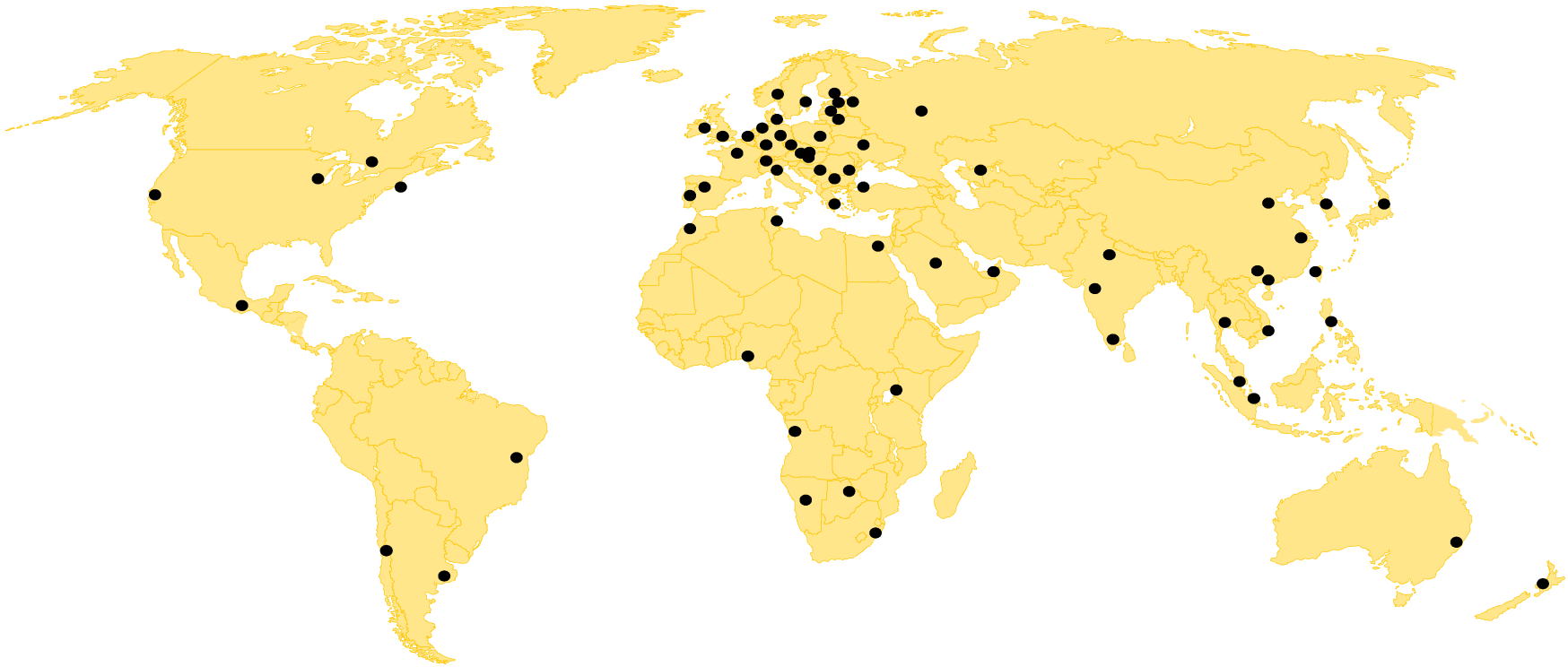
EXPORT RÅDET

SWEDISH TRADE COUNCIL

WE ARE AT HOME ON YOUR FOREIGN MARKETS

EXPORT RÅDET
SWEDISH TRADE COUNCIL



500 employees in 66 offices in 57 countries

TRADE BETWEEN SWEDEN AND CHINA IS INCREASING
- Swedish export to China grew +21% between 2008-2009

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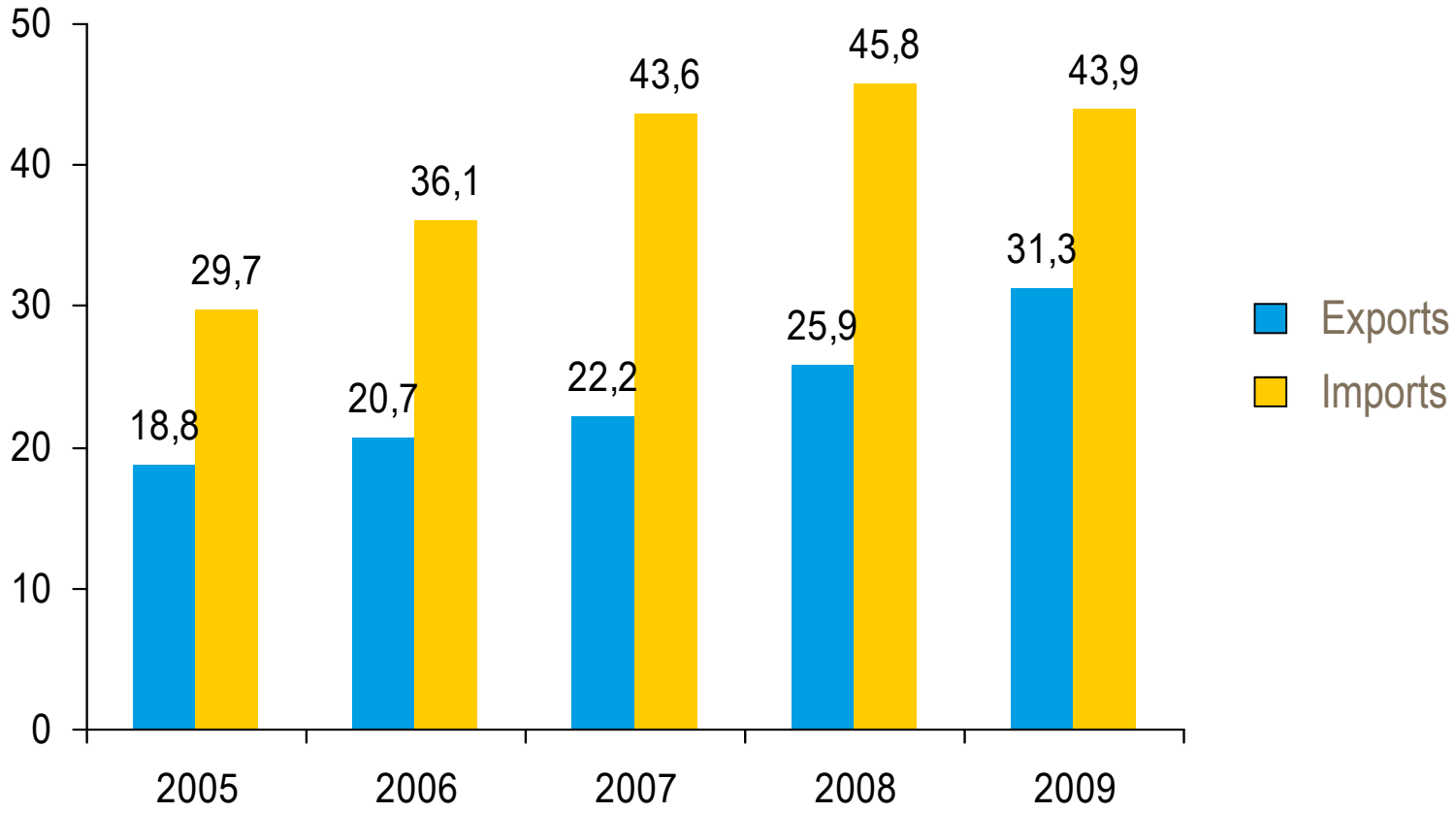
Exports and Imports from Sweden to China 2005 – 2009 (billion SEK)



Sources: Statistics Sweden. Import figures valid for country of origin

MANY OF OUR SERVICES ARE VERY HANDS ON – CATERING TO THE NEEDS OF THE SWEDISH COMPANIES

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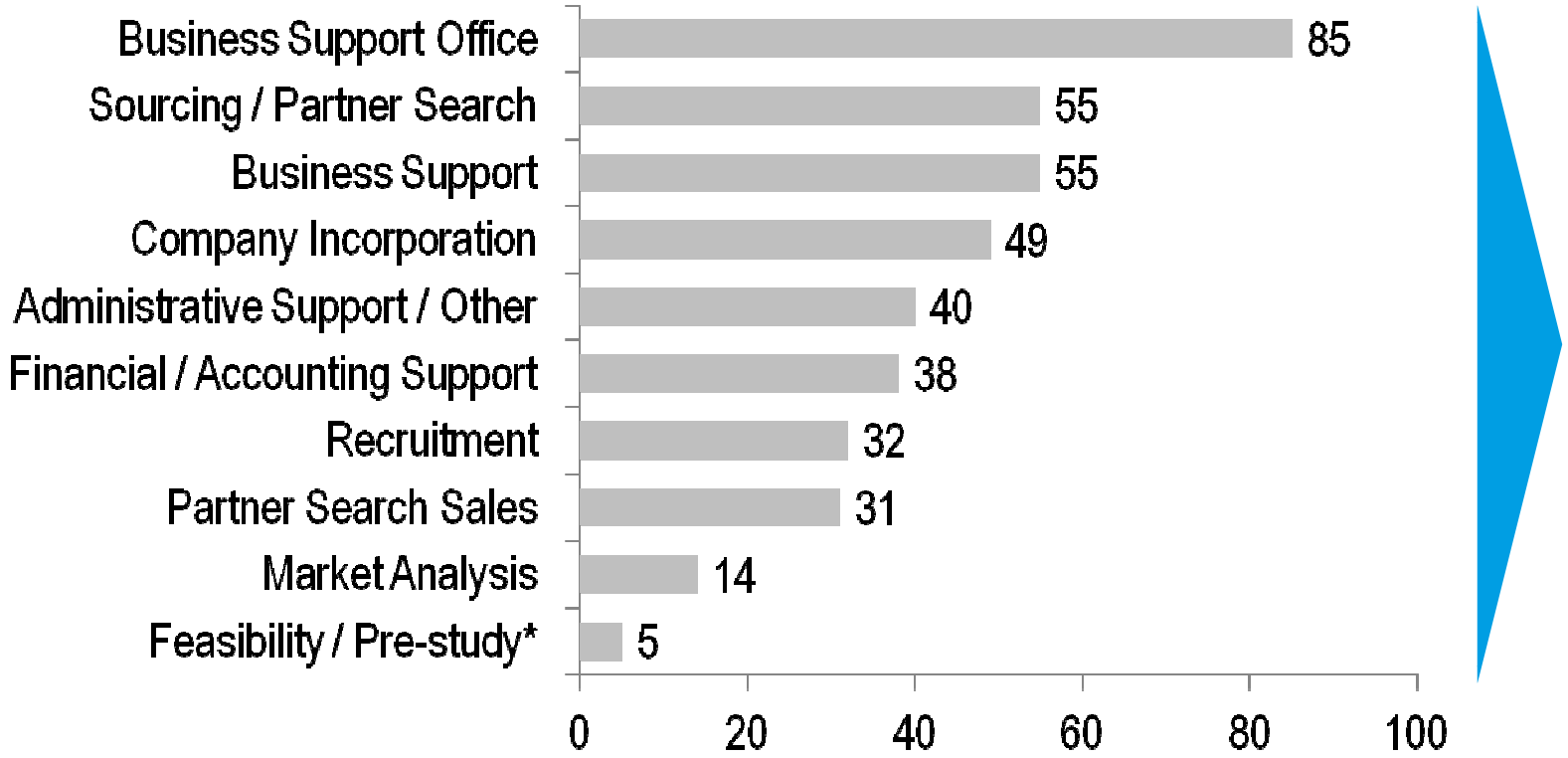
Total number of consulting assignments in Mainland China, 2009



AROUND 500 SWEDISH COMPANIES, WITH OVER 1000 ESTABLISHMENTS IN CHINA – AND STILL GROWING

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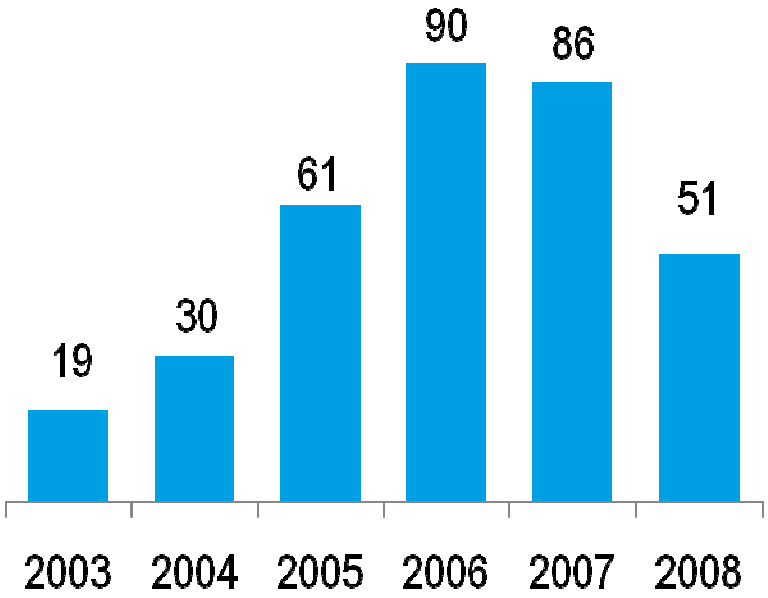
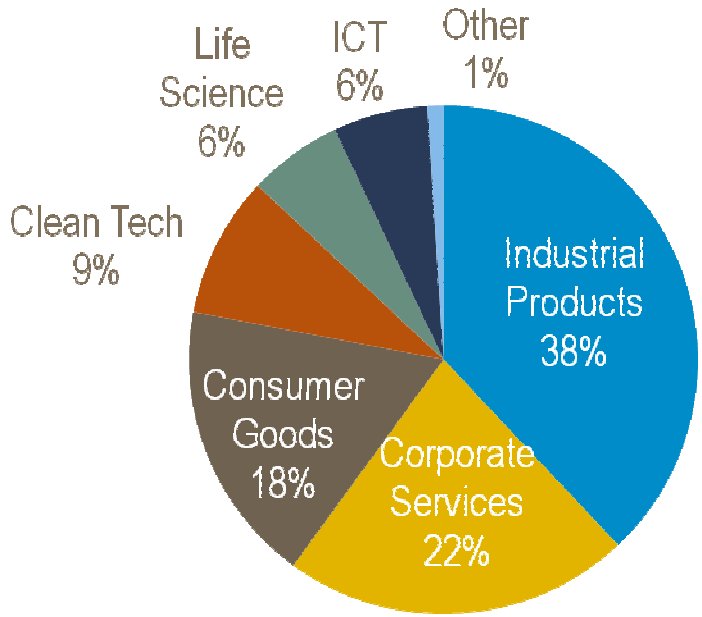
Almost 2 new Swedish establishments per week

Number of new Swedish entries into China



Reason for establishment in 2007-2008



Over half of the companies established last year have < 100 employees globally

MEETING CHINA'S ENVIRONMENTAL CHALLENGES AND OPPORTUNITIES

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To promote the Swedish clean tech sector in China Swedish Trade Council is co-financing projects

Co-financed projects for clean tech companies*
Client pays 50% of the costs and the government pays the other 50%

Projects for all clean tech companies

- **Clean tech Sales Representative**
- **EXPO** 2010 match making activities

Projects for small clean tech companies

- Business Support Office
- Market Selection Analysis
- Hire part time of consultant

* Companies should comply with the EU's ETAP definition of environmental technology

CASE STUDY - SUNWIN BUS

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Sunwin ownership

VOLVO		SAIC
VCIC VOLVO INVESTMENT CORP.	VBC VOLVO BUS CORP.	SAIC Motor SAIC Motor Co., Ltd.
45%	5%	50%

Total investment	97 Million USD
Business scope	City bus, commuter bus, chassis, Bbdy, parts, accessories

CASE STUDY - SUNWIN BUS

- Product portfolio

Sunwin and Volvo Brands

Sunwin 10m-12m bus
SWB6116MG/HG

Sunwin electric bus
SWB6121

Sunwin 11m-12m coach
SWB6110/6120

Sunwin 8m-9m bus
SWB6820/6890

Sunwin CNG bus
SWB6115KQ

Sunwin Hybrid bus
SWB6127

Sunwin super capacitor bus
SWB5128

CASE STUDY - SUNWIN BUS

- Sunwin New Energy Bus serve Shanghai Expo 2010

120 units of BEV
36 units of Super capacitor buses
150 units of Hybrid
6 units of fuel cell