

## Editorial



Dear Members,

Hereby the first edition of our newsletter.

The purpose of the newsletter is to keep our members informed about the activities of the Chamber as well as the activities of our members, and also providing for the possibility for communicating and sharing information about the development of the commercial and economic relations between Denmark and France, which we hope can be useful in your business activities.

Our first edition offers an interview with one of our new sponsor members: Jyske Bank. In the next editions to come, we will introduce our other seven sponsor members. Moreover, you will find the following: :a presentation of the 4 new company members who have joined the Chamber in the last weeks, a short introduction to our new service: "Privileges Card", our recruitment service, and some information provided by our members.

The trade figures for the development between Denmark and France during the first quarter of 2013 are now published. They show an increase by +4,7% in France's export to Denmark compared to the first quarter of 2012, whereas the Danish export to France has decreased by -4,6 %. The established fact that the Franco-Danish trade per inhabitant is disproportionately smaller than the German-Danish trade remains unchanged. Why this is the case is something the Chamber will look more closely into in order to find out what could be done about it.

We will, of course, keep you updated regularly and hopefully, also count on your help in the same way. We will be grateful for any suggestions for the future editions of the newsletter.

Anders Torbøl

## Interview Member

Last december, **Ghislain Sarry** arrived in Denmark and is working as a Business Developer at **Jyske Bank**.

**Ghislain, first of all could you introduce yourself?**

I am 40, French and grew up in Roanne in La Loire area. After 10 years in Cannes, I moved to Denmark in October last year. Not only did I catch a professional opportunity by joining Jyske Bank, but I also achieved a family choice and relocation decision as my partner and our 2 kids are Danish

I am based in Copenhagen and I am in charge of developing private banking business towards the French market for Jyske Bank Private Banking.



**Some of our members are not really familiar with Jyske Bank, so you could tell us more about your bank?**

Jyske Bank has become the second largest Danish bank : 3690 employees, 106 branches in Denmark, but also has international offices in Zurich, Gibraltar, Hamburg, Cannes and Weert in the Netherlands. In Denmark, the bank offers a full range of banking services including retail, commercial and private banking activities. Locally, for example, there are branches in Frederiksberg, in Hellerup or on Vesterbrogade in Copenhagen.

Outside Denmark, the focus is clearly on private banking and Jyske Bank offers cross-border wealth management solutions dedicated to its international customers according to their family, professional, private and assets situations.

Our 20,000 private banking customers are based in 135 countries. Here in Copenhagen, our advisers are French, English, German (a dedicated desk), Danish, Scottish and they speak our clients' language.

**Could your hiring in Jyske Bank indicate that Jyske Bank is planning to expand to the french market?**

Jyske Bank has been operating in France for almost 10 years. Our Cannes office will celebrate its 10 candles later this year.

We offer investment advice and wealth management solutions to international clients (not only French, but also for example English on the French Riviera or German in Paris).

Two examples : expats and entrepreneurs

- A French executive working for a US company in Germany gets a promotion to the english subsidiary in London. Eventually he might also be appointed back to France since the group he works for is an international player. On each move, this client needs specific advice, not only on the investment of his savings, but also on the protection and transfer of his assets. Thanks to our cross-border approach, our wealth managers are able to help and advise those clients on their mobility and projects; and this together with the customers' other advisers such as lawyers, accountant, notaries...

- A French entrepreneur has generated some benefits from his business and wish to diversify his income by investing those gains in an active way : Jyske Bank Private Banking offers invest loan solutions to finance various projects (real estate, corporate, others...). Most active investors are also offered the possibility to boost the income of their savings with some leverage options, provided it is in line with their risk profile and goals.

**What does Jyske Bank expect from the Chamber of Commerce?**

The Chamber of Commerce is at the core of Danish-French relationships. Given Jyske Bank targets (expats and entrepreneurs), I see our relations with the Chamber as a partnership based on trust, entrepreneurship, services and sharing of opportunities and networks.

As the Chamber does, Jyske Bank makes a point in supporting business streams between Denmark and France. Our services and solutions match the needs not only of French expats in Denmark, but also company owners in France, looking to invest in Denmark.

More globally, the Chamber of Commerce facilitates mobility and integration; Jyske Bank would like to be an active player in backing this initiative : what we offer is a personalized contact to any member of the Danish-French Chamber of Commerce.

**And finally, you still have a fresh impression of Denmark as you have only been here for a couple of months, but have you ever experienced important cross cultural differences or similarities between Denmark and France?**

I would like to stress 2 examples :

Professional relationships are not as formal in Denmark, communication is often more transparent, more straightforward, and seems simpler than in France which makes it easier to make decisions in an efficient way. Hierarchy borders are not so strong and individual initiatives are strongly supported. The other one I am thinking of has to do more with everyday life : how much the Danes love and use their bikes.

Hundreds, thousands of bikes commute in and around Copenhagen every day. No matter if it rains, blows or snows ! It is quite impressive to witness bikes outnumbering cars !  
Even the Prime Minister here goes to work cycling !

## New Company Members



Cabinet GODDET & Associés (CGA) is a firm of chartered accountants and auditors established in Paris since 1986. Our know-how and competent staff allowed our firm to acquire a foreign clientele wishing to set up in France. Our competences and skills are numerous and vary from accounting to audit.

CGA supports the French subsidiaries of foreign companies in the following fields:

- Legal : Setting up a company, choosing the right legal form
- Accounting : Bookkeeping or accounting control, setting up of balance sheets
- Taxation : Handling of all tax obligations and tax optimizations
- Social legislation: Drafting of employment contracts. Issuing of pay slips, social security declarations (for subsidiaries and foreign companies not established in France, having an employee in France)



French – Danish collaboration made effortless!

Cirque, founded in 1999, offers unified communications solutions to European corporations including IP/SIP, landline and mobile phone services, internet, data communications and collaboration. As the only telecom operator with local presences in Copenhagen & Paris, we tailormake communication solution for Danish & French businesses. Benefit from coordinated cross border account management, the most innovative cloud telephony solutions and free landline communication between France & Denmark.

For more information please contact:

- [Christian Normann](#) (Cirque France)
- [Lars Lisander](#) (Cirque Denmark)

or go to [www.cirque.net](http://www.cirque.net)



SKOV is industry leader on the international market for climate control and production monitoring of animal production. We develop, produce and market systems and components for ventilation systems, livestock house air cleaning and production control. SKOV is active all over the world and started in 2012 a new farm every hour 24/24 hours 365 days. SKOV works mainly inside the pig and poultry segment and supply climate solutions which ensure optimal conditions for animals and humans. SKOV has high focus on animal welfare as well as reduction of energy costs of more than 50%

In France SKOV has seen an important increase in sales during the last years and we have high expectations for the French market, where a SKOV office was created in 2011.



VINCI Construction GP, heir of old enterprises, designs and builds major civil engineering works (bridges, tunnels, tanks of liquefied natural gas, road- and rail infrastructure, etc.) and buildings (high-rise buildings, hotels, industrial department equipment, nuclear sites, etc.). The organization's high level of expertise, engineering and project management capacity is associated with a reactive organization and political partnerships with local businesses, allowing them to implement global and modular solutions. These solutions meet the diverse needs of public and private building owners, from the technical assistance to the realization of turnkey project or maintenance of existing constructions. VINCI Construction has been present in Scandinavia since the 1970s. In Denmark, the organization has created the following constructions: Bridge Sallingsund, the bridges of Farø, the West viaduct, the Storebælt tunnel and the Øresund tunnel. VINCI Construction GP belongs to the VINCI group which is also present in Denmark through GRANIQU, its telecommunications branch, which is a subsidiary of VINCI Energies.

## News about our Company Members



**Apéritif à la française** is an integrated promotional activity organized by Sopexa to boost visibility for French brands and products internationally. It will take place in 10 countries around the world including **at Torvehallerne in Copenhagen**, where you will be able to experience a **real French market the 14th & 15th of June**. Come and taste a bit of France.

[See more information from this event here.](#)



Direct flights from Copenhagen to Marseille three times a week!

**Air France** operates direct flights between Copenhagen and Marseille three times a week: Monday, Saturday and Sunday. Learn more.

## Information from our members

**New regulation about preliminary injunctions according to Danish law as per 1st of July 2013**

**Existing**

**legislation**

According to the existing Danish legislation, the bailiff's court has the competence to impose an injunction on a private person, a company or a public authority restraining that party from continuing actions which are violating the claimant's rights. [Learn more.](#)

## Diverse

A Company Member of the Chamber is having an employee expatriated from France to Denmark, and they are therefore looking for a rental (preferably furnished) on Frederisberg. More specifically, a 5 room apartment from August. [Contact.](#)

## Next events

**Saturday, June 8 2013**, 10:00 a.m. to 5:00 p.m..

Family trip to Selso Castle and the medieval church of Skibby  
Learn more.



**In mid-June** the Chamber of Commerce will, in collaboration with the LinkedIn Group "Connexion Francaise au Danemark", organize **an after-work** in a French bar/restaurant in Copenhagen. Stay connected for the specific date and place.



## Recruitment service



Recently, the Chamber of Commerce opened a recruitment area on the website. This will benefit our members if they are looking for a candidate with a French-Danish profile. Our members can now publish their vacant positions for free on our website. We receive requests from job seekers on a daily basis, so please enjoy our database in order to find your ideal candidate. [Learn more.](#)

## Privilege Card



The Chamber of Commerce offers all members a **Privilege Card**, allowing you to enjoy benefits and discounts in Copenhagen, Paris and more than 50 other countries. You will receive this card by mail in the coming days. [Learn more about your new card.](#)

## Clin d'oeil ;)

About the book "**Feeling for Industry**"

Poetry, beauty and elegance is not what we usually expect to see and feel about the industry. This book is a testimony and a tribute to the wonderful world which **Hélène Mogensen de Monléon** discovered behind the "scene". [Learn more.](#)



**A new French jazz festival in Copenhagen!**

Remember the following name and date: "French Jazz week at Montmartre", **from September 18th to 21th 2013** in the Jazzhus Montmartre, in co-production with the Hanska Projekt. Find more information

on [www.hanskaprojekt.eu](http://www.hanskaprojekt.eu) and [www.jazzhusmontmartre.dk](http://www.jazzhusmontmartre.dk)

