

The Paper Province

Development and results
through co-operation



A unique pulp and paper cluster

- 250 companies
- Represented in > 100 countries worldwide
- Global giants and local suppliers
- Representing the whole value-chain
 - R&D, consultants, equipment & process suppliers, machinery manufacturers, pulp and paper mills

The Paper Province

- Coordinates and develops co-operation in the pulp and paper cluster
- Aims to strengthen the pulp and paper industry and the region
- A large industry with great importance
 - Region
 - Sweden
 - The global pulp and paper industry

The cluster organisation

- 69 member companies
- > 8,500 employees
- Turnover 2 billion EUR
- Net export 1.5 billion EUR
- Annual investments > 100 million EUR

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Key Areas

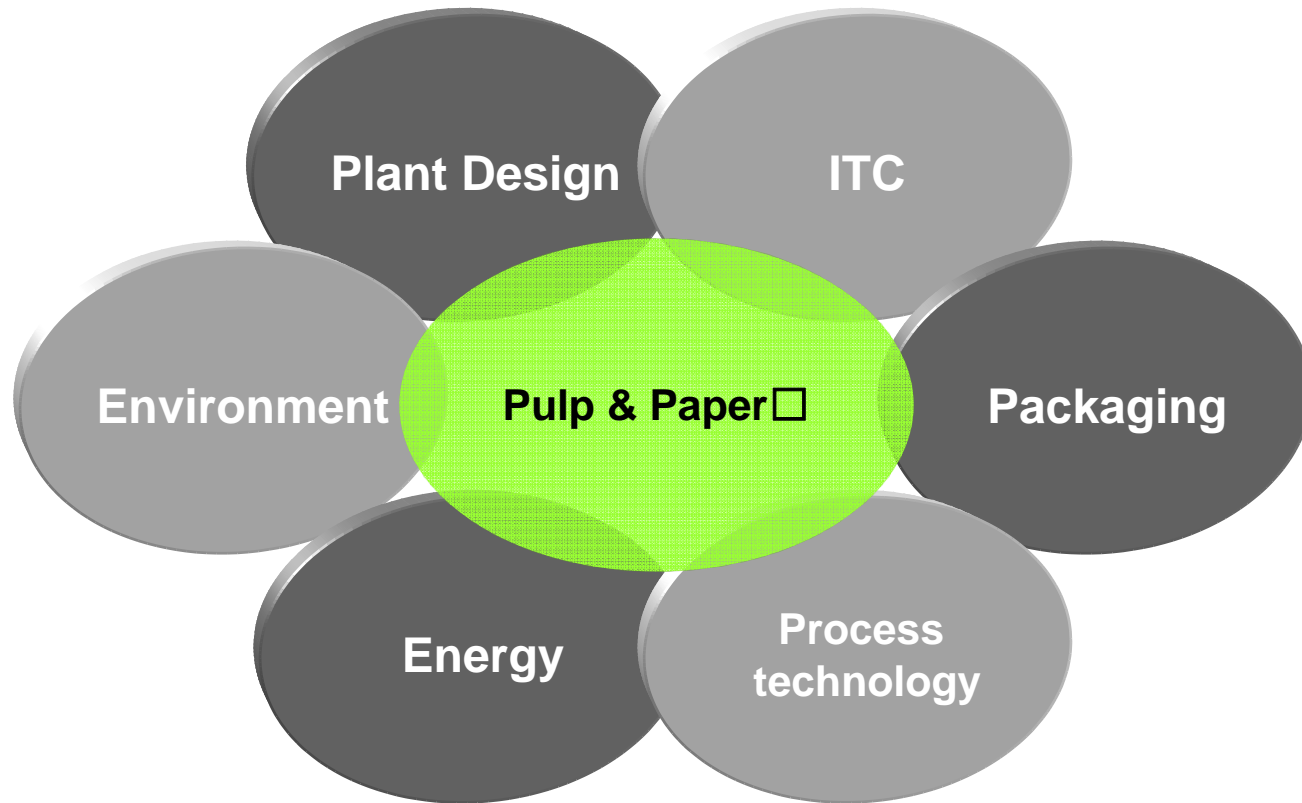
- Marketing
- Competence provision
- Project development

Goal

- To be recognised as the leading pulp and paper cluster globally in 2013.

Success factor: co-operation within and between the pulp and paper industry, university and governments in the region

Identified growth areas



One example: The Energy Square

- A centre for energy efficiency within pulp and paper
- A link between universities, research institutes and the industry
- A market place connecting knowledge, infrastructure and funds



Results

The Paper Province contribution to:

Growth

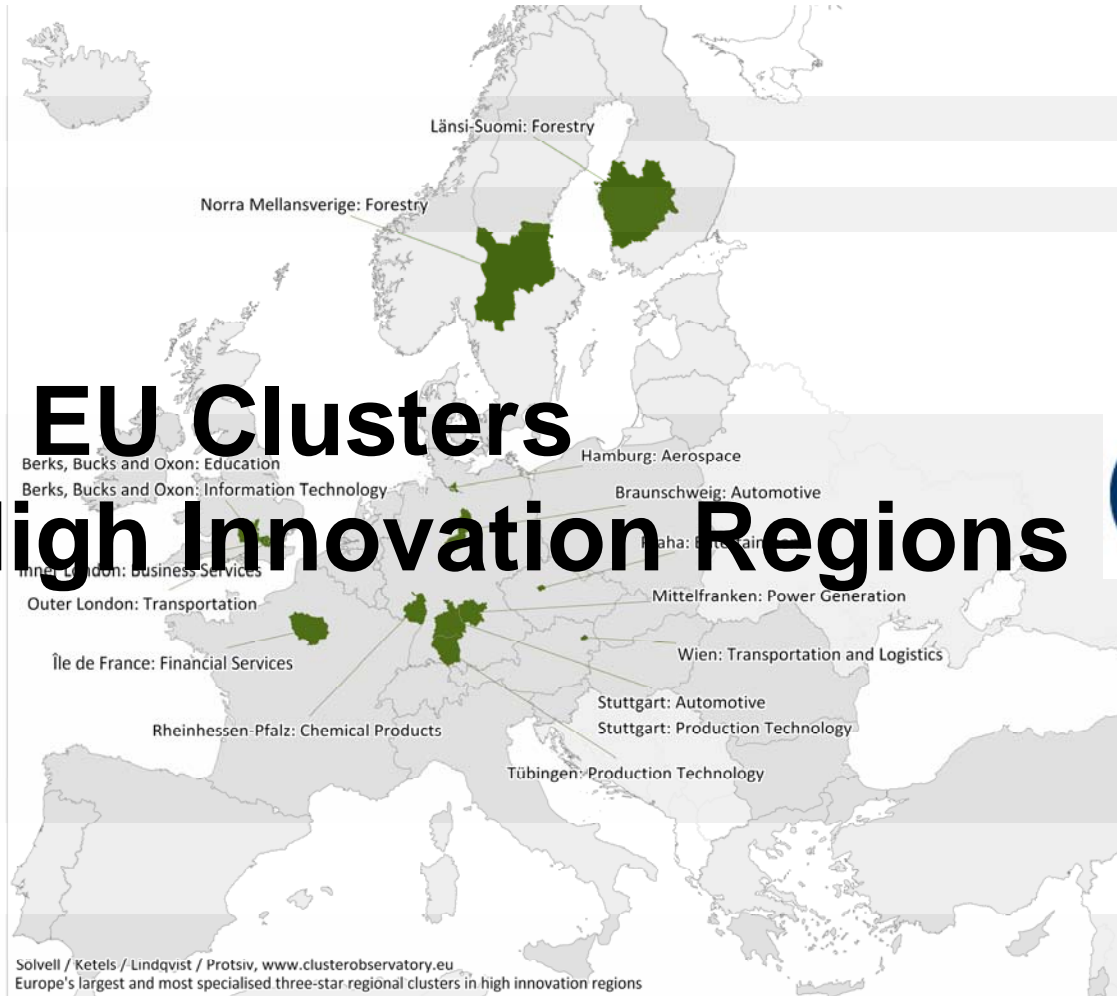
- New companies (6)
- New jobs (215)
- Increased sales (21%)
- Lower costs (21%)
- More employees (13%)
- New investments (10%)

Competitiveness

- Improved products and services (50%)
- New products and services (32%)
- Cost advantages (22%)

Results

Top EU Clusters in High Innovation Regions



Focus



Size

Specialisation

International co-operation

Some examples:

- Cluster Linked Over Europe (CLOE)
 - Cluster development
 - Mentor for regions in Slovakia, Hungary and the Czech Republic
- China and India
 - Energy efficiency in pulp and paper
 - The Paper Province, Karlstad University and China National Pulp & Paper Research Institute
- Norway
 - Business development, amongst others within ITC

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