

Webinar



 mitigram

Leverage **technology** to manage trade barriers for **Swedish exporters**

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29 Jan 2026
01:00- 01:50 PM, CET Time

Business Sweden

The Swedish Trade and Invest Council



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

500+
employees

35 nationalities

Established in **1887**



54 offices and
locations globally

Jointly owned by
the state and the
business sector

PROGRESS BY TRADE

Export promotion
Investment promotion
Advisory services
Business support services

Key Industries:

Energy & Transport / Industrials &
Materials / Life Science / Digital
Technologies / Consumer Goods

Business Sweden TIF

TIF - The competence hub for Trade & Invest Facilitation



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Our services

Advisory

- One point of entry for technical queries
- Hands on advice by knowledgeable experts
- Accessible for all relevant functions

Publications

- Exportguiden
- Frihandelsguiden
- Skeppningshandboken
- E-handelsguiden
- Livsmedelsguiden

Courses

- Open Trainings
- Customized training programs
- Company specific trainings
- Webinars

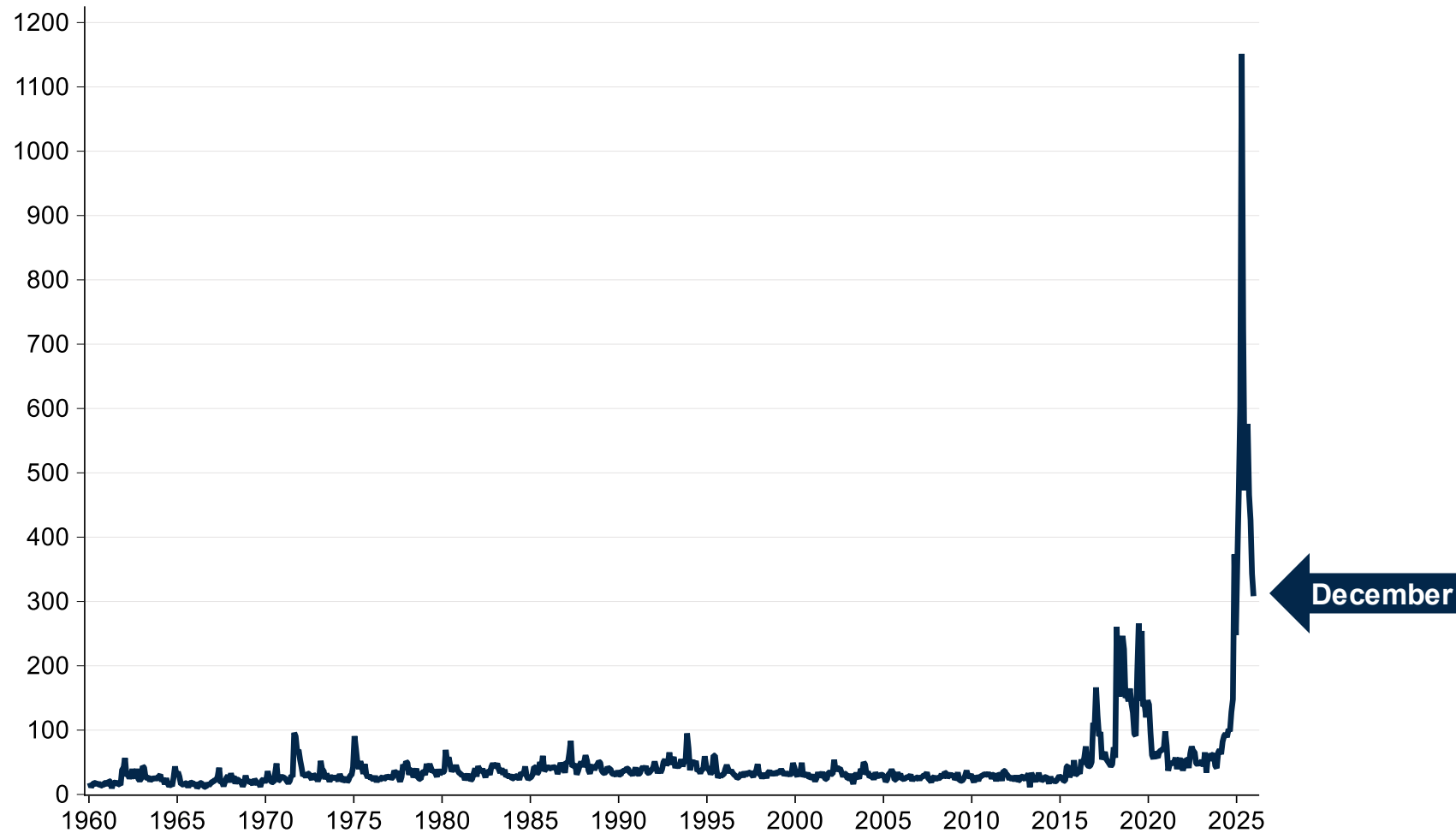
Invest

- Site selection
- Company establishment guidance
- Expand & Retain

Contact us: exportregler@business-sweden.se | LinkedIn: Business Sweden Exportregler

UNCERTAINTY IN GLOBAL TRADE HAS DECREASED BUT IS STILL ELEVATED

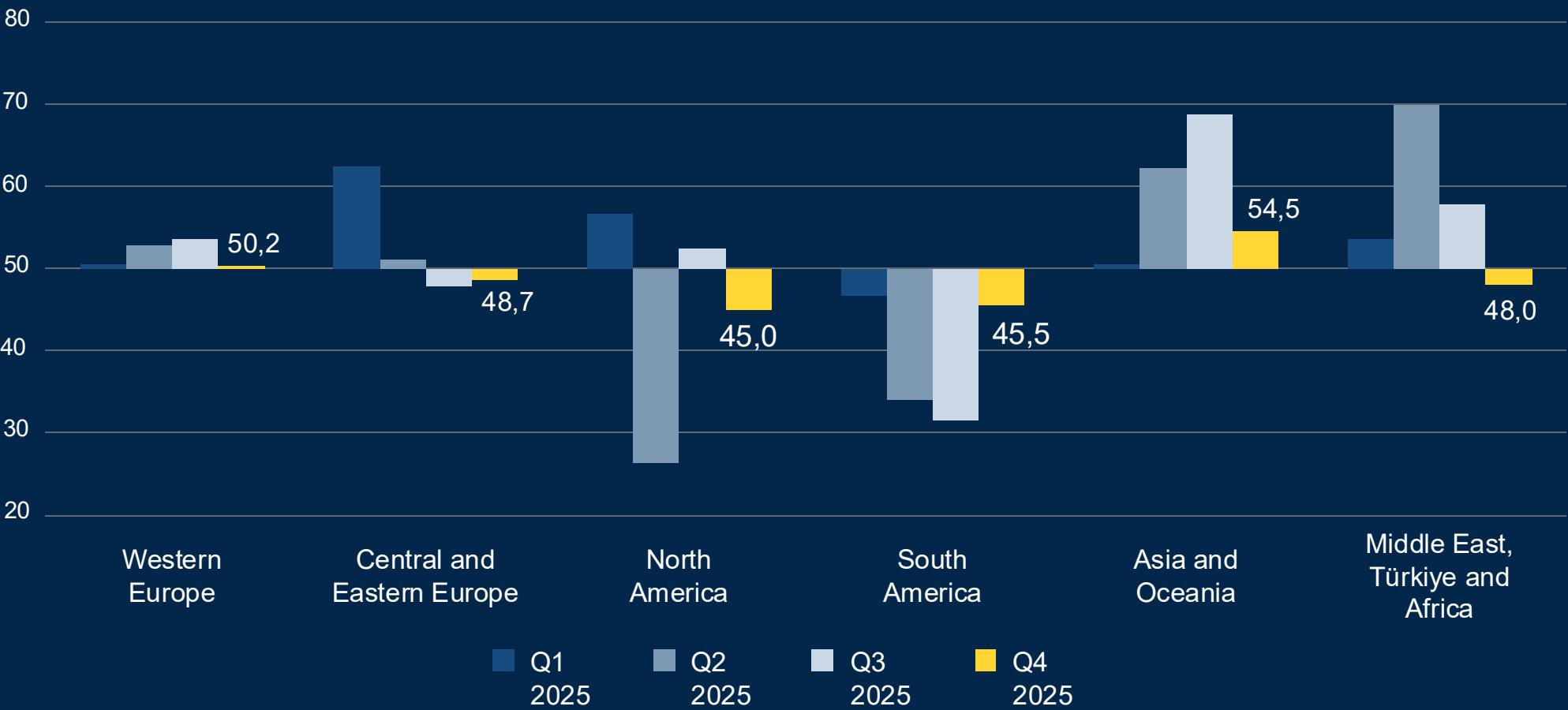
Trade Policy Uncertainty Index



SOURCES: MACROBOND AND MATTEO JACOVIELLO

Export managers have calmed down in their worries but are cautious

Export Managers' Index (EMI) Q4 2025
Export demand by region, forecast



Source: Statistics Sweden, Business Sweden (2025)

Swedish companies and economy not dramatically affected

Sweden's export of goods, share by region in per cent, 2024



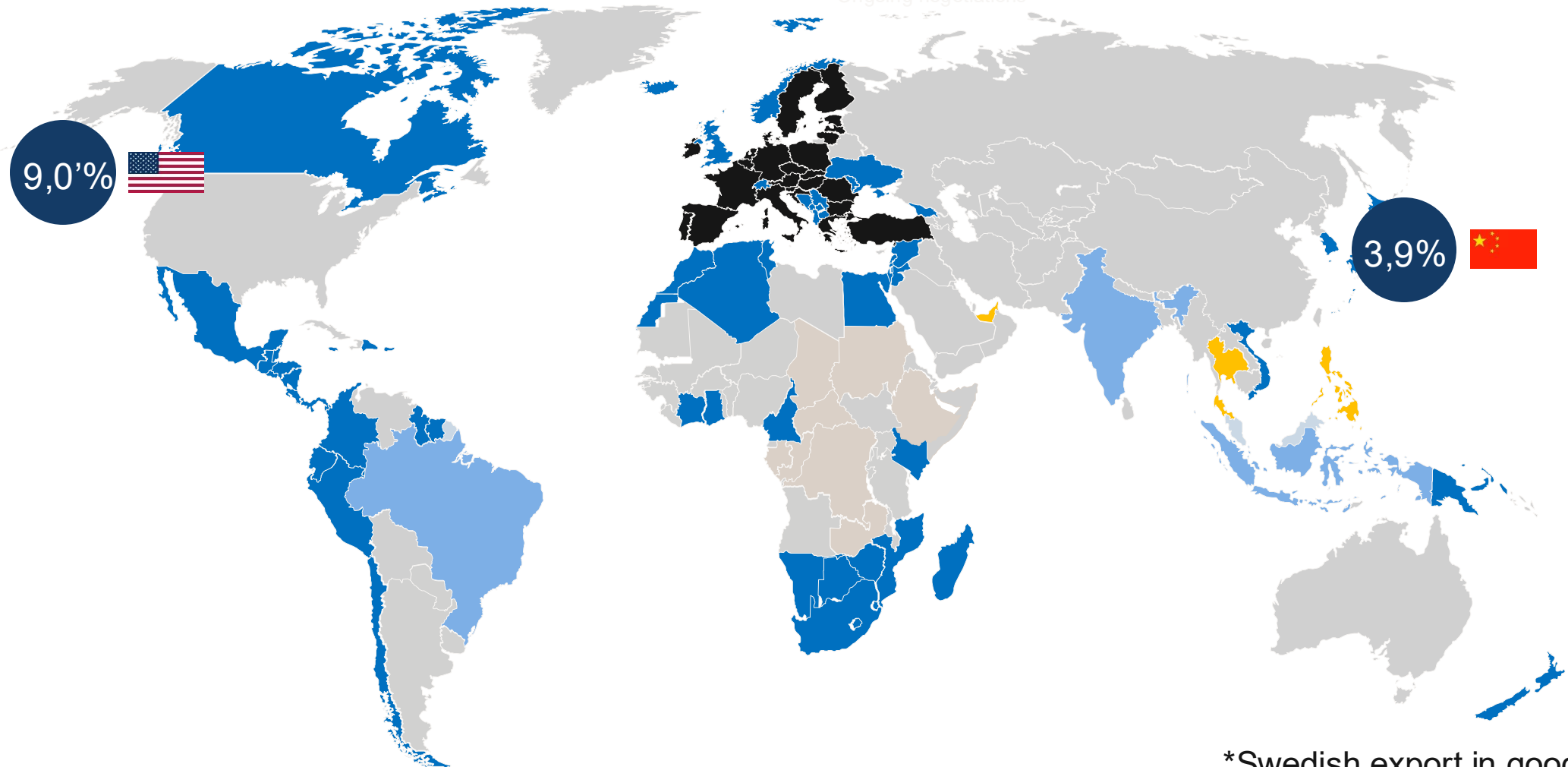
Resilient due to:

- Export primarily to Europe
- Global production footprint
- Well diversified supply chains
- Strong local positions

Source: Statistics Sweden (2025)

EU Trade Agreements

- = EU & customs union agreements (Andorra, San Marino, Turkey)
- = EU trade agreements (Andorra, Monaco, San Marino, Turkey)
- = EU free trade agreements
- = Concluded negotiations
- = Ongoing negotiations



*Swedish export in goods, 2024

Uncertainty and new opportunities await Swedish companies

**How to
manage
turbulence
successfully**

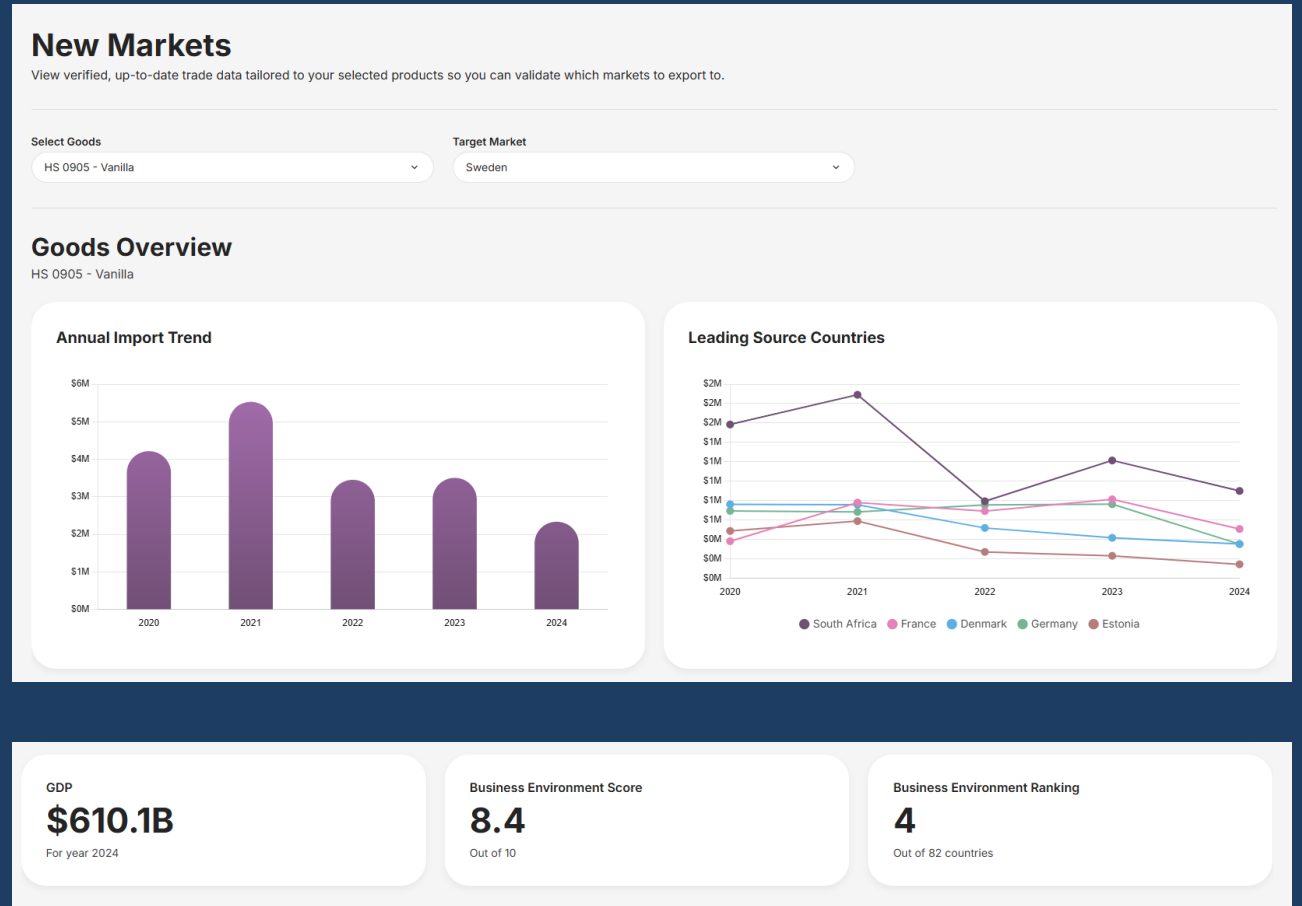
Make use of technology and data

- | | |
|----------|---|
| 1 | Keep a cool head
Don't overreact. Spontaneous adjustments can be costly. |
| 2 | Follow developments and organize internally
Establish a clear internal function to map markets and supply chains – and analyze how new tariffs and regulations could affect your business. |
| 3 | Think in scenarios and have a Plan B
Simulate different outcomes and prepare concrete responses – from short-term supply disruptions to changing trade conditions and knock-on effects (transport, energy, exchange rates, etc.). |
| 4 | Ensure compliance fundamentals are in place
Review customs processes, delivery terms, country of origin, and product classifications to avoid unnecessary costs and risks. |
| 5 | Adapt your market strategy
Evaluate pricing and contracts – but also assess which new markets to develop to maintain sales volumes. |
| 6 | Build robust supply chains
Reduce dependency on individual countries or partners – and consider whether local presence might be part of the solution. |
| 7 | Work closely with suppliers for financial/logistic flexibility
Optimize inventory and cash flow to enable swift responses when costs or lead times change. |

Validate your market entry plan with **complete data from verified sources**

- Access country-specific trade data by selecting your goods using HS code
- Identify trade trends within targeted markets
- Verify if a market is stable to export to

[Get started for free](#)



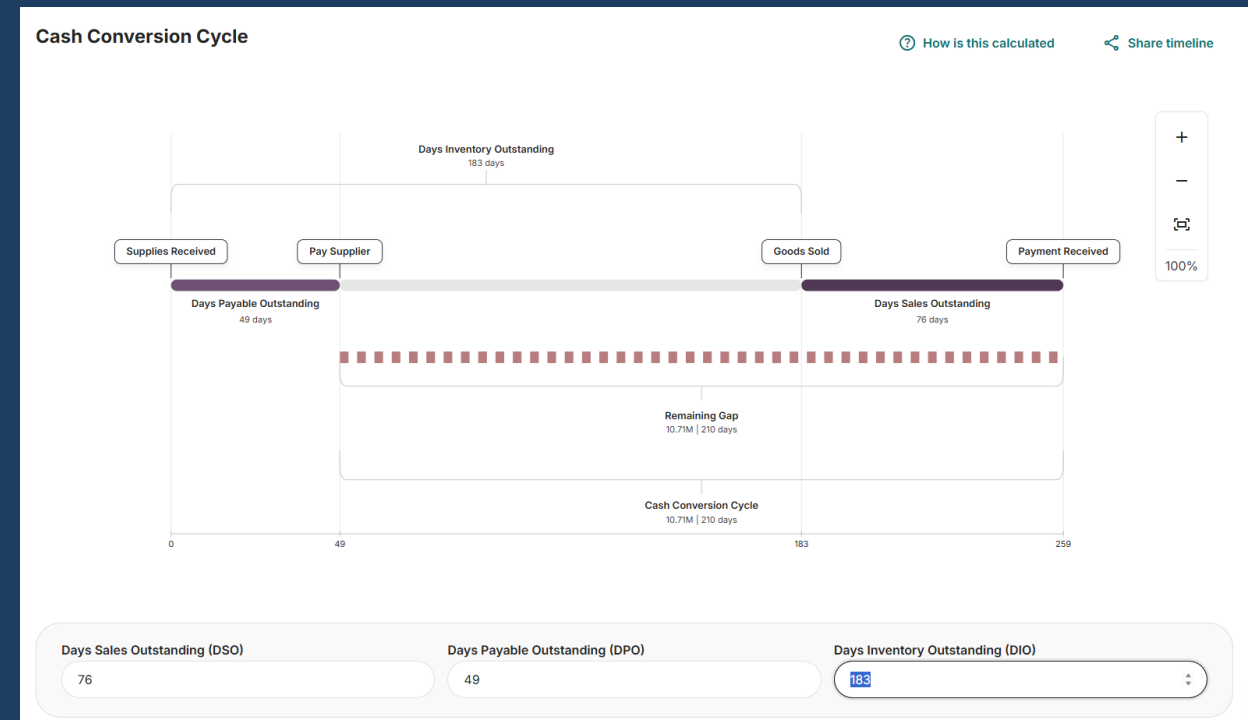
Optimize your working capital & cash conversion cycles

- Visualize your working capital in a **timeline view**
- Change DSO, DIO, and DPO to see how **changes in days impact your cash position**
- Identify funding gap
- Explore different financing options to get more working capital and liquidity

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Credit Sales 25,000,000 \$	Cost of Goods Sold 15,000,000 \$	
Average Accounts Receivable 5,200,000 \$	Average Accounts Payable 2,000,000 \$	Average Inventory 7,500,000 \$
Generate Cash Flow Timeline		Cancel



View all required documents to ship your goods successfully

- Insert your trade details
- See all documents in sample format
- Compare them with what you have, so you won't miss any important files

[Get started for free](#)



Select Goods

HS 0905 - Vanilla

Shipping From

Madagascar

Shipping To

Sweden

Origin of Goods

Madagascar

Transport Mode

Sea

Fetch Documents

Cancel

30 documents		
HS 0905 · Madagascar to Sweden		
All responsible parties Carrier (9) Exporter (21) Importer (9)		
Download selected (3) Clear		
Country Level Document		
☒	<div>European Union (EU) T5 Example, Form C1124, (08/00)</div> <div>This form describes the goods and their movements.</div>	Exporter View
☒	<div>Information Sheet INF 8 Customs Warehouses/Free Zones/Free Warehouses Usual Forms of Handling</div> <div>This form is to report the customs debt applicable to goods before usual forms of handling have been carr... Show more</div>	Exporter View
☒	<div>Information sheet INF1 Inward Processing</div> <div>An INF1 form is a prescribed document used for determining the amounts of customs duty, compensatory ... Show more</div>	Exporter View
☐	<div>Information Sheet INF6 Temporary Importation</div> <div>This form is to submit supplementary information to form C88 on goods temporarily imported and travellin... Show more</div>	Exporter View
☐	<div>Information sheet INF7 Inward Processing</div> <div>For supplementary information to form C88 on Inward Processing Relief (D) goods transferred to another ... Show more</div>	Exporter View
☐	<div>International Import Certificate</div> <div>An International Import Certificate (IIC) is required for imports of 'controlled' goods. It is an undertaking by ... Show more</div>	Exporter Importer View
☐	<div>Security and Safety Document (SSD)</div> <div>For goods entering or leaving the customs territory of the European Union, pre-arrival or pre-departure de... Show more</div>	Importer Carrier View
☐	<div>Single Administrative Document (SAD)</div> <div>Until the date of the full use of the electronic customs systems, the customs authorities may allow for mea... Show more</div>	Importer View

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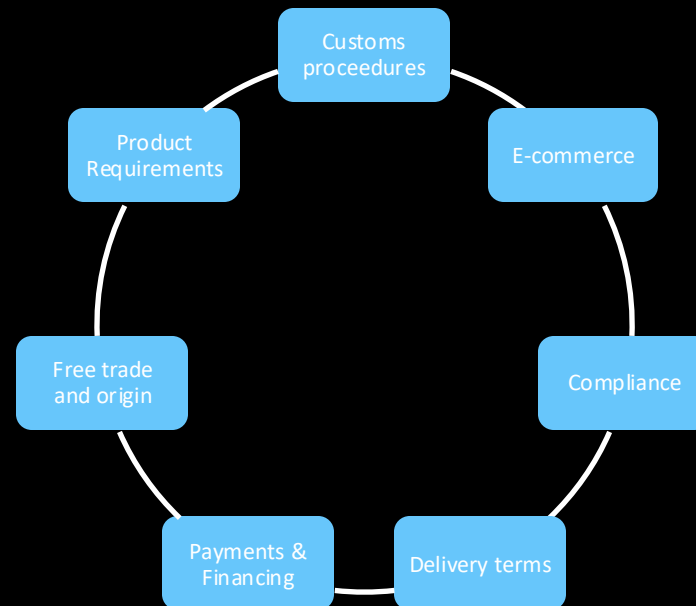
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