

# Startup & Growth services

*We deliver value to scalable businesses and venture partners*

## Who we are

We are 25 persons specialized in serving Startup & Growth companies in Finland. It drives us to build lifetime partnerships with our customers, boosting growth and success. Thanks to our unique position in the Finnish business ecosystem, we are able to bridge startups and growth companies with venture partners and leading growth experts.

We invest in competence building and reserve time for delivering customer specific excellent service and mentoring. We offer the most competitive financing solutions especially for companies in the early stage or facing high growth. We want to increase your chance of success by sharing our unique networks with you.

## Our customers

Over 2500 scalable companies have chosen us as their bank and growth partner. That is over 75% of the Finnish market. We have long experience from various industries, especially internet, tech, software, life science and health. Half of our customers have our financing solutions in use.

## Our partners

**Venture capital funds and venture partners** benefit from our leveraging solutions, bridging facilities, syndication partnerships, exit possibilities towards our large corporate customers, shared deal flow and our role as a fund investor.

**M&A and R&D departments** of Nordea's large corporate clients can use our scouting service of interesting startups.

**Accelerators and growth stakeholders** such as FiBAN and Kasvu Open benefit from our shared deal flow, mentoring pool and support for startup customers.

## New growth services

**Crowdfunding** is a visible way to get new equity in the digital society. It suits extremely well as a funding source for consumer businesses and many early stage businesses who know how to create an engaging story. Crowdfunding, consisting of small investments, enables a wide shareholder base and audience.

**Venture Funding** is a concept for bridging Nordea's wealthy private investors with growth companies in need of larger amounts of equity. Venture Funding is suitable for companies that have progressed a bit further in their business and have a stronger grip on the market.

**SME Bonds** are typically used to cover capital needs between 10 and 30 M€. They can be structured as debt or hybrid based, which enables optimizing ownership and valuation during different stages of growth.

**Nordea Trade Portal and Club** are digital services designed to accelerate your international growth. Trade Portal is an open platform offering information, tools and resources to help you grow your business in foreign markets. Trade Club is an exclusive network of 15 000 companies in 22 countries, linking Nordea customers with new trade partners abroad.

We scout candidates for Nordea Ventures and Nordea R&D.

On top of shareholder and merger financing, our offering naturally covers all Nordea's corporate banking services, ranging from 24/7 daily banking to award-winning international trade and cash management services.

**Nordea**

We would love to hear your business and growth plan and discuss how our services and network could help you succeed!

Stay tuned:  @NordeaGrowth\_FI



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