



## STUDY CASE

EKN/SEK supporting an EPC contractor  
**Construction Summit EMEA**

# Global provider of Sustainable Infrastructure

## The Secrets of Our Success Story

We are a global infrastructure group specialized in the development, procurement, structuring and implementation of construction projects with an export finance structuring offer, in compliance with the strictest sustainability standards.

### Key focus on sustainability

QGMI is committed to taking a strategic, evidence-based approach, fostering environmental sustainability in all areas of our business and projects.



### Our areas of expertise

As a well-rounded EPC + F group with long-standing relationships with European ECAs, we can provide our clients with a complete set of value-added services.



**Bridges**



**Roads**



**Mobility & Transportation**



**Water & sanitization**



**Power**



**Buildings**

### Our capabilities

We have a wide range of capabilities under our belt enabling us to offer a turnkey solution to our clients.



Identification of opportunities



Sustainability review



Engineering



Construction



Financing



Procurement



Commissioning

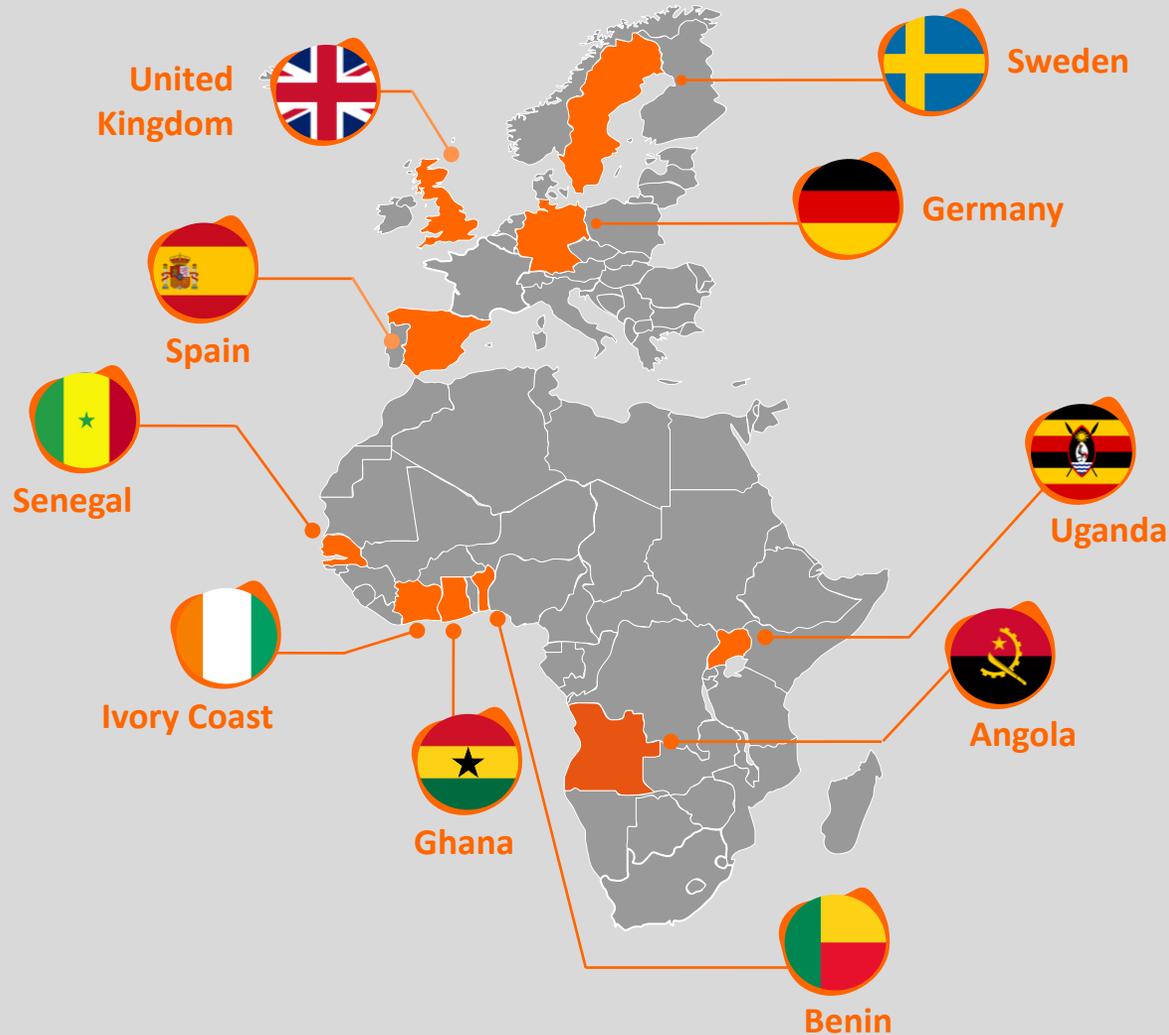


Post-handover to end-user



Post-handover services

# Our Geographical Presence



## European & African presence



QGMI is a European company with offices in Spain, Sweden, the UK and Germany, seeking to be close to the main financial institutions and suppliers, in order to get the most attractive conditions for the projects.



African countries are QGMI's target markets. Our company already has offices in some of these markets and is always looking for new opportunities to establish itself in those regions, aiming to create successful and long-lasting relationships with our stakeholders.

# Business Case 1: Streets of Accra and Tamale

Total length of 220Km resurfaced roads improving the quality of life of the local population.



## Streets of Tamale

## Streets of Accra

Client



Ministry of Roads and Highways, Ghana

Ministry of Roads and Highways, Ghana

Amount of the project



€50m

€53m

Arrangers



Standard Chartered

Intesa Sanpaolo

Main Swedish suppliers



# Contractual structure



# Business Case 2: Luanda Waste Project

*Provision of waste collection and management vehicles that play a critical role in helping Luanda improve its waste management system and become more sustainable in the long-term.*



## Luanda Waste Management Project

Client



The Provincial Government of Luanda

Amount of the project



c. €100m

Arranger



HSBC

Main Swedish suppliers



# Contractual structure



# PERFECT MATCH BETWEEN OUR MODEL AND THE SWEDISH EXPERTISE

## African opportunity

EPC Contractors presence in the African market allow Swedish companies to break into this new market, regardless of their size.



## Swedish technologies

Swedish companies are in the forefront when it comes to technologies. Swedish provides an ecosystem of entrepreneurial excellence and is a launch pad for game changing supplies. By tapping into Sweden's world class skills, we ensure that our clients are offered added-value products and services.

## EKN and SEK support

As an EPC + F group, we can count on the unvaluable support from EKN and SEK. By being accommodating and flexible, they have offered our clients very competitive financing packages.



## Aggregator

As an EPC + F group, we act as a "match maker" and aggregator between the different stakeholders whose business practices can be very different.



## Focus on sustainability

As a contractor, we ensure that the highest environmental and social standards are respected and implemented.





[www.qgmi.eu](http://www.qgmi.eu)