

SCANDIC SOURCING

YOUR CONSULTING PARTNER IN CHINA

COMPANY PROFILE

2026



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SUSTAINABLE RELIABILITY



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WE ARE SCANDIC SOURCING


Scandic Sourcing delivers expert, tailor-made solutions in supplier sourcing, market entry, and supply chain sustainability. With a deep understanding of your unique needs, from supplier development and audits to market investigations and ESG assessments, we enhance efficiency, reduce risks, and drive sustainable growth, ensuring your success and long-term development in China and Asia's dynamic market.

We are your trusted partner who accurately grasps your requirements and leads you to success.

-Scandic Sourcing Team

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YOUR STRATEGIC PARTNER IN ASIA

SINCE 2006



OUR MISSION

is to provide businesses with the strategic tools, expertise, and tailored solutions needed for success with deep expertise in the Chinese market.

OUR GOAL

is to optimize supply chains, ensure ethical compliance, and drive operational excellence, fostering smooth local market integration and long-term growth.

OUR SUCCESS

is reflected in our clients' satisfaction—this is our pride.



WHY CHOOSE SCANDIC SOURCING?

Our strength lies in our highly experienced team of international and local executives and technical specialists, who bring deep-rooted expertise in industrial operations, production, and management in China. By combining global standards with a profound understanding of the local landscape, we deliver strategic insights and practical solutions that drive efficiency and minimize risks for our clients. We specialize in helping international companies lower their operational costs and risks when producing, sourcing, and selling in China.

COMPREHENSIVE SERVICES

From small and medium enterprises (SMEs) to multinational corporations, we tailor our services to meet your specific needs. Here's how we help businesses achieve their goals:

Sourcing Excellence

- **Supplier Search & Development:** Identify and build strong partnerships with reliable suppliers that can fit into an international supply chain.
- **Procurement Services:** Ensure cost-effective and timely sourcing of machinery, tools, and materials.
- **Audit & Quality Control:** Maintain high standards with thorough supplier audits and quality assurance processes.

Market Entry Success

- **Market Investigations:** Gain actionable insights into market opportunities and trends.
- **Feasibility Studies & Investment Planning:** Make informed investment decisions with expert analyses and recommendations.
- **Company & Factory Setup:** Navigate regulatory, administrative, and operational complexities with ease.
- **Administration Support:** Streamline the establishment of your presence in China with world class systems from day one.

Supply Chain Sustainability Leadership

- **Supplier Code of Conduct Programs:** Program Development & Management based on stakeholder engagement and materiality analysis with alignment with international ESG standards.
- **Supplier Auditing:** Drive improvement towards international standards and best practices.

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END-TO-END SOLUTIONS FOR LONG-TERM GROWTH

At Scandic Sourcing, we go beyond consultation. We act as your long-term partner, offering:

- Outsourced Solutions: Logistics, HR management, financial accounting, and interim management.
- Hands-On Support: From factory setup to operational management, we're with you every step of the way.
- Strategic Advisory: Supervisory or board roles to guide your business to sustained success.

Why Scandic Sourcing?

- With a commitment to effective methodologies and a track record of delivering measurable results, Scandic Sourcing is your trusted partner in unlocking the potential of the Chinese and Asian markets. Whether it's optimizing operations, reducing costs, or mitigating risks, we deliver solutions that empower businesses to thrive.
- Our iQubator (Business Incubator & Accelerator) - **business support office** service in the heart of Shanghai offers you a unique opportunity to establish a foothold before creating a legal entity. Work alongside our experienced team and leverage shared resources to seamlessly transition into the market with confidence.

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YOUR CONSULTING PARTNER IN CHINA

Navigating Sourcing Challenges in China: The Scandic Sourcing Advantage

China's manufacturing landscape offers immense potential, but it also presents unique sourcing challenges due to variations in technical capabilities and industrial maturity. At Scandic Sourcing, we specialize in providing tailored solutions for industrial and mechanical sectors, focusing on machinery, machine parts, and metal components. With a team of international and Chinese engineering professionals boasting over 150 years of combined experience in global industries, we bring unmatched expertise to your sourcing needs.

Streamlined Supplier Identification for Optimal Results

Investing in a robust supplier selection process is essential to reduce long-term costs and risks. Our Supplier Search Services are designed to help you identify the most suitable partners while ensuring your specific requirements are fully understood and implemented.

Navigating a Complex Regulatory Environment

As a developing nation with intricate regulations, China requires careful navigation, particularly with the rising emphasis on ESG (Environmental, Social, and Governance) and sustainability. Ensuring your suppliers meet these evolving standards is critical to protecting your brand and minimizing reputational risks.

Our **Supplier Code of Conduct Programs** ensure alignment with your values and compliance with international standards for environmental protection, health, safety, and labor practices. We work seamlessly with global sourcing organizations, both in China and at their headquarters, to deliver end-to-end support.

Sustainability Expertise Aligned with Global Standards

With nearly 20 years of experience in supplier sustainability auditing, we've developed industry-leading programs aligned with the EU Corporate Sustainability Reporting Directive (CSRD) and other European regulations. Recognizing the need for customized solutions, we've incorporated principles such as stakeholder engagement, materiality analysis, and data-driven measurement into our sustainability programs since 2008.

LEADING THE WAY IN SUPPLY CHAIN COMPLIANCE AND SUSTAINABILITY

Innovative Services: Tailor-Made Solutions for Customers

In 2008, DeLaval requested audits of its Chinese suppliers. As a global leader in supply chain management, Scandic Sourcing AB developed a customized supplier code of conduct audit program to ensure compliance with European standards. This solution, based on deep customer insights and years of industry experience, has been highly recognized and continues to be used today as a basis for sustainability reporting by many of our clients.

This success not only showcases our understanding of customer needs but also highlights our expertise in supply chain compliance management. We seamlessly integrate customer needs with global best practices, offering continuous and effective compliance solutions that ensure our clients remain leaders in global supply chain practices.



TO WHOM IT MAY CONCERN

Re: Supplier Code of Conduct Program

DeLaval Sourcing Team in China has been working with Scandic Sourcing since 2007 to develop a Supplier Code of Conduct program and we now use this program for auditing all key suppliers in China exporting to our distribution centers and production units around the world.

We find that the program developed by Scandic Sourcing combines an understanding of our company values with knowledge about the practical situation in China that we lacked in our internal systems and other standard audit programs we could find on the market.

Some of the purposes for having this program are to have a qualified independent opinion on the observations our own staff make, to increase the resources we spent on supplier development and to get a clear picture of the situation in our supplier pool.

The program has been very beneficial for most of our suppliers to raise their standard. They have appreciated the extra attention and we feel they understand better what we expect and are working harder to meet our requirements. It has also helped us to identify suppliers that do not have an interest in or an ability to conform and this has made decisions to terminate suppliers easier to take.

Sincerely

Kerstin Petterson
Director of Purchasing & Logistics Asia

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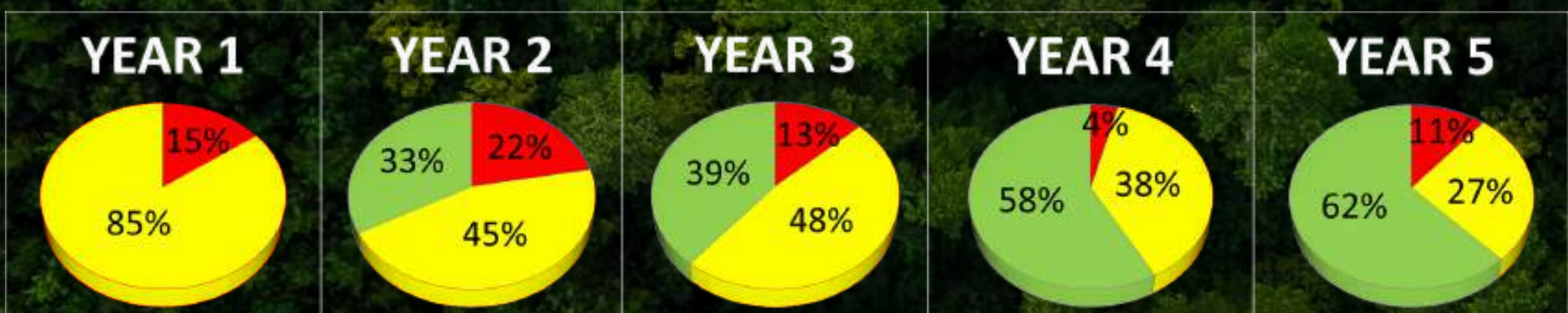
Kerstin Petterson,
Director of Purchasing &
Logistics Asia DeLaval



<https://www.delaval.com/en-us/>

**SUPPLY CHAIN
SUSTAINABILITY
IMPROVEMENT
IS A LONG-TERM
PROCESS**

**A PROCESS FOR
CONTINUOUS IMPROVEMENT**



TRAFFIC LIGHT SYSTEM

"TO DATE, NO CLIENT HAS HAD A SIGNIFICANT SHARE OF GREEN SUPPLIERS, I.E. MEETING THE DEFINED MINIMUM REQUIREMENTS, FOLLOWING THE FIRST YEAR OF FIELD AUDITS."



Sustainability Development Global



GRI-certified, supporting CSRD compliance

As a GRI-certified organization since 2023, we've produced sustainability reports following GRI directives and are transitioning to CSRD standards. Additionally, we support SMEs in preparing their CSRD/VSME reports for 2024 and beyond, ensuring compliance and competitive advantage in the evolving regulatory landscape.



At Scandic Sourcing, we understand the growing importance of sustainability in today's global marketplace. By staying ahead of evolving regulations, we empower our clients to meet reporting standards and enhance their sustainability credentials. Our expertise not only ensures compliance but also drives long-term value by integrating sustainability into business strategies.

As we support businesses through the complexities of global sourcing and supply chain management, we remain committed to fostering transparency, responsibility, and continuous improvement across all sectors. Through our comprehensive services, Scandic Sourcing helps clients build resilient and sustainable supply chains, positioning them for future success.

www.scandicsourcing.com

2023 - ESG Breakthrough

As global attention on environmental, social, and governance (ESG) issues intensifies, Scandic Sourcing AB helps clients navigate the evolving regulatory landscape. In 2023, we successfully assisted clients in meeting key regulations:

- ✓ *CSRD (EU Sustainability Reporting Directive): Spearheading the optimization of sustainability reporting frameworks to ensure compliance with the latest EU disclosure requirements. Successfully developed and published the inaugural sustainability reports for Scandic Sourcing in 2023 and for the Swedish company SVERO in 2024.*
- ✓ *CSDDD (EU Supply Chain Due Diligence Directive): Promoting social responsibility and environmental compliance in supply chain audits to ensure business sustainability.*
- ✓ *Supply Chain Audits and Compliance Management: Leveraging years of experience to offer customized audit solutions that ensure compliance with the latest regulations and market demands.*



Per Linden with Anders Hallåker, VD, Svero Lifting AB

Global Leadership, Always at the Forefront

Scandic Sourcing AB drives innovation and stays ahead of global trends in supply chain compliance and sustainability. With in-depth knowledge of global standards, we provide compliance solutions that not only meet current regulations but also position clients to maintain a competitive advantage in a constantly changing market.

We are proud to offer cutting-edge solutions in supply chain management and will continue to lead the industry toward a greener, more transparent, and sustainable development.



Founder & CEO, Scandic Sourcing Group

PER A. LINDEN

✉ per.linden@scandicsourcing.com

Driving Global Sourcing Excellence with Expertise, Integrity, and Innovation.

With over 30 years of international business experience, Per A. Linden is an accomplished entrepreneur and executive. Since founding Scandic Sourcing in 2006, Per has led the company in providing sourcing, market entry, and supplier qualification services across Asia. His deep understanding of Asian markets and supply chains has enabled Scandic Sourcing to build a trusted network of suppliers, driving success for international companies seeking to optimize their sourcing strategies and ensure quality control in China.

Before founding Scandic Sourcing, Per held senior roles at Sandvik from 1985-2006, including Regional Manager Asia Pacific, where he gained extensive experience in capital equipment and industrial components. His leadership, combined with cross-cultural management skills, continues to be a key factor in Scandic Sourcing's growth and industry leadership. Per holds an MBA from Rutgers University, USA and an MSc in Mechanical Engineering from KTH, Stockholm.



Contact me on LinkedIn



www.scandicsourcing.com



Client Success



Project Overview



Case 1

Tobii AB - A Global Leader in Eye Tracking Technology

Tobii AB is a pioneering technology company specializing in eye tracking and attention computing. As a global leader in the field, Tobii develops cutting-edge solutions for applications ranging from PC gaming and healthcare to research and extended reality (XR).

With a complex global supply chain, Tobii sources electronic components from a wide network of suppliers, particularly in China and Taiwan.

Ethical Sourcing:

Since 2017, Tobii has collaborated with Scandic Sourcing to develop and implement a Supplier Code of Conduct Program, ensuring responsible, ethical, and sustainable sourcing practices to maintain high ethical standards.



Supplier audit program driving continual improvements

Within our annual audit program, we assess suppliers based on geographical location, industrial analysis, and their proportion of our purchases. Our teams conduct on-site assessments before partnering, auditing both in-house and sub-supplier supply chains. Working closely with suppliers, we aim for continuous improvement to indirectly address risks down the supply chain.

In 2023, despite challenges with Covid in China, 100 percent of planned audits were completed. Since the program's launch in 2017, we've observed a positive trend, with increased compliance in suppliers' supply chains, salaries, and freedom of association. Suppliers also reported improvements in waste handling, restricted materials management, and plans to reduce energy, waste, and water consumption.

100% CODE OF CONDUCT COMPLIANCE

In 2023, Code of Conduct (CoC) compliance improved from 95% to 100% for all suppliers with an annual spend above 50k SEK.

100% COMPLETED SUPPLIER AUDITS

Despite challenges in 2023, Tobii achieved a 100% completion rate for planned supplier audits, demonstrating resilience and commitment to continual improvement.

(Source: Tobii AB Annual Report 2023)



tobii
www.tobii.com

Case 2

Svero Lifting AB - An industry-recognized expert in high-quality lifting solutions.

Svero Lifting AB is a Swedish SME specializing in the production of high-quality lifting equipment. Serving industries such as automotive, mining, and utilities, Svero Lifting delivers robust solutions designed for heavy-duty applications. The company procures certain components from China, maintaining a global supply chain to cater to the varied needs of its customers.

Since 2017, Svero Lifting has implemented the Scandic Supplier Code of Conduct Program, demonstrating its commitment to ethical practices and responsible sourcing. The company's clients highly value its regular reporting and transparency, which align with supply chain due diligence requirements, fostering trust and long-term partnerships.

In 2024, Svero and Scandic successfully published Svero's first sustainability report, based on VSME - ESRS.

Scandic Supplier Code of Conduct Program:

In place since 2017, reinforcing ethical practices and responsible sourcing.

Responsible Sourcing:

Strengthens Svero Lifting's commitment to ethical sourcing by ensuring suppliers develop towards global standards.

Transparency & Reporting:

Helps Svero Lifting maintain transparency and meet clients' reporting requirements.

Client Trust:

Svero's clients appreciate its commitment to regular reporting and transparency, which align with their supply chain due diligence requirements, fostering long-term partnerships.



SVERO

www.svero.com

Case 3

Swift Home Lifts Sweden AB - Designed in Sweden - Made for the World

Swift Home Lift is a Swedish home tech company specializing in elevators for private homes. Founded by pioneers in the home lift industry, Swift Home Lift collaborates with leading global distributors to create high-quality, innovative solutions. Designed in Sweden and made for the world, the company combines Swedish engineering with international market expertise.

China Expansion & Factory Setup:

Navigating the challenges of COVID-19, Swift Home Lift needed to establish its first factory to serve the Chinese and Middle Eastern markets. Travel restrictions made the process particularly complex.

Scandic Sourcing Solution:

Scandic Sourcing demonstrated outstanding professionalism and efficiency, leveraging its strong network in China to ensure the project's smooth progress even during the COVID-19 period. Scandic Sourcing prepared all necessary documentation in advance, ensuring that the project could move forward quickly and be successfully signed when Swift Home Lift's representative was ready to register the new entity during his short stay in China. At the same time, Scandic Sourcing provided a detailed feasibility study outlining the process of setting up and operating in China, along with a precise site selection study based on Swift's criteria. Through careful preparation and extensive experience, Scandic Sourcing ensured the project was completed on time and efficiently.

Result:

Within three weeks after Swift Home Lift's representative completed the COVID-19 quarantine in China, Scandic Sourcing professionally and efficiently, not only assisted in the final selection of the factory site. They also conducted final negotiations with the landlord and local authorities, while quickly and accurately completing the company registration and bank account setup to wrap up the project.

Case 4

Steelwrist AB -- Precision, Power, Performance.

Steelwrist AB is a Swedish manufacturer specializing in tiltrotators, quick couplers, and work tools for excavators. Known for its robust and innovative designs, the company focuses on improving efficiency and versatility in excavation work. With a strong global presence, Steelwrist is recognized for its commitment to quality, safety, and user-friendly solutions, making it a trusted partner for construction and earthmoving professionals.

Scandic Sourcing Solution:

Steelwrist partnered with Scandic Sourcing to facilitate its entry into the Chinese market through a structured, low-risk approach. Initially, Steelwrist tested market demand by placing a sales manager in Scandic Sourcing's Business Support Office (BSO), leveraging office space, employment services, and operational support. As sales grew, Scandic Sourcing managed trading services, including import, customs clearance, delivery, and payment collection. After two years, Steelwrist expanded with a local facility for demonstrations, aftermarket service, and initial production, with Scandic Sourcing providing site selection, cost evaluation, legal entity setup, and interim HR services.

Successful Market Establishment in China:

Steelwrist's collaboration with Scandic Sourcing enabled a structured and efficient entry into the Chinese market. By leveraging Scandic Sourcing's Business Support Office and operational expertise, Steelwrist successfully completed the test sales phase, gaining critical market insights before making long-term investment decisions. As the business expanded, Scandic Sourcing played a key role in the factory setup, providing support in site selection, cost evaluations, and the establishment of the legal entity, helping Steelwrist successfully establish a local facility. Additionally, Scandic Sourcing provided office infrastructure, trading services, and interim HR support. This phased, low-risk market entry strategy allowed Steelwrist to minimize upfront risks, optimize resource allocation, and lay a solid foundation for sustainable growth in China.

 **STEELWRIST**
EARTHMOVING EFFICIENCY
www.steelwrist.com

Sandvik AB - Optimizing Supplier Selection for Precision Manufacturing

Sandvik is a Swedish engineering company specializing in advanced manufacturing solutions, materials technology, and industrial tools. With a strong global presence, the company focuses on innovation, efficiency, and precision in industries such as mining, machining, and materials processing. As part of a strategic restructuring, Sandvik decided to close an in-house production facility and transition to subcontracted manufacturing. This required identifying suppliers capable of meeting strict material properties, precision tolerances, and process reliability in cold rolling manufacturing—while ensuring compliance with Sandvik’s rigorous quality standards.

Scandic Sourcing Approach

Scandic Sourcing conducted an in-depth market analysis of the Chinese cold rolling industry, using a structured supplier selection process:

- 1. Industry-Wide Screening** – Over 100 potential suppliers were assessed based on technical capabilities, reputation, and production capacity.
- 2. Systematic Filtering** – The least qualified suppliers were eliminated, narrowing the pool to 20 for site audits and further evaluation.
- 3. On-Site Audits** – Facility visits assessed production technology, quality control systems, and adherence to Sandvik’s precision requirements.
- 4. Equipment-Based Identification** – Recognizing early in the project that few suppliers could meet the required tolerances, Scandic Sourcing identified key manufacturers by cooperating with leading cold rolling machine builders' input, leading to better-qualified candidates.

Through this rigorous selection process, Scandic Sourcing identified three best-fit suppliers capable of meeting Sandvik’s technical and quality standards. These suppliers proceeded to test order evaluations, ensuring a seamless transition to outsourced production without compromising precision or material integrity.



www.alleima.com

Case 6

MTR Tunnelbanan's Challenge with Stockholm Metro Windows

MTR Tunnelbanan AB, a subsidiary of Hong Kong's Mass Transit Railway (MTR) Corporation, has been responsible for operating the Stockholm Metro since November 2009. Under its contract with Storstockholms Lokaltrafik (SL), which owns the metro system, MTR Tunnelbanan oversees day-to-day operations, while MTR Tech AB handles the maintenance of the rolling stock. One of the key challenges faced by MTR Tunnelbanan has been ensuring the maintenance and performance of the metro's windows, which are crucial for both passenger safety and operational efficiency in Stockholm's dynamic climate.

Scandic Sourcing's Successful Management of Stockholm Metro Window Upgrade

A significant challenge arose with the Bombardier SL C20 trains, which form the backbone of the Stockholm Metro system. The front windows of these trains faced two main issues: weak frame construction, which risked collapse in the event of an impact, and heating wires embedded in the windows, causing distracting reflections when exiting tunnels. Additionally, the windows required heating to prevent condensation.

Challenge: TD Rail in Västerås, Sweden, was tasked with redesigning the window system.

Scandic Sourcing was appointed to manage the sourcing and manufacturing process for the upgraded windows, a critical task to ensure the solution met stringent industry standards.

Solution: Scandic Sourcing demonstrated expertise in sourcing by conducting a detailed vendor search to find suppliers qualified for the rail industry.

The solution involved collaborating with four key suppliers:

Frame Supplier: A supplier was selected to manufacture special profile aluminum extrusion frames with powder coating.

Glass Supplier: Another supplier produced curved double-laminated windows, with strict adherence to English/Chinese Standard Operating Procedures (SOPs), carefully monitored throughout the production process.

Heating Film Supplier: As an alternative to heating wires a supplier for the heating film was chosen, and the film underwent extensive testing to meet required performance criteria.

Assembly Supplier: Scandic Sourcing also managed the selection of a supplier for window assembly, which included constructing a special assembly jig. The assembly and testing processes adhered to international train standards, including optical and projectile testing, ensuring both safety and performance.

Result: Over two years, approximately 550 window assemblies were produced and delivered according to a set schedule. These windows were installed gradually across the Stockholm Metro's C20 train fleet. The new windows met all required criteria, ensuring long-term passenger safety and comfort.

Additional Services: Beyond sourcing and quality control, Scandic Sourcing also handled logistics and export documentation, overseeing the transportation of over 500 windshields from Shanghai to Stockholm. The comprehensive services provided by Scandic Sourcing, including supplier search, procurement, quality system audits, standard operating procedure coordination and supplier development, quality control and testing contributed to the successful execution of the project.

Alfa Laval - Innovating Sustainable Solutions for a Cleaner, Smarter Future

Alfa Laval is a Swedish global company specializing in the development and manufacturing of products and solutions for heat transfer, separation, and fluid handling. Its technologies are widely used in industries such as energy, food, water treatment, chemicals, and oil & gas. Alfa Laval's innovative solutions help customers improve efficiency, reduce environmental impact, and ensure sustainability in their operations. The company is known for its expertise in process engineering and its commitment to providing high-performance industrial equipment.

Scandic Sourcing delivered an exemplary solution for Alfa Laval's complex sourcing challenge. Faced with a specialized material requirement for duplex stainless steel, which wasn't part of Alfa Laval's standard range, Scandic Sourcing successfully navigated constraints such as material unavailability, dimensional precision, and limited market options.

Structured Supplier Search: The team conducted a thorough technical analysis of Alfa Laval's specifications, ensuring complete alignment with their needs.

Precise Sourcing Profile Development: Scandic Sourcing developed a targeted sourcing profile that identified manufacturers with the capability to machine duplex stainless steel to exact dimensions.

Effective Market Survey: Leveraging industry databases, supplier networks, and direct outreach, Scandic Sourcing expanded the supplier pool and identified five qualified suppliers who could deliver the required components to specification.

As a result, Alfa Laval was able to secure the specialized material it needed, ensuring compliance with stringent corrosion resistance requirements, and maintaining the high standards their customers expect. This effort exemplifies Scandic Sourcing's ability to overcome sourcing challenges and deliver tailored solutions in a complex, niche market.



Advancing Your ESG Goals Together



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