INVITATION TO PARTICIPATE IN DANISH COMPANY DELEGATION JOINING THE ENERGY FOR SMART MOBILITY CONFERENCE IN MARSEILLE FEBRUARY 15-16th 2018

Main topics on Energy and E-mobility:
- Renewable energy feeding, charge optimization and storage
- Digital solutions for energy management and Blockchain
- Business Models and Operators governance (Interoperability)
- Vehicle-to-grid

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### Why you should be part of the Danish delegation in Marseille?

Catch up with leading information and keynote speeches and take part in workshops with assistance from the Danish Embassy staff

Meet more than 300 professionals (companies, public authorities, investors...) in smart electric mobility in France and in Europe: enjoy a unique networking opportunity and gain exposure to the main stakeholders in the market

- 4 featured countries: Denmark, France, Germany and The Netherlands
- Keynote from Peter Bach Andersen ([http://parker-project.com/](http://parker-project.com/)) DTU. Still possible to get other Danish speaker on-board.
- BtoB meetings organized between the attendees
- Business elevator pitch competition with Awards ceremony (Winning prize for the best company presentation) during the evening gala
- European innovative projects presentations
- Flexgrid programme study tour: sites visits in the PACA Region

From private to public transport, electric vehicles are already the tomorrow’s solution for sustainable urban mobility. Their development needs to rely on a secure, competitive and clean local energy. This is the core issue of the Forum Energy for Smart Mobility, an opportunity to share views and for business happening about next generation energy-based solutions for mobility.

This first event unique in Europe will welcome CEOs from global companies, start-ups, SMEs, mid-caps, local authorities. With the collaboration of some leading European countries such as Denmark, the Netherlands and Germany, 300 experts will gather in Marseille. This major Mediterranean metropole is the site of technological, societal, urban and smart changes. Marseille is also the capital of the Provence Alpes-Côte d’Azur Region, which is massively investing in the development of smart grids in view of nurturing a first class innovation ecosystem in the field of clean energy and sustainable mobility.
Will Denmark have a special position during the event in Marseille?

Denmark will be country of honour and have a privileged contact with the organizers of the event which guarantee:

- the Danish delegation to hold a dedicated area for Danish companies present
- to be presented in the official documents and the press kit
- as well as privileged contacts with companies and partner communities that are major contractors (EDF, Enedis, Vinci, Renault, regions and cities ...) and with the professional associations such as Avere and Avem (an association for the development of electric mobility, which brings together all French players in the sector) present.
- Danish Keynote and interventions in the workshops (companies might be given a speakers slot in the workshops, depending on subjects proposed)
- The organization of BtoB meetings before the event for your companies.

The Danish Embassy together with Invest in Denmark invites Danish companies and institutionel stakeholders to join a delegation for a two-day international event in the south of France to meet the French and European stakeholders in the mobility of the future.
Why such an event in Marseille?

Marseille and the PACA Region has Europe-wide ambition in the field of smart grids and mobility

- The PACA region aims at becoming the first smart region in Europe
- Flexgrid, the programme dedicated to the large-scale deployment of smart grids: 32 territorial projects supported from 145 entities...

- 25 regional projects and 6 cross-cutting projects
- €150m in investment (€500m associated investment)
- 6,200 new jobs (estimated according to the RTE methodology)
- 1,180 MW of renewable electricity + 230 MW of heating/cooling networks
- 145 entities leading/supporting the project

High density of projects and demonstrators, including:

- PREMIO (Capernergies pilot scheme)
  - France’s first demonstrator and winner of international awards
  - Has influenced similar projects in the United States

- Nice Grid (ERDF pilot scheme)
  - A smart solar district involving 1,500 customers
  - Now hosts foreign delegations (India, United States)

- Renewable energies: a key element of the Regional Innovation Plan
- Collaboration with Italy (Green Me), a pioneering leader in the field with 31 million smart meters deployed since 2011 and extensive hands-on experience of consumer behaviour, identifying vulnerable households and managing private data.
Who should participate in Marseille from Denmark?

Energy and network operators working on these issues of energy for smart mobility:

- Electrical transport manufacturers
- Project owners of innovation integrating vehicles / grid solutions
- Network operators and energy companies
- Manufacturers of charging stations or storage solutions (batteries)
- Developers of M2M solutions
- Energy trade companies (aggregators) - companies offering solutions to manage the network according to load calls (monitoring systems etc...)
- Public authorities (municipalities) or other contractors placing tenders to equip themselves with charging infrastructures for EVs or smart grids, in particular for the purpose of electric mobility
Conference and workshop program

KEYNOTE CONFERENCES

GAME CHANGERS

A forward-looking view of energy-related challenges in the tomorrow’s electric mobility.

Etat des lieux et vision prospective des enjeux énergétiques de la mobilité électrique.

INNOVATION & FINANCING

Technological and societal innovation, innovative services and business models.

Innovations technologiques, de services et modèles économiques.

THE POINT OF VIEW OF CITIES and communities

Success story from a major European city which is successfully leading in new urban mobility.

Vision d’un grand témoin d’une ville européenne et approche transversale des nouvelles mobilités en ville.

WORKSHOPS

Vehicle to Grid/Digital solutions and blockchain for energy management/Charge optimisation in renewable energy feeding/Interoperability and charging-mobility/Operators governance…

Véhicule to Grid/Apport du numérique, blockchain au service de la recharge/Optimisation de la charge et valorisation des EnR/Interopérabilité des infrastructures de charge/ Gouvernance entre les opérateurs…
Practical details

PRICE FOR PARTICIPATING IN THE DANISH DELEGATION

Taking part of the Danish delegation cost: 4675,00 DKK per company

This includes entry and access to the B2B platform as well as being part of the Danish promotion and sharing the Danish information stand during the conference days/networking days. During the event you will also profit from assistance from the Export advisor coordinating the Danish delegation from the Embassy in Paris. This also includes being part of activities related to the conferences and the fact of Denmark being Country of Honour. The Price does not include travel, food etc.

Registration for participation in the Delegation must be done before Dec. 15th 2017 by filling out the Registration form page 8.

LOCATION OF THE EVENT

Palais du Pharo

58 Boulevard Charles Livon, 13007 Marseille, FRANCE

Fully restored in 2013, combining history and modernity, the Palais du Pharo offers 10,000 m² of dedicated congresses, conventions and gala dinners facilities, within walking distance to the Vieux Port.

Marseille has an International airport located just 15 minutes from the city center – 3 Hours from Paris by TGV train
Registration form*
Smart Grid and E-mobility Delegation to Marseille February 15-16th, 2018

The delegation is organised by the Danish Embassy in Paris and Invest in Denmark together with the organisers of the Energy for smart mobility programme. Programme. Travel, hotel, meals and other related activities and costs must be organised individually by each participant including payment for costs.

To be filled out, signed and returned to the Danish Embassy before December 15th, 2017 by email to: Karen-Luise Johansen Geslin karges@um.dk

Name and contact information of the participant:
_____________________________________________________________________________________________________________________________

Email: ____________________________________________________ Phone: ____________________________

Company, department and address (invoicing address is necessary):
_____________________________________________________________________________________________________________________________
_____________________________________________________________________________________________________________________________

Job position of the participant
_____________________________________________________________________________________________________________________________

What learnings do you expect to gain from the delegation visit:
_____________________________________________________________________________________________________________________________

☐ I accept to pay the participation fee for taking part in the Danish Delegation of 4675,00 DKK (a minimum of 4 companies is needed to organise the delegation)

Date: ___________________ Signature: ___________________

*Please note that the Embassy will validate by Dec. 4th 2017 if the Delegation has gathered the needed number of participants to confirm that the delegation will take effect.
5. APPENDICES

General Business Conditions of the Trade Council

012stral Business Conditions as per 10 June 2009

Purpose

1.1 The General Business Conditions apply to the Trade Council's/Foreign Service's assistance to Danish and foreign enterprises in commercial cases, cf. part 2 of the Executive Order No. 246 of April 30, 2008 on payment for services of the Foreign Service.

Agreement

2.1 Assistance by the Trade Council must be paid for according to the current rates and for cases that are paid according to hourly rates and where the time spent exceeds half an hour in accordance with a written agreement between the Trade Council and the enterprise. The written agreement must contain information about the expected time consumption, the hourly rate - or if deemed more expedient, an overall price for the specified service - as well as an estimate of possible expenses.

Prices etc.

3.1 For assistance serving the purpose of supporting the business community's export efforts and other commercial activities abroad, a fixed price per hour or fraction of an hour or a fixed overall price for the service must be paid. There is, however, a minimum fee per individual solved case.

3.2 For certain types of assistance, instance the procurement of publications, statistical material, credit reports or customs information etc., a fixed fee must be paid provided the time consumption is less than one hour. A fixed fee shall be paid for lectures.

3.3 In cases where the enterprise requires that the assistance be provided outside the normal office hours of a mission, an additional 50 per cent must be paid, and on days where the mission is closed, an additional 100 per cent must be paid.

3.4 Prices and fees are in Danish kroner unless stated otherwise. Assistance provided in Denmark is subject to value added tax.

3.5 Any expenses, for instance for purchase of materials, transportation, access/connection to databases, travel expenses, telecommunication etc., must be refunded.

Terms of Payment

4.1 The Trade Council collects its payment when the service has been rendered. However, depending on the circumstances a partial or advance payment may be required.

4.2 Payment must be made no later than 30 days after the invoice date. A fee may be charged for late payment and interest may be charged according to the general rules.

Termination

5.1 The enterprise has the right to terminate the agreement with immediate effect. The enterprise must in such case pay for the assistance provided hitherto and for any expenses that the Trade Council has paid or committed itself to pay.

Professional secrecy and confidence

6.1 By virtue of their terms of employment, the staff of the Ministry of Foreign Affairs, including the Trade Council, is obliged to maintain professional secrecy in relation to information, including competition-sensitive information concerning enterprises and trade secrets, to which the staff become party in the course of their work and concerning which they have signed a pledge. The duty of professional secrecy also continues after the employee has left the service. Failure to comply with this duty of professional secrecy can lead to criminal liability under the Penal Code.

6.2 The Ministry of Foreign Affairs/the Trade Council treats information received from partners and companies confidentially within the framework of Danish legislation. This includes competition-sensitive information, trade secrets and commercial or operational matters. As a public authority, the Ministry of Foreign Affairs/the Trade Council is subject to the rules in the Danish Public Administration Act and the Access to Public Administration Files Act, including the provisions concerning the right of access to documents. The rules contained here, including the right of access to documents, are perceptive and may not be dispensed with in relation to a third party through statements, agreements or the like. The Ministry of Foreign Affairs/the Trade Council will consult with the enterprise/partner prior to responding to any request for access to documents pursuant to the Public Administration Act or the Access to Public Administration Files Act. The Access to Public Administration Files Act contains provisions according to which factual information which is of substantial importance to the matter in question may be exempt from access. On the basis of a specific assessment according to section 30 of the Access to Public Administration Files Act, information on, among other things, the private circumstances of individual persons, including their finances, as well as information on operating or business procedures may be exempted.

Liability for Damages

7.1 The Trade Council is liable to the enterprise according to the general rules of Danish law, always provided that the Trade Council is not liable for loss of profits, loss of income or any other indirect loss. Payment of damages cannot exceed the remuneration agreed upon or the fee according to the current tariff.

Disputes

8.1 Agreements comprised by these General Business Conditions shall be subject to Danish law.

8.2 Any dispute arising out of or in connection with agreements comprised by these General Business Conditions, which cannot be settled by negotiation, must be settled by the ordinary courts of law.