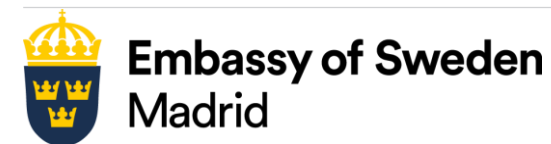




Construction Summit in Madrid

28th of November 2019

Madrid
Residence of the Swedish Embassy in Spain





Team Sweden is a network of government authorities, agencies and companies that all work to promote Swedish exports abroad. Within the framework of the Government's export strategy launched in 2015, many Swedish companies expressed the need for improved coordination of government support for exports and internationalisation. This has led to the creation of Team Sweden – a common network for all public initiatives to support exports and internationalisation.

Core members of Team Sweden

	<p>Business Sweden</p> <p>Business Sweden's purpose is to help Swedish companies grow global sales and international companies invest and expand in Sweden.</p>
	<p>Swedish Export Credit Agency</p> <p>EKN is an authority with the task of promoting Swedish exports. They do this by insuring the risk of not being paid in export transactions.</p>
	<p>Swedish Export Credit Corporation</p> <p>With the help of SEK's financing, international buyers can obtain loans to purchase Swedish goods and services. This reliable source of fund is also available for exporters.</p>
	<p>Embassy of Sweden in Madrid</p> <p>The priorities of the Embassy of Sweden in Spain includes the promotion of the image of Sweden, including Swedish business, culture and values.</p>
	<p>Swedish Development Finance Institution</p> <p>Swedfund's mission is to combat poverty by investing in and develop sustainable business in the world's most challenging markets.</p>

Spanish contractors are active globally; offering business opportunities in Spain and abroad

Summary and overall trends

- Strong growth both on home and foreign markets
- Main foreign markets are Latin America, Europe and North America
- Transportation and building are the main sectors
- Mainly targeting the North American markets, Europe and increasingly Australia and Oceania
- ACS/Dragados, Ferrovial, Tecnicas Reunidas, Acciona, FCC, OHL and Sacyr among the top 55 international contractors

Financial environment

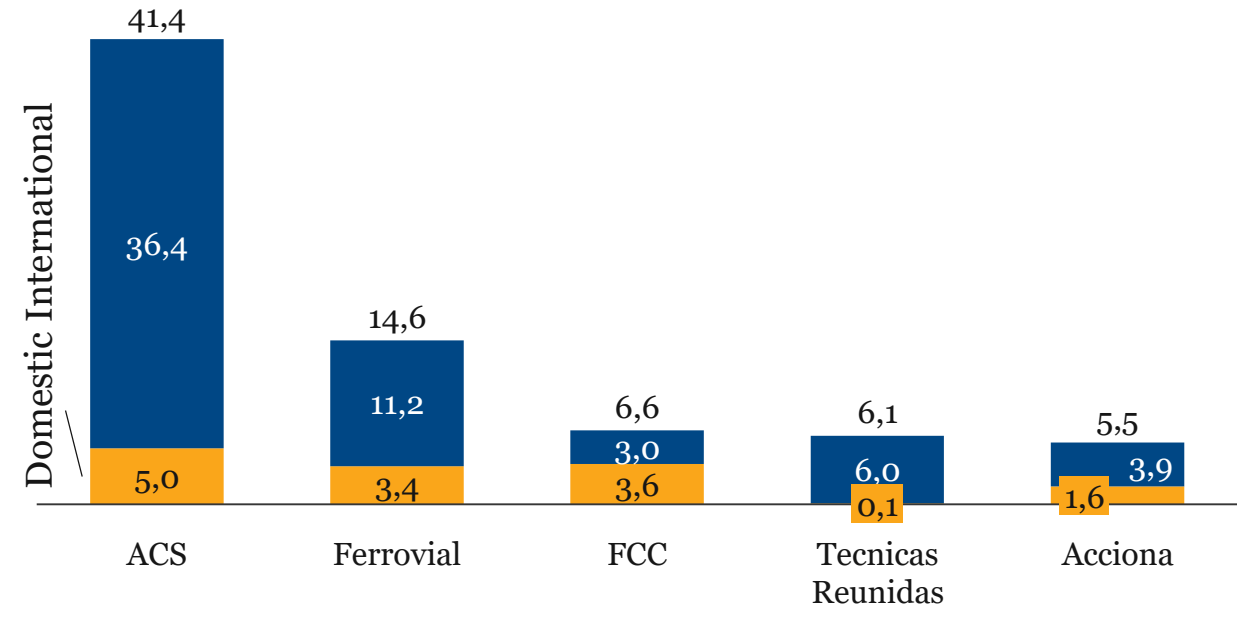
- Examples of major Spanish commercial banks:



EPC presence and interest in Sweden (examples)

- OHL (present)
- Comsa (present)
- Typsa (present)
- FCC (interest)
- Ferrovial (interest)
- Grupo San José (interest)

Largest contractors 2018, BUSD



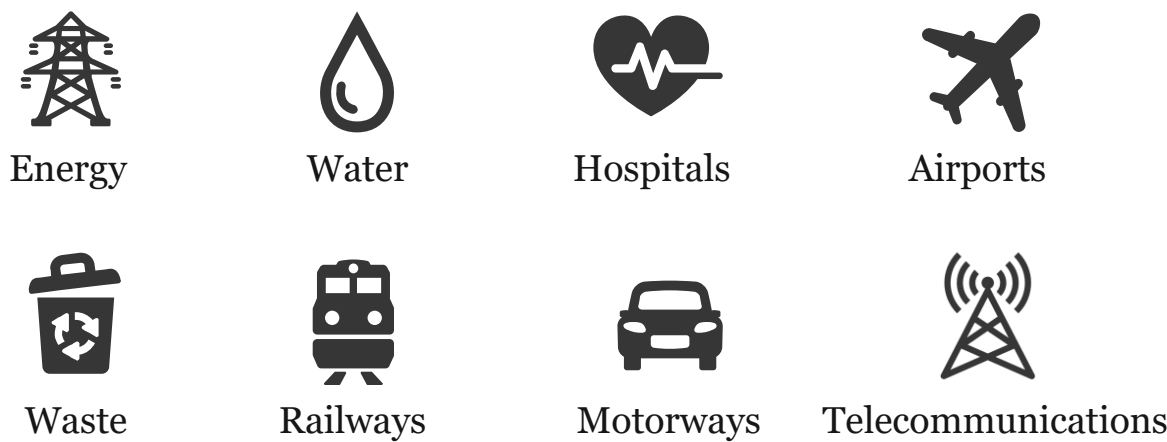
Company highlights

- **ACS** - Largest contractor in the world. Strong in construction and industrial services. Group company Dragados interested in working with Sweden.
- **Ferrovial** - Ranked as 11th largest contractor in the world. Main three segments are construction, toll roads and airports. Interested in working with Sweden.
- **FCC** - Strong in sewer/waste and infrastructure. Acquired a contract for the new 1,3 BUSD Gerald Desmond Bridge in California, USA, in 2018. Interested in working with Sweden.

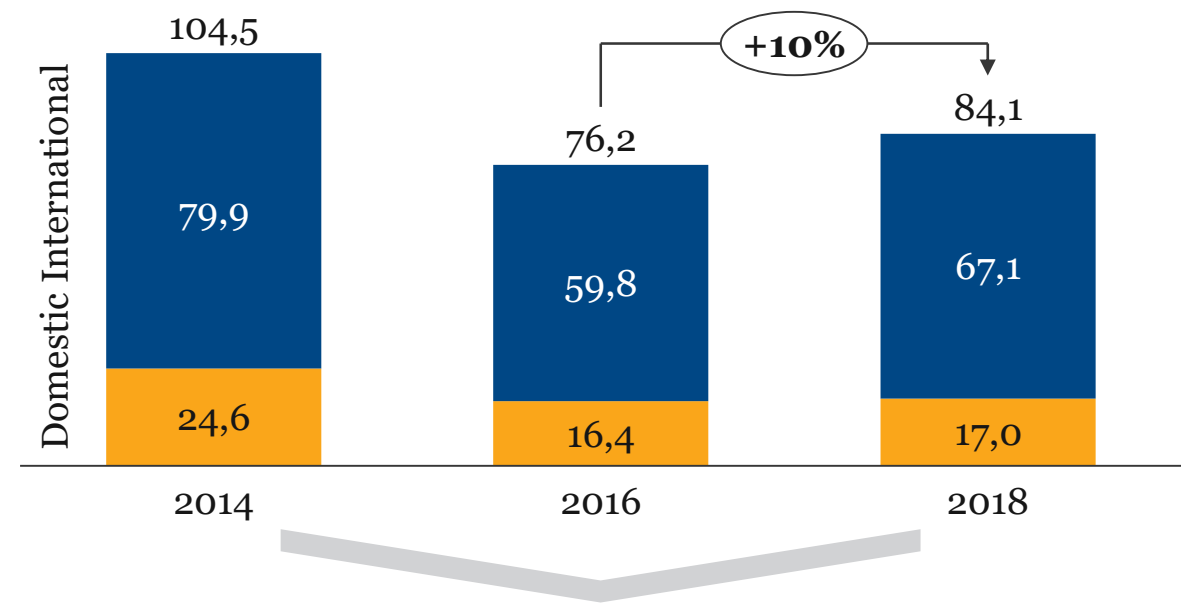
Spanish contractors have 30% of international market share and international revenue of 59 BUSD

- Spanish contractors have strong international presence with 30% of the total market share and an international revenue of 59 BUSD
- Seven contractors are ranked amongst the 55 largest in the world
- Approximately 75% of the Spanish contractors' turnover derives from international markets
- The international success can be explained by its distinct abilities in engineering and innovation, process integration and value chain activities and management of large and highly complex projects

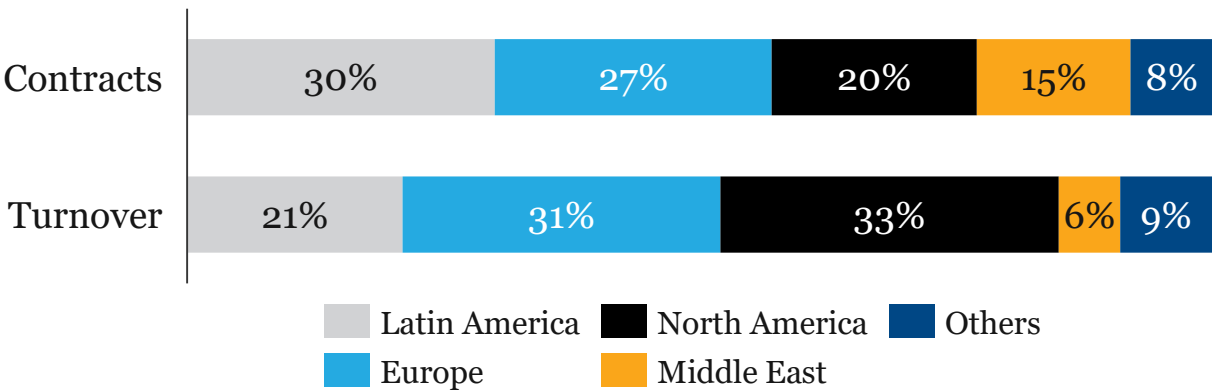
Spanish companies are leading within several areas:




Contracting Value Development, BUSD



Main foreign markets



Source: Business Sweden, SEOPAN, Engineering News Record



Cutting-edge technical skills, innovative management systems and high quality projects have made it possible for Spanish contractors to consolidate presence in foreign markets

SEOPAN, ASSOCIATION OF INFRASTRUCTURE CONTRACTOR AND CONCESSIONARIES

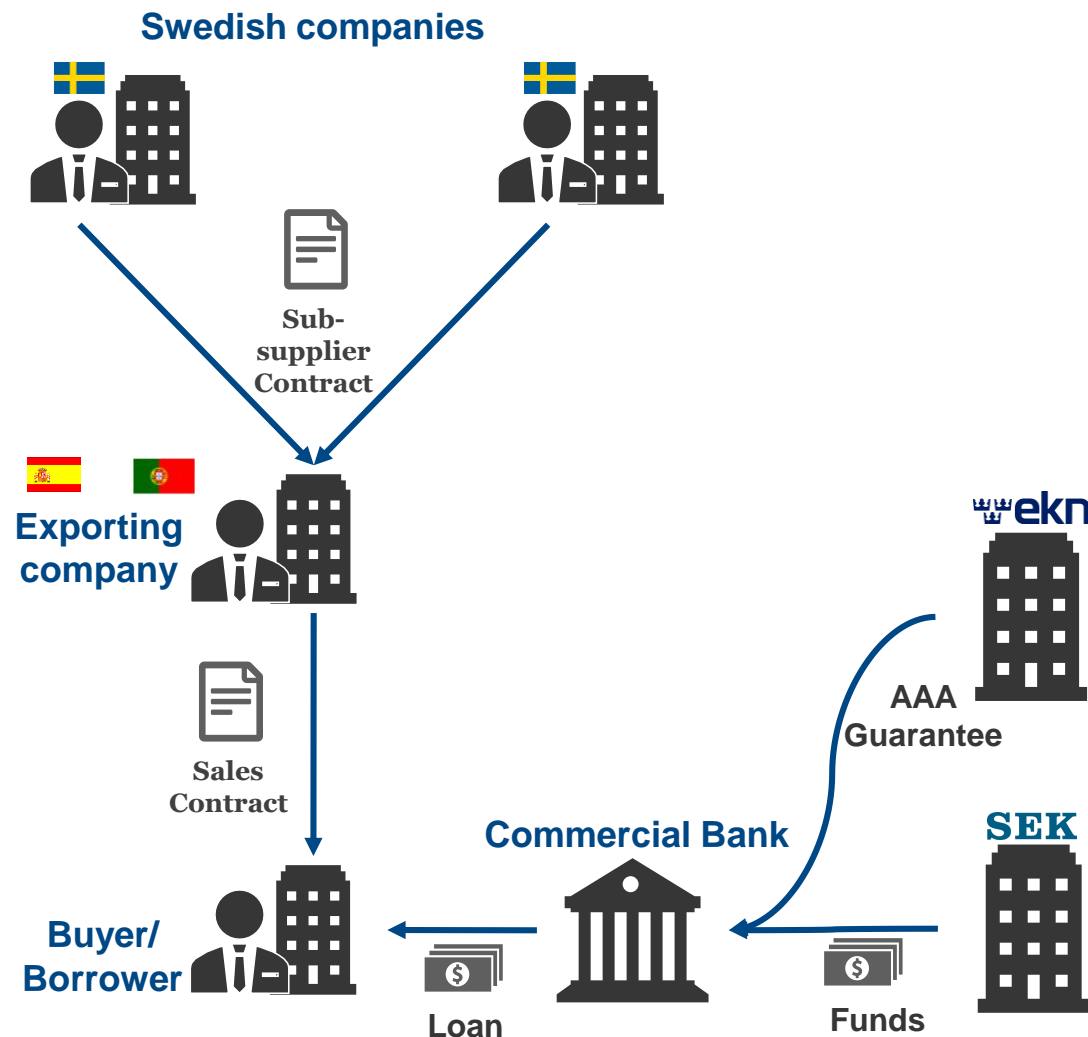
CONSTRUCTION SUMMIT MADRID



Swedish financing solutions to Spanish and Portuguese contractors will support the procurement of Swedish technologies globally



2000+ Transactions in 129 countries
at 57 Billion SEK during 2018



COMMERCIAL BANK



ARRANGES LOAN

- Cover residual risk
- Loan structuring and documentation

THE SWEDISH EXPORT CREDIT AGENCY



GUARANTEES PAYMENT

- Sweden is rated AAA
- Covers repayment risk and risk on the borrower
- No country limits

SWEDISH EXPORT CREDIT CORPORATION



PROVIDES FUNDING

- Rated AA+
- Offers funding
- Can cover residual risk
- Administers the State Supported CIRR-system*

Construction Summit is a platform for establishing direct contacts with Spanish and Portuguese contractors, get insights, and present your solutions

1. Get insights

- Spanish and Portuguese contractors and project owners will present their upcoming projects and requirements
- Spanish and Portuguese contractors and project owners will present focus areas in terms of technology
- Spanish and Portuguese contractors and project owners will highlight specific solutions they are looking for

2. Present your solution

- Swedish companies will present their solutions, services and products to Spanish and Portuguese contractors and project owners
- EKN and SEK will present Swedish financing solutions
- Case studies will be presented on both topics

3. Establish direct contacts

- Swedish companies and Spanish and Portuguese contractors and project owners will have the opportunity to book B2B meetings to discuss possibilities for cooperation
- Spanish and Portuguese contractors will have a chance to meet with EKN and SEK representatives in individual meetings
- All meetings will be booked via an online matchmaking platform – giving you possibility to choose whom you want to meet

Grow your global sales via Spanish and Portuguese contractors





THE SWEDISH TRADE & INVEST COUNCIL