



OPPORTUNITIES AND BEST PRACTICES WITH SCANDINAVIA." TEXAS EU SUMMIT, AUSTIN

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Half timbered cottage





OVERVIEW

- Population 5 ½ million
- Approximately the size of Massachusetts
- Skilled workforce
- Transportation Hub
- Sophisticated consumers
- First Adopters
- Fossil Fuel Free by 2050
- Design Important



ACCOLADES TO DENMARK

Denmark is the world's best country for doing business
Forbes Magazine (2010)

Denmark, the 2nd most business friendly climate in the EU
World Bank, Doing Business Report 2010

Denmark, world's most advantageous country to invest in a five year perspective
Economist Intelligence Unit 2008-2012



LEGAL & HR ISSUES

- Napoleonic Code
- Limited damage claims
- HR issues
- Non violent society
- Consensus society
- Relations between Unions and Management
- Highly skilled workforce
- Punctual
- Less social/business combination
- More balance between home and work



OUR FOCUS AREAS AND AREAS OF BUSINESS EXCELLENCE

- **Life Sciences/Medtech** Assistive Technologies, Diagnostics, Disposables
- **Life Sciences/Biotech** Industrial Biotech, Vaccines & Immunotherapy, CNS & Neuroscience, Inflammatory & Infectious diseases, Metabolic diseases, Cancer
- **ICT** Wireless & Mobile, Acoustics, Software development
- **CleanTech** Wind Energy, Bio Energy, Fuel Cells, Energy Efficiency, Wave Energy, Waste to Energy
- **Maritime** Shipping, Offshore, High-tech Components and services



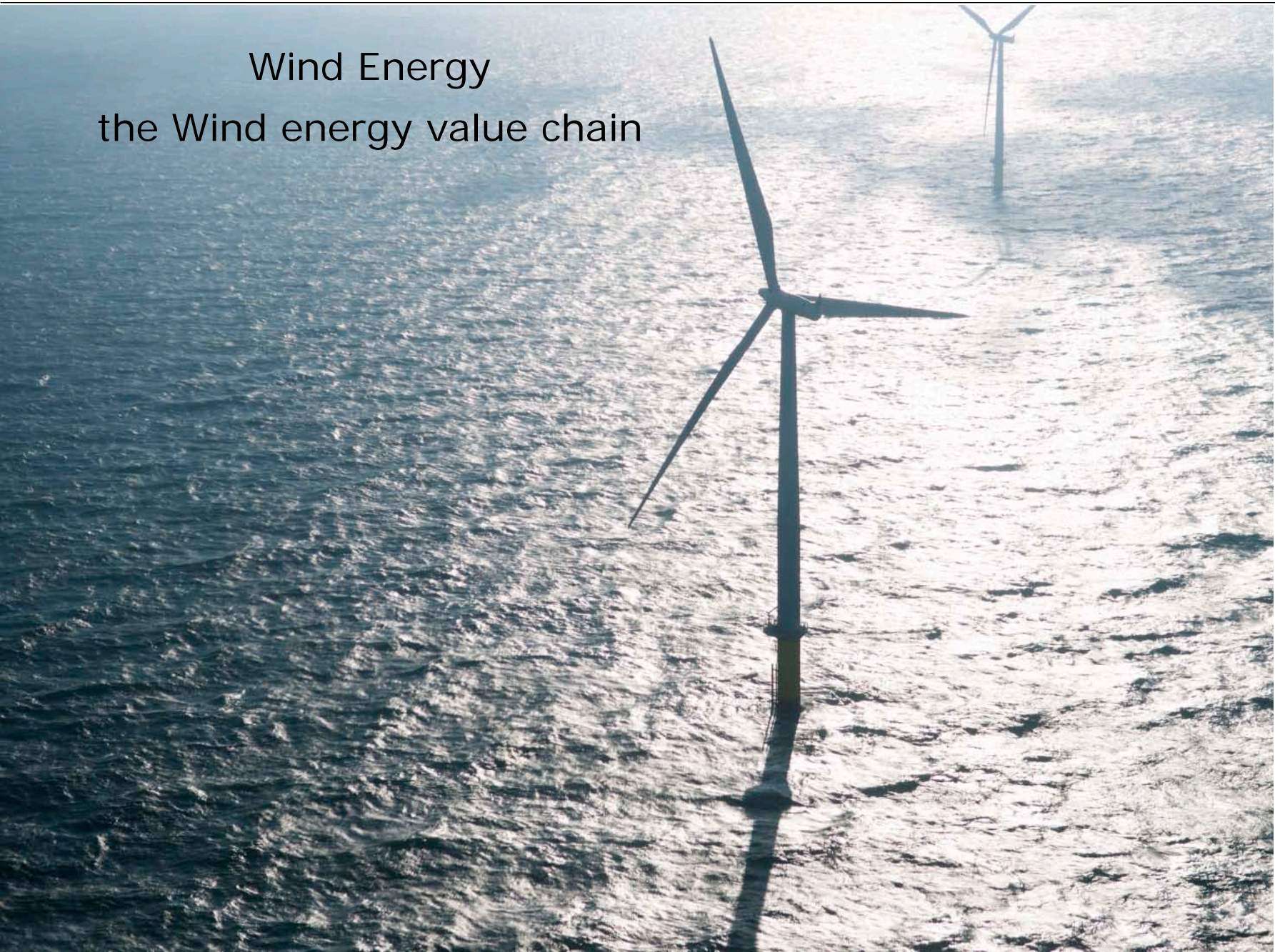
DENMARK IS THE WORLD'S CLEANTECH CENTER

- With 720 Danish Cleantech companies
- 60,000 employees,
- 10 billion Euro market value,
- 46 research institutions
- a government dedication to be completely independent of fossil fuels by 2050,
- Denmark is the world's indisputable CleanTech center

We can actually SWIM in the clear water in Copenhagen Harbour



Wind Energy the Wind energy value chain





THE DANISH WIND TURBINE INDUSTRY – VALUE CHAIN

- Materials and Raw Materials
- Mechanical Components and Generators
- Towers and other Steel Processing
- Blades and Blade Technology
- Control Systems and Electrical
- Nacelle Manufacturing and Assembly
- Total Turbine Design

24 April 2013

SOLAR POWER VALUE CHAIN





SOLAR PANELS (PV)

- R&D
- Materials
- Components
- Storage
- System Integration
- System positioning design
- Infrastructure
- Operation, Service & Maintenance
- Consulting
- Market enablers

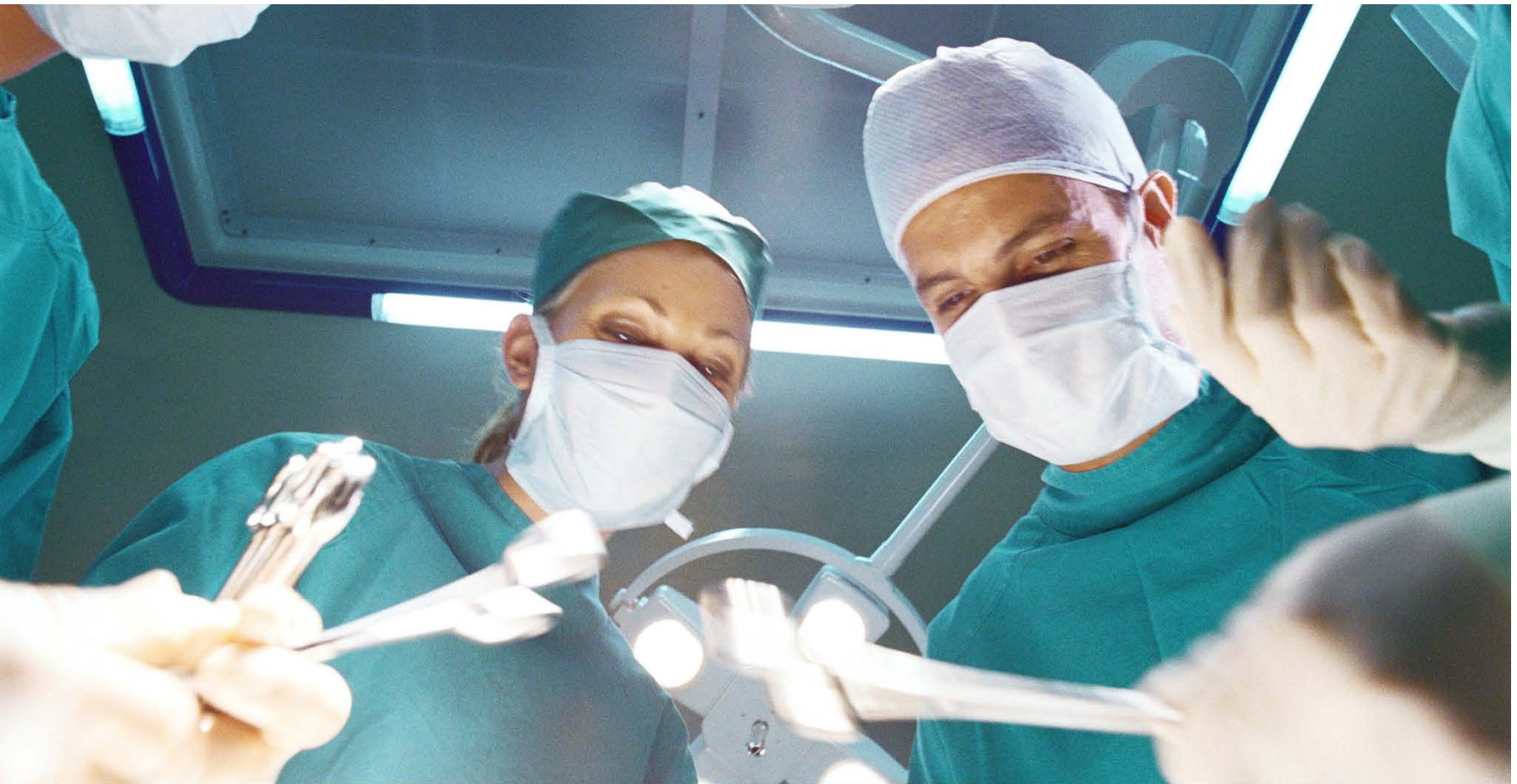


OTHER CLEANTECH STRONGHOLDS IN DENMARK

- **Fuel Cells**
- **Waste treatment and Recycling**
- **Smart Grid**
- **Evs**
- **Wave**

24 April 2013

MEDTECH





WHY DENMARK?

“Prent Corporation is dependent on a high degree of design expertise and know-how and our clients are high-tech companies that make heavy demands on quality, because their customer – the healthcare sector – demands very high quality”.

Peter Bay, Director Prent Denmark



THANK YOU – TUSIND TAK

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