



Without proper funding, a great project is just an idea

ABB financial advisory support can turn your great ideas into reality. We have the knowledge and experience as well as the connections and passion to see it through.



- Decades of experience
- Successful projects around the globe
- Over 25 third-party bank partners
- Your access point to export support systems

We want to hear what you have to say

You're looking for a partner who knows what you're talking about

You've done your research, made your plans, and sold the idea to your stakeholders. Now, your biggest roadblock is proper and secure funding. Where do you turn?

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We know, because we've been there.

Finding funding can be daunting, especially if you're not used to it. Having someone on your team who knows what to do and who to talk to can mean the difference between the realization of a successful project... and a great idea caught up in bureaucratic machinery.

Our financial advisory focus

ABB financial advisory services draws upon years of experience from successful projects around the world to help turn ideas into tangible and completed projects. We listen to what you have to say and help you collect the necessary data to see the risks and test alternative solutions. We bring objective realism to the table in order to project outcomes based on past history and ongoing trends so we can anticipate future needs. The earlier we're involved in a project the better we can ensure its success.

Our global network of more than 25 third-party investment banks can provide you with the best deal to match your resources and the outcome you want; with attractive pricing at floating or fixed rates, longer repayment plans and diversified, flexible, and reliable Export Credits. We are

there throughout the entire process of negotiation, documentation, and the coordination of setting things in motion.

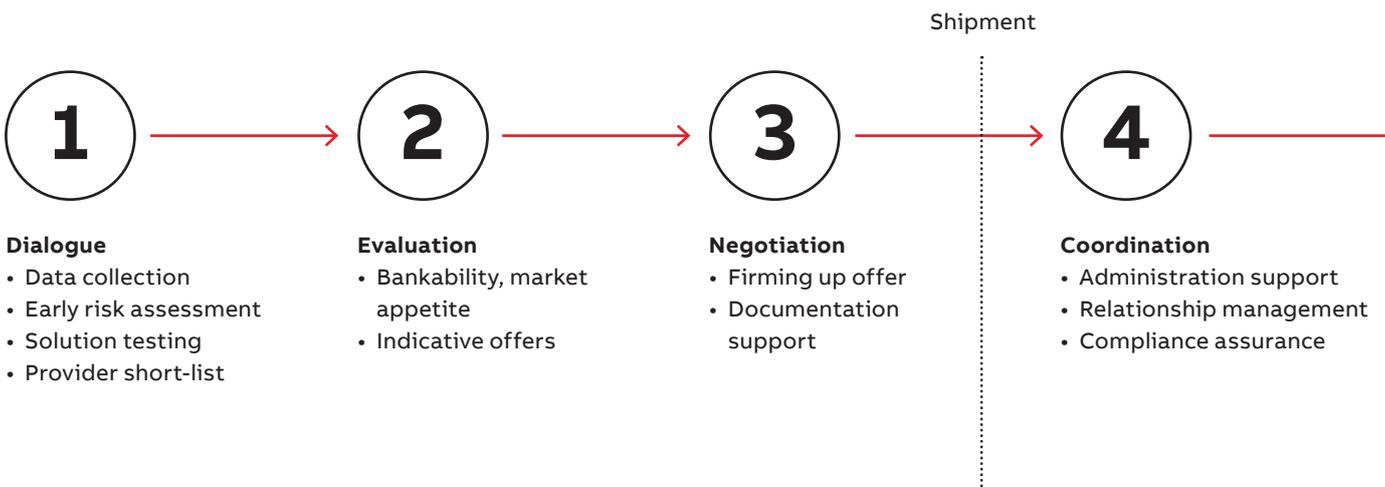
Value add is our objective

ABB's Grid Integration provides a fully integrated solution approach from initial concept and financial solutions to final delivery and on to through-life support services.

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With ABB as partner, your project will deliver the highest performance, reliability, and sustainability year after year.

ABB has the longest history, the largest installed base, and a passion that drives us continuously forward. But the real difference? It is the trust we build with our customers. With ABB as partner, your project will deliver the highest performance, reliability, and sustainability year after year. We're here for you.

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The earlier the financial advisor is involved in the process the better.





Financial advisory

In recent years, ABB Financial Advisory has facilitated financing solutions to customers on every continent with a total amount in excess of BUSD 10 through more than 15 commercial banks, with or without ECA cover. Big-ticket projects (>15 MUSD) are often serviced through Export Credits, while smaller transactions are likely to require a solution of a higher degree of standardization.



Export Credits

A loan arrangement based on guarantee from a government backed export credit agency, for PG-GI business, most notably SERV (Switzerland) and EKN (Sweden). Export credits are arranged by a commercial bank and often funded through specialized financing institutions, for PG-GI business most notably SEK (Sweden). Your best point of entry to any export system is through your supplier for whom the system is designed to support.

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Guaranteed and flexible export credits that will be there.



Borrower benefits

- An alternative source of corporate financing, with little or no impact on borrower's existing credit lines
- An interesting cash-flow profile as payments are deferred until the first repayment 6 months after completion
- Long tenors available, plus construction period financing
- Financing at floating or fixed interest rates (CIRR) in many currencies
- Agreeable pricing, especially on long tenors
- A reliable access to funding of large amounts, also in unstable and liquid market conditions



SEK Financing Powers North Sea Link

A mutually beneficial connection

The deal is a debut ECA-covered facility for National Grid and a rare example of an ECA financing adding value to a sophisticated investment grade credit for a relatively low-risk infrastructure project in Europe

The deal finances National Grid's portion of the cost of EPC contracts placed with Prysmian Group and ABB for the project.

Customer benefits

- Financing secured to realize the project
- UK will receive access to Norwegian hydro power
- Norway gains access to the UK's increasing portfolio of wind and other renewable energy technologies
- An increase in electricity supply
- A reduction in CO2 emissions equivalent to 2.65 million tons per year



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