



**MINISTRY OF FOREIGN AFFAIRS
OF DENMARK**
The Trade Council

INFRASTRUCTURE ASIA PLATFORM

ACCESS TO INFRASTRUCTURE DEVELOPMENT OPPORTUNITIES IN SOUTHEAST ASIA



CREATIVE DENMARK | DIGITAL DENMARK | GREEN DENMARK

BILLION \$ OPPORTUNITIES



According to a recent report by the Asian Development Bank, the infrastructure investment needs in Asia and the Pacific amount to USD 22.5 trillion over the period 2016 – 2030. Adaptation to climate change will add an additional USD 3.6 trillion to the tally.

In Southeast Asia alone, the expected annual average investment needs amounts to USD 184 billion in the same period. Let the Royal Danish Embassy in Singapore introduce you!

SINGAPORE'S INFRASTRUCTURE ASIA OFFICE

Singapore's Infrastructure Asia Office, a new government unit, aims to enable the development, financing and execution of infrastructure projects in Asia.

Engagement with the Infrastructure Asia Office is key to unlocking the market potential for infrastructure investments and gaining a head start in the race to secure Asia's infrastructure needs.

The Infrastructure Asia Office specifically aims to:

1. Connect partners in the ecosystem,

2. Build capacity in demand markets, and
3. Provide upstream project advisory to regional governments.
4. Conduct three project sharing sessions during 2019 (spring, summer, fall)

INFRASTRUCTURE ASIA PLATFORM

The Royal Danish Embassy Singapore is launching the Infrastructure Asia Platform, to bring awareness about Danish companies and their competencies with the view of bringing business this way.

PRE-TENDER INFORMATION

Through our close collaboration with the Infrastructure Asia Office, we will ensure Danish solutions are “top of mind” and share market insights and – whenever possible – first hand pre-tender information from ongoing market surveillance.

COALITION OF DANISH SOLUTION PROVIDERS

Enjoy networking with peers in the industry and join the Danish coalition in securing high value projects. We will host three annual networking events in conjunction with Infrastructure Asia Office's project sharing sessions. The events will include keynotes and talks by industry leading experts.

ANNUAL MEMBERSHIP FEE - 2019

DKK 24.830 inclusive of all elements below.

PROJECT SHARING SESSIONS HOSTED BY INFRASTRUCTURE ASIA OFFICE

Get first-hand pre-tender information of new infrastructure project opportunities through Infrastructure Asia Office's three annual project-sharing sessions (spring, summer, and fall 2019). Through a strong Danish representation at the sessions, we ensure Danish solutions are top of mind*.

THREE ANNUAL NETWORKING EVENTS IN 2019

Join three annual networking events (spring, summer, and fall 2019) at The Ambassador of Denmark to Singapore's Residence*.

March

The three networking events will be held in conjunction with Infrastructure Asia Office's project sharing sessions.

July

The events will facilitate collaborations within the Danish coalition to bid on high value project opportunities.

November

Infrastructure Asia Office will join the events, thus ensuring Danish solutions are top of mind.

** The Danish Embassy will represent companies who are not able to join Infrastructure Asia's project-sharing sessions and the associated networking events. In addition, the Danish Embassy will prepare executive summaries of all events and assist in facilitating follow-up meetings.*

MARKETS INSIGHTS AND TENDER INFORMATION

Receive the latest market insights and tender information on Southeast Asia's infrastructure development. The Embassy in will gather, filter and share relevant information to members of the Infrastructure Asia Platform.

EXPECTED OUTCOMES

1. Get first-hand pre-tender information of new infrastructure project opportunities in Southeast Asia.
2. Ensure your solutions are top of mind at the new Infrastructure Asia Office who will facilitate the dialogue between project owners and solution providers.
3. Jointly bid on high value projects through partnerships with complementary solution providers within the Danish coalition.



GENERAL BUSINESS CONDITIONS

General Business Conditions for the Trade Council, Ministry of Foreign Affairs as per 5th of March 2018.

1. Purpose

1.1 These General Business Conditions shall apply to the Trade Council's/The Foreign Service's assistance to Danish and foreign enterprises in commercial cases, cf. part 2 of the Executive Order No. 246 of 10 April 2008 on payment for the services of the Foreign Service.

2. Agreement

2.1 Assistance by the Trade Council shall be paid for according to the current rates and for cases that are paid according to hourly rates and where the time spent exceeds half an hour in accordance with a written agreement between the Trade Council and the enterprise. The written agreement shall contain information about the expected time consumption, the hourly rate - or if deemed more expedient, an overall price for the specified service - as well as an estimate of possible expenses.

3. Prices etc.

3.1 For assistance the purpose of which is to support the business community's export efforts and other commercial activities abroad, a fixed price per hour or fraction of an hour or a fixed overall price for the service shall be paid. There is, however, a minimum fee per individual solved case.

3.2 For certain types of assistance, for instance, the procurement of publications, statistical material, credit reports or customs information etc., a fixed fee shall be paid provided the time consumption is less than one hour. A fixed fee shall be paid for lectures.

3.3 Prices and fees are in Danish kroner unless stated otherwise. Assistance provided in Denmark is subject to value added tax.

3.4 Any expenses, for instance for purchase of materials, information, access/connection to databases, travel expenses, telecommunication etc., have to be refunded.

4. Terms of Payment

4.1 The Trade Council collects its payment when the service has been rendered. However, depending on the circumstances a partial or advance payment may be required.

4.2 Payment shall be made no later than 30 days after the invoice date. A fee may be charged for late payment and interest may be charged according to the general rules.

5. Termination

5.1 The enterprise shall have the right to terminate the agreement effective immediately. The enterprise shall in such case pay for the assistance provided so far and for any expenses that the Trade Council has paid or committed itself to pay.

6. Professional secrecy and confidence

6.1 By virtue of their terms of employment, the staff of The Ministry of Foreign Affairs, including the Trade Council, is obliged to maintain professional secrecy in relation to information, including competition-sensitive information concerning enterprises and trade secrets, to which the staff become party in the course of their work and concerning which they have signed a pledge. Thus, professional secrecy also applies to such information to which the Ministry of Foreign Affairs/the Trade Council becomes party while cooperating with partners and companies. The duty of professional secrecy

also continues after the employee has left the service. Failure to comply with this duty of professional secrecy can lead to criminal liability under the Penal Code.

6.2 The Ministry of Foreign Affairs/the Trade Council treats information received from partners and companies confidentially within the framework of Danish legislation. This includes information that is sensitive to competition, trade secrets and commercial or operational matters. As a public authority, the Ministry of Foreign Affairs/the Trade Council is subject to the rules in the Danish Public Administration Act and the Access to Public Administration Files Act, including the provisions concerning the right of access to documents. The rules contained here, including concerning the right of access to documents, are perceptive and may not be dispensed with in relation to a third party through statements, agreements or the like. The Ministry of Foreign Affairs/the Trade Council will consult with partners and companies prior to responding to any request for access to documents pursuant to the Public Administration Act or the Access to Public Administration Files Act.

In Theory, all documents or information of a commercial nature in the possession of The Ministry of Foreign Affairs/the Trade Council are covered by the general right of access to information stipulated in the Public Procurement Act. Excluded from the general right of access, according to the Public Procurement Act Section 30 (2), are any documents or information relating to “technical facilities or procedures; operational information, information about business relations, or similar, in so far as it may be of significant economic importance to the person or company to whom the information relates that the request is not met.

HOW WE PROCESS PERSONAL INFORMATION

<https://investindk.com/about/privacy-notice>

7. Liability for Damages

7.1 The Trade Council shall be liable to the enterprise according to the general rules of Danish law, always provided that the Trade Council shall not be liable for loss of profits, loss of income or any other indirect loss. Payment of damages cannot exceed the remuneration agreed upon or the fee according to the current tariff.

8. Disputes

8.1 Agreements comprised by these General Business Conditions shall be subject to Danish law.

8.2 Any dispute arising out of or in connection with agreements comprised by these General Business Conditions and which cannot be settled by negotiation shall be settled by the ordinary courts of law.

The Trade Council is a part of the Ministry of Foreign Affairs and is the official export and investment promotion agency of Denmark. The Trade Council benefits from around ninety Danish Embassies, Consulates General and Trade Commissions abroad. The Trade Council advises and assists Danish companies in their export activities and internationalisation process according to the vision: Creating Value All the Way. The work in the Trade Council follows specific procedures and quality guidelines. In this way our customers are secured the best possible quality under the varying working and market conditions at any given point of time.

Ministry of Foreign Affairs of Denmark

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