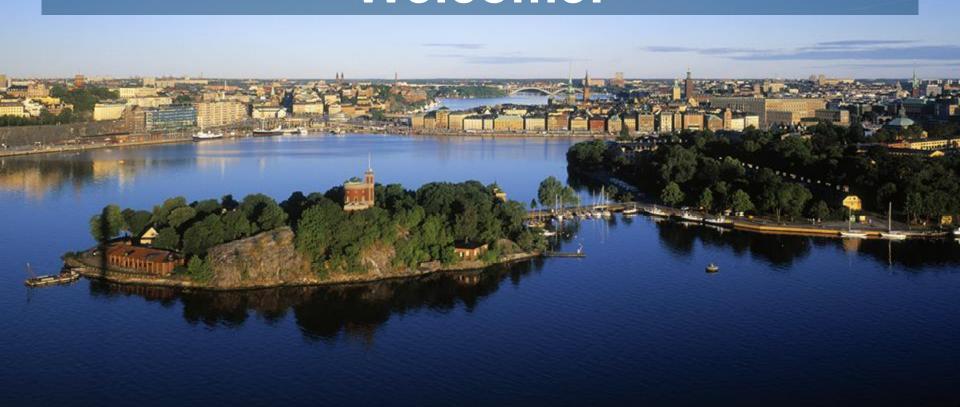






Welcome!









Agenda

Mr. Sören Pettersson (Invest Stockholm):

Opportunities in the Public Construction Sector in Stockholm

Mr. Anders Alfredsson (Familjebostäder):

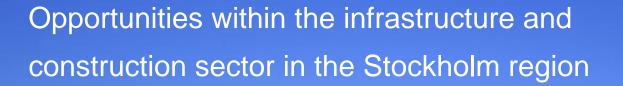
Presentation of Familjebostäder and upcoming projects

Mr. Magnus Colling (SISAB):

Presentation of SISAB and upcoming projects Key Factors in the Procurement Process

5 minute break (around 10 AM)

Round-table discussion: Challenges & Keys to Success on Stockholm's Public Construction Market







Invest Stockholm

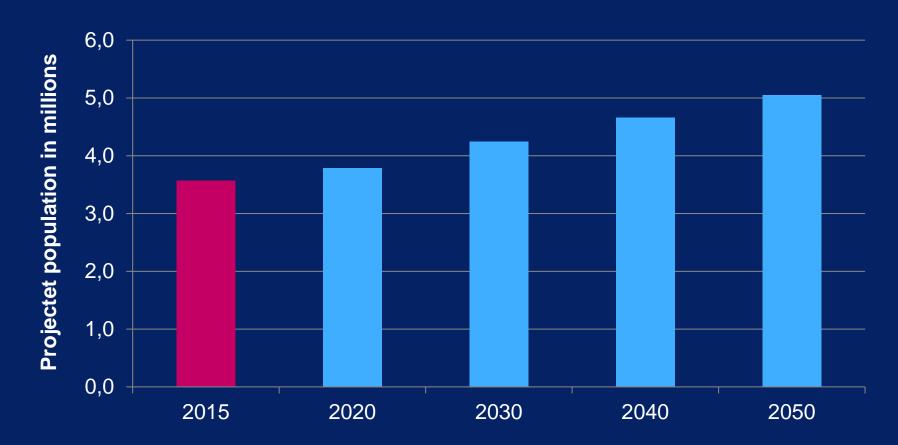
 Investment promotion for the City of Stockholm

 Development of "Business Location Stockholm"



How will the Stockholm region develop in the next 30 years

Population projection SBA





Values in the blue pillars are population forecasts

Source: Eurostat, 2015



E 1 1 1 + billion planned investments in the Stockholm region by 2040

€60,7 billion

Housing



€6,5 billion

Railway, tramway



Highways



€5,3 billion

€3,1 billion

Extended Metro system



€1,1 billion

Harbour



€0,8 billion

Airports







Expansion of the Stockholm Metro

Stockholm county's population is growing with 40 000 inhabitants per year.

The expansion will bring three new routes, amounting to 20 kilometers of metro. By the year 2025 the new metro will be completed with new routes from:

- Kungsträdgården to Nacka
- Odenplan to Arenastaden passing through Hagastaden
- Akalla to Barkarby station

Where? Stockholm, Nacka, Solna and Järfälla municipality, Stockholm county.

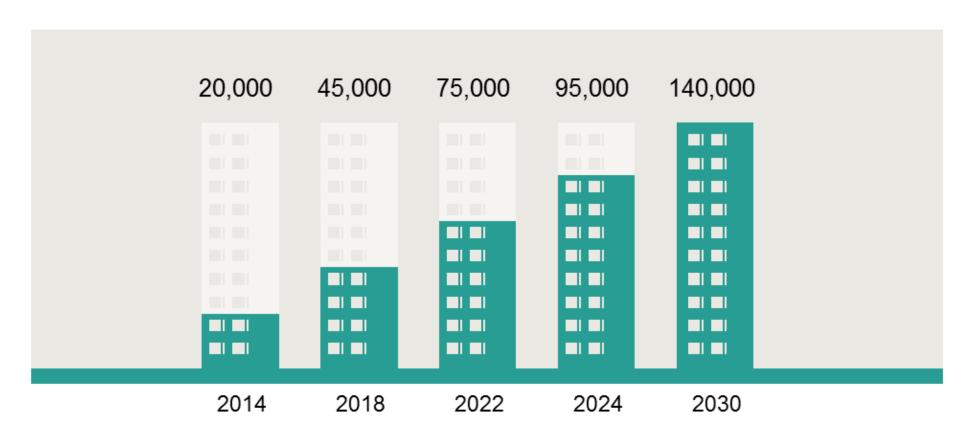
When? 2016-2025

Remaining budget: Billion 2,7 EUR

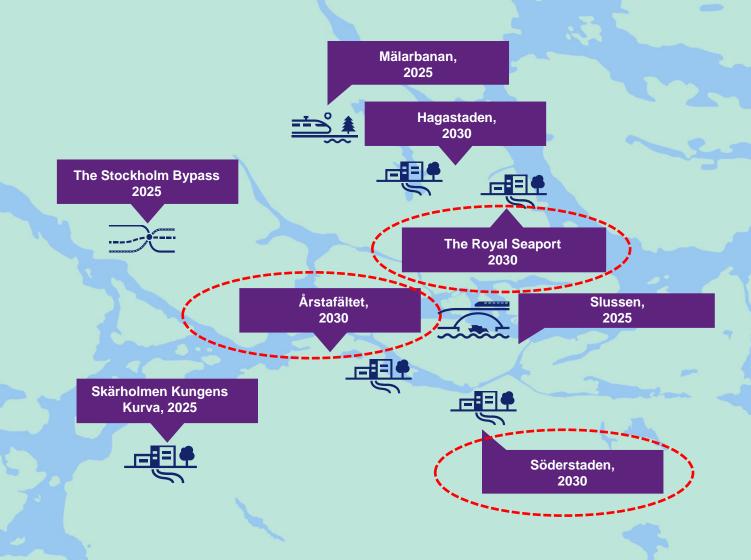




140,000 apartments by 2030



Done after 2020





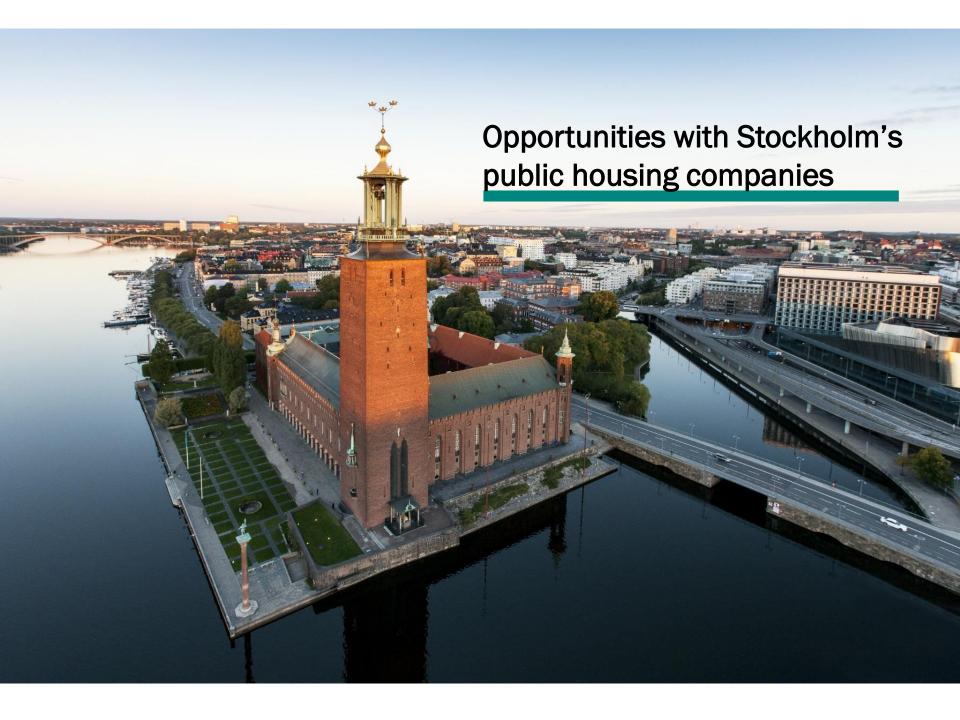






Söderstaden - Slakthusområdet,"The meatpacking disctrict"







The Capital of Scandinavia



Sweden's future investments in construction

- 600.000 new dwellings in Sweden up to 2027
- Increased pace for building is needed
- 140.000 new dwellings to be built until 2030 in Stockholm





Suistanable ownership and growth

- Financially
- Environmentally
- Socially
- Democratic





Caring for the environment

We work together with our tenants, our suppliers and contractors to provide good, environmentally adapted homes which will be sustainable for the community.

- Minimizing impact on the climate
- Healthy indoor environments
- Properties and materials that do not contain dangerous substances
- Efficient waste management

Stockholm The Capital of Scandinavia

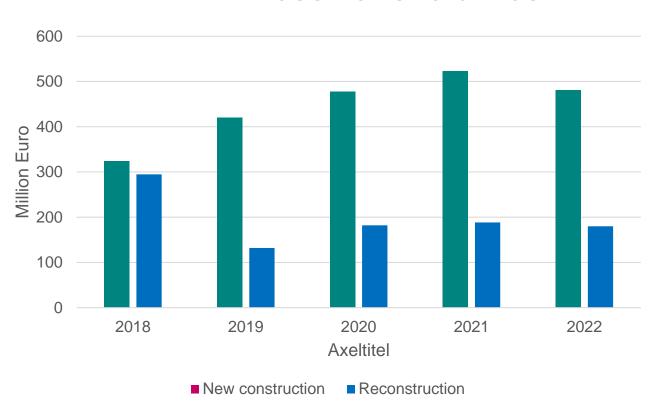


Owner's mission

- Building of 30.000-40.000 new rental apartments during the next ten years
- Investments in reconstruction
- Investments in maintainance

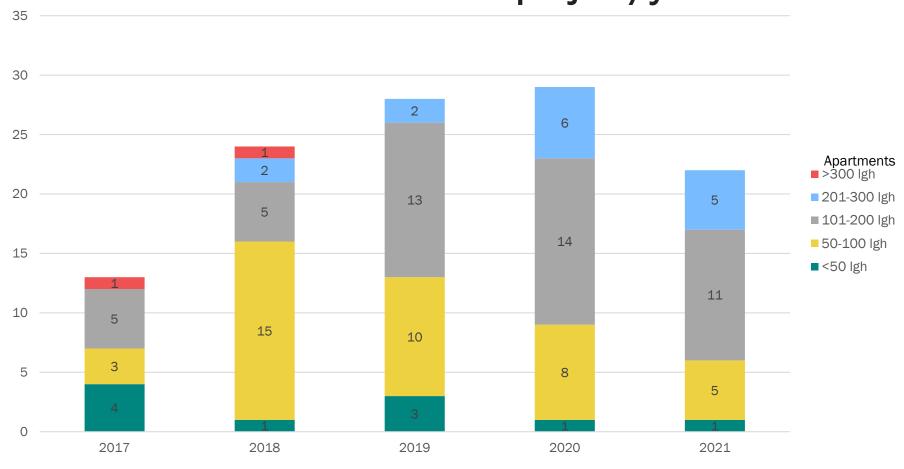


Investment volumes





New constructions - project/year





Important factors when establishing on the Swedish market

- Important to take a longterm approach, it can take 1-5 years to get the first contract
- Important to setup partnerships with the consultancy companies, once a contract is won, this will prove to be very crucial
- Important to establish a company in Sweden and recruit a country manager that has insights into the swedish market

Thank you for your time!

Welcome to the Stockholm region!

Sören Pettersson

soren.pettersson@stockholm.se



Familjebostäder

Founded in 1936







Business Concept

We own, develop, and manage attractive rental housing units and non-residential properties that serve the needs of the people of Stockholm.

Finances and earnings 2019



342 million SEK

Profit after net financial items

1985 million SEK

Revenue

1700 million SEK

Investments

69,5 percent

Equity ratio

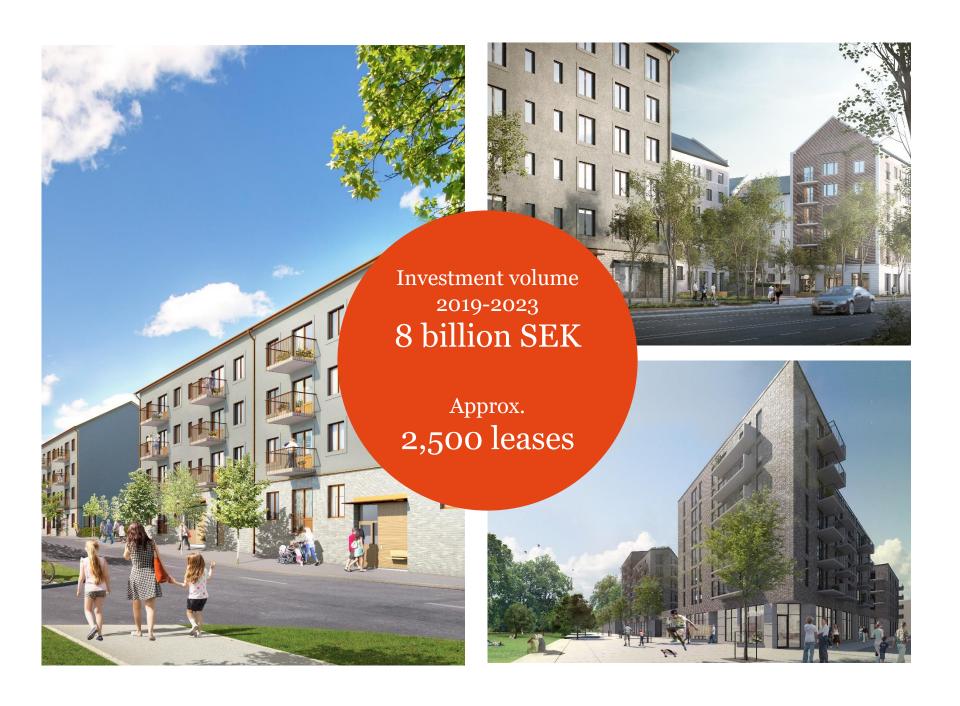
634 SEK/m²

Net operating income

42

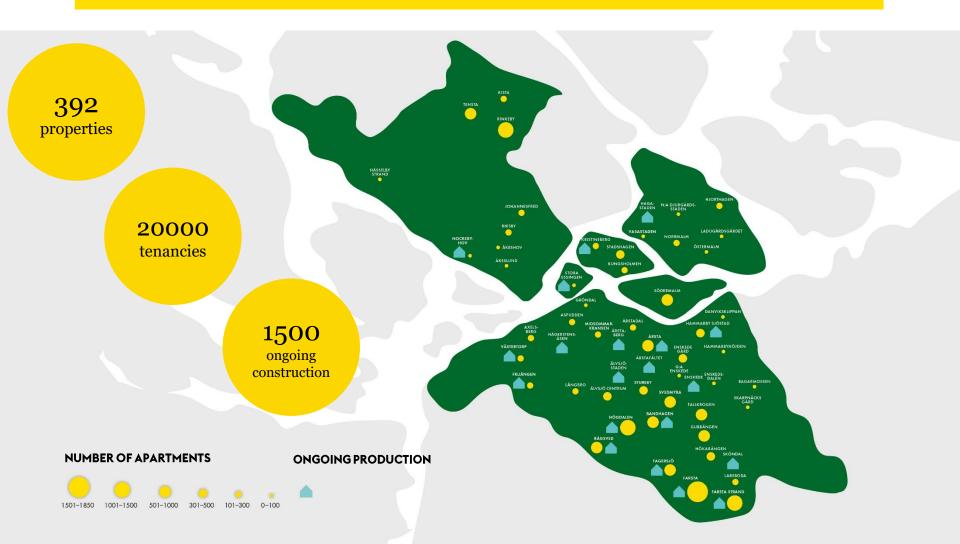
billion SEK

Market value of the properties



Our properties





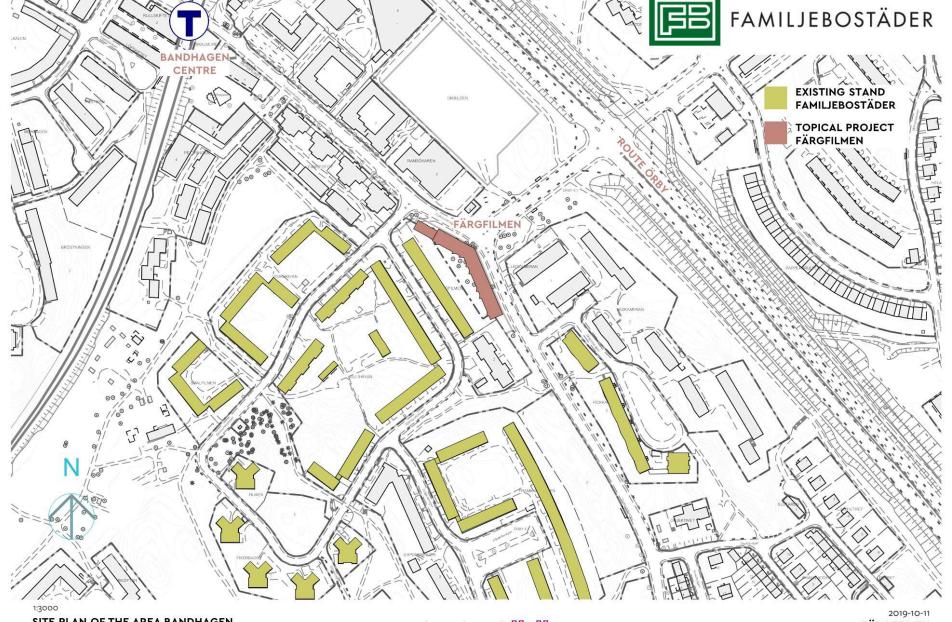
Planned projects







Färgfilmen



SITE PLAN OF THE AREA BANDHAGEN

Brunnberg & forshed

FÄRGFILMEN

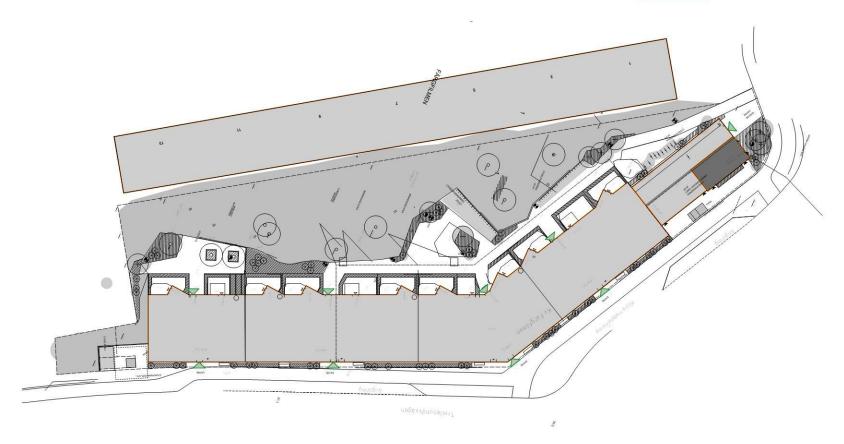


Facts



8519 1-5 m² gr. area apartment size apartments 28 parking lots stairwells stories





DRAWING FROM LANDSCAPE ARCHITECT BJERKING Dated 2019-09-12



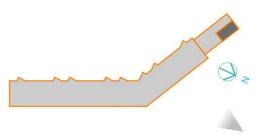
1:400

SITE PLAN









2019-10-11 FÄRGFILMEN





Brunnberg & forshed

Time Schedule



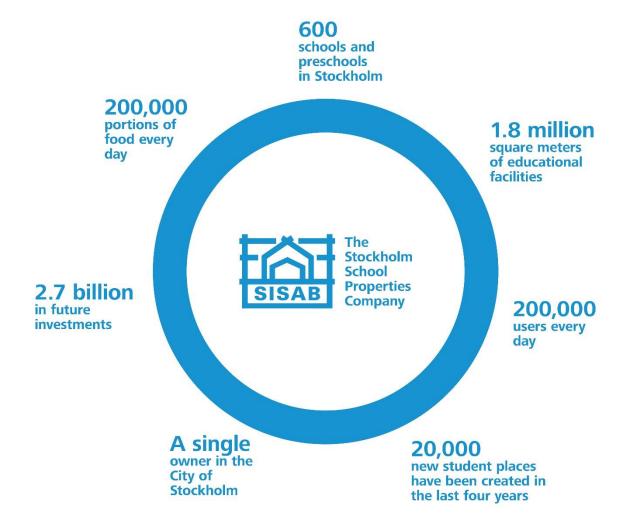
- Design tender document until Feb 2021
- Tenderperiod from Feb/March 2021
- Contract signing June/July 2021
- Start of construction Aug-Oct 2021
- Time for construction approximately 1,5-2 year



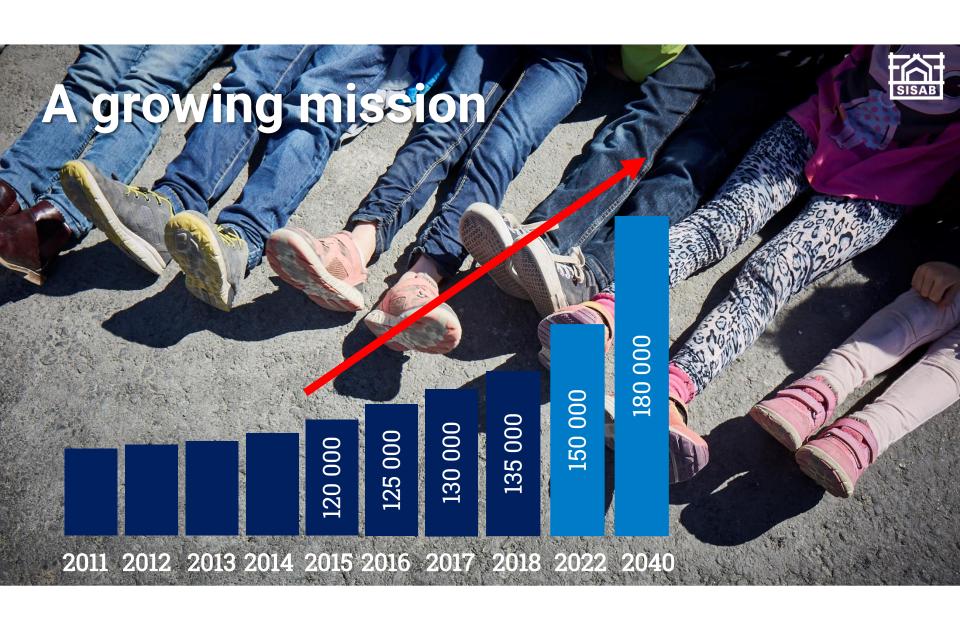
FAMILJEBOSTÄDER

Box 92100 120 07 Stockholm 08-737 20 00 telefon kontakt@familjebostader.com www.familjebostader.com kundservice 0770-814 814













A selection from our portfolio









Preschool of the Future concept preschool

re SISAB UPP Customised buildings wooden modules schools & preschools

Temporary student places



The Preschool of the Future: Our concept preschool

12 constructed

8 in production stage

• 20 in planning stage



13













SISAB UPP: our modular upgrade program

 Around 200 preschools built in 1960s-70s are to be replaced

Wooden modules that meet modern standards

• 300-700 sqm



2020-2023:

5





Temporary student places

- Modules rented or bought
- DIS (Dynamic purchasing system) – open framework contract
- Pre-qualification continously for suppliers
- <u>www.kommersannons.se</u> [2020-00348]





Customised: Björnbodaskolan, total investment ca €50 m

Proposal May 2021

Procurement March 2023

Demolition of old buildings 2023

Construction works starts August 2023

Moving in May 2025





Björnboda





- 1200 students
- New school, sports hall through
- Partial piling due to ground conditions
- Preservation of nature



Kista Äng: customised school & preschool



- New school for 900 students
- New preschool with 9 sections
- Procurement prel. Q2 2021
- Construction works prel. Q3
 2022
- Turn-key contract





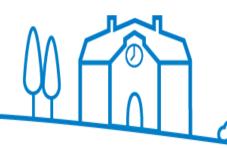
sisab.se/english

Magnus Colling

Head of Procurement
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+46 76 124 70 04

Konrad Szczesny

Market Coordinator konrad.szczesny@sisab.se +46 76 124 61 24





Public Procurement Process





Invitation Mandatory standstill Quali-Contract to tender / Publication Tender Contract fication of award time evaluation signing contract tenderers desicion 10 days notice





SISAB - typical

- 50-60 single procurements
 yearly ca 40
 construction contracts
- Majority under the EU
 Threshold (5 million €)
- Performance contracts
 - -Tecnically well / narrowly specified



The Contract - after signing

A typical Swedish construction contract consists of (and normally in Swedish):

- A standard agreement: AB 04/ABT 06
 - available in English
- Adminstrative regulations (legal specification)
 - can be made available in English
- Technical specifications
- Drawings etc.

-ABT 06

ABT 00 ABT OF •AB 04 ABT 0 ABT Q ABT ABT

ABT 06

ABT 08

ABT 06

ABT 06

ABT 06

All OI AB 04 **AB 04** AB 94 AB OL All 64 **AB 64 AB 04 AB 04 AB 64** AR 04 AB 04 **AB 04 AB 04 AB 64**

General Conditions of Contract

FOR DESIGN AND CONSTRUCT CONTRACTS FOR BUILDING, CAVI, ENGINEERING AND **AUSTALIATION WORKS**

General Conditions of Contract

FOR BUILDING AND CIVIL ENGINEERING WORKS AND BUILDING SERVICES.





SYGGARCHTS KONTRAKTSKOMMETTE





Non negiotiables - basics

- Payment of taxes and working permits
- Environmental demands
 - Management system and plan for project
 - Declaration of built-in materials
 - Non-posionous preschool (ex. non-PVC-mats)
- Workers' conditions
 - Terms as collective agreement (min wages, paid leave, working hours etc)
 - Plan and organisation for working environment
- ID06 2.0
 - Different rules for citizens of the EU/EES, outside EU/EES, LMA, 183 day rule, posted workers



Find out more?

```
www.ted.europa.eu
www.opic.com
www.kommersannons.se
www.skatteverket.se (Tax authorities - information in different languages)
www.upphandlingsmyndigheten.se/en (Public procurement)
www.boverket.se/en/start/ (Building regulations)
www.id06.se/english/#
www.sisab.se/sv/in-english/
inkop@sisab.se
```

EE RÄTTVIST EE BYGGANDE





Stockholmshem



Stockholmshem



Polisen utreder omfattande brottshärva inom byggbranschen - starka kopplingar till organiserad brottslighet



Johan Wikén, Linnea Johansson | Metro | Publicerad: 04 Jul 2018











The tax authorities approximate the loss of taxes in public contracts in Sweden at 10 bn EUR

https://www.skatteverket.se/omoss/varverksamhet/styrningochuppfoljning/skattekontroller.4.3a7aab801183dd6bfd380008820.html?q=tipsa+om+skat tefusk









Stockholmshem



Vision:

No crime is allowed on our construction sites

Our projects attract only serious companies





Form for registration via Check and SISAB/Familj preebostäder registration Unannounced of subaudits on site contractors Responsibility for subcontractors through Known subsupply chain contractors through supply chain Stockholmshem EEE RÄTTVIST EEE BYGGANDE



On-site audits

Check:

- → ID06 2.0
- → ID-documents
- → Work permit (if needed)
- → Perimeter (fences and gates)
- → Staff and contractor registry on site

Photo documentation

Check points are photo documented by auditor and managed accordingly with contract and GDPR

External auditor is Scandinavian Risk Solutions (SRS)

SRS\$

Always unannounced

Stockholmshem



Contract penalties

Non-fulfillment of ID06

• 10 000 kr / person (1000 EUR)

Not correct work permitproving

50 000 kr / person (5000 EUR)

Company without proof of paid taxes

- 50 000 kr (5000 EUR)
- No contract payment until taxes proven paid

Deficient perimeter properties

10 000 kr per week (1000 EUR/week)

Unregistered subcontractor on site

• 10 000 kr per company and audit (1000 EUR)







Components in the ID06 System

1. ID06 Portal

- Enrolment of companies
- Enrolment of individuals
- Screening of companies and individuals

3. ID06 Bolagsdeklaration

- Status on legal requirements
- Subcontractor chains
- List of companies on work places

5. ID06 Electronic staffregister

· Required by Swedish law

The companies pays fees to ID06 based on the number of active ID06 cards and can than use all benefits without additional fees from ID06 "

2. ID06 Card

- Physical card
- Mobile card
- Relationship employer/employee

4. My ID06

- · Administrative platform for enrolled companies
- Storage of all companies staffregisters

6. ID06 Competencedatabase

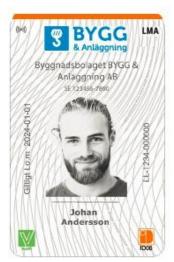
- Requires consent of each individual
- Electronic registration of diplomas
- Authorization-based entry to workplace
- · Authorized machine usage
- Follow-up of the occupational safety requirements





The ID06 Card









How to apply for ID06: https://id06.se/english/#

Scanning of passport or ID documents:

https://id06.se/partner-2/#skanningpartner

List of verified ID documentation listed by country:

https://id06.se/wpcontent/uploads/2019/07/Lista-av-Pass-och-Nationella-ID.pdf









Challenges & Keys to Success on Stockholm's Public Construction Market

Ask us questions: www.menti.com Code: 1312890







What happens next?

All material from this webinar will be sent out to you and published for your convienience including our contact information

Market Day for International Construction Companies

SISAB • Invest Stockholm • Familjebostäder • Svenska Bostäder • Stockholmshem

Q2 2021

More information to follow in January!