



# Construction Summit in Madrid

28<sup>th</sup> of November 2019

Madrid  
Residence of the Swedish Embassy in Spain







# Sweden's value proposition and call for partnership

What Sweden has to offer

AAA-rated  
export credit  
system

World-class  
products and  
solutions

Rapidly growing  
and open  
infrastructure  
market

Why we seek partnership

Sweden lacks  
global EPC  
contractors



# Construction Summit serves to identify business opportunities and vanguard solutions

## 1. Present your projects and activities

- 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. Get insights into the latest technology and financing

- Swedish companies will present their solutions, services and products to Spanish 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 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

# Swedish companies can provide innovative and sustainable solutions within several different areas

EXAMPLES OF PRODUCT AND SOLUTION PROVIDERS



## Transportation

- Railways (signalling systems and rolling stock components)
- Trucks
- Heavy duty special vehicles
- Buses
- Airports and air traffic mgmt.
- Communication equipment

BOMBARDIER

VOLVO



## Power and energy efficiency

- Gas turbines and hydro generation
- Transmission and substations
- Power quality
- Control systems
- District heating



## Mining

- Connectivity
- Electrification
- Mixed fleet interoperability
- Positioning
- Predictive maintenance



## Sustainable construction

- Drilling equipment
- Mobile air, power and light towers
- Heavy duty transport
- Compactors, pavers and millers
- Healthcare



ENGINEERING  
SERVICE PROVIDERS



# Smart City Sweden is a national export and investment platform for smart and sustainable solutions

Smart  
Mobility



Smart Grids



Bio Energy  
Biogas



## SMART CITY SWEDEN

Sweden has a national demo arena called Smart City Sweden that is the national export and investment platform for smart and sustainable city solutions.

The platform consists of eight different focus areas that Sweden and Swedish companies have vast experience and a strong offering in.

Waste  
Management  
  
Waste to  
Energy



Water



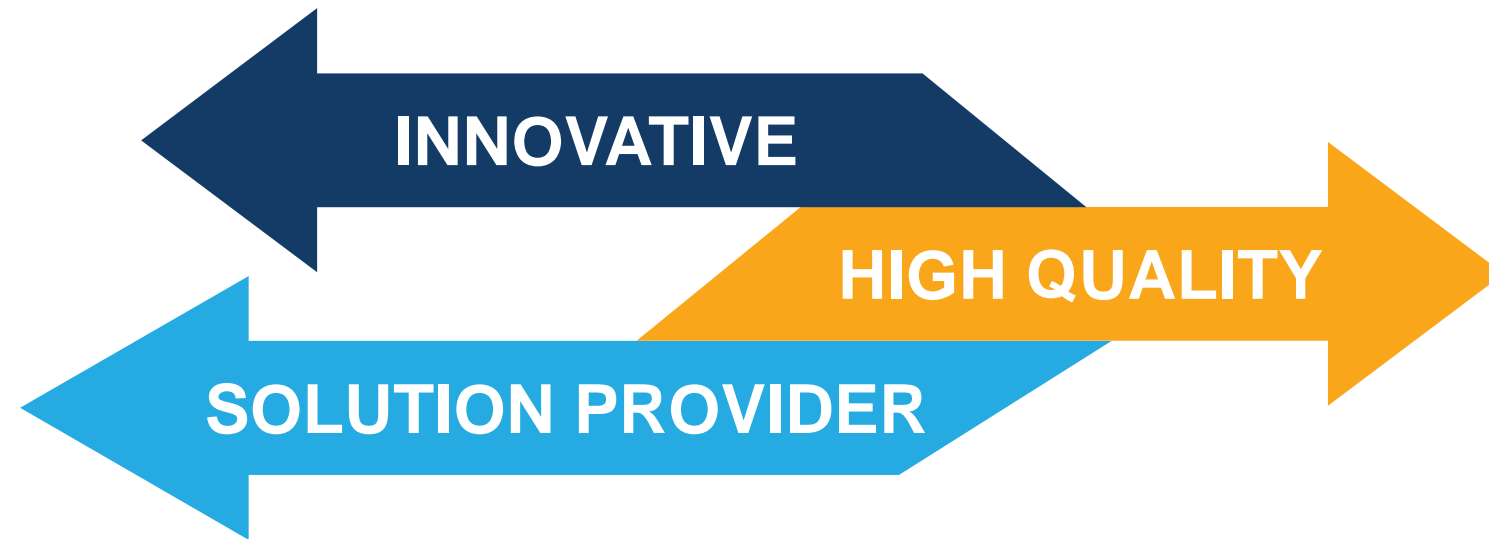
Air Quality



Source: Business Sweden, Smart City Sweden

# Swedish companies provide innovative and high quality solutions to their customers

- Sweden is the third most innovative country according to WIPO Global Innovation Index 2018
- Swedish companies are known for great quality products and services

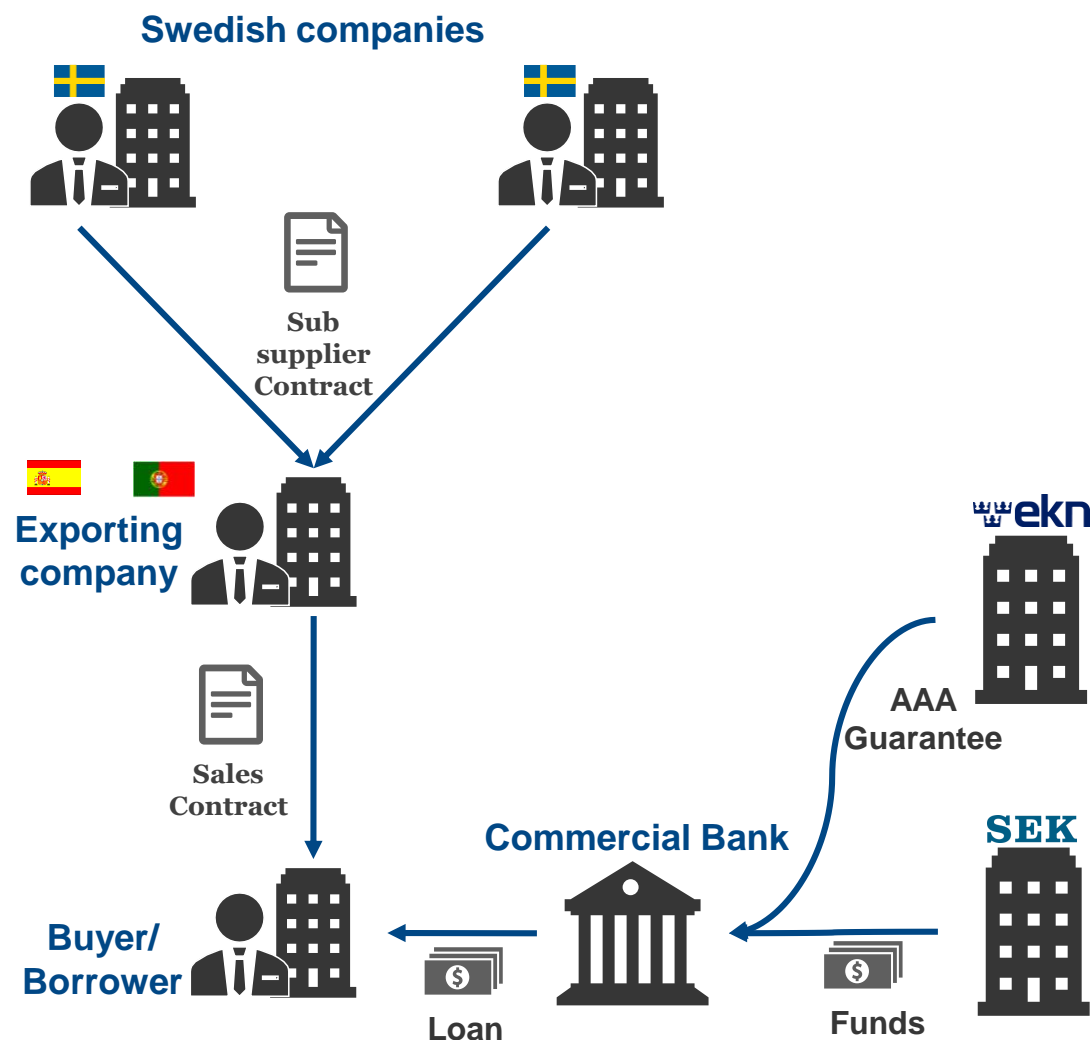


- Swedish companies offer solution based approaches rather than just providing products and services

# 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\*

# Establish new partnerships, get access to Swedish finances and find innovative and sustainable solutions for your global projects







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><b>Business Sweden</b></p> <p>Business Sweden's purpose is to help Swedish companies grow global sales and international companies invest and expand in Sweden.</p>
	<p><b>Swedish Export Credit Agency</b></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><b>Swedish Export Credit Corporation</b></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><b>Embassy of Sweden in Madrid</b></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><b>Swedish Development Finance Institution</b></p> <p>Swedfund's mission is to combat poverty by investing in and develop sustainable business in the world's most challenging markets.</p>



THE SWEDISH TRADE & INVEST COUNCIL