



BUSINESS SWEDEN

Stockholm, Sweden
23 October 2024



*We help Swedish companies
grow global sales and
international companies
invest and expand in Sweden*

A GLOBAL PRESENCE

35+

MARKETS

50+

OFFICES

500+

PEOPLE

OUR OFFERING

MARKET EXPANSION

- Global Expansion Strategy
- Market Entry
- Product & Customer Mix
- Sales Channel Setup
- Global Operations Footprint
- Mergers & Acquisitions
- Inbound Investor services in Sweden

SALES ACCELERATION

- Customer Acquisition
- Partner search & Selection
- Sales & Partner Performance management
- Deal & Tender Support
- Technical trade facilitation

BUSINESS TO GOVERNMENT

- Business to Government Strategy
- Stakeholder Analysis
- Strategic Messaging & Communications
- Stakeholder Engagement
- Trade promotion business delegations

BUSINESS INCUBATION & OPERATIONS

- Establishment Services
- Finance & Controlling Services
- Virtual Office Services
- Recruitment Services
- Employment & HR Services
- EU Salary Administration Service
- Co-Working Space Services

TEAM SWEDEN

A NETWORK OF GOVERNMENT AUTHORITIES,
ORGANIZATIONS AND THE INDUSTRY TO JOINTLY
PROMOTE TRADE AND INVESTMENT



BUSINESS SWEDEN

Business Sweden's purpose is to help Swedish companies grow global sales and international companies invest and expand in Sweden



THE SWEDISH EXPORT CREDIT AGENCY

EKN is an authority with the task of promoting Swedish exports. They do this by insuring the risk of not being paid in export transactions



SWEDISH EXPORT CREDIT CORPORATION

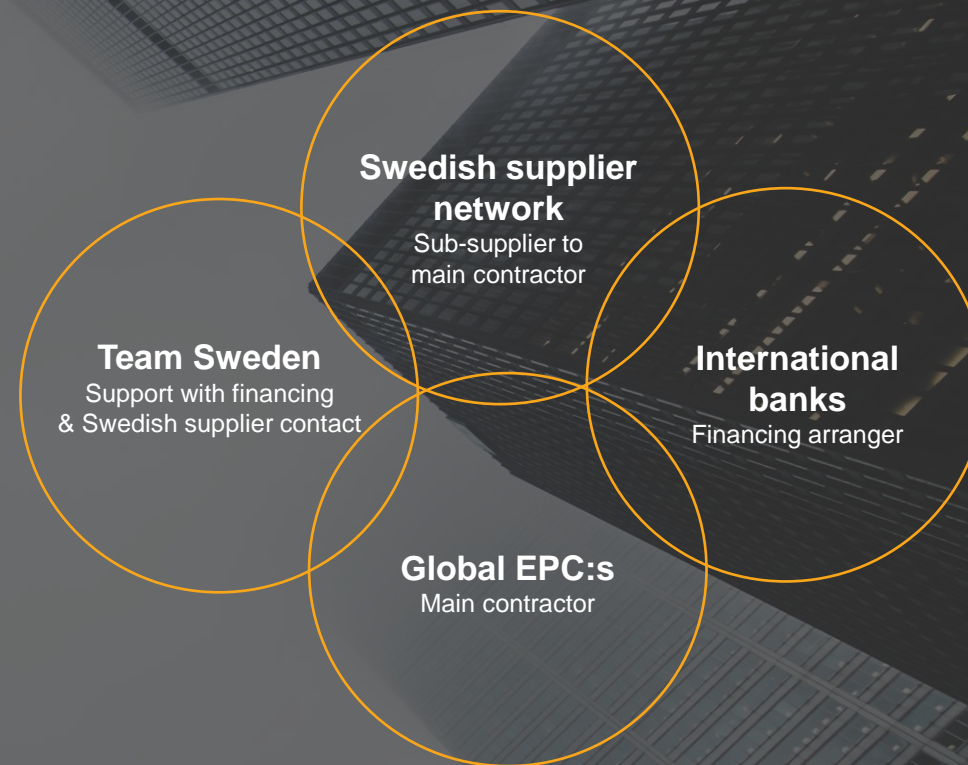
With SEK's financing international buyers can obtain loans to purchase Swedish goods and services. This reliable source of fund is also available for exporters



SWEDISH DEVELOPMENT FINANCE INSTITUTION

Swedfund's goal is to eliminate poverty by creating sustainable business in some of the world's toughest and most promising growth markets.

PROGRAM STAKEHOLDERS SYNERGIES OF COOPERATION



SUPPORTED BY THE GOVERNMENT OFFICES OF SWEDEN





70+

Projects

for development in current
pipeline

11+

BEUR

in project value

3+

BEUR

in closed value since 2019

**THE EPC ALLIANCE BY SWEDEN IN COLLABORATION WITH LEADING
GLOBAL EPC'S**

The next Rail Baltica supplier delegation will focus on procurements in Estonia

PROJECT OVERVIEW

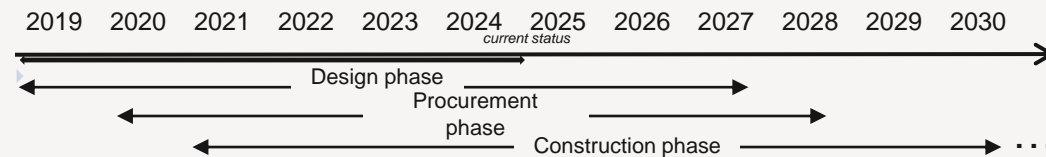
Key stakeholders

- RB Rail (main coordinator)
- National implementing bodies:
 - Estonia: Rail Baltic Estonia OU
 - Latvia: Eiropas Dzelzceļa līnijas SIA
 - Lithuania: LTG Infra
- Local/international construction companies, other procurement winners
- **Financing:** Financed 85% by EU (CEF and MFF 2026), and 15% by the Baltic countries



TIMELINE

Timeline and main milestones



- Main goal is to have the main line up and running in 2030, there has been delays in the project due to Covid, the Russian invasion of Ukraine and cost increases.
- Still some uncertainties with the financing models of the project, due to increased costs

SUPPLIER DELEGATION TO TALLINN 14 NOVEMBER

Business Sweden in collaboration with **Rail Baltic Estonia** are inviting companies to take part in a unique one-day visit to Tallinn on 14 November 2024 to meet directly with Rail Baltic Estonia and gain insights into the procurement process and upcoming opportunities, ask and interact with procurement representatives, and present their solutions.



During 2023 there was a delegation to Riga where 13 Swedish companies had the opportunity to meet the Main coordinator RB Rail and all the national implementing bodies.

If interested, please contact:
batuhan.kutlu@business-sweden.se

Program

Evening flight from Stockholm
 Wednesday 21:30 arrive at Tallinn
 23:30 or afternoon flight 14:00-16:00

8.30
 Transport to OÜ Rail Baltic Estonia
 from Tallink City Hotel
 (20min)

9.00-12.00
 Meeting with OÜ Rail Baltic Estonia
 More details coming later

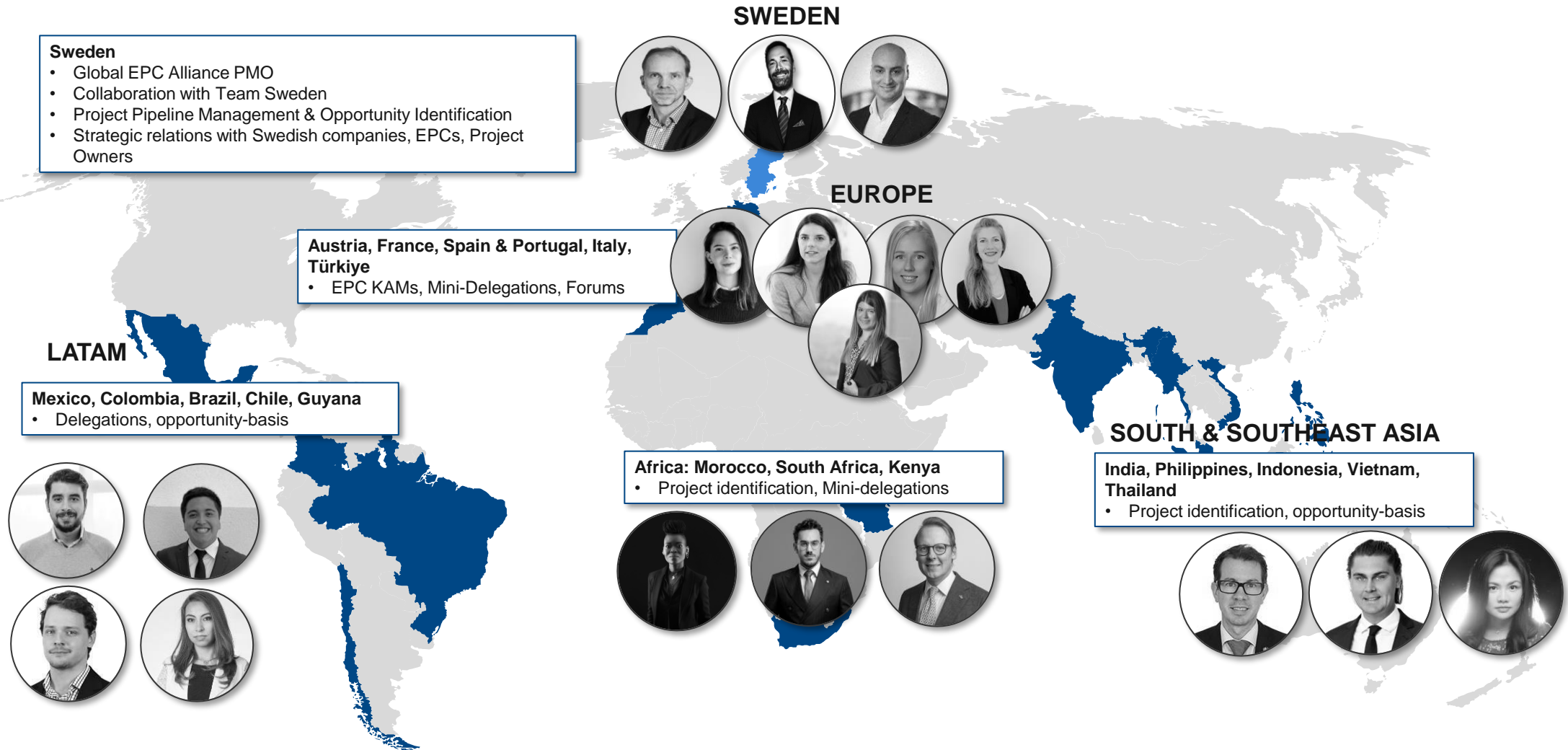
Transport to the Swedish Embassy
 (20min)

12:30-14:30
 Lunch at the Swedish Embassy with
 selected local guests

Transport to airport (25min)

Flight back to Stockholm at 16:35

EPC Alliance Program 2024 – global team with diverse skill set



SUSTAINABLE EXPORTS

DRINKING WATER FOR 3 MILLION PEOPLE

ALMOST 1,200 RURAL VILLAGES AND TOWNS IN CÔTE D'IVOIRE WILL HAVE ACCESS TO DRINKING WATER THROUGH A NEW EKN-SUPPORTED PROJECT THAT PROMISES A “MASSIVE IMPACT” ON LOCAL COMMUNITIES AND WOMEN IN PARTICULAR.

TANZANIA RAILWAYS

**A NEW RAILROAD WITH HIGH-SPEED
TRAINS IS CONNECTING THE COAST OF
TANZANIA TO THE CENTRE OF THE
COUNTRY, IN COLLABORATION WITH
OTHER ECA'S**

LARGEST EVER SUB-SAHARAN SOLAR PROJECT

370MW SOLAR PROJECT AT 7 SITES

**SUBSTANTIAL SWEDISH DELIVERIES BY HITACHI ENERGY
AND ELOF HANSSON COORDINATING OTHER SWEDISH
SUPPLIERS**

TAKE THE LEAP INTO NEW MARKETS, TOGETHER WE EXPLORE YOUR GLOBAL POTENTIAL

Export advisory workshop series for small and medium sized companies
Start Tuesday November 5th, 10:00 – 12:00

- Welcome to join Business Sweden's Export Advisory Workshop series for a group of Swedish companies with focus on transports and infrastructure
- Three workshops during November and December, two hours at the time
- This is part of Business Sweden's state assignment and is free of charge for small and medium sized companies
- Content:
 - Internationalization strategy
 - Market prioritization
 - Market validation
 - Individual support from our staff in Sweden and offices abroad
 - Please register interest to linus.nissen@business-sweden.se Phone: 0733-644064



**BUSINESS
SWEDEN**