

### **Danish Delegation in Suzhou**

On October 11<sup>th</sup>, 2018 a Danish delegation came to Suzhou, including representatives from Danish Consulate in Shanghai, the Danish Institute of Technology and Science, Science & Technology Innovation companies, Danish universities and other 13 Danish Institutes; preliminaries contacts which have been established with the initiative of EU Sino. They were first gathered in High-Speed Railway New Town (HSR)-XiangCheng district and then went to Suzhou-Singapore Industrial Park.

The purpose of this delegation is to attest the rise of the Chinese innovation and entrepreneurship, to understand the role of the government in this evolution, to exchange and promote their respective industrial expertise in the high-tech fields (such as robotics, renewable energy, IoT etc). Finally, to explore opportunities for cooperation between Suzhou and Denmark.

Etienne Charlier, General Manager of Suzhou EU Sino, who initially started conversations with Denmark Innovation Center welcomed the Danish delegation and looked forward to helping European companies to settle in Suzhou and adapt to the local market.

### **Cooperation between Suzhou and Denmark**

Zhu Xiaohai, Deputy Head of Xiangcheng District, said in his speech that in recent years, HSR has taken the initiative to adapt to the trend of economic development, vigorously implement the innovation-driven development strategy. Danish scholars, investors and innovative talents are encouraged to make more cooperation and exchanges here.

Since 2012, the HSR carried out more awareness of collaboration in autonomous driving, new materials, bio-medicine and others industries. At the beginning of 2018, Xiangcheng signed a shareholder agreement with Jiangsu Industrial Technology Research Institute (JITRI) and Haldor Topsoe, the Danish world leader in catalysis and surface science for a joint R&D company.

Martin Bech, Innovation Attaché at Innovation Centre Denmark & Danish Consulate General in Shanghai, also expressed his great expectation for future development with China. Denmark are willing to seek strategic cooperation with Suzhou to achieve a win-win situation.

Lia Leffland, Managing Director of the Danish Academy of Technical Sciences, pointed out the ambition of Denmark to cooperate further on these AI projects and other business and technology fields.

### **Additional cooperation in CleanTech are expected by Europe**

Mr. Henrik Bindslev, Dean of the Faculty of Engineering, mentioned in his

presentation that 'Europe and Denmark' are looking for additional cooperation in CleanTech (smart energy, and energy storage), water and waste management, energy and resource efficiency and last but not least smart cities. (recycling battery) wishing to reach closer cooperation with HSR.

**“Suzhou is a place to come, to work and to develop business”**

Juan Farré, Chief Technology Officer of a Fortune 500 Company introduced in his speech the Danish advanced thermal heat storage tank technology, and he insisted on Denmark's capacity to be the 2<sup>nd</sup> country in the world with most IoT devices and finally underlined “Suzhou is a place to come, to work and to develop business”.

Zhou Jin, Deputy Director of the Science and Technology Bureau of Commerce of HSR, introduced the investment environment in HSR in five aspects: location, traffic, ecological, industry direction and supporting advantages (such as land use, taxation, talents program, technology financing etc.). He mentioned that innovation is a key to improve the town, and government is working on it.

After more than six years of development, Suzhou High-speed Railway New Town has a strategic location for joint development projects in Suzhou with European institutes and science & technology research and development centers interested to visit, inspect and invest in the industry.

The delegation also visited Unis Group's Industrial Cloud Experience Center which fully demonstrated the innovation and practice of their Industrial Internet Platform in the field of intelligent manufacturing.

They also went to Siasun showroom, one of China's largest robotics company that belongs to the Chinese Academy of Sciences. Here, they saw impressive robots using different technologies to be fully automated while also executing tasks precisely and fast.

This conference successfully bridged the communication between Suzhou High-speed Rail New Town and Danish advanced scientific research institutions and enterprises.

Those win-win collaborations are empowered and supported by EU Sino Business consulting firm, experienced and trusted link among Europe's leading industrial resources.