

Boost your business growth in
Sea Lapland



Sea Lapland

Sea Lapland is formed by the cities of Tornio and Kemi along with the communes of Keminmaa, Simo and Tervola. The communes of Haparanda and Ylitornio also cooperate with them. The total amount of inhabitants in this area is 74,000.

Diverse industry and quality of living

-  metal industry
-  construction industry
-  sawmill
-  mining industry
-  logistic services
-  lifting services
-  industry area
-  factory
-  harbour
-  hydroelectric power-plant
-  wind turbine
-  university of applied sciences
-  shopping mall
-  activity parki
-  ski resort
-  SnowCastle



What makes Finland such a great investment destination

1. Political, economic and environmental stability
2. Transparent society with an exceptionally low level of corruption
3. Logistical gateway between EU and Russia
4. High ranking in global competitiveness due to superb education, expertise and startup culture
5. Reliable infrastructure and highly developed ICT network

Sea Lapland provides businesses with excellent logistical capacities due to its location at the hub of the road, rail and sea transportation of the Euro-Arctic region. Sea Lapland has a unique professional network in metal and wood processing industry, and it also possesses a wide range of businesses specializing in large industry service and maintenance.

Top quality education provides businesses and industries with classified experts and the latest know-how. Due to extreme growth potential, significant investments have been made in the energy and tourism industries all around Sea Lapland and areas nearby.



At least 11 good reasons to invest in Sea Lapland

1. Demand potential of the Euro-Arctic metal and forest industrial cluster
2. New growing industries
3. Sea Lapland is the logistical hub of the Euro-Arctic region
4. Rapid growth of ongoing or planned investments
5. Investment potential nearby in Northern Sweden, Norway and Russia
6. Emerging tourism industry creating a demand for accommodation and services
7. Diverse vocational and higher education
8. Incredibly high quality of living for incredibly low costs
9. Wide range of professional services and vacant industrial sites
10. Pure arctic nature
11. Renewable and emission-free energy generating from wind and water power

Why should you invest in Sea Lapland?

1. The demand and know-how of the Euro-Arctic region in the palm of your hand.

The large industry in Sea Lapland consists of steel and wood industries. The biggest companies are stainless steel producer Outokumpu, as well as Stora Enso and Metsä Group specializing in wood industry products.

Finland is known for its expertise in metal and wood industry, with Sea Lapland serving as the central hub for both of them. Also, the area has a broad network of businesses operating in heavy industry maintenance services. Many of the subcontractors are also prominent exporters. In addition to several subcontractors, there are many businesses producing consumer goods in Sea Lapland.

€5,404 million

industrial revenue 2016

8,221

industry employees

7%

of Finland's total industrial export

37%

of total metal production in Finland

Metal industry

Is your company in need of subcontractors or investment products, or are you more interested in stainless steel refinery? Sea Lapland's metal industry cluster is remarkable on a global scale, making up nearly 37% of Finland's metal industry. There are over 100 businesses operating in metal industry, providing services in maintenance and subcontracting.

Engineering industry in Sea Lapland is strongly focused on industrial investment products. Stainless steel refining is an important focus point in the research and education at the Lapland University of Applied Sciences and also at the Special Steel Studio in Tornio. New investments in nearby areas provide a perfect environment for growing your business in metal and engineering industry.

Mining industry

Lapland's mining industry grew 28,3% in 2016, which is bringing constant growth and potential to contract work and subcontractors. The opening of new mines and the ever growing demand for subcontractor services in mines will continue to boost the growth in the future as well. Owing to that, several businesses working in the mining industry have found their base in Sea Lapland.



Outokumpu

- Largest integrated stainless steel production facility in Europe, including ferrochrome smelter, hot rolling mill and cold rolling mill.
- The facility's total capacity is 1.6 million tons. There are 2,150 employees in addition to 300 employees working for subcontractors and partners. The production site also has its own harbor.
- The most significant raw material is recycled steel, with recycled materials constituting over 80% of the ready-made products' content.



Havator Oy

- Havator is a business group with operations involving crane services, special transports, section assembly and harbor crane services in Tornio.
- Company revenue is €97 million and it employs 500 people.

Mines in Sea Lapland

Operating mines in Sea Lapland:

- Ferrochrome mine in Elijärvi, Kemi, is a part of Outokumpu corporation and the biggest underground mine in Finland with its annual ore production of 2.7 million tons.
- The limestone quarry in Kalkkimaa, Tornio, has been operating since 1917.

Planned mines in nearby areas:

- Suhanko mine operating in the communes of Tervola and Ranua will have an impact of 1,214 FTE within ten years, bringing in an annual revenue of €255 million in Lapland.
- The Canadian company Mawson Resources is currently doing research on gold and silver deposits in Rompas, Ylitornio.
- Iron ore mine in Kaunisvaara, Pajala will become operational in 2018.

The potential future mines in Lapland will have a remarkable impact on Lapland:

- Hannukainen mine in Kolari would have an annual impact of 713 FTE, bringing in a revenue of €172 million.
- Sokli mine in Savukoski is estimated to have an impact of 707 FTE and €115 million.
- The ore deposit in Sakatti area, Sodankylä is one of the most significant Cu-Ni-PGE deposits in Finland and all Europe in a generation. Preliminary studies are being conducted in order to estimate the environmental impact of the mining project.



Forest industry

Two significant wood processing facilities, Stora Enso and Metsä Group, are located in Sea Lapland. Most of their production is exported.



Diverse wood

- Total annual production of pulp in Sea Lapland is 830,000 tons
- The cardboard production of Metsä Board mill in Kemi is the largest in Finland, reaching 400,000 tons every year
- Stora Enso's facility in Kemi is one of the largest paper integrates in Europe.
- Total maximum capacity of all sawmills in Sea Lapland is 320,000 m³. Most of it, 200,000 m³, is produced by Stora Enso. Two sawmills in Tervola, Veljekset Vaara Oy and Tervolan saha ja höyläämö Oy export most of their production.
- There are 5 manufacturers of prefabricated houses in Sea Lapland as well as several construction companies capable of building multi-storey complexes, large public buildings etc.

CLT technique - the most potential building material in the world

CLT (Cross Laminated Timber) technique is on the rise in the wood construction industry since it can be utilized even in supporting structures.

CLT is a structural two-way spanning solid wood panel product. Due to its easy joinery, airtightness and structural stiffness, CLT is a very competitive material in multi-storey residential buildings and is also suitable for building single houses. Globally, CLT is the most potential building material since lightweight prefabricated elements are produced in a dry environment, thus improving time and cost efficiency on site.

The CLT competence center in Kemi has its own production line for pilot projects and an experimental CLT house. It also offers vocational education in timber construction. Due to location, logistics, competence center and local availability of wood, Kemi makes a superb location for CLT industry.



The grandstand of PS Kemi football team's home stadium is made of CLT.



2. Industries on the rise - the potential of growing industries in Sea Lapland

The energy sector is a rapidly growing industry in Sea Lapland with investments of over 1 billion euros altogether. Most significant projects are the biodiesel refinery in Kemi, the LNG terminal in Tornio, and multiple wind power investments in Simo, Tervola, Kemi, Tornio and Ylitornio.

Energy sector

The Kaidi project will create a whole new market and a new harvesting model for energy wood. In order to ensure competitiveness, cost efficient logistics from harvested areas to the facility is crucial. Kaidi facility will be able to use both harvested wood and sawmill by-products, such as sawdust and bark.

This significant project will also lead to further developments of logistics and infrastructure in the nearby areas, such as the harbor area in Kemi and the road networks in wood harvesting areas. Several terminals for raw material, and depots for storing and drying wood are also required.

Efficient wood transportation calls

for bigger vehicles and devices.

Furthermore, the harvesting process sets new standards for both forestry equipment and workers as new technologies for more efficient harvesting are required.

Such a large investment will boost the demand for construction, maintenance, design and consulting businesses in Sea Lapland and will also attract businesses in supporting branches, such as accommodation, retail and catering. An international project of this magnitude will help local businesses in building global networks and co-operating with China in export, tourism and cultural exchange.



New investments in wind power

- Investments in wind power are stable in Sea Lapland as aging power stations are replaced with more efficient ones and new stations are being built. The tallest new stations will reach the height of 240 meters.
- Total investment of nearly €300 million
- The total investment of Simo wind farm alone will be €170 million. In addition, several other wind farms are being planned or built in Kemi, Tervola, Tornio and Ylitornio.

Biodiesel

€900 million

Total investment of €900 million.

950

The refinery will employ 150 people directly while bringing 700-800 jobs to local subcontractors and energy wood providers.

4,000

Building process would have an impact on employment of nearly 4,000 FTE.

2.8 million m³

The refinery's annual demand for raw material would be nearly 2.8 million m³, which would take approx. 135 truckloads of energy wood every single day.



LNG terminal in Tornio

The liquified natural gas terminal to be built in Röyttä harbor in Tornio will have a direct impact on the cost efficiency of local facilities and industries, especially in metal, mining, marine and logistics industries. The terminal will become operational in 2018.

In addition to large industry, LNG can be utilized in chemistry, bioeconomy, energy and food industries.

Why LNG?

- Total investment of nearly €110 million
- LNG can be utilized in several industries in the area, such as chemistry, bioeconomy, fuel and energy, food and cryogenic industries, as well as data centers, petroleum refineries and R&D facilities.
- Liquified gas will be transported to customer terminals in Northern Finland and Sweden by tankers and trains.
- New Arctio industrial sites located in the immediate proximity of the LNG terminal and Outokumpu steel production facility are now on the market.
- The best location for growth-oriented businesses is in the industrial park, right in the middle of great infrastructure, services and new opportunities. By investing in Arctio, your business will become part of the story of Sea Lapland's industrial ecosystem leaping towards the future.
- 4 reasons to choose LNG for industrial processes, logistics or energy supply:
 1. Profitability - competitive, stable pricing in the long term
 2. Environment - fewer emissions, meets environmental regulations
 3. Efficiency - process optimization, safe and clean working environment
 4. Future - LNG is suitable for equipment using renewable biogas because both LNG and biogases are primarily methane

Sea Lapland — Finland’s pioneering area in circular economy

Industrial circular economy will be a significantly growing industry in Sea Lapland in the future. Being a remarkable industrial cluster in Finland, employing 4,000 people and making up to 7% of Finland's total export, the heavy industry in Sea Lapland produces 1.7 million tons of by-products per year which could be utilized more efficiently for example in earthwork and water purification.

In circular economy, materials and value circulate in the society, and products accrue additional value through services and intelligence. The goal is to reach a waste-free system that preserves the value of materials by maintaining their productivity and by reutilizing them efficiently. Bioeconomy is also a part of circular economy, but circular economy also includes minerals outside it.

Industrial by-products in Sea Lapland

By-product	Amount tons/year
Calcite	15,000
Filter dust	5,000
Non-marketable burnt lime	200–20,000
Burnt lime	30,000
Calcite + filter dust	60,000
Black liquor	11,400
Fly ash	9,800
Bottom ash	5,500
Biosludge	12,100
Deinking sludge	19,800
Calcium carbonate	2,700
Lime waste	200
Debarking waste	9,100
Ferrochrome slag	650,000
Water purification dregs	20,000
Stainless steel slag	400,000
Dolomite brick waste	20,000
MgO-C brick waste	2,000

National center for circular economy has been established in Sea Lapland.

€700 million

Annual value of Sea Lapland's circular economy €700 million

€1.3 billion

Potential value of circular and bioeconomy €1.3 billion

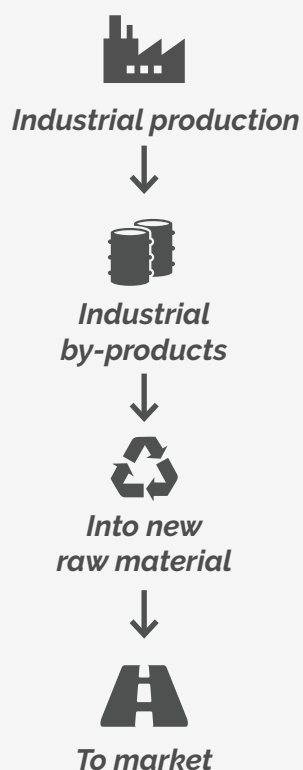
550

550 new jobs through investments

- National center for circular economy has been established in Sea Lapland to support and fulfill the recognized potential
- The center for circular and bioeconomy is run by Digipolis Oy and the Lapland University of Applied Sciences. The Finnish Innovation Fund Sitra is supporting the center's development
- The center is supported by a local development organization, Sea Lapland circular economy innovation platform
- In addition to communities and developers, 100 industrial and service businesses are taking part in the development



*Industrial by-products
can replace fresh
raw materials.
The annual amount of
industrial by-products
in Sea Lapland is
1.7 million tons.*



The objectives of circular economy:

- Increasing material usage effectiveness and waste utilizing
- Reducing the amount of process waste and increasing recycling
- Utilizing industrial waste. The objective is to utilize waste and industrial by-products as raw materials in construction or other industries.
- Waste and by-products can replace fresh raw materials to a certain extent. For example, ash can be used in road construction as a replacement for rock materials.

Co-operational network on Finnish, Nordic and European level:

- The Finnish Innovation Fund Sitra: industrial symbiosis and circular economy
- Aalto University: CleanTech
- Sitra & Motiva: FISS
- Finnish Environment Institute SYKE: CIRCWASTE
- Norden and Nordregio: Industrial Symbiosis, Green Economy and the Nordic Industrial Symbiosis Network, European Commission
- DG GROW: Model Region



3. Sea Lapland — the hub for transport between Lapland and Barents region

Sea Lapland provides businesses with excellent logistical capacities due to its location at the hub of the road, rail and sea transportation of the Barents area. Your business will be able to operate cost-effectively on both local and global markets.

- Tornio-Haparanda is one the busiest border crossing points with approx. 14 million crossings per year.
- Two export harbors: Ajos, Kemi and Röyttä, Tornio. Total annual volume of over 5 M tons.
- Kemi harbor is the shortest, most ecological and cost-efficient route for Lapland's mining industry.
- Railway connection to Europe from Haparanda, Sweden. The Finnish and Swedish rail networks are to be connected within a few years.
- 3 daily return flights between Helsinki and Kemi-Tornio airports.
- The overall improvement and new passing lanes on national road 4 between Oulu and Kemi will reduce the driving time significantly and improve safety.

Connections

 **1:15 h**

Helsinki

 **1:15 h**


Oulu

 **1:00 h**


Oulu

 **1:30 h**

Luleå, Rovaniemi

 **2:30 h**

Gällivare

 **2:40 h**

Gällivare

 **4:00 h**

Kiruna

New industries, such as circular and bioeconomy, as well as tourism are coming up alongside the traditional steel and wood industries of Sea Lapland.



4. Growth and potential for Sea Lapland and your business through new investments

Several projects to improve industry, tourism, trade and infrastructure in Sea Lapland have been planned or started already, with the biggest investments of €1.5 billion. New industries, such as circular and bioeconomy, as well as tourism are coming up alongside the traditional steel and wood industries of Sea Lapland. New investments create a great demand for contractors and subcontractors in the construction phases as well as in the subcontracting supply chain later on. Multiple projects and investments will also create a demand for retail and services.

Many new businesses are awarded a governmental startup grant by Finnish TE Services. The purpose of the grant is to encourage new businesses and promote employment by securing the income of the entrepreneur during the first months of getting the business up and running.

Investment destination	Investment (estimated)
Kaidi Biodiesel refinery, Kemi <ul style="list-style-type: none"> • 150 employees • 500–600 FTE in harvesting and logistics • 4000 FTE during construction 	€900 million
Wind power stations: Simo, Tornio, Tervola, Kemi <ul style="list-style-type: none"> • Planned investments of 90–100 power stations in addition to 85 existing stations. 	€300 million
Major renovation of highway E4 between Oulu and Kemi	€125 million
LNG terminal, Tornio <ul style="list-style-type: none"> • Manga Lng and Wärtsilä • Currently being constructed 	€110 million
Investments in tourism in Sea Lapland <ul style="list-style-type: none"> • Accommodation capacity, tourism services, etc. 	€100 million
Industrial renovations and maintenance	€50 million
Ruutinpuiisto construction <ul style="list-style-type: none"> • Construction started in 2016 	€35 million
TOTAL:	€1.82 billion



5. Reach the benefits of investments in Northern Sweden and Northern Norway just a few hours away

Total investments in the Barents region between 2015–2025 are estimated to reach 195 billion euros (Arctic Business Forum yearbook). In Northern Sweden and Norway, mining, oil and gas industries as well as road networks compose the main areas of investment. For example, Tromsø area is a part of Norway's special contribution program. In Sweden, the town centers of Kiruna and Gällivare are to be moved due to expanding mining activity. For Finnish subcontractors operating in construction, metal and mining industries the northern parts of Sweden and Norway appear especially attractive due to their great potential and high demand of services. There is already a labour shortage in the above-mentioned industries. Since the industrial centres of Northern Sweden and Norway are only a few hours away from Sea Lapland, they form a significant area for business.



Area of business	Investments 1,000 €	Area	Investments 1,000 €
Indsutry	5,193	Lapland	3,246
Mining	11,716	Ostrobothnia	11,716
Oil and gas	5,850	Kainuu	1,210
Nuclear power	8,000	North Bothnia	8,495
Energy transmission systems	950	West Bothnia	4,045
Retail	2,570	Northern Norway	12,465
Tourism	885	Murmansk region	2,645
Transport networks	9,421	Arkhangelsk region	5,925
Public investments	2,630		
Yhteensä	49,737		49,737

*Total income from tourism
in Sea Lapland was
€70 million in 2016.*



6. Increasing flow of tourists creates new demand for accommodation capacity and services

In Sea Lapland, the revenues from tourism are strongly increasing and the total revenue in 2016 was €70 million. Especially Asian tourists have shown an increasing interest in the area with the amount of Asian visitors doubling in 2016. In the coming years, investment in tourism approaches €100 million, focusing on accommodation capacity and experience-based tourism.



Icebreaker Sampo, the SnowCastle of Kemi and breathtaking seaside villas are unique destinations in Sea Lapland and Finland with visitors coming from all over the world. 2018 will mark the beginning of a new era as the SnowCastle of Kemi turns into an all-year-round travel destination. Duudsonit Activity Park located at the Experience Factory Lappari in Tornio is the largest arctic theme park in the world. Lappari is also the home of Tornio Brewery where you can learn more about the history of craft beer from past to pres-

ent. In order to meet the accommodation demand of increasing number of tourists, renovations and expansion of Hotel Merihovi, the largest hotel in the area, will begin in 2018.

The location at the border, by the ice-covered Bay of Bothnia along with salmon-rich rivers and a rich cultural heritage makes Sea Lapland a great destination for visitors interested in unique arctic experiences. The increasing number of visitors creates a demand for entertainment programs, accommodation supply and restau-

rant services, creating great opportunities for new businesses. Sea Lapland Travel Ltd works as a developmental organisation in the area, not only improving Sea Lapland's marketing and product concepting but also building up a network of companies working in travel business. Sea Lapland is one of the first locations in Finland utilizing beacon technology in marketing.

Read more about local travel industry at visitsealapland.com.

7. Diverse vocational education in Sea Lapland ensures top-quality workforce and product development services for your business

A high demand for workforce in large-scale industry, logistics, tourism and other branches creates a demand for high-quality education. The Vocational College Lappia provides vocational education for the young and adults in several communes, providing education in 40 study programs. The Lapland University of Applied Sciences produces nearly 500 bachelor's or master's graduates every year.

Developing and adding new fields of education are linked with the industrial investments in the area, providing businesses with professional workforce and ensuring graduate employment in nearby areas. In addition to education, the Lapland University of Applied Sciences also offers R&D and testing services to businesses.



Lapland University of Applied Sciences, business services

- Research and development, funding
- Product development, measuring and testing services
- Services for well-being at work
- Developing businesses and organisations
- Commercialization and service design
- Personnel training and education
- Scientific research publications free of charge
- Theses and research for business purposes, trainees
- Equipment and facility rental services

LAPPIA Vocational College

- Staff training
- Funding solutions
- Licenses and qualifications
- Apprenticeships
- Adult education



Besides education, the Lapland University of Applied sciences offers R&D and testing services to businesses.

8. High quality of living with low expenses

Accessibility, low costs of living and a wide range of services attract professional workforce to the area. In Sea Lapland where industry and nature live in perfect harmony, costs of living are only a fraction of what they are in other European cities. Traffic jams? Never heard of them!

Sea Lapland welcomes you!

9. Professional services and vacant sites for your business

Sea Lapland has a wide range of vacant sites in the following areas:

Kemi: Vacant sites for industry and retail businesses for example in Kemintulli, Karjalahti and Ajos. The customizable sites are ideal from the logistical point of view as well.

Simo: Karsikkoniemi is the priority project of Simo's industrial policy, which was rapidly developed until the nuclear power plant project foundered in 2011. The area covers 100 hectares, and even a 14-meter deepwater harbor could be built.

Tornio: Industrial sites especially in Kromilaakso (Chrome Valley) and Torppi-Kiviranta area, as well as logistically ideal sites near Kromilaakso.

Keminmaa: Industrial sites in Rajakangas and Hansaranta, right next to the highway and shopping centre.

Ylitornio: Aavasaksa industrial site, covering 100 hectares of which 10 hectares stand ready for construction.

Tervola: Teräspuisto (Steel Park) and Puupuisto (Wood Park).

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PUBLIC FINANCING INSTITUTIONS AND PROFESSIONAL SERVICES

ELY-keskus

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Yritysten kehittämispalvelut

Services for business development
www.yritystenkehittamispalvelut.fi

Team Finland

Team Finland is a network of public sector actors providing internationalization services. The aim of the network is to provide businesses with a smooth service chain, ranging from advice services to financing.
www.team.finland.fi

Tekes

Expert organisation for financing research, development and innovation in Finland.
www.tekes.fi

Finpro

Finpro helps Finnish SMEs go international, encourages foreign direct investment in Finland and promotes tourism.
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