



SIEMENS
Ingenuity for life

IDA September 2016 OPP i Grønland
Bæredygtig infrastruktur i Grønland
Komplette løsninger. Sikker drift.



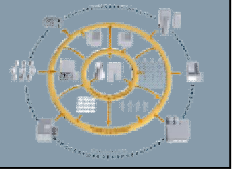






Siemens åbnet kontor i Nuuk Grønland

April 2013



Organization of Siemens aligned with the global trends

SIEMENS

Industry	Industry Automation	Drive Technologies		Customer Services			
							
Infra-structure & Cities	Rail Systems	Mobility and Logistics	Low and Medium Voltage	Smart Grid	Building Technologies	Osram ²⁾	
							
	Fossil Power Generation	Wind Power	Solar & Hydro	Power Transmission	Oil & Gas	Energy Service	
Energy							
Health-care	Imaging & Therapy	Clinical Products		Diagnostics		Customer Solutions	
							

¹⁾ Sektorgeführte Business Unit ²⁾ Börsengang geplant
Restricted © Siemens A/S 2016

Power from day one to the industry in Greenland Who comes first? Consumer or supplier?

SIEMENS

SIEMENS

Vision
Power supply to the industry in Greenland from day one; based on green energy on long-term basis.

Green solutions for Greenland

www.siemens.dk/energy

Greenland is experiencing a rapid development of mining, infrastructure and energy projects where one can take advantage over a number of Siemens' green solutions.



With more than 100 years of experience in the mining sector, Siemens can offer tailor made solutions to the mining industry from pit to port.

In addition, Siemens can offer sustainable technologies and services in other areas such as:

- Hydropower
- Tide water
- Wind power
- Infrastructure
- ESCO (energy optimization in buildings)
- Healthcare
- Industry solutions

When it comes to power supply, Siemens can also offer mobile plug and play solutions such as hydropower and gas turbines.

We customize our services to fit the customers' individual needs, and this is our starting point.

For more information, please contact our office in Nuuk.

Contact information

Carsten Dahl, Siemens Grønland
P.H. Lundsteensvej 2, 3900 Nuuk
Mobile: +45 40 45 65 48
E-mail: carsten.dahl@siemens.com

Hvorfor Siemens?

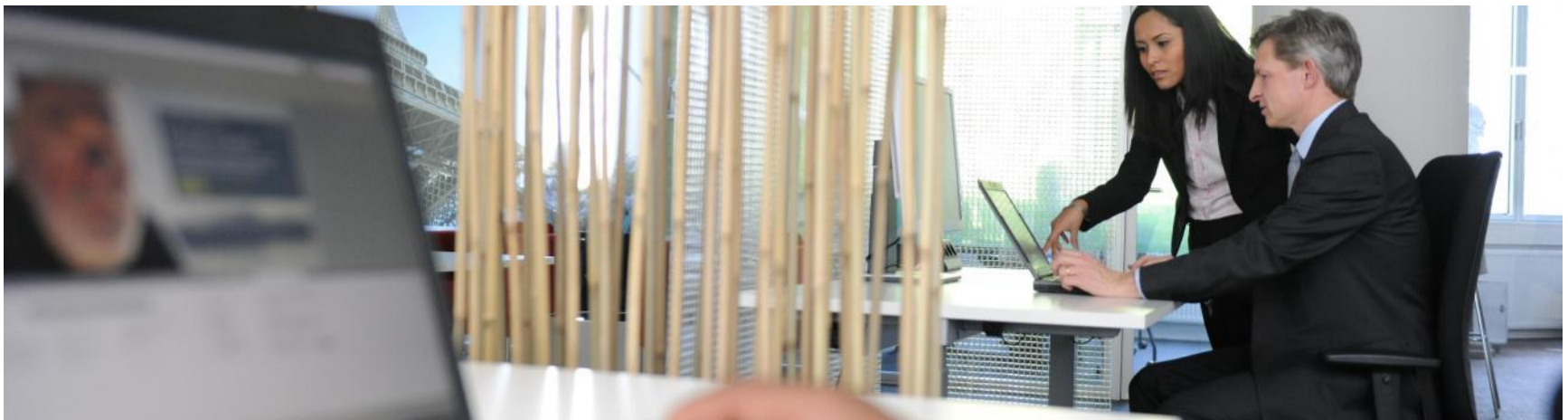


- 100 års erfaring i Arctic.
- 50 års erfaring med lufthavnsløsninger.
- Mange referenceprojekter – fra store lufthavne til midlertidige passagerterminaler.
- Innovative og bæredygtige løsninger, der overholder gældende regler.
- Førende leverandør af grøn teknologi.
- Gratis Wifi-løsning til rådighed
- Samarbejder med grønlandske virksomheder.

SFS Business Units for Sales Financing & Advisory

SIEMENS

COF	PSE	PSI	PSH
Commercial Finance	Project and Structured Finance Power, Oil & Gas	Project and Structured Finance Energy Management, Mobility and Industries	Project and Structured Finance Healthcare and Leveraged Finance
<ul style="list-style-type: none"> ▪ Equipment Finance & Leasing ▪ Vendor Finance 	<ul style="list-style-type: none"> ▪ Financial Advisory ▪ Debt Financing ▪ Equity Investments 	<ul style="list-style-type: none"> ▪ Financial Advisory ▪ Debt Financing ▪ Equity Investments 	<ul style="list-style-type: none"> ▪ Financial Advisory ▪ Debt Financing ▪ Equity Investments

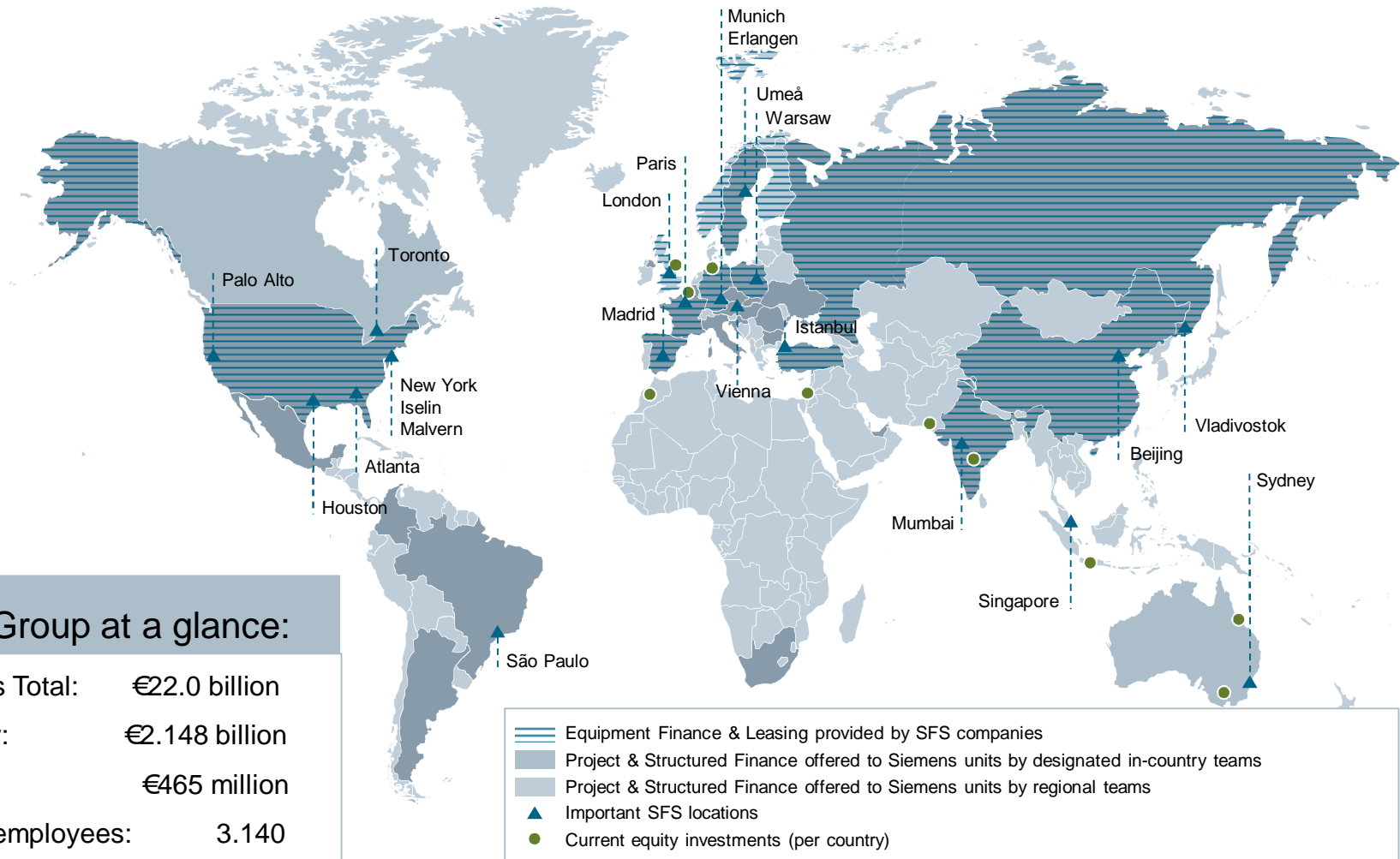


1) Business Segment

Restricted © Siemens A/S 2016

Siemens Financial Services (SFS) Global presence

SIEMENS



SFS Group at a glance:

- Assets Total: €22.0 billion
- Equity: €2.148 billion
- IBIT: €465 million
- Nr of employees: 3.140

SFS Commercial Finance (COF) solutions in Arctic



Traditional asset financing solutions

- Rental
- Financial Leasing
- Hire Purchase

Taylor made asset financing solutions

- Operate leasing
- Managed Services Financing (MSA)
- Forfeiting

Focal market sectors in Arctic

- Transportation, Industrial, Energy & Environment, Medical, Construction and Office technology markets



SFS Project Financing



- Financial Advisory & Structuring
- Equity Investments
- Debt Financing

Financial Advisory & Structuring

We act as financial adviser to the operating units of the Siemens Group and structure, as well as arrange and implement, project and structured financing worldwide.

Specifically, we review alternative financing solutions and risk-mitigation concepts for projects and are typically engaged in the early stages of projects in order to ensure cohesive and comprehensive project development that takes financial aspects into consideration from day one. We work for all divisions of Siemens AG.

A highly qualified team devises solutions that balance the requirements of the projected parties

The spectrum covers

- Analysis of all aspects and risks related to project finance and review of the financial viability of projects
- Financial advisory services, structuring, arrangement and implementation of tailored and competitive financing concepts
- Coordination and negotiations with all project participants
- Design of financing-relevant components in the supplier agreement



Equity Investments

Jointly with our partners, we invest in promising infrastructure projects worldwide.

Typical project volumes range in general from about EUR 100 million – or from EUR 50 million for Healthcare – to more than EUR 1 billion.

- Investments in power plants, transportation infrastructure and healthcare projects
- Focus on projects in which Siemens plays a key technological role in construction, operation or maintenance
- Support projects that promise an appropriate return in terms of the risk profile



Debt Financing

Our structured financing solutions combine in-depth industry know-how and financial expertise.

We focus on providing tailored financing solutions for all divisions of Siemens AG – covering both the public and private sectors.

- The spectrum ranges from senior secured corporate loans to mezzanine debt and from structured investment financing to public private partnerships and project financing
- Solutions are tailored to the individual needs of the customers in both the public and private sectors
- Help customers enhance their competitiveness and exploit growth opportunities





Finansiering, anlæg og drift af lufthavne i Grønland

16. August 2016

MP Pension, Siemens, NextPartners, MT Højgaard

 MTHøjgaard

Vi skal ikke bare bygge lufthavne

SIEMENS

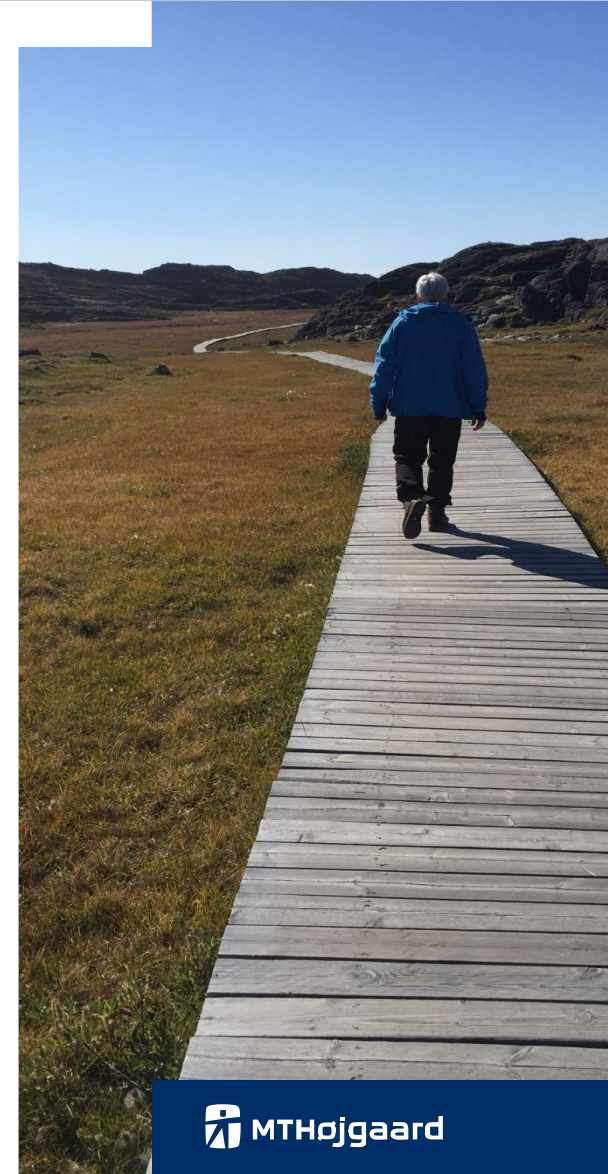
- Målsætning: Grønland som top 10 global turistdestination
- Aktivt medejerskab
- Holistisk tilgang – hoteller, infrastruktur mm.
- Klar til at gå i gang



Konsortiet tilbyder

SIEMENS

- Komplet løsning af en eller flere lufthavne
- Baggrundsviden, økonomiske analyser mm.
- Finansiering med lang tidshorisont
- Anlæg og opførelse af lufthavne
- Teknologiløsninger med bæredygtig profil
- Drift med fokus på værdiskabelse





Alle kompetencer samlet

MT Højgaard, Siemens og MP Pension besidder alle nødvendige kompetencer for at gennemføre en succesfuld løsning af dette projekt. I samarbejde med det grønlandske samfund.



SIEMENS

NextPartners
Financial Advisory

An aerial photograph of an industrial facility, possibly a refinery or chemical plant, at dusk. The facility features several large cylindrical storage tanks and tall distillation columns, all illuminated with warm yellow lights. In the background, a body of water is visible with a few ships, and distant mountains rise under a twilight sky. Overlaid on the image is a complex digital interface consisting of glowing white and blue lines, grids, and various icons (such as 'G', 'P', and 'C') that suggest a data-driven or smart industrial environment.

We do want to help

The Arctic industry-challenges will need long time commitments among the parties; Government, society, inhabitants and industries. It starts with creating the right models for a long time cooperation.

We are open to share ideas, bringing in facts and helping to extend the industrialization...

Questions

Thanks
Carsten Dahl



Kontakt

Siemens Grønland

Direktør for Siemens Grønland

Carsten Dahl

Telefon +45 44 77 43 70

Mobile +45 40 45 65 48

Mail: carsten.dahl@siemens.com

Noorlenut 20

3900 Nuuk

Grønland

