

Export & Project Finance

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A North European financial group

SEB Group

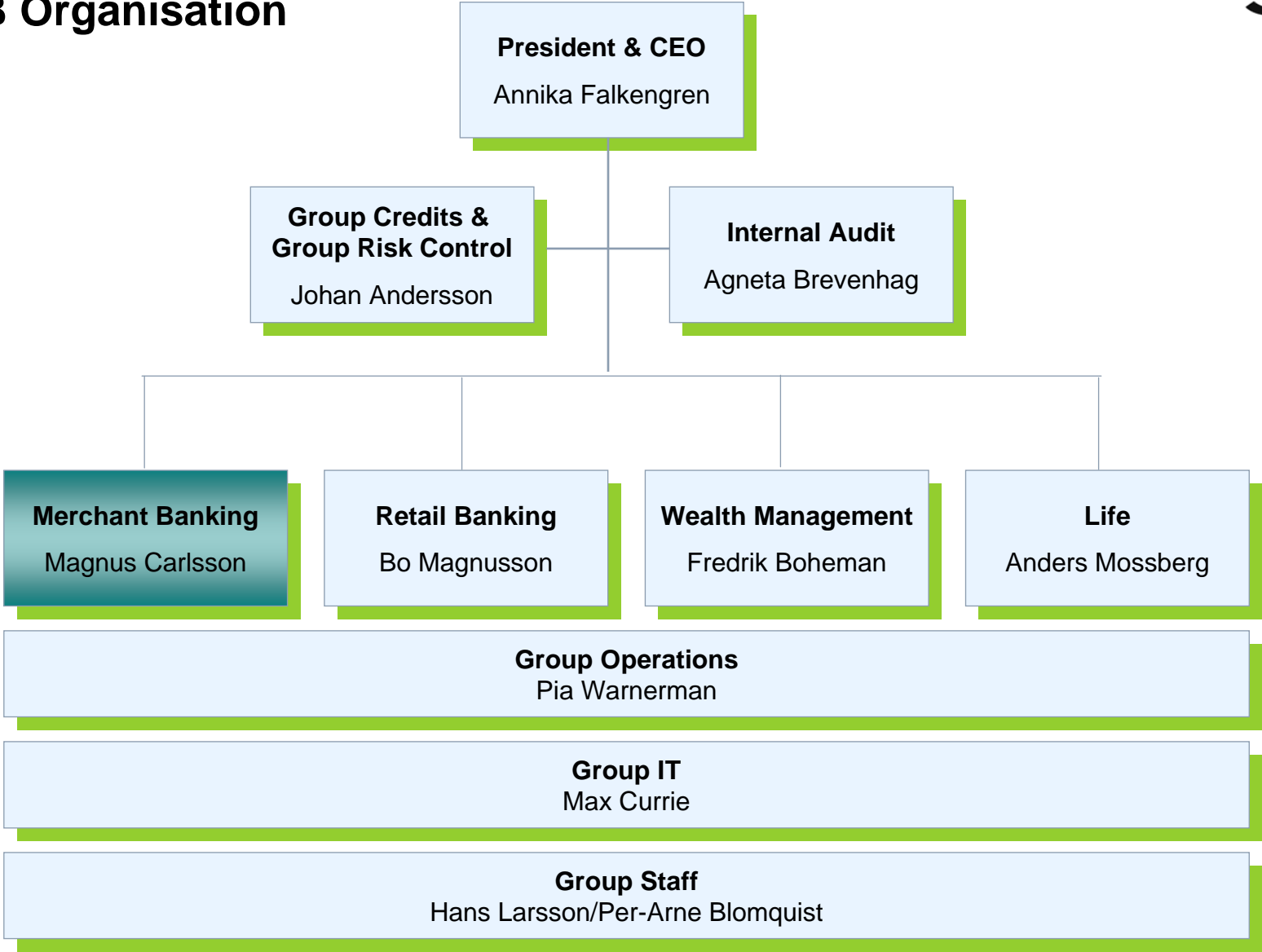
- Local presence in ten countries + strategic locations globally
- Half of the result generated outside of Sweden
- About 20,000 employees
- 600 branch offices
- Global top rankings within several areas



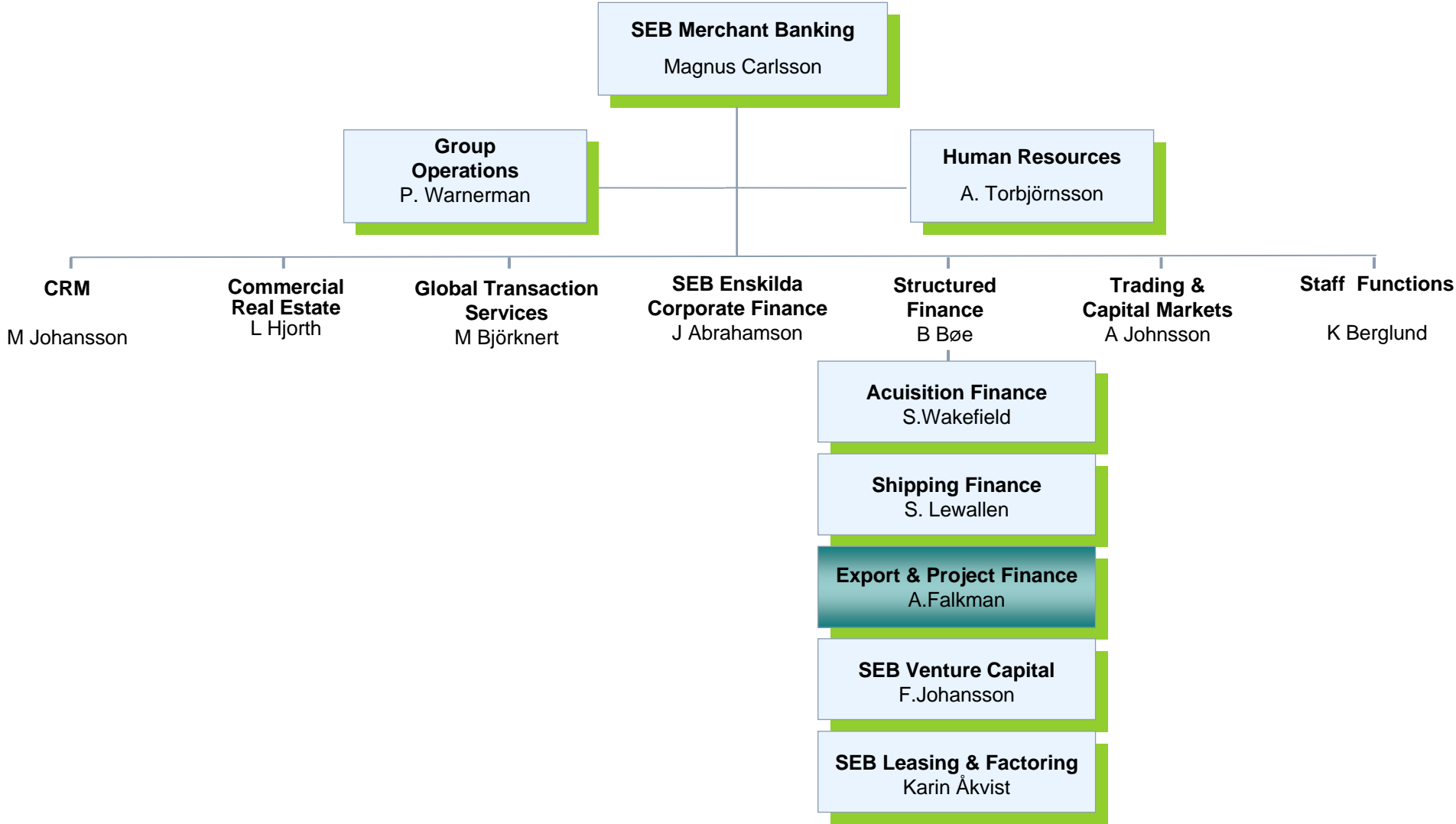
- Leading corporate bank in the Nordic region
- Total Assets of SEK 2,344 bn (USD 366 bn) at 31 December 2007
- Operating Result of SEK 17,0 bn (USD 2,66 bn) at 31 December 2007.



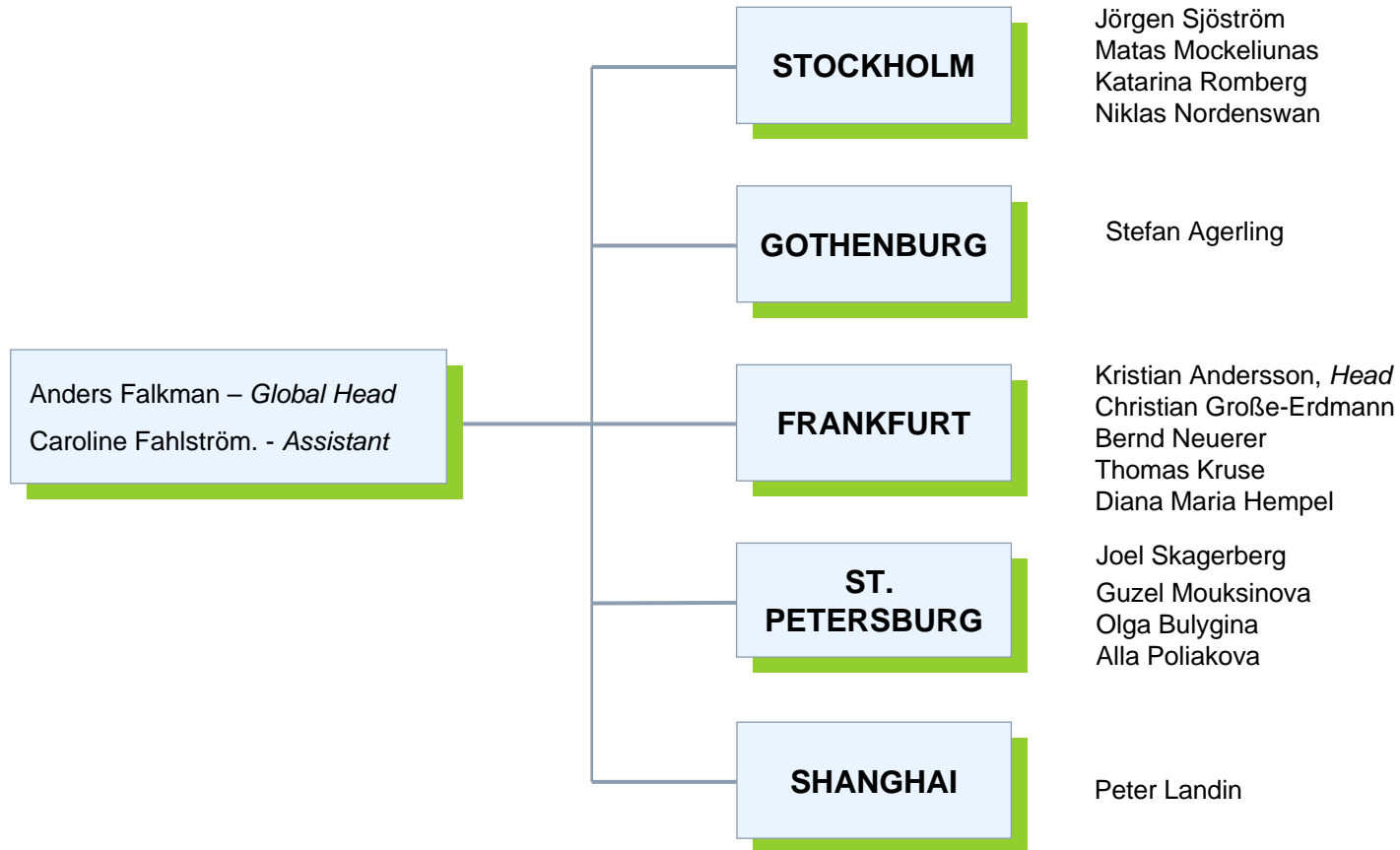
SEB Organisation



SEB Merchant Banking Organisation



Export & Project Finance Organisation



Export & Project Finance

- Strategy -

- Strong relationships with our Nordic and German corporate customers.
- An international presence - mandate to provide our products in OECD countries without existing customer relationship.
- Product and industry competence - concentration on few industries (excluding export financing):
 - Telecom / cable
 - Infrastructure / PPP
 - Aviation
 - Power / energy
 - Pulp & Paper
 - Oil & Gas

Export & Project Finance

- Products -

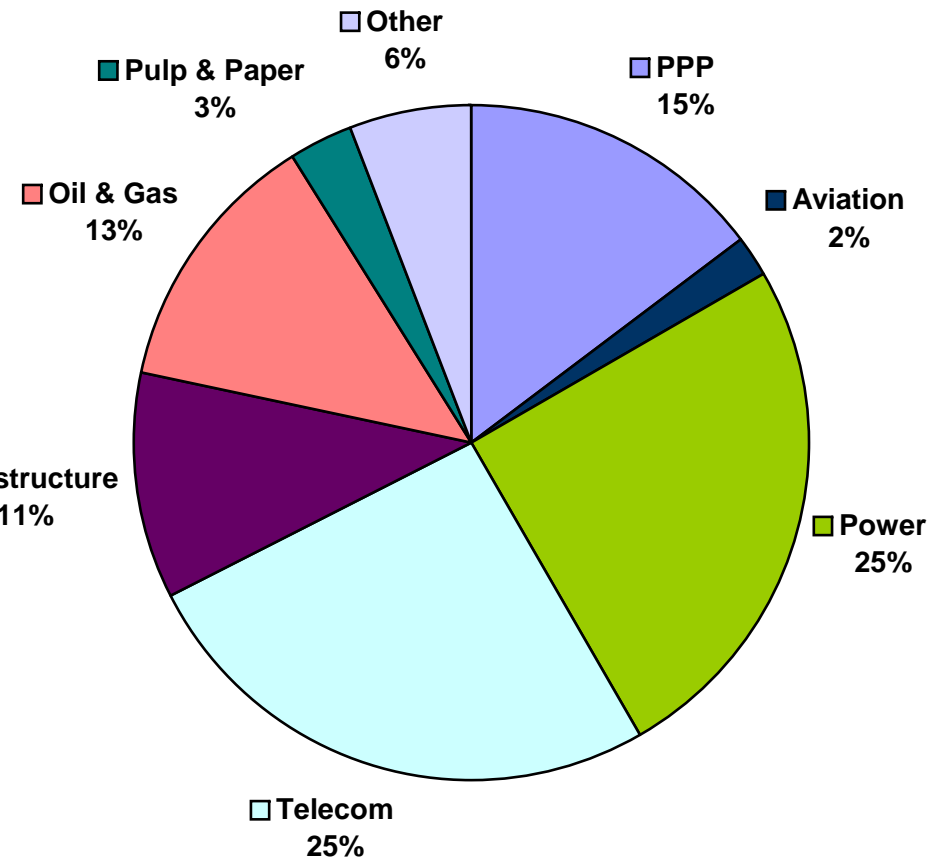
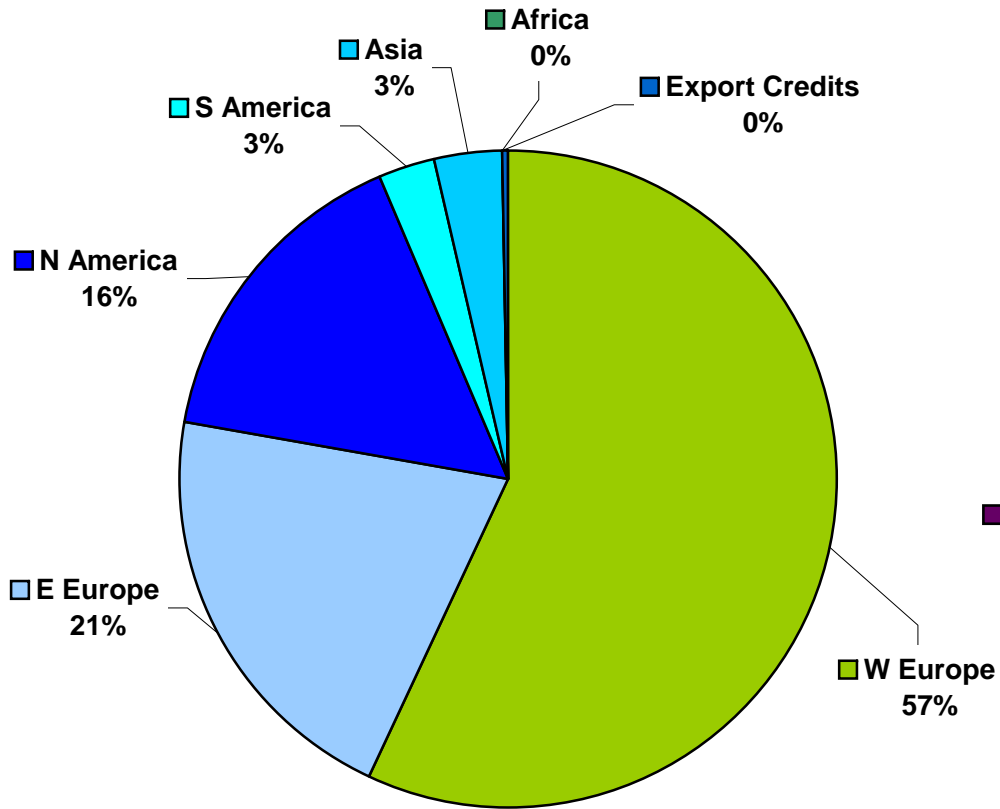
- Project finance – in designated industries
- Export finance – in all industries
- Structured corporate finance (leverage / acquisition)
– in designated industries
- Corporate finance – non-Nordic
– in designated industries

Export & Project Finance

- Roles -

- Arranging in relationship transactions
- Underwriting in selected transactions
- Long term debt provider
 - Within OECD: with or without relationship
 - Outside OECD: with relationship

Export & Project Finance Portfolio



Total assets as per Jan 31, 2008: MUSD 2,408

Reference List - Power

Name of Project / Company	Country	Type	Main Sponsors	Year
Lenenergo	Russia	Power Distribution	N.A.	2008
OGK-4	Russia	Power Generation	E.On	2008
Sandy Creek Energy	USA	Coal	LS Power / Dynegy	2007
La Confluencia	Chile	Hydro	SN PowerInvest / Pacific Hydro	2007
InterGen	USA	Gas/coal	AIG Highstar / OTPP	2007
Longview Power	USA	Coal	First Reserve / GenPower	2007
Tynagh	Ireland	CCGT	GE/GAMA	2007
Coryton Energy	UK	Gas	Intergen	2006
Hydro OGK	Russia	Hydro	The Russian State	2006
Rugeley Power	UK	Coal	International Power	2006
Calpine Steamboat	USA	Gas	Calpine Corp.	2005
Drax Power	UK	Coal	NA	2005
La Higuera	Chile	Hydro	SN PowerInvest / Pacific Hydro	2005
Saltend	UK	Gas	International Power / Mitsui	2005
Wasser und Gas Westfalen (Gelsenwasser)	Germany	Utility	N.A.	2004
TVO	Finland	Nuclear		2004
Riverside Energy	USA	Gas	Calpine Corp.	2003
South Coast Power	UK	Gas	Scottish Power	1999
AES Southland	USA	Gas	AES	1998
Androscoggin	USA	Gas	Calpine Corp.	1998
LTS Peninsular	Mexico	Transmission Lines	ABB / Liberty Power / CFE	1998
Jorf Lasfar	Morocco	Coal	ABB / CMS	1997
Lake Benton	USA	Wind	GE Capital	1997

Reference List - Oil & Gas



Name of Project / Company	Country	Type	Main Sponsors	Year
Gulf LNG	USA	LNG Terminal	El Paso, Sonangol, Crest	2008
Knight	USA	Pipelines & Storage	Mgmt. / Riverstone /Carlyle	2007
NorTex Gas Storage	USA	Gas Storage	Arcapita Bank	2007
Rosneft	Russia	Oil	The Russian State	2007
Deukalion Tanklager	Germany	Tank storage	Macquarie	2006
Gazprom Neft	Russia	Oil	The Russian State	2006
Rosneftegaz	Russia	Natural gas	The Russian State	2006
White Energy	USA	Ethanol	Columbus Nova and Ares Funds	2006
CITGO Petroleum	USA	Refinery	N.A.	2005
Energia Concón	Chile	Refinery	MAN Ferrostaal	2005
Lukoil	Russia	Oil	NA	2005
Sabine Pass LNG	USA	LNG Terminal	Cheniere Energy	2005
Transneft	Russia	Pipelines	The Russian State	2005
Lundin Petroleum	Switzerland	Oil	NA	2004
TNK-BP	Russia	Oil	NA	2004
Gazprom	Russia	Natural gas	The Russian State	1997

Reference List - Telecommunications

Name of Project / Company	Country	Type	Main Sponsors	Year
Bité	Lithuania	Mobile	Mid Europa	2007
North-West Telecom	Russia	Fixed	Svyazinvest, Russian State	2007
Golden Telecom	Russia	Fixed	Telenor, Altimo	2006
NTL	UK	Fixed	N.A.	2006
Softbank	Asia	2G		2006
TDC	Denmark	Full telco and cable	Apax, Blackstone, Permira, Providence, KKR	2006
Hi3G	Sweden, Denmark	3G	Hutchison Whampoa, Investor	2005
HTCC	Hungary		TDC	2005
Megafon	Russia	Mobile	TeliaSonera, Alfa Group	2005
Nextel	USA			2005
TIM Hellas	Greece	2G	Apax, Texas Pacific	2005
Wind	Italy	Fixed & Mobile	Orascom	2005
Connect One	Austria	2G	E-ON, TDC, Telenor, Orange	2004
Digicel	Jamaica			2004
Kyivstar	Ukraine	Mobile	Telenor, Alfa Group	2004
MTS	Russia	Mobile	Sistema	2004
Smart	Philippines	2G		2004
Telewest	UK		NTL	2004
VimpelCom	Russia	Mobile	Telenor, Alfa Group	2004
Avea	Turkey		Telecom Italia	2003

Reference List - Infrastructure & PPP

Name of Project / Company	Country	Type	Main Sponsors	Year
Novorossyisk Sea Port	Russia	Sea Port		2007
Danish National Archives	Denmark	PPP	Pihl	2007
Lancashire Waste	UK	PPP	GRD/Bovis Lend Lease	2007
Peel Ports	UK	Ports	RREEF, Peel Group	2007
Thames Water	UK	Utility	Macquarie	2007
Ukrainian Railways	Europe	Railway	The Ukrainian State	2007
VTG Rail	Germany	Rail Car Leasing	WL Ross	2007
Associated British Ports	UK	Ports	Goldman Sachs, GIC a.o.	2006
Bristol Schools BSF	UK	PPP	Skanska	2006
Brunswick Rail Leasing	Russia	Railway	N.A.	2006
Kent Schools	UK	PPP	Bilfinger Berger	2006
East London Waste	UK	PPP	Shanks	2005
ELWA	Europe	PPP		2005
Russian Railways	Russia	Railway	The Russian State	2005
Stoke Mandeville	UK	PPP	Alfred McAlpine, Sodexo, HSBC Infrastructure Fund	2004

Reference List - Metal & Mining

Name of Project / Company	Country	Type	Main Sponsors	Year
Evraz	Russia	Steel	Evraz	2007
Norilsk Nickel	Russia	Nickel	Norilsk Nickel	2006
Rusal	Russia	Aluminium	Rusal	2006
Shanghai Krupp	Asia	Steel		2006

Reference List - Aviation

Name of Project / Company	Country	Type	Main Sponsors	Year
British Airways	UK		N.A.	2006
Cathay Pacific	Hongkong		N.A.	2006
SAS JOLs	Cayman Islands		N.A.	2006
Alaska Airlines	USA		N.A.	2004
Gladshiem Aviation	Sweden		ABB / Babcock & Brown	2003
SAS	Sweden		N.A.	2002
Fairbrook Leasing - Mellon	USA		Saab	1998
Air Canada	Canada		N.A.	1996

Reference List - Pulp & Paper

Name of Project / Company	Country	Type	Main Sponsors	Year
Botnia	Uruguay	Pulp mill	Metsä-Botnia	2007
Bergvik Skog	Sweden		Stora Enso / Kinnevik	2004
UPM Changshu	China		UPM Kymmene	2004
Pan Asia	China		Norske Skog	2003
Stora Enso	Russia		Stora Enso	2002
Tornator	Ireland		Stora Enso / Kinnevik	2002
Musi Pulp	Indonesia		Marubeni	1997

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