



**BUSINESS
GREENLAND
CONFERENCE
2012**

The City of Aalborg
March the 27th-28th

Engaging the Natural Resources of Greenland

- from vision to reality

ARCTIC BUSINESS
NETWORK
The first choice in Arctic business

The Arctic of tomorrow will be very different from the Arctic we know today. Wealth in the region is likely to grow substantially and a large number of new, attractive business opportunities will arise. But the Arctic is still a hostile, yet fragile environment. Cultural and political issues may need to be addressed. The financial stake is high, but so is promise.

Success in the field is reserved for professionals. Arctic Business Network invites you to join this conference to learn from some of the best in this field.

Goods destined for Greenland are being loaded in Port of Aalborg, Greenland base port. Land based facilities such as ware houses, cold stores and a cluster of companies specializing in Arctic logistics provide a solid base for cost efficient and reliable supply.



“ Commercial opportunities in the Arctic are enormous, not least for the Greenland, Faroese and Danish industries, which to a great extent already possess the skills that will be far more in demand with the development of the Arctic region... ”



These are the words of the Governments of Greenland, Denmark and the Faroe Islands in the Kingdom of Denmark Strategy for the Arctic 2011– 2020. Driving factors for the emergence of these possibilities are e.g. climate changes opening new waters, new technology in the exploitation of natural resources and not least the ever increasing demands for raw materials steadily driving the prices up.

These subjects are centre of attention at the Arctic Business Network conference in Aalborg on March 27th and 28th 2012 and will be covered by an array of specialists offering both insights and the possibility for interaction.

How can companies come to grips with the promises? What are the demands on subcontractors? How can logistics under extreme conditions be handled? How can large companies most efficiently utilize local resources?



27th March Plenum session

8:30 - 9:30	Registration and coffee in the company exhibition
9:30 - 12:00	<p>Welcome</p> <p>Greenland and business partners: Visions for mutual development</p> <p>The strategy of the Kingdom of Denmark for Arctic 2011-2020</p> <p>Framework conditions for exploration and extraction of oil and minerals in Greenland</p> <p>Logistics in the Arctic: Current best practices and challenges ahead</p> <p>Supplying and sustaining remote workplaces in challenging conditions</p>
12:00 - 13:00	Lunch is served in the company exhibition
13:00 - 15:00	<p>Oil and minerals in Greenland: Overview of potentials</p> <p>Preparing large investments</p> <p>Containing cost in large scale Arctic operations</p> <p>Learning from similarities and differences in world-wide mining operations</p> <p>Experiences from cooperation with local business partners</p>
15:00 - 15:30	Coffee is served in the company exhibition
17:00	<p>DONG in Greenland: Status, potentials and business opportunities</p> <p>Operations in the Arctic from a risk perspective, implications for companies</p> <p>Logistics: Critical success factors and implications for companies</p> <p>The Greenland-Aalborg axis, resources and development trends</p>
17:00	Conclusion of Day 1

19:00 - 23:00 Gala Dinner at Restaurant Fusion, Aalborg Harbour Front



The following speakers will be attending the conference, with more to follow



Lise-Lotte Terp,
Chairman,
Arctic Business
Network

Alderman Thomas
Kastrup-Larsen,
Municipality of
Aalborg

Henrik Madsen,
CEO Norske Veritas

Lone Himmelstrup,
Exploration
Manager, Denmark
& Greenland,
DONG Energy

Christian Rugland,
Manager Sodexo
Remote Sites
Norway

Peter Freiesleben,
CEO, Arctic Group

Gregory J. Ott,
Director of Hydro
Development
GPPG, Alcoa

28th March Track 1 Track 2 Track 3

8:30 - 9:00	Key learnings from Day 1. Introduction to workshops		
9:00 - 10:15	<p>Workshop: Optimising Arctic logistics Mr. Niels Clemensen, Development Manager, Royal Arctic Line</p>	<p>Workshop: Natural resources in Greenland Mr. Poul Hededal, Manager, knowledge and innovation, Ramboll</p>	<p>Workshop: Development and certification of service providers Mr. Thorkil Neergaard Regional manager, Niras (DNV also participates)</p>
10:15 - 10:45	Break		
10:45 - 12:00	<p>Workshop: Development and certification of service providers Mr. Thorkil Neergaard Regional manager, Niras (DNV also participates)</p>	<p>Workshop: Optimising Arctic logistics Mr. Niels Clemensen, Development Manager, Royal Arctic Line</p>	<p>Workshop: Natural resources in Greenland Mr. Poul Hededal, Manager, knowledge and innovation, Ramboll</p>
12:00 - 13:00	Transportation to and lunch at Port of Aalborg		
13:00 - 16:00	Site visits:	<p>Port of Aalborg, Greenland Base Port Host: CEO Claus Holstein</p> <p>Royal Arctic Logistics Host: CEO Jesper Balthazar-Christensen</p> <p>Blue Water Shipping Greenland Host: North Atlantic Manager Ole B. Ulriksen</p> <p>Arctic Group Host: CEO Peter Freiesleben</p>	
16:30 - 17:00	Adjourn	Saxo Room, Aalborg City Hall	



Professor
Hans-Henrik
Hvolby, Celog,
Aalborg University

Claus Holstein,
CEO
Port of Aalborg

Niels Clemensen,
Development
Manager,
Royal Arctic Line

Poul Hededal,
Manager,
knowledge and
innovation,
Ramboll

Thorkil Neergaard,
Regional Manager,
Niras

Jesper Balthazar-
Christensen,
CEO,
Royal Arctic Logistics

Ole B. Ulriksen,
North Atlantic
Manager, Blue
Water Shipping
Greenland

A good time in Aalborg is included



The activities at the conference take place around the harbour front in Aalborg. This means the conference facilities, accommodation, venue for the gala dinner, shopping and even Aalborg's renowned nightlife is within short walking distance.

1 UTZON CENTRE:



This extraordinary building is the last design from Jorn Utzon, world famous from the iconic Sydney Opera House. The now late architect has here created another building with extraordinary qualities, which the participants will appreciate in full as different parts of the building are used for the plenum session, lunch and workshops.

2 THE HARBOR HOUSE:



This almost transparent building has been the cause of much dispute, but is now one of the prides of the harbour front. The gala dinner will be served in the Restaurant Fusion where you will be seated just a few metres from the salty waters of the Limfjord.

3 RADISSON LIMFJORD HOTEL:



Conference participants can stay at this delightful hotel, located just opposite The Harbour House. Opposite the hotel you is the hub of Aalborg's nightlife, Jomfru Ane Gade. An attractive rate is offered for conference participants.

4 AALBORG CITY HALL:



This baroque building has been the seat of the Municipality of Aalborg since 1762. The adjourn reception will take place in the historic seat of the city council and the Saxo Room, ornately decorated by local artist Esben Hanefeldt with motifs from Saxo Grammaticus.

5 FRIIS SHOPPING CENTRE:



Conference guests arriving by car can park in the large underground parking facilities of Friis, neighbouring the Utzon Centre. The address of the facility is: Nytorv 27, 9000 Aalborg.

6 PORT OF AALBORG:



The site visits at Greenland Base Port, Royal Arctic Logistics, Blue Water Shipping Greenland and Arctic Group will take place at the Eastport of the Port of Aalborg, located just under 10 kilometers from the main venue at Utzon Centre.

Registration

The Arctic Business Network invites you to join the Business Conference Greenland, March 27-28 2012, to be held in Aalborg, Denmark. Please register by one of the following two methods: Payment is by credit card or invoice. Deadline for registration is March 13, 2012.

Registration fee

Members: DKK 1.500,- excluding local VAT
Non-members: DKK 3.000,- excluding local VAT

Registration fee includes the two-day conference and workshop, reception, Gala dinner, lunches & coffee breaks during the days of the programme. The registration fee does not include travel costs and hotel.

Please note that foreign delegates (incl. delegates from Greenland) will not be charged local VAT.

Registration online

To register online, please fill out all information on this link <http://aalborg-convention.dk/reg/reg.php?conf=businessgreenlandconference®step=start>

Payment is by credit card or invoice.

Registration by fax

To register by fax, please fill out all information in the form below and fax it to +45 9931 7519 or feel free to scan the form and send it to Tanja Christiansen at tgc@aalborg.dk

ER DET RIGTIGT..?

Mr/Mrs/Ms _____

First name _____

Surname _____

Title _____

Organisation/Company _____

Address _____

City _____

Country _____

Phone _____

Email _____

Special requirements (e.g. non-smoking room, dietary requests) _____

I would like to participate in the Gala Dinner at Restaurant Fusion on March 27 (included in the registration fee)

Hotel accommodation
Radisson BLU Limfjord Hotel offers single rooms at a rate of DKK 915,- If you wish to make a hotel reservation please fill in this section:

Single room: Check-in date: _____

Double room: Check-out date: _____

Workshop
I would like to participate in the following two workshops on March 28 (please tick two boxes):

Optimising arctic logistics

Natural resources in Greenland

Development and certification of service providers

Questions:

Please feel free to contact Tanja Christiansen, tgc@aalborg.dk or call +45 9931 7526, if you have any questions about the registration or hotel bookings. If you have any questions about the Business Conference Greenland and/or the Arctic Business Network, please contact Karl Otto Nicolajsen, nic@aalborg.dk or call +45 9931 1567

Cancellation policies

If you wish to cancel your registration, please send in writing your cancellation to Tanja Christiansen, tgc@aalborg.dk before March 13, 2012 and the fee will be fully refunded after the conference. After March 13, 2012, you will be charged a full registration fee. You may cancel your hotel booking 2 days prior your check in date.



Henning G. Jensen
Mayor, City of Aalborg



CITY OF AALBORG

Aalborg - a logic venue for Arctic Business

Denmark's ties to Greenland are most evident in Northern Denmark, where the shipping company Royal Arctic Line has had its base port since 1973. "The Greenland Port", which is the popular name for Port of Aalborg's Eastern section, is the centre for trade and transportation to Greenland. The cooperation with Greenland has provided significant development for both Greenlandic and Danish society.

More than 60% of all goods destined for Greenland is produced and/or delivered by North Danish companies through our port, further strengthened by regular line traffic to e.g. Rotterdam. Aalborg is also in other ways a natural centre for cooperation, education and development activities with Greenland and the Government of Greenland. The pace of development is escalating, fuelled for example by climate changes, which wreak havoc in some parts of the world, but here may be an enabler for new perspectives, new tasks, and new settings. However, our relationship is still governed by the need for knowledge and experience with working in the demanding environment of the Arctic.

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On a human scale, but also through multiple physical strands, we feel close to Greenland in Aalborg. Therefore the business conference takes place here. Please, allow me to express my deep-felt welcome to our city, to our region, and not least to the conference, which boasts strong content focused on the challenges ahead, as well as on the solutions companies in today's competitive world need to provide.

See you in Aalborg for the Business Greenland Conference.

Henning G. Jensen,
Mayor, City of Aalborg

ARCTIC BUSINESS NETWORK

The first choice in Arctic business



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Arctic Business Network is a transatlantic network with focus on developing co-operation between companies, organizations and authorities in Greenland, the Arctics and Denmark. The network is a leading player in the Arctic Regions, which requires experience, credibility and safe procedures.

The network area of interest covers a wide field geographically as well as how to cooperate in relation to the challenging nature and the complexity of the jobs. We engage in both extensive and demanding activities as smaller, short-term projects - and work on a worldwide scale.