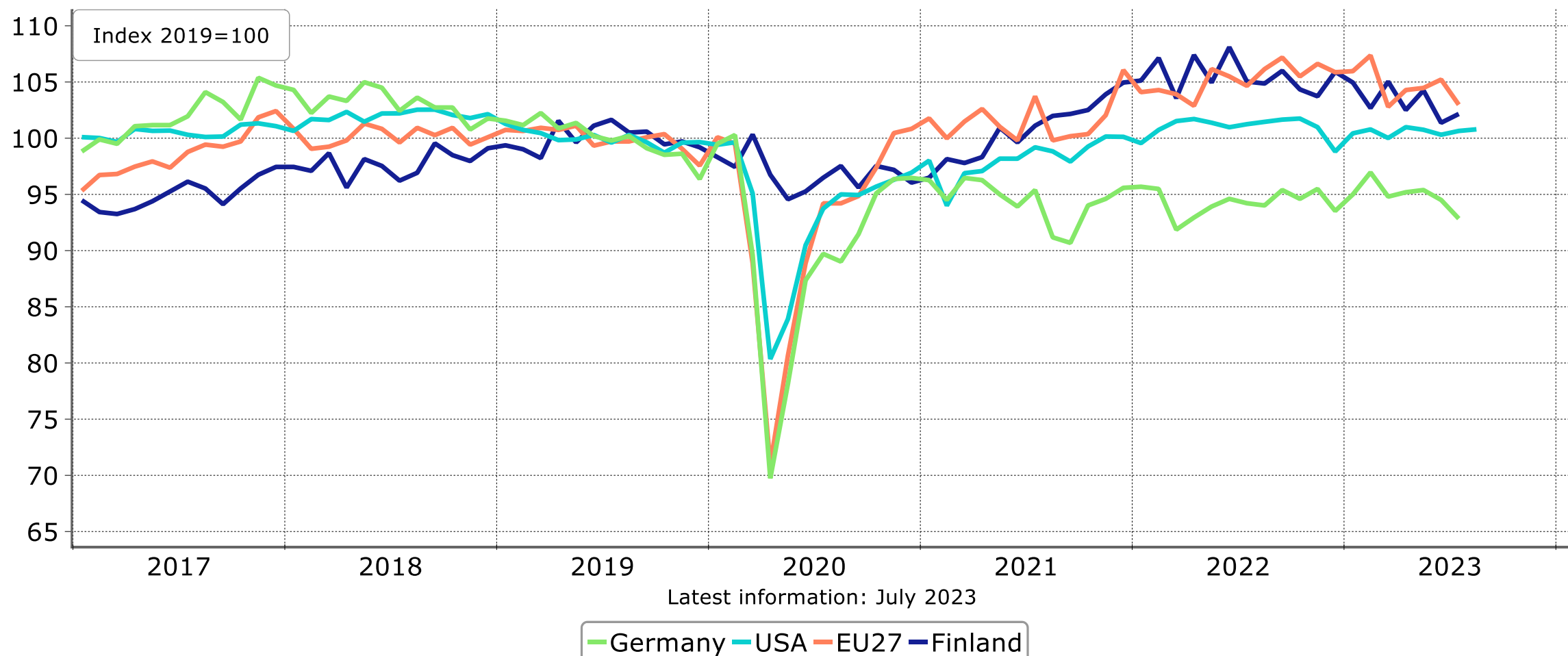
12/9/2023

Technology Industries
of Finland

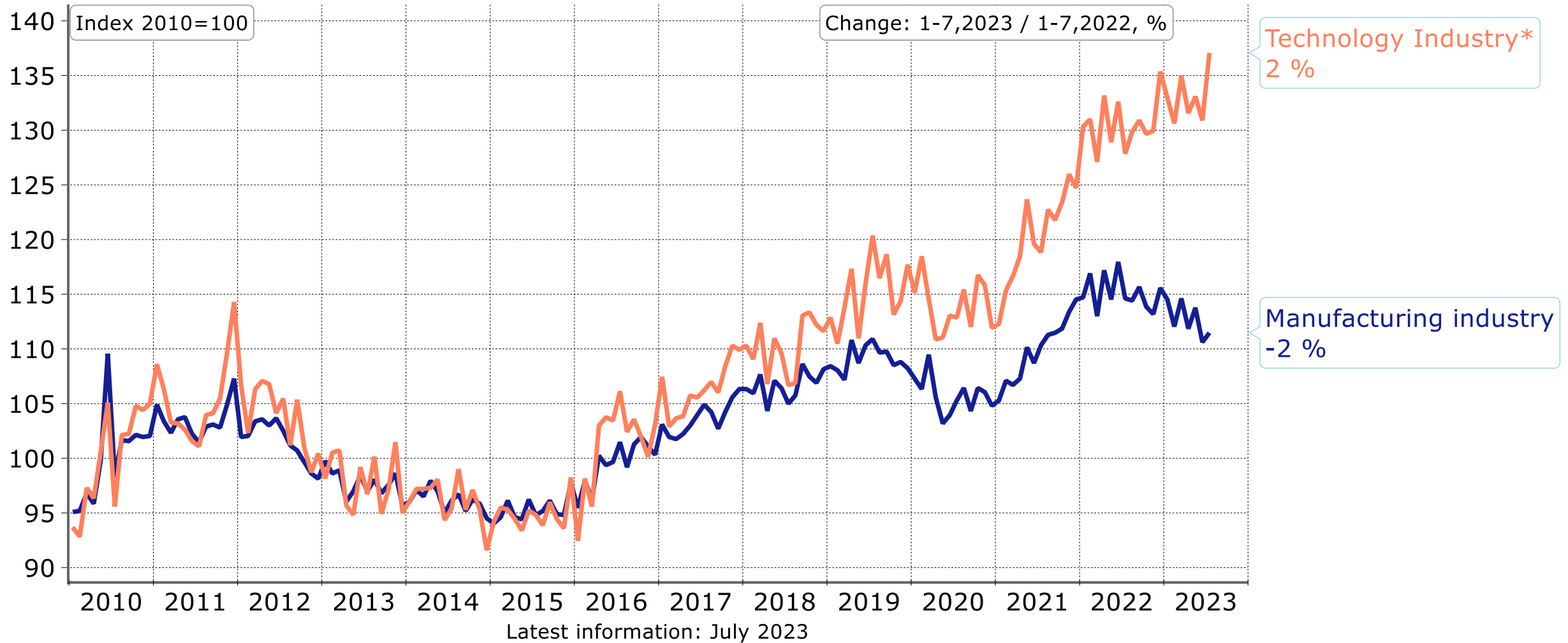
*) In addition to goods exports the sector exported services worth some 16-18 billion euros.
Source: Finnish Customs, Statistics Finland



Industriālās produkcijas pieaugums lielākajos Somijas eksporta tirgos ir apstājies



Industriālās produkcijas izlaide Somijā

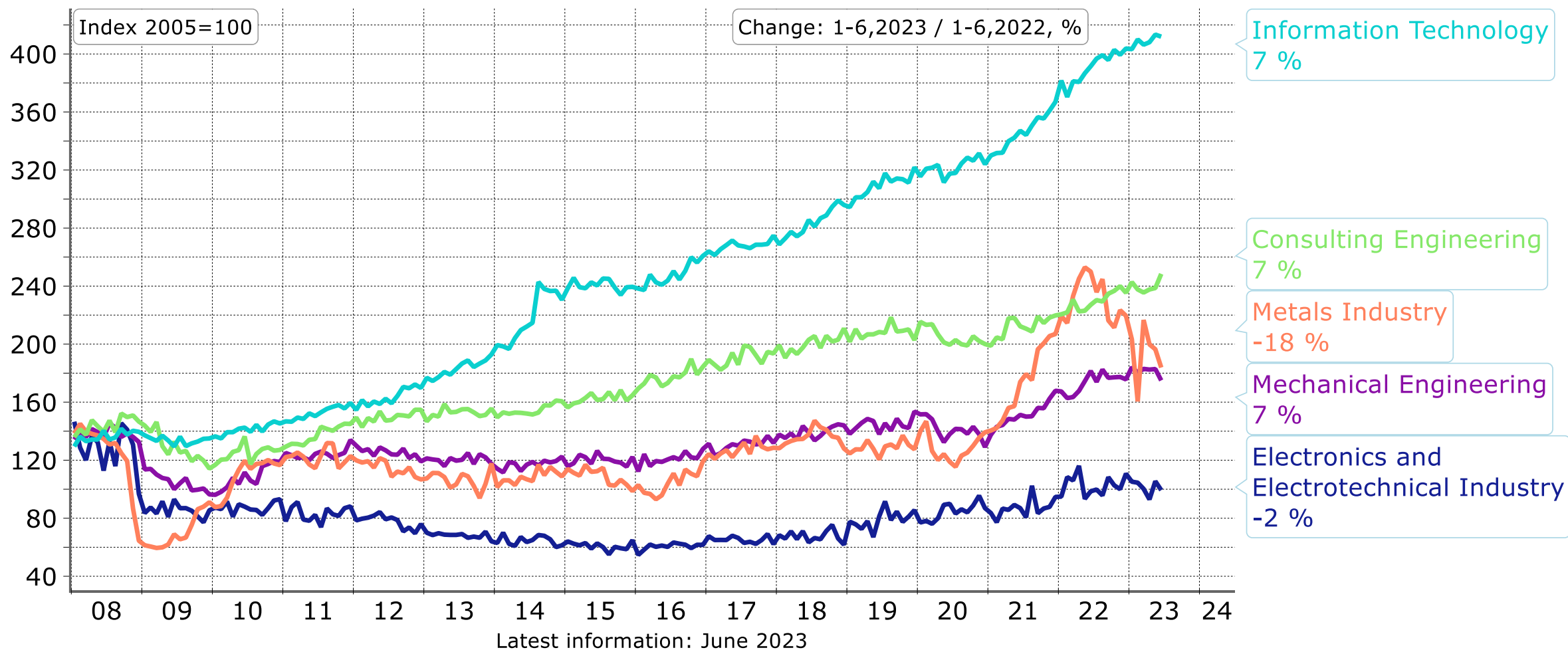


Technology Industries of Finland

- *) Excl. Information Technology and Consulting Engineering
- Seasonally adjusted volume index



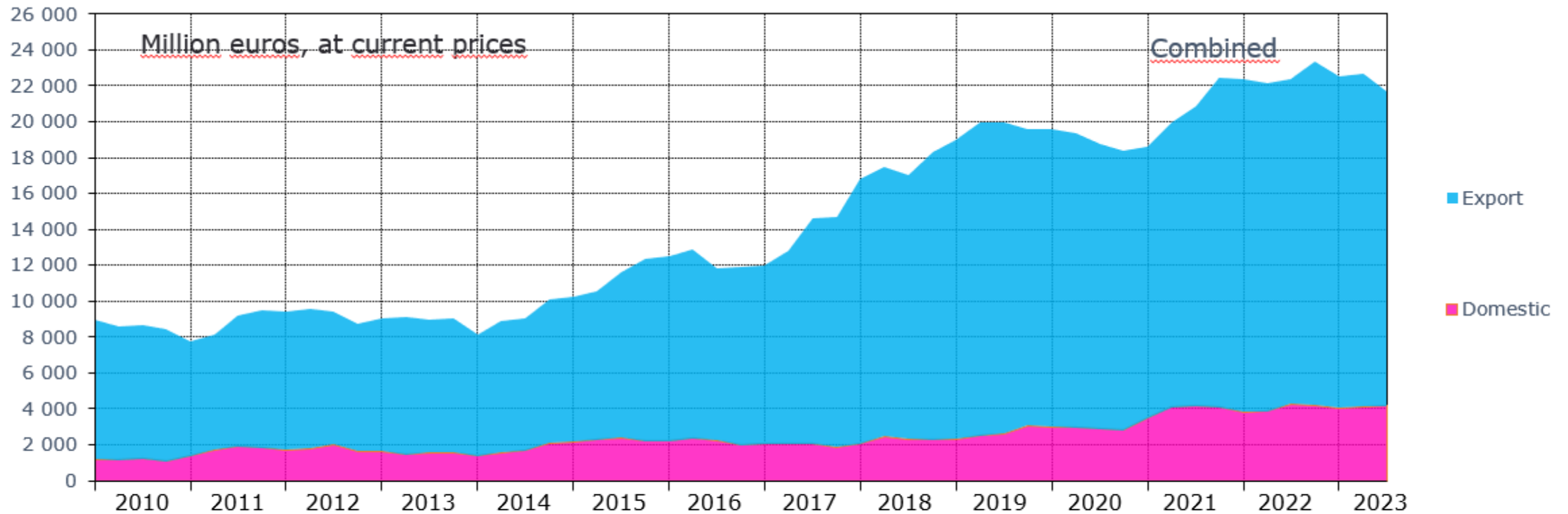
Somijas tehnoloģiju industrijas apgrozījuma pieaugums



Technology Industries
of Finland

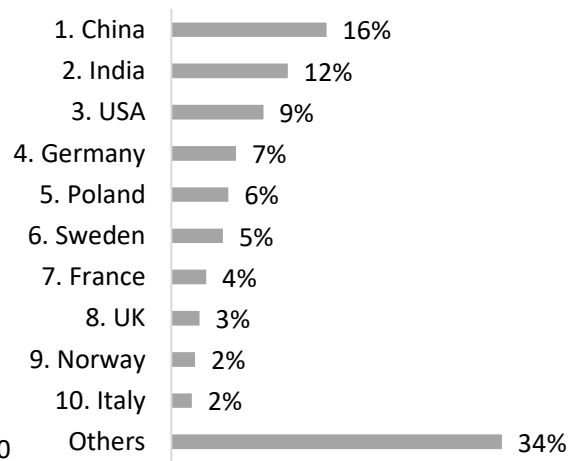
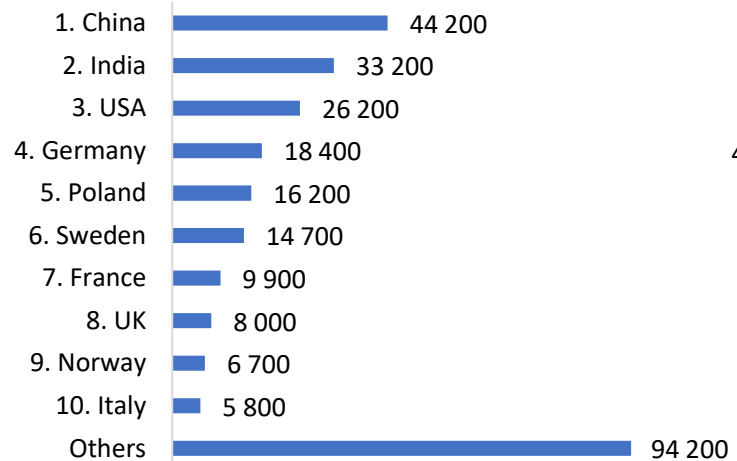
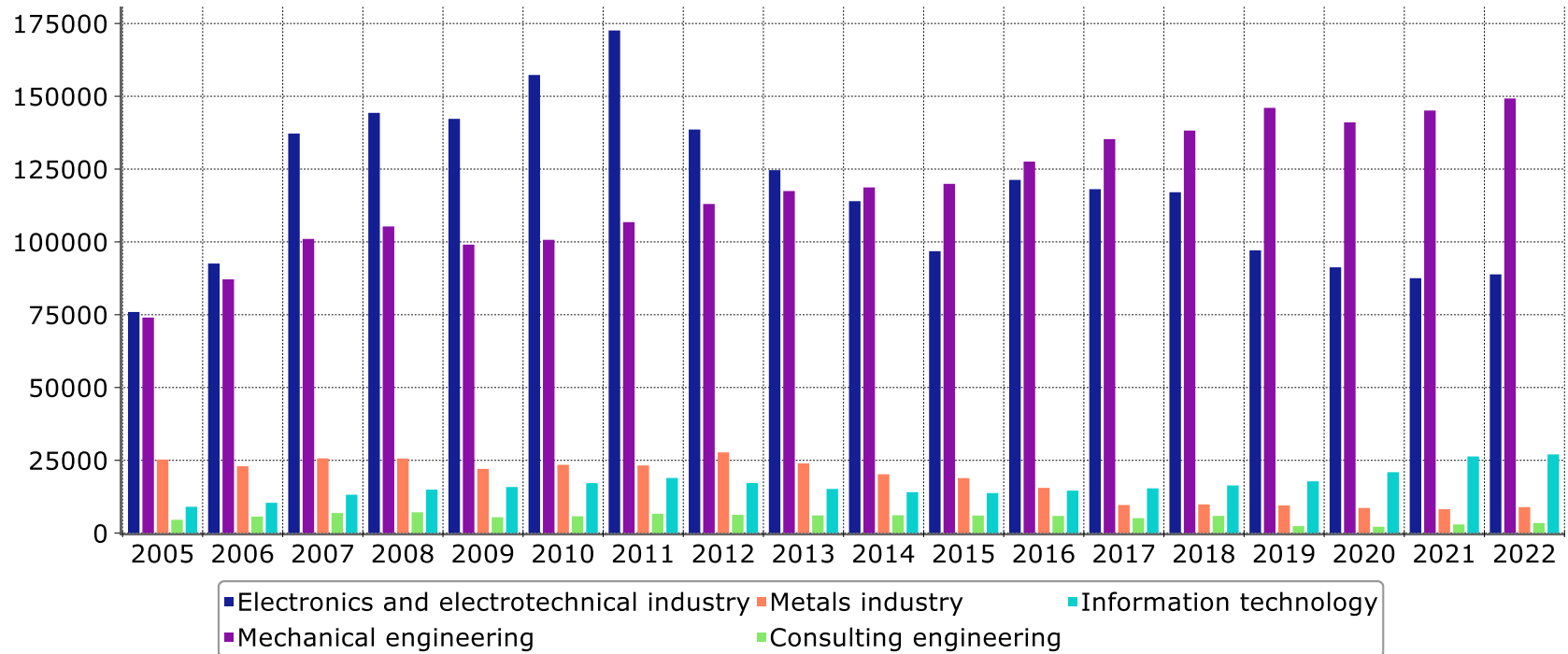
• Source: Macrobond, Statistics Finland

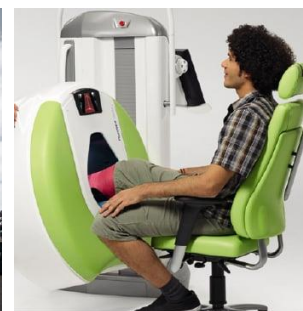
Pasūtījumu vērtība somu inženierzinātņu uzņēmumiem



Change:	30.6.2023 / 30.6.2022	30.6.2023 / 31.3.2023
Export:	-3 %	-5 %
Domestic:	-3 %	+0 %
Combined:	-3 %	-4 %

Somijas tehnoloģiju uzņēmumu nodarbinātie ārvalstīs





Nākotne ar piesardzīgu optimismu, investējot inovācijās

The technology industry has all the preconditions for success:



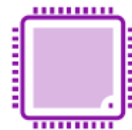
Long and excellent industrial traditions



Innovative design and product development



A skilled workforce



Cutting-edge technology



Digital expertise

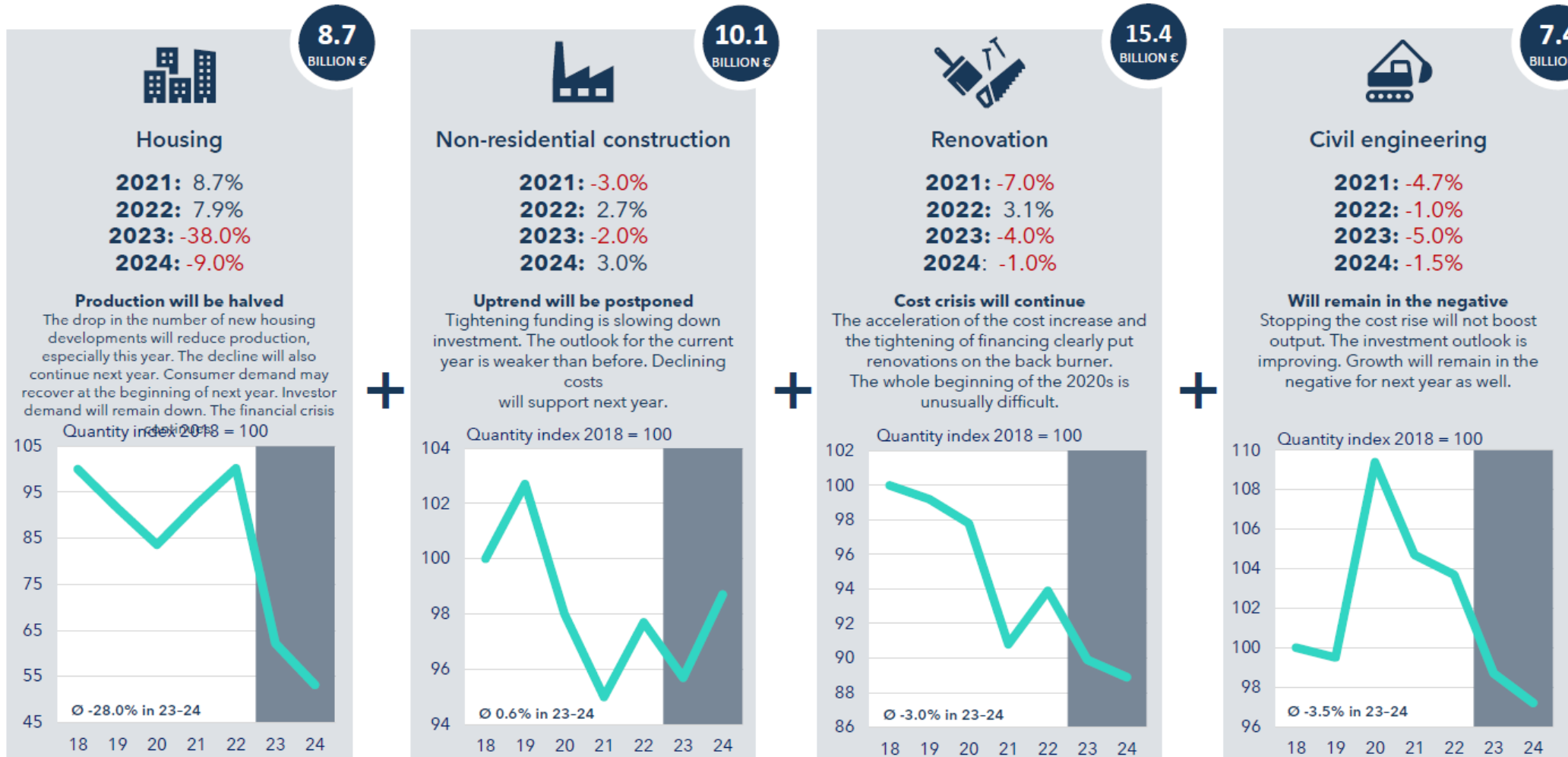




Source: Visit Finland

Construction in 2023-24: construction will decrease drastically - no growth until 2025

2022
in total
41.5
BILLION €



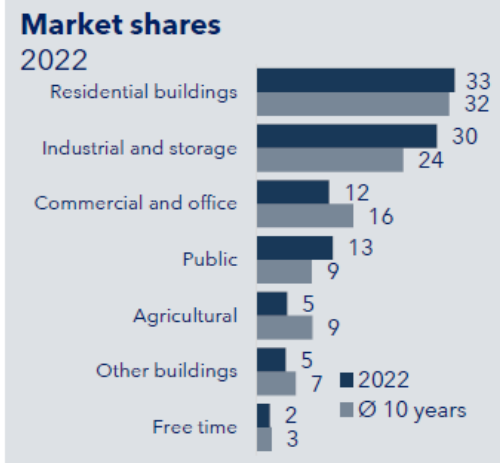
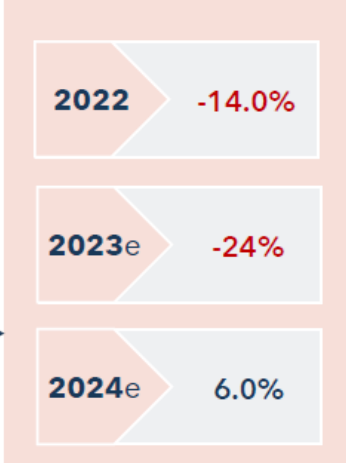
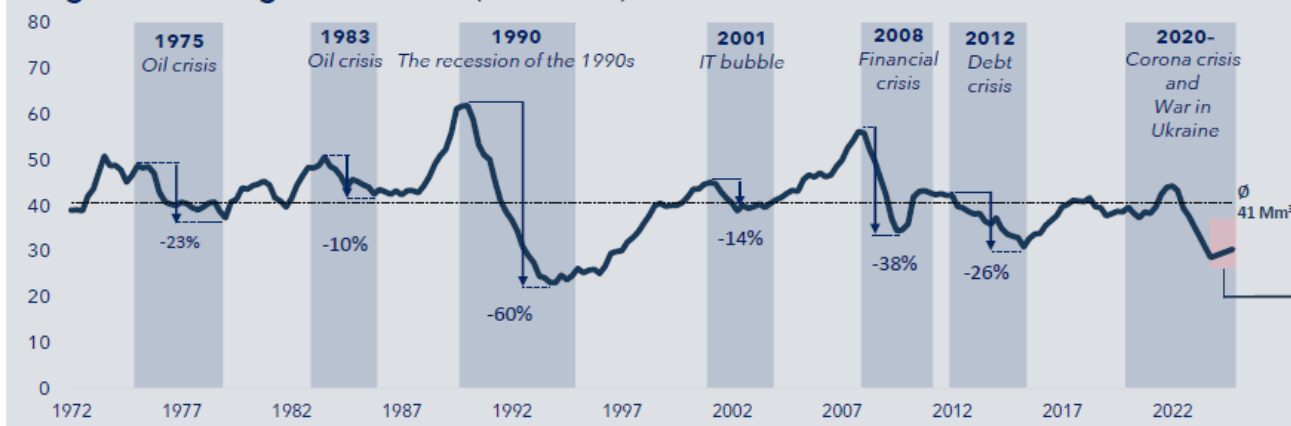
= CONSTRUCTION IN TOTAL*: 2022e: +4.6% 2023e: -10.0% 2024e: -2.0%

*Fixed price added value

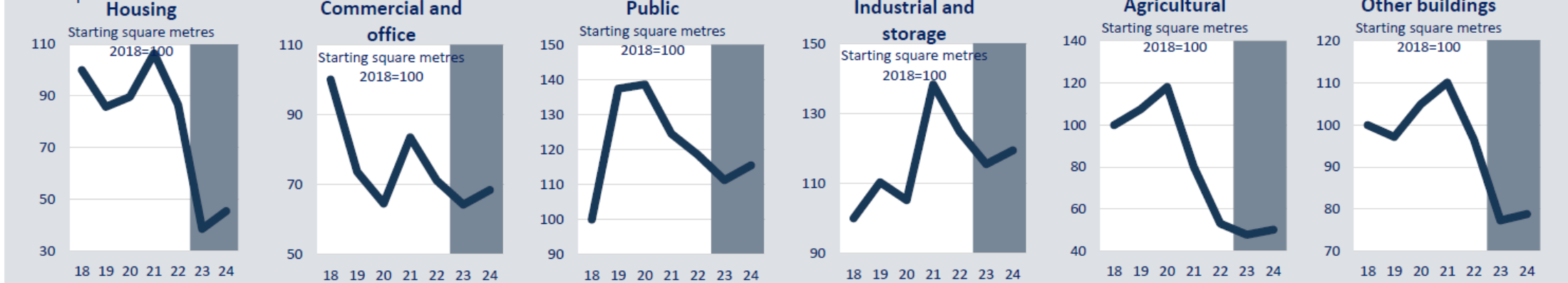
Source: Statistics Finland, RT forecast September 2023

On new developments: remains at a low level – a big drop is followed by only a weak rise

Long term starting cubic metres (million m³)



An outlook of the types of construction: next year there will be a slight increase from different points of view – the biggest drop in the number of new developments will be in 2023

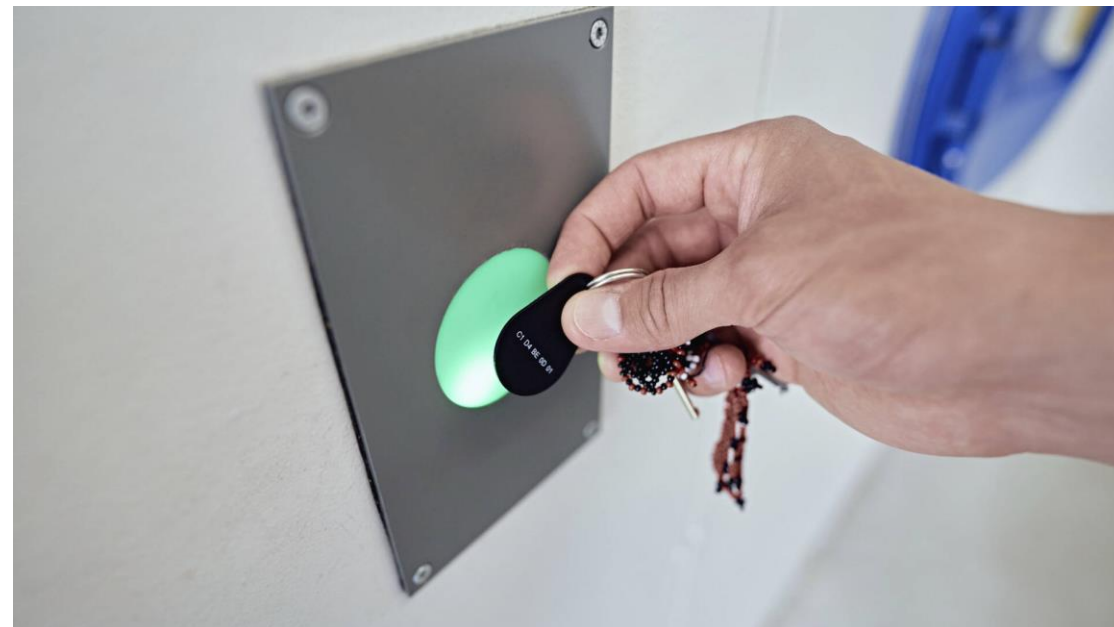




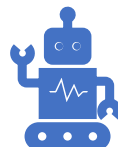
Digitālie Somijas produkti

INFORMATION TECHNOLOGY

- IT services, applications and programming
- Turnover (2022): 19 billion euros
- Personnel (2022): 83,500



NOKIA - network and IP infrastructure, software



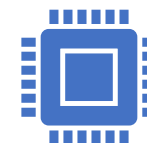
Basware- AP Automation, e-Procurement, Purchase-to-Pay Solutions



F-Secure – security solutions



Digia, CGI, Digia, Efecte, Enfo,



Fujitsu Finland, IBM, Innofactor, Knowit, Microsoft, Nixu, TietoEVRY

Kādus IT pakalpojumus šobrīd pērk somu uzņēmumi?

- Digital business:
 - Lean and agile service development;
 - Digital strategy.
- ICT:
 - Digitization and automation of processes;
 - AI enabled business models and services;
 - Machine learning.
 - Robotic process automation (RPA)
 - Digitization and automation of processes;
 - Digital workplace;
 - API integrations;
 - ERP solutions / Integrations.
 - Cyber security.
- Finance:
 - Risk and compliance management
 - Invoice managements
 - Digitization of finance department;
 - Automation and RPA of finance processes;
 - Financial reporting optimization;
 - Scenario planning;
 - Forecasting and budgeting.
- Supply chain optimization tools:
 - End-to-end visibility;
 - Supply chain analytics;
 - Integrated business planning;
 - Transportation optimization;
 - Supply chain performance optimization;
 - Supplier management;
 - Sales and operations planning;
 - Procurement software
- Production, Manufacturing and Maintenance:
 - Quality management;
 - Workforce optimization.
- Data and analytics:
 - Predictive analytics
 - Data management;
 - Data warehousing;
 - Data visualization;
 - Predictive analytics and dashboards.
 - Big data analytics
 - Real time data
 - Cloud data integration.



INNOVATION AND EXPORTS ARE STRONGLY LINKED



Innovations are the most significant source of sustainable growth and the engine of exports.

Export companies invest more than average in R&D activities and get better return on their R&D investments.

It's important to start internationalization already during innovation work by building international networks and developing market and customer understanding.

In (innovation) ecosystems, small and medium sized companies can grow globally and strengthen their global presence with the help and cooperation of large companies.

Attracting international investments in Finland supports both innovation activities and exports and strengthens the Finnish economy

Somijas izaugsme atkarīga no uzņēmumu inovācijām.

- 2 (valsts) +2 (uzņēmumi)= 4% no IKP R&D izdevumi Somijā 2030.gadā
- Business Finland (BF) – LIAA analogs no Somijas valsts budžeta finansē jaunu tehnoloģiju izstrādi
- 2022.gadā tie bija 503 miljoni eiro



BUSINESS
FINLAND

LEADING COMPANY PROJECTS 2020-2022



Euroopan unionin rahoittama –
NextGenerationEU

NESTE

Sustainable and globally scalable solutions for the research and development of raw materials that reduce the use of crude oil

FORTUM & METSÄ GROUP

New fiber-based products for consumer markets to reduce the carbon footprint

KONE

Mobility solutions for urban environments in line with the principles of sustainable development

NOKIA

Making Finland a pioneer in 5G networks and

BOREALIS POLYMERS

Sustainable plastics industry transformation

ABB

Platforms for the optimal generation and consumption of electricity in a carbon-neutral society

SANDVIK

Globally competitive electric and digital solutions for heavy machinery

NOKIA

energy efficient edge-computing

MEYER TURKU

Climate-neutral cruise ship and shipyard

CHALLENGER CLASS LEADING COMPANIES

MIRKA

Cooperation with the Finnish industry in net carbon negative solutions

PICOSUN

Greener semiconductor manufacturing

WÄRTSILÄ

Zero Emission Marine

TIETOEVRY

Trust Based Digital Services

VALMET

Beyond circularity boosts green transition

BUSINESS
FINLAND

In exchange for funding provided by Business Finland, the leading companies are committed to increasing their research, development and innovation (RDI) operations in Finland by 1,2 billion euros combined, and to create hundreds of new RDI jobs by 2024.



Digitalization based boost for productivity



Comprehensive health & wellbeing



Carbon neutral & resilient energy system



Zero waste & circular economy



Engaging immersive experiences

At the end of 2023 and during the spring of 2024, Business Finland will launch calls on the following themes:

- Quantum Computing
- Flexible Energy Structure
- Circularizing Industrial Material Flows
- One Health
- Digital Resilience

The total amount of Business Finland's research funding ([Co-Research funding service](#)) is estimated to be around EUR 20 million, depending on the available funding for 2024 and the quality of the proposals in relation to the funding criteria. In addition to Co-Research projects, the call will also target [Co-Innovation](#) and company R&D projects. The normal Business Finland funding criteria will apply.

Name	Granted Funding
Solar Foods Oy	33 646 250
Teknologian tutkimuskeskus VTT Oy	33 526 413
Neste Oyj	27 723 750
Borealis Polymers Oy	20 000 000
Meyer Turku Oy	20 000 000
Valmet Technologies Oy	20 000 000
Liikennevirta Oy	19 521 000
FinVector Oy	18 118 600
Aalto-korkeakoulusäätiö sr	16 609 430
Tampereen korkeakoulusäätiö sr	16 094 904
Dispelix Oy	13 077 400
Oulun Yliopisto	12 566 295
Mirka Oy	10 000 000
Picosun Oy	10 000 000
Lappeenrannan-Lahden teknillinen yliopisto LUT	9 813 760
Evondos Oy	8 081 437
Helsingin Yliopisto	7 419 894
GlucoModicum Oy	5 546 000
Turun yliopisto	5 006 501
Flow Technologies Oy	4 872 661
Origin by Ocean Oy	4 569 000
Onego Bio Ltd	4 565 970





Somija- Latvijas tuvākā Ziemeļvalsts!

Tirgus ieiešanas stratēģijas

Sadarbība ar Somijas
uzņēmumiem Latvijā/
Baltijā- <https://www.fccl.lv/>

Distributors/aģents/
(B2C fokuss)

Tiešā pārdošana no Latvijas
+ digitālais mārketing (B2B,
B2C – online)

Somu pārstāvis Somijā/
Igaunijā
(apgrozījums/klientu skaits)

Iespējas ar somiem uzsākt
sadarbību caur inovāciju
projektiem.

Somu uzņēmumiem liela
interese pie tehnoloģiju un
produktu attīstības
sadarbības:

Eureka/ Eurostars

Horizon Europe

u.c. sadarbības
programmām (Interreg u.c.)

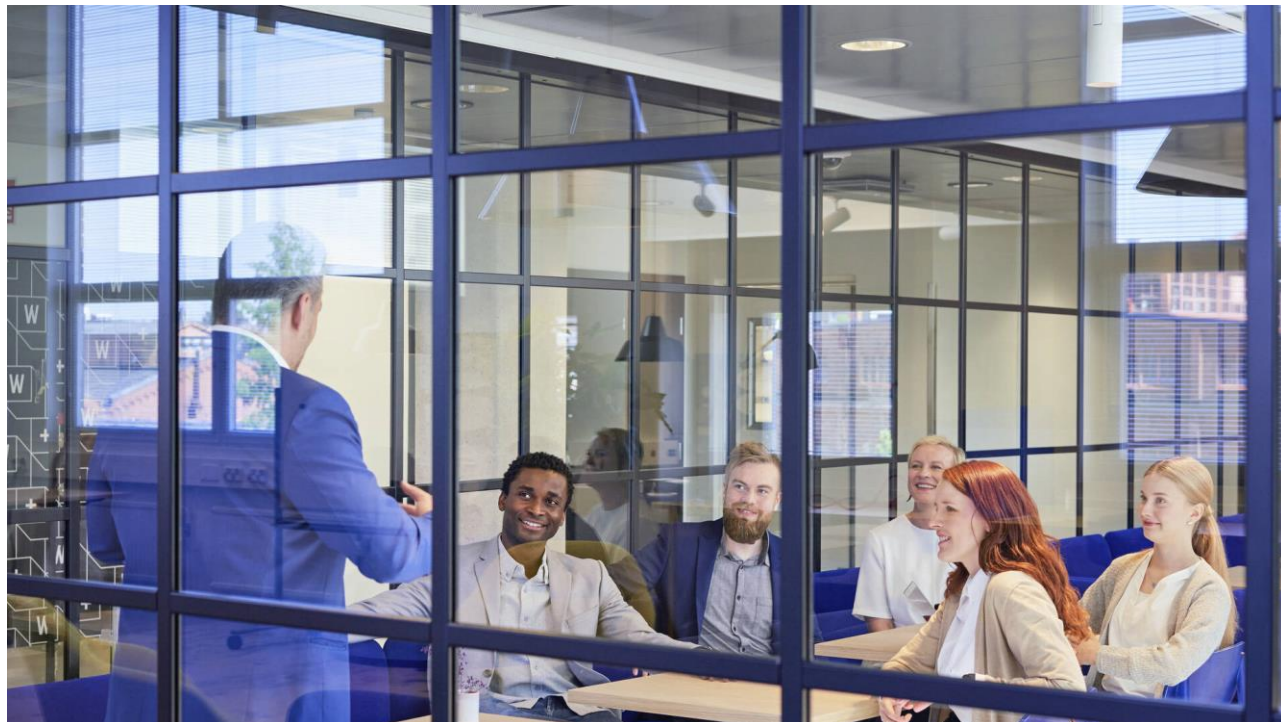




2024.gada plānotie pasākumi



- 15-16.5. Navigate- kuģubūves izstāde
- 1.-3.10. Alihankinta- mašīnbūves izstāde
- 8.-10.10. Finnbuild- būvniecības izstāde
- Ienākošās delegācijas un b2b:
 - Janvāris, inženierzinātnes
 - 17-19.4. Techchill- jaunuzņēmumu fokuss;
 - 16.-17.5. Deeptech
 - Aprīlis, IT
 - Maijs, inženierzinātnes
 - Maijs, militārā industrija.





Paldies!

Alise.Barvika@liao.gov.lv