



# Team Sweden's Call for Partnership with Global Contractors



Sweden  
Sverige

# Core members of Team Sweden

Team Sweden is a network of government authorities, organizations and the industry to jointly promote trade and investment



## Business Sweden

Business Sweden's purpose is to help Swedish companies grow global sales and international companies invest and expand in Sweden.



## The Swedish Export Credit Agency

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.



## Government Offices of Sweden

## SEK

### Swedish Export Credit Corporation

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.

## Swedfund

### Swedish Development Finance Institution

Swedfund is the Development Finance Institution of the Swedish state. Their goal is to eliminate poverty by creating sustainable business in some of the world's toughest and most promising growth markets.

# Sweden's value proposition & 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

Few Swedish  
EPC's in  
emerging  
markets

# Who does what in the Swedish export credit system & how does it work?

## COMMERCIAL BANK



### ARRANGES LOAN

- Cover residual risk
- Loan structuring & 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\*



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



\*UN RECOGNIZED COUNTRIES (195 IN 2018)

# Examples of Leading Swedish offering

SECTOR



## TRANSPORTATION

OFFERING

- Railways (signaling systems & rolling stock components)
- Trucks & Heavy duty vehicles
- BRT systems and buses
- Airports and air traffic mgmt.
- Communication equipment



## POWER

- Gas turbines, hydro generation
- Trucks & Heavy duty vehicles
- Substations & Electrical equipment
- Power Quality solutions
- Control systems



## CONSTRUCTION

- Drilling equipment & Compressors
- Mobile air, power & light towers
- Heavy duty transport
- Compactors, pavers and millers
- Health Equipment & material

PRODUCT & SOLUTION PROVIDERS

**BOMBARDIER**

**VOLVO**



**VOITH**

**SIEMENS**

**VOLVO**



**VOLVO**

ENGINEERING SERVICE PROVIDERS



**RAMBOLL**

# Agenda 2030 - UN's climate agreement is a priority

1. **Strong interest in future industries** with contributions to **Agenda 2030\* & UN's climate agreement**.
2. **Sustainable, responsible EPCs, banks and projects** who meet international standards.
3. **Assessment to identify red flag at early stage** e.g. projects where the impact on people and the environment should be avoided if no opportunities to influence and contribute to improvements.
4. **Ensure zero land grabbing & ESIA according to international standard** (IFC Performance Standards) from the beginning.



\* Global goals are integrated and indivisible and balance the three dimensions of sustainable development: the economic, the social and the environmental.

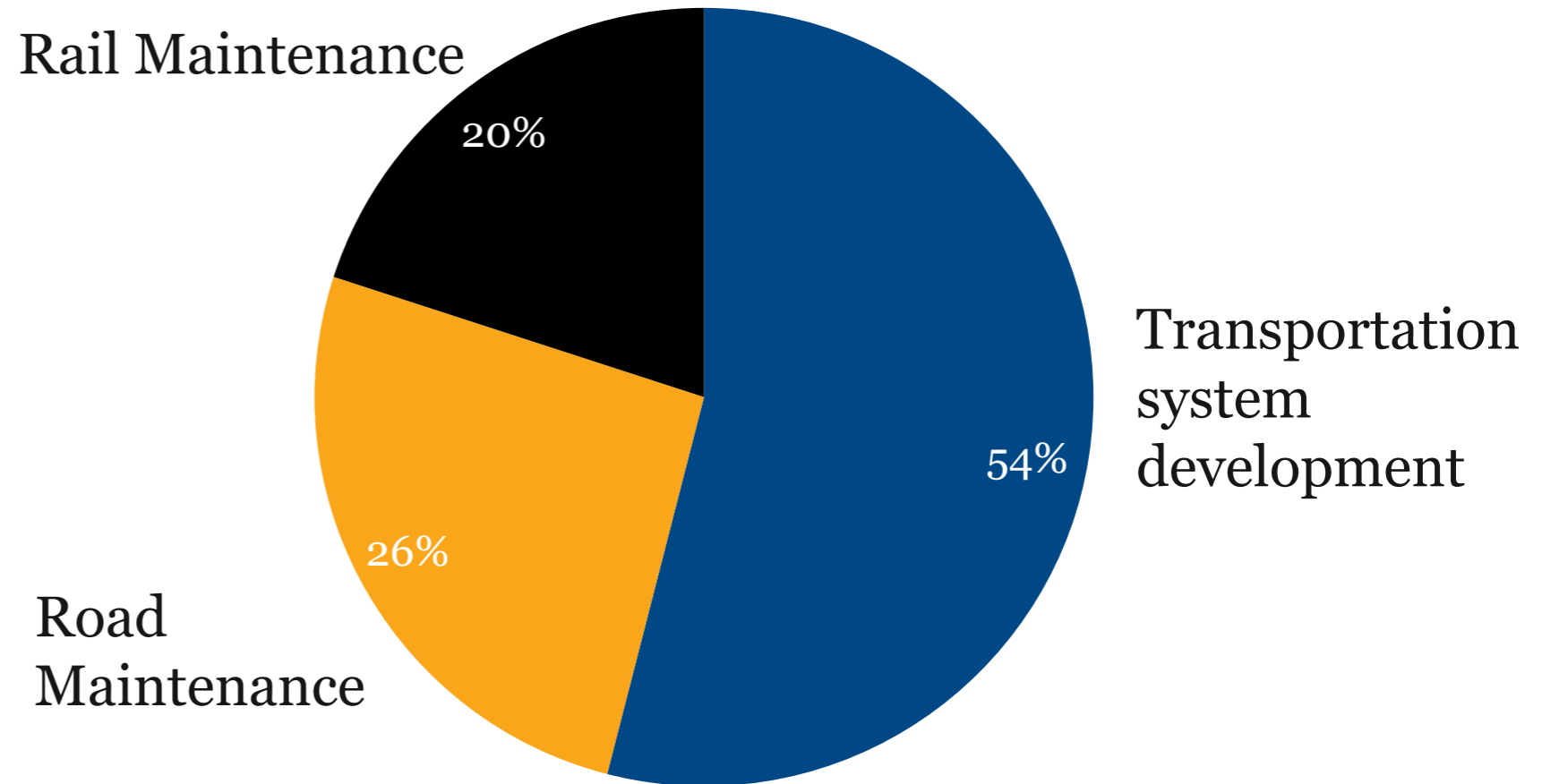


Photo: Image Bank Sweden

# 70 Bn€ national plan launched in 2018 continuing until 2029



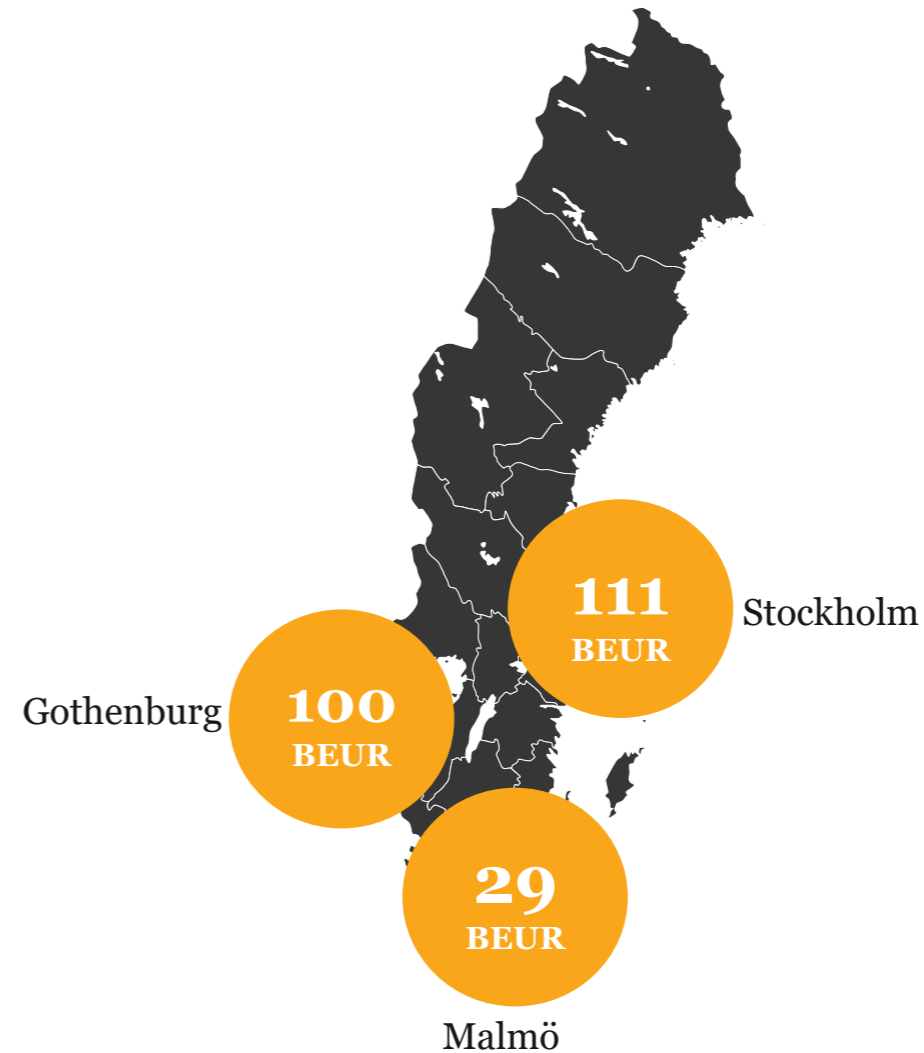
**Sweden is making the largest  
investments ever in its  
infrastructure**





# Large and financed investments in Swedish infrastructure and construction

- Investment plans in the big city regions, 2029-2035



Sweden is a European hot-spot when it comes to infrastructure and construction investments



# Summary

## Team Sweden offers:

- Competitive Swedish offering in many sectors
- AAA-rated, reliable, flexible & competitive export credit system
- Strong support from Swedish government

## We seeks partnership :

- Ability to deliver turn key projects
- Strong presence in local markets
- Edge in sustainability
- At least 30% Swedish content

**STRONG SYNERGIES OF COOPERATION**



ekn

SEK



BUSINESS  
SWEDEN

THE SWEDISH TRADE & INVEST COUNCIL