

The top banner features a light blue background with a network of white nodes and lines. On the right side, a portion of a globe is visible, showing the Arctic region. The text 'ARCTIC BUSINESS NETWORK' is prominently displayed in a large, sans-serif font. 'ARCTIC' and 'BUSINESS' are in a smaller font size, while 'NETWORK' is the largest and most prominent word.

ARCTIC BUSINESS NETWORK

– The first choice when doing business in the Arctic Region

WORK FOR GROWTH AND NEW BUSINESS AREAS

POUL HEDEDAL, RAMBØLL

ARCTIC BUSINESS NETWORK

THREE FUNDAMENTALS

- Long tradition for business collaboration between Greenland and Danish businesses
- Two centers of gravity – Employers Association of Greenland and Port of Aalborg
- We live in a network era - networks are essential in order to respond properly to the opportunities of globalization and to the challenges facing the World



ARCTIC BUSINESS NETWORK

THE FACTS

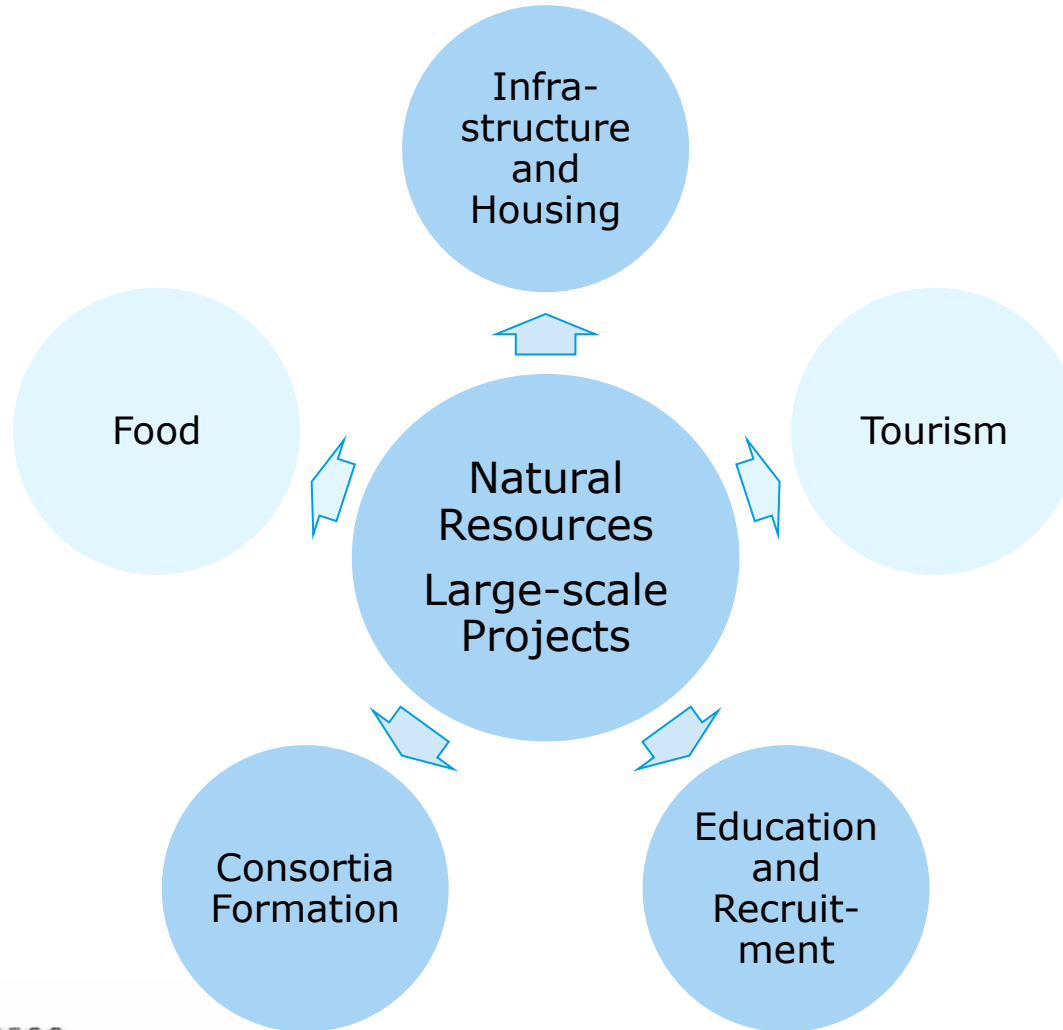
- Established – in its present structure – in 2007
- More than 50 members, covering all major areas in Greenland business structures – as on the international level
- Acting from a platform with a Steering Committee and 4 Task Forces + 3 groups working on cross-cutting activities
- Organizer of commercial events and meetings, joint developing groups, syndicates etc.
- Secretariat in Nuuk/Greenland and Aalborg/Denmark

ARCTIC BUSINESS NETWORK

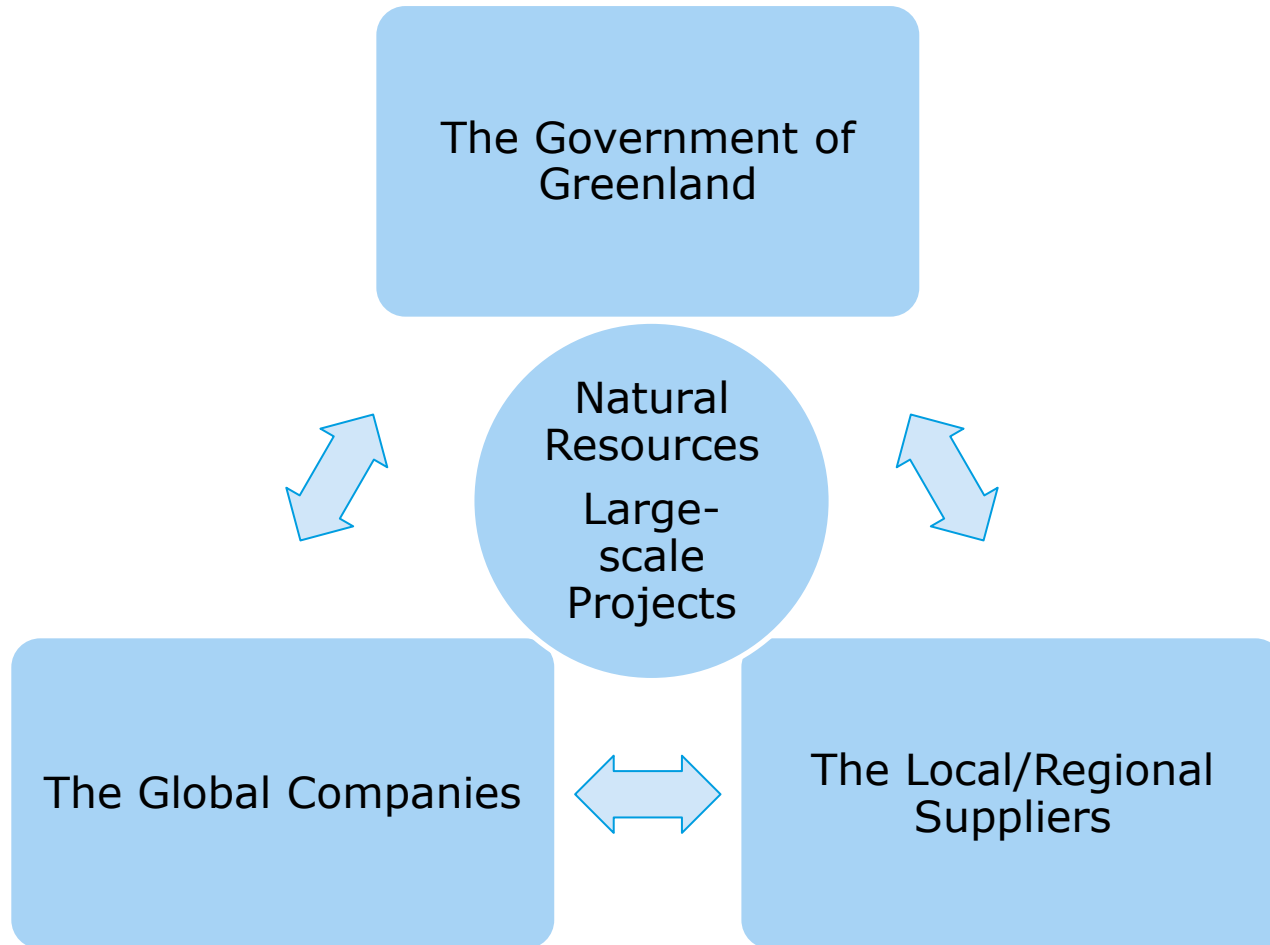
- Four Task Forces
 - Infrastructure (and Housing)
 - Tourism
 - Food
 - Natural Resources – Large-scale Projects
- Three Cross-cutting Activities
 - Education and Recruitment
 - Consortia Formation
 - PR and Marketing



NATURAL RESOURCES – LARGE-SCALE PROJECTS



PERSPECTIVES AND INTERESTS OF KEY STAKEHOLDERS



PERSPECTIVE AND INTEREST OF THE GREENLAND GOVERNMENT/COMMUNITY

- Long-term perspective
 - Sustainable development of Greenland businesses
 - A competent and well-educated population
- Sustainable development (society perspective)
 - Economically
 - Environmentally
 - Socially

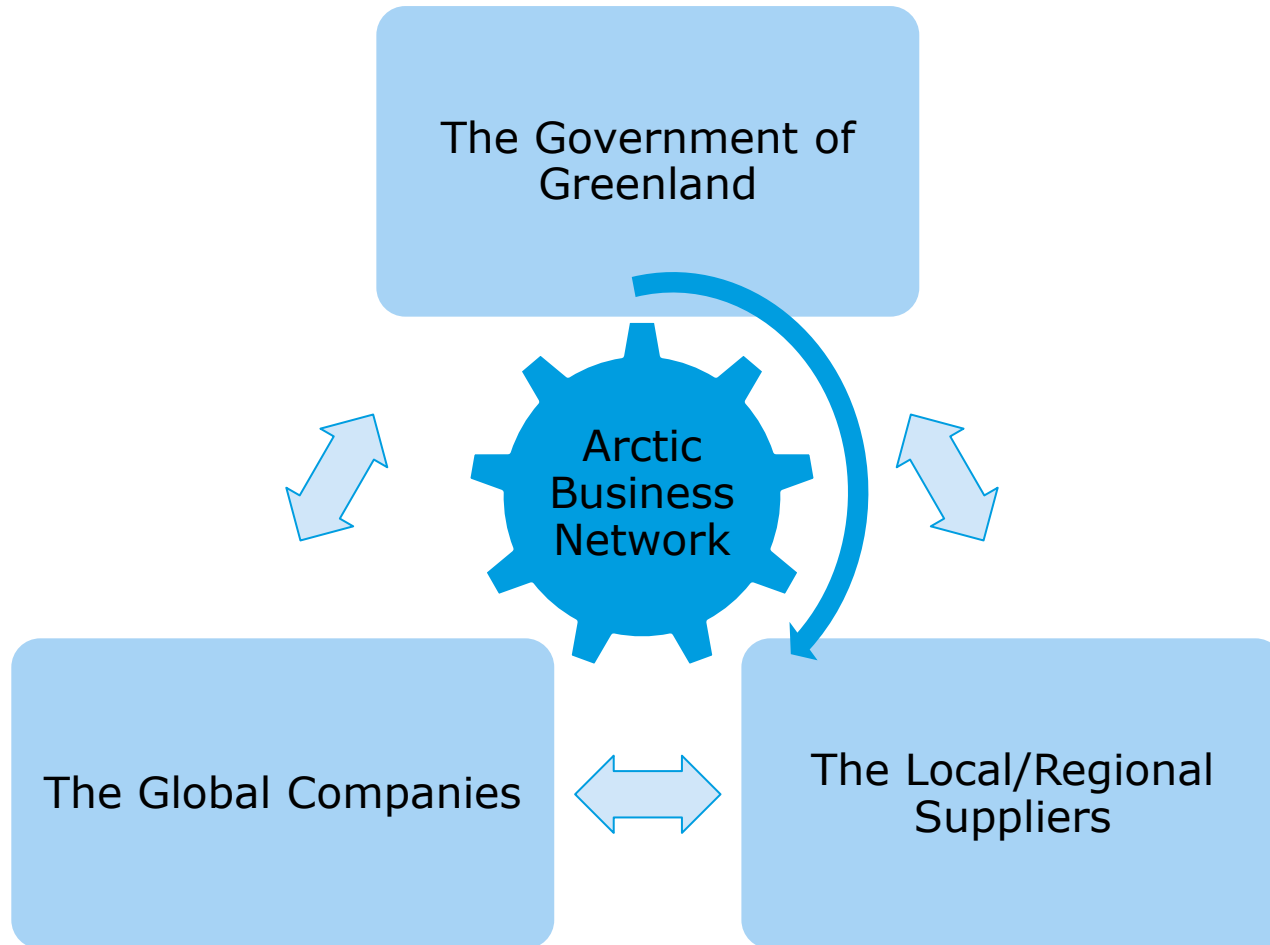
PERSPECTIVE AND INTEREST OF THE GLOBAL COMPANIES

- Long-term presence and perspective
 - Qualified and sustainable local supplier network
 - A competent and well-educated local work force
- Sustainable development (corporate perspective)
 - Financially
 - Environmentally
 - Socially (CSR)

CAPABILITY OF THE SUPPLIERS NETWORK

- Competent and responsive businesses
- Experienced in Greenland and Arctic operations
- Strong local presence
- Long term and proven working relationships
- Combined capacity and potentials
- Competitive collaboration

DIFFERENT PERSPECTIVES – MUTUAL INTERESTS



ARCTIC BUSINESS NETWORK

"THE KNOWLEDGE HUB"

A holistic approach that creates value to all stakeholders:

The Global Companies:

- Facilitating "one door"-access and allows for direct contact with local/regional suppliers and educational institutions
- Providing access to knowledge and data on Greenland and regional businesses and their capabilities

The Local/Regional Suppliers:

- Facilitating "one door"-access and allows for direct communication and contact with the Global companies
- Providing access to knowledge and data on procurement terms and upcoming tenders

ARCTIC BUSINESS NETWORK

"THE KNOWLEDGE HUB"

A practical approach to promote business interaction and frame-work

- Planning and conducting of recurrent briefing-meetings on plans and upcoming tenders
- Planning and conducting of recurrent Suppliers Networking Events
- Operates and maintains the Arctic Business Network home-page
- Offers consulting assistance to the Government of Greenland and local authorities
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- **Secretariat Greenland**

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