



DENMARK



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Denmark and Japan continue to strengthen economic ties

With more than 150 years of successful business relations, Japan and Denmark continue to share the vision of a brighter future between their countries.

"Japan is one of only five countries in the world that Denmark has entered into a strategic partnership with. We hope our collaboration will lead to new opportunities for both Danish and Japanese businesses," said Simon Kollerup, Denmark's minister of industry, business and financial affairs.

According to Ambassador of Japan to the Kingdom of Denmark, Manabu Miyagawa, the country has been playing an instrumental role in the latest negotiation of the economic partnership agreement between Japan and the EU that was



Manabu Miyagawa, Ambassador of Japan to the Kingdom of Denmark

effectuated in February 2019. "This paved the way for both Japanese and Danish compa-

nies to increase their investment in each other, which shows the positive collaboration between both countries."

Aside from solid economic ties, Miyagawa said that the two countries also share an excellent bilateral relationship that has lasted for more than a century and a half thanks to cordial and friendly exchanges between Japan's imperial family and the royal family of the Kingdom of Denmark. Most recently, Their royal highnesses the crown prince and crown princess of Denmark attended the enthronement ceremony of his majesty the emperor of Japan in Tokyo last year.

Meanwhile, Denmark's maritime industry is considered as the core of its economic activities and is globally recognized thanks to the country's advanced technological innovations.



Simon Kollerup, Minister of Industry, Business and Financial Affairs of Denmark

"Denmark is currently the fifth-largest shipping nation in the world. Last year alone,

our exports hit an all-time high with an estimated export (worth) \$31 billion," said Anne H. Steffensen, CEO of Danish Shipping.

Andreas Nordseth, director general of Danish Maritime Authority remains positive that Denmark would be able "to provide guidance and encouragement in the development of more efficient and greener technology."

Kollerup also says that Japan and Denmark will continue to be closely associated with each other due to their similar values.

"The focus on quality is an important similarity that both Japan and Denmark benefit from when it comes to trade," he said. ♦

<https://eng.em.dk/>
www.dk.emb-japan.go.jp
www.danishshipping.dk
www.dma.dk

Denmark: Paving the way to more advanced manufacturing

Fujifilm Diosynth Biotechnologies is part of a booming medical industry and has opened its doors in offering Denmark various services. These in turn have helped place the country as one of the world's leading health care providers.

A subsidiary of Fujifilm Corp., Fujifilm Diosynth Biotechnologies has become an industry leader in biologics and advanced therapies as it brings new value to society by re-innovating its business.

In 2019, Fujifilm Diosynth Biotechnologies acquired the Hillerød Manufacturing site, a large-scale biologics-manufacturing site from Biogen Denmark Manufacturing ApS, making it the company's fourth biopharmaceutical manufacturing site and positioning itself as one of the main Biologics Contract Development and Manufacturing Organizations.

"Health care is the fastest growing sector we have, and this acquisition is just the beginning of our focus on biologics versus traditional chemical logs," said Lars Petersen, Chief Operating



Lars Petersen, Chief Operating Officer of Fujifilm Diosynth Biotechnologies, Hillerød, Denmark

Officer of Fujifilm Diosynth Biotechnologies, Hillerød, Denmark.

Through the acquisition of the Biogen manufacturing site, Fujifilm Diosynth Biotechnologies has been given a chance to carry on with its objective of creating new technologies, products, and services.

"We hope to maximize our

skill in innovating and learning (about) the life science industry, as well as adapting to the culture of the staff and leadership in the company, which came with the acquisition. This acquisition gave us the opportunity to expand the business and closely monitor production for innovative companies in the sector," Petersen said.

"It will also enable us to ensure the quality of our products, from manufacturing and packaging all the way to the final client with a fully integrated business. This goes in line with the company's values where the patient is always the center of our focus."

As the company approaches new milestones, it aims to double the size of its operations, as well as create a more sustainable business for its clients.

"We believe this objective is achievable due to the positive results from our acquisition. With a business like ours in Denmark, we hope to strengthen the connection we have with our customers," Petersen said. ♦

www.fujifilmdiosynth.com

PureteQ powers through sustainable shipping technologies

The shipping industry is perhaps the world's most efficient and earliest form of transportation. Being one of the oldest modes of transport means that older technologies are often used.

That said, the Danish company PureteQ has conducted thorough research in developing its products, thus coming up with one of the most reliable and energy efficient scrubber systems in the world.

"A scrubber system is used by ships for the purification of exhaust gas in order to reduce neg-

ative impact on human health from using HFO (heavy fuel oil). Scrubbers may reduce operational costs by 30 to 40 percent," explained Anders Skibdal, CEO of PureteQ.

PureteQ is also the first company to provide full remote accessibility. "We designed our control system to enable remote support to the ship's crew in a cheap and efficient manner," shared Skibdal.

Along with its optimization efforts, PureteQ also focused on looking for clients which shared their views and values. PureteQ



Anders Skibdal, CEO of PureteQ

has experienced that Japanese clients prefer custom-made systems with a small footprint as this reduce the installation cost. The clients also appreciate the additional safety features.

"The Japanese market was difficult to enter, but we took on the challenge and succeeded, improving our services in the process," said Skibdal.

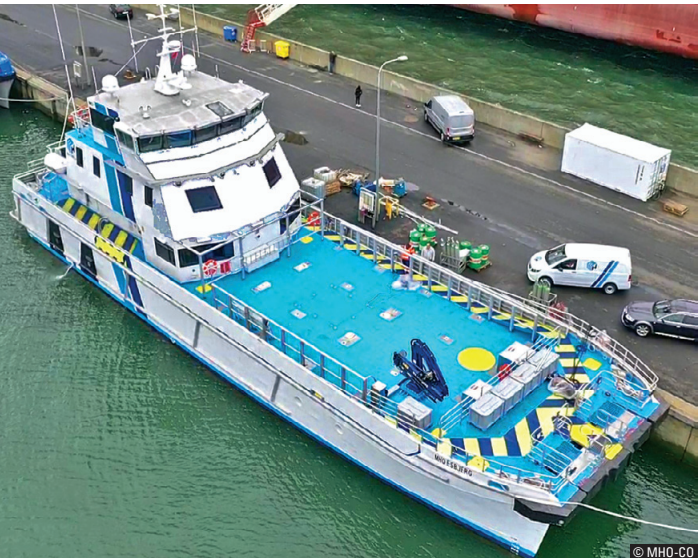
"Because of the positive connection with Japan, we decided to form a company there about a year ago, PureteQ Japan K.K., and we are performing pretty well there as of the moment."

Currently, PureteQ is making further improvements on the quality of their products while doing business with larger ship-owners and shipyards in Japan.

"We make sure to test everything. We must be very detail-oriented when doing business with Japanese clients because the quality of the product is something they value very much," Skibdal emphasized.

"The Japanese have the highest standards, and if your products are attractive in Japan, then they are attractive everywhere." ♦

www.pureteq.com



MHO Esbjerg is one of the two special designed catamarans by MHO and is the biggest CTV in the world.

MHO-Co navigates business using modern solutions

MHO-Co A/S, a Danish company based in Esbjerg, covers the demand for transportation to offshore wind farms in the greenest and most economically viable way. The firm aims to provide its clients not just with modern vessels, but also with safer and more reliable vessels.

"MHO-Co is building new ships with a modern design and fewer materials, resulting in lighter vessels," said Mik Henriksen, founder and CEO of MHO-Co.

Working in the industry for roughly 25 years, Mik Henriksen has had plenty of experience with vessel management — both in the offshore wind industry and in other capacities, such as CTVs (crew transfer vessels) operations.

With the help of MHO-Co's in-house experts, past experience from previous ferry businesses and collaboration with leading naval architects, the company's vision to create more cost-efficient CTVs with an optimized design has turned into a reality.

"These CTVs consume approximately 20 percent less fuel compared to similar CTVs. This in itself is positive both environmentally, as well as financially. However, we also strive to be a leading body in the industry with our focus on innovative solutions to cutting carbon emissions and

developing green, alternative technologies," said Henriksen.

"Since the vessels are faster, the technicians would be able to spend less time on transfers; time which they can reallocate to doing actual work on wind farms."

According to Henriksen, the new CTVs will have more days per year available to operate, which will give them a chance to provide their customers with a safer service even when the weather is not stable.

"Many CTVs are not designed for optimal transport of people who are not used to traveling by sea, thus making them more prone to sea sickness," Henriksen said. "Our unique design gives a comfortable experience to everyone."

"MHO-Co designs CTVs that are able to address these problems, which we also predict will be the standard type of marine vessels for the next 15 to 25 years," he said. ♦

www.mho-co.dk



Tican assures premium quality meats from farm to fork

As one of the world's largest pork exporters, Danish pork specialist companies, such as Tican Fresh Meat, assures the quality of the products they export worldwide.

With Japan as a leading client, the company observes a high standard for their operations, which is why Tican Fresh Meat has been working systematically to produce premium quality meat for its customers.

Its operations are divided into two parts, with the first division catering to nearer markets, and the other focusing on exporting high-quality products for the Japanese and other Asian countries.

"Tican in Denmark has a specific focus on serving the Japanese market since it is one of the most challenging to serve because of their demand for high-quality," said Niels Jorgen Villesen, CEO of Tican Fresh Meat.



Niels Jorgen Villesen, CEO of Tican Fresh Meat

"We go the extra mile for our customers and ensure that the products we supply to them are high quality."

Recently, Tican Fresh Meat built a new facility inside its Thisted factory to exclusively

serve the needs of its Japanese customers with sliced and ready packed products.

"Through this effort, we can better serve our Japanese clients with products that fit their needs and standards," said Villesen.

Tican Fresh Meat expects its sales to increase steadily in the next few years as it continues to supply meat to local and international customers, specifically in Japan.

"We have been here for many years and we have a long trading history with Japan which we intend to continue thanks to our premium quality products," said Villesen. ♦

www.tican.dk/en



Uni-Tankers heads toward the right direction

When it comes to high-quality tankers, Uni-Tankers is one of the most reliable companies in providing such service with a large fleet.

As part of the family-owned USTC Group (United Shipping and Trading Company Ltd.) for approximately 25 years, Uni-Tankers owns 17 oil and chemical tankers, charters another 22 tankers, and has around 85 shore-based personnel employed in the company and close to 400 seafarers.

"Our company offers professional services and solutions to both internal and external customers," said Per Ekmann, CEO of Uni-Tankers.

As a subsidiary of USTC, Uni-Tankers has access to advanced shipping technologies and specializes in risk management, bunker supplies, door-to-door logistics, shipowning, and financing.

"Fifty percent of our services is focused on transporting chemicals all across the globe while the rest of our services



Per Ekmann, CEO of Uni-Tankers

are focused on transporting oils, foodstuff, and biodiesel," Ekmann said.

"We currently have offices in Middelfart and Aalborg, which are both located in Denmark, as well as international offices in Turkey, France and the U.S."

Because of its large-scale operations and high-quality set-up, Uni-Tankers provides its services to companies across the globe.

"Uni-Tankers does business with some of the world's largest companies, including Exxon, Shell, Chevron, Total and BP to name a few," said Ekmann.

Uni-Tankers has been working closely with Japanese ship-owners as part of its strategic efforts to expand its fleet.

"Japan has helped enhance the quality of our company's products and services. We also share similar values as they are known for their trustworthiness and consistency in their craft," said Ekmann.





Uni-Tankers' MT Mona Swan at work.

Moving forward, Uni-Tankers is also planning on further collaborating with Japan to look for more sustainable fleet solutions and the way it conducts its operations.

"We are exploring using greener and more durable vessels, and we are looking into Japan as they have the capabilities and technology for this," said Ekmann. "We are all optimistic and excited about what lies ahead for Uni-Tankers in 2020 and beyond." ♦

www.uni-tankers.dk



UNI-TANKERS

Uni-Tankers A/S was founded in 1995 as a subsidiary of the financial group United Shipping & Trading Company Ltd. (USTC), Middelfart, Denmark.

Being part of the USTC Group provides Uni-Tankers A/S with easy access to specialists with broad background within the world of shipping and extensive knowledge in risk management, bunker supply, door-to-door logistic solutions, shipowning and financing.

Uni-Tankers A/S is headquartered in the old maritime city of Middelfart and has offices in Aalborg, Istanbul, Mougins and Houston.

UNI-TANKERS.COM