

**DANSK-FRANSK HANDELSKAMMER  
CHAMBRE DE COMMERCE FRANCO-DANOISE**

**Newsletter**

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## Member Interview

Pascal Hawath is General Manager and Head of Corporate Banking at BNP Paribas Fortis Denmark.

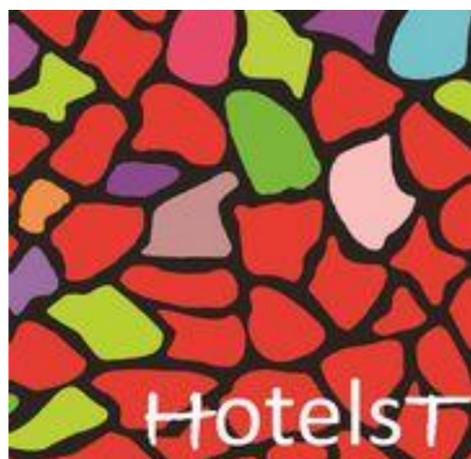
- M. Hawath, can you tell us a little more about your professional background?

Well I have around 25 years of professional experience, mainly with the BNP Paribas group. During my career, I have been involved in various Business Lines (as we call them). I started in the dealing room as a trader and market maker on French Government bonds, then I got to the Mergers & Acquisitions for approximately 10 years, then the Structured Finance where I headed a team in charge of Latin America and Eastern Europe (after the Berlin Wall fall and the openings that occurred then). [Learn more.](#)



## New Company Members

**Cabinet Lund & Marteu (LMLAW)** is an international law firm situated in Nice. We are a progressive and ambitious law firm with a strong focus on mainly Danish-French client relations. We work at the service of our clients' interests in order to provide understandable, timely and quality legal counseling to both companies and individuals within essentially ... [Learn more.](#)



**Hotelst** is a family business regrouping six hotels, five in Paris and one in Siena. Our concept is based on a unique equilibrium between design and boutique hotels. We offer a friendly, cozy and creative atmosphere in a refined and detailed ensemble. Old stone walls, wood floors, intimate salons with fireplaces, diverse and rich artwork in a modern design setting; these are just some of the attributes to describe the warm and inviting atmosphere of our hotels. Our hotels display a wide range of extraordinary objects and art pieces from all around the world. The hotels' collection is constantly replenished with a modern twist. [Learn more.](#)

As part of the Ministry of Foreign Affairs of Denmark, **Invest in Denmark** is a customized one-stop service for foreign companies looking to set up a business in Denmark. We Speak Business. Invest in Denmark provides your company with a tailor-made solution for locating your business in Denmark. We measure our success by how well we contribute to yours. So, if you are considering setting up a business or expanding your activities in Denmark, make us your first stop. [Learn more.](#)

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## ProFacility ApS

At **ProFacility** we offer a competitively priced cleaning of high quality.

Our customers and tasks are among others law firms, banks, schools, portacabins, processing of flagstones and marble, workman cleaning, tidying-up at construction sites, window cleaning, shopping centres, and institutions and offices - and several of them have been our customers for years. [Learn more](#)

With nearly 40 years of experience, **Missionpharma** is a leading supplier of generic pharmaceuticals, medical devices and medical kits to the public sector in primarily Africa. Headquartered in Lyngø, Denmark, we have subsidiaries and regional offices in India, China and Africa and local representatives in more than 35 countries worldwide. Missionpharma employs 45 people in Denmark and a total of 120 globally and has an annual turnover in excess of DKK 700 million. Since 2012, Missionpharma has been a part of the CFAO/Eurapharma group. [Learn more.](#)



## News about our Company Members



Air France - KLM offers you a **free Flying Blue Gold card** if you register your company as a Blue Biz member. As a member of the Danish French Chamber of commerce in Denmark we therefore offer you a membership in our BlueBiz program, which is designed exclusively for businesses, giving you a good range of benefits and services. [Learn more.](#)



**Carlson Wagonlit Travel (CWT)** wins two statuettes at the Danish Travel Awards 2014. Carlson Wagonlit Travel (CWT), the largest travel management company in Denmark, was crowned "Best Corporate Travel Agency" and "Best Incoming- and Event Agency" at the 2014 edition of the Danish Travel Awards. The ceremony was held in Billund airport this year, and Torben Rodenberg, Director of Program Management & Marketing, received both awards on behalf of the entire CWT. [Learn more.](#)



**Cirque** presents its telephony solution "**Business One**"  
The operator Cirque announces their Business One solution on the French market, which is a cloud telephony offer next-generation, available on a single number per user and integrating different services with high added value. Business One™ was introduced on the Danish market some years ago.  
Business One™ is positioned as a unified communications concept that neither requires investment nor heavy migration projects. [Learn more.](#)



**Saint-Gobain Ecophon** offer acoustic solutions that meet the increasing demands of a good sound environment, where people work and communicate – it can be offices, education premises, healthcare institutions, industries or other commercial environments. Our daily work is always based on a conviction that is summarized in our mission. [Learn more.](#)



From October 30th to November 2nd the event "**Fransk Affære**" gathers exhibitors in the field of gastronomy, wines, design, cars and tourism at Docken, Nordhavn. Guests have the opportunity to discover and enjoy French flavours and lifestyle in a unique cultural atmosphere, including concerts, activities for kids, wine tastings, etc. More information: [franskaffaere.dk](http://franskaffaere.dk)

## Upcoming events

On 31th October the Chamber of Commerce is pleased to invite you to a conference at **Fransk Affære 2014**, where we will introduce you to **two success stories** with French origin in Denmark. Meet two personalities whose companies now are leading within their given field : **Daniel Letz and Kim Ginnerup**. [Learn more.](#)



On October 27th at 16hrs, the Chamber of Commerce organizes a **briefing on the labor market in Denmark**. You have recently arrived in Denmark, looking for a job, this session will provide you various information that can guide you and save you time. [Learn more.](#)



## Previous Events

The **annual excursion** of the Chamber of Commerce was held this year on June 14, at the cloisters of Roskilde.  
En savoir plus. [Læs mere.](#)



On September 6, the Chamber of Commerce hosted a fifty **french newcomers in Denmark**. After a visit to the Embassy and the welcome of the Ambassador, the main French-speaking associations presented their activities.  
En savoir plus [Læs mere](#)



On 25 September, the **Chamber of Commerce and the French Embassy organized a day dedicated to Danish companies** with a development project in France. Thanks to the presence of a large panel of experts, the companies could get answers about their french issues. The event took place in the Embassy. After welcoming by the Ambassador and a presentation of all the experts, attendees were able to share and have individual meetings with the experts present. [Learn more](#) and find the presentations are doing during the event.  
En savoir plus. [Læs mere.](#)



On September 25, **Thomas Nicholls marketing manager at SIGFOX**, introduced us this start-up Toulouse. SIGFOX is one of the most promising companies in France, it knows an important development to the extent that the weekly Les Echos has placed the company in the top 10 companies that will make the future of France. [En savoir plus.](#) [Læs mere.](#)



## Services

Since January 2014, the Chamber of Commerce has developed a **range of services** for French companies wishing to settle in Denmark: postal domiciliation, VAT management, payroll management, accounting, translation, relocation .... [Read more.](#)

Denmark is only a 1,5 hour flight from Paris and yet, cultural differences can sometimes lead to misunderstandings and tensions in the business life of Franco-Danish cooperations. That is why the Chamber organizes **intercultural trainings**. [Read more.](#)

## Privilege Card



The Chamber of Commerce offers all members a Privilege Card, which allows you to enjoy various benefits and discounts in Copenhagen, Paris and more than 50 other countries.

As an example, **you can benefit** from the following with your card:

- 10% discount on translation work at Nira Glad
- Become a Bluebizz Air France member and get 500 kr. on your account
- 10% discount on all the wine with La Cave
- 15% discount on the aroma kit from Jean Lenoir with La Cave
- 10% discount on Simone Perele lingerie at Magasin du Nord
- 15% discount at l'Éducation Nationale
- 15% discount at Frenchy
- 10% at the 3 Letz Shop
- Until June 2015, free installation fees of the telephony solution "Business One" provided by Cirque are offered ([more information here](#))

[Click here for more details about the offers.](#)

## Information

**The International Student City of Copenhagen (ISCC)** is a project founded by 7 prominent figures of Danish politics and business life. The vision for ISCC is to establish an international student city as a Nordic equivalent to the Cité Internationale Universitaire de Paris, which is a successful community initiated in the 1920s. Last week, an excursion trip to CIUP Paris organized. 17 persons participated, including the former rector of DTU, Lars Pallesen, journalist Karin Mørck from DR and Iben Koch from Unges Bolig Service (DIS Foundation). This trip was a success and very productive. To learn more about the project, [click here](#). Discover the testimonial of the participants of the trip [here](#) (in danish).

## Clin d'oeil ;)

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## Thanks to our sponsors

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