

# Invitation

Join our exclusive business delegation to the China Mining Conference & Expo 2016

22 – 25 September 2016

**Registration Deadline: 1 July 2016**



Confederation of Danish Industry



Arctic Cluster  
of Raw Materials



Sulisitsisut  
Grønlands Erhverv  
Greenland Business Association

The Confederation of Danish Industry, Grønlands Erhverv and the Arctic Cluster of Raw Materials is delighted to offer you the opportunity to join our exclusive delegation to the China Mining Conference & Expo, China's largest and most important event for the mining industry and related sectors.

Deadline for binding registration is 1 July 2016.



## Why China?

Chinese interest in Greenland's natural resources have increased significantly in the past decade. Chinese investors are involved in several mining projects and are now looking for new opportunities in Greenland.

Due to the slowdown in the domestic market, decision-makers from China's mining community have encouraged local companies to explore investment opportunities in new international markets, and Greenland has been identified as a key target area.

Many of China's provincial-level mining companies have significant resources and strong financial backing at their disposal, earmarked for international ventures. However, exact knowledge about Greenland's potential is still limited in China.

In 2015, the Confederation of Danish Industry (DI) signed a *Letter of Agreement* with China's Ministry of Land and Resources (MLR) with the explicit purpose of creating more awareness in China about Greenland's mining potential. MLR is the central player in China's mining industry and the main organizer of CMCE and most other important mining events.

The co-operation between DI and MLR also stipulates that MLR will actively contribute to promoting Danish/Greenlandic products and services towards the Chinese industry.

## Why CMCE?

The China Mining Conference & Expo (CMCE) is the annual gathering for all stakeholders in China's mining industry. Delegates at CMCE include Chinese regulators, companies and financial institutions as well as a large number of global exhibitors and visitors.

CMCE presents a unique opportunity to promote Greenland's investment potential. It also provides a direct forum for Danish /Greenlandic companies to display solutions within all phases of a mining cycle, from exploration to logistics and infrastructure development.

Besides facilitating a joint Denmark-Greenland Pavilion at CMCE, we will help you organize individual meetings with relevant counterparts attending CMCE.

## Who should join?

CMCE is an attractive platform for all companies in the mining industry and related sectors including:

- Prospecting
- Investigation
- Consulting
- Logistics and services
- Financing
- Infrastructure development

## The basic package includes

### Denmark-Greenland Pavilion

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- Shared booth in the international expo area.
- Opportunity to book your own 6 m<sup>2</sup> or 9 m<sup>2</sup> booth adjacent to the pavilion.
- Welcome reception.
- Co-branding and logo exposure in all promotional materials at the pavilion.

### B2B Meetings

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- Contact facilitation, practical assistance and translation services for organizing your own customized meeting program.

### Networking

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- Official GREENLAND DAY with business seminar about investment opportunities in Greenland and promotion of solutions from Danish/Greenlandic companies.
- VIP dinner with invited guests from China and other countries.

### Practical support

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- Travel and hotel booking (optional).
- Coordination of services provided by the CMCE organizers, including expo catalogue.
- DI and Grønlands Erhverv offer ongoing support on all practical matters.

### Price: DKK 16,500/person (excl. VAT)

The price includes registration fee for CMCE.

The price is based on 10 participating companies and funding by the Danish Trade Council.

The price does not include airfare and hotel accommodation. Upon registration, you will receive a proposal from our travel agent.

## Tentative Programme

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### 21 September

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Arrival in Tianjin, China.

Briefing about China's political and economic status.

### 22 September

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Opening of CMCE with welcome reception at the Denmark-Greenland Pavilion.

Individual B2B meetings.

### 23 September

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Official GREENLAND DAY.

### 24 September

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VIP dinner with invited guests.

Individual B2B meetings.

### 25 September

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Closing ceremony and home departure.

## Contacts

### Confederation of Danish Industry

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**Deadline for binding registration is 1 July 2016. Please fill out the registration form and return it by email to [pmh@di.dk](mailto:pmh@di.dk)**



## Registration

### BINDING REGISTRATION

I hereby register for participation in the business delegation to CMCE as described in the invitation:

**Price: DKK 16,500 excl. VAT**

Company			
Invoicing Address			
Postal Code		City	
Contact Person		Title	
Direct Phone		E-mail	
Date	/ /	Signature	

### Meeting wishes (local organizations, potential partners, etc.):

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Please return the completed registration form to **pmh@di.dk** no later than 1 July 2016.  
Registration conditions are in accordance with the Confederation of Danish Industry's terms of participation in Export Promotion Events (following page).

## General Conditions for Participation in Export Promotion Events under the Auspices of the Confederation of Danish Industry (DI)

### 1. Basis of the agreement/contract

The contractual basis for participation in a collective export promotion event under the auspices of DI is comprised by: 1) a binding registration form filled in and signed by a duly authorized representative of the company, and 2) these present general conditions for participation.

### 2. Conditions for participation

The extent and conditions of participation as well as the services to be provided by DI are laid out in the presentation material sent, which includes a description of the practical implementation of the export promotion event. By signing the binding registration form, participating companies give their approval of the presentation material sent and of the prices, conditions and provisions described therein.

DI is under obligation to supply the services described in the presentation material. The participating companies are obligated to comply with the conditions for planning and implementing the export promotion event described in the material, including meeting the deadlines given for sending in material etc. to DI.

DI provision of services is conditional on not being delayed or prevented by force majeure, including but not limited to war, lockout, strikes, civil commotion, natural disasters or other circumstances beyond the control of DI. If an export promotion event is cancelled due to any above mentioned circumstances, the companies registered are under an obligation to pay their share of costs already defrayed during preparation, insofar as these costs cannot be covered by co-financing via export promotion funds.

### 3. Financial conditions

By returning the binding registration form, the company commits itself to paying the cost indicated for participating in the export promotion event. DI's cost calculations (see material sent) are based on a minimum number of participants. Should this minimum number of participants not register, DI reserves the right to cancel the event or send out revised material containing new prices, which will form the basis for the possible implementation of the promotion with a reduced number of participants. DI reserve the right to adjust the prices given to follow changes in exchange rates, in the event of increases in rental for the premises, and in the event of higher prices due to common decisions about changing and expanding the event relative to the original material sent out.

### 4. Invoicing

Unless otherwise agreed, invoices will be issued as follows: 1) 100% on account with binding registration, 2) final invoice when the event is over and after all costs, such as any extra services agreed upon, are included. In the event that DI's terms of payment are not met, DI reserve the right to consider the agreement repudiated in accordance with section 6.

### 5. Co-financing

In the event that co-financing can be expected via general export promotion funds, participating companies are obligated to provide the necessary documentation and other information relevant to co-financing of the export promotion event.

### 6. Cancelling the agreement

Registering for an export promotion event is binding once the registration form has been filled in and sent to DI. Thus DI has a claim on the price agreed regardless of whether the company subsequently cancels or reduces its participation.

### 7. Transport and insurance

Participating companies are requested to buy their own necessary insurance for their own employees and own goods, exhibition and information materials, covering damage incurred in transit or during the event.

### 8. Venue

In the event of any dispute or controversy between the parties regarding the interpretation or construction of the conditions for participation or an alleged breach of contract by either party to this agreement, such dispute or controversy shall be settled by arbitration.

Copenhagen, January 2014



Confederation of Danish Industry