

Central Baltic Programme

Partnership agreement

Preamble

Having regard to:

Article 26 (1) a of Regulation (EU) 2021/1059;

the following agreement is hereby made between the lead partner (LP) of the project and the project partners as listed in the project data for the implementation of the Interreg Central Baltic Programme 2021-2027 project CB1000678, Advance4Growth, A4G, approved by the Monitoring Committee/Steering Committee of the Interreg Central Baltic Programme 2021-2027 on 28.1.2026.

Abbreviations

Programme - Central Baltic Programme 2021-2027

AA - Audit Authority

AF - Application Form

EC - European Commission

ERDF - European Regional Development Fund

EU - European Union

JS - Joint Secretariat

LP - Lead Partner

MA - Managing Authority

MC - Monitoring Committee

PP - Project Partner (PPs - Project Partners)

SC - Steering Committee

Articles

Article 1: Legal framework

1. The following legal provisions and document constitute the contractual basis of this partnership agreement and the legal framework for the implementation of the project Advance4Growth

- The European Structural and Investment Funds Regulations, Delegated and Implementing Acts for the 2021-2027 period, as further specified below;
- The Interreg Programme Central Baltic 2021-2027 approved by the European Commission on 7.6.2022 setting the programme (hereinafter referred to as Interreg Central Baltic programme);
- The laws of the PP's countries applicable to this contractual relationship;

2. The following laws and documents constitute the legal framework applicable to the rights and obligations of the parties to this agreement:

- Regulation (EU, Euratom) No 2018/1046 of the European Parliament and of the Council of 18 July 2018 on the financial rules applicable to the general budget of the Union and repealing Council Regulation (EC, Euratom) No 966/2012, together with related Delegated or Implementing Acts;
- The European Structural and Investment Funds Regulations, Delegated and Implementing Acts for the 2021-2027 period, especially:
 - Regulation (EU) No 2021/1060 of the European Parliament and of the Council of 24 June 2021, laying down common provisions on the European Regional Development Fund, the European Social Fund Plus, the Cohesion Fund, the Just Transition Fund, and the European Maritime, Fisheries and Aquaculture Fund and financial rules for those and for the Asylum, Migration and Integration Fund, the Internal Security Fund and the Instrument for Financial Support for Border Management and Visa Policy, and repealing Council Regulation (EC) No 1303/2013, and any amendment;
 - Regulation (EU) No 2021/1058 of the European Parliament and of the Council of 24 June 2021 on the European Regional Development Fund and on the Cohesion Fund, and repealing Regulation (EC) No 1301/2013, and any amendment;
 - Regulation (EU) No 2021/1059 of the European Parliament and of the Council of 24 June 2021 on specific provisions for the European territorial goal (Interreg) supported by the European Regional Development Fund and external financing instruments, and repealing Regulation (EC) No 1299/2013, and any amendment;

Central Baltic Programme

- Regulation (EU) 2016/679 of 27 April 2016 on the protection of natural persons with regard to the processing of personal data and on the free movement of such data, and repealing directive 95/46/EC (General Data Protection Regulation, GDPR);
- Articles 107 and 108 of the Treaty on the Functioning of the European Union, Commission Regulation (EU) No 1407/2013 on the application of Articles 107 and 108 of the Treaty on the Functioning of the European Union to de minimis aid, Regulation (EU) 2021/1237 of 23 July 2021 amending Regulation (EU) No 651/2014 declaring certain categories of aid compatible with the internal market in application of Articles 107 and 108 of the Treaty; Delegated and Implementing acts, as well as all applicable decisions and rulings in the field of state aid;
- All other EU legislation and the underlying principles applicable to the LP and the PPs, including the legislation laying down provisions on competition and entry into the markets, the protection of the environment, and equal opportunities between men and women;
- National rules applicable to the LP and its PPs and their activities;
- Project data, comprising but not limited to latest project documentation such as application form and all project information available in the electronic system (Jems);
- the subsidy contract, concluded between the LP of the project and the MA;
- All manuals, guidelines and any other documents relevant for project implementation (e.g., Programme Manual and practical guides) in their latest version, as published on the programme website or handed over to the LP directly during the project implementation.

Should the above-mentioned legal norms and documents, and any other documents or data of relevance for the contractual relationship be amended, the latest version shall apply.

Article 2: Definitions

For the purposes of this partnership agreement, the following definitions apply:

- a) Project partner: any institution financially participating in the project and contributing to its implementation, as identified in the approved application form. It corresponds to the term “beneficiary” used in the European Structural and Investment Funds Regulations.
- b) Lead partner: the project partner designated by all partners and who assumes responsibility for ensuring the implementation of the entire project according to Articles 23 (5) and 26 (1) b of Regulation (EU) No 2021/1059.
- c) Project data: data comprising but not limited to latest project documentation such as application form and all project information available in the electronic system.

Article 3: Subject of the Partnership Agreement

This partnership agreement lays down the arrangements regulating the relations between the LP and all the PPs, in order to ensure sound implementation of the project as in the latest version of the project data, as well as in compliance with the conditions for support set out in the European Structural and Investment Funds Regulations, delegated and implementing acts, the programme implementation manual based thereon, and the subsidy contract signed between the MA and the LP.

The subsidy contract is an annex to the partnership agreement.

Article 4: duration of the partnership agreement

The present partnership agreement comes into force once it has been signed by the LP and each PP individually or by all PPs, and under the condition that the project is approved for co-financing by the Programme. It remains in force until the LP and PPs have completed in full their obligations as further defined in article 6 of this agreement towards the MA and any relevant European body.

Article 5: Roles and duties in the partnership

The LP of the project:

- Is entitled to represent the PPs in the project.
- Is responsible for the overall coordination, management and implementation of the project towards the MA.
- Ensures timely commencement and implementation of the activities within the lifetime of the project, in compliance with all obligations to the MA. The LP must notify the JS of any factors that may adversely affect implementation of the project activities and/or the financial plan.
- Monitors the delivery of the agreed work plan setting out tasks to be undertaken as part of the project, the role of the PPs in their implementation, and the project budget.
- Prepares and submits the project progress reports, including supporting documents, according to the programme manual, and additional requested documents and/or information from JS and MA.
- Addresses requests for project modifications, according to the programme manual.
- Is, in general, the contact point representing the partnership for any communication with the JS/MA or any other of the programme bodies.
- Provides the partners with copies of all relevant project documents, and reports on the implementation of the project. The LP must regularly inform the PPs of all relevant communication between the LP and the JS/MA.
- Carries out any other tasks agreed with the project partners.

Central Baltic Programme

PPs are the bodies responsible for carrying out specific project activities in the manner and scope indicated in the project data. PPs commit themselves to undertake all steps necessary to support the LP in fulfilling its obligations as specified in the Subsidy Contract signed between the MA and the LP, as well as in this agreement.

The PPs must:

- Actively cooperate in the implementation of the project;
- Cooperate in the staffing and/or financing of the project in accordance with the partnership agreement;
- Keep to other obligations on the basis of this partnership agreement.
- Provide the LP with all the information and documents required for coordinating and regularly monitoring the technical and financial progress of the project; and necessary in preparing the progress and final reports concerning the part of the project that the partner is responsible for as needed before, during and after the project duration;
- Provide any additional information related to reporting to the LP or JS/MA if requested, in due time as needed during and after the project duration.

The PPs are responsible for:

- Carrying out the specific activities set out in the project data;
- Complying with any deadlines set by the programme, the LP, or agreed within the partnership
- Notifying the LP of any factors that may adversely affect the implementation of the project in accordance with the project data;

In particular, for the part of the project for which it is responsible, each PP must ensure:

- That it is in compliance with relevant rules concerning, inter alia, equal opportunities, protection of the environment, financial management, branding, public procurement and State Aid;
- That it is implemented in accordance with the rules and procedures set in the programme manual;

Article 6: Financial management of the project

Each PP must:

- Set up separate accounts or adequate bookkeeping systems for the financial settlement of the project, ensuring that expenditure and revenues, as well as the received national and programme co-financing related to the project, are clearly identified.
- Strictly follow the EU eligibility rules as well as further eligibility rules set up by the programme in the programme manual and, if applicable, national rules.
- Be responsible for guaranteeing the sound financial management of programme funds received and, in cases of recovery, for reimbursing the LP or relevant programme body directly for unduly paid programme funds, in accordance with the rules and procedures set in the programme manual;
- Regularly submit expenditures for verification to the designated controllers, according to the rules set at programme and national level. Verified expenditures must be submitted through the programme's electronic monitoring system to the LP immediately after verification
- Return to the LP or any relevant programme body any amounts of programme co-financing unduly paid concerning their participation in the project, in accordance with the rules and procedures set in the programme manual. In the case of national co-financing, the specific regulation of the country granting it applies.
- Ensure that the expenses incurred are strictly related to the project activities, in line with the project data.
- Ensure that programme requirements on eligibility of expenditure, as provided for in the programme manual and in line with the Subsidy Contract signed between the MA and the LP, are strictly respected.
- Set up a physical and/or electronic archive where data, records and documents composing the audit trail are stored, in compliance with the requirements described in the programme manual.

Furthermore, the LP must:

- Ensure that the expenditure presented by the PPs participating in the project has been incurred for the purpose of implementing the project, and corresponds to the activities agreed between those partners as specified in the project data.
- Verify that the expenditure presented by the PPs participating in the project has been validated by the controllers, according to the rules set at programme and national level.
- Receive co-financing for the entire project and transfers it to the other partners participating in the project without delay.
- Constantly monitor the spending of the project budget foreseen for each PP, and ensure that budget shifts are carried out within the limits and according to the rules as set out by the programme in the programme manual,

Central Baltic Programme

If a PP fails to inform the LP of any deviation from the project data, the LP is then entitled to refuse to include in the project report the costs of this partner that are connected to such deviations and/or that result in an overspending of the approved budget of this partner. Similarly, if a PP fails to provide the necessary input for the preparation of the project reports within the deadline agreed with the LP, the LP may refuse to report the costs of this PP to the programme, in agreement with the JS/MA.

The LP is responsible for distributing the balance payments received from the MA to the PPs.

The PPs must provide access to the premises, documents and information, irrespective of the medium in which they are stored, for verifications by the MA, the JS, the AA, relevant national authorities, authorised representatives of the EC, the European Anti-Fraud Office, the European Court of Auditors, the Group of Auditors and any external auditor authorised by these institutions or bodies. These verifications may take place up to 5 years from 31 December of the year of the last payment from the programme to the LP or PP. The PPs must ensure that all original documents, or their certified copies, in line with the national legislation related to the implementation of the project, are made available until the above final date of possible verifications, and until any on-going audit, verification, appeal, litigation or pursuit of claim has been completed.

Article 7: Recoveries

Should the MA, in accordance with the provisions of the respective articles of the co-financing contract, demand repayment of programme funds already transferred, each PP must transfer to the LP or relevant programme body any amounts paid to them in excess, according to the rules and timeframe as set out by the programme in the programme manual and recovery documents.

In such cases, the LP must immediately forward to the PPs the recovery documents received from the MA, by which the MA has asserted the repayment claim, and notify every PP of the amount repayable.

If the recovery concerns the LP alone, then the LP must not stop payments to the other PPs.

Article 8: Modifications, withdrawal from obligations

The LP and each PP agree not to withdraw from the project unless there are unavoidable reasons for doing so. Should this nonetheless happen, the LP and the remaining PPs must find a solution in agreement with the rules and procedures as described in the programme manual.

Should a PP fail to comply with its obligations under this partnership agreement, the partnership may decide as a last resort to remove this PP from the project and request modifications as outlined in the programme manual.

The LP can, if necessary, request modifications of the project data to the JS/ MA or other relevant programme body. Any modifications requested, including budget, partnership and operational changes, must be agreed and authorised by the PPs beforehand, according to pre-agreed rules of procedure or other decision-making mechanism established in the partnership.

The LP and PPs must strictly follow the provisions of the programme manual when requesting and/or implementing modifications in the project.

Article 9: Information and communication, publicity and branding

The LP and the PPs must comply with the EU publicity rules as well as the communication requirements outlined in the programme manual, and provide any material developed during the lifetime of the project that may be useful to publications at the programme level.

The LP and PPs ensure that any outcome and result produced during project implementation can be used by all interested parties and organisations, and are in the public interest and publicly available. Moreover, the PPs will support the LP and play an active role in any actions organised by the programme to disseminate and capitalise on project results.

Article 10: Intellectual property rights, confidentiality and conflict of interest

The LP and PPs must undertake to enforce all applicable national and EU law, including but not limited to laws on intellectual property rights, especially copyright, regarding any output produced as a result of project implementation.

Central Baltic Programme

The LP or PP shall ensure that it has all rights to use any pre-existing intellectual property rights, if necessary for the implementation of the project.

The result of the joint activities covered by the agreement concerning reports, documents, studies, electronic data and other outputs, are the joint property of the partnership, unless specifically agreed otherwise.

The LP and PPs are obliged to take all necessary measures in order to avoid conflicts of interest, and to keep each other informed without delay on any circumstances that have generated or may generate such conflict.

The LP and PPs are obliged to inform the relevant programme bodies if there is any sensitive or confidential information related to the project that may not be published or made publicly available. This clause does not affect the LP and PPs obligation to make all results and outputs of the project available to the public.

Article 11: dispute settlement

Disputes arising between PPs or between the LP and PP/PPs concerning their contractual relationship and, more specifically, the interpretation, performance and termination of this agreement should strive to be resolved amicably. Should this not be possible, the law of the country of the LP shall apply.

Article 12: third party contracts, liability and outsourcing

In the case of cooperation with third parties including but not limited to sub-contractors and in-house bodies, with regard to the project, the relevant PP remains solely responsible towards the other PPs concerning compliance with its obligations as set out in the programme manual. PPs must inform each other about the scope of such contracts and the names of the contracted parties.

Should a PP not comply with its obligations, this PP must be solely responsible for damages and costs resulting from this non-compliance.

Central Baltic Programme

Article 13: Assignment, legal succession

In the case of legal succession; e.g., where the LP or any PP changes its legal form, the LP or PP is obliged to transfer all duties and obligations under this contract to its successor. Legal succession shall be formalised according to the rules as set out in the programme manual.

Article 14: Amendment of the partnership agreement

Amendments to the partnership agreement must be properly documented. If applicable, in accordance with the rules and procedures as set out in the programme manual, the LP presents the amended partnership agreement to the relevant programme body without undue delay.

Article 15: Termination

The partnership agreement must be terminated as a consequence of termination of the co-financing contract.

Following termination of the partnership agreement, the LP and PPs are still obliged to comply with all the requirements after closure, such as recoveries or document retention for audit and evaluation purposes.

Final Provisions

The partnership agreement is written in English. If this document and its annexes are translated into another language, the English version will be the binding one.

Should conflicting clauses or interpretation thereof between this agreement and the subsidy contract arise, the subsidy contract takes precedence.

If any provision in this partnership agreement should be wholly or partly ineffective, the parties to the partnership agreement undertake to replace the ineffective provision by an effective provision which comes as close as possible to the purpose of the ineffective provision.

Amendments and supplements to the present agreement must be in written form. Consequently, any changes to the present agreement will only be effective if they have been agreed on in writing.

Central Baltic Programme

Signatures

All PPs must sign and date the partnership agreement.

- Lead Partner: Norrköping Science Park
- Partner 2: Tallinn Science Park Tehnopol
- Partner 3: Association CLEANTECH LATVIA

List of annexes

- Annex 1 - Subsidy contract
- Annex 2 - Detailed budget by categories and spending plan
- Annex 3 - Project application

13.5.2026

SUBSIDY CONTRACT for the implementation of the project CB1000678 - Advance4Growth

Central Baltic programme

Preamble

The subject matter of this contract is the legally binding agreement on implementation and management of the project CB1000678 - Advance4Growth (Bridging regional export connections to help Central Baltic SMEs grow and expand in the UK market), approved with the identification, partners and budget information as set in the Application Form.

The contract refers to the Application Form as approved by the Monitoring Committee (Annex 1) and, in case of conditions, by the Managing Authority and set as approved by the Managing Authority in the eMonitoring system Jems. The valid Application Form is always the one in Jems. Any modifications are done and approved in Jems and they replace the original Application Form.

The contract is signed between the Regional Council of Southwest Finland (hereinafter referred to as the Regional Council) acting as Managing Authority of the Central Baltic programme and the lead partner of the project.

Abbreviations

AA - Audit Authority

Central Baltic programme - Central Baltic Programme 2021-2027

EC - European Commission

ERDF - European Regional Development Fund

EU - European Union

National control - the first level control body

13.5.2026

JS - Joint Secretariat

LP - lead partner

MA - Managing Authority

MC - Monitoring Committee

PP - project partner

5.1

Applicable legal framework

The LP confirms with its signature that it has read the Programme Manual and the Subsidy Contract and will commit itself to reading later additional guidance documents or information sent by the JS/MA and is aware of the applicable rules. The LP further confirms that it has and will clarify all potentially unclear elements with the JS/MA. The LP understands its role and responsibility in forwarding all relevant information and guidance to the PP's and ensuring that they follow all set rules. The LP is recommended to establish self-check systems to ensure that the whole partnership follows the programme rules at all stages of implementation.

The LP guarantees that the project is implemented and managed in accordance of the valid regulations as well as the horizontal policies of the EU, the Programme Manual and valid national legislation, especially the following (and any of their amendments or revisions)

- Regulation (EU, Euratom) No 2018/1046 of the European Parliament and of the Council of 18 July 2018 on the financial rules applicable to the general budget of the Union and repealing Council Regulation (EC, Euratom) No 966/2012, together with related Delegated or Implementing Acts;
- The European Structural and Investment Funds Regulations, Delegated and Implementing Acts for the 2021-2027 period, especially:
 - Regulation (EU) No 2021/1060 of the European Parliament and of the Council of 24 June 2021, laying down common provisions on the European Regional Development Fund, the European Social Fund Plus, the Cohesion Fund, the Just Transition Fund, and the European Maritime, Fisheries and Aquaculture Fund and financial rules for those and for the Asylum, Migration and Integration Fund, the Internal Security Fund and the Instrument for Financial Support for Border Management and Visa Policy, and repealing Council Regulation (EC) No 1303/2013, and any amendment;
 - Regulation (EU) No 2021/1058 of the European Parliament and of the Council of 24 June 2021 on the European Regional Development Fund and on the Cohesion Fund, and repealing Regulation (EC) No 1301/2013, and any amendment;

13.5.2026

- Regulation (EU) No 2021/1059 of the European Parliament and of the Council of 24 June 2021 on specific provisions for the European territorial goal (Interreg) supported by the European Regional Development Fund and external financing instruments, and repealing Regulation (EC) No 1299/2013, and any amendment;
- Regulation (EU) 2016/679 of 27 April 2016 on the protection of natural persons with regard to the processing of personal data and on the free movement of such data, and repealing directive 95/46/EC (General Data Protection Regulation, GDPR);
- Articles 107 and 108 of the Treaty on the Functioning of the European Union, Commission Regulation (EU) No 1407/2013 on the application of Articles 107 and 108 of the Treaty on the Functioning of the European Union to de minimis aid, Regulation (EU) 2021/1237 of 23 July 2021 amending Regulation (EU) No 651/2014 declaring certain categories of aid compatible with the internal market in application of Articles 107 and 108 of the Treaty; Delegated and Implementing acts, as well as all applicable decisions and rulings in the field of state aid;
- All other EU legislation and the underlying principles applicable to the LP and the PPs, including the legislation laying down provisions on competition and entry into the markets, the protection of the environment, and equal opportunities between men and women;
- National rules applicable to the LP and its PPs and their activities;
- Project data, comprising but not limited to latest project documentation such as application form and all project information available in the electronic system (Jems);
- All manuals, guidelines and any other documents relevant for project implementation (e.g., Programme Manual and practical guides) in their latest version, as published on the programme website or handed over to the LP directly during the project implementation.

Programme documents:

- The Central Baltic Programme Document (CCI 2021TC16RFCB013), approved by the EC on 7.6.2022, setting the strategy and objectives of the programme;
- All manuals, guidelines and any other documents relevant for project implementation (e.g., Programme Manual and practical guides) in their latest version, as published on the programme website or handed over to the LP directly during the project implementation.

13.5.2026

Principles to be applied:

- In case EU regulations are in place for a certain topic, these take precedence. In the absence of EU regulations, the programme MC may set programme-specific rules in the Programme Manual. In case none of the above has regulated a certain topic, national rules apply.

5.2

Award of subsidy

1.

The MC has approved the project on 28.1.2026. The decision of the MC is based on the criteria set out in the Programme Manual and approved by the MC. In case the MC has set special conditions they have to be followed (Annex 2).

2.

On the basis of the MC decision an earmarked subsidy of 719.539,84 euro is awarded by the MA to the LP organisation of the project from the ERDF.

The project financing is the sum of the total amount PPs own contribution in the participating Member States/Åland and the total ERDF co-financing awarded from funds of the Central Baltic programme. The ERDF co-financing is the maximum provisional amount.

The disbursement of ERDF funding is conducted in accordance with the project partner ERDF co-financing rate as approved in the Application Form.

Underspending in general will lead to proportional reduction of the programme funding for the project. The final amount of the ERDF will be paid on the basis of the reported total eligible expenditure only.

3.

Simplified Cost Options used

a. A lump sum for preparation costs is included in the project budget for all approved projects. The lump sum is 13 550 euro. The lump sum may include costs related to the preparation of the project application (meetings between partners, staff costs and costs related to preparing investment documents).

b.

Staff costs - Hourly rate as a Standard Scale of Unit Cost, the staff costs are paid as an hourly rate which has been defined for each country

13.5.2026

c.

Office and administration costs - Paid as a flat rate; the flat rate is counted as 15% of the eligible staff costs

d.

Travel and accommodation costs - Paid as a flat rate; the flat rate is counted as 15% of the eligible staff costs

e.

External expertise and services - Face-to-face event costs, costs are paid as a unit cost per day per participant, and defined according to the country where the event is organised.

f.

Equipment costs - Project management equipment unit cost is paid based on the hours worked for the project declared for staff costs in each period and for each employee.

4.

Considerable underspending of project funds will lead to cutting the project budget and ERDF funding respectively.

The assessment of project spending will be made based on the Project Report of the 3rd reporting period. The project is allowed to underspend up to 20% of its budget foreseen for these periods. Underspending beyond the set limits is only acceptable in cases where individual costs have been delayed due to reasons beyond the control of the PP(s).

If the project has underspent more than the allowed amount, the amount exceeding the set limit will be deducted from the project budget and ERDF funding. Where relevant, the LP will be contacted by the MA to clarify the spending of each period and the potential need for cutting the budget. In these cases a Subsidy Contract amendment will be made.

5.

Disbursement of the subsidy will be made subject to the condition that the national controls (Article 74 of CPR Regulation) as well as the certification by the MA have been carried out adequately.

6.

If the EC fails to make funds available to the programme for whatever reason, the MA is entitled to withhold payments for as long as is needed or, as an ultimate tool, to terminate this contract.

13.5.2026

7.

If the LP or the PP fails to meet the requirements of the co-financing as set out in this contract (§2 (2)) based on the approved Application Form the MA is either entitled to terminate this contract or reduce the amount of subsidy proportionately to the reduced co-financing depending on the case. The project expenditure for real costs must be visible in project accounting (cost centre) to enable the verification of accumulated own contribution. Any claim by the LP against the MA for whatever reason is excluded after the parties concerned have exchanged information on the matter and no mutual consent has been found within reasonable time.

8.

The subsidy has been granted under the General Block Exemption Regulation (Commission Regulation (EU) 2021/1237 of 23 July 2021 amending Regulation (EU) No 651/2014 declaring certain categories of aid compatible with the internal market in application of Articles 107 and 108 of the Treaty) Article 20a.

9.

The LP is obliged to set up a Steering Group and arrange its first meeting during the first reporting period. The JS contact person shall be invited to all Steering Group meetings.

5.3

Object of use, eligibility of costs and reallocation

1.

The subsidy is awarded exclusively to the LP for the implementation of the project as it is described in the Application Form approved by the MC and for preparation costs.

The project start date is 1.7.2026 and its duration is 30 months.

2.

The LP and PP shall implement the project with the requisite care, efficiency, transparency and diligence, in line with best practice in the field concerned and in compliance with this contract. For this purpose the LP and PP shall mobilise all the financial, human and material resources required for full implementation of the project as specified in the Application Form.

3.

Costs which qualify for a subsidy pursuant to § 2 Award of subsidy exclusively consist only of eligible costs as validated by the national control and certified by the MA according to the budget structure of the approved Application Form. The eligibility of costs for ERDF is regulated by the compliance of the expenditure with the legal provisions of §1 Applicable legal framework, §7 Communication

13.5.2026

and publicity and of the Programme Manual. Partner Reports must be validated by the national controller and then a Project Report submitted by the LP to the JS in compliance with the procedure set out in the Programme Manual and the Guide for Project Implementation.

Costs for the project implementation are eligible if they have been paid out in between the start date and the end date of the project. In addition to the project duration, project preparation costs will be covered as a lump sum.

The project activities must be finalised 1 month before the end of the project. The last month of the project is a so-called closure period, when only costs for project management (salaries, office and administration costs) for the LP can occur.

4.

During the project implementation the project may use the flexibility rule as described in the Programme Manual. The LP is entitled to apply for modifications (beyond the flexibility rule) to the budget or content during project implementation. Modifications should be done not more than 2 times. Such modifications require an official Modification Request to the JS/MA in accordance with the procedure set in the Programme Manual. The modified budget and/or content will enter into force only after decision by the MA/MC. This may require also a modification of the Subsidy Contract. The LP is obliged to clearly state the nature of modifications and the arguments behind each modification whether budget/financing or content related in the Modification Request submitted to the JS.

5.

If in justified cases the project requires a prolonged duration due to technical and administrative reasons, the LP will have to follow the instructions set out in the Programme Manual. The prolonged duration should not be more than 3 months and is to be applied at the latest six months before the approved end date of the project.

6.

The Lead Partner must report on its chosen output and result indicators as requested and with related evidence during and after project implementation.

Where the Lead Partner has not fulfilled the obligation to report on data and evidence about achieving target levels of output or result indicators that are required after project completion, the financial correction is 5% of the project total ERDF budget.

7. The Joint Secretariat/Managing Authority takes no responsibility for information given by the project in the Application Form on procurements. This information must be understood as purely indicative and can never be binding. The final verification is always made based on information reported.

13.5.2026

5.4

Request for payments

1.

The LP may only request payments by providing proof of progress of the project as described in the approved Application Form. All reports are filled in in Jems where also all checks are made. Instructions as laid in the Programme Manual, Guide for Project Implementation and other guides for reporting must be observed.

2.

The Partner Reports have to be submitted to the national control 15 days after the end of the reporting period.

The Project Reports have to be submitted to the JS/MA 4 months after the end of the reporting period as stated in the Programme Manual. Later reporting with respect of the above mentioned deadlines must be approved specifically by the JS/MA on an ad hoc basis. In case an individual report is delayed by more than one year, the MA may decide not to approve the costs included in that report.

In case the JS/MA has questions on the reports, projects will be given time to answer those questions. If no reply is received within the deadline, the JS/MA will proceed with the information that is available. Where the JS/MA does not have enough information to support the eligibility of the cost, it will be deemed ineligible.

3.

Based on the fact that payments by the EC to the MA will only be made in accordance with the corresponding budget commitments Article 105 of CPR Regulation the LP must request payments in accordance with approved Application Form. Payments not requested in time, in full or non-compliance with the procedure set in the Programme Manual and in other guidance for reporting may be lost if the programme experiences a de-commitment. The consideration whether payments are reduced due to the de-commitment process will be done at the end of each year of the approved project duration time. Any unjustified delay in reporting or in the clarification process of the Project Report, either by LP or by PP(s), can imply a reduction or suspension of the subsidy. A failure to comply with the requirements set for the proper audit trail (Cf. §3 (3) and §11) may also lead to reduction or suspension of the payments. The information on system of audit trail and list of bodies as described in §11 will be provided to the JS/MA at the latest prior to the first Project Report. A copy of the list must be included in the national control documents sent to the national control.

4.

For income or net revenue the rules as described in the Programme Manual or national regulations must be followed. ERDF funding unduly paid will be recovered.

13.5.2026

5.

After content and financial assessment of the Project Report by the JS and certification and payment decision by the MA have completed successfully, the MA will transfer the eligible ERDF funding to the LP without any delay and within 80 days, given the provision that necessary funds have been made available to the programme by the European Commission. The funds will be disbursed in euro (€) only and transferred to an account indicated by the LP. Any exchange rate risk will be borne solely by the LP.

6.

The MA is entitled to withhold any ERDF payment until all unclear issues related to the implementation, management and reporting are clarified and is also entitled to deduct any ineligible cost found during the certification process and as a result proportionately reduce the ERDF funding on project.

7.

The LP/PP(s) are committed to the eligible own contribution as indicated in the approved Application Form and are obliged to ensure the proper accumulation of eligible own contribution during the project implementation and inform the JS/MA immediately in case the accumulation for whatever reason is not possible and follow the JSA/MA instructions given on a case like this.

5.5

Representation of project partner(s), liability

1.

The LP solely bears the overall financial and legal responsibility for the project and for the PP(s).

2.

The LP guarantees that it is entitled to represent the PP(s) participating in the project bearing the sole responsibility of delivering as well as receiving all the information relevant for the project management between LP and PP(s) and that it will establish with the PP(s) the division of the mutual responsibilities in the form of Partnership Agreement(s).

The LP is directly responsible for forwarding all relevant information and guidance given by the JS/MA to the PP(s).

3.

The LP guarantees that a Partnership Agreement is signed with all PPs, containing at least the following: 1) role and obligations of the individual partners in the partnership in project implementation (incl. description of activities of each project partner by reporting periods as indicated in the approved Application Form, 2) budgetary principles, 3) financial management

13.5.2026

provisions for accounting, reporting, financial control, 4) receipt of ERDF payments, 5) distribution of the ERDF funding between the project partners (partner budget tables annexed) according to the approved Application Form, 6) strive for balanced spending rate in accordance with the ERDF funding, 7) liability in case of failures in project delivery and project spending including provisions for changes in the work plan, 8) the partners financial liability and provisions for the recovery of funds in case of amounts incorrectly reported and received by the partner, 9) information and publicity requirements, 10) resolutions of conflicts in the partnership, 11) the ownership rights of the results between partners and in relation to the terms of the Subsidy Contract (§8). The list is not exhaustive and the LP and the PPs may add further items according to the project specific needs.

The JS/MA is not a party in the Partnership Agreement or in the disputes that may arise between the contracting parties or towards third parties.

The LP furthermore guarantees that all the mandatory permits required by EU or national legislation needed for the implementation of the project have been delivered to the JS/MA in due time as specified in the Programme Manual and that any precondition set by the respective MC has been met in accordance of the decision made (Annex 2).

4.

The LP guarantees furthermore that the whole partnership has complied with all requirements under the legal framework applicable.

The LP is liable towards the MA for:

- ensuring that all its PPs have a legal status which is in line with the definition of Programme Manual as it is in force on the date when this contract is signed;
- ensuring that all expenditure reported in the project report has been validated according to the procedures set in the Programme Manual;
- ensuring that the PPs fulfil their obligations under this contract and with respect of the requirements set by the legal references mentioned in §1 Applicable legal framework;
- failure to fulfill obligations under this contract by itself and by its PPs;
- maintaining and updating the list of bodies holding documentation in the audit trail;
- ensuring that state aid rules are applied as instructed in the Programme Manual (if this is not the case, the MA is entitled to recover the ERDF funding unduly paid);
- ensuring that adequate resources and time are reserved for the closure measures prior to the actual closure date indicated in the approved Application Form and in the Preamble.

5.

If the MA demands repayment of subsidy in accordance with this contract, the LP is liable to the MA for the total amount of the subsidy.

13.5.2026

6.

The MA cannot under any circumstances or for any reason whatsoever be held liable for damage or injury sustained by the staff or property of the LP or the PP(s) during the project implementation. The MA therefore cannot accept any claim for compensation or increase in payment in connection with such damage or injury.

7.

The LP and PP(s) shall assume liability to third parties including liability for damage or injury on any kind sustained by them while the project is being carried out. The LP and PP(s) shall discharge the MA of all liability associated with any claim or action brought as a result of a non-compliance of rules or regulations by the LP or PP(s) as result of violation of a third party's rights.

5.6

Additional obligations

In addition to the obligations of the LP as already stated, the LP undertakes:

1.

To ensure that a separate cost centre is opened for the project in the accounting centres of LP, each PP and to ensure that any received subsidy can be clearly identified and repaid if necessary due to irregularities.

2.

To sign the Partnership Agreement with all partners immediately at the start of the project.

3.

To ensure within the partnership that all the costs of LP, each PP are paid out by the respective partner and from the respective partner's own cost centre.

4.

To pay the partners' share of ERDF to the partners without delay.

5.

To inform the MA immediately if project costs are reduced in a way that has an impact on the approved Application Form, or one of the disbursement conditions ceases to be fulfilled, or any circumstances arise which entitle the MA to reduce payment or to demand repayment of the subsidy wholly or in part.

13.5.2026

6.

To provide the JS/MA with any information requested without any delay and to forward all information given by the JS/MA to the partners.

7.

To provide necessary data for Jems of the Central Baltic programme in compliance with this contract according to the JS/MA instructions as well as ensure that the partners understand that each user is responsible for keeping safe the username and password and all activities done with the user name.

8.

To inform MA/JS without any delay about any envisaged changes of the Partnership Agreement.

9.

To take all necessary precautions to avoid conflict of interests (incl. PP) and inform JS/MA without any delay with the situation constituting or likely to lead to any such conflict. There is a conflict of interests where the impartial and objective exercise of the functions of any person under this contract is compromised for reasons involving family, emotional life, political or national affinity, and economic interest of any other shared interest with another person.

10.

To comply with the programme's zero tolerance towards fraud policy and to take any needed steps to avoid, detect or report fraud within the project partnership and project implementation.

11.

By the request of JS / MA, to provide additional information and data related to achievement of results (result indicators) for the purpose of ensuring that sound monitoring and impact evaluation activities can take place.

5.7

Communication and publicity

1.

Any notice of publication by the project, including at a conference or a seminar, must specify that the project has received a subsidy from the programme funds, in compliance with the requirements set in the Programme Manual. In any public material used to promote or disseminate the project activities whether printed or electronically available the use of the programme logo and the EU emblem (flag) together with reference to the EU and ERDF is mandatory as set out in the Programme Manual.

13.5.2026

2.

The JS/MA shall be authorised to publish, in whatever form and on or by whatever medium, including the internet, at least the following information:

- the name of the LP and its PP(s);
- the purpose of the subsidy;
- the total project budget and ERDF funding;
- the geographical location of the project;
- the information of the Project Reports and the Final Report.

The LP is obliged to inform the JS/MA on possible sensitive/confidential (e.g. business or personnel related) issues that cannot be published in programme newsletters and website.

3.

The LP and each PP is obliged to ensure that at least basic information about the project (aims, partners, amount of funding and its source, description of activities) is available on the internet during project implementation. Once the project has ended this information must include the main results and outputs available for dissemination. All project partner organizations must display in their premises at least one information poster (minimum size A3) informing about the project and the received EU funding.

4.

The full obligations and rules on communication and publicity are provided in the Programme Manual.

§ 8

Durability and ownership of results

1.

In accordance with Article 65 of CPR Regulation the LP shall ensure that PPs (including LP) in infrastructure of productive investment projects shall repay the ERDF funding if within five (5) years of the final payment to the beneficiary or within the period of time set out in State aid rules, where applicable, it is subject to any of the following:

- a cessation or relocation of a productive activity outside the programme area;
- a change in ownership of an item of infrastructure which gives to a firm or a public body an undue advantage;
- a substantial change affecting its nature, objectives or implementation conditions which would result in undermining its original objectives.

For projects comprising investment in infrastructure or productive investment the period for repaying contributions is ten (10) years after the final payment to the LP if the productive activity is relocated outside the EU, except where the beneficiary is an SME.

13.5.2026

Projects without investments in infrastructure or productive investments shall repay the ERDF contribution if they are subject to an obligation for maintenance of investment under the applicable State aid rules and they undergo a cessation or relocation of a productive activity within the period laid down in those rules.

The LP is obliged to notify the MA of any such changes described beforehand for the MA to be able to determine which of the above-mentioned applies and the sums to be recovered.

2.

The LP ensures that the arrangements in ownerships, titles and industrial and intellectual property rights on the outputs of the projects are in accordance of §8 (1).

3.

The LP ensures via Partnership Agreement that results and outcomes of the project are joint property of all project participants (LP and PP(s)). Consequently, the LP safeguards that each project participant shall grant a simple, non-exclusive right of use of any produced work to all other project participants. The LP also ensures that while granting these rights to project partner(s) the specific national rules and instructions relevant for the ownership rights of the project outcomes and results are taken into account when necessary.

4.

The LP ensures that the results of the project especially any study or analysis produced during the implementation shall be made available to the public in order to guarantee a widespread publicity of the project's outcomes in accordance of the approved Application Form and Partnership Agreement.

5.

The LP ensures via the Partnership Agreement that the rules stating the ownership principles of purchased office equipment of LP and each PP after project closure have been taken into account and that the remaining value of the purchased equipment subject to measures after the closure is in accordance with the conducted depreciation taking into account the relevant national specifications. In case income is generated due to transfer of ownership rights of the purchased office equipment the LP is obliged to report to the JS/MA and it will proportionately reduce the amount of the ERDF funding. Sums unduly paid shall be recovered.

13.5.2026

§ 9

Right of termination

1.

In addition to the right of termination laid down in § 2 (7) the MA is entitled depending on the case, totally or partially to terminate this contract by a registered letter and, where relevant, to demand total or partial repayment of funds, if

- a. the LP has obtained the subsidy through false or incomplete statements; or
- b. the project has not been or cannot be implemented, or it has not been or cannot be implemented in due time; or
- c. a change has occurred in the project that has put at risk the achievement of the results planned in the Application Form; or
- d. the project outputs and results are severely out of line with those promised in the Application Form;
- e. the LP has failed to submit required reports or proofs, or to supply necessary information, provided that the LP has received a written reminder setting an adequate deadline and explicitly specifying the legal consequences of a failure to comply with requirements, and has failed to comply with this deadline; or
- f. the LP has failed to immediately report events delaying or preventing the implementation of the project funded, or any circumstances leading to its modification; or
- g. project reporting does not follow the set schedules, making it impossible to determine that the project is being implemented according to plan and it will achieve the set objectives, results or outputs; or
- h. the LP has impeded or obstructed controls and audits; or
- i. the LP is not fulfilling its LP obligations, including communication with the JS/MA; or
- j. the subsidy awarded has been partially or entirely misapplied for purposes other than those agreed upon; or
- k. insolvency proceedings are instituted against the assets of the LP or insolvency proceedings are dismissed due to lack of assets for cost recovery, provided that this appears to prevent or risk the implementation of the programme objectives, or the LP closes down; or
- l. subject to the provisions of § 14 (2, 3) Assignment, legal succession, the LP wholly or partly sells, leases or lets the project to a third party; or
- m. it has become impossible to verify that the Final report is correct and thus the eligibility of the project; or
- n. the LP has failed to fulfil any other conditions or requirements for assistance stipulated in this contract including Annex 2 and the provisions it is based on, notably if these conditions or requirements are meant to guarantee the successful implementation of the programme objectives.

13.5.2026

2.

If the MA exercises its right of termination and decides to terminate funds, the LP is obliged to transfer the repayment amount to the MA. The repayment amount is due within one month following the date of the letter by which the MA asserts the repayment claim based on the information received from the MA/JS; the due date will be stated explicitly in the order for recovery.

3.

If the MA exercises its right of termination, offsetting by the LP is excluded unless its claim is undisputed or recognised by declaratory judgment.

4.

If the MA exercises its right of termination, the amount repayable shall be subject to interest, starting on the day the payment was made and ending on the day of actual repayment. The interest rate will be determined in accordance with Article 88 of CPR Regulation.

5.

If any of the circumstances indicated in §9 Right of termination Article 1 occur before the full amount of subsidy has been paid to the LP, payments may be discontinued and there shall be no claims to payment of the remaining amount.

6.

Any further legal claims shall remain unaffected by the above provisions.

5 10

Archiving of project documents

1.

The LP/PPs are at all times obliged to retain for audit purposes all official files, documents and data about the project on customary data storage media (in the form of photocopies, microfiches and electronic versions) in a safe and orderly manner for 5-year period from 31 December of the year in which the last payment by the managing authority to the beneficiary is made. Longer statutory retention periods stated by national law remain unaffected. The LP/PP(s) are obliged to store the invoices and to keep them clearly traceable in the bookkeeping for the national control and audit purposes and maintain records of invoices and bodies holding documentation in the audit trail in accordance with Article 82 of CPR Regulation. The maintained and updated records/lists are made available to the JS/MA (Cf. §4 (3)).

13.5.2026

§ 11

Controls and audits

1.

All the costs in each Project Report submitted by the LP to the JS must be validated by the national control according to the procedure described in the Programme Manual and in compliance with the requirements set in §1 Applicable legal framework.

2.

The AA of the Central Baltic programme, the responsible auditing bodies of the EU and, within their responsibility, the auditing bodies of the participating EU Member States as represented in the Group of Auditors or other national public auditing bodies are entitled to audit the proper use of funds by the LP or by the PP(s) or arrange for such an audit to be carried out by authorised persons. The procedure for these controls, called Second Level Audit, is described in the Programme Manual.

3.

The LP as well as PP(s) will produce all documents required for the above controls and audit, provide necessary information and give access to its business premises.

4.

The MA has a right to withhold the payments to the LP until all the required information and documentation have been delivered.

5.

In case the AA issues statements on the national control systems and defines problems of systemic character the MA has a right to withhold the payments to the LP until this case has been solved.

§ 12

Recovery of ineligible expenditure

1.

If any expenditure is considered ineligible by the MA according to regulatory framework mentioned in § 1 Applicable legal framework, a two stage-procedure will apply. The first phase consists of amicable process and in case amicable process proves to be ineffective a judicial procedure follows.

13.5.2026

2.

The amicable phase is initiated by the MA based on available financial information of the project by sending out to LP an official letter asking for written response on the case giving the LP the possibility to clarify open questions and in relevant cases provide argumentation on its own behalf. After the LP has responded and provided relevant information it will be examined by the MA.

3.

Unless no relevant new information is provided by the LP the official recovery procedure will be launched by the MA with a registered letter (Order of Recovery based on the administrative decision including the appeal instructions) addressed to the LP organisation informing the LP on the arguments on which the repayment claim is based and requesting the repayment of the necessary amount of funds already paid out to the LP. The LP is obliged to conduct the repayment without any delay after the letter by the MA has been received by the LP organisation; the due repayment date will be stated explicitly in the order for recovery. The LP is obliged to notify the approval/non-approval of the repayment in written without any delay after receiving the letter from the MA and inform clearly whether the LP is appealing against the administrative decision by the MA in accordance with the appeal instructions.

4.

In case the LP either refuses or is unable to start the repayment process by the deadline set by the MA without any reply and justification in written the MA will issue another official letter (a reminder) claiming the funds. In this case the repayment is due immediately after officially receiving the second MA letter; the due date will be stated explicitly in the order for recovery. The LP is again obliged to notify the approval/non-approval of the repayment in written without any delay after receiving the second letter by the MA.

5.

In case the LP does not conduct repayment by the deadline(s) set by the MA and has provided appropriate arguments as well as appealed against the decision by the MA within the set timeframe then both parties aim to find a mutual consent on the repayment procedure before the case is brought to the Board of the Regional Council. This procedure aims to find a suitable refunding schedule for the LP or - in case the MA detects a need to correct its own administrative decision on the recovery based on new information and after consultation with the MA and AA - to find sufficient grounds for compromise solution, for instance, taking the form of curtailed recovery order.

6.

In case the LP has originally appealed against the administrative decision of the MA in accordance with the appeal instructions the case will be first handled by the Board of the Regional Council and then in relevant cases the judicial phase will take place in the competent jurisdiction in Turku, Finland in accordance with the Finnish legal framework.

13.5.2026

In case the LP has refused to refund in accordance with valid recovery order the procedure will continue in the competent jurisdiction of the first instance in Turku, Finland in accordance with the Finnish legal framework initiated by the MA.

7.

In case the factors behind the recovery procedure show violation of the Subsidy Contract (§10), the MA will consider the termination of the contract as a last resort. In case the factors behind the recovery give reason to suspect fraud, the MA will report the case to the police as well as national and EU level anti-fraud agencies according to programme policies.

8.

The rate of the late interest applied to the amount to be recovered will be calculated in accordance with Article 88 of CPR Regulation.

§ 13

Assignment, legal succession

1.

The MA is entitled at any time to transfer its rights and duties under this contract. In case of assignment the MA will inform the LP without delay.

2.

The LP is allowed to transfer its duties and rights under this contract only after prior written consent of the MA and, where needed, the MC.

3.

In cases of legal succession, e.g. where the LP or a PP changes its legal form, the LP or PP is obliged to transfer all duties under this contract to the legal successor. The LP shall notify the MA about any change beforehand in written.

§ 14

Concluding provisions

1.

This contract shall take effect on the date it is signed by both parties covering the approved duration time of the project and shall expire only after the Final Report and Project Report has

13.5.2026

been approved by the JS/MA and the payment has been certified and paid out by the MA. The specific requirements set by §1 Applicable legal framework concerning e.g. archiving, ownership rights, generation of revenues, audit trail, audit and publicity measures are valid for the LP and PPs beyond the expiration date of the Subsidy Contract.

The programme uses the eMonitoring System (Jems) for reporting, applying for project modifications and other procedures related to the implementation of the project. Each user is responsible for keeping safe the user name and password and for all activities done with the user name.

2.

All correspondence with the MA under this contract must be in writing and in English.

3.

All correspondence with the MA must be sent either through the eMonitoring System (Jems) or to the following address:

Regional Council of Southwest Finland
Department for Regional Development
Regional Development Director Tarja Nuotio
P.O. Box 273
FIN-20101 TURKU, FINLAND
e-mail: tarja.nuotio@varsinais-suomi.fi

4.

All programme related relevant information for the LP and PPs is available in www.centralbaltic.eu in English.

5.

If any provision in this contract should be wholly or partly ineffective, the parties to the contract will replace ineffective provision by an effective provision which comes as close as possible to the purpose of the ineffective provision. This procedure is conducted in written form by the parties concerned. In case of differences that are not ruled by this contract the parties concerned will agree on aiming to find a mutual consent on the issue.

6.

Amendments and supplements to this contract and any waiver of the requirement of the written form must be in written form and will be made through the eMonitoring System (Jems).

13.5.2026

7.

The appeal process as legislated in the Finnish Local Government Act (Chapter 11) in cases where the LP is unsatisfied on decisions made by the MA/AA has two stages:

1. The LP from the participating Member States/Åland of the Central Baltic Programme may appeal against the acts of the MA/AA by sending the demand for rectification to the board of the Regional Council. The board will handle the rectification as soon as possible (depending on the meeting schedule of the board). The request is to be addressed to:

The Board of the Regional Council of Southwest Finland
P.O. Box 273
20101 TURKU
FINLAND

2. In case the LP is unsatisfied with the ruling of the Board the LP from the participating Member States/Åland of the Central Baltic programme may also appeal to the Administrative Court of Turku in the first instance (www.oikeus.fi). This procedure takes place only after the Board of the Council has ruled on the case.

The detailed appeal instructions for both procedures are annexed to the respective decisions of the MA/AA as well as the Board of the Regional Council.

The unsatisfied LP is obliged to demand for rectification against the decisions of MA/AA conducted on the basis of this contract as well as on the applied legal framework (§1) within the timeframe of 7+14 working days after receiving the information on the decision.

All decisions made by the MA and AA can be appealed against.

Prior to the official rectification/appeal process the LP is obliged to contact the relevant authority for consultation on the case to ensure that proper information is applied by the parties involved.

8.

This contract is governed by the laws of the Republic of Finland. The place of jurisdiction is Turku, Finland.

Signatures:

Central Baltic Programme

13.5.2026

Place and date: Turku

.....
Signature**Tarja Nuotio**Regional Development Director
Regional Council of Southwest Finland
Department for Regional Development

Place and date:

.....
Signature**Jonas Nilson**CEO
Norrköping Science Park

Place and date:

.....
Signature**Bo Wass**Chairman of the board
Norrköping Science Park

Stamp of the organisation (If a stamp is not used according to the internal procedures, please state it)

Annex 1: A protocol note of the respective Monitoring Committee meeting**Annex 2:** Administrative decision

Subsidy Contract of project CB1000678 Advance4Growth 13.5.2026 22/26

Electronically signed / Sähköisesti allekirjoitettu / Elektroniskt signerats / Elektronisk signert / Elektronisk underskrevet
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7.8. Advance4Growth, ID: CB1000678

PROPOSAL:

To approve the project Advance4Growth in Priority 1, Programme Objective 1, with a maximum ERDF co-financing of 720 311,84 EUR with the following conditions and technical corrections:

1. Clarify output target value. The project has indicated to offer non-financial support to 100 companies. It is not clear if the 40 companies (O2.1) participating in export activities are part of the same group of 60 companies participating in project activities (O1.1.) or additional. 30 companies achieving marketing or organisational innovation sounds realistic.
2. It is not clear how many events and to whom (jointly for the whole target group or separately in each country) will be arranged for the target group in the participating countries or online. Clarify.
3. Based on the budget, inbound delegations will be received by each partner and two export missions to UK will be arranged. It is not clear if those will be joint and include participants from all participating countries or will each country arrange their own missions. In addition, the timing of the missions is not indicated. Clarify.
4. Each partner has budgeted 50.000 for local market experts. Will each partner hire separate experts? Confirm that the programme rule that sharing invoices is not eligible has been understood in case the partners would pay for the same expert.
5. For "Local market experts - contributing to the UK. Calculation formula: Average rate €250/h, 15h/company, 40 companies, plus extra hours spent during delegations" - clarify which companies are involved.
6. A joint launch event is indicated in the work plan but it is not clear which costs are planned for that. Clarify.
7. Clarify what costs are included in "Inbound delegation. Matchmaking event, event participation, tickets, hosting delegation". Note, that catering and room rent costs in CB countries cannot be reported as real costs and correct if needed.
8. For "Accommodation, trainings, meetings, industry event participation - all costs incurred in the market" - it is important to note that target group companies are not allowed to invoice the project. Therefore, all costs should be paid directly by the partner who will ultimately be responsible for them. Confirm that the costs are paid by partners.
9. Funding is granted under the General Block Exemption Regulation Article 20a. The project must confirm that it respects the threshold of aid for companies, set at up to 22 000 € per company.

In addition the project may be asked by the JS to make other minor technical corrections or correct outputs and preparation cost levels that come up during the clarification process.

The replies provided by the project must give the MA the information needed to determine their eligibility and relevance for the project.

The conditions and technical corrections set in the funding decision have to be fulfilled within two months after receiving the official MC decision and before signing the subsidy contract.

Turku, 19 February 2026
Certified by

Merike Niitepõld
Minutes-keeper

Subsidy Contract of project CB1000678 Advance4Growth 13.5.2026 23/26

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www.vismasign.com

Penneo dokumentnøkkel: 09CJ7-UCLJ0-63TGX-7T1ML-Y4DWL-9PLV

DECISION:

To approve the project Advance4Growth in Priority 1, Programme Objective 1, with a maximum ERDF co-financing of 720 311,84 EUR with the following conditions and technical corrections:

1. Clarify output target value. The project has indicated to offer non-financial support to 100 companies. It is not clear if the 40 companies (O2.1) participating in export activities are part of the same group of 60 companies participating in project activities (O1.1.) or additional. 30 companies achieving marketing or organisational innovation sounds realistic.
2. It is not clear how many events and to whom (jointly for the whole target group or separately in each country) will be arranged for the target group in the participating countries or online. Clarify.
3. Based on the budget, inbound delegations will be received by each partner and two export missions to UK will be arranged. It is not clear if those will be joint and include participants from all participating countries or will each country arrange their own missions. In addition, the timing of the missions is not indicated. Clarify.
4. Each partner has budgeted 50.000 for local market experts. Will each partner hire separate experts? Confirm that the programme rule that sharing invoices is not eligible has been understood in case the partners would pay for the same expert.
5. For "Local market experts - contributing to the UK. Calculation formula: Average rate €250/h, 15h/company, 40 companies, plus extra hours spent during delegations" - clarify which companies are involved.
6. A joint launch event is indicated in the work plan but it is not clear which costs are planned for that. Clarify.
7. Clarify what costs are included in "Inbound delegation. Matchmaking event, event participation, tickets, hosting delegation". Note, that catering and room rent costs in CB countries cannot be reported as real costs and correct if needed.
8. For "Accommodation, trainings, meetings, industry event participation - all costs incurred in the market" - it is important to note that target group companies are not allowed to invoice the project. Therefore, all costs should be paid directly by the partner who will ultimately be responsible for them. Confirm that the costs are paid by partners.
9. Funding is granted under the General Block Exemption Regulation Article 20a. The project must confirm that it respects the threshold of aid for companies, set at up to 22 000 € per company.

In addition the project may be asked by the JS to make other minor technical corrections or correct outputs and preparation cost levels that come up during the clarification process.

The replies provided by the project must give the MA the information needed to determine their eligibility and relevance for the project.

The conditions and technical corrections set in the funding decision have to be fulfilled within two months after receiving the official MC decision and before signing the subsidy contract.

Turku, 19 February 2026
Certified by

Merike Niitepõld
Minutes-keeper

Subsidy Contract of project CB1000678 Advance4Growth 13.5.2026 24/26

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Instructions for correction request

§ 102

Instructions for correction request

Right to demand for rectification

The Lead Partner may make a written demand for rectification if dissatisfied with a resolution.

Demand for rectification authority

Authority to whom the demand for rectification is being made

Regional Council of Southwest Finland / Provincial Government

e-mail: kirjaamo@varsinais-suomi.fi

P.O. Box 273, Linnankatu 52 B

FI-20101 TURKU

Demand for rectification and its initiation

A demand for rectification must be made within 14 days of being served the resolution. Member municipalities and their members are regarded as having received information on the resolution when the register is declared open to general view. Unless otherwise shown, the interested party is considered to have been notified of the resolution in seven days from the date the letter was sent. When using an ordinary electronical notification, the interested party is considered to have been notified of the resolution on the third day after the notice has been dispatched, unless otherwise shown.

Content of demand for rectification and delivery

The demand with grounds must become evident from the demand for rectification and it must be signed by the author.

The demand for rectification must be delivered to the demand for rectification authority prior to termination of the demand for rectification period.

Additional information

Head of Managing Authority Merike Niitepõld

tel.: +358 40 742 0302

e-mail: merike.niitepold@centralbaltic.eu, www.varsinais-suomi.fi

This document contains 26 pages before this page

Dokumentet inneholder 26 sider før denne siden

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Tarja Päivi Nuotio

Company - Yritys - Företag - Selskap - Virksomhed: Regional Council of Southwest Finland

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Authority to sign - Asemavaltuus - Ställningsfullmakt - Autoritet til å signere - Myndighed til at underskrive

JONAS WILHELM NILSON

Company - Yritys - Företag - Selskap - Virksomhed: Norrköping science park

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BO ÅKE WASS

Company - Yritys - Företag - Selskap - Virksomhed: Norrköping Science Park Board

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Authority to sign - Asemavaltuus - Ställningsfullmakt - Autoritet til å signere - Myndighed til at underskrive

authority to sign

representative

custodial

asemavaltuus

nimikirjoitusoikeus

luottaja/edunvalvoja

ställningsfullmakt

företagsfullmakt

företagare

autoritet til å signere

representant

forsalttveiger

myndighed til at underskrive

repræsentant

mhedstberovende

Partner	Organisation abbreviation	Country	ERDF	ERDF % Rate
LP1	NOSP	Sverige (SE)	336881,44	46,82%
PP2	Tehnopol	Eesti (EE)	199179,20	27,68%
PP3	CL	Latvija (LV)	183479,20	25,50%
Total			719539,84	0,00%

ERDF % of total	Public Contribution	Auto Public Contribution	Private Contribution
80,00%	84220,36	0,00	0,00
80,00%	49794,80	0,00	0,00
80,00%	0,00	0,00	45869,80
80,00%	134015,16	0,00	45869,80

Total partner contribution	Total eligible budget	% of Total eligible budget
84220,36	421101,80	46,82%
49794,80	248974,00	27,68%
45869,80	229349,00	25,50%
179884,96	899424,80	100,00%

CB1000678

Advance4Growth

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A - Project identification

A.1 Project identification

Project id (automatically created)	CB1000678
Name of the lead partner organisation	Norrköping Science Park
Name of the lead partner organisation in English	Norrköping Science Park
Project title	Bridging regional export connections to help Central Baltic SMEs grow and expand in the UK market
Project acronym	Advance4Growth
Programme priority	Innovative Business Development
Programme objective	PO1: More exports by SMEs
Project duration in months	30

A.2 Project summary

Give a brief overview of the project. The information written here will be used to produce content for various platforms, such as the project webspace, booklets etc. Make sure that the information provided in the project summary field is coherent, well-structured, catchy, and understandable for an external reader considering all the points mentioned below. For a first step application, please include the indicative budget of your project (total budget and budget per partner) to the end of the summary.

- the common challenge of the programme area you are jointly tackling in your project
- the overall objective of the project and the expected change your project will make to the current situation
- the main outputs you will produce and those who will benefit from them
- the approach you plan to take and why a cross-border approach is needed
- what is new/original about the project

Advance4Growth will support SMEs in the Central Baltic region(CBR) to create new business opportunities and overcome obstacles they face expanding into the UK market, Golden Triangle. The project will focus on the Golden Triangle in UK, as strategic gateways, due to their high growth potential and demand for innovation and research which aligns with the strengths of our CB SMEs and their expressed export interest. Targeted SMEs are within deep-tech.

The project will secure 10 sales contracts in the UK by creating a pool of 60 companies from 3 partnering countries(Estonia, Latvia and Sweden). The second goal is to foster cross-border collaborations between the countries for on-boarded SMEs, partners, and local organizations.

Actions Supported:

Conduct market analysis to identify and support SMEs to find new business opportunities in the UK. Develop support networks through collaborations between 3 partnering countries, business support organisations, industry experts, and regional authorities both on target markets and in the CBR. Create value propositions and offer selected SMEs up to 25 hours of mentoring to support their entry to the UK..

Organise regular seminars/webinars on market-specific challenges and opportunities in CBR.

Organise inbound delegation to the CBR from UK market as well as creating delegations to the UK market, into Golden Triangle area (London, Cambridge, Oxford).

A.3 Project budget overview

Programme funding			Contribution					Total
Funding source	Funding amount	Co-financing rate (%)	Automatic public contribution	Other public contribution	Total public contribution	Private contribution	Total contribution	
ERDF	719.539,84	80,00%	0,00	134.015,16	134.015,16	45.869,80	179.884,96	899.424,80
Total EU funds	719.539,84	80,00%	0,00	134.015,16	134.015,16	45.869,80	179.884,96	899.424,80
Total	719.539,84	80,00%	0,00	134.015,16	134.015,16	45.869,80	179.884,96	899.424,80

A.4 Project outputs and result overview

Programme Output Indicator	Aggregated value per Programme output indicator	Measurement Unit	Output	Output Title	Output target value	Programme result indicator	Baseline	Result indicator target value	Measuremer unit
Enterprises with non-financial support	60,00	Company	Output 1.1	SMEs participated in project activities	60,00				
RCR04 SMEs introducing marketing or organisational innovation	20,00	Company	Output 1.2	Companies participated in export activities to achieve marketing or organisational innovation	20,00				
						PSR1 Companies with achieved sales and contracts to new markets	0,00	10,00	Company

B - Project partners

Partners overview

Number	Status	Name of the Organization in english	Country	Organisation abbreviation	Partner role	Partner total eligible budget
1	Active	Norrkoping Science Park	Sverige (SE)	NOSP	LP	421.101,80
2	Active	Tallinn Science Park Tehnopol	Eesti (EE)	Tehnopol	PP	248.974,00
3	Active	CLEANTECH LATVIA	Latvija (LV)	CL	PP	229.349,00

B.1 Lead partner	
Partner number	1
Partner role	LP
Name of the Organization in original language	Norrköping Science Park
Name of the Organization in english	Norrkoping Science Park
Organisation abbreviation	NOSP
Department / unit / division	
Partner main address	
Country	Sverige (SE)
NUTS 2	Östra Mellansverige (SE12)
NUTS 3	Östergötlands län (SE123)
Street, House number, Postal code, City	Laxholmstorget 3 60221 Norrköping
Homepage	www.nosp.se
Address of department / unit / division (if applicable)	
Country	
NUTS 2	
NUTS 3	
Street, House number, Postal code, City	
Legal and financial information	
Type of partner	Business support organisation
Legal status	Public
VAT number (if applicable)	556415-1404
Is your organisation entitled to recover VAT based on national legislation for the activities implemented in the project?	Yes
Contact	
Legal representative	CEO Jonas Nilson
Contact person	Project Manager Klara Ewald

Contact	
Email	klara.ewald@nosp.se
Telephone no.	+46765345477
Motivation	
Describe the organisation's thematic competences and experiences that are relevant for the project. Avoid providing general information about the partner organisation. Indicate the relevant and concrete know-how which will be used to implement project activities. Norrköping Science Park (NOSP) is strategically located near Norrköping Campus and Linköping University, serving as a dynamic hub for innovation, business development and world-known research. With over two decades of experience, NOSP has specialised in nurturing startups and scale-ups, particularly in deep tech sectors such as advanced materials, visualization and AI. NOSP's participation in EU-funded initiatives like Bridging4Growth and Leap4Growth, has sharpened our focus on fostering international business growth and innovation. This includes expertise in emerging technologies and regulatory frameworks essential for expanding SMEs into new markets. These competencies make NOSP exceptionally well-suited to lead the Advance4Growth project, bringing a wealth of knowledge and strategic insight that aligns directly with the project's objectives.	
Describe the main role (main activities and responsibilities) of the organisation in the project. Focus on why the partner organisation is optimal to fulfil the specific role and implement the specific tasks in the project. As the lead partner in Advance4Growth, NOSP will lead the efforts to enhance the export capabilities of SMEs in the Central Baltic region. NOSP also has a tight partnership with the extensive research done at Linköping University Campus Norrköping. Which makes NOSP suitable partners working towards a market with universities working with world-known deep tech research. The role will encompass organising comprehensive market analysis workshops, mentoring programs, and targeted training sessions tailored to the specific needs of SMEs preparing for international expansion. As well as coordinating network opportunities for CBR SMEs both in the UK but as well as in the CB region. NOSP will also leverage its extensive network and experience from past projects to facilitate cross-border collaborations, ensuring that SMEs benefit from a unified approach to market entry. This includes managing demonstration projects and pilot tests that align with the project's innovative market entry strategies, providing tangible benefits and real-world applications for SMEs. Besides as the project focuses on deeptech companies, NOSP has exquisite knowledge in the areas of smart manufacturing, electronics, visualization, logistics, semiconductors, and value chain development. This would be the knowledge and experience to be shared with other partnering countries' and their companies.	
Describe the organisation's experience in participating in and/or managing EU co-financed projects or other international projects. Instead of providing a long list of projects the organisation has participated in, mention the most relevant experience of the partner organisation from the relevant field: thematic experience, experience in management of and participation in international projects. Indicate if you are planning to bring in relevant expertise for the project to the partner organisation(s).	

Motivation

NOSP has a strong track record of leadership and active participation in major EU-funded initiatives. We serve as Lead Partner for Leap4Growth and contributed as a partner to projects such as Bridging4Growth and Scaleup Launchpad, where we developed tailored support mechanisms to advance SME internationalisation.

Our extensive experience in managing complex, multinational projects has equipped us with the expertise required to effectively lead Advance4Growth, ensuring compliance with EU standards while driving the achievement of the project's ambitious objectives.

Through Advance4Growth, Norrköping Science Park is positioned to play a central role in accelerating SME internationalisation within the Central Baltic region. By leveraging our institutional knowledge and proven capacity in international project management, we aim to foster sustainable economic growth, competitiveness, and long-term development across the region.

Co-financing

Source	Amount	Percentage
ERDF	336.881,44	80,00%
Partner contribution	84.220,36	20,00%
Partner total eligible budget	421.101,80	100,00%

Origin of partner contribution

Source of contribution	Legal status of contribution	Amount	% of total partner budget
NOSP	Public	84.220,36	20,00%

Total

Sub-total public contribution	84.220,36	20,00%
Sub-total automatic public contribution	0,00	0,00%
Sub-total private contribution	0,00	0,00%
Total	84.220,36	20,00%

B.1 Project Partner 2	
Partner number	2
Partner role	PP
Name of the Organization in original language	Tallinna Teaduspark Tehnopol SA
Name of the Organization in english	Tallinn Science Park Tehnopol
Organisation abbreviation	Tehnopol
Department / unit / division	Business Development Unit
Partner main address	
Country	Eesti (EE)
NUTS 2	Eesti (EE00)
NUTS 3	Lõuna-Eesti (EE008)
Street, House number, Postal code, City	Mäealuse 2/4 12618 Tallinn
Homepage	www.tehnopol.ee
Address of department / unit / division (if applicable)	
Country	
NUTS 2	
NUTS 3	
Street, House number, Postal code, City	
Legal and financial information	
Type of partner	Business support organisation
Legal status	Public
VAT number (if applicable)	EE100855346
Is your organisation entitled to recover VAT based on national legislation for the activities implemented in the project?	Yes
Contact	
Legal representative	Mrs Agnes Roos
Contact person	Ms Anu Puusaag

Contact**Email**

anu.puusaag@tehnopol.ee

Telephone no.

+3725090541

Motivation

Describe the organisation's thematic competences and experiences that are relevant for the project. Avoid providing general information about the partner organisation. Indicate the relevant and concrete know-how which will be used to implement project activities.

Tehnopol Science and Business Park is Estonia's largest hub for high-tech entrepreneurship, aimed at making the Estonian economy more sustainable through rapid growth of startups and SMEs. For over 20 years, Tehnopol has been offering a comprehensive range of services to foster development and expansion into global markets. These services include modern office spaces, business counseling, startup accelerating and facilities for innovation testing.

According to Tehnopol's strategy, starting from fall 2025, it specializes on five main areas: health-tech, defence-tech / dual-use, AI, deep tech and digital technologies (smart city for instance). Tehnopol provides services both to early stage startups by providing focus areas based accelerations and aprox to 100 companies annually will benefit from direct support like support by mentors/experts, have testing opportunities, receive grants or will be guided in to get investments and will be supported for their export activities.

Due to several changes and for the need to find new unicorns in Estonia, Estonian government have now focused both on defence-tech and deep-tech companies acceleration. Thus, Tehnopol has updated its strategy and added deep-tech as one of the focus areas and its' activities and services will be aligned for it as well. Task created for Tehnopol, is to support deep-tech companies growth both on early stage and scale-up level. Thus, Tehnopol has created additional experts/mentors and also investors pool for deep-tech companies and is actively looking for and promoting initiatives that support companies with specific needs (risky, needs specific testing, long runway, science based team etc). Besides, Tehnopol facilitates business matchmaking, mentoring, collaborations with universities and government entities to provide the supportive network to deep-tech companies as well. Closeness to Taltech university is the key element here, but close connections are made also to other universities in Estonia.

Describe the main role (main activities and responsibilities) of the organisation in the project. Focus on why the partner organisation is optimal to fulfil the specific role and implement the specific tasks in the project.

Motivation

Tehnopol's main role is to represent deeptech companies from Estonia throughout the project. As referred earlier, Tehnopol is now focused on deeptech sector, thus the pipeline of deeptech companies is generated and accessible for Tehnopol. Besides, it has very close collaboration with Taltech and Tartu university, that most probably will have important role in creating deeptech startups. Besides startups, Tehnopol will focus on deeptech scale up companies and UK's Golden Triangle will probably provide best opportunity to either test the solutions, find new collaboration opportunities for the solution or new team members and last but not least, match with potential business partners as the area is open for innovation.

Besides being the main host for deeptech companies in Estonia for the project, Tehnopol will conduct the events and matches made with Estonian companies and partners. As the project focuses on creating crossborder linkages, Tehnopol has very good reach to deeptech area network including universities, investors, public and private organisations and other tech companies. In more specifics, the areas of focus would be AI, defence-tech/dual-use, healthtech and digitalisation in different environments (incl smart city, greentech for example).

Besides, as Tehnopol has partnered up with the same consortia previously in several 4Growth initiatives and as Advance4Growth focuses on providing new market access to deeptech companies, Tehnopol has the experience, knowledge and connections to run the project in cooperation with the partners. Previously created connections in term of healthtech from project Health-3-2-1 will be analysed and added if needed besides of the national support system that is provided by Estonian Government to Estonian companies. Last but not least, Tehnopol will be again responsible for mentors procurement, by using the experience and legal aspects.

Describe the organisation's experience in participating in and/or managing EU co-financed projects or other international projects. Instead of providing a long list of projects the organisation has participated in, mention the most relevant experience of the partner organisation from the relevant field: thematic experience, experience in management of and participation in international projects. Indicate if you are planning to bring in relevant expertise for the project to the partner organisation(s).

Motivation

Tehnopol has a long history of involvement in EU co-financed and other international and national projects, establishing itself as an essential partner for Estonia. It has participated in numerous projects funded by Interreg Central Baltic, Horizon programs and also I3 initiatives, which play a significant role in its funding strategy. Mostly Tehnopol has consistently demonstrated its ability to comply with project regulations, manage finances effectively, meet reporting deadlines, and deliver expected outcomes without significant difficulties.

Among the projects with Interreg Central Baltic, Tehnopol has participated in the Leap4Growth, Bridging4Growth, Health-3-2-1, 4SmartGrowth, Scale-Able etc projects that were all committed to support the export growth to Estonian tech companies. Several projects are still running, but the outcomes of these projects confirm that Estonian tech companies are capable of finding new business partners abroad and although being small, are very flexible and agile and have capacity to create sales outside of EU markets.

Each of the project has its specifics, but key lessons learned from these initiatives are the importance of creating online connections and focus on these maintainance later, creating new network with the help of partners and their national networks, and managing costs efficiently, due to long experience in similar projects. Tehnopol has also created a lot of knowledge from international mentors' procurement processes held together with official partners. Not less important is the companies' pool that have had access to several export projects, who are now doing sales markets, but share important feedback of their market entrance processes.

Last but not least important is the cooperation among partners of the project. Consortia for A4G have long history and has gained a lot of trust. Thus, the tasks divided by partners are always delivered in its full volume and thus the project outcomes are actually approachable.

Co-financing

Source	Amount	Percentage
ERDF	199.179,20	80,00%
Partner contribution	49.794,80	20,00%
Partner total eligible budget	248.974,00	100,00%

Origin of partner contribution

Source of contribution	Legal status of contribution	Amount	% of total partner budget
Tehnopol	Public	49.794,80	20,00%

Total

Sub-total public contribution	49.794,80	20,00%
Sub-total automatic public contribution	0,00	0,00%
Sub-total private contribution	0,00	0,00%
Total	49.794,80	20,00%

B.1 Project Partner 3	
Partner number	3
Partner role	PP
Name of the Organization in original language	CLEANTECH LATVIA
Name of the Organization in english	CLEANTECH LATVIA
Organisation abbreviation	CL
Department / unit / division	N/A
Partner main address	
Country	Latvija (LV)
NUTS 2	Latvija (LV00)
NUTS 3	Rīga (LV006)
Street, House number, Postal code, City	Dzerbenes 27 LV1006 Riga
Homepage	www.cleantechlatvia.com
Address of department / unit / division (if applicable)	
Country	Latvija (LV)
NUTS 2	Latvija (LV00)
NUTS 3	Rīga (LV006)
Street, House number, Postal code, City	Valmieras 31 LV1009 Riga
Legal and financial information	
Type of partner	Business support organisation
Legal status	Private
VAT number (if applicable)	50008104111
Is your organisation entitled to recover VAT based on national legislation for the activities implemented in the project?	No
Contact	
Legal representative	Mrs. Evija Pudane

Contact	
Contact person	Mrs. Evija Pudane
Email	Evija@cleantechlatvia.com
Telephone no.	+37129560650
Motivation	
Describe the organisation's thematic competences and experiences that are relevant for the project. Avoid providing general information about the partner organisation. Indicate the relevant and concrete know-how which will be used to implement project activities. CLEANTECH LATVIA is cluster organizations which since it's establishment is oriented to support SME's export and innovation activities. For more than 12 years we are assisting our members in their business development and strategic partnerships establishment, to develop and implement clean and environmentally friendly technologies, to promote a circular economy and industrial symbiosis as a new generation business model, to enhance the competitiveness of enterprises, oriented towards sustainability, to cooperate for entering new markets, creating new value chains, developing innovative products and services. The focus of the deeptech section would be everything that has connection with the clean- or greentechnologies as described above. Export promotion is our key competence and offer to enterprises. We attract financing to support companies activities abroad and we have been organized: export visits to 30+countries; 60+ export events: 500+ companies participated 90% of which were SMEs. As some of the markets are emerging economies, we have not only offered new products and services, but also improved the knowledge of the stakeholders in this market about environmental technologies, smart urban solutions and digital opportunities. Innovation support over 10+ years helps to identify new exportable, global products. Collaboration with universities and R&D centers is a base for tech development.	
Describe the main role (main activities and responsibilities) of the organisation in the project. Focus on why the partner organisation is optimal to fulfil the specific role and implement the specific tasks in the project. Based on the previous experience, gained in various export-related projects as well as ongoing projects Bridging4Growth and Leap4Growth, we will provide Latvian SME's with comprehensive information on the development of the targeted markets, business environment, investment policy and available funding opportunities as well as development projects in the direction of sustainable and smart development. Based on our many years of experience, we will not only provide general advice but also provide support in business negotiations as far as is acceptable to businesses and pay close attention to explaining differences in culture and business environment. For successful Latvian SME's involvement local partner with experience in export promotion is crucial. Last but not least are important the focus areas - clean and sustainable tech, renewable energy, resource efficiency, industrial symbiosis, bioeconomy, and smart infrastructure - that would be the specific knowledge and experience to be shared within the project activities.	

Motivation

Describe the organisation's experience in participating in and/or managing EU co-financed projects or other international projects. Instead of providing a long list of projects the organisation has participated in, mention the most relevant experience of the partner organisation from the relevant field: thematic experience, experience in management of and participation in international projects. Indicate if you are planning to bring in relevant expertise for the project to the partner organisation(s).

Most of CLEANTECH LATVIA projects were focused on export promotion and the development of new products to meet export markets needs.

With our experience and knowledge, we have not only participated in various EU-funded projects but also become an important partner in the project applications of our members, providing our knowledge and experience throughout the project.

One of the most important sources of our funding is the ERDF-financed project "Cluster CLEANTECH LATVIA", the purpose of which is to continue to strengthen and develop the operation of the CLEANTECH LATVIA cluster and promote the development of circular economy, export, and competitiveness of our members and partners - clean technology industry merchants and research and educational institutions, the introduction of innovations and cooperation in the creation of new products, technologies, and services. New similar project is in the implementation phase - one is from 2024-2026, 2nd 2026-2029 (project is confirmed with some conditions).

To get better knowledge of export markets CLEANTECH LATVIA's runned as lead partner export-related project ENGINE (Capacity building of industry associations serving engineering companies in Kazakhstan and Uzbekistan). Over this project we opened doors to target market through knowledge transfer events and networking events.

Co-financing

Source	Amount	Percentage
ERDF	183.479,20	80,00%
Partner contribution	45.869,80	20,00%
Partner total eligible budget	229.349,00	100,00%

Origin of partner contribution

Source of contribution	Legal status of contribution	Amount	% of total partner budget
CL	Private	45.869,80	20,00%

Total

Sub-total public contribution	0,00	0,00%
Sub-total automatic public contribution	0,00	0,00%
Sub-total private contribution	45.869,80	20,00%
Total	45.869,80	20,00%

C - Project description

C.2 Project relevance and context

C.2.1 What are the common territorial challenge(s) within the scope of your Programme Objective that will be tackled by the project?

Please indicate what is the joint cross-border challenge that you and your partners will address in your project.

Deep-tech SMEs in the Central Baltic Region (CBR) – Sweden, Estonia, and Latvia – face common barriers when scaling internationally, particularly in competitive markets like the UK. Their challenges are systemic, cross-border, and require joint approaches.

The first challenge stems from the nature of deep-tech itself. These firms build on advanced scientific or engineering discoveries, often IP-based, requiring long development cycles, extensive prototyping, and rigorous testing. This results in high financial and technological risks, limited resources due to small teams, and weak commercial capacity. While their solutions are often of high quality, many struggle to define and adapt go-to-market strategies and to gain visibility abroad.

The second challenge relates to the UK and especially the Golden Triangle (London–Oxford–Cambridge). This ecosystem offers world-class research, investors, and early-adopter networks, but it is also closed, competitive, and highly relationship-driven. For small deep-tech firms, entering such an environment individually is nearly impossible.

Third, scaling capacity and knowledge are limited. Many SMEs lack awareness of regulatory frameworks, especially post-Brexit, and struggle to tailor value propositions to sector needs. Peer-to-peer learning is scarce, meaning companies often repeat mistakes instead of refining approaches collectively.

Finally, there is the issue of visibility. Alone, CBR SMEs cannot achieve the critical mass required to stand out internationally. By pooling resources, linking complementary solutions across borders, and leveraging both local and UK expertise, they can strengthen their position, build trust with stakeholders, and access value chains that remain otherwise out of reach.

C.2.2 How does the project tackle the identified common challenges and/or opportunities? Describe the approach the project takes.

Describe the approach the project will take in addressing the common cross-border challenges and/or joint assets, e.g., describe main project activities to achieve project results. Please describe the cross-border elements in your project approach. Explain how activities will be organised in the project (e.g., how they will be structured, what will be their sequence, what specific methods will be applied, etc.).

The project addresses cross-border challenges through a structured approach that combines SME selection, tailored support, knowledge sharing, expert mentoring, and direct exposure to the UK market. Activities ensure that participating firms are well-prepared to engage in the Golden Triangle.

1. Company selection and preparation.

Each partner will use a personalised approach to identify SMEs with product readiness (at least pilot /testing stage), ambition, and resources. Selected firms will receive targeted training to refine market-specific value propositions and prepare for UK entry.

2. Knowledge sharing and collaboration.

Three thematic events—one per partner country—will gather SMEs around technology areas aligned with partner strengths: NOSP (Sweden): smart manufacturing, electronics, visualization, logistics, semiconductors, and value chain development.

Cleantech Latvia (Latvia): clean and sustainable tech, renewable energy, resource efficiency, industrial symbiosis, bioeconomy, and smart infrastructure.

Tehnopol (Estonia): digitalisation, AI, healthtech, smart cities, green tech, and defence/dual-use tech. This setup enables peer learning and cross-border solutions with stronger market potential.

3. Expert mentoring.

UK-based experts will be recruited to provide up to 25 hours of guidance per SME, including sales leads, feedback on strategies, introductions, and piloting/testing opportunities.

4. Business missions.

Two joint missions to the Golden Triangle will connect SMEs with clients, investors, academia, and partners. In return, UK delegations will visit CBR countries to expand cooperation.

5. Scaling support.

By covering expert costs, pooling resources, and linking SMEs to UK networks, the project enhances visibility, credibility, and access to contracts and investments.

Through this cross-border model, partners create value no single country could achieve alone, boosting the competitiveness of CBR deep-tech SMEs and their ability to grow in the UK market.

C.2.3 Why is cross-border cooperation needed to achieve the project's objectives and results?

Provide a concrete and specific description of the cross-border challenges and opportunities that will be tackled by the project (in relation to the needs of project target groups). Explain why your project is necessary for the involved regions/countries in terms of common challenges and/or joint assets addressed. Explain also why working on the Central Baltic scale is optimal for achieving the project results.

For Northern European SMEs, the UK has long been a natural first step into global markets: English-speaking, innovation-friendly, and home to top universities and investors. Brexit, however, has reshaped this entry landscape. Regulatory complexity, reduced EU support, and uncertainty around standards now make solo entry harder and costlier. For deep-tech SMEs—facing long development cycles and high capital needs—these barriers can be insurmountable without collective support. Cross-border cooperation is essential. By joining forces across Sweden, Estonia, and Latvia, SMEs gain scale, credibility, and resources. Instead of fragmented efforts, the project builds a unified Central Baltic platform with stronger UK visibility. This shared identity draws on the “New Nordic” reputation for quality, sustainability, and trust—offering immediate advantages in investor and customer discussions.

Collaboration creates synergies. A Swedish imaging sensor SME combined with Estonian AI can deliver integrated Industry 4.0 solutions. Latvian hydrogen innovation paired with Estonian cleantech can address global sustainability challenges. These joint offerings are more attractive to UK corporates and investors than isolated technologies.

Brexit also disrupted informal networks and EU-level cooperation. Pooling networks across three countries restores and expands access—connecting SMEs to mentors, corporates, research, and investors in the UK's Golden Triangle. Group trade missions and matchmaking, unaffordable for individual SMEs, become accessible and strategically targeted.

Finally, cooperation reduces risk. Deep-tech firms need repeated testing and validation. Sharing networks, costs, and knowledge makes this process more manageable. SMEs learn from each other, co-develop solutions, and avoid costly missteps.

In short: Brexit raised barriers. Cross-border collaboration lowers them. The Central Baltic approach is not just optimal—it is necessary.

C.2.4 Who will benefit from your project?

In the first column of each row, please select one of the pre-defined target groups from the drop-down list. Do not just categorically choose most or all the target groups but focus on and choose only the most relevant ones.

Target Group	Specification
SME	The Advance4Growth project targets deep-tech SMEs, defined by products or services based on scientific or engineering discoveries, protected by IP, often groundbreaking, high-risk, capital-intensive, and with significant but sometimes undefined market potential. Advance4Growth supports these SMEs by providing expertise, resources, and tailored market entry support to expand into the UK. This includes sales, testing, piloting, investment opportunities, or new development and research projects. Partners collaborate with national clusters, networks, researchers, and industry organisations to identify relevant SMEs and deliver targeted, practical support for successful international growth.
National public authority	All partners will contribute to project activities with national public authorities and business support organisations. Both within the CBR and the target market, including the network of specific deep-tech areas covered in the project. There is an extensive network in the UK to collaborate from all partner countries such as Business Sweden, Swedish Chamber of commerce, representative office of Investment and Development agency of Latvia, embassies and honorary councils, international research institutes, including a network of universities of both regions and also network of investors etc. By working with these entities, Advance4Growth ensures that the project aligns with national policies and export strategies while providing SMEs with access to the resources they need to enter new markets and scale their companies. The project engages these authorities through regular consultations, joint events, and collaboration on export promotion strategies.

C.2.5 How does the project contribute to wider strategies and policies?

Please indicate to which strategies and policies on international and national level your project will directly link and contribute to and describe in what way you will contribute to them. Focus on the most relevant ones. .

Strategy	Contribution
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Strategy	Contribution
EU Strategy for the Baltic Sea Region	EU Strategy for the Baltic Sea Region – The project advances the objectives of the EUSBSR Policy Area Innovation by strengthening the Baltic Sea Region's (BSR) global competitiveness in innovation, fostering sustainable economic growth, and enhancing the region's visibility and appeal as a preferred partner for international innovation collaboration. In particular, the project contributes to Policy Area Innovation, Action 3: Co-creative Innovation, by connecting innovation ecosystems across the BSR and piloting structured models and practices that actively engage SMEs in collaborative and co-creation activities. By leveraging clusters and networks built on regional strengths and smart specialization, the project reinforces the BSR's innovation and entrepreneurship ecosystem. It creates new international market opportunities for companies in the region and encourages cross-border consortia, aligning with EUSBSR goals to enhance cooperation, connectivity, and knowledge exchange. Moreover, the project supports EUSBSR sustainability objectives by promoting SMEs addressing climate-related challenges and advancing the transition to a greener, more resource-efficient economy at regional and global levels.
Other	Estonian Research and Development, Innovation and Entrepreneurship Strategy 2021-2035. The project improves the competitiveness of the companies representing the national smart specialization strategy verticals, including digital solutions across all areas of life, health technologies, smart and sustainable energy solutions. Also, the project encourages the verticals related to exports and investments in the respected verticals. According to the Strategy, several deep-tech oriented regulations are confirmed
Other	Latvia's Sustainable Development Strategy until 2030 (Latvija 2030) - Priority: Innovative and eco-efficient economy The strategy emphasizes the need to develop export-capable sectors, especially high-tech and knowledge-intensive services. - Exports are considered a key driver of Latvia's competitiveness and sustainable growth.
Other	Latvia: National Development Plan 2021–2027 (NDP2027) - Export is one of the main directions of economic development. - The plan provides for: - Support for strengthening the export capacity of SMEs, especially in the fields of innovation and high technology. - Participation in international exhibitions, trade missions, contact exchanges, etc. - Increase in export volume by 20% per year as one of the goals.

Strategy	Contribution
Other	Utilizing Export Promotion Strategies in the Central Baltic regions: Advance4Growth leverages national and regional export promotion initiatives, such as: - Latvia (LIAA - Investment and Development Agency of Latvia): Leap4Growth collaborates with LIAA to enhance SMEs' export capabilities by connecting them with resources for foreign market success and innovation. - Estonia (Enterprise Estonia - EAS): The project aligns with EAS's mission to foster international growth by offering Estonian SMEs access to services that drive innovation and competitiveness in foreign markets. - Sweden (Business Sweden): Leap4Growth partners with Business Sweden to support Swedish SMEs in their international growth, providing them with strategic advice and practical tools for entering global markets. These collaborations ensure that participating SMEs benefit from the comprehensive support structures already in place in their respective countries, enhancing the regional capacity for international trade. Impact Innovation Programme
Other	This new initiative is led by Vinnova, Formas, and the Swedish Energy Agency and aims to foster long-term national competitiveness. Launched fully in 2024, it focuses on three primary areas: sustainable production and value chains, public health, and creating resilient communities. The programme's goal is to address these challenges by supporting ecosystem-wide collaboration between public and private sectors.

C.2.6 Which synergies with past or current EU and other projects or initiatives will the project make use of?

Project or Initiative	Synergy
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Project or Initiative	Synergy
Bridging4Growth	Advance4Growth will adopt and refine the successful strategies implemented in Bridging4Growth (B4G), especially in the areas of SME mentoring and cross-border collaboration. B4G's methodology for creating international business growth will be enhanced within Advance4Growth to offer more targeted support systems and export strategies. Partnerships from B4G will give Advance4Growth participants established channels for collaboration, reducing the time needed to form market connections and ensuring access to trusted partners. This collaboration enables target-market activities (like missions and expert networks) to be organized quickly, with each partner bringing valuable connections. The base of companies involved in B4G will also be useful for Advance4Growth. Established communication channels set up during B4G are adapted for this as well project, although the target audience differs. Finally, the well-organized, trusted B4G team will carry over to Advance4Growth. After 3 years, each partner's strengths and areas for improvement are well understood, allowing the project team to begin immediately without needing additional onboarding. Key B4G practices, such as effective mentoring, shared trade missions, and an established SME community, will be crucial values to continue in Advance4Growth.
Leap4Growth	Advance4Growth will adopt the same pattern as B4G and Leap4Growth. The extensive knowledge and enormous network the project partners gain from L4G, Advance4Growth can use greatly. Not only will they run simultaneously making it easier for the well-working project team, it will also affect the companies approached, the communication channels that are used and the strategies that are implemented. The L4G project will provide effectiveness in hiring experts and approaching international potential partners. It will provide tools to evaluate the companies ready for A4G project and give a much better starting point for the A4G team to emphasize the necessity of cross-border collaboration among deep-tech companies in creating holistic solutions for potential partners.
SCALE-ABLE	The cross-border matchmaking tools and methodologies developed in SCALE-able for assessing scale-up readiness will be adapted for Advance4Growth. This will ensure that SMEs are well-prepared for international matchmaking events in CBR and in UK. By integrating SCALE-able's methodologies, Advance4Growth will offer SMEs a proven structure for readiness assessment, although the target audience differs from regular export market project, the methodology of matchmaking and readiness assessment, is still crucial
Health 3-2-1	Healthtech oriented project for UK market, will provide necessary network and connections already reached and gained in Health 3-2-1 project. As Advance4Growth will focus also on deep-tech companies within the healthtech sector, the network of the Health3-2-1 is highly valuable. Experts of the H3-2-1 project will be met and added to A4G project according to the specific deep-tech companies needs.

Project or Initiative	Synergy
CLEANTECH LATVIA izaugsme (CLEANTECH LATVIA growth)	CLEANTECH LATVIA growth project (2026-2029) is oriented to members export promotion and new product development initiatives. Funding from this project will be available for additional trips to UK or market research activities that won't be covered by A4G. CL will assure that there is no double funding for same activities.

C.3 Project partnership

Describe the structure of your partnership as a whole and explain why these partners are needed to implement the project and to achieve project objectives. Describe the main role, tasks, activities, and contribution to the project results of each partner in the project, and why the partners are best to fulfil the specific roles and implement the tasks. Describe the partner's relevant key competences for that. Indicate the concrete know-how and tell what statutory mandate the partners have to implement the project and to confirm the durability and sustainability of its results.

The Advance4Growth partnership is built on long-standing trust, strong communication, and equality, with all partners sharing responsibility for project activities. Previous successful collaborations provide a solid foundation for effective teamwork. Focused on deep-tech SMEs, roles are assigned according to each partner's expertise and networks, making the consortium stronger together than any single organisation alone. Partners will support SMEs locally and host UK delegations in each Central Baltic country, combining visits with international and regional events. Matchmaking sessions will connect UK stakeholders with local companies, ensuring visibility on high-profile platforms and direct business opportunities.

NOSP brings deep international experience from Central Baltic and other EU projects, with strong connections across public and private sectors. It will organise matchmaking during major Swedish events such as TechArena and Almedalen, linking UK delegations with Nordic innovators.

Tehnopol has extensive experience in EU projects (Interreg, Horizon, I3) and a strong presence in Estonia's startup and scaleup scene. With a strategic focus on AI, defence/dual-use, healthtech, and digital technologies, it will host delegations at events like Latitude59 or Startup Day at Tartu, facilitating matchmaking for Estonian and Central Baltic deep-tech firms.

Cleantech Latvia has strong export promotion experience. It connects companies, research, and public institutions in clean energy, green transition, and sustainability. It will link UK delegations with local players at Riga TechWeek, Deep Tech Atelier, TechChill and the European Hydrogen Valleys Investment Forum.

Together, the consortium provides sector-specific expertise and ensures SMEs gain direct exposure to international markets. By aligning UK delegations with top events in each country, Advance4Growth creates a cost-effective platform for cross-border collaboration, visibility, and market entry.

C.4 Project work plan

Number	Work package name
1	Cross-border activities to engage deeptech companies and create shared knowledge and network in CBR
2	Preparation and support of sales and scaling opportunities in Golden Triangle area, UK.

Work package 1

Work package title

Cross-border activities to engage deeptech companies and create shared knowledge and network in CBR

Objectives

Your objectives should be:

- realistic and achievable by the end of the project
- specific (who needs project outputs delivered in this work package, and in which territory)
- measurable – indicate the change you are aiming for

Define one project specific objective that will be achieved when all activities in this work package are implemented and outputs delivered.

To target and attract 60 deeptech defined companies from 3 partnering countries to join the project and provide them a knowledge and connections to widen their network, identify potential customers, build their export strategies and provide opportunities to scale their companies.

Think about the communication objective that will contribute to the achievement of the specific objective. Communication objectives aim at changes in a target audience's behaviour, knowledge or belief.

Advance4Growth targets deep-tech companies, requiring a personalised communication approach. While general activities include a project website on Interreg CB and a LinkedIn page, each partner implements tailored outreach in their local language using the most effective channels. Norrköping Science Park coordinates overall communication, but partners attract local SMEs and promote the project through newsletters, social media, and official media. Tehnopol will use Startup Estonia, Enterprise Estonia, and university networks. NOSP will leverage networks like the Östergötland Chamber of Commerce, Business Sweden, RISE, Almi, and Linköping University's UK connections. Cleantech Latvia will coordinate with universities, R&D institutions, the Latvian Cluster Network, and the Investment and Development Agency of Latvia, including its UK office, to maximise project visibility.

Activities

Activity 1.1	
Title	Launching the project and attracting deep-tech companies to join
Start period	Period 1, 1 - 6
End period	Period 2, 7 - 12

Activity 1.1**Description**

The value proposition for the deep-tech SMEs will be created. All project partners use their access to the target SMEs and deliver the value proposition to them via different communication channels (CB website, social media etc.) or by personal approach. A launch event will be organised by the project partners and is joint for the whole project. The event will attract SMEs to receive information of what the project can offer and encourage them to apply to the project.

Deliverables 1.1

Running number	Deliverable title	Description	Delivery period
D.1.1.1	Project launch and value proposition	The value proposition and publicity clearly states what is the benefit for the Central Baltic SMEs to take part in the project.	Period 2, 7 - 12

Activity 1.2

Title	Application process and SME-s evaluation process for their scaling opportunities
Start period	Period 1, 1 - 6
End period	Period 5, 25 - 30

Activity 1.2**Description**

Consortia will create application procedures to confirm companies joining the project. Partners agree on selection criteria and for this project also crucial readiness evaluation method for selecting the SMEs applying to attend the project. As the readiness level for deep-tech companies vary a lot, the specific evaluation criteria and procedure will be confirmed. Selection will be done based on the SME's market readiness level, ambition, resources availability, export potential and previous experience, existing product or service and/or technology readiness. An application form is developed for applying to the project. All partners disseminate the link to the application via their channels and display it on their chosen social media platforms. Application rounds will be open during the whole project period. Among the submitted applications, the pool of SMEs will be selected. 60 SMEs are expected in total for the whole project to be selected and each of them will be evaluated for their market readiness level

Deliverables 1.2

Running number	Deliverable title	Description	Delivery period
D.1.2.1	Application form for the SMEs and selection criteria	An application form is an online template that SMEs who wish to attend the project, will fill in and submit. Partners select the most potential and promising SMEs to further participate in the project activities.	Period 1 , 1 - 6
D.1.2.2	Pool of 60 SMEs to attend project activities	60 companies will be selected among submitted applications to further proceed on the path towards scaling and export activities	Period 5 , 25 - 30

Activity 1.3**Title**

Cross-border cooperation and coaching for CBR companies

Start period

Period 2, 7 - 12

End period

Period 4, 19 - 24

Activity 1.3**Description**

As Advance4Growth will focus on not just creating sales on the UK market, but providing scaling opportunities for CBR companies. The project will provide on spot networking events on specific topics within deep tech areas and deep tech research. Thus, each partner will host at least 1 event on specific deep tech topic (like Tehnopol either on AI, defencetech/dual-use, Cleantech Latvia on energy, hydrogen, envirotech, NOSP on smart manufacturing or other) that will be agreed during the project and according the interest or potential of participating companies. Besides hosting the event, it will be merged either with incoming delegation or guests from UK, Golden Triangle area. From both business and research. Or other bigger or smaller event, that gather the audience of this specific area (like Tehnopol can use Latitude59 event for specific gathering, NOSP as Techarena, or Cleantech Latvia Deep Tech Atelier Riga or similar).

Hosting events will focus on specifics of deep-tech areas, provide high level speakers and knowledge sharing, but most importantly will accept companies of each CB region and prepare them for matchmaking on spot. The aim of the matchmaking is to create and provide scaling opportunities for participating companies. It can thus turn out to find possibilities in some development projects, research, testing, piloting or combining different solutions and technologies into more holistic solutions.

Delegations and or guests from the UK and/or Golden Triangle area are requested to provide on spot coaching sessions for participating companies. The coaching sessions will be primarily done by experts hired in WP2 activities, but can also be as guest coaches relevant to the topics in discussion. All the partners are responsible for the activity and will host at least 1 event during the project period.

Deliverables 1.3

Running number	Deliverable title	Description	Delivery period
D.1.3.1	Agendas of event days and participating companies lists of CBR market events	Participants from the UK market and CBR	Period 4, 19 - 24

Outputs

Output 1.1	
Output Title	SMEs participated in project activities
Programme Output Indicator	PO101: Enterprises with non-financial support
Measurement Unit	Company
Target Value	60,00
Delivery period	Period 5, 25 - 30
Output Description	SMEs will engage in project activities, which will include application rounds, assessment for the project activities, cross-border cooperation and technology focused approach to combine and reach the best holistic solutions
Output 1.2	
Output Title	Companies participated in export activities to achieve marketing or organisational innovation
Programme Output Indicator	PO102: RCR04 SMEs introducing marketing or organisational innovation
Measurement Unit	Company
Target Value	20,00
Delivery period	Period 5, 25 - 30
Output Description	Participating companies will achieve organisational innovation and marketing outcomes through matchmaking sessions, export missions, and ongoing support.

Investments

Work package 2

Work package title

Preparation and support of sales and scaling opportunities in Golden Triangle area, UK.

Objectives

Your objectives should be:

- realistic and achievable by the end of the project
- specific (who needs project outputs delivered in this work package, and in which territory)
- measurable – indicate the change you are aiming for

Define one project specific objective that will be achieved when all activities in this work package are implemented and outputs delivered.

The objective of this WP is to support and boost deep-tech companies' official agreements settlements within the Golden Triangle area and in the UK. Measurable objective will be 10 sales deals created during or shortly after the project. In addition to sales, the project will support companies in any other deal making process regarding either gaining investments, receiving testing or piloting opportunities, finding research partners or additional team members important for their technology or any other deal that supports their growth and their journey on reaching the market. The project team will keep records on participating companies and their achievements, confirming the achievements on written forms and sharing the outcomes publicly.

Think about the communication objective that will contribute to the achievement of the specific objective. Communication objectives aim at changes in a target audience's behaviour, knowledge or belief.

Advance4Growth targets deep-tech companies, requiring a personalised communication approach. While general activities include a project website on Interreg CB and a LinkedIn page, each partner implements tailored outreach in their local language using the most effective channels. Norrköping Science Park coordinates overall communication, but partners attract local SMEs and promote the project through newsletters, social media, and official media. Tehnopol will use Startup Estonia, Enterprise Estonia, and university networks. NOSP will leverage networks like the Östergötland Chamber of Commerce, Business Sweden, RISE, Almi, and Linköping University's UK connections. Cleantech Latvia will coordinate with universities, R&D institutions, the Latvian Cluster Network, and the Investment and Development Agency of Latvia, including its UK office, to maximise project visibility.

Activities

Activity 2.1	
Title	Procurement of the local market expert for UK market
Start period	Period 2, 7 - 12

Activity 2.1**End period**

Period 5, 25 - 30

Description

Responsible for the UK market and Golden Triangle area activities, Tehnopol will implement appropriate procurement procedures to hire competent local market experts for the UK to support the project activities. Responsible partner Tehnopol prepares the tender documentation and agrees with other partners on the main selection criteria of the experts. After implementation of the procurement, an expert contract will be signed with the selected experts. The experts will assist the project to:

Identify business opportunities in specific deep-tech areas in specific regions at UK Golden Triangle and support the entry of the CB SMEs into the target market

Evaluate CB SMEs and find counterparts from the local businesses, facilitate the matchmaking that might include both business partnership, but also research partnership, investor relations, testing, piloting or other similar opportunities important for deep tech company growth

Hold market introduction and/or technology based seminars and webinars for the companies

Together with the project partners prepare and implement a high-quality export mission program for CB SMEs

Assist the SMEs and project partners in any other way that is needed to ensure smooth entry to the UK market.

Deliverables 2.1

Running number	Deliverable title	Description	Delivery period
D.2.1.1	Tender documentation for the UK market expert	Procurement procedures, correct documentation and archiving process will be implemented. Two separate procurmenets with distinct ToRs.	Period 5 , 25 - 30
D.2.1.2	Contract with expert(s) supporting activities towards UK market	Appropriate contract signed between the responsible partner and selected expert.	Period 5 , 25 - 30

Activity 2.2	
Title	Digital matchmaking between SME and market expert, to initiate business relations
Start period	Period 2, 7 - 12
End period	Period 5, 25 - 30
Description	The local market experts and project partners will run ongoing digital discussions to matchmake and to prepare businesses and introduce relevant contacts. The local market experts play a central role in assessing the potential of the SMEs and its opportunities on the market in finding matching business interests. Digital matchmaking sessions take place online, one-on-one. Digital matchmaking sessions will be organised continuously as soon as a suitable match is identified for a SME.

Deliverables 2.2			
Running number	Deliverable title	Description	Delivery period
D.2.2.1	Report on digital matchmaking sessions	Digital matchmaking sessions will be documented and compiled into the report	Period 5, 25 - 30

Activity 2.3	
Title	Export mission to the UK, Golden Triangle
Start period	Period 2, 7 - 12
End period	Period 5, 25 - 30

Activity 2.3**Description**

The project team will conduct two market missions combining different Golden Triangle areas. Thus, one export mission will be headed to London and Cambridge and the second one to London and Oxford. If there would be a chance to combine all three areas during one mission, the team will implement that.

All the missions will have a fully prepared program. As two separate cities are involved, missions will last approximately 5 working days and include visits to the relevant industry event or mess, further training, meetings, company visits, visit to research centres, matchmaking etc. As the projects holds several deep-tech focused areas, the missions will be guided and divided by its specifics, thus the industry meetings, events and company visits will be actually beneficial to all participants. Experts, hired by the procurement, together with the partners will put together a program that is well suited to the SMEs needs. The main aim of these events is to create connections and network necessary for future sales deals as well as for research opportunities, investor deals, testing or piloting opportunities.

Export missions will be organised twice during the project period. The delegations will be compiled from the participating SMEs that are either advanced and identified potential business lead during the digital matchmakings, or are otherwise well suited to address the needs of the target market. Delegations can be formed from up to 10 companies per mission. Each mission will also include communication material that is done prior and post delegation. All to make sure the companies receive as much information as possible prior. Every activity during the delegation will be well documented as well as post delegation, to display on the chosen social media channels for all project partners and companies to take part in.

Deliverables 2.3

Running number	Deliverable title	Description	Delivery period
D.2.3.1	Marketing materials prior of the export mission	Promoting the delegation and the participating SMEs via social media channels, the website and printing materials.	Period 4, 19 - 24

Deliverables 2.3			
Running number	Deliverable title	Description	Delivery period
D.2.3.2	Agenda and report of the export mission	The program/agenda and reports of the missions, including the list of the participating SMEs.	Period 4 , 19 - 24
D.2.3.3	Video clips of companies	Video clips for the wider audience and other CB SMEs about the experiences and lessons learned from the point of view of the SMEs themselves.	Period 5 , 25 - 30

Investments

C.5 Project Results

Define one project main result. Choose the result indicator your result will contribute to. The measurement unit will be automatically added once the indicator is chosen. Define a target value for the contribution and indicate in which period the result will be delivered. Provide a description of the results. Explain their contribution to the programme result indicator and explain also how the target value was calculated.

Result 1	
Programme result indicator	P01R1: PSR1 Companies with achieved sales and contracts to new markets
Measurement unit	Company
Baseline	0,00
Target value	10,00
Delivery period	Period 5, 25 - 30
Result description	Increase in SME exports by achieving 10 new international sales contracts in the UK.

C.6 Project Time Plan

	Period 1	Period 2	Period 3	Period 4	Period 5	After End
WP1 Cross-border activities to engage deeper...						
<i>A1.1 Launching the project and attractin...</i>		D1.1.1				
<i>A1.2 Application process and SME-s evalu...</i>	D1.2.1				D1.2.2	
<i>A1.3 Cross-border cooperation and coachi...</i>				D1.3.1		
<i>PO1O1</i>					01.1	
<i>PO1O2</i>					01.2	
WP2 Preparation and support of sales and sca...						
<i>A2.1 Procurement of the local market exp...</i>					D2.1.1	
					D2.1.2	
<i>A2.2 Digital matchmaking between SME and...</i>					D2.2.1	
<i>A2.3 Export mission to the UK, Golden Tr...</i>				D2.3.1	D2.3.3	
				D2.3.2		
Result indicator						
<i>PO1RI</i>					R1	

C.7 Project management

In addition to the thematic work you will do in your project, you will need time and resources for coordination and internal communication. Please describe below how you plan to organise yourself to ensure the project work runs smoothly.

C.7.1 How will you coordinate your project?

Indicate who will be responsible for the coordination of your project. Tell what kind of management structures you will set up, and how the internal communication in the project will be organised.

The Lead partner (LP) - Norrköping Science Park (NOSP) will lead and coordinate overall activities of the project.

The LP will appoint an administrative person to coordinate the reporting and administrative tasks, communication (incl. agreements, reports, meetings, liaison) with the Managing Authority (MA) and Joint Secretary (JS).

LP will create shared and cloud based folder for each project's activities and tasks.

Weekly meetings: LP will plan, organise and lead weekly online meetings to cover the actual topics following to the WP's structure, outcomes, deliverables and marketing and communication in a line with EU visibility compliance. Memo of each meeting will be created.

Kick-off will be organized by LP In period 1, to establish the work packages, discuss roles, tasks, meeting schedules, and reporting standards. Each partner leads activities in their local market and gives contribution to all project partners.

A designated communication lead, LP will handle primary communication channels and ensure consistency. Partners are responsible for engaging with SMEs in their respective countries to support and create participation.

Project period based face to face (F2F) meetings: At least once per period F2F meeting will be held, providing an opportunity for partners to assess project progress, strategise for upcoming periods and reinforce team cohesion. These F2F meetings will be combined with the activities and events implemented in each partnering country, providing the opportunity for team members to meet each country's companies as well, that provides opportunities to discuss potential cooperation opportunities with each company in person.

The Steering Group (SG) will be established by appointing 1 person by each partner. LP will be responsible for organising and coordinating the SG meetings. Members will represent deep-tech sector companies and/or have experience in the UK market. MA will be invited to SG meetings. SG will meet at least once per year.

C.7.2 Which measures will you take to mitigate the risks and ensure quality in your project?

Describe the specific approaches and processes of risk and quality management and identify the partners responsible for those. If you plan to have any type of project evaluation, please describe its purpose and scope. Plan measures to identify and monitor any risks for successful project implementation and plan respective activities to mitigate them.

Based on previous partnership, followings Risks (R) identified and Mitigation plan (M) defined.

R1: Attracting the right deep tech focused companies. (ALL)

M1: Have strict criteria (evaluated by the experts) for companies participating.

R2: Keeping companies motivated and involved till the finish. (ALL)

M2: Build a strong team-feeling, personal and long-lasting connection and provide continued dialog enriched by valuable events.

R3: Expectation management (companies will not receive what they expecting) (ALL)

M3: Clear value proposition, straight communication and close dialogue since beginnings. Evaluation of received services over the project.

R4: Lack of experience and/or market or technology knowledge for deep-tech companies and relevance of market experts (ALL)

M4: At least online meetings with the experts before contracting. Calls for experts till P5 to assure necessary competencies

R5: Project team limited knowledge of specific deep-tech technologies or presence in the target area. (ALL)

M5: Intense use of external partners and experts to mitigate this risk. In case of major changes which affect the implementation possibilities, the project will adjust the planned activities to meet the challenges in the most appropriate way.

R6: Bad internal communication will lead to a risk of not reaching the goals. (ALL)

M6: For effective communication partner meetings are held weekly and regular communication through Whatsapp group.

R7: Political or economical objectives may occur that affect project's activities (ALL)

M7: Weekly meetings ensure the team stays agile and responsive to political and economic shifts, ready to adapt the project plan when needed.

R8: Several CB projects to run, risk of lack of resources

M8: All partnering organisations and team members, with extensive experience in Interreg CB projects and strong existing relationships, are well-versed in administrative responsibilities and prepared to support each other to ensure smooth task delivery.

C.7.3 What will be the general approach you will follow to communicate about your project?

Give information on how the project communication will be coordinated and how will the involvement of all partners be ensured. How will the communication activities contribute to disseminating your project results? Please note that all communication activities should be included in the work packages, as an integral part of your project. There is no need to repeat this information here.

The communication activities for the project are defined across two dedicated work packages, which detail all essential tasks and deliverables aimed at promoting the initiative. Norrköping Science Park will take the lead in managing the overall communication strategy. Although, all project partners will play an active role in the communication efforts to ensure a unified and collaborative approach.

To keep the project team consistently informed, communication will be a standing item on the agenda during our weekly project meetings. A detailed and regularly updated communication schedule will be maintained to ensure alignment across all initiatives. Additionally, monthly coordination meetings will be held with a responsible communicator manager to assess progress, plan upcoming activities, and exchange ideas.

For external outreach, we will utilize multiple channels to effectively engage our target audience. The existing 4Growth LinkedIn page, which has a strong international following, will be transitioned and rebranded to reflect Advance4Growth, main project activities will be promoted or consecutively planned to achieve organic reach to created publications. We will also actively contribute to the Central Baltic website by publishing project-related news, articles, and event updates.

To strengthen our physical presence and provide accessible, tangible information to our stakeholders, we will produce printed promotional materials for relevant events. Moreover, targeted outreach will be carried out via personalized emails sent through the established networks and communities of each partner organization.

To effectively engage key audiences in our target regions, we will partner with reputable business organizations—such as Business Sweden, Chamber of Commerce and equivalent institutions—and leverage their communication channels to amplify our message and strengthen our presence in the market.

C.7.4 How do you foresee the financial management of the project and reporting procedures for activities and budget (within the partnership and towards the programme)?

Define the responsibilities, deadlines in financial flows, reporting flows, project related transfers, etc.

The project will follow previous 4G project patterns as all the partners are already qualified in Interreg Central Baltic reporting system, the lead partner will make sure that all project partners fulfill the documents needed for reporting and keep an eye on timely reporting and due to all needs.

Each partner will be responsible for their partner contribution and budget, and will have separate project-specific bookkeeping. The financial flows, management and reporting will follow the schedules and conditions defined by the CB program rules and instructions.

Budgetary issues will be overseen at weeklies and also during physical meetings.

Real-time financial tracking tools and a strong communication framework will ensure financial transparency and compliance throughout the project.

By previous projects, project team members are already experienced in having a significant amount for external services provided to the companies both by services or covering direct costs. Each partner will follow procurement laws set for each partnering country or will follow more specific procurement rules created for each organisation separately (for travelling for example).

By adhering to these procedures, Advance4Growth ensures that all financial operations are transparent, efficient, and fully compliant with the Central Baltic Programme's requirements. Besides direct travel support, individual expert work for companies will be calculated and reported separately (22 000 euros per company according to GBER).

C.7.6 Horizontal principles

You must define the impact of the project on each of these principles by choosing 'neutral', 'negative effects' or 'positive effects'. In general projects are not expected to have negative effect on any of the principles. If there are some specific measures planned to make a positive contribution, then 'positive impact' must be chosen, and an explanation provided.

Horizontal principles	Type of contribution	Description of contribution
Sustainable development	positive effects	Sustainability is definitely a key element to any deep-tech company. As technologies focused for this project will be several, the new solutions should provide sustainability, directly contributing to eco-innovation and environmental sustainability, as well as sustainable wellbeing. The project encourages the adoption of smart sustainable business practices and technologies, also disruptive and new ones, which intend to lead to reduce environmental impact and foster long-term economic growth within the region and hopefully globally as well. Directions like Greentech, cleantech, smart cities, industrial symbiosis main role is to strengthen and develop sustainable, resource efficient and climate friendly solutions.
Equal opportunities and non-discrimination	neutral	We will provide equal opportunities and non-discrimination to all potential participants, experts or intereseents.
Equality between men and women	neutral	Over the project we are open to both gender involvement and don't put any restrictions on that.

C.8 Long-term plans

As a programme, we would like to support projects that have a long-lasting effect on the Central Baltic region and for those who will benefit from them. Please describe what you will do to ensure this.

C.8.1 Ownership

Please describe who will ensure the financial and institutional support for the outputs/deliverables developed by the project (e.g., tools), and explain how these outputs/deliverables will be integrated in the work of the partner institutions.

All partnering organisations existing services includes extensive experience in export services, prior participation in EU-funded projects, and a history of collaboration with each other. Thus the project, provides a natural place to incorporate the project's key deliverables seamlessly into the ongoing work of each partner institution. Each partner organization has the financial capacity to support the project within their respective budgets.

Each partner has a network of deep-tech companies in their domain, supporting growth through investment, product development, and go-to-market strategies. Thus, the A4G project is another small, yet important part within the partner's services provided to specific scale-able companies.

Continuous Funding: The project partners are committed to seeking additional funding from EU programs, national grants, and private partnerships to maintain financial support for the project's initiatives.

Operational Integration: Project tools and methodologies will be incorporated into the regular operations of partner institutions, ensuring that the project's deliverables continue to be effective and beneficial for each partner to the greatest extent possible.

Staff Empowerment: Partners will prioritise training staff to effectively use and sustain the project's outputs, fostering self-reliance and ensuring skills retention over time. All organizations aim to continue their efforts in internationalisation and maintain collaboration even after the project is completed.

Impact Assessment: Regular monitoring and evaluation will track the effectiveness of the project's outputs, providing data-driven insights for future enhancements.

The project outputs and tools, e.g new international collaboration networks, will be utilized in the future. The relevant public deliverables will be shared in the relevant clusters and channels.

These strategies will enable project partners to sustain long-term support for SME growth and internationalisation.

C.8.2 Durability

To have a lasting effect on the Central Baltic region and its population, outputs or deliverables should be used by relevant groups (project partners or others) also after the project lifetime. For example, new practices in urban transport need to be used by local authorities to have less CO2 emissions, and the whole population will benefit from this. Indicate how the project partners will ensure the durability and sustainability of project results and outputs.

The future likely lies in deep-tech companies and disruptive technologies that shape daily life and specific environments. Given the high quality and reputation of Northern European tech products and services, the project team strongly believes in the CB region's market-ready solutions. Meanwhile, the Golden Triangle—home to six world-renowned universities and their ecosystems—is a major innovation hub with broad influence across various sectors. Now is the right time to enable CB region companies to play a vital role in shaping global future scenarios. Solutions accepted within the Golden Triangle will influence behavioral patterns across environments, and project activities will reflect this.

Specific actions include:

Institutional Integration: Core outputs—expert knowledge, training, and market strategies—will be embedded into each partner's SME support services. Partners will leverage existing networks, and identified experts will remain available for ongoing guidance.

Policy Influence: Targeting deep-tech and disruptive technologies, A4G's consortium will share results and recommendations with local and regional governments to shape policies that support SME internationalization. Embedding these strategies into public policy will foster lasting export conditions.

Long-term Financing: The consortium will seek long-term funding options to sustain project initiatives, including national subsidies and private-sector partnerships.

Export Network: A key output is an export network of mentors, consultants, and business representatives in target markets. Managed by partner organizations, this network will support future SMEs with valuable connections and insights.

C.8.3 Transferability

Some outputs/deliverables that you will deliver could be adapted or further developed to be used by other target groups or in other territories. What will you do to make sure that relevant groups are aware of your outputs/deliverables and are able to use them?

To ensure the transferability of our outputs, we will focus on four key elements:

1. **Dissemination and Outreach:** We will actively disseminate information about our outputs and deliverables to relevant groups through targeted outreach efforts. This may include organizing specific events like workshops, webinars, and conferences to share insights and tools developed by our project, but also creating articles, news and sharing the outputs by posting the insights on social media and other channels. Besides, as referred earlier, the engagement with important stakeholders is also a key element.
2. **Engagement with Stakeholders and External Regions:** We will actively engage with stakeholders, including development agencies, business support organizations, and policy-makers in other territories and EU regions, to ensure awareness of our outputs and facilitate their use. This may involve establishing collaborative partnerships and networks to promote knowledge exchange and sharing.
3. **Capacity Building:** We will support capacity building initiatives to empower target groups to utilize our outputs effectively. This may include providing training, guidance, and technical assistance to facilitate their adoption and implementation.
4. **Documentation and Accessibility:** We will thoroughly document our outputs and deliverables both during and after the project as lots of outcomes might not occur and be seen clearly, including methodologies, outcomes, and best practices. This documentation will be made readily accessible through various channels, such as online platforms, reports, and publications.

By implementing these key elements by being flexible according to the needs of the audience or target groups, we aim to maximize the transferability and uptake of our outputs. This will enable other target groups or territories beyond our project's immediate scope to effectively use them.

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Bo Åke Wass

Chairman of the Board

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