



abi.se



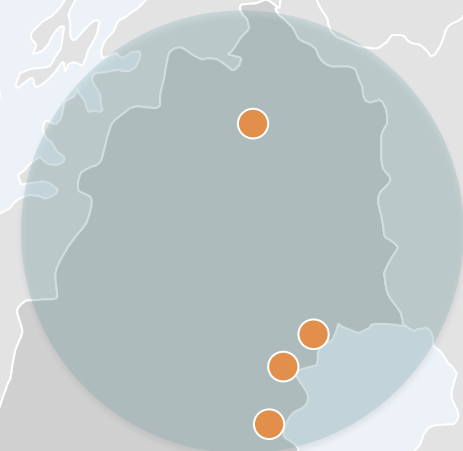
Arctic
Business
Incubator

#ArcticIncubator

Create high-growth export Companies from Skellefteå to Kiruna

Increase attractiveness of region

- 300,000 inhabitants
- Luleå University of Technology
- 25% of Sweden's geography
- Borders with Norway and Finland
- 20+ municipalities
- 2 counties



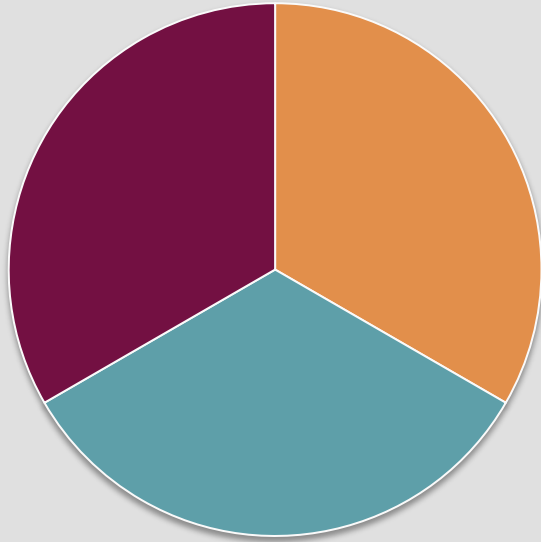
ARCTIC VENTURES



Top-12 excellence incubator in Sweden



Sweden



NATIONAL

– creates export AB for Sweden

REGIONAL

– creates export AB based in our region

LOCAL

– operates locally from four municipalities



REGION
NORRBOTTEN



Piteå kommun



MUNICIPALITY
OF LULEÅ



KIRUNA KOMMUN



LULEÅ
UNIVERSITY
OF TECHNOLOGY



Längmanska
FÖRETAGARFONDEN



Sparbanken Nord
Regionens egen bank



Skellefteå
kommun



NORRLANDS
FONDEN

240+

prospects
per year

40+

in accelerator
per year



25+

companies
in incubator
at any time



10

admitted to
incubator
per year



8

graduates
each year

45+ MSEK

In funding secured
for companies per
year

Why ABI?

Partner over 3 years
– from idea to operating
export company

Maximise
possibilities,
minimise risks



Access to world-class
methods, network, team,
competence and funding

PROSPECTS

Business brief



ALWAYS

Evaluation
NABC

ACCELERATOR

Pitching your idea
Customer development
Business model development
Lean startup
Design and marketing
Teambuilding



6-12
months

Expert
evaluation

2-3 TIMES/YEAR

INCUBATOR

Team
Business Funding
Education



3
years

Business

ALUMNI

Network
Events
Education
"Give back"



4
-ever

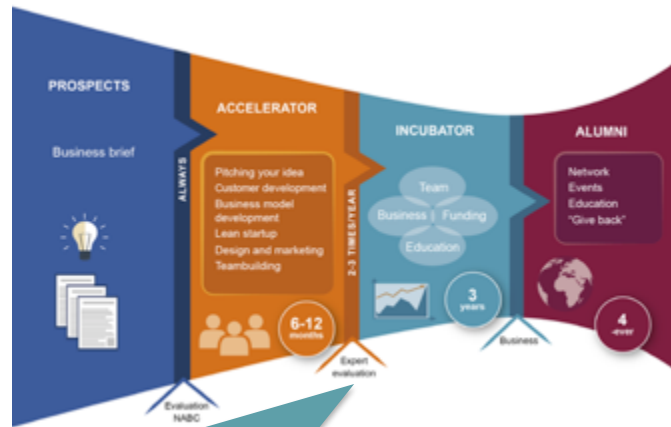


Open for projects and companies where:

- NABC++ completed
- Innovative business idea
- Ability to work 1+ day per week on own idea
- Openness and willingness to learn, change and improve

CRITERIA'S FOR INCUBATOR

- ✓ Scalable business model
- ✓ Clear international and export potential
- ✓ Uniqueness in offering
- ✓ Innovative technology or other
- ✓ Team that can execute plan
- ✓ Ability to attract funding as needed
- ✓ Owns IPR and clear FTO



Open for anyone to apply (once accepted must be/start company)

Applications judged on the following parameters and best are accepted:

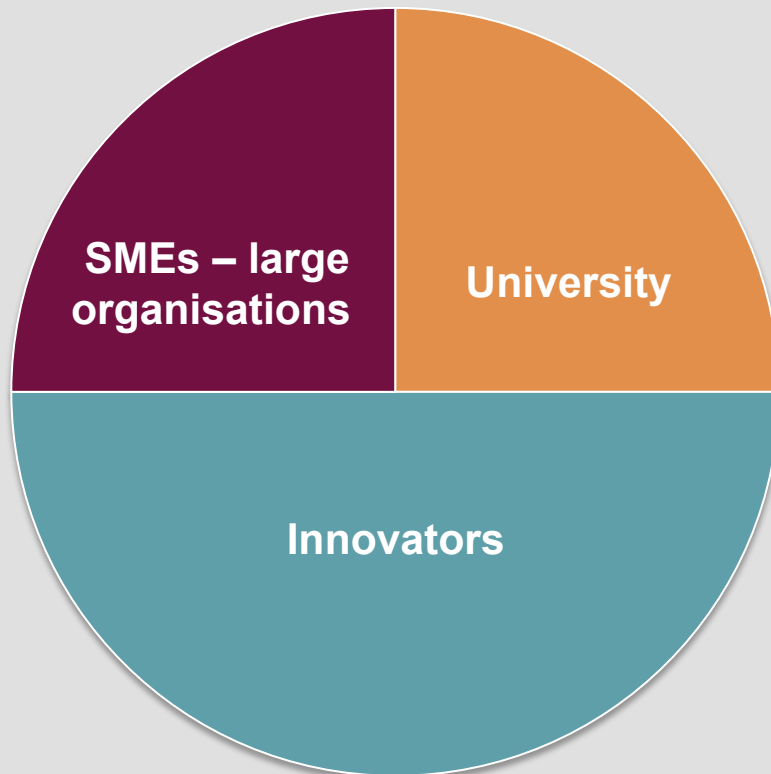
- Is this an innovative and new offering
- Can necessary barriers-to-entry be created
- Business model w. export potential and good market size
- Can this business and team attract funding needed
- Is the team complete for next phase
- Is IPR situation clear and validated



Goal to become Alumni within 3 years:

- Paying customers and export revenues
- Fully funded business plan
- Operations and management team in place
- Board in place with external representation
- Founders participated in education
- Valuation >10 MSEK from external party

OUR SOURCES



OUR CHANNELS

- ALMI
- LTU Business
- County Administrative Board in Norrbotten & Västerbotten
- Banks
- Accounting firms
- Other 'friendly' organisations
- Alumni
- Entrepreneurs
- Innovators

BUSINESS

Understand your customer
and start selling

FINANCING

Access to funding
networks

TEAM

Advisors, serial entrepreneurs,
legal, PR, IPR and much more

EDUCATION

From innovator to
entrepreneur

BUSINESS



Customer Development

Business Development

Understand metrics of your business

Operative support (we are with you when closing deals)

Legal

FINANCING

Help you understand what funding to go for when

Access to various investment networks (angel, VC)

Subsidies and access to bank and other orgs (for loans)



TEAM

Help you arrange ownership between founders

Access to talent when you need to grow your team

Access to partners for your extended team

- Legal
- IPR/Patents
- Economy
- Outsourcing
- PR/Marketing
- Sales



EDUCATION



Grow from innovator to entrepreneur

Boot-camp format :

1. Structure & Incentives
2. Sales, negotiations and Legal
3. Go-to-Market / Export

Participation required

CEO summits (networking event)

ABI OFFICE

SKELLEFTEÅ



The Great Northern
Shared co-working space
Own offices

ABI OFFICE
LULEÅ



Luleå Science Park
Shared co-working space
Own offices

ABI OFFICE

KIRUNA



Rymd-campus



Piteå Science Park
Shared co-working space
Own offices





Angel-investment company

Started 2018 - first
investment Q2 2018

Only for ABI companies

See arctic-ventures.se



2016



2017



BehavioSec On Top 10 Most Innovative Companies Of 2015 In Money

AWARDS, NEWS

Fast Company has named BehavioSec a top 10 Most Innovative Company of 2015 in Money.

For creating behavior-based security so powerful the Department of Defense's research...

— Fast Company

BehavioSec Raises \$17.5M Series B Investment Led by Trident Capital Cybersecurity to Accelerate Global Expansion

Cisco Investments and ABN AMRO Digital Impact Fund join the round alongside existing investors Octopus Ventures and Conor Venture Partners

SAN JOSE, CALIFORNIA, 29 JAN, 2018



BehavioSec

... the series-B financing
... in the UK and US, while
... of Northzone and Chris Barchak of Conor
... investment is Northzone's second in December...





Metasphere har utvecklat en metod för att tillverka metallpulver som gör hårdmetall ännu hårdare och slitstarkare.

Höganäs går in i Metasphere

LULEÅ Metallpulvertillverkaren Höganäs går in som ägare i det konkursade Luleåföretaget Metasphere. Därmed kan verksamheten komma igång igen.

© 10 november 2017 kl 06:46



Uppdaterad: 10 november 2017 kl 07:25



Dela artikeln



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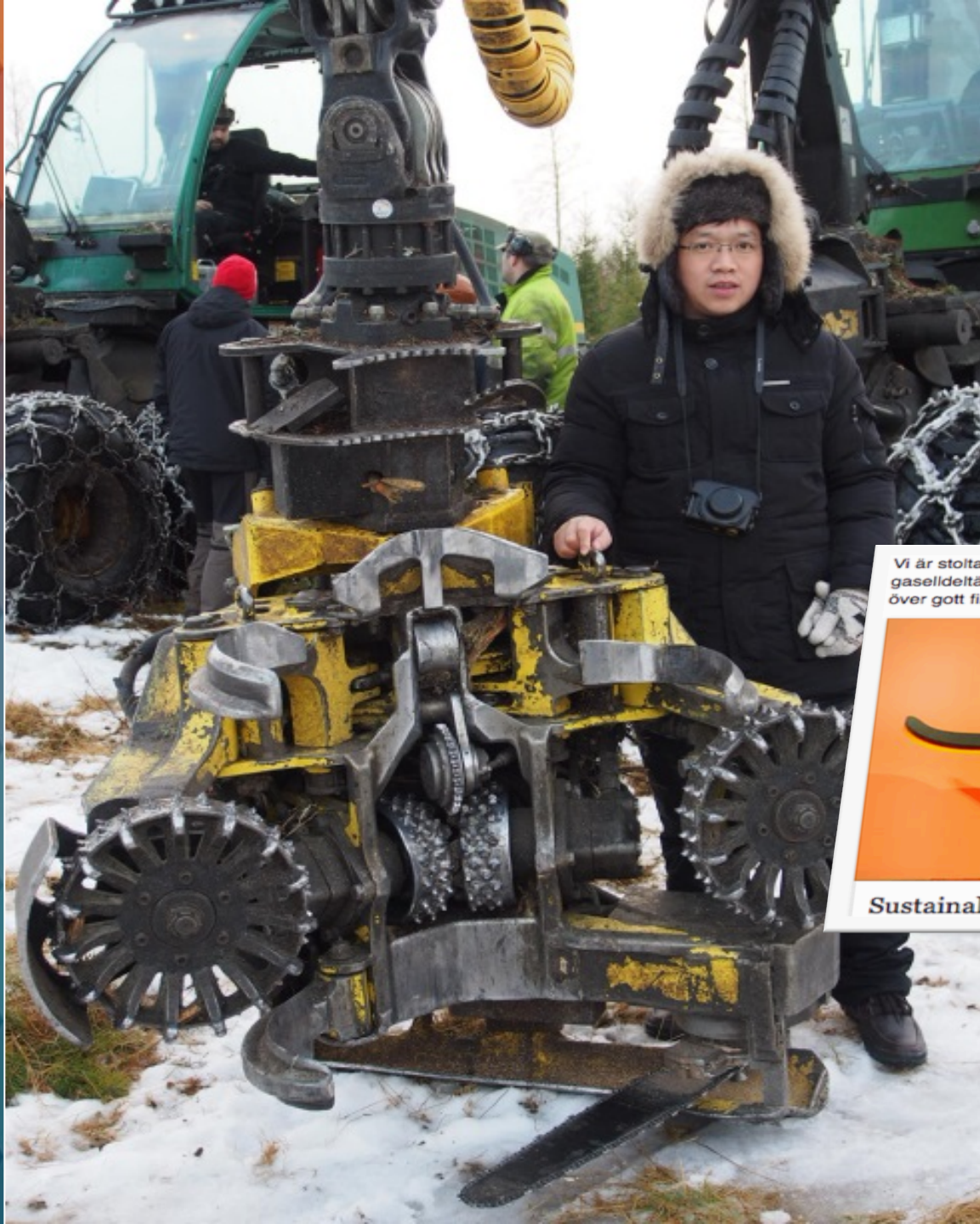
H.C.Starck



that has something special in their treasure trove that want.



metasphere
structures of the future®



Vi är stolta och grattar Christian med team sustainalube som vann DI gaselldeltävling! 🙌 Kom till ABI 15 april kl 09 får du veta mer och möta oss över gott fika ☺️



Sustainalube vann gasell-deltävling - Fler nyheter -

SUSTAINALUBE



50 x 270 satmission.com



affärs världen

Nyheter Börs & marknad Analys Krönikörer Affärsjuridik Börsbloggen Platinum A-Ö

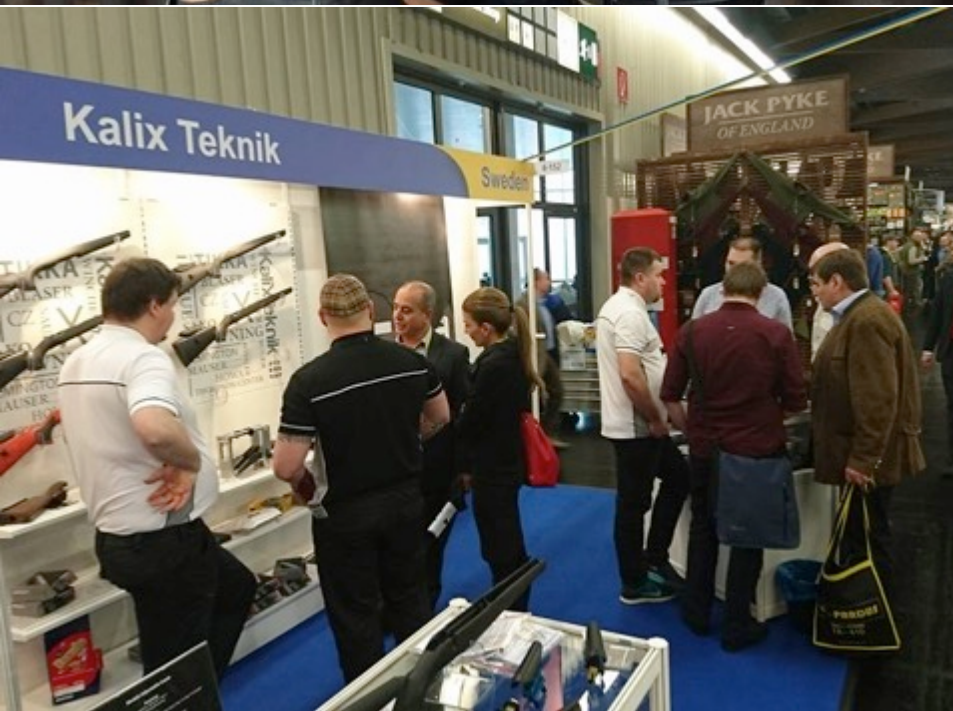
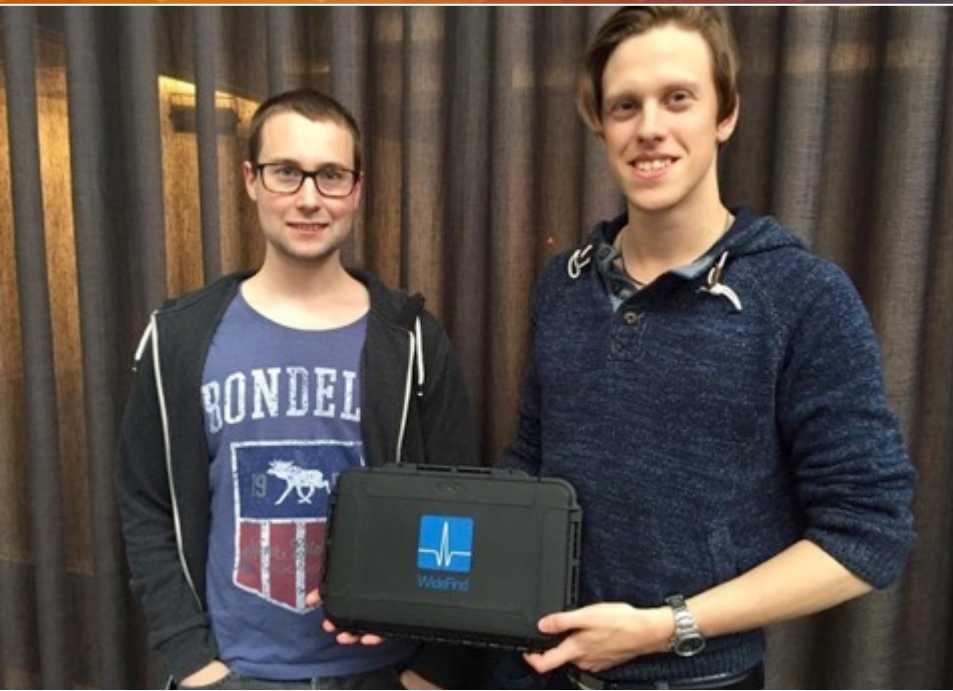
BÖRS- & EKONOMINYHETER

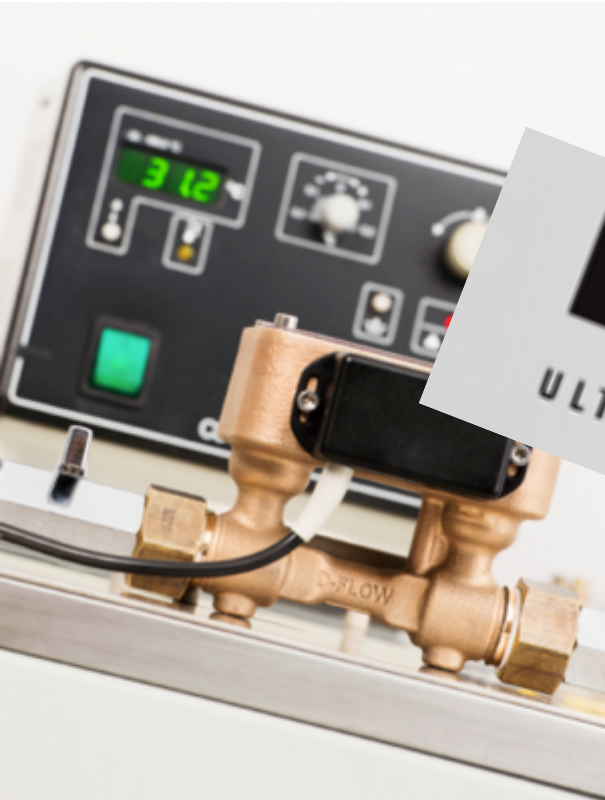
Förvärv

Allgon köper Satmission

2017-03-30 08:44 Av: Direkt Affärsvärlden

AFGX ↑ +0.09% 10:11, +4.44% i år	DOW ↓ -0.06% 22:50, +4.49% i år	EUR € 9.57 +1 öre	USD \$ 8.99 +2 öre
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PR RELEASE May 08, 2017

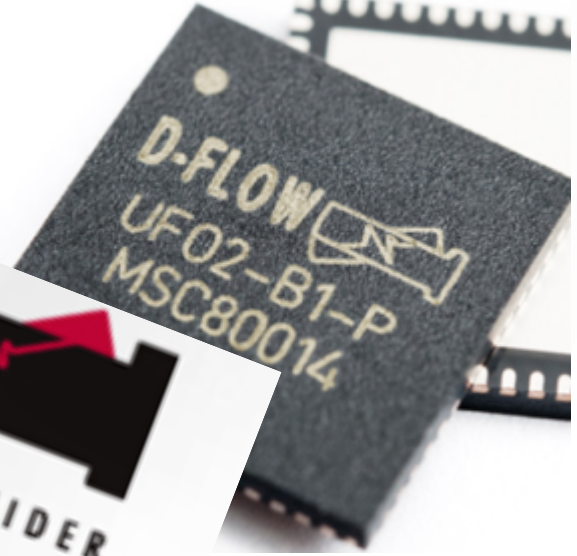
Badger Meter Signs Agreement to Acquire D-Flow Technology AB of Sweden

BADGER METER SIGNS AGREEMENT TO ACQUIRE D-FLOW TECHNOLOGY AB OF LULEÅ, SWEDEN

For Additional Information Contact: Dawn O'Neill (414) 371-7276

Strengthens position in ultrasonic flowmeter market Milwaukee, Wis., Apr. 26, 2017

Badger Meter, Inc. (NYSE: BMI) today announced it has signed a definitive agreement to acquire D-Flow Technology AB of Luleå, Sweden, for approximately \$10 million in cash. D-Flow is a knowledge-based company specializing in ultrasonic flowmeter technology.



Netrounds Augments Network Operations and Analytics with CA Technologies and Active Testing for Network Service Validation

Companies partner for agile service validation and analytics for SDN and Cloud architectures

Luleå, Sweden – 14 June 2017



OC Demo Architecture

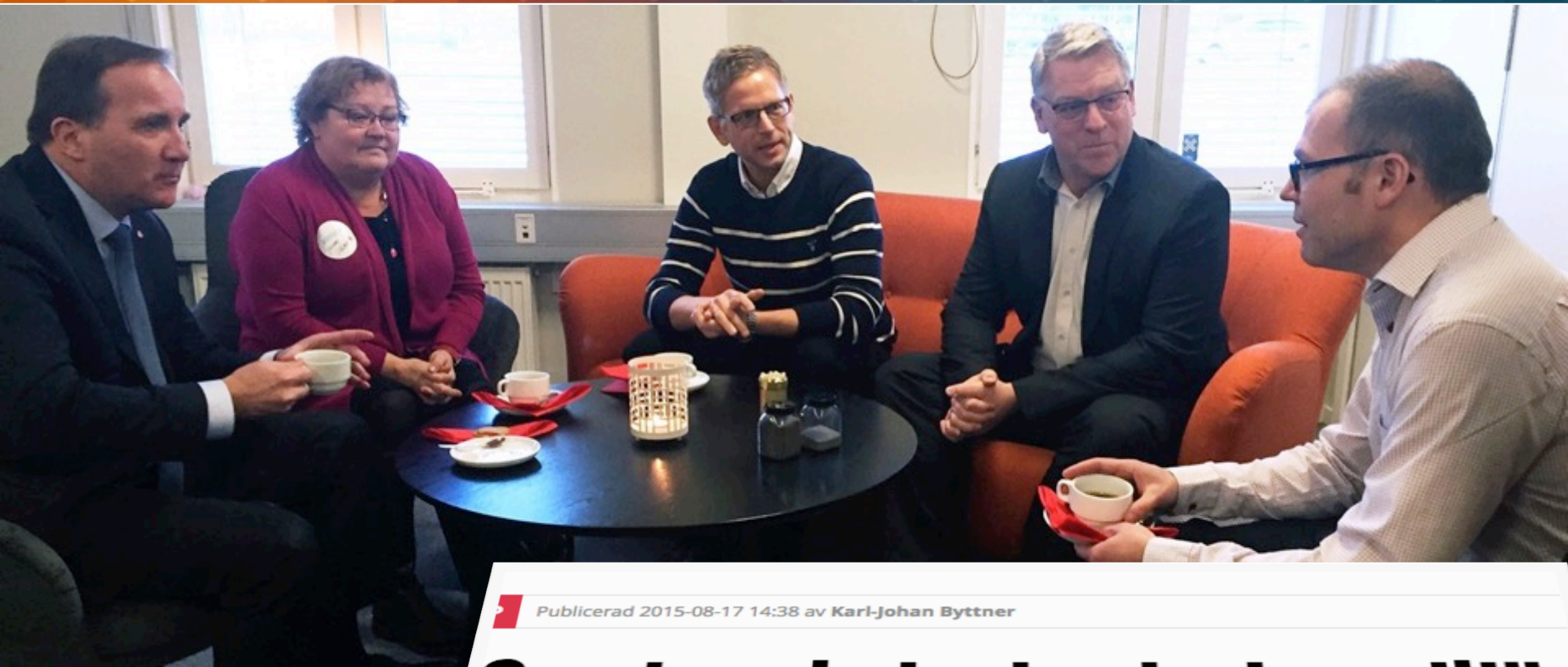


Netrounds Added to the Cisco SolutionsPlus Program to Expedite Deployment of Automated Network Assurance



Luleå, Sweden – 25 April 2017

ON+NEWORLD
→ PARIS 2017



Publicerad 2015-08-17 14:38 av Karl-Johan Byttner

Sveriges hetaste startupmiljö

...sam och driva bolaget? VA har kartlagt Sveriges inkubators- och startup

svenskar förstår hur hett Sverige är i dag, att vi per capita
con Valley på startup-scenen. Det har på bara sex år helt
är att bygga staden så att småbolagen faktiskt möts", sade
ionsminister Mikael Damberg när han i våras besökte
entreprenörerna vid Regeringsgatan och Malmskillnadsgatan

MEST I

1

Kille
istä

Projects





business incubation centre



Sweden

Hosted by ABI as a national incubator 2016-2020

Inspire and support entrepreneurs to turn space-related business ideas into commercial companies

Open call 3x year (web)
50 KEUR funding if approved

www.esa-bic.se

#esabicswe



INNOVATUM





Regional project in
Norrbotten run by
LTU Business

RIT | RYMD FÖR INNOVATION
OCH TILLVÄXT

www.ritspace.se

Goal to make more
SMEs selling to
space sector



NORTH SWEDEN CLEANTECH



EIT RawMaterials develops raw materials into a strategic strength for Europe by boosting competitiveness and the attractiveness of the raw materials sector.



<http://www.eitrawmaterials.eu/>

Luleå
SCIENCE
PARK

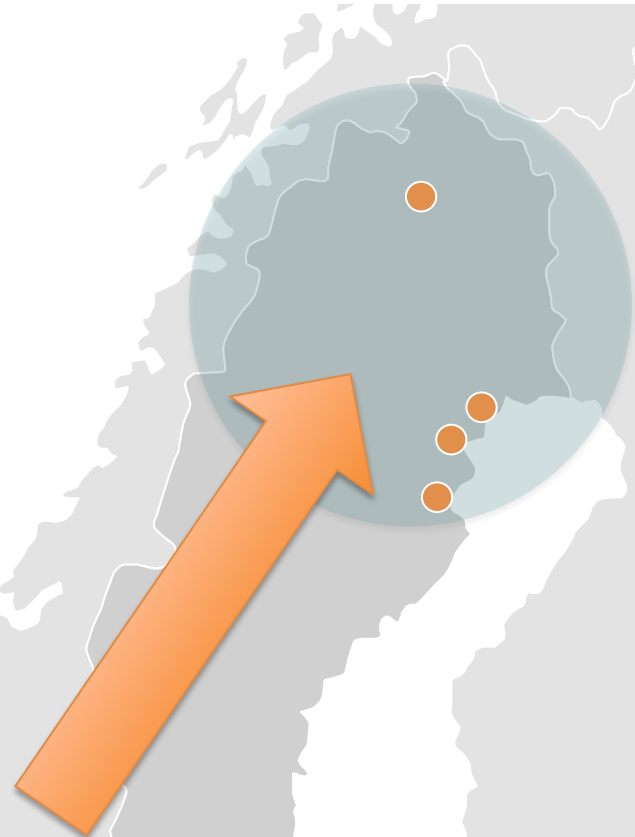
BODEN
BUSINESS
PARK

Piteå
SCIENCE PARK

SKELL
EFTEA
Make room for ideas.



\$\$\$ talent,
companies



< Arctic Mirror / Arctic Mirror / Arctic Mirror >

Northern Sweden



APPLICANTS

FIRST LINE APPLICANTS 2014

Luleå university of technology	+18%
Umeå university	+12%
Chalmers (Gothenburg)	+10%
Linköpings university	+ 2%

LULEÅ UNIVERSITY OF TECHNOLOGY

Civ. ing. utbildningar (jfr 2012)	+24%
Dataprogrammet (civ. ing.)	+148%
Systemvetenskap	+36%



LULEÅ
SCIENCE
PARK



Piteå
SCIENCE PARK

SKILL
EFTEA

Make room for ideas.





THE NODE POLE







A JOURNEY THROUGH MIDDLE-EARTH, THERE AND BACK AGAIN





START UP LULEÅ

DATE & TIME SEPTEMBER 22TH, 17:00 AT ROASTERS #17

It's time for an informal gathering of people interested in entrepreneurship, startups and related topics. We meet and listen to people who have tried and tried again, succeeded and failed. Join in, free food and beverages. Possible through Arctic Business Incubator and CoBusiness. Welcome!

SPEAKERS

- 
SPEAKER 1
- 
ASIAH MAJEED
YAMZU E-SPORT



By, for and about startups and entrepreneurs



Luleå
SCIENCE
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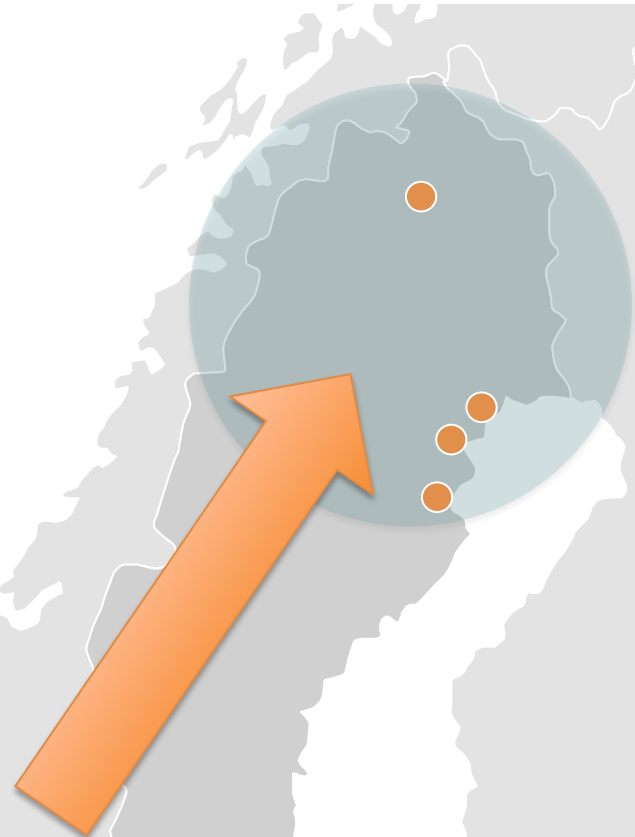
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Make room for ideas.



\$\$\$ talent,
companies



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Lean Startup

“I know I can do it alone.”

Solo founders take 3.6x longer to reach scale stage compared to a founding team of 2 and they are 2.3x less likely to pivot.

Balanced teams raise 30% more money, have 2.9x more user growth.

Founders that learn & develop w. mentors, raise 7x more money and have 3.5x better user growth.

“My idea is unique and of course everybody wants it.”

Founders **overestimate the value of IPR** before product market fit by 255%.

Startups often misinterpret their market as new.

Before a startup has raised money it's common to **overestimate their market size** by 100x.

“I know exactly who wants to buy my product and how!”

Startups need **2-3 times longer** to validate their market than most founders expect.

Startups that pivot once or twice raise **2.5x more money**, have **3.6x better user growth**, and are **52% less likely to scale prematurely**.

Premature scaling is the most common reason for startups to perform worse.



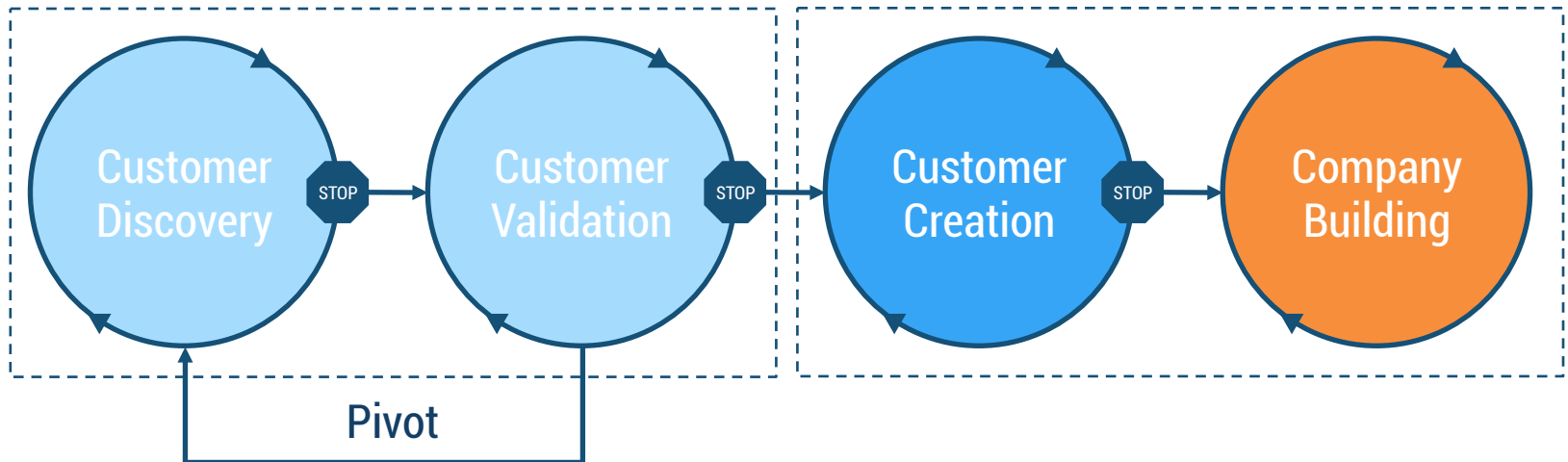
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Execute



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