

The background of the slide is a photograph of several construction cranes against a sunset sky. The cranes are silhouetted against the bright orange and yellow light of the setting sun, which is partially obscured by clouds. The cranes are of various sizes and are positioned at different heights and angles, creating a sense of depth and activity.

**BUSINESS
FINLAND**

FINNVERA

Leveraging Financing to Increase Finnish Value in the EPC Led Global Infra Projects

Grace Wang

Head of Global EPC Projects, Business Finland

**BUSINESS
FINLAND**

EPC

Engineering, Procurement and Construction



THE TOP 250

INTERNATIONAL CONTRACTORS

2025

1	CHINA	76
2	TURKEY	45
3	USA	39
4	SOUTH KOREA	12
5	ITALY	12
6	JAPAN	11
7	SPAIN	9
	OTHERS	46



FINNISH STRONGHOLDS FOR GLOBAL EPC PROJECTS

Railway



Airport



Highway



Port



Metro



Mining



Renewable Energy



Hospital



School



Data Centre



Water



Agriculture



EPC+F

Engineering, Procurement and Construction
+
Financing

EPC+F model is only valid for **public sector** projects when MoF is the borrower.

**BUSINESS
FINLAND**

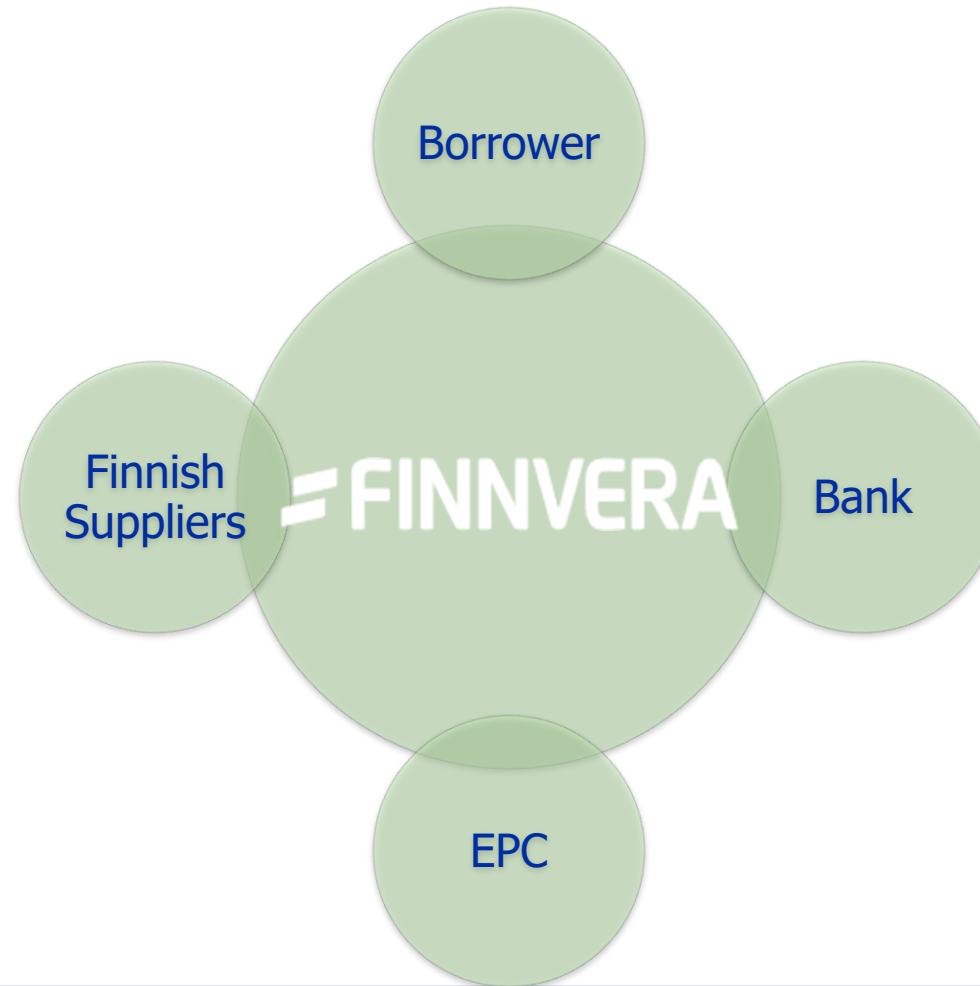
ECA

Export Credit Agency

Promoting national exports

FINNVERA

WHY the ECA is loved in an EPC+F project?

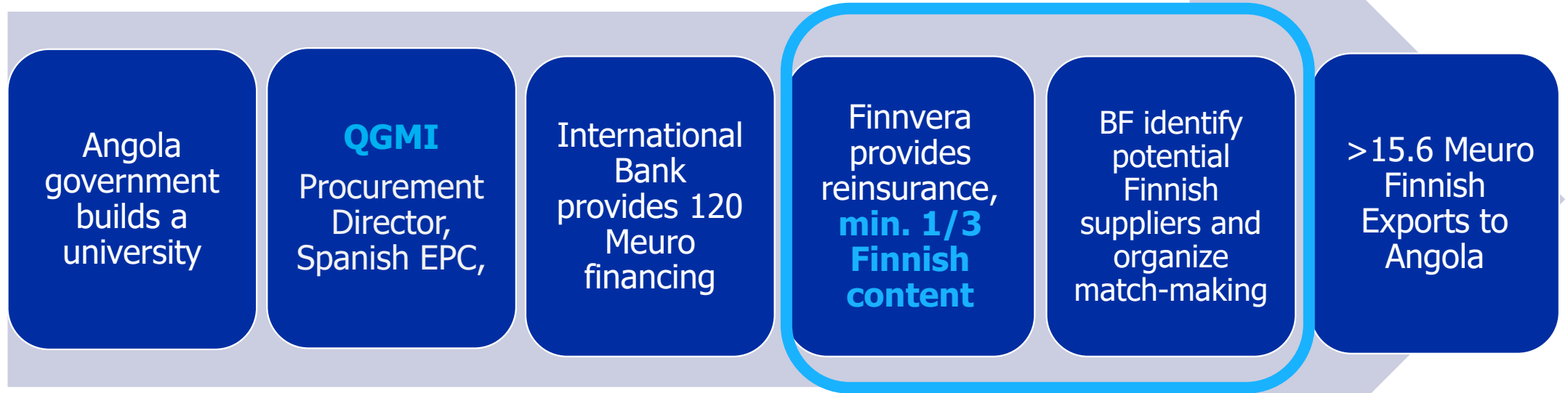


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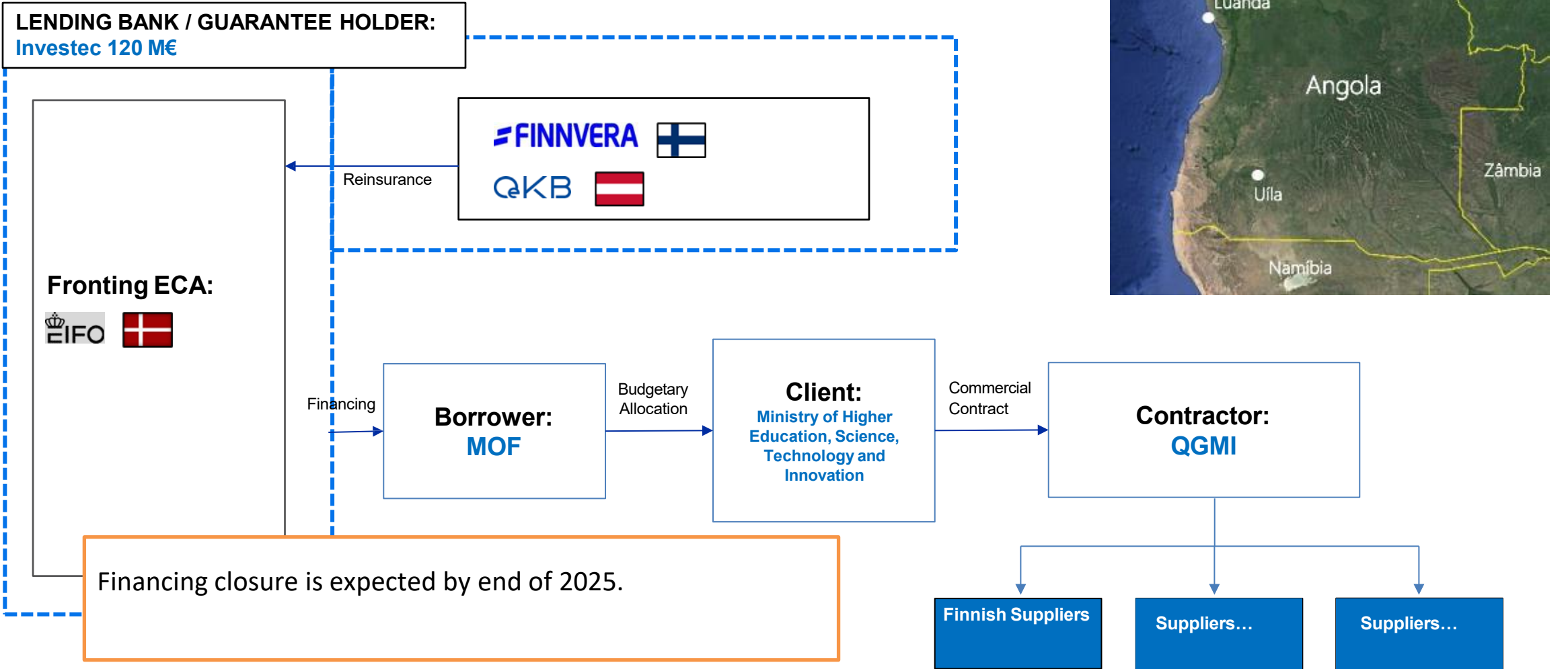
AA+

1/3

Help Finnish companies to be suppliers of global EPC projects by leveraging Finnvera's export credit



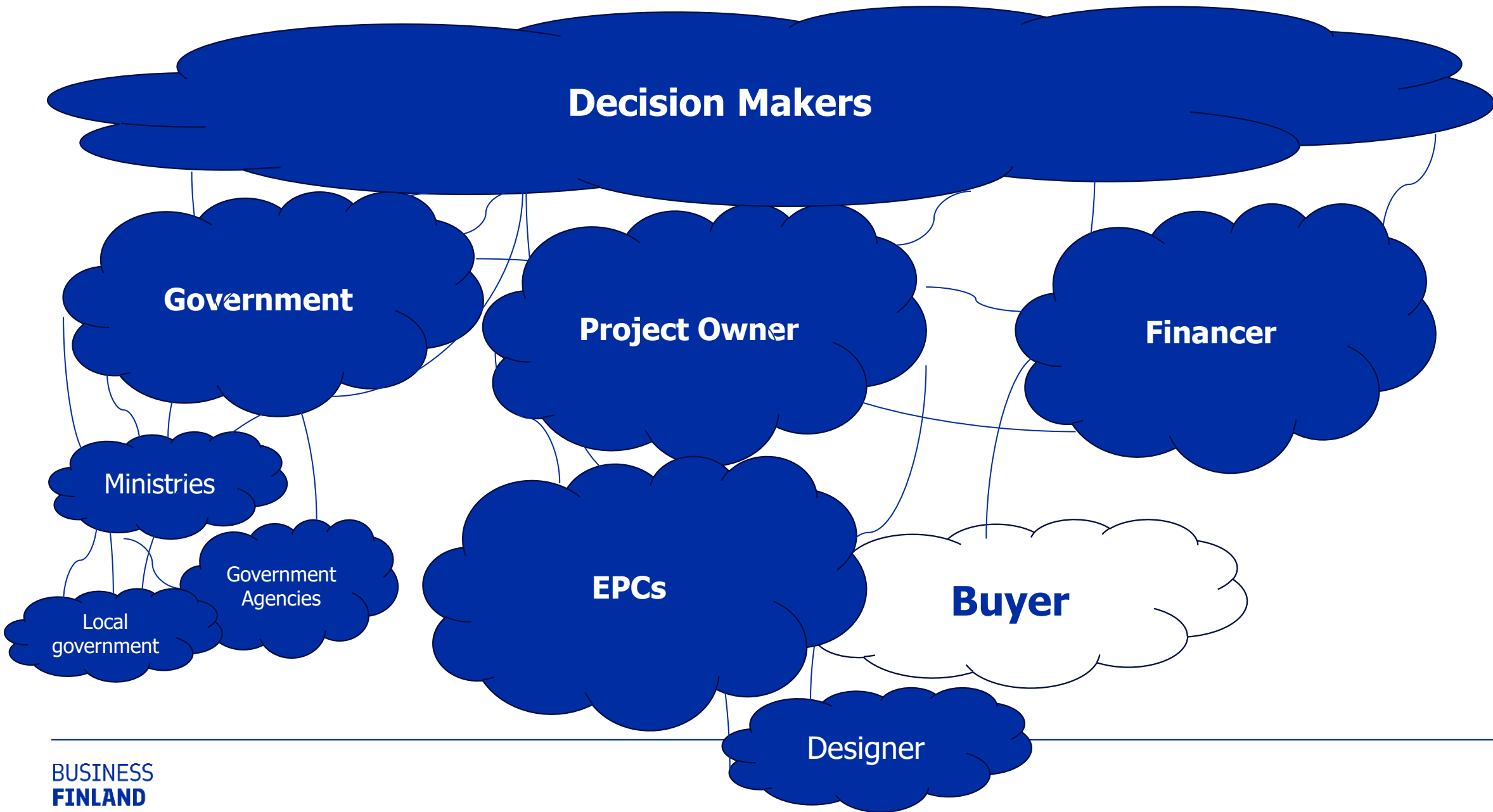
Angola Uíla University (6,000 students)



Follow the Money

Procurement		%	€m
Denmark		7.6%	9.2
Finland		13.0%	15.6
Austria		10.5%	12.6
Third countries		34.3%	41.2
Local		34.5%	41.4
Total		100.0%	120.0

Risk sharing among lenders		%	€m
Net exposure EIFO	 	24.2%	29.0
Reinsurance from Finnvera	 	37.5%	45.0
Reinsurance from OeKB	 	33.3%	40.0
Commercial facility		5.0%	6.0
Total		100.0%	120.0



Business Finland
Finnvera
MFA

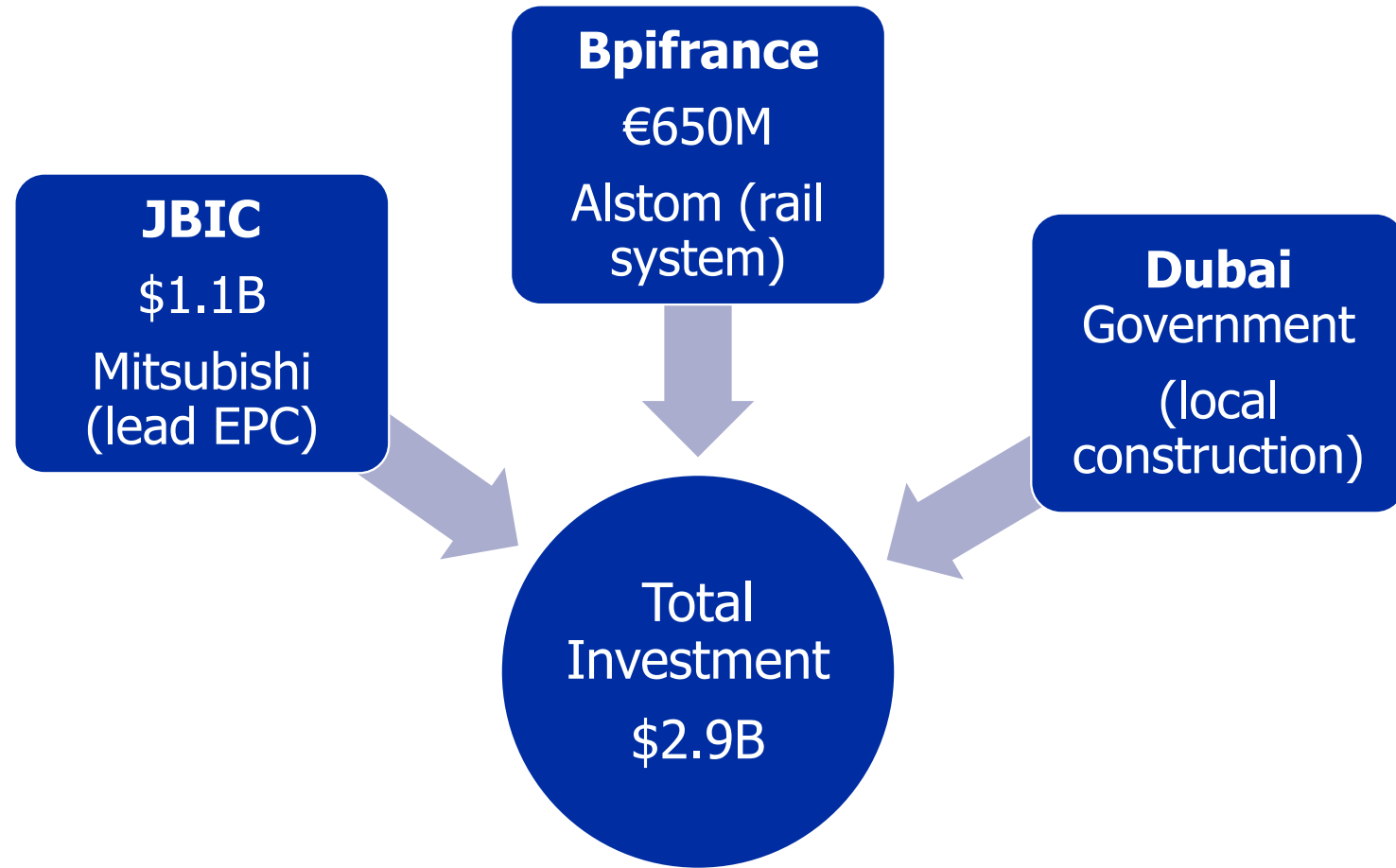
***The BUYER/
INVESTOR:***

**Global
Leading
EPCs**

The SELLER:

**Finnish
Suppliers**

Dubai Metro Route 2020 (PPP) Financed by Japanese and French ECAs





GLOBAL EFFORTS FOR FINLAND GROWTH

Sweden Finland

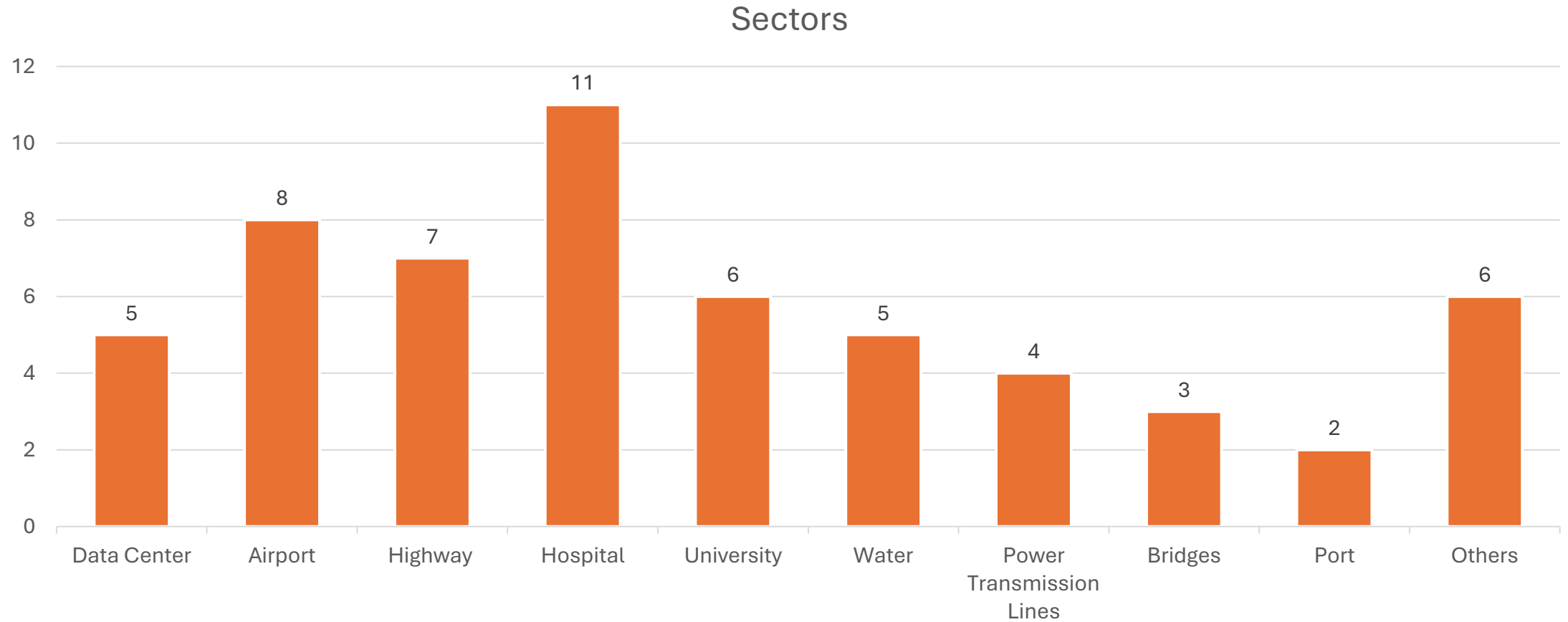
UK

Spain

Türkiye

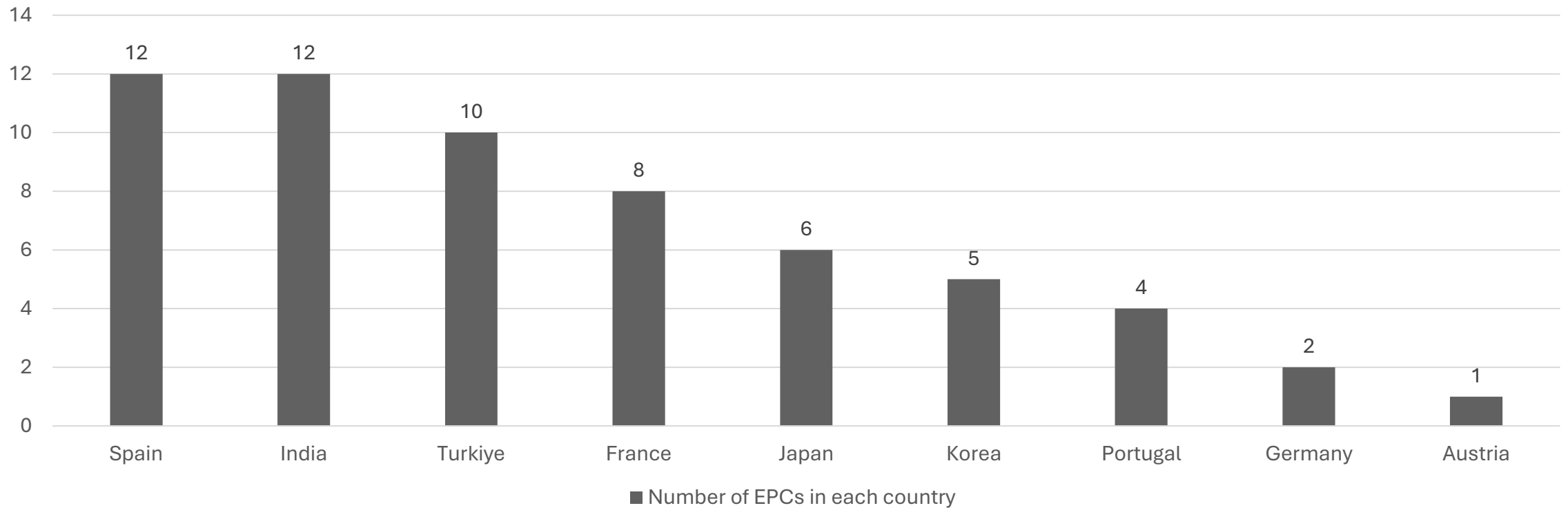
Côte d'Ivoire

Sectors of the current projects pipeline

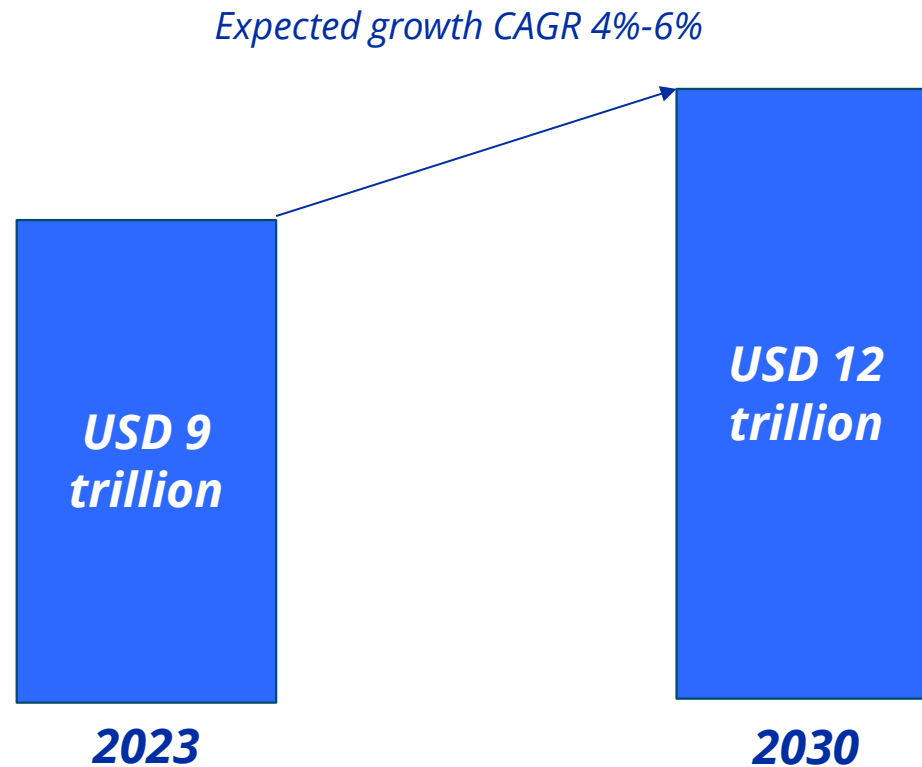


Good Relationship with Total 60 Global EPCs

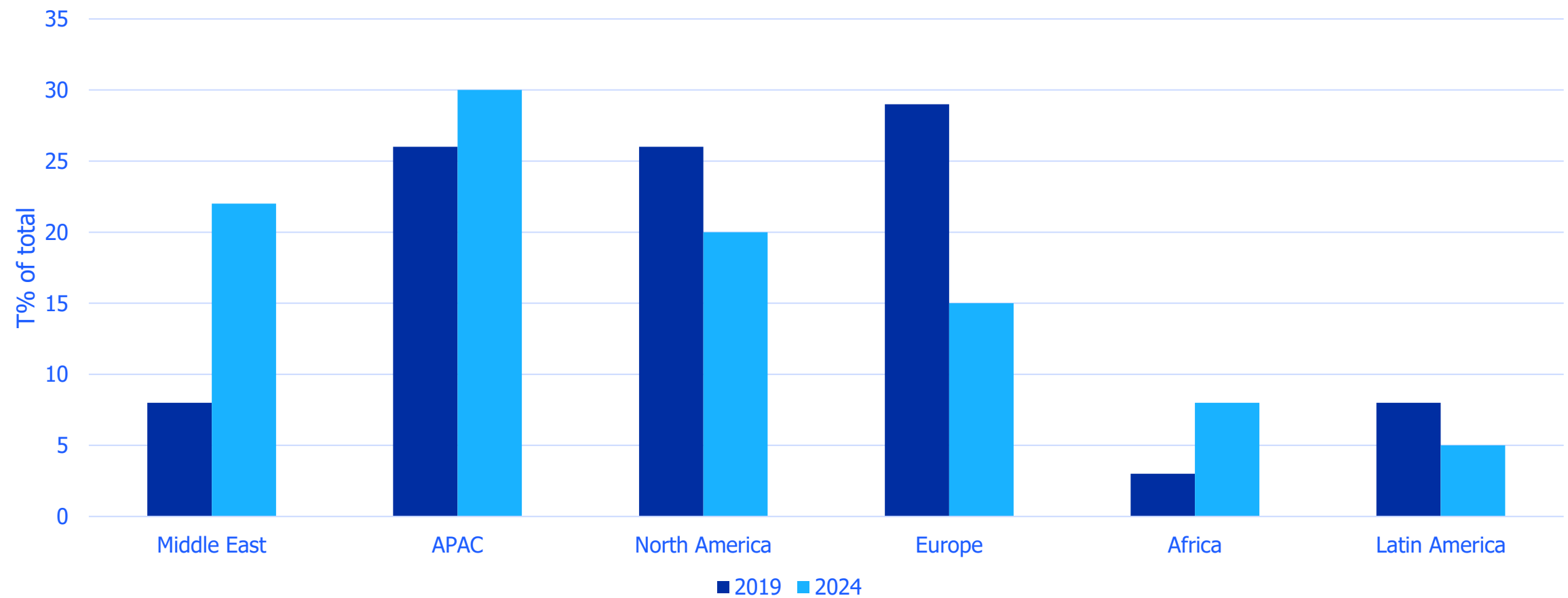
European EPCs are our focus



Global EPC market value



Global EPC Market Value Regional Share





KEY STAKEHOLDERS

SUOMI
FINLAND

Team Finland

BUSINESS
FINLAND

FINNVERA



Ministry for Foreign
Affairs of Finland

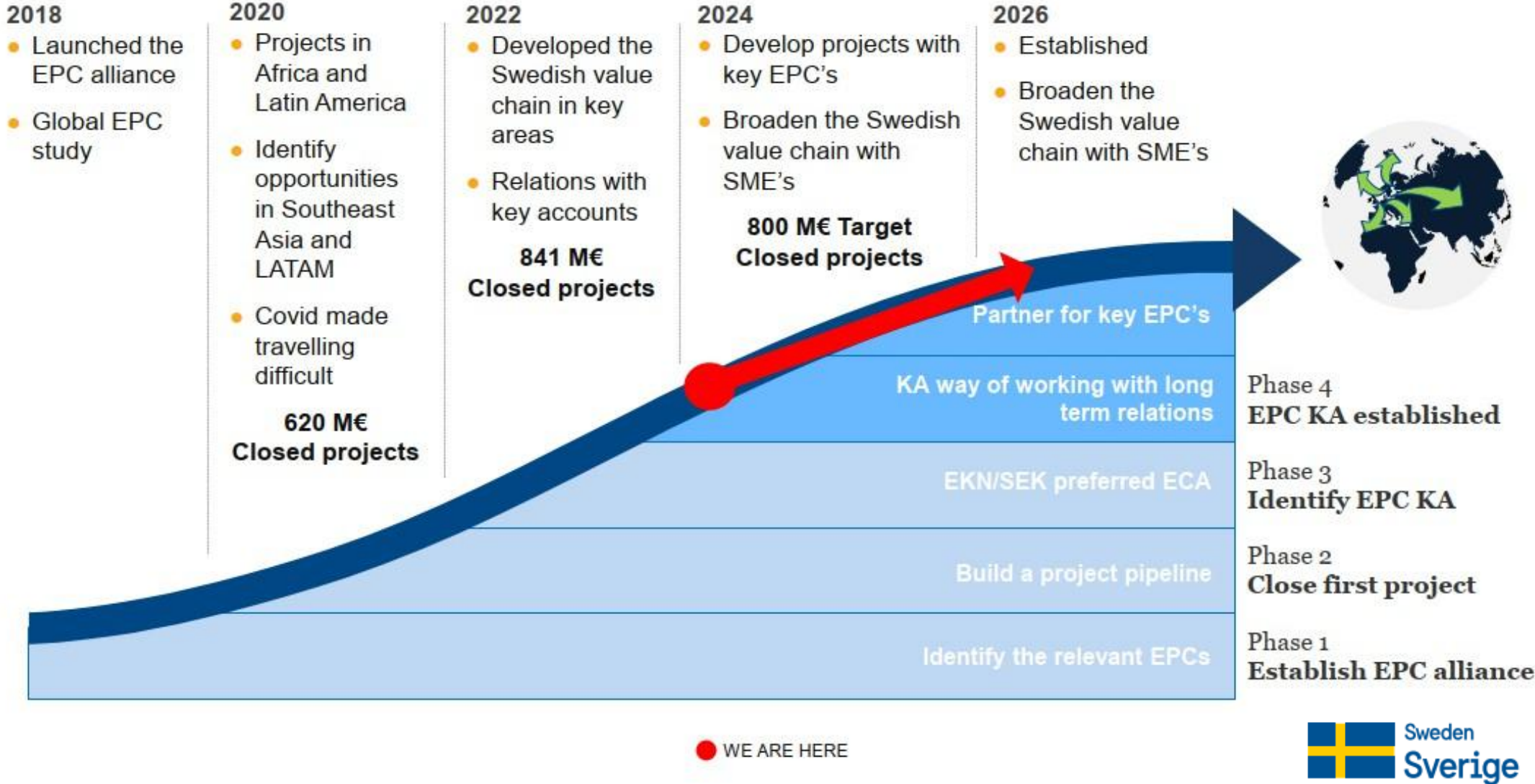


FINNPARTNERSHIP

finnfund



A long-term infrastructure and EPC programme developed to increase Swedish competitiveness and global exposure



THANK YOU

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