DANISH STATE VISIT TO GHANA
23-25 NOVEMBER 2017

GHANA – AN EMERGING MARKET WITHIN REACH

FOOD & AGRICULTURE | SUSTAINABILITY
MARITIME, INFRASTRUCTURE & RAILWAYS

#danishstatevisitGhana
danishstatevisit.dk/ghana2017
THE KINGDOM OF DENMARK – ONE OF THE OLDEST MONARCHIES IN THE WORLD

Denmark has been a monarchy since 958 AD. Since 1849 Denmark has been a constitutional monarchy. The present head of state Her Majesty Queen Margrethe II ascended to the throne on 14 January 1972 succeeding her father His Majesty King Frederik IX.

The political system of Denmark is that of a multi-party structure, where several parties can be represented in Parliament at any one time. Since 28 November 2016, the Government has consisted of the Liberal Party (Venstre), Liberal Alliance and the Conservative People’s Party with Lars Løkke Rasmussen as the Prime Minister.

Denmark is an open and globalized economy and has a strong private sector consisting of mainly small and medium-sized enterprises (99 per cent). Denmark is consistently ranked among the best countries in the world for doing business. Trust-worthiness, innovation, quality, global outlook and hard work are words associated with Danish companies. Based in a relatively small country, Danish companies know what it takes to work in partnerships and succeed internationally.

FACTS AND FIGURES ABOUT DENMARK

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<th>Population</th>
<th>5,707,251 (2016)</th>
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<tr>
<td>Area</td>
<td>43,560 square kilometres (not including Greenland and the Faroe Islands)</td>
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<td>Capital</td>
<td>Copenhagen (1,280,371 inhabitants in the metropolitan area)</td>
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<td>Gross domestic product</td>
<td>DKK 2,064.8 billion (2016)</td>
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<td>Life expectancy</td>
<td>Women 82.5 years</td>
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<td>Men 78.6 years (2016)</td>
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<td>Currency</td>
<td>Danish Kroner (DKK)</td>
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<td>Memberships</td>
<td>UN (1945), IMF (1946), NATO (1949), OECD (1961), EU (1973), OSCE (1975), WTO (1995), Schengen (2001), and others</td>
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FOREWORD BY
HER MAJESTY
THE QUEEN

It is a great pleasure and honour for me to embark on my first visit to Ghana.

Ghana and Denmark share a long history and I am proud that my visit coincides with Ghana celebrating 60 years of independence. As the first Sub-Saharan country to gain independence, Ghana inspired many other countries to seek their independence in the years thereafter. Today, Ghana continues to be a source of inspiration for other countries.

The relations between Ghana and Denmark have been marked in particular by our development partnership. As Ghana’s economy has made impressive progress, trade and investment activities between our countries have increased considerably. By 2020, it is expected that relations between Ghana and Denmark will be centred on trade, investment and political cooperation, while development cooperation will have ceased.

I am pleased to be accompanied by the Minister for Foreign Affairs, the Minister for Environment and Food as well as an impressive delegation of modern Danish companies in leading economic sectors such as Food and Agriculture, Sustainability and Maritime, Infrastructure and Railways.

It is the first time that such a large Danish business delegation is visiting a West African country. The companies are keen to explore potential new partnerships and strengthen existing partnerships, which will be mutually beneficial for Ghana and Denmark.

I am very hopeful that the visit will contribute to strengthening the relations between Ghana and Denmark based on our many years of cooperation, common values and respect.

HER MAJESTY THE QUEEN OF DENMARK
FOREWORD BY
DANISH MINISTERS

Strong relations based on common values and mutual commercial benefits.

Ghana and Denmark are close partners in politics and trade. We share many values such as a belief in democracy and human rights as well as strong multilateral governance structures.

Ghana is a politically stable country. Since 1992, Ghanaians have enjoyed seven successive free and fair elections followed by three peaceful transitions of power between government and opposition parties. Respect for human rights, low levels of internal conflict, religious tolerance, an active civil society and a positive role in its regional cooperation and outreach have earned Ghana a label as “best in class” in West Africa.

Denmark is very pleased to have a close political dialogue with Ghana and to support the important regional role Ghana is playing, as well as promoting issues of common interest on the global agenda such as the Convention Against Torture Initiative.

During the past decade Ghana has been one of the fastest growing economies in Africa and a growing market for Danish companies. The healthy economic growth rates led to a re-classification of Ghana as a lower middle-income country in 2011. Consequently, the relations between Ghana and Denmark are gradually changing from a partnership based on development cooperation towards relations primarily focused on political and commercial cooperation.

There is still a great potential for expanding the commercial cooperation, which the sizeable business delegation of 39 Danish companies from sectors such as Food and Agriculture, Sustainability and the Maritime, Infrastructure and Railway sectors illustrate very clearly.

It is a great honour and pleasure to accompany Her Majesty The Queen of Denmark on this important visit to Ghana. We feel confident that the visit will contribute to an even stronger partnership between Ghana and Denmark, which will benefit both countries in terms of economic growth, job creation and investments.

ANDERS SAMUELSSEN
MINISTER FOR
FOREIGN AFFAIRS

ESBEN LUNDE LARSEN
MINISTER FOR
ENVIRONMENT AND FOOD
FOREWORD BY THE AMBASSADOR OF DENMARK

Tove Degnbol
Danish Ambassador to Ghana

Denmark and Ghana have a special relationship. The first development cooperation activities date back to Ghana’s independence in 1957, and the Embassy of Denmark was opened in 1961. When Ghana later became a priority country for Danish development cooperation, our joint activities expanded to include a wide range of areas such as water and sanitation, health, energy, transport, good governance, and not least the private sector, including business advocacy and skills development. ‘Danida’ has become a brand name in Ghana, which many people associate with a good and predictable partnership. Strong partnerships have often developed into close friendships.

When looking at the amazing progress Ghana has made during the past 25 years, Denmark is proud to have shared the journey with our Ghanaian partners.

Ghana is now requesting investments and trade cooperation, and Denmark started responding to this some years ago. It is expected that after 2020, Danish-Ghanaian relations will be focusing on commercial cooperation and political cooperation based on our shared values, notably the promotion of human rights, while development cooperation will have ceased. Experience so far shows that there is a large potential for increasing the commercial cooperation between our two countries.

I am very honoured that Her Majesty Queen Margrethe II of Denmark, accompanied by the Minister for Foreign Affairs, Mr. Anders Samuelsen, The Minister for Environment and Food, Mr. Esben Lunde Larsen, and a business delegation of 39 Danish companies, is visiting Ghana to confirm and further strengthen the good relations between Ghana and Denmark. I am convinced that the visit will mark an important step in the expansion of our business collaboration and thereby significantly contribute to the change “from aid to trade”. While our cooperation is changing, our joint endeavour continues to be the improvement of living conditions through economic growth, job creation and investments.

Welcome – or Akwaaba, as they say in Ghana – to all the Danish visitors! And thanks to our Ghanaian partners for your hospitality and warm reception!

TOVE DEGNBOL
AMBASSADOR
FOREWORD BY THE DANISH BUSINESS ASSOCIATIONS

By Thomas Bustrup, Deputy Director General, Confederation of Danish Industry, Flemming Nor-Pedersen, Executive Director, Danish Agriculture & Food Council, Anne H. Steffensen, Director General and CEO, Danish Shipping

The African continent has become one of the most exciting economic stories over the past decade – and Ghana is no exception. Political stability, resource abundancy and a well-educated, English speaking workforce make Ghana one of Africa’s most promising economies. This combined with an annual economic growth around 7 pct., a large domestic and regional market, and an increasing demand for high-quality products and solutions, makes Ghana an important country for any Danish company wishing to expand their business operations in West Africa.

However, despite the great potential, Denmark has not yet fully explored the Ghanaian market. Bilateral trade between our two countries is still at a low level, although growing. In 2015, Denmark’s export of goods to Ghana amounted to DKK 225.1 million (USD 35.4 million), while Ghana’s export of goods to Denmark was estimated at DKK 337.7 million (USD 53.2 million). Trade in services was slightly higher. In 2015, export of services from Denmark to Ghana amounted to DKK 317 million (USD 49.9) and Ghana’s export of services to Denmark reached an estimated DKK 546 million (USD 85.9).

Danish companies are able to cater to the demands and development of the Ghanaian market: We offer cutting-edge knowhow and technology that support a transition to a greener economy, as well as products and solutions that can secure a sustainable production of high quality food and agricultural products. Denmark is also internationally renowned for developing innovative infrastructure solutions and technologies and prides itself on being a global maritime market leader.

We are truly delighted that Her Majesty The Queen of Denmark, accompanied by government representatives, is leading this delegation to Ghana on 23-25 November 2017. We thank you for the opportunity to visit Ghana. It is our firm hope and belief that this visit will strengthen trade and the economic ties between Ghana and Denmark – and bring growth, prosperity and inspiration to both our countries.
Agriculture and food represent Denmark’s largest industry and innovation cluster.
The agriculture and food sector produces food for 15 million people or roughly three times the Danish population.
Food products together with agribusiness machinery and food technology account for nearly one quarter of Denmark’s total exports.
With its roots in the farmers’ cooperative movement, the Danish agriculture and food sector draws on a transparent and well integrated value chain to supply high quality food and agricultural products to the most demanding markets around the world.
Complementing a long history of exporting quality food and agricultural products, Denmark has recently become known for its contribution to international cuisine.
The Danish agribusiness industry is a leading supplier of breeding material as well as equipment for livestock and crop production.
The Danish food technology industry is a leading supplier of process equipment, ingredients, packaging and other technology like cooling equipment.
With its increased focus on development of sustainable solutions in agriculture and food production, the Danish agriculture and food cluster is also taking a lead in developing renewable energy.
Creating the future of dairy to bring health
and inspiration to the world, naturally...

Part of our historical roots, our DNA, is our constant aim to
progress and create something greater and better. Since the
cooperative movement began 130 years ago, milk producers
and colleagues have worked together to create a common
future in the dairy industry. Their achievements over the years
have laid the foundations for Arla Foods today.

Every day, we seek to improve and refine what we deliver and
develop solutions for the future. These may take the form of new
products and new inspiration for our consumers.

We will not only follow others in the dairy industry – but also
help to shape its future, and participate actively in developing
the dairy structure of tomorrow and creating new trends in dairy
consumption. Therefore, we will keep asking ourselves how we
can set the standard for the dairy activities of the future.

AAK – The Co-Development Company

AAK refines vegetable oils for specialized products which
meet our customers’ high requirements. In partnership with
our customers, we develop leading global positions with
a high level of profitability.

The parent company, AAK AB, is a Swedish registered joint-
stock company based in Malmö. The Company’s shares are
listed on the NASDAQ OMX Stockholm, in the Large Cap
segment, Food & Beverage sector.

In West Africa AAK source shea nuts out of seven different
countries. Shea nuts are among other things used for chocolate,
confectionery, bakery products and cosmetics. There are no
plantations or similar – shea is a wild crop, which is collected
by women in rural areas.

AAK have been working in the region for more than 60 years
and have nine offices in West Africa today. Three of these are
in Ghana: Tema, Tamale and Wa.
Installation and commissioning of automated food & beverage production and processing systems

Whatever the type of food production equipment you need to have installed and commissioned, BIC Electric can handle the job all over in the world. Your gain is flexibility, high quality and a competitive price. We carefully select the team with the right skills for your project.

Our experience includes electrical and mechanical installation and commissioning of equipment for: handling, processing, quality control, packaging.

Our technicians and engineers are highly trained and experienced in all phases of industrial automation. We follow all labour market regulations, safety requirements, registrations as well as minimum salary rates in the countries where we work. We also ensure compliance with HSE regulations and provide certificates and courses, travel and accommodation, insurance and any other necessary documents.

Cimbria

Cimbria is an international company with its headquarters in Denmark and we are proud to have a long history of supplying good, reliable solutions based on in-house technology. Today Cimbria is member of the AGCO Group and one of the world’s leading suppliers of projects, products and services to grain, seed, feed and food producers.

We offer project engineering and process control as well as the development, manufacture and installation of individual machines, customized systems and complete turnkey plants. The product range includes technologies within drying, seed processing, conveying, storage and electronic sorting as well as advanced control and automation systems. Thousands of Cimbria plants are in operation in many parts of the world, adding value to our customers every day. This is our best reference.
CO-RO A/S

REFRESH AND DELIGHT

Specialist in soft drinks

People all over the world recognize and prefer Sunquick, Sun Lolly and Suntop, but few know that behind these premium brands is a Danish company. CO-RO A/S was founded in 1942 by the two brothers Flemming and Jep Petersen and our product development and main production still takes place in Denmark – like it has done from the very beginning.

Today we have partners in more than 70 countries, with whom we provide consumers with 3.5 billion servings of high quality fruit-based soft drinks each year. Our purpose is to REFRESH AND DELIGHT consumers through great tastes and amazing experiences.

The CO-RO group is 100 % owned by CO-RO’s Foundation and currently has more than 1,000 motivated employees worldwide.

CT-technologies ApS

World-class solutions for insulation of climate-controlled facilities

CT-technologies ApS is a privately owned Danish Company that was founded in 1989. We are specialized in the design, supply, and installation of the insulated part of Cold Stores and Food Processing Plants as well as the Refrigeration equipment.

Having more than 30 years of international experience with focus in SEA and Africa, and offices in Europe, Asia and Africa we possess a unique knowledge and in-house engineering/design team that is able to implement the entire scope of works for turnkey projects for any type of temperature/hygienic controlled facility within Food Storage, Fish Processing, Meat Processing, Vegetable and Fruit Processing, Freeze dried coffee processing, Ripening Rooms, Control Atmosphere Rooms etc. Our reference list also includes shock freezing chambers, cleanrooms, warehouses, distribution centers, AS/RS and much more.
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2730 Herlev
Denmark
+45 38 41 01 41
dbi@danbredint.dk
www.danbredint.dk/da

Danish breeding stock. Danish semen as well as applied genetic management solutions

DanBred is becoming a worldwide preferred partner within applied porcine genetics. On-going development of our advanced and comprehensive breeding programme, combined with our genetic advantage programme, can ensure cost-efficient profitability, improved production performance and high ROI all over the world.

For more than 120 years the focus point of the Danish breeding programme has been sustainable productivity. DanBred has the most productive breeding animals in the world. Progressive research and development within the breeding programme, ensures continuous advancement of the genetic potential, creating value for customers via optimum on-farm benefits.

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olpe@desmi.com
www.desmi.com

Your partner in Turnkey Projects solutions

Desmi Contracting A/S is working in the field of developing, selling and implementing Turkey Projects in third world countries. Our Projects are of different nature and as such, we deal with many different technologies and countries around the globe (primarily in Africa and countries around the Bengal Bay). We typically deal with government projects or government controlled authorities and we facilitate the project financing.

Our primary interest is within:

- Dairy sector
- Cold storage and processing equipment for the fishing industry
- Water treatment
- Waste treatment
For routine testing of food and agri products, ask FOSS

FOSS is the leading global provider of dedicated analytical solutions for the food and agricultural industries, helping producers to maximise the value of their production while making the best possible use of valuable natural resources.

Always at the forefront of analytical technology development, FOSS provides a range of analytical solutions from laboratory to at-line and in-line solutions.

More than 50,000 FOSS analysis instruments are in operation at plants and laboratories worldwide, with over 90 of the world’s top 100 food and agriculture companies using FOSS solutions.

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The original Danish luxury cookie
Royal Dansk – Makes it Special

Kelsen Group began life in 1933 as a small family bakery in the heart of Jutland, Denmark. Our cookies are baked in Denmark using only the finest ingredients that are carefully selected for each cookie. Our two leading butter cookie brands – Kjeldsens and Royal Dansk – are known all over the world and both have their own uniqueness, Kjeldsens being appointed to the Royal Danish Court and Royal Dansk being recognized by the blue tin.

Today Kelsen is a subsidiary of Campbell Soup Company, USA and in recent years, we have experienced a fast growth. Kelsen has the commercial responsibility for a large portfolio of products in Europe, Middle East and Africa. Among our famous brands are: Good Time, Kimball, Pepperidge Farm and Tim Tam.
Emulsifiers, stabilizers and know-how put to work

With 100 years of experience and active in over 100 countries, the name of Palsgaard is synonymous with sustainable manufacture of emulsifiers and stabilizers for the global food industry.

As a global producer, Palsgaard has unique insights into local requirements and trends. Our global involvement is a constant source of fresh inspiration, which enables us to help customers introduce new food products inspired by consumer favorites from other parts of the world. To do this right, recipes need to be adapted to local tastes, requirements and production conditions.

Our specialists know how to solve challenges such as shelf-life requirements, fat- and cost reductions, stability, mouth-feel, production equipment limitations or ingredient availability to name a few – and they are eager to share their knowledge with manufacturers in Ghana.

NoriDane – We are your dedicated partner in meat

We are dedicated to supply raw quality meat products of a high veterinary standard.

NoriDane is the fastest growing trading company in Europe with a very solid ownership by the Norwegian farmer cooperation Nortura.

We consider ourselves to be amongst the most reliable and financial strongest companies in Europe (AAA). In Norway we are the biggest importer and distributor of imported meats.

Our mission is to be the link between importers/distributors and slaughterhouses/deboning plants by providing market information, product-knowledge, transport/shipping and financing.

As your business partner we promise you to act with urgency, have the courage to change course when needed, to work efficiently and together we can create mutual value.
The story about Toms

The story about Toms is the story about nearly a century of proud craftsmanship, hard work and foresight.

It is the story about the original taste, good raw ingredients, high quality and a wide range of iconic products.

It is the story about a decade of value-added partnership between Denmark and Ghana, where 5,000 Ghanaian cocoa farmers share our wish to create a sustainable cocoa sector.

It is about how persistent, respectful co-operation between farmers, NGO’s and companies can create lasting results. About how to meet the increasing demand for cocoa with environmentally friendly farming methods. How to combat child labor and empower all farmers to support their children’s education.

It is about foresight. About ensuring the future supply of high quality cocoa grown sustainably. Financially, environmentally and socially.
Denmark has decided to lead the green growth transition and is aiming at becoming independent of fossil fuels by 2050, as the first country in the world.

This ambitious goal rests on a solid foundation. Completely dependent on imported oil for decades, Denmark was severely affected by the oil crises in the 1970s.

It was then decided to take a new path to meet the growing energy needs and, at the same time, to cater for environmental concerns. As a result, green issues such as energy efficiency, renewable energy, waste and resource management, clean air and water and sustainable cities have become deeply embedded in the Danish mindset.

Time has shown that sustainable economic and environmental policies can indeed go hand in hand. Since 1980, the Danish economy has grown by almost 80 percent without increasing gross energy consumption. Today, Denmark has grown to become a global leader in the development of new sustainable technologies and solutions applied all over the world.

The Danish industry is proud to share its solutions and inspire companies, citizens and regulators.
AVK helping to reduce water loss in Ghana

AVK International A/S manufactures valves, hydrants and accessories for water, gas, wastewater and fire protection applications in our own state-of-the-art factories. We are certified according to international standards for quality, environmental and safety management. Our products have been used in water loss reduction programmes worldwide, with considerable savings.

We are located in Denmark and are part of the AVK Group employing 3800 people in more than 90 companies worldwide. Our customers are serviced by local sales organisations or carefully selected distributors, who engage in their needs. We are therefore able to offer tailor-made solutions that match local specifications. In Ghana AVK is represented by Jual Group, Interglobal Partners and Scanwater Ventures and our products are approved by Ghana Water Company Limited.

EKF: Denmark’s Export Credit Agency

Financing with a Danish state guarantee

EKF helps Danish companies by making it possible and attractive for customers abroad to purchase Danish products.

We insure companies and banks against the potential financial and political risks of trading with other countries and by enabling the financing of the transactions. EKF assist both large and small companies, and we are pleased to provide solutions tailored to the company’s specific needs.

EKF was established in 1922. Over the years, we have acquired unique expertise in the challenges faced by Danish companies in trading and investing around the globe.

EKF is owned and guaranteed by the Danish state but operated as a modern financial enterprise.
Equipment for profitable recycling

Eldan Recycling is recognized as a world leader in supplying equipment for profitable recycling. We are proud to offer equipment developed based on 60 years’ experience, manufactured in our own factory and delivered to several hundred satisfied customers in 69 countries worldwide.

We offer equipment and recycling solutions for processing of e.g. tyres, cable, electronics (WEEE) and industrial waste.

We have more than 60 years international experience, 800 turn-key plants world wide and 7000 single machines installed world wide.

Professionel sewer service

FKSSlamson A/S was founded in 1954. Over the years FKSSlamson has developed core competencies within the company’s business areas, which are the operation and maintenance of sewage systems.

We want to ensure a clean and good environment, that’s why we always have focus at develop and innovate at the technological possibilities to ensure the highest quality of sewage service.

As a complete supplier, FKSSlamson A/S has the ability to assemble a number of features in total solutions tailored to the individual customer and task.
Henning Larsen Architects

Henning Larsen is one of the most progressive architectural practices in the world. Born from the Scandinavian architectural tradition, we aim to create vibrant, sustainable buildings that transcend their physical bounds and provide lasting value to the user and the society which they are a part of.

We were founded in 1959 by Danish Architect, Henning Larsen, whose name we proudly carry today. We challenge, shape and change the physical environment, from architecture to planning and design.

Our expertise lies in identity-creating cultural icons, educational institutions, headquarters and cities. Our approach is scientific and evidence-based. We master all aspects of complex construction processes with resolute professionalism. We take responsibility both socially and environmentally, and we never compromise on quality.

Grundfos Innovative and Sustainable Solutions

Grundfos is a global leader in advanced pump solutions and a trendsetter in water technology. The company was established in 1947 and employs around 18,500 people today. Grundfos annual turnover is about 23 billion DKK and through 83 companies Grundfos is directly accessible in 56 countries. Grundfos annually produce more than 16 million pump units.

Grundfos is owned by The Poul Due Jensen Foundation, the employees and the founder's family, with the Foundation as the primary owner.

The company contributes to global sustainability by pioneering technologies that improve quality of life for people and care for the planet. Grundfos activities in West Africa coordinated by Grundfos Ghana.
The Investment Fund for Developing Countries (IFU)

IFU – Investment Fund for Developing Countries is an independent government-owned development finance institution with 50 years of experience. We provide risk capital and advice to companies wishing to do business in Africa, Asia, Latin America and parts of Europe. Investments are made on commercial terms in the form of equity and loans to projects. The purpose is to promote economic and social development in the investment countries.

IFU in Ghana

IFU has invested in Ghana since 1991 with partners such as A.P. Møller-Mærsk, Rezidor Hotels and Royal Danish Fish Group. IFU currently has an active portfolio of seven projects.

Offices around the world

IFU has its head office in Copenhagen and regional offices in Accra, Lagos, Johannesburg, Nairobi, New Delhi, Singapore, Shanghai, Bogota and Kiev.

IDFG/Margins: Public Private Partnership for National Identification project


The Group has an ISO 9001-2015 certified manufacturing facility with a production capacity of over 100 million cards per year. Purposely built to meet international certifications such as ISO, Europay-MasterCard-Visa (EMV), SAS (GSM) and Intergraph. ICPS is a leader in its industry. Margins Group strives to provide innovative products and services to industries and organizations in the private and public sector, in Ghana and internationally.
Kamstrup is a world leading supplier of intelligent energy and water metering solutions

Kamstrup serves energy companies and utilities around the world with innovative metering solutions for electricity, heat, cooling and water. Every day our employees help customers all over the world save energy, develop more efficient ways of working, and identify opportunities for future growth.

Energy and water meters from Kamstrup are installed in households and commercial buildings worldwide, securing fair billing and efficient use of energy.

As one of few companies in the metering business Kamstrup offers total multi-utility solutions based on a product range from meters to data analysis. The range of hardware, software and services enable us to fulfill all needs regarding metering of energy and water.

M. Larsen was established in 1947 as a local haulage company to provide waste collection services. Today, M. Larsen is one of the largest waste handling companies in Denmark with 400 trucks, 700 employees and one-third of the market share.

With 70 years of experience within waste management, M. Larsen enjoys high level of know-how expertise, innovative thinking and flexibility that enables the firm to meet specific and unique requirements from customers with simple or advanced tailor-made solutions.

M. Larsen operates with the newest technology within trucks, waste separation and fleet management. Finally, M. Larsen is a stable and socially responsible firm with a dedicated and loyal employee portfolio driving the firm forward continuously.
Novo Nordisk – driving change to defeat diabetes

Novo Nordisk is a global healthcare company with more than 90 years of innovation and leadership in diabetes care. This heritage has given us experience and capabilities that also enable us to help people defeat other serious chronic conditions: haemophilia, growth disorders and obesity.

Headquartered in Denmark, Novo Nordisk employs approximately 41,400 people in 77 countries and markets its products in more than 165 countries. For more information, visit novonordisk.com
Urban and property developer

NPV develops residential and commercial properties focusing on the Greater Copenhagen Area and the large cities in Denmark. NPV manages and advises on optimizing property portefolio and handles all owner’s interests, such as acquisitions, operation, improvements and selling.

NPV has entered Africa through its local entity Green Sun Villas Ltd (GSV) in Ghana. GSV develops residential villa areas specially designed to meet African needs and preferences: Gated communities combining modern Scandinavian design with technology of the future.

The result is highly energy and space efficient homes of Scandinavian quality standards, but priced for the middle classes in African growth economies.

Discover Denmark’s solutions for a greener future

State of Green is the organisation behind the official green brand for Denmark. The consortium is a public-private partnership founded by the Danish Government, the Confederation of Danish Industry, the Danish Energy Association, the Danish Agriculture & Food Council and the Danish Wind Industry Association. H.R.H. Crown Prince Frederik of Denmark is patron of State of Green.

Stateofgreen.com is your online entry point for information on green Danish solutions. Here you can explore more than 1,500 solutions and connect with more than 650 profiles. Many of the featured profiles welcome visitors and offer investment opportunities.

Follow @stateofgreendk on Twitter, connect with State of Green Denmark on LinkedIn or like the State of Green page on Facebook.
Vestas is the only global energy company dedicated exclusively to wind energy.

We design, manufacture, install, and service wind turbines across the globe, and with 85 GW of wind turbines in 76 countries, we have installed more wind power than anyone else. Through our industry-leading smart data capabilities and unparalleled 72 GW of wind turbines under service, we use data to interpret, forecast, and exploit wind resources and deliver best-in-class wind power solutions.

Together with our customers, Vestas’ more than 22,500 employees are bringing the world sustainable energy solutions to power a bright future.

Wind is our business and our passion. Everyone at Vestas works to ensure that we deliver best-in-class wind energy solutions and set the pace in our industry to the benefit of our customers and our planet. If we continue to do this every day we will stay as the undisputed global wind leader.
Shipping is Denmark’s biggest export industry. More than once every 15 minutes a Danish operated ship arrives or departs a port somewhere in the world, carrying cargo to and from countries and thus creating growth and development. Accounting for less than 0.1% of the world’s population, Denmark looks small on the world map. However, when it comes to shipping, Denmark is among the top ten of the world’s leading shipping nations.

The Danish maritime technology industry is famous for its quality products and its innovative technological solutions for shipping and off-shore. Almost all large cargo ships worldwide are equipped with Danish marine technology, products or equipment. The industry is dynamic and it comprises a large number of skills within specialized businesses such as shipyards, marine equipment suppliers plus maritime services.

Danish companies are well-known for their extensive experience in undertaking large-scale and complex infrastructure and railways projects at home and abroad. They deliver state-of-the-art solutions that covers the entire project life cycle, from beginning to end, and are famous for involving their local counterparts, to ensure sustainable results that continue to benefit the country many years after project delivery has been completed.
A.P. Moller Capital is an affiliate of
A.P. Moller Holding A/S

A.P. Moller Capital launched its first fund, the Africa Infrastructure Fund, in August 2017. This is an investment fund creating and enabling opportunities through investments in infrastructure. The purpose is to support sustainable economic growth and prosperity on the continent, which has a working-age population likely to reach more than one billion people in the next decades, and deliver attractive returns. The focus sectors will be Energy & power, including transmission, as well as Transport & Logistics, including roads, rail, airports and distribution centers-warehousing.

The team is led by four partners; Managing Partner and CEO Kim Fejfer, Senior Partner Lars Reno Jakobsen, Partner Jens Thomassen and Partner CFO Joe Nicklaus Nielsen. They bring extensive experience from Africa, as well as from the targeted focus sectors.
Satellite-based Tracking Services

Aerial & Maritime will during 2018 install a system of nano-satellites in an Equatorial orbit, providing ADS-B and AIS data for monitoring of airplanes and vessels. Such data will significantly improve maritime domain situational awareness as well as situational awareness of air traffic information regions. Further will tracking of own vessels, including the provision of vessel specific data, be possible as a service. The data download will be based on a Ground Station, located in Accra, Ghana. Data will be available throughout the entire Gulf of Guinea due to a ground-based infrastructure.

BLUETOWN – Connecting the unconnected

BLUETOWN is a Global internet and content service provider founded with a vision of making modern connectivity accessible and affordable for everyone by combining new business models and innovative technology.

– BLUETOWN’s technological solutions and business models are designed to enable ultra-affordable pricing for the end-users.

– BLUETOWN’s technology is highly adaptable, connects with any internet source, works off-grid and solar-powered.

– BLUETOWN provide an End-to-End service.

– BLUETOWN offer a Local Cloud server with easy access to data heavy content free of charge to the end user.

– BLUETOWN build local ICT capacity to help people get online.

– BLUETOWN’s network of partners help connect the entire value chain of successful connectivity projects.
COWI A/S, (BU 5; Highways and Airports and BU1; Economics, Management and Planning)

COWI’s consultancy services within economics, management and planning support our customers in planning and decision-making processes. We deliver services across many sectors, e.g. health, environment, energy, solid waste, water and transport within thematic issues such as growth and employment, climate, sustainability and just and democratic governance.

In Africa, we work for a number of IFIs and development partners as well as for private sector companies. We manage a number of Technical Assistance Programmes as programme and fund manager (implementation partner) for these customers. Currently we support close to ten larger four to five year programmes aiming at strengthening economic development through infrastructure improvements in a number of African countries like Ghana, South Africa, Zambia, Tanzania, Mozambique and Egypt.

Bombardier Transportation is a global leader in rail technology

Bombardier Transportation offers the broadest portfolio in the industry. It covers the full spectrum of rail solutions, ranging from trains to sub-systems and signalling. The company also provides complete transport systems, e-mobility technology and maintenance services. As an innovation driver, Bombardier Transportation continuously breaks new ground in sustainable mobility. It provides integrated solutions that create substantial benefits for operators, passengers and the environment. Headquartered in Berlin, Germany, Bombardier Transportation employs around 37,150 people and its products and services operate in over 60 countries.

Bombardier Transportation Denmark A/S have a very long history of designing, building and implementing signals and trains in Denmark and abroad. The Danish entity have around 65 employees.
NORDEN – enabling smarter global trade

Founded in 1871 Dampskibsselskabet NORDEN A/S is an independent shipping company incorporated in Denmark and listed on Nasdaq Copenhagen. With the goal of enabling smarter global trade NORDEN operates a mix of owned and chartered tonnage to transport commodities all over the world. In dry cargo, NORDEN is one of the world’s largest operators of Supramax and Panamax vessels with an operated fleet of more than 200 vessels. In tankers, NORDEN's primary focus and business is within the Handysize and MR product tanker vessel types operated through the 50% owned Norient Product Pool.

Danish Maritime Authority

The Danish Maritime Authority is a public authority under the Danish Ministry of Industry, Business and Financial Affairs. The main objective of the authority is to effectively strengthen the growth conditions of the Danish maritime cluster as well as promote safety and health on clean seas.

Core activities of the authority is to ensure proper frameworks for growth through international cooperation, marketing, policy development, but also to ensure safety at sea through regulation and enforcement hereof, navigable waters through buoyage and navigation as well as proper social conditions for seafarers and fishermen.
NIRAS Ports and Maritime

NIRAS has more than 80 years’ experience of consulting within the areas of harbours, marine installations and hydraulic modelling, coastal protection and climate adaptation. We assist both public and private developers, and our experience encompasses commercial ports, marinas, and ferry ports, as well as goods, container, oil and gas terminals.

In relation to coastal assignments, our experience encompasses coastal protection, coastal erosion, and sea flooding as well as locks, breakwaters and dykes. We use state-of-the-art calculation tools for all projects.

Our services are performed through all project phases, i.e. developer consultancy, planning, design, and project execution.

East Africa and West Africa specifically are two of NIRAS key business areas within the Maritime Sector – present our projects covers the coastline from Nigeria to Gambia and further Somalia to Tanzania – present encompassing in total 6 larger Maritime Projects.

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Fully owned by ERRIA group-Denmark, ERRIA Container Service (ECS) was established in the early 90s and have been expanding from its start in Saigon to other regions and countries

M&R teams are operating at various sites including main ports and ICDs, providing all M&R services for dry & reefer containers:

- 200 qualified welders and IICL certified technicians/supervisors.
- Full reefer service and repair including PTI, LPTI and SPTI services.
- Quality materials imported from well-known manufacturers worldwide among others (CIMC, Star-cool, Carrier, Thermo-King).

With IT-centralized management and a wish “To provide high quality at cost-effective services in a professional manner”, ECS is a reliable partner towards most of the largest shipping lines in Vietnam e.g. Maersk, CMA-CGM, APL, UASC, RCL, Triton”.

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Develops and delivers technology and solutions intended to transform the oil and gas industry

Our solutions are dedicated to optimizing the management and development of clients’ assets, both in the form of well completion technology and intervention services required to ensure performance and integrity. We operate in all types of onshore and offshore well environments, incl. the most extreme and hostile, such as deep-water, subsea, extended reach, heavy oil and unconventional gas and oil wells. Our lightweight solutions are based on a vision to improve safety while reducing environmental risks, fuel consumption and carbon footprints.

We have been in Ghana since 2013, where we are deploying our solutions to completely address our clients needs. Over the years, we have successfully built and developed our local business with 85% Ghanaian employees, an administrative office in Accra and an operational base in Takoradi.
Embassy of Denmark in Accra

The Embassy supports Danish companies wanting to do business in Ghana. During the past years, the trade team is strengthened to cater for the growing Danish business interests in Ghana. The Embassy is also housing a representative from IFU and it offers incubators for Danish companies establishing themselves in Ghana.

Until 2020, the Embassy will continue its development cooperation with a large element of support to the private sector.

The Embassy also has a strong political cooperation with the Government of Ghana, including joint efforts to further human rights issues in international fora such as the UN.

A sizeable consular section assists Danes and handles applications for visa to Denmark, Sweden, Finland and Iceland.

Finally, the Embassy is side-accredited to Côte d'Ivoire, Liberia, Sierra Leone, Togo and Guinea-Conakry.

Confederation of Danish Industry

Denmark’s leading business organization – with an international outlook

DI is a private business and employer organization. We represent 10,000 companies in Denmark within the manufacturing, trade and service industries.

We work to ensure that Danish companies can attract and retain the best employees from around the world. Our efforts in the EU aim to secure the best possible framework conditions for our members, and from our headquarters in Copenhagen and offices around the world, we help Danish companies succeed in global markets.

DI has a unique international network of sister organizations and partners that can open doors and help our members gain a competitive advantage around the world. In Ghana, we enjoy a strong and long-lasting relationship with The Association of Ghana Industries, the leading voice of Ghana’s private sector.
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Uniting the Danish agriculture & food sector – the entire value chain
The Danish Agriculture & Food Council is a non-profit trade organization owned and controlled by its members (farmers and private companies). Our key activities are: securing the political interests of our members; gaining market access; promote food & agriculture and provide advisory services. As the agricultural cluster contributes by 25% to the total Danish export of goods, we represent one of Denmark’s most important business sectors.

Danish agriculture is among the most efficient and knowledge based agricultural clusters in the world, which can be ascribed to a high level of education and organization, embodied in the Danish co-operative movement, as well as good agricultural soil, internal competition and demand from consumers and export markets. Denmark has a population of 5.7 mio and our food production feed 15 million people.

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Danish Shipping – focal point of the Danish maritime sector
Danish Shipping is a trade- and employer organisation for more than 40 shipowners. Around half of its members own ships registered in Denmark, the other half run their activities in Denmark but their ships are run under other flags of state. All together, the members of Danish Shipping own around DWT 14 million, which add up to more than 95 per cent of the Danish merchant fleet registered in the Danish International Shipregister (DIS).

Danish Shipping was established in 1884. Since then it has been working as a focal point for the Danish shipping industry, and today it plays an important role in relation to the authorities and decision-makers nationally and internationally.

Apart from its members Danish Shipping serves two other shipowners’ associations in Denmark: the Shipowners’ Association of 2010 and the Danish Ferry Association.
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