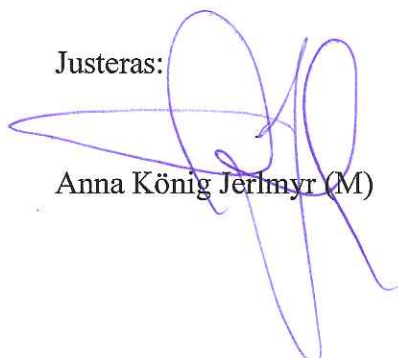


Protokoll

Justeras:


Stefan Hansson (S)

Justeras:


Anna König Jerlmyr (M)

Närvarande:

Ordföranden
Vice ordföranden
Ledamöter

Stefan Hansson (S)
Anna König Jerlmyr (M)
Lena Josefsson (S)
Petra Schagerholm (MP)
Harald Eriksson (M)
Anders Hellström (M)
Birgitta Rydell (L)
Ulf Andersson Greek (S)
Alexandar Zuza istället för Rolf Brattström (V)
Martin Ängeby (L)
Sofia Jöngren (C)
David Bruhn (KD).

Tjänstgörande suppleanter

Suppleanter

Övriga närvarande var VD Olle Zetterberg, VD Thomas Andersson Visit Stockholm, VD Anna Gissler Invest Stockholm, borgarrådssekreterare Oscar Lavelid, samt styrelsessekreterare Lena Häggdahl.

Förhinder hade anmälts av ledamoten Rolf Brattström (V) samt av suppleanterna Jonas Osberg (MP), Erica Wright (MP) samt Ulla Hamilton (M).



§ 1. Föregående protokoll

Protokoll från styrelsemötet den 5 december 2017 lades till handlingarna.

§ 2. Justering av röstlängd

Genomgång av närvaro samt utseende av tjänstgörande suppleanter.

§ 3. Utseende av protokolljusterare

Jämte ordföranden Stefan Hansson (S) utsågs Anna König Jerlmyr (M) att justera dagens protokoll.

§ 4. Stockholm Business Regions klassificeringsstruktur

SBR 1.4-318/2017

Styrelsen för Stockholm Business Region beslutar följande.

1. Godkänna anmälan av Stadsarkivets beslut beträffande ny klassificeringsstruktur.
2. Fastställa Stockholm Business Regions förslag till ny klassificeringsstruktur.
3. Klassificeringsstrukturen ersätter Stockholm Business Regions tidigare klassificeringsstruktur SSA 2011:7.

§ 5. Guide för hållbara evenemang

SBR 1.3.1-348/2017

Styrelsen för Stockholm Business Region beslutar följande.

1. Godkänna Guiden för hållbara evenemang.
2. Överlämna guiden till Kommunstyrelsen för vidare hantering.
3. Uppdra till förvaltningarna och Stockholm Business Region att revidera guiden vid behov.

§ 6. Mindre eller obetydliga fel gällande villkoren för arbetstillstånd, Ds 2017:64

SBR 1.7-354:10/2017

Styrelsen för Stockholm Business Region beslutar följande.

Godkänna och överlämna följande tjänsteutlåtande som svar på departementspromemorian Mindre eller obetydliga fel gällande villkoren för arbetstillstånd (Ds 2017:64).

Särskilt uttalande angavs av Anna König Jerlmyr m. fl. (M) och Birgitta Rydell m.fl. (L) samt suppleantyttrande från Sofia Jöngren (C) och David Bruhn (KD) enligt följande.

”Vi har tidigare föreslagit en väg in i kontakter med myndigheter och kommuner. Som framgår av ärendet är det av yttersta vikt att alla myndigheter som är involverade i arbetstillståndsprocessen ökar sin servicenivå, minskar handläggningstiderna och dessutom förenklar så mycket som möjligt för de internationella talanger som kommer till Stockholm och övriga Sverige om Stockholm och Sverige ska kunna fortsätta att ha en positiv utveckling och tillväxt.

Idag råder stor brist på kompetent arbetskraft inom vissa sektorer, vilket gör att flera framgångsrika företag i regionen riskerar att hämmas i sin utveckling. Dessvärre tar det idag lång tid få korrekta tillstånd för arbetskraftsinvandring. Flera myndigheter, främst Migrationsverket, Skatteverket och Försäkringskassan, är involverade och det saknas samordning mellan myndigheterna. Berörda företag som inte har möjlighet att köpa tjänsterna av konsultföretag tvingas lägga ned mycket energi och kraft på myndighetskontakter. Vi har därför tidigare föreslagit att Stockholms stad, genom till exempel Stockholm Business Region, bör verka för att det etableras en ”One Stop Shop” för hantering av arbetskraftsinvandring då det skulle underlätta en navigering mellan statliga myndigheter. Det skulle även förenkla för företagen genom kortare handläggningstider och färre myndighetskontakter.

Som framgår av ärendet har tyvärr har den tillämpade utvisningen vid mindre fel kopplat till arbetstillstånd som Migrationsverket tillämpat tidigare redan inneburit att främst Stockholm har tappat talanger till andra attraktiva huvudstäder. Ett liknande system som det vi efterfrågar har både Amsterdam och Köpenhamn, vilka har synkroniserat sina motsvarigheter till Migrationsverket, Skatteverket, Arbetsförmedlingen, Bolagsverket och kommunens verksamhet kopplat till bostadskö, medföljandeservice och språkundervisning för att få en så snabb och effektiv arbetstillstånds och etableringsprocess som möjligt för de internationella talangerna. Vi anser att Stockholm har mycket att lära av detta.”

§ 7. Skrivelse från Birgitta Rydell (L) angående kriterier för samarbeten med externa parter

SBR 1.1.1:10:10/2018

Styrelsen för Stockholm Business Region beslutar följande.



Godkänna följande tjänsteutlåtande som svar på skrivelse om kriterier för samarbeten med externa parter.

Särskilt uttalande angavs av Birgitta Rydell m.fl. (L) enligt följande.

”Stockholm Business Region vill poängtera att ”bolagets CSR-arbete endast sträcker sig till det arbete som sker inom bolagets uppdrag således kan vi inte kontrollera vad olika andra företag har för egna CSR-policies”. Frågan var dock inte vad bolagets relation till andra bolags CSR-policies var, utan hur väl samarbetet med ett bolag helägt av en diktatur stämde överens med SBR:s CSR-policy.

Den CSR-policy som SBR tagit fram innehåller mycket riktigt ingenting om de demokratiska värderingarna hos externa samarbetspartners. Att man definierar ”social hållbarhet” som något som inte inkluderar demokratiska värderingar är dock anmärkningsvärt. Garanteras jämlikhet, mänskliga rättigheter och varje individs frihet av diktaturer?

Enligt kommunfullmäktiges målsättningar ska SBR bidra till ett ” demokratiskt hållbart samhälle”. Det målet motarbetas om man marknadsför antidemokratiska åsikter genom att lyfta fram en tydligt odemokratisk partner i ett samarbete. SBR har en ”värderingsstyrd” kommunikation, men har i sin kommunikation lyft fram en aktör som är direkt kopplad till en diktatur. Även här kan inte ansvaret begränsas till bara det egna bolagets värderingar, utan också till vilka externa parter man väljer att lyfta fram.

SBR menar i sitt svar att det vore ogenomförbart att göra en politisk bedömning av alla utlandsägda och svenska bolag och dess ägare. Nu ingår det inte mer än 30 företag i det nära samarbete som SBR valt att inkludera ADIA i, ett bolag som styrs direkt av regimen i Abu Dhabi. För övrigt är det otänkbart att SBR inte kände till ADIA:s ägarförhållanden då det är allmänt känt som helt statsägt av en stat som inte är demokratisk.

Vad gäller frihandel så har Liberalernas kritik aldrig handlat om huruvida ADIA ska behandlas annorlunda från andra företag som söker tillstånd för verksamhet i staden, något som överhuvudtaget inte faller under SBR:s ansvar. Frågan är om stadens bolag ska lyfta fram företag som har sådana direkta kopplingar till diktaturer och den förblir obesvarad.

Det är angeläget att SBR ser över samarbetet och hela formen för partnerskapet gällande fastighetsmässorna, inte minst med hänsyn till det demokratiskt hållbara samhälle som bolaget enligt kommunfullmäktiges mål ska arbeta mot. Liberalerna anser också, vilket lagts fram i kommunstyrelsen, att stadsövergripande etiska riktlinjer för externa samarbeten bör tas fram som både bolag och förvaltningar kan använda för att bedöma samarbetspartners.”

§ 8. Firmateckningsrätt samt attestinstruktion inom Stockholm Business Region AB
SBR 1.1.1-11/2018

Styrelsen för Stockholm Business Region beslutar följande.

1. Bolagets firma ska tecknas – förutom av styrelsen – av ordföranden Stefan Hansson, vice ordförande Anna König Jerlmyr, VD Olle Zetterberg och avdelningschef Lena Häggdahl, två i förening.
2. Attestinstruktion och bilaga till attestinstruktion med beloppsramar för beställning och attest samt namnteckningsprov godkänns.
3. Protokollet i denna paragraf förklaras omedelbart justerat.

§ 9. Rapport om fem städer
SBR 1.3.1-280/2017

Styrelsen för Stockholm Business Region beslutar följande.

Godkänna anmälan av rapport om fem städer.

§ 10. Sammanställning av stöd till evenemang fattade av styrelsen samt på delegation, avslagna ansökningar samt rapport av utfall vid evenemang.
SBR 1.3.1-20:30/2017

Styrelsen för Stockholm Business Region beslutar följande.

1. Godkänna sammanställning av stöd till evenemang fattade av styrelsen samt på delegation.
2. Godkänna sammanställning av avslagna ansökningar av stöd till evenemang.
3. Godkänna rapport av utfall vid evenemang.

§ 11. Klimatkompensation avseende flygresor i tjänsten
SBR 1.2-279/2017

Styrelsen för Stockholm Business Region beslutar följande.

Godkänna anmälan av klimatkompensation avseende bolagets flygresor i tjänsten.

§ 12. VDs resor i tjänsten 2017

SBR 1.4-278/2017

Styrelsen för Stockholm Business Region beslutar följande.

Godkänna anmälan av beslut fattade enligt delegationsordningen.

§ 13. Redovisning av kontorsyttranden lämnade av Stockholm Business Region

SBR 1.3.1-355/2017

Styrelsen för Stockholm Business Region beslutar följande.

Godkänna bilagda redovisning av kontorsyttranden lämnade av Stockholm Business Region.

§ 14. Protokoll från Stockholm Business Regions funktionshinderråd

SBR 1.3.1-18:40/2017

Styrelsen för Stockholm Business Region beslutar följande.

Godkänna protokollet från funktionshinderrådets möte den 23 november 2017.

§ 15. Muntlig rapport från Visit Stockholm

Thomas Andersson informerade i korthet om:

- Antalet kommersiella gäsnätter ökade med 5 procent för tiden januari t.o.m. november. Antalet kommersiella gäsnätter kommer uppskattningsvis överstiga 14 miljoner för år 2017.
- En utredning om Stockholms besöksnäring kommer att startas under mars och förväntas vara klar under juni månad. Syftet är att se hur man kan utveckla näringen då besökarantalet ökar och destinationer ständigt förändras.
- Kampanjen "Stockholm the Open City" har pågått i 4 veckor och har nått 5 miljoner visningar på YouTube. Kampanjen kommer att pågå hela våren och budskapet är att alla är välkomna till Stockholm.
- Måndag den 12 februari startar Kina projektet tillsammans med 2 partners. Syftet är att öka antalet kinesiska gäsnätter och projektet kommer att pågå under 3 år.

§ 16. Muntlig rapport från Invest Stockholm

Anna Gissler informerade i korthet om:

- Det preliminära resultatet avseende utlandsinvesteringar uppgick till 284 inom SBA vilket är en ökning (270) i jämförelse med föregående år. Hospitality och Connectivity ökar tack vare många etablerade flyglinjer. Life Science-investeringarna har minskat med hälften. Det sammanlagda kända investeringsvärdet uppgick till cirka 93 miljarder kronor. Presentationen av utlandsinvesteringar e-postas ut till styrelsen och biläggs till protokollet.
- En digital entreprenörsguide kommer att presenteras i Austin på SXSW.
- Aktiviteter kopplat till Brexit kommer att genomföras tillsammans med partners på Business Arena i London.
- Invest Stockholm har svarat på en remiss till UD om mindre och obetydliga fel i arbetstillstånd. Svenska Institutet har fått i uppdrag att bygga en liknande internationell sida som Invests "Move to Stockholm". Dialog hålls löpande med UD gällande arbetstillstånd i syfte att hindra att Stockholm tappar talanger till andra attraktiva huvudstäder i Europa.

§ 17. VD rapporterar

Olle Zetterberg informerade i korthet om:

- 2017 års ekonomiska resultat uppgick till -4,3 mnkr vilket är ett lägre underskott än väntat. Under året har bl.a. 12 mnkr betalats till filmfonden i syfte att få fler filminspelningar till Stockholm. Därtill har SBR haft lägre kostnader för GSIT 2.0 som hänger samman med förskjutningen av projektet.
- Under mars månad kommer SBR tillsammans med 15 SBA kommuner och ett 30-tal partners att delta på MIPIM mässan i Cannes med fokus på start-up företag. 2018 är det sista avtalsåret av det 3-åriga partnerskapet och en översyn av partnerskapet kommer att göras inför en ny avtalsperiod.
- En Design Week guide delades ut till styrelsen.

§ 18. Övrig

Inga övriga frågor förelåg och ordföranden avslutade mötet.

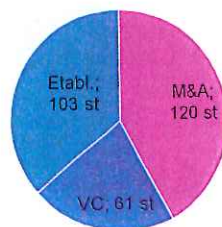
Vid protokollet

Lena Häggdahl

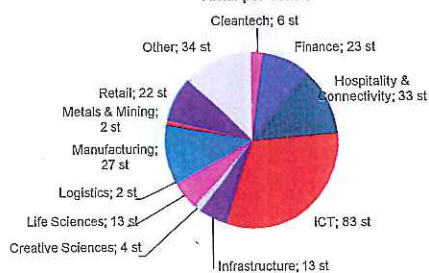
Utlandsinvesteringar

- Antalet utlandsinvesteringar till SBA 2017 som är identifierade har ökat något sedan 2016. Från 270 st till 284.
- På grund av pågående upphandling har vi inte tillgång till den senaste informationen för VC-investeringar, vilket medför ett något lägre resultat. Uppdatering sker VT2018.
- Hospitality & Connectivity ökar tack vare många etablerade flyglinjer.
- Inom SBA har vi sett en starkt uppgående trend inom uppköp och etableringar av tillverkning.
- Life Sciences-investeringarna minskat till hälften.
- Lågt resultat för ITC, men beror antagligen på saknade VC-investeringar.

Totalt 284 utländska investeringar



Antal per sektor



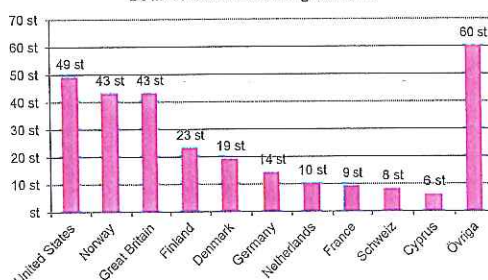
Utlandsinvesteringar

- Det sammanlagda kända investeringsvärdet uppgick 2017 till ca 93 miljarder kr. (105 av 262 investeringarna har ett känt eller uppskattat värde).
- Investeringsvärdet kan räknas som mycket starkt trots att det är lägre än tidigare år då enstaka investeringar stått för mer än hälften av investeringsvärdet.
- Det är sällan som antal jobb beräknats eller uppskattats. Men för de 55 investeringarna som gjort det beräknas ca 2 300 st arbetstillfällen skapas.
- Investeringarna har ett ursprung som känns igen sedan tidigare. Anglosaxiska länder, samt våra grannländer är de mest frekventa investerarländerna.

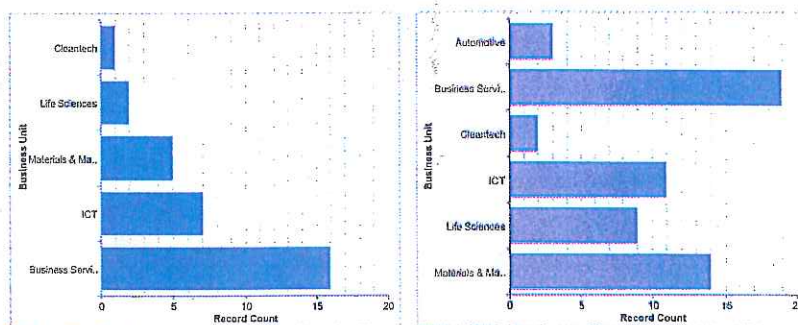
Totalt värde 93 miljarder kr



De mest aktiva investeringsländerna



SBA's 31 won investments in 2017 in relation to Business Sweden's total result for 2017 with 58 won investments



Won investments per municipality within SBA

New jobs (first year)	644
Retained jobs	12
Capital investments	3 843 MSEK
Botkyrka	1
Danderyd	1
Eskilstuna	2
Gävle	1
Katrineholm	1
Nyköping	1
Sigtuna	1
Solna	1
Stockholm	18
Upplands Väsby	1
Upplands-Bro	1
Uppsala	2
Västerås	1
Österåker	1

Dong-A & Beactica AB
Joint development of novel anti-cancer drugs
Sector: Life Science
Type/phase:


InS together with BuS helped Dong-A ST visit Sweden during Bio Europe Spring and officially supported the case by attending signing ceremony. Dong-A ST Co is a Korean listed pharmaceutical company founded in 1932.

This is a multi-year drug discovery collaboration and licensing agreement under which Beactica and Dong-A ST will jointly develop novel anti-cancer drugs targeting a specific enzyme family.

About the case

- Sector: Life Science
 - Date of agreement: 2017
 - Location: Uppsala
 - Number of employees: 3 new jobs
 - Contact @ Invest Stockholm: Åsa Andersson, asa.andersson@extern.stockholm.se
- In collaboration with: -Business Sweden

Country of origin: South Korea

About the companies

Beactica AB is a specialist drug discovery company, utilizing its proprietary methodologies to evaluate the interactions of molecules in order to generate novel therapeutics. As well as progressing its own drug discovery programmes, Beactica offers partnerships for fragment-based lead generation using its proprietary discovery platform. Founded in 2006 based on research carried out at Uppsala University, Beactica has established a reputation as the leader in fragment-based drug discovery using SPR biosensor technology.

Dong-A ST Co., Ltd. specializes in discovery, development, manufacturing and marketing of pharmaceutical products and medical devices worldwide. The company offers various ethical drugs, including Stöten (Gastritis 2002); Zylena (Erectile dysfunction treatment, 2005); Motilone (Functional dyspepsia, 2011); Sugamon (CYP-4 inhibitor, 2010) as well as biologics and biosimilar products. Once-daily (Viral) Sivoxtro (Tedizolid, ABSSSI) was also developed by Dong-A ST which was approved by US FDA and launched in US (2014) and EU (2015) by global partner. Beactica will receive an undisclosed upfront payment and is eligible to receive research funding as well as potential milestone payments for certain research, preclinical, clinical and regulatory milestones. In addition, Beactica is eligible to receive royalties on commercial sales of the products resulting from the partnership. Beactica is also entitled to a revenue share from any related future licensing activities by Dong-A.

Walkerproject AG: New establishment
Sector: Life Science
Type/phase:


Swiss company Walkerproject AG, recently established Walkerproject in Scandinavia AB, at H2 Health Hub.

About the case

- Sector: Life Science
- Date of agreement: 2017
- Location: Stockholm
- Number of employees: 3 new jobs
- Contact @ Invest Stockholm: Ylva Hultman, ylva.hultman@stockholm.se

Country of origin: Switzerland

About the companies

Walkerproject is a Swiss consultancy organization that advises companies that want to change and improve. They are the leading hospital consulting group in Switzerland. Walkerproject is focusing on the patient, putting the patient first. They support the clients with their strategic initiatives, process improvements and change management. Using inspiration from design thinking and lean hospital they strive to impact people, processes and technology. Their goal is to motivate clients and to generate impact.

With the experience from Switzerland they support their clients with their strategic initiatives, process improvements and change management. Using inspiration from design thinking and lean hospital they strive to impact people, processes and technology.

CH2M HILL Inc. : New establishment

Sector: Infrastructure/construction

Type/phase:



We met CH2M at an industry event in 2016 and they were planning to setup an entity in Stockholm to take part of the growing infrastructure sector in Sweden. They needed our assistance to build brand awareness in Sweden. We discussed doing a launch event together with an embassy and working together with Business Sweden. In 15th of November we did a launch event at the British Embassy having State Secretary Mattias Landgren as a speaker with 40 people attending from the industry.

About the case

- Sector: Infrastructure and construction
- Date of agreement: 2017
- Location: Stockholm
- Number of employees: 5
- Contact @ Invest Stockholm: Erik Krüger
- In collaboration with: Business Sweden

Country of origin: USA

About the companies

At CH2M, our focus on building long-term client relationships has helped us become one of the largest and most diverse providers of technical, professional and construction services, including all aspects of architecture, engineering and construction, operations and maintenance, as well as scientific and specialty consulting. Our 54,000 employees in 230+ locations around the world serve a broad range of companies and organizations, including industrial, commercial, and government clients across multiple markets and geographies. More than 95 percent of our work is repeat business. We get to know our customers' businesses intimately, and partner with them to help them achieve their objectives. That commitment to our clients produces consistent cost advantages, profits and growth, allowing us to attract and retain the industry's top talent. Our strict dedication to safety and uncompromising ethics create a work environment that promotes employee progress and helps generate nearly \$11 billion in annual revenue.

Rover Alcisa Group: New establishment

Sector: Infrastructure/construction

Type/phase:



We met Rover Alcisa at our office in May 2017. At that time they were actively scanning the Swedish market for contracts. In September 2017 they won a project with "Trafikverket" worth 272 million SEK and need to setup a company right away. We assisted them with growing their competence about the Swedish market and connected them with law firms, accounting firms, "Sveriges byggindustrier" and many more stakeholders.

About the case

- Sector: Infrastructure and construction
- Date of agreement: September 2017
- Location: Stockholm
- Number of employees: 5
- Contact @ Invest Stockholm: Erik Krüger
- In collaboration with: Business Sweden

Country of origin: Spain

About the companies

The Rover Alcisa Group has its origins in 1962, with the creation of "Alzados y Cimientos Alcisa" (Elevation and Foundations Alcisa) a public work construction company residing in Madrid and of national range. In 1995 it merges with "Rover y Rover", a Valencian company specialized in rail work. The Rodríguez Verdugo family, the principal shareholder of the company, brings together its business activities in Construction, Property developer promotion, Engineering, Mine Exploitation and New Technologies in 2003 in the Rover Alcisa Group taking place what we know today as Rover Alcisa, a diversified group, prepared to face new inversions.

OHL : New establishment

Sector: Infrastructure/construction

Type/phase:



We met OHL in Barcelona in May 2016. At that time they were actively scanning the Swedish market for contracts. In June 2017 they won a project with "Trafikverket" worth 2 billion SEK in a partnership with NCC on "Lund and Arlöv" and they need to setup a company right away. We assisted them with growing their competence about the Swedish market and connected them with a number of stakeholders such as "trafikverket" and many more.

About the case

- Sector: Infrastructure and construction
- Date of agreement: June 2017
- Location: Stockholm
- Number of employees: 12
- Contact @ Invest Stockholm: Erik Krüger
- In collaboration with: Business Sweden

Country of origin: Spain

About the companies

Obrascón Huarte Lain (OHL) is a concessions and construction group with more than 100 years of history, develops its activity mainly concentrated in 8 home markets*. At present, the OHL Group is:

Strategic promoter of public-private projects
 37th largest international contractor, 10th in USA and 4th in Latin America**
 Reference in the construction of hospitals and railways

Mission
 Value creation in economic, social and environmental sustainability conditions meeting the specific interests of investors, clients and the human team behind the Group.

Gulermak: New establishment

Sector: Infrastructure/construction

Type/phase:



We met Gulermak in January 2017. At that time they were actively scanning the Swedish market for contracts. In June 2017 they won a project with "Trafikverket" worth 2,3 billion SEK in partnership with NRC Group and Astaldi. We assisted them with growing their competence about the Swedish market and connected them with "Byggnads", Sveriges byggindustrier and many more stakeholders.

About the case

- Sector: Infrastructure and construction
- Date of agreement: June 2017
- Location: Kista
- Number of employees: 30 (In two years)
- Contact @ Invest Stockholm: Erik Krüger
- In collaboration with: Business Sweden

Country of origin: Turkey

About the companies

Gulermak has been playing a major role in the construction industry both in Turkish market and international markets since its establishment in 1958. Today, Gulermak is a leader in rail system projects, infrastructure projects and industrial projects with her deeply rooted corporate culture and highly experienced staff. As a leading turnkey rail systems contractor, Gulermak has been involved in more than 175 km of underground tunnels and 80 numbers of underground stations in its turnkey contracts.

Successfully completed rail system projects by Gulermak includes Istanbul Olgar-Kitelli Metro, Istanbul Kadikoy-Kartal Metro, Warsaw Metro Line II, Istanbul Airport-Yenibosna LRTS, Golden Horn Metro Crossing Bridge, Eskisehir Tramway, Ankara Tandoğan - Keçiören Metro, Ankara High Speed Train Depot & Maintenance Complex, Konya - Karaman High Speed Railway and Eskisehir High Speed Railway Passing Station projects.

Typsa: New establishment

Sector: Infrastructure/construction

Type/phase:



We met Typsa in May 2017. At that time they had a partnership with SWECO on the metro extension to Nacka. We assisted them with growing their competence about the Swedish market and have helped them with information regarding tax and pension plans, housing for a number of their employees coming to Stockholm from Spain among other topics.

About the case

- Sector: Infrastructure and construction
- Date of agreement: May 2017
- Location: Stockholm
- Number of employees: 3
- Contact @ Invest Stockholm: Erik Krüger
- In collaboration with: Business Sweden

Country of origin: Spain

About the companies

TYPSA is a group of independent consulting engineering firms working as one in civil engineering, architecture, building technology, energy and the environment.

TYPSA Group has always participated in the development of all types of infrastructure and facilities across both Spanish and international markets since its inception in 1966, contributing to better living conditions the world over. TYPSA Group is active on every continent. International contracts currently represent 90% of the Group's workload. Over 70% of the Group's 2,500 professionals are engineers, architects or other university graduates who work together in highly skilled multidisciplinary teams.

Unibep: New establishment

Sector: Infrastructure/construction

Type/phase:



We met Unibep in 2015. At that time they were looking at which public housing companies were interested in modular housing. They had decided that they wanted to enter the Swedish Market and we connected them with some of the public housing companies owned by the City of Stockholm and with some private consulting companies for them to partner with. In May 2017 they won a contract with Botkyrkabyggen for 58 modular housing units.

About the case

- Sector: Construction
- Date of agreement: May 2017
- Location: Botkyrka
- Number of employees: 20
- Contact @ Invest Stockholm: Erik Krüger
- In collaboration with: Business Sweden

Country of origin: Poland

About the companies

Unibep SA from Bielsk Podlaski is now one of the most important construction companies in Poland and the largest Polish exporter of construction services. The company achieved this success through knowledge, passion and determination of its owners and excellent staff.

Today, Unibep SA is one of the largest construction companies in Poland and one of the few companies with mainly Polish capital. It operates in various segments of the construction industry. It is not only the general contractor in Poland and abroad (operates on the following markets: Russian, Belarusian, German), but it also has the largest factory of modular houses in Poland (sells to Norway, Sweden, Denmark, and will soon potentially be available to other European countries), operates in the road sector (mostly builds roads in the Podlaskie Voivodeship, and via its company Budrex-Kobi it builds and renovates bridges throughout the country, and via its subsidiary it is operating as a developer in Warsaw and Poznań).

EIB: New establishment

Sector: Infrastructure/construction

Type/phase:



We were in contact with SKB in April 2017. At that time they were gathering information about how much investments were planned for in the Stockholm region in the coming years. They were in talks with the European Investment Bank about financing a few of their projects. We provided them with information about some of the bigger projects in the Stockholm region and in October 2017 they received 550 million SEK from EIB for financing four of their projects.

About the case

- Sector: Construction
- Date of agreement: October 2017
- Location: Stockholm, Bromma, Kista och Värmdö
- Number of employees: 20
- Contact @ Invest Stockholm: Erik Krüger
- In collaboration with: Business Sweden

Country of origin: Belgium

About the companies

The EIB is the European Union's bank. We are the only bank owned by and representing the interests of the European Union Member States. We work closely with other EU institutions to implement EU policy. We are the world's largest multilateral borrower and lender. We provide finance and expertise for sustainable investment projects that contribute to EU policy objectives. More than 90% of our activity is in Europe. But we also are a big investor around the world.

Zalando: Zalando Distribution Center for the Nordics

Sector: Logistics

Type/phase:



Invest Stockholm and Business Sweden set up a visiting program for the top management team in August 2015, where they were given trends about Swedish shopping behaviour and trends. In January 2017 it came clear that Zalando was looking for a fulfillment center in order to open up a distribution network in Sweden. We assisted them providing them with multiple locations in the Stockholm region where they could setup their distribution. 24 of May it became official that Zalando opened a fulfillment center in Brønna, Upplands bro.

About the case

- Sector: Logistics
- Date of agreement: May 2017
- Location: Brønna, Upplands bro
- Number of employees: 600 (Within two years)
- Contact @ Invest Stockholm: Erik Krüger and Karin Strassburg
- In collaboration with: Ann-Sofie Jonsson Business Sweden

Country of origin: Germany

About the companies

We're the ones with the orange triangle. From the beginning we've been all about High Street to High End brands - bringing them together, all in one place. We have Europe's largest selection of clothing, accessories and shoes online, mixing popular British High Street brands with high end designers and fresh, independent labels.

OVER 1,500 BRANDS - FROM HIGH STREET TO HIGH END
 We're proud to showcase Europe's largest selection of clothing, shoes and accessories online. Shop High Street to High End with over 1,500 of your favorite brands for men, women, kids and every occasion imaginable.

Establishment of direct airline with Air India between ARN and New Dehli

Sector: Hospitality

Type/phase:



Air India started a new direct route between Arlanda Airport and New Dehli. The inauguration of the line was August 2017. There is flight three times a week.

Through Swedavia InS and BuS provided Air India with decision support such as information and statistics about Stockholm and a description about the cooperation, trade and investments between Sweden and India etc. Also, through the project "Connect Sweden", Invest Stockholm is a one of the actors that supports the establishment and development of the route financially and through campaigns and activities.

About the case

- Sector: Hospitality
 - Date of agreement:
 - Location: Stockholm
 - Number of employees: n/a
 - Contact @ InS: Karin Strassburg, 070-472 80 83
- In collaboration with: Swedavia and Business Sweden

Country of origin: India

About the companies

Air India is the national flag carrier airline of India owned by Air India Limited (AIL), a Government of India enterprise. It is the third largest airline in India (after IndiGo and Jet Airways) in domestic market share, and operates a fleet of Airbus and Boeing aircraft serving various domestic and international airports. It is headquartered at the Indian Airlines House in New Delhi.

Establishment of direct airline with Singapore Airlines between ARN and Singapore

Sector: Hospitality

Type/phase:



Singapore Airlines established the first and (so far) only direct flight between Singapore-Stockholm, operates five times a week. Inauguration May 30, 2017.

Through Swedavia InS and BuS provided Singapore Airlines with decision support such as information and statistics about Stockholm and a description about the cooperation, trade and investments between Sweden and Singapore etc.

Also, through the project "Connect Sweden", Invest Stockholm is a one of the actors that supports the establishment and development of the route financially and through campaigns and activities.

About the case

- Sector: Hospitality
 - Date of agreement:
 - Location: Stockholm
 - Number of employees: n/a
 - Contact @ InS: Karin Strassburg, 070-472 80 83
- In collaboration with: Swedavia and Business Sweden

Country of origin: Singapore

About the companies

Singapore Airlines Limited (SIA; SGX: C6L) is the flag air carrier of Singapore with its hub at Singapore Changi Airport. The Singapore Airlines group includes many airline-related subsidiaries.

Singapore Airlines was the launch customer for the Airbus A380, the world's largest passenger aircraft. It ranks amongst the top 15 carriers worldwide in terms of revenue passenger kilometers, and is ranked 10th in the world for international passengers carried. Singapore Airlines is named by the International Air Transport Association as the second largest airline in the world by market capitalization, worth 14 billion US dollars.

Establishment of direct airline with SAS between ARN and Stuttgart

Sector: Hospitality

Type/phase:



On March 26, 2017 SAS started a new direct route between Arlanda and Stuttgart flying six days of the week.

Ins and BuS provided SAS with support through information about trade and investments between the cities etc.

Also, through the project "Connect Sweden", Invest Stockholm is a one of the actors that supports the establishment and development of the route financially and through campaigns and activities.

About the case

- Sector: Hospitality
 - Date of agreement:
 - Location: Stockholm
 - Number of employees: n/a
 - Contact @ Ins: Karin Strassburg, 070-472 80 83
- In collaboration with: Connect Sweden and Business Sweden

Country of origin: Germany

About the companies

Scandinavian Airlines is the largest airline in Scandinavia. In 2014/2015 a total of 28.1 million passengers traveled with SAS to 119 destinations in Europe, the US and Asia. SAS Group is owned by three countries: (Sweden 21.4%, Norway 14.3%, Denmark 14.3%) and 50% of private investors.

Establishment of direct airline with easyJet between ARN and Basel

Sector: Hospitality

Type/phase:



In October 2017 easyJet inaugurated a new direct route between Arlanda and Basel. There is a flight every Tuesday, Thursday and Saturday.

Through Swedavia Ins and BuS provided easyJet with decision support such as information and statistics about Stockholm and a description about the cooperation, trade and investments between the Stockholm and Basel etc.

About the case

- Sector: Hospitality
 - Date of agreement:
 - Location: Stockholm
 - Number of employees: n/a
 - Contact @ Ins: Karin Strassburg, 070-472 80 83
- In collaboration with: Swedavia and Business Sweden

Country of origin: Switzerland

About the companies

EasyJet is one of Europe's leading airlines, operating on over 820 routes across more than 30 countries with fleet of over 250 Airbus aircraft. EasyJet employs over 10,000 people including more than 2,300 pilots and 5,000 cabin crew. They fly more than 70 million passengers a year.

Establishment of direct airline with Ryan Air between Skavsta and Memmingen

Sector: Hospitality

Type/phase:



Ryan Air started a new direct route between Skavsta Airport and Memmingen. The inauguration of the line is March 2017. There will be flight three times a week.

Through Skavsta Airport InS and BuS provided Ryan Air with decision support such as information and statistics about Stockholm and a description about the cooperation, trade and investments between the Stockholm and Southern Germany etc.

About the case

- Sector: Hospitality
 - Date of agreement:
 - Location: Stockholm
 - Number of employees: n/a
 - Contact @ InS: Karin Strassburg, 070-472 80 83
- In collaboration with: Swedavia and Business Sweden

Country of origin: Germany

About the companies

Leading European low-cost airline, 1 600 routes to 31 countries in Europe and N Africa. Largest airline in Europe with 81m passengers (2014). Using secondary airports, Ryanair does not compete with the large airports, they increase the market.

Business Services Establishment of Uniqlo

Sector: Retail

Type/phase:



Uniqlo is opening it's first Scandinavian flagship store in Stockholm, in Hamngalan. Planned opening is in late August 2018.

InS and BuS have actively promoted a Swedish shop establishment since 2007. Eg. info. of sales in detail, finding the premises, connected them with government officials, local authorities, retail property developers, and much more

About the case

- Sector: Retail
 - Date of agreement:
 - Location: Stockholm
 - Number of employees:
 - Contact @InS: Karin Strassburg, 070-472 80 83
- In collaboration with Business Sweden

Country of origin: Japan

About the companies

UNIQLO is world's 3rd largest fast fashion retailer (after Inditex, H&M). The Group, Fast Retailing, is Tokyo-listed.

Business Services: Establishment of Dutch recruitment agency Undutchables

Sector: Business services

Type/phase:



Company
set-up



M&A



Strategic
Alliance



Capital



New
Establishment

Undutchables established an office in Stockholm. InS Provided market information and network contacts.

About the case

- Sector: Business Services
- Date of agreement: January 2017
- Location: Stockholm
- Number of employees: 2
- Contact @ InS: Karin Strassburg, 070-472 80 83

Country of origin: Netherland

About the companies

Undutchables is a recruitment agency from Holland. They focus on recruiting international talents.

CleanTech

Sector: Clean Tech

Type/phase:



Company
set-up



M&A



Strategic
Alliance



Capital



New
Establishment

Kolon Glotech and Aerogel decided to do joint R&D developing aerogel application for automotive and surface treatment. Both will work jointly under the EU funded project "SME-Quartzene" where Aerogel develop their own Aerogel material and Kolon Glotech develop the application with it.

About the case

- Sector: Cleantech
 - Date of agreement: 2017
 - Location: Gävle
 - Number of employees: 0
 - Contact: Janey Mehks janey.mehks@stockholm.se
- In collaboration with: Sten Engström Business Sweden

Country of origin: Germany

About the companies

Kolon Glotech is a affiliate to Kolon Group, the 32nd largest conglomerate in Korea. KG has portfolio of automotive interior materials (car sheet cover, car sheet fabric, car mat, artificial leather), living material (artificial grass, carpet, functional yarn). KG has production line in Korea and China. KG is interested in advance new material for future growth engine and actively search for partner for R&D collaboration.

Svenska Aerogel has developed and commercialized Quartzene®, a material that is produced using a flexible, environmentally friendly and highly cost-effective manufacturing method. Commercialization of the product will be conducted in a number of different applications, primarily in insulation, paint and coatings, and filtration, in close cooperation with partners in the industry.

Zleep Hotels: New establishment

Sector: Hospitality

Type/phase:



Since 2008, Invest Stockholm has contributed mainly with suggestions of locations to Zleep Hotels. Invest Stockholm was involved in advising and encouraging the broker firm Colliers International to contact Zleep Hotels regarding the location, owned by FastPart.

About the case

- Sector: Hospitality
- Date of agreement: 2017
- Date of hotel opening: January 2019
- Location: Upplands Väsby (former Siemens building)
- Number of employees first year and after two years: 10 and 40
- Country of origin: Denmark
- Contact @ Invest Stockholm: Tora Holm
- In collaboration with: Business Sweden

About the company

Zleep Hotels is a Danish chain of hotels that offers affordable hotel rooms. Zleep is opening its first hotel in Sweden in Upplands Väsby business district, 136 rooms in the former Siemens building. The new hotel will be inaugurated in January 2019. FastPart is the real estate owner of the building, Colliers International acted as the broker.

Biosential: Contractor manufacturing

Sector: Manufacturing

Type/phase:



Biosential has started production of their product Zenbev in a factory in Enskede, Stockholm.

Invest in Stockholm team identified two potential manufacturer of client's products and also arranged one-day visiting program where the clients could meet potential manufacturing partners and service partners (banks, accounting firms etc.)

About the case

- Sector: Manufacturing
- Date of agreement: 2017
- Location: Stockholm,
- Number of employees: 10
- Contact @ InS: Karin Strassburg
Karin.strassburg@stockholm.se

Country of origin: Canada

About the companies

Biosential Inc. was founded in 1997 in Toronto. They are producer of Zenbev, a natural sleep aid made from pumpkin seeds to alleviate symptoms of insomnia during the night and anxiety during the day.

BASF Venture Capital : BASF VC - ANS

Sector: Materials & Manufacturing

Type/phase:



BASF VC invested in innovative company Applied NanoSurfaces, ANS (10M SEK) in Uppsala. ANS technology has a strategic fit to BASF priority technology area.

About the case

- Sector: Manufacturing
- Date of agreement: 2017
- Location: Uppsala
- Number of employees: 12 retained jobs
- Contact @ InS: janev.mehks@stockholm.se

Country of origin: Germany

About the companies

The mission of BASF Venture Capital is to link the strategic and operational interests of BASF Group with innovative technologies of emerging businesses.

The focus of each investment is on innovative technologies and products which are chemistry-related, including the novel materials sector, new developments in bio- and nano-technology and cleantech. However, also other areas within the more established technological platforms of BASF Group are of interest. BASF VC have offices in Germany (Ludwigshafen), USA (Cambridge, Massachusetts and Fremont, California), China (Hong Kong) and Japan (Tokyo).

BASF capital injection has tremendous importance to the development of ANS but also to the whole Swedish Materials start-up community, given the strength of the BASF brand.

ITC Limited: ITC PPB & Rolling Optics

Sector: Materials & Manufacturing

Type/phase:



ITC Packaging and Rolling Optics have entered into a technical collaboration to effectively incorporate RO 3D micro-optical printing technology in a packaging converting process in an Indian context

About the case

- Sector: Manufacturing
- Date of agreement: 2017
- Location: Solna
- Number of employees: 0
- Contact @ InS: Jenny Berthling
Jenny.berthling@stockholm.se

Country of origin: India

About the companies

ITC is a USD 6bno conglomerates in India, present in FMCG, hotels , retail, paper & pulp, tobacco. In paper & pulp ITC is the market leader.

ITC was looking for unique and innovative packaging solutions to enhance their competitiveness and product portfolio. A number of companies with innovative products were introduced and of which Rolling Optics was considered best.

Rockwool: New production site

Sector: Manufacturing

Type/phase:



New manufacturing site to strengthen the presence in the Nordic region

About the case

- Sector: Manufacturing
- Date of agreement: 2017
- Location: Eskilstuna
- Number of employees: 100
- Capital: 35MSEK
- Contact @ InS: Jenny Berthling
Jenny.berthling@stockholm.se

Country of origin: Denmark

About the companies

Rockwool is developing and manufacturing stone wool products for the insulation of buildings. The group has 10,500 employees globally.

- Significant direct effects in employment - approx. 100 new employees in stage 1 when operational.
- Internationally known company brand.
- Significant capital investment (Note that the specified 35 MSEK is only for land purchase).
- New establishment of manufacturing operations which is not that common compared to expansions and thus important from a brand awareness perspective for Sweden.
- Important supplier to the construction industry that will strengthen the construction sector.

JK Paper Ltd.: Nano cellulose R&D

Sector: Materials & Manufacturing

Type/phase:



JKP and RISE/Innventia have decided to jointly evaluate JKP pulp as a basis for nanocellulose production, by means of making use of RISE competence and pilot plant facility in Stockholm.

About the case

- Sector: Materials & Manufacturing
- Date of agreement: 2017
- Location: Stockholm
- Number of employees: 1
- Contact @ InS: Jenny Berthling
Jenny.berthling@stockholm.se

Country of origin: India

About the companies

JK Paper Ltd. is among India's foremost paper manufacturers. It is part of one of India's leading Business Houses, JK Organisation, which has a significant presence in Automotive Tyres, Cement, V-Belts, Oil-Seals, Agri-seeds and Pulp & Paper. JK Paper Ltd., India's largest producer of Branded papers is a leading player in the Printing and Writing segment. It operates two plants in India, one in the East. JK Paper Mills (JKPM) in Rayagada, Orissa with a capacity of 125,000 tonnes per year and the other in the West. Central Pulp Mills (CPM), located in Sonagadh, Gujarat with a production capacity of 85,000 tonnes per year. Both plants are ISO 9001:2000 and ISO 14001 certified and operate at around 120% capacity utilization. The aggregate annual output is over 180,000 tonnes per year of Paper and Pulp, using contemporary technology.

- 1) Strengthens Sweden's R&D capability and knowledge in nanocellulose with a leading P&P company, from emerging markets
- 2) RISE/Innventia will have a strong reference case to offer R&D services and collaborations with many more Indian P&P companies
- 3) International company use of Swedish testbeds is a priority strategy for the Swedish Government

Advantech: Regional HQ Establishment

Sector: ICT

Type/phase:



Advantech established its new Nordic HQ in Kista, Sweden and aims to be the cornerstone for future European growth.

Key focus is to collaborate with channel partners and new focus on intelligent IoT hardware.

About the case

- Sector: ICT
- Date of agreement: 2017
- Location: Stockholm
- Number of employees: 5
- Contact: Jenny Berthling
jenny.berthling@stockholm.se
 In collaboration with: Rita Huang, Business Sweden

Country of origin: Taiwan

About the companies

Advantech is among the world's top 5 makers of Industrial PCs based on revenue and market share (30%) of large IPC vendors. Number of employees: + 7 500. Listed on the Taipei, Taiwan stock exchange.

The Regional HQ office will feature Key Account Managers, Channel sales force managers and Local Field Application Engineer (FAE).

With its RHQ presence in Sweden, Advantech is able to enhance customer service for a growing number of clients based in Sweden, Denmark, Norway and Finland, cementing and driving further growth for the company in the region.

Amazon Web Services: Nordic Datacenter region

Sector: ICT

Type/phase:



Amazon Web Services's establishment in the greater Stockholm region will position Sweden as the Nordic hub and market place for delivery of advanced cloud services.

AWS 3-city approach is a unique chance to boost local and national supply chains, training and education efforts and local job creation.

About the case

- Sector: ICT- Datacenter
- Date of agreement: 2017
- Location: Katrineholm, Västerås, Eskilstuna
- Number of employees: 30, 5 more jobs in two years
 Capital investment: 3000 MSEK
- Contact: Jenny Berthling
jenny.berthling@stockholm.se
 In collaboration with: Thomas , Business Sweden

Country of origin: USA

About the companies

Amazon Web Services is the world's largest cloud infrastructure provider. AWS is a secure cloud services platform, offering compute power, database storage, content delivery and other functionality to help businesses scale and grow.

This AWS datacenter region will consist of 3 separate but interconnected datacenters in Katrineholm, Eskilstuna and Västerås. Each of these is independent in terms of operations and risk, ie have separate infrastructure and resources in case of (dramatic) failure of an entire site. Each city will form an AWS campus with possibility to construct several buildings.

Our region will provide AWS partners and customers in Denmark, Finland, Iceland, Norway, and Sweden a very strong technical cloud platform. All data can remain in-country, even for backup purposes, very important from a data protection and integrity point of view. The platform is also available for cloud applications providers from around the world, who want to offer applications to Nordic clients.

BLC Research Advisors: New Fintech hub

Sector: ICT

Type/phase:



Company
set-up



M&A



Strategic
Alliance



Capital



New
Establishment

A new physical hub (co-working space) in Stockholm for Fintech startups was established

About the case

- Sector: ICT, Fintech
- Date of agreement: 2017
- Location: Stockholm
- Number of employees: 10
- Contact: Jenny Berthling
jenny.berthling@stockholm.se

Country of origin: UK

About the companies

Fintech is a very highly prioritized industry for Stockholm. With Stockholm's combination of being a finance center for the Baltics as well as a tech center all the components for building a strong "new" industry are in theory there.

Investments not only from actual fintech companies but also companies that provide services and infrastructure to facilitate the industry are of great value. The competition from especially Copenhagen is very strong.

JosephMark: New office establishment

Sector: ICT

Type/phase:



Company
set-up



M&A



Strategic
Alliance



Capital



New
Establishment

markets and has opened a Nordic HQ in Sweden.

About the case

- Sector: ICT
 - Date of agreement: 2017
 - Location: Stockholm
 - Number of employees: 2
 - Contact: Jenny Berthling
jenny.berthling@stockholm.se
- In collaboration with: Niklas Lundin, Business Sweden

Country of origin: Australia

About the companies

JosphMark designs, develops and builds all the "infrastructure" for digital companies, incl payment systems, etc.

Besides setting up business in Sweden JosphMark will also attract start-and/or scales from both US and AU

Piterion India Pvt. Ltd: Nordic HQ

Sector: ICT

Type/phase:



PITERION is an Indian company that provides consulting, development and support services throughout the whole product life-cycle.

PITERION expands into the Nordic markets and has now opened a Nordic HQ in Sweden

About the case

- Sector: ICT
- Date of agreement: 2017
- Location: Stockholm
- Number of employees: 7
- Contact: Jenny Berthling
jenny.berthling@stockholm.se
 In collaboration with: Vinnet Garg, Business Sweden

Country of origin: India

About the companies

Sweden is facing an acute shortage of skilled software developers and engineers. Piterion provides services to Engineering and manufacturing companies in field of PLM, Engineering R&D. Also, they have unique VR based solution for increasing efficiency for training of factory personnel. Also, access to highly skilled talent from service providers like Piterion will help their Swedish clients to accelerate their product development life cycles, at a lower cost

PITERION is now present at ten sites in eight countries. A mix of on-site, near-shore and offshore services give high-quality performance for a fair price

Shanghai Liangxin Electrical (Nader): Nordic HQ

Sector: ICT

Type/phase:



In order to serve their current customers in the Nordic market, Nader set up its Nordic HQ

About the case

- Sector: ICT
- Date of agreement: 2017
- Location: Danderyd
- Number of employees: 2
- Contact: Jenny Berthling
jenny.berthling@stockholm.se
 In collaboration with: Songhong Li, Business Sweden

Country of origin: China

About the companies

Nader manufactures low-voltage electrical components and parts. Products used in industries including telecommunications, power, building, metallurgy, petrochemical and railroad.

Nader has set up a company in Sweden to serve their customers in the Nordic region, including Huawei, ZTE, Nokia, etc.

Symphony: R&D center

Sector: ICT

Type/phase:



Symphony set up an R&D site in Stockholm with 15 people the first year and 25 within 2 years.

Symphony's key customer segment is the financial services industry which is important for Stockholm as the cluster for Fintech.

About the case

- Sector: ICT
- Date of agreement: 2017
- Location: Stockholm
- Number of employees: 15
- Contact: Jenny Berthling
jenny.berthling@stockholm.se

Country of origin: USA

About the companies

Symphony is providing an online collaboration and communications platform with the security and compliance built in for the Financial Services sector. The company was founded in 2014 by some of the largest financial institutions with the aim to become a new communication ecosystem. (e.g. BofA Merrill Lynch, BNY Mellon, BlackRock, Citadel, Citi, Credit Suisse, Deutsche Bank, Goldman Sachs, Jefferies, JPMorgan, Maverick, Morgan Stanley, Nomura and Wells Fargo)

Establishment of R&D teams for online communication companies is important too keep building the knowledge. Symphony's key customer segment is the financial services industry. The Stockholm fintech cluster is in need of international fintech companies to establish development offices here to build credibility as a good location.