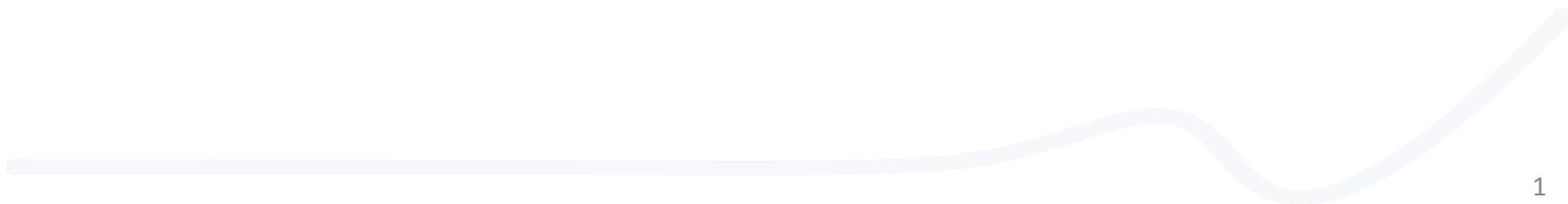


DEN DANSKE
MARITIME FOND



The Danish Maritime Fund

(Den Danske Maritime Fond)

Carsten Melchiors
Head of Secretariat

Presentation at CBS
29 May 2017

The Danish Maritime Fund

- The Fund was established in 2005.
- The Fund's objective is to offer financial support to initiatives that can serve to develop the Danish maritime industry ("Fondens formål er at yde økonomisk støtte til initiativer og tiltag, der kan tjene til at udvikle og fremme dansk skibsfart og/eller dansk værftsindustri.")
- The Fund's means are derived from dividends from the Fund's 10 % shareholding in Danish Ship Finance (Danmarks Skibskredit A/S).
- The Fund has since 2005 supported 624 projects in Blue Denmark, hereof 508 non-profit projects and 116 commercial projects.
- The Fund's commitments to distributions amount to DKK 524 million to date (equivalent to around USD 75 million). Hereof DKK 386 million to non-profit projects and DKK 138 million to commercial projects in the form of loans on special conditions.

The Board of Directors consists of 6 members



The Board of Directors has a solid and diverse experience

- Tommy Thomsen, Chairman (born 1957). CEO of IFU (Investment Fund for Developing Countries). Appointed by Danish Shipping (formerly: the Danish Shipowners Association) (January 2015). Board Member of (inter alia) Port of Singapore International, the Lauritzen Foundation and Chemical Transportation Group. Member of the Panama Canal Advisory Board.
- Jenny N. Braat, Deputy Chairman (born 1966). CEO of Danske Maritime / Danish Maritime (an industry association). Appointed by Danske Maritime (October 2011).
- Andreas Nordseth (born 1960). CEO of Danish Maritime Authority. Appointed by the Ministry of Industry, Business and Financial Affairs (September 2014).
- Søren N. Thomsen (born 1966). CEO of Esvagt A/S. Appointed by the Shipowners Association of 2010 (January 2017). Chairman of the Shipowners Association of 2010. Board Member of Maersk Training A/S and various companies in the Esvagt Group.
- Knud Degn Karstensen (born 1951). CEO of Karstensens Skibsværft A/S (a Danish shipyard). Appointed by Danske Maritime (April 2011).
- Jacob Meldgaard (born 1968). CEO of TORM A/S. Appointed by Danish Shipping (formerly: the Danish Shipowners Association) (July 2015). Board Member of (inter alia) Danish Shipping and various Torm related companies.

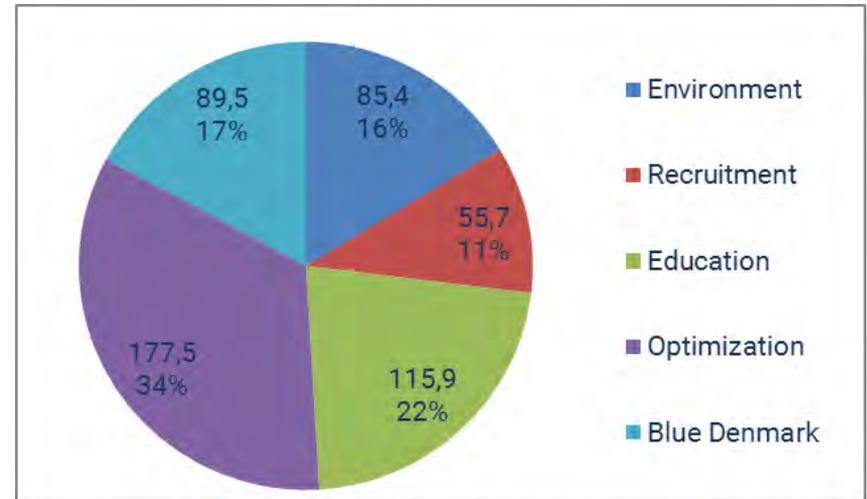
The Fund's distribution policy

The Fund's distributions must:

- Support the development of the Blue Denmark
- Be of benefit to Danish shipowners, ship yards and manufacturers of maritime equipment
- Support innovative and future oriented activities
- Have a catalytical effect
- Create new jobs
- Have a business oriented content or be of non-profit / philanthropic nature.

Commitment to distributions to date

Theme	No.	DKK mill.
Environment	78	85,4
Recruitment	30	55,7
Education	254	115,9
Optimization	139	177,5
Blue Denmark	123	89,5
Total	624	524,0



Top-20 recipients account for 65% of distributions

Danmarks Tekniske Universitet (DTU)
Danske Rederier (formerly Danmarks Rederiforening)
Danish Maritime Authority (Søfartsstyrelsen)
Force Technology
Copenhagen Business School (CBS)
A.P. Møller Maersk
Syddansk Universitet (SDU)
Museet for Søfart
MARTEC (Maritime Training and Education Centre)
Danske Maritime
Søfartens Arbejds miljø råd
Danish Maritime Days
Aalborg Universitet (AAU)
MAN Diesel & Turbo
Københavns Universitet (KU)
Dansk Brand- og sikringsteknisk Institut (DBI)
BioLocus
Bawat A/S
SIMAC (Svendborg International Maritime Academy)
Green Ship of the Future

Donations to Danish universities account for 27% of all distributions 2005-2017

University	Donations	Mill. DKK
CBS	4	30,4
DTU	56	74,3
ITU	3	3,6
KU	7	6,6
SDU	15	14,1
AAU	6	10,5
World Maritime University	1	2,2
TOTAL	92	141,8
<i>% of all distributions</i>		<i>27%</i>

Amount includes MBA Scholarships

Maintaining the Danish stronghold as a maritime nation

- The Maritime Strategy Team (Vækstteamet) recently presented its recommendations to The Danish Government on how to maintain the Danish stronghold as a maritime nation towards 2025.
- The Maritime Strategy Team gave 11 recommendations and 52 specific recommendations covering a wide field, from accelerated digitalisation in the maritime industries to more competitive framework conditions and future-orientation of Danish maritime competences.
- The Danish Government will based hereon now devise a strategy for the Blue Denmark, in order to further strengthen the international competitiveness of the Danish maritime sector.
- The Danish Maritime Fund will review the recommendations made by The Maritime Strategy Team and may make certain adjustments to the Fund's distribution practise and may take specific initiatives based hereon.

11 of the 52 specific recommendations fall within the Fund's Charter and distribution practice (part 1)

- (1.1): The Danish Maritime Authority should take the initiative to establish a partnership between the authorities, the industry and research and training/educational institutions tasked with strengthening and promoting digitalisation of Blue Denmark and identifying new business models.
- (5.2): In cooperation between the authorities and the industry, the promotion of Denmark as a maritime nation should be strengthened – as a flag State as well as a place of establishment for shipowners and Danish manufacturers of maritime products, solutions and technologies – in order to create global awareness of this.
- (5.3): Information about the potential within export and investment promotion should be strengthened, especially for SME's, as well as the potential for maritime visibility in connection with delegation visits from e.g. export markets.
- (5.4): As part of the marketing of Blue Denmark, central maritime events should be attracted to Denmark, including possibly the new global forum, at suitable intervals.

11 of the 52 specific recommendations fall within the Fund's Charter and distribution practice (part 2)

- (5.5): Regulation should establish the required framework for promoting new technology, innovation and energy-efficient solutions through, inter alia, IMO so that first movers are also taken into account.
- (6.1): The relevant training/educational institutions that offer targeted maritime training programmes should engage in international cooperation with foreign training/educational institutions in order to internationalise to an even higher degree training programmes such as, inter alia, those for engineers, marine engineers, ships officers and masters with additional teaching in English and the provision of training programmes with one semester, courses or entire programmes abroad.
- (6.2): Enterprises in local maritime clusters – with the town of Frederikshavn as the model – should establish rotation schemes for trainees so that the enterprises have a joint responsibility that the trainees get broad/education training while, at the same time, relieving each other.
- (6.3): The BlueINNOship project should be continued so as to ensure a continuous research and development platform for Blue Denmark.

11 of the 52 specific recommendations fall within the Fund's Charter and distribution practice (part 3)

- (7.3): A working relationship should be established between the industry and the training/ educational institutions on an increase in the number of persons admitted to especially relevant training/educational programmes, inter alia naval architects and maritime-orientated engineers, and on the possibility of choosing a pronounced blue track at the engineer training/educational programmes.
- (8.3): Annual academic summits should be held in the common maritime network of researchers from universities with maritime expertise so as to strengthen the network and to continuously combine maritime academic knowledge.
- (11.3): Efforts should be made to secure a level playing field for the activities in the North Sea and the Baltic Sea, inter alia by streamlining guidelines on, for example, safety and technical requirements across the North Sea and Baltic countries within inter alia maritime activities related to the offshore wind sector.

Blue InnoShip II, 2019-2022 (part 1)

- (6.3): The Blue InnoShip project should be continued so as to ensure a continuous research and development platform for Blue Denmark.
- (7.1): Especially relevant training/educational programmes targeted at Blue Denmark should be systematically checked so that it is ensured that their contents correspond to the industry's needs now and in the future.
- (7.2): Efforts should be made to develop more flexible supplementary training offers that can be completed by persons while attending to their work. Training/educational institutions, users and authorities should be jointly responsible for creating more awareness about these possibilities and the relevant parties should be urged to include this issue in coming tripartite negotiations.
- (8.2): A partnership should be established between universities with maritime expertise, maritime training/educational institutions, the authorities and the industry in order to continuously adjust the prioritisation of research initiatives to the areas presenting the largest business potential so that research and development based projects are promoted with focus on blue growth; and research based knowledge should be supplied to the industry within, e.g. the following:

Blue InnoShip II, 2019-2022 (part 2)

- (8.2, continued):
 - A. Ocean economy and the potential for further utilisation of the resources of the sea towards 2025.
 - B. Ships of the future, where digital solutions, maritime technology, sensors and maritime data are expected to be able to move developments towards autonomous ships.
 - C. Blue business models of the future, which can, e.g., be influenced by digital developments with platforms inspired by the sharing economy.
- (9.2): The sense of entrepreneurship in the maritime industries should be promoted through the establishment of an entrepreneurship programme that may help maritime entrepreneurs understand the maritime cluster. This may be done by:
 - A. (N/A in this context)
 - B. Earmarking means for maritime innovation initiatives in the Innovation Fund.

Do you wish to know more?

- For further information please look at the Fund's website (www.dendanskemaritimefond.dk), which a.o. describes previous donations.
- You can via the website sign up for the Fund's quarterly newsletters (in Danish!).
- The Fund has a LinkedIn profile, where news are generally updated.
- The Fund's Secretariat is at your disposal with guidance and advice (phone: +45 7740-1611, or e-mail: info@dendanskemaritimefond.dk).



Velkommen til Den Danske Maritime Fonds hjemmeside

Fonden skal udvikle og fremme dansk skibsfart og værftsindustri. Dette sker igennem økonomisk støtte til forskning, teknologi- og produktudvikling, uddannelse, rekruttering og andre relevante initiativer med maritimt fokus. Vil du vide mere om Fonden og vores aktiviteter kan du på denne hjemmeside finde relevante informationer; herunder Fondens uddelingspolitik en gennemgang af tidligere projekter som Fonden har støttet og naturligvis ansøgningsformular og vejledning til denne.

[Læs mere her](#)



Ansøgning



Projekter



Om Fonden



Årsrapport



Bestyrelsen



Sekretariatet



Nyheder

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