

**WE**  **BUSINESS**



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# Welcome to Aalborg

## WE ♥ BUSINESS

>>The knowledge-intensive industries have the capacity to propel Aalborg to the forefront of the industries of the future.<< Cluster expert Rodin Genoff, Sydney, Australia

>>It has definitely given me peace of mind to know that the Commercial Department could give me good advice, whenever I needed it.<< Ann Dahl Kjeldgaard, entrepreneur in Aalborg

>>The quality of education in Aalborg is high, which makes the basis for recruitment excellent.<< Per Nielsen, CEO, EMD International A/S.

**As modern technology advances, distances and borders between nations become less important for their ability to cooperate and to do business. It is called globalization - and we are all a part of it.**

Aalborg is situated in the heart of Scandinavia and has a little over 200,000 citizens. The city has a leading position in the development of tomorrow's technologies.

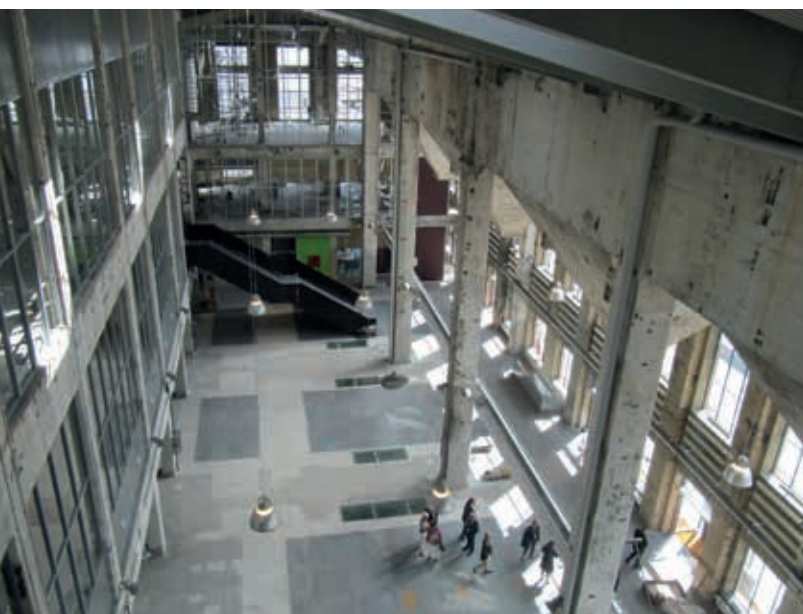
Highly-esteemed business clusters have developed in the Aalborg area with connection to the city's many knowledge-based companies within areas as intelligent production and software, green-tech and ICT-industries. They are present in Aalborg because of the access to the right resources: specialised research and technological know-how.

This position has not been reached overnight; it is a result of visionary political leadership, a determination to succeed, considerable strategic investments, a strong focus on education, research and cooperation with innovative local businesses. In the years to come, the key issue will be to provide young people with high quality education that will make them able to compete with the best in the world as well as a strong focus on job creation, giving the bright minds a reason to stay. In the following years, business development will continue to be a key issue of the City of Aalborg – why, because we love business!



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# Aalborg has X-factor

**During recent years a fantastic development has taken place in Aalborg. Several billions have been invested in new public and private projects in culture, recreation, jobs, business, housing, technical infrastructure, health and education. These investments have been concentrated within a particular geographical area: The growth axis.**

This has not occurred by chance. The growth axis contains a unique combination of culture, business, education and housing. Moreover, there is scope for more development – it is in this area that most exciting projects can be found, whilst new projects are being put forward all the time.

The growth axis is a geographical area running through Aalborg, an area which extends from the airport in the northwest to the harbor in the southeast.

## **Aalborg Water front - Where the past meets the future**

The visionary plan for Aalborg Waterfront outlines a whole range of initiatives to unite Aalborg with the water and to optimize the great recreational potential of this former industrial area.

Aalborg's harbor front has in recent years urbanized into a buzzing experience zone with the Utzon Center, Nordkraft and the new concert hall as the third cornerstone in the harbor front's development. In this way, the harbor, once dominated by the ship-building industry, has become a perfect example of Aalborg's history of transforming itself. Much of the city's cultural, academic and business life now takes place here.

## **The Concert Hall**

The construction of the House of Music is one of the most ambitious and impressive building projects in Aalborg for many years. The concert hall will form part of an attractive and dynamic urban space, which will connect Aalborg's city centre with the Limfjord, making the city an even more exciting place to visit. In the concert hall, the people of Aalborg and its visitors will be able to enjoy spectacular concerts. The Concert Hall will also be the new home for the music programs at Aalborg University and The Royal Academy of Music as well as the Aalborg Symphony Orchestra.

## **Nordkraft - a creative super power**

As Aalborg has grown around it, the heating plant Nordkraft right in the centre of the city was closed down for its original use. The rustic, industrial buildings have been turned into a buzzing culture centre combining theatres, cinemas, sports and concert facilities, an art museum, educational institutions, shops, restaurants and innovative small businesses.

## **The Utzon Center**

The Utzon Center is a promotional location where architecture, design and art are combined with exhibitions, teaching, conferences, meetings and culinary experiences. The Utzon Centre is designed by architects Kim Utzon and his father, Jørn Utzon, the latter being famous for designing the Sydney Opera House. The Utzon Center was inaugurated in 2008 and was the last master piece designed by Jørn Utzon.





# More business - more jobs

**Due to its size, Aalborg is the focal point of much of the development on the labour market in North Denmark and the city accounts for 35 percent of the entire workforce in the Northern Region – a workforce of current 95,800.**

Aalborg is currently in a positive development regarding the creation of jobs. From 2011 to 2012 Aalborg took the lead ahead of the additional educational cities of Aarhus, Odense and Copenhagen by being the city with the most significant growth in the number of full time employed and significantly above the national average.

Further, a decrease in unemployment is seen in Aalborg, also more significant than the national average - a development which is forecasted to continue, decreasing the current 6,6 % unemployment further.

>>Our expectation for the development in the employment are cautious - yet optimistic, partly as an affect of the current development in the city,<< says Arne Lund Kristensen, Head of Job Centre, Aalborg.

## An international city

Foreign employees are a great asset to Aalborg, also due to its status as one of Denmark's major educational cities with many international students. 5,459 of the 103,268 jobs in Aalborg are filled by foreign employees. – 1.8 percent more than in 2010.

As an educational stronghold, 27 percent of the work force are between 16 and 29 years old, while only 16 percent are over 55 years. Hence, Aalborg might not be as negatively affected by the age-induced resignation in the years to come.

### Together we create jobs

From Dec. 2011 to Dec. 2012 we experienced an increase in jobs – far more significant than the national level (1,8% increase in Aalborg compared to 0,1% at national level)



**Key numbers:**

**4,873** have been **admitted to Aalborg University** for the academic year 2012/2013. This is the largest intake of students in any year of AAU history.

**Number of students at Aalborg University in 2012:** 18,675

**Number of students at University College of Northern Denmark in 2012:** 7,020





# A buzzing student city

Aalborg is without a doubt a city of education and knowledge. All types of educations are represented in Aalborg with Aalborg University (AAU), University College of Northern Denmark (UCN), Tech College Aalborg, Aalborg Handelsskole and AMU Nordjylland as some of the biggest education centres. Every summer the city therefore buzzes with young students starting their new lives in the city of world-class education. In the last couple of years, the City of Aalborg has made many efforts in order to attract students to the city: new dormitories have been built and several are under construction.

**Currently, three out of four dormitories built in Denmark are built in Aalborg.**

At the same time, a rich cultural life and an exciting urban area with concerts, events and festivals all year round has been promoted.

These efforts have turned out to be worthwhile. Today, more than 18,600 students are enrolled at Aalborg University, and the world-renowned university offers approximately 115 different study programmes. For the third year running (2010-2012) AAU is the Danish university with the largest increase in both applicants and new enrolled students.

**The intake of students has doubled in only four years.**

Around 7,000 are studying at UCN that offers no fewer than 40 programmes for Danish and international students aiming for a career within finance, marketing, tourism, construction management, multimedia, design, IT or other professions. Around half of these are taught in English. Like AAU, UCN has experienced a boom in applications during the last few years.

## STAY - together we create jobs!

Today, around 40 % of the students from AAU stay in the region after graduation. In order to keep the many newly qualified candidates in the region and make use of the positive development with the large increase in students, the City of Aalborg has decided to make a special effort to create more jobs for graduates.



### About STAY

STAY has been initiated by the City of Aalborg in order to secure that a greater number of highly educated graduates from AAU and UCN stay in Aalborg and the Northern part of Denmark after graduation.

The graduates are important to the region, because they create growth, support innovation and contribute to a globally oriented and competitive region.

# New in Aalborg? Let us help you!

There are many things to do when you arrive in Denmark as a foreign employee or hire international manpower. In order to help both companies and the new citizens, the region has established the International Citizen Service (ICS) and welcome centers called Velkomstcentre – live and work in North Denmark.

## The International Citizen Service

provides easy access to all the necessary authorities – all in one place. The services include:

- > Help with the paperwork, i.e. residence permit or registration certificate, tax card, social security number etc.
- > Personal guidance on job-seeking in Denmark, finding a job for your partner, the Danish tax system.
- > Useful information about issues such as schooling and day-care for children or social activities in your area.

## Velkomstcentre – live and work in North Denmark

is an EU-funded project, which has the aim of securing the supply of qualified labour in North Denmark now and for the future.

- > The work of the project will focus on improving the conditions for international labour and the employers both locally and at a regional level.
- > The centers assist businesses with practical matters related to welcoming and retaining international staff.
- > The outcome is evident: It becomes far easier for businesses to deal with the process of hiring and retaining international employees.

Nytorv 7, 2. Floor  
9000 Aalborg, +45 72 56 89 20  
north@icitizen.dk  
www.velkomstcentre.dk

## International education

Aalborg wants to support the development of young students as citizens of a global world and to facilitate the integration of international citizens into Danish society. Therefore, the city has a range of international education offers. The International Department at the Skipper Clement School in Aalborg has over 130 students in the International Department classes, and the curriculum is guided by Cambridge International Examinations syllabuses. Students who have completed their school years at the Skipper Clement School can continue their education at Hasseris Gymnasium that offers the International Baccalaureate.

The International Department at the Skipper Clement School: [www.aais.dk](http://www.aais.dk)  
IB World School at Hasseris Gymnasium: [www.hasseris-gym.dk/content/ib](http://www.hasseris-gym.dk/content/ib)

## Expat in Denmark

Expat in Denmark is a national network for expatriates living and working in Denmark. The network aims to provide a platform for social and professional relations between Expats and to facilitate meetings and exchanges with Danes. The network is free and open to all. A new network for spouses has been established as a part of Expat in Denmark. [www.expandinmark.com](http://www.expandinmark.com)



# WE ♥ SUPPORTING YOUR BUSINESS

The Commercial Department at the City of Aalborg provides ONE entrance, guiding companies and entrepreneurs through the many services for developing their business.

The Commercial department, City of Aalborg - (+45) 9931 1570  
[erhverv@aalborg.dk](mailto:erhverv@aalborg.dk) / [www.aalborgkommune.dk/erhverv](http://www.aalborgkommune.dk/erhverv)



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# WE ♥ ENTREPRENEURS

**The City of Aalborg does unique counseling, education and events for entrepreneurs – and the results are clear: It works! Every year, about 1,000 entrepreneurs open up businesses in Aalborg. Almost 60% of them are still going strong after the critical first three years, and about 6% start exporting within the first year.**

Ann Dahl Kjelgaard is one of the many entrepreneurs, who has taken advantage of the offers that the commercial department has for the entrepreneurs of the city. Ann is a graphic designer with 10 years of experience from in-house marketing departments and advertising agencies. Ann had always wanted to start her own business, so when she felt that the time was right, she did not hesitate for one second: After her maternity leave things suddenly pointed in another direction.


*>>I had a feeling of 'now or never'. I was very happy at my work and with my colleagues, but life as an entrepreneur gives a flexibility that my family and I really appreciate.<<*

Today, she has her own company, designwerke, where she produces graphic design and artwork for all types of companies. At designwerke no task is too small: >>It's important that my clients feel that their current situation, brand and organization are taken seriously, and I always take my clients as starting point for my design.<<

In order to secure a smooth start-up, Ann got counseling from one of the advisors at The Commercial Department of City of Aalborg, where she enjoyed having a professional counselor look at her ideas: >>It has definitely given me peace of mind to know that the Commercial Department could give me good advice, whenever I needed it.<< Ann also enrolled herself for Nordjysk Iværksætter Netværk (NiN), where entrepreneurs get counseling from local counselors before, during and after their start-up.

Ann is not afraid to take risks – and her guts have brought her great success. Her small business has won big clients such as Sanistål, Hecht and Hedegaard Foods. Ann also just won Aalborg University as a client, where she is currently designing their annual report etc. Ann is certain that many successes and exciting new clients are on their way!





One of the leading companies in Aalborg is Siemens Wind Power with more than 1,100 employees at the production, research and development facility in Aalborg. The branch in Aalborg specializes in blades for offshore wind turbines, and the world's biggest wind blade factory is placed in Aalborg.

## Innovation and development in a global world

The Mammoet Group is the world's leading tailor-made heavy lifting and multimodal transport solutions specialist. Their core business is the transport, shipping, installation (including horizontal and vertical positioning) and removal of heavy or large objects, to and from any location, onshore and offshore.

The Mammoet Group has placed its division for wind activities at the Port of Aalborg. According to John Hartvig Larsen, Managing Director at Mammoet Wind, the branch in Aalborg focuses on innovation and development: >>As a wind division in Aalborg, we are focused on innovation and development and we seek to brand Mammoet in a global perspective. Previously, our primary focus was Onshore windmills, but today we have included Offshore services to our solution portfolio.<< By utilizing the onshore knowled-

ge from Mammoet Wind combined with years and years of offshore experience from the Mammoet Group, Mammoet Wind offers the industry professional and innovative offshore solutions.

>>Mammoet finds opportunities for growth, even at a time when many other businesses have to fight for survival. Invention and innovation are in our blood, as every assignment is unique,<<

says John Hartvig Larsen and emphasizes that the company has managed to develop in a global world because of their experience, engineering skills and thousands of highly skilled professionals.

>>Mammoet's objective is to be the best full-service provider of engineered heavy lifting and multimodal transport in the global market – for the benefit of our customers, shareholders and employees<<, John Hartvig Larsen concludes.



# Growing greentech



**Aalborg and North Denmark are host to a cluster of companies specialising in a wide range of areas within the energy sector such as preinsulated pipe systems for district heating, biogas plants, solar power plants and geothermic heating plants.**

In order to help the many companies in Aalborg specialising in sustainable energy solutions, the City of Aalborg is currently working on three specific projects concerning energy solutions and the environment – Hub North, FleksEnergi and NBE. The aim of the projects is to strengthen the participating companies' competitiveness, e.g. through targeted efforts towards environmental sustainability and interregional cooperation.

**Hub North** is a northern Danish network with targeted profiling within wind energy. The current 160 members are primarily companies active within the windmill industry, directly or as subcontractors to larger manufacturers. The project focuses on building and developing a network of sub-suppliers for the wind power production industry and promoting cooperation between sub-suppliers, manufacturers and Aalborg University. Further information can be found at [www.hubnorth.dk](http://www.hubnorth.dk).

The main goal of the project **FleksEnergi** is to gather information about district heating in the region, to create a network to support cooperation between important regional players in the energy industry and the University as well as to support relevant research and design projects. Currently, FleksEnergi has around 130 members. Further information can be found at [www.fleksenergi.dk](http://www.fleksenergi.dk).

**Network for Sustainable Business Development** (NBE in Danish) is a private-public cooperation with around 40 members. In the network companies have the possibility to share knowledge across industries about environment, sustainability and climate. The members get the chance to conduct a sustainability screening of their production and products to see where they could reduce resources and act more environmentally friendly. Further information can be found at [www.nben.dk](http://www.nben.dk).



# Cross media of the future

From a global perspective, digital media is one of the fastest growing industries. This development is carried forward by new products and services and new ways of combining them on different platforms.

Aalborg has managed to build an environment where the entire value chain, from grass root projects to fully-fledged companies, is well accounted for, and Aalborg has developed into a dynamic centre for the media platforms of the future.

The goal has been to make room for creative development, and one of these unique rooms is Platform4 – a creative incubator meant to encourage the union of art and technology.

Another ambitious transmedia venture is Shareplay. Shareplay is launched by the Central Denmark Region and the North Denmark Region. Their mission is to take part in the development of the future media sector. Shareplay seeks to spot the opportunities in working across different media and diverse industries.

>>Platform4 has become an unconventional part of Aalborg's brand as a platform, where the users are invited to join in on shaping content within the art and technology frame and explore their creativity,<< Bo Nikolaisen, Platform4.

For more information about the creative projects, visit:

[www.platform4.dk](http://www.platform4.dk)

[www.shareplay.dk](http://www.shareplay.dk)

[www.backtobed.dadiugames.dk](http://www.backtobed.dadiugames.dk)



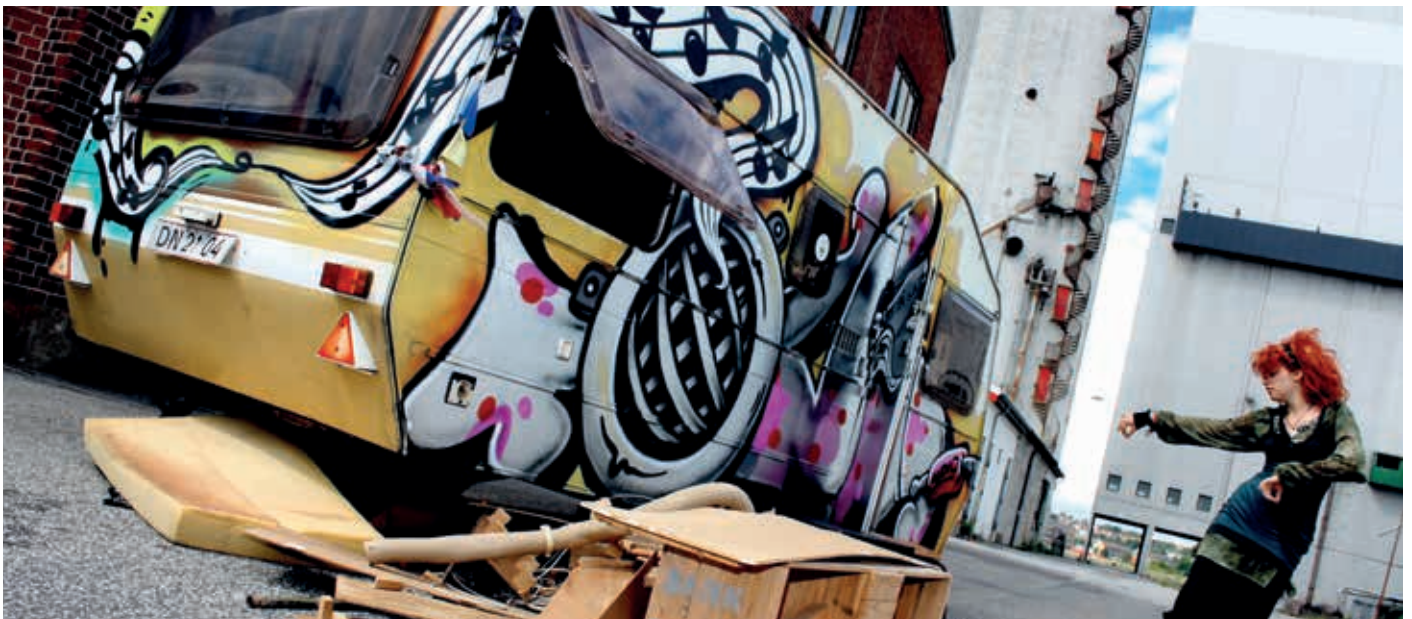


## Lets go 'Back to Bed'

Aalborg is also home to some of the most significant makers of computer and mobile games in Europe. One of the games developed in Aalborg is called 'Back to Bed'.

Back to Bed has made the journey from student project to fully fledged release, and the game has recently been nominated to an IGF-Award (Independent Game Festival) in San Francisco. Previously, the game has been nominated to a Unity Award and has won a Dutch Game Award. According to project manager, Klaus Pedersen, Aalborg has been a perfect city for their start-up: >>Places like Bretteville, Platform4 and Formulab have helped us to keep the expenses down, and with the university there's easy access to lots of BrainPower and creativity. Furthermore, Aalborg has helped us with our travel expenses in connection with our trip to San Fransisco<<.

Klaus Pedersen also emphasises the many events like Spilbar and indie9000 as great possibilities for networking and knowledge sharing, which is crucial for newcomers in the game industry.



# World-class ICT



**Aalborg is home to one of the strongest ICT clusters in Europe with several highly specialized ICT companies and a very high standard of research.**

The ICT companies in North Denmark are innovative, have a high number of qualified employees and make their mark with products and technology in a class of their own. In addition, the ICT research at Aalborg University is world-class, and the university is the largest in Denmark in terms of the number of BA and MA students working with ICT.

A unique characteristic of the North Denmark ICT cluster is the willingness and ability to collaborate. Aalborg University has several times been named as the foremost university in Denmark when it comes to collaborating with business and industry, and our companies have strong bonds through BrainsBusiness ICTNORCOM - which is also the underlying basis for a range of networks and other kinds of collaboration. The success is big enough to spot from a long distance; about 17 % of the total growth in value in the area comes from the private ICT sector.

>> Aalborg hasn't become an ICT cluster over night, but just like production companies, which have settled here because of the natural resources, our natural resources today is knowledge. This knowledge, combined with a unique ability to work together, has led us to where we are today. As a knowledge and IT region, we can compare ourselves to the most advanced regions in Asia, the USA and the rest of Europe, << says Grimur Lund, chairman of BrainsBusiness ICT North Denmark.

## About BrainsBusiness ICT North Denmark

Brains Business is an umbrella organisation for the ICT cluster in North Denmark, with Aalborg University, the City of Aalborg / the Aalborg Cooperation, the North Denmark region and 135 ICT companies (ICT-NORCOM) affiliated.

The organisation works to generate innovation, growth and workplaces by facilitating knowledge-sharing between companies and research- and knowledge institutions.

Read more at [www.brainsbusiness.dk](http://www.brainsbusiness.dk)



**BrainsBusiness has identified ten strategic areas where the ICT cluster has world-class experience.**

They are:

- > Telecommunications
- > Intelligent Transport & Logistics
- > IT Services
- > Smart Energy Grids
- > Digital Health Solutions
- > Digital Experience
- > Wireless
- > Embedded Software Systems
- > Data-Intensive Systems
- > Human Computer Interaction

# EMD International A/S

**EMD International is a great example of the positive benefits of the cooperation between the university, knowledge institutions and the companies of the region.**

EMD International is a spin-off from research at Aalborg University and distinguishes itself as winner of the BrainsBusiness award 2012 – a prize awarded namely because of their ability to transfer research to great commercial development, their continuous growth and for their status as world-leading in their field in the global wind energy industry.

>> I think we are very unique compared to many other companies. We are probably the only ones in Denmark, who is a kind of knowledge centre within sustainable energy with a specialty of wind power,<< says Per Nielsen, CEO EMD International A/S.

EMD is a software- and consultancy company supplying countries worldwide with software and consultancy services within the field of project design, planning and documentation of environmentally friendly energy projects, particularly wind energy projects. EMD International is especially known for the software solution WindPRO, which is the most widespread solution worldwide for planning and designing wind farms.

EMD has its main office located in Aalborg and regional sales offices in Germany, France, Spain, United Kingdom, USA, Turkey and China. The company has a total staff of currently 25 employees.

>> As a spinoff, Aalborg University is essential for our positioning in Aalborg. Our company functions in great collaboration and with close contact to the University. Further, the quality of education in Aalborg is high, creating a strong basis for recruitment, << says Per Nielsen, CEO EMD International A/S.





# Health technology

## From research to commercial break-through

**The world is facing a huge demographic challenge: Populations are growing significantly older, which puts a heavy strain on the health sector. The obvious answer is developing new technologies that can increase efficiency and thereby relieve some of the burden. Hence, both the public and the private sectors are investing huge resources in health technology and research.**

Aalborg holds a unique position in this area, which is why BioMed Community has been established – a life science cluster with a strong profile within biomedical engineering, medical devices and health technology.

A great example for demonstrating the synergy between academia, clinic and business is OBI Medical. The company was founded by a group of leading scientists and clinicians from Aalborg University Hospital and Aalborg University.

Research had shown it possible to convert venous blood values to arterial blood values simply from a regular blood sample, and thereby obviating a very painful and resource demanding arterial puncture. With the establishment of OBI Medical, the V-TAC software for converting venous values was developed and is now ready to be introduced to the European market – the only product of its kind.

>> BioMed Community is a great partner for MedTech companies in the commercialization phase, says Per Thorgaard, CEO at OBI Medical, and continues, our objectives for OBI Medical is to grow our business and organization in the coming four years <<.



>> It's an advantage for new businesses that there is already a cluster of similar companies, so they can learn from our experience and minimize the pitfalls, << says Klaus Johansen, CEO at Cephalon A/S and chairman of BioMed Community.

### About BioMed Community



BioMed Community is a collaboration between Aalborg University, Aalborg University Hospital, the City of Aalborg, the Aalborg Co-operation and 50 companies with more than 2,000 employees.

Find out more at [www.biomedcom.dk](http://www.biomedcom.dk)



## Aalborg at the forefront of health care innovation

As an answer to the future demographical and resource-related challenges, Aalborg puts much effort into being the leading actor of the exploitation of the health technology potential. Recently, this aim has led to the establishment of an innovative platform – a cooperation between three central departments of Aalborg Municipality on the health and welfare issue, namely the Commercial Department, Department of Care for the Elderly and Disabled and Department of Health and Sustainable Development.

The innovation platform is to bring a much stronger focus on potential new solutions for increasing life quality and independence for the users as well as releasing resources, creating more business opportunities, new products and more jobs in the area.

As a result of the increased focus on welfare technology in the City of Aalborg, a new Centre for Welfare Technology has been established under Department of Care for the Elderly- and Disabled.

The centre will provide a showroom displaying state of the art technologies and solutions. In the showroom it will be possible for companies to show their health technology solutions and possible for citizens, personnel and other cooperating partners to test and learn about new home care solutions.

The initiative will hold a strong educational profile, bringing social/health care workers up to date on the new methods for future home care and developing their competences. Read more at [www.aalborgkommune.dk/cfv](http://www.aalborgkommune.dk/cfv)

Also a large scale initiative is being implemented in reference to nursing homes, namely the Nursing Home of the Future – a full scale Living Lab, currently being built in Aalborg. It offers 75 residential homes from a perspective that life quality for the elderly must be reconsidered, making their everyday lives a new adventure by means of new welfare technology solutions.



# WE ❤️ 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 are produced and/or delivered by North Danish companies through the Port of Aalborg. In other words – Aalborg is a natural centre for cooperation, education and development activities with Greenland.

In order to strengthen the cooperation between Aalborg and the Arctic Area further, a new Centre for Arctic Cooperation has been established. The aim of the centre is to create a new and more visible platform for the cooperation between Denmark and the Arctic Area. Thorkild Mørk Rønbo Lauridsen, the director of the new Centre for Arctic Cooperation, is excited about the establishment of the centre:





>>There's a great potential in the Arctic cooperation. The Arctic Area has an exciting future, and with the centre we are able to secure a better and more targeted cooperation.<<

Thorkild knows the cultural and social differences between Denmark and the Arctic: >>The Arctic Area is far away and it's clear that there are cultural and social differences. We have to understand – and more importantly – accept these differences.<<

Because of the long tradition with cooperation between Aalborg and the Arctic Area, he is certain that the centre is going to be worthwhile!



### The Arctic Business Network

The Arctic Business Network is a transatlantic business network with focus on developing cooperation between companies, organizations and authorities in Greenland, the Arctic and Denmark.

The network seeks to exploit the possibilities that lie in a transatlantic network.

The network has almost 90 members, and since its beginning in 2006 several events have been arranged.

[www.arcticbusinessnetwork.com](http://www.arcticbusinessnetwork.com)

# Come fly with me

**Aalborg Airport attracts passengers from all over Jutland due to exciting destinations and almost 4,000 free parking spaces. In the past 10 years, passenger numbers doubled. The main route Aalborg-Copenhagen is still the largest domestic route and accounts for almost half of all passengers on Danish domestic routes.**

From Aalborg Airport, there are also route connections to London, Amsterdam, Oslo, Istanbul, Malaga, Barcelona, Alicante, Gran Canarias and the Faroes plus about 30 charter destinations.

One of the airport's biggest assets is its location five minutes from the highway and 15 minutes from the centre of Aalborg. This means that a meeting in Copenhagen, London, Amsterdam, Oslo or another important capital is only a short trip away from the office.

## Facts on Aalborg Airport

- Extension 7,000 kvm<sup>2</sup>
- Rebuilding 12,000 kvm<sup>2</sup>
- From 6 to 12 gates
- From 5 to 9 airfields
- 1,000 new parking spaces
- New security flow
- More check-in kiosks
- Larger area of TaxFree of approx. 500 kvm<sup>2</sup>
- New opportunities for food and drink
- Modern lounge facilities



**Hatice Pinar,**  
General Manager, Turkish Airlines

>>We are here to make a bridge between Aalborg and the world. Since the first flight from Istanbul to Aalborg the support and the interest from Aalborg and the neighbour cities has been very good. We are very pleased with that and for sure we would like to increase our weekly 3 flights.<<



**Vincent Audusseau,**  
Country Manager, KLM

>>It is going very well for us. We started with two flights from Amsterdam to Aalborg a day two years ago. Now we have three flights, bigger aircrafts plus 29% capacity increase. We have seen that there was potential for not only leisure but also for business travellers.<<



**Søren Svendsen,**  
CEO Aalborg Airport

>>Aalborg Airport is the 3rd largest in Denmark and is the Danish airport which have grown the absolute most. The international traffic in Aalborg Airport has increased with 45% the last year, and we are always looking for new destinations.<<

## Key figures

The number of passengers in Aalborg Airport has grown from 1.045.478 in 2008 to 1.327.945 in 2012. In the same period the airport has grown from 22 weekly international departures in 2008 to 57 in 2012.

# The Port of Aalborg

## - a more intelligent port

**Due to the location at the East Harbor, the Port of Aalborg has a great potential for offering multi-modal transportation. The location is close to the sea, as well as the highway E45 which is connected to the European highway road system.**

Aalborg Havn A/S is one of Denmark's most essential nerve centres when it comes to business environments of ports in Denmark and for transportation of goods. Aalborg Havn A/S owns 4 million m<sup>2</sup> of acreage intended for business purposes in port.

### The intelligent port

The Port of Aalborg cooperates with Aalborg University in order to rethink logistic activities. The aim is to make logistics smarter and more efficient, as well as environmentally-friendly.

The Centre for Logistics, CELOG, is the cornerstone in this process. Through this network the Port of Aalborg hope to be able to contribute to the logistical solutions of the future - in order to provide better service to their customers.

### The Port constructs and rents out property

The Port of Aalborg real estate areas are close by the Central Harbor near the city centre and at the East Harbor ca. 10 km. from the city centre. At the Central Harbor almost all areas are in use but at the East Harbor there are large areas available for expansion and development.

### Weber-Stephen Nordic at the Port of Aalborg

"With customers in Denmark, Norway, Sweden and Finland Weber could not imagine a more central location than at the Port of Aalborg. Our warehouse is situated a few hundred meters from the container terminal and our headquarters is also located nearby in Nørresundby. The fact that the Port of Aalborg is local also makes it a very flexible port.

Previously, our containers were transported from Rotterdam via Aarhus. From Aarhus they were loaded onto trucks and carried to our warehouse in Aalborg.

Today we can save cost for transshipment and be more flexible in relation to our distributors. We can offer a reliable and faster time of delivery, because we have minimized the risk of our goods being delayed. This is crucial for Weber." Jens Bindslev, CEO Weber-Stephen Nordic.

### Facts on the Port of Aalborg

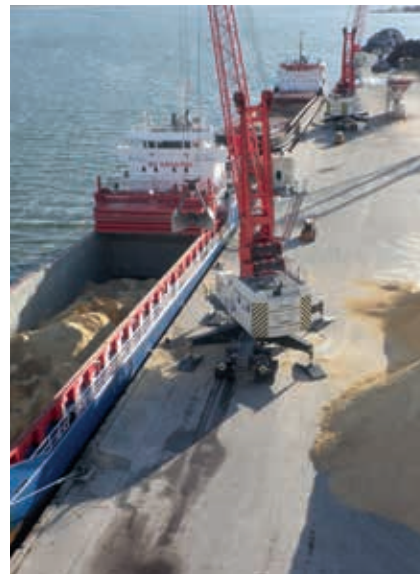
Area: 4.200.000 m<sup>2</sup>

Warehouses and office premises etc.: 122.000 m<sup>2</sup>

Hereof refrigerating- and cold store:  
5.000 m<sup>2</sup> (30.000 m<sup>3</sup>)

Wharf: 5.200 m

Additionally planned wharf: 1.900 m





# Easy to reach - hard to leave

**Aalborg is one of Denmark's most accessible cities, whether you are travelling by plane, car, train or bus. We welcome you to a city where you will feel at home immediately.**

Every year, a great number of tourists visit Aalborg. In fact, Aalborg has the second largest turnover in Denmark as regards tourism. This position influences the number of attractions and cultural sites in the city positively, and is hence a source of revenue for the local business environment. The City of Aalborg cooperate with Visit Aalborg for a continuous development of the city's tourism.

Aalborg already offers a variety of attractions and adventures of high quality, and will in the years to come host a variety of events where you can gain an experience in a class of its own. The following events will be hosted by Aalborg in the coming years:

The Tall Ships Races, European Men Handball Championship, The National Festival of Sports "DGI Landsstævne", the festival Aalborg in Red and many more.

## **Business tourism**

Business tourism is an attractive area of business in Aalborg. Via conferences and congresses in Aalborg and in North Denmark, the familiarity and visibility of our knowledge institutions and our key competences are widespread – nationally as well as internationally.

The Business tourism in Aalborg has experienced considerable growth: Business tourists from the whole world visit Aalborg to take part in conferences and business meetings. The local effort in regards to business tourism is a cooperation between the City of Aalborg, Visit Aalborg and other relevant partners from local companies, Aalborg University etc.

## **Key figures**

**Aalborg is the second largest municipality in Denmark when it comes to the revenue from tourism: 2.4 bn. Danish kroner as a result of tourism. As an example of the positive development, Aalborg is the only municipality in North Denmark experiencing growth in the number of overnight stays.**

Visit Aalborg hosts 25-30 international conferences each year in Aalborg, and in 2012, Aalborg was ranked number 120 among the world's conference cities. An international business tourist spends approximately 3600 Danish kroner a day. By comparison, an overnight holiday tourist spends 800 Danish kroner on average.









**[www.aalborgkommune.dk/erhverv](http://www.aalborgkommune.dk/erhverv)**

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CITY OF  
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