

## With local footprint and unique governmental and private sector mandate, Business Sweden provides support for Swedish companies around the world

An office network with industrial expertise on all continents



We shorten time to market, find new revenue streams and minimise risks

#### 40+ MARKETS

From Helsinki to Hong Kong, Moscow to Mexico City – our business developers offer strategic advice and hands-on support

#### 500+ PEOPLE

Our multinational team collaborate across the globe with expertise rooted in local business cultures and network

#### 45+ YEARS

With a vast experience we help Swedish companies grow global sales and international companies invest and expand in Sweden

#### Business Sweden combines strategic consultancy with a gov. mandate

#### **MARKET EXPANSION**

- Global Expansion Strategy
- Market Entry
- Product & Customer Mix
- Sales Channel Setup
- Global Operations Footprint
- Mergers & Acquisitions

#### **BUSINESS TO GOVERNMENT**

- Business to Government Strategy
- Stakeholder Analysis
- Strategic Messaging & Communications
- Stakeholder Engagement

#### **SALES ACCELERATION**

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

#### **BUSINESS INCUBATION & OPERATIONS**

- Co-Working Space
- Finance & Controlling
- Employment & HR Services
- Incorporations & Registrations

#### Example materials and mining related topics

- Growth into new markets and new customer segments
- Deal targeting (EPC/mega deals)
- Innovation through partnerships, ventures and acquisitions
- The business case of connectivity and telematics data
- · Ecosystem participation and industry alliances
- · New business models in a shared economy

- Supply chain and manufacturing footprint realignment
- · Growth of rental business
- Sustainability and circular economy participation
- · Stakeholder influencing
- Regulatory impacts on business

## How we help small and medium sized enterprises grow global sales

Business Sweden gives Swedish SMEs a springboard towards global growth



#### **FIVE TAILORED SERVICES**

Export coaching: Global business development, strategic advice and creation of export plan. Free of charge.

**Export validation:** Basic assessment of export opportunities in specific markets. **Free of charge**.

Export project: Tailored projects based on company needs. 50% subsidised.

Export promotion activities: Exhibitions, delegations and group projects. 50% subsidised.

Export rules and regulations: Advisory and tools to handle export rules. Free of charge.

#### TWO PROGRAMS FOR STARTUPS AND SCALEUPS

Leap accelerator: Business development, strategic advice and workshops, 2 months. Free of charge.

Catalyst: Tailored project acceleration in selected market, 3-6 months. Cost 30 000 SEK.

#### DIGITAL TOOL TO GET THE EXPORT JOURNEY STARTED

**GoGlobal:** Interactive tool where companies boost their knowledge about global business development, make cost estimates and develop tailored export plans. **Free of charge.** 



#### Regional collaboration is key Partners: Almi, EEN, EKN, Regional exportsamverkan, SEK, Chambers of

commerce, regions etc.

#### Impact of our SME services

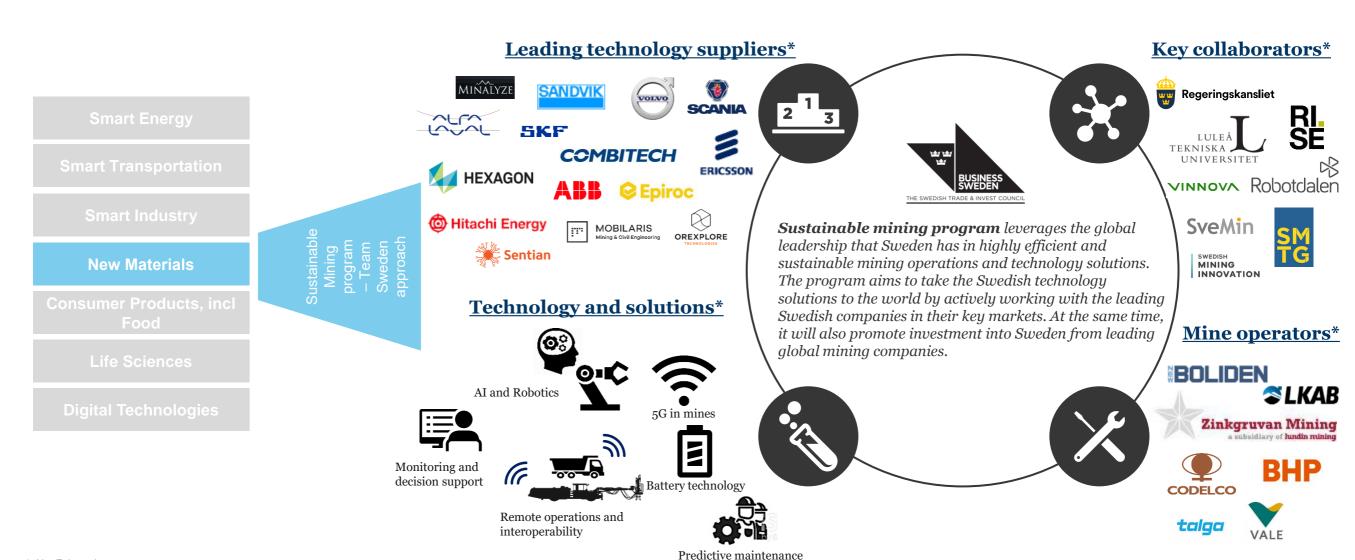


\* Impact for companies three years after receiving advice and support compared to control group, DAMVAD Analytics 2021

Business Sweden has a local presence in 40+ markets. Our promotional activities focus on seven business ecosystems: Smart Industry / Smart Transport / Smart Energy / New Materials / Digital Technologies / Life Science / Creative Industries & Food

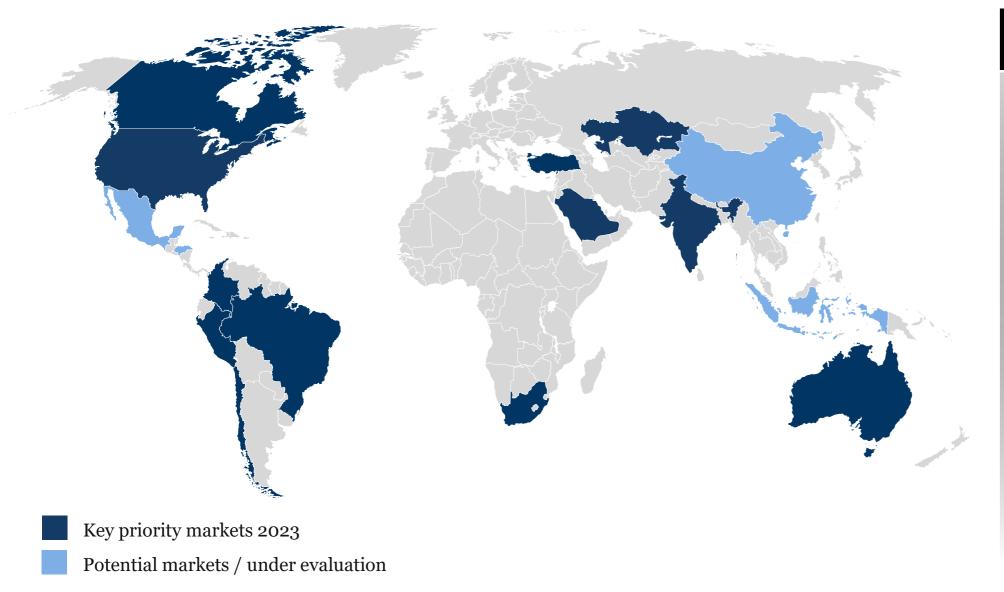
# Business Sweden's sustainable mining program supports Swedish companies to grow global sales and foreign companies to invest in Sweden

• Business Sweden has strong focus on its *Sustainable mining program* which is delivered globally in close collaboration with *Team Sweden – Mining* (joint participation of companies, industry associations, academia and government entities)



\*: Not Exhaustive

# Business Sweden's Sustainable Mining Program has projects in multiple regions globally



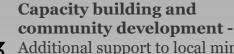
# **Business Sweden typical** focus areas

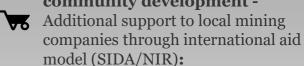


**Direct engagement with mining operators to win open deals** for sustainable underground mining opportunities and/or excite them for investment opportunities in Sweden



Mining policy engagement with local authorities to inspire them to create sustainable mining policies







**Regional B2B platforms** with the aim to gather the mining industry's interests, develop the trade relations within the sector and discuss how more sustainable, safe and efficient mining can be achieved.

# Business Sweden's global mining practice has ongoing projects in key markets worldwide, with local execution and stakeholder management

#### **Exploration and mine operations**

#### **Material movement**

#### Material processing

## Ventilation and water/waste handling

Market: Canada

**Project brief**: Focus on mine electrification and digitalization in the mining industry. Nordic mining day

PDAC, Innovation days.

Focus mine operators: Vale, Glencore

Market: Brazil

Project brief: Vale has the aim to reduce carbon emission by 33% by 2030.

Swedish Mining Alliance. Swedish MoU and close cooperation with Vale.

Workshops at Exposibram

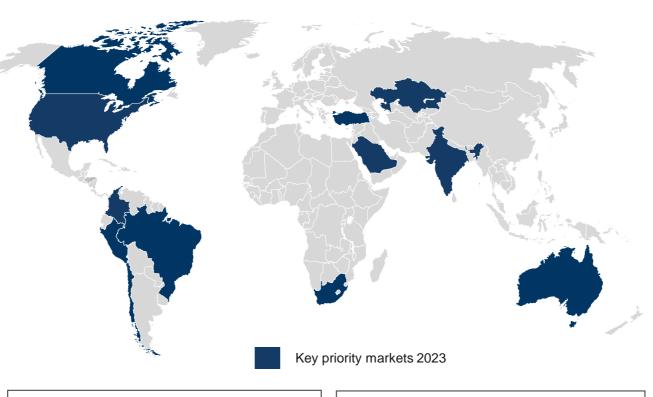
Focus mine operators: Vale

Market: Peru

**Project brief**: Focus on Sustainability (waste & water management) and innovation. **Focus mine operator** Antamina, Southern Copper, Minsur

Market: Colombia

**Project brief**: Yearly participation with stand at Mining Congress, other initiatives – copper hub etc.



Market: Chile

Project brief: Codelco will invest 40Bn USD in making its mines and foundries cleaner and greener, incl. the improvement in water & waste treatment. Swedish MoU and close collaboration.

Focus mine operators: Codelco, Antofagasta Minerals

Market: South Africa

Project brief: Strategy for the mining industry targets halving emissions by 2030, Mining Indaba activities and identification of strategic projects
Focus mine operators: Sasol, Exxaro and

Golfields and Sibanye stillwater

Market: Central & Eastern Europe: Mining initiative with strongest focus on Kazakhstan and Uzbekistan

**Market: Saudi**: Swedish mining initiative to position Swedish suppliers for sustainable and more efficient mining in Saudi.

Focus mine operators: MAADEN

Market: Turkey

**Project brief**: Increased Sweden-Turkey partnership. Sweden Mining Day, 3<sup>rd</sup> May 2023, **Focus mine operators**: Yilmaden, Tumad, Tuprag

Market: India

**Project brief**: Mining platform started in 2022, mining platform for green transition, sustainability and safety

Focus mine operators: Tata Steel and Hindusan

to start with & key ministries

Market: Australia

**Project brief**: U/G Mine expansion in South Australia copper belt with focus on low carbon, long-life and low-cost operation. Ongoing program many years

Focus mine operators: BHP, Oz Minerals

### Mining activity calendar – Business Sweden and Team Sweden mining

Q1 2023

Q2 2023

Q3 2023

Q4 2023

- Swedish Mining Summit,
   Sydney, Australia, February 15<sup>th</sup>
   , in connection with Crown
   Princess delegation
- Mining INDABA 6-8<sup>th</sup>
  February, South Africa, breakfast meeting and other activities,
  BuS, SEK, EKN, Embassy
  (Mining Indaba Home Page)
- Nordic Mining Day & PDAC Conference, Canada 5-8<sup>th</sup> March, SGU, BuS, Embassy etc. (<u>Prospectors & Developers</u> Association of Canada (pdac.ca)
- Sweden Mining Day, Chile, 21<sup>st</sup> March, BuS
- Swedish Innovation Days,
   Vinnova, 21-23<sup>rd</sup> March (Sweden Innovation Days | Ett gratis digitalt event)

- CIM Mining Industry
  Conference and
  Exhibition, Montreal,
  Canada April 30<sup>th</sup> May 3rd
  (CIM The Canadian
  Institute of Mining,
  Metallurgy and Petroleum)
- **Brazil Web Summit**, 1-4<sup>th</sup> May, Swedish delegation and stand, mining one of themes, BuS, Web Summit Rio | May 1-4, 2023
- Turkish-Swedish
   Sustainable Mining,
   Ankara, Turkey, 3rd May,
   BuS

- Mining Innovation Days, Colombia, end of Aug, BuS
- Swedish Business
   Delegation and meetings,
   Kazakhstan, BuS
- Sweden Canada Innovation
   Days, Montreal, focus on green
   transiton, mining one of key
   focus areas, 3-4th October
- Swedish Mining delegation (Smemine) to Arizona USA, 10-12<sup>th</sup> October
- India mining delegation, Delhi, October, BuS
- Participation in FEM mining conference in Levi, Finland, Invest focus, 31<sup>st</sup> Oct-2<sup>nd</sup> Nov, SGU stand, BuS to visit, (<u>Home-FEM</u> (femconference.fi)
- Swedish mining delegation Australia (Q4), Perth, BuS
- Swedish Business
   Delegation and meetings
   Uzbekistan, BuS

#### **Business Sweden ongoing**

- · High Potential Opportunities (HPO) running continuously in Australia, Brazil and Chile
- · Strategic Project Opportunities (SPO) running continuously in India and South Africa
- Other business promotion initiatives within mining so far planned 2023 in Canada, Colombia, Eastern Europe, Mexico, Peru, Saudi, Turkey & USA
- Prioritized markets for investment promotion: Canada and Australia

