



Seafood Market Visit in Hongkong



The Royal Danish General Consulate in Guangzhou is delighted to invite you to participate at the "seafood market visit" program in Hongkong from the 6 - 7 September 2016.

Hong Kong is strategically located at the heart of Asia, alongside many of the region's most exciting business markets, and it is the gateway to Mainland China. Hong Kong offers easy access – commercially and geographically – to Mainland China business opportunities. The Pearl River Delta (PRD) region is immediately to the north of Hong Kong and business people commute regularly and easily between the two. The major cities of the PRD – Shenzhen, Guangzhou, Foshan and Dongguan – are now among the wealthiest in China and have become strong markets for consumer goods and business services in their own right.



We will do two parts' activities in the visit program: to visit the expo, markets and meet with industry people.

Seafood Expo Asia is the all-in-one opportunity for businesses to enter and expand in Asia – The biggest market for seafood. Recent years the exhibition has been growing exponentially due to increasingly demand for imported seafood in Asia.

The exhibition will host visitors from more than 60 countries and exhibitors from 21 countries, which in 2015 equalled a total of more than 8,700 attendances.

Besides the exhibition, we invite you to visit the Hong Kong seafood market, a set of retail stores and wholesale markets, and to meet with agent and 3 to 4 distributors.

From this market visit program, we provide you with a platform for better evaluating your product potential in Asia, helping you better plan strategy for Asia.

***The Market Visit Program is a government subsidized program for Danish small and medium sized enterprises. It is designed for a group of companies (min. 4 –max. 10) that have a mutual interest in the market and that are looking for new market opportunities.*



For more information please contact the Trade Council of Denmark in China:

Jane Cen, Senior Commercial Officer, Food Sector

Mail: jancen@um.dk Telephone: +86 (20) 2829 7320



Registration form

Deadlines:

- 15th of Jun 2016: Registration Deadline
- 6th – 7th of September 2016: Seafood market visit program

Program:

- Day 1, 6th Sep 09:00-17:00 Visit the Seafood Expo Asia
- Day 2, 7th Sep 09:00-17:00 Visit seafood retail market and wholesales market, meeting with 3 to 4 distributors

Price: DKK 11,688

The subsidized price is DKK 11,688 per company for the program, excluding costs of travel, transportation, accommodation food, etc. The subsidized price includes 50% discount of normal rate of DKK 23,375 (50% reduction if you are a SME with less than 250 employees and yearly turnover not exceeding DKK 375 million)

We hereby confirm our participation in Seafood Market visit in Hongkong 2016. Furthermore we accept with the information below, that the registration is binding in accordance to the general business conditions of the Trade Council attached in next section.



Company: _____

Product: _____

Name: _____

Mail: _____

Telephone: _____

Date: _____ Signature: _____

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General Business Conditions of the Trade Council

General Business Conditions as per 10 June 2009

1. Purpose

1.1 The General Business Conditions apply to the Trade Council's/The Foreign Service's assistance to Danish and foreign enterprises in commercial cases, cf. part 2 of the Executive Order No. 246 of April 10, 2008 on payment for the services of the Foreign Service.

2. 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.

3. 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, for 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, information, access/connection to databases, travel expenses, telecommunication etc., must be refunded.

4. 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.

5. 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.

6. 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 12 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.

7. 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.**

8. 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.