



UDENRIGSMINISTERIET
The Trade Council

opportunities within the defense

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the trade council

What do we do?

Innovation advisory



Export
Advisory, promotion &
Government public affairs



Investment promotion



Trade policy &
Green diplomacy



Our skilled advisors are placed in more than 60 hotspots around the world



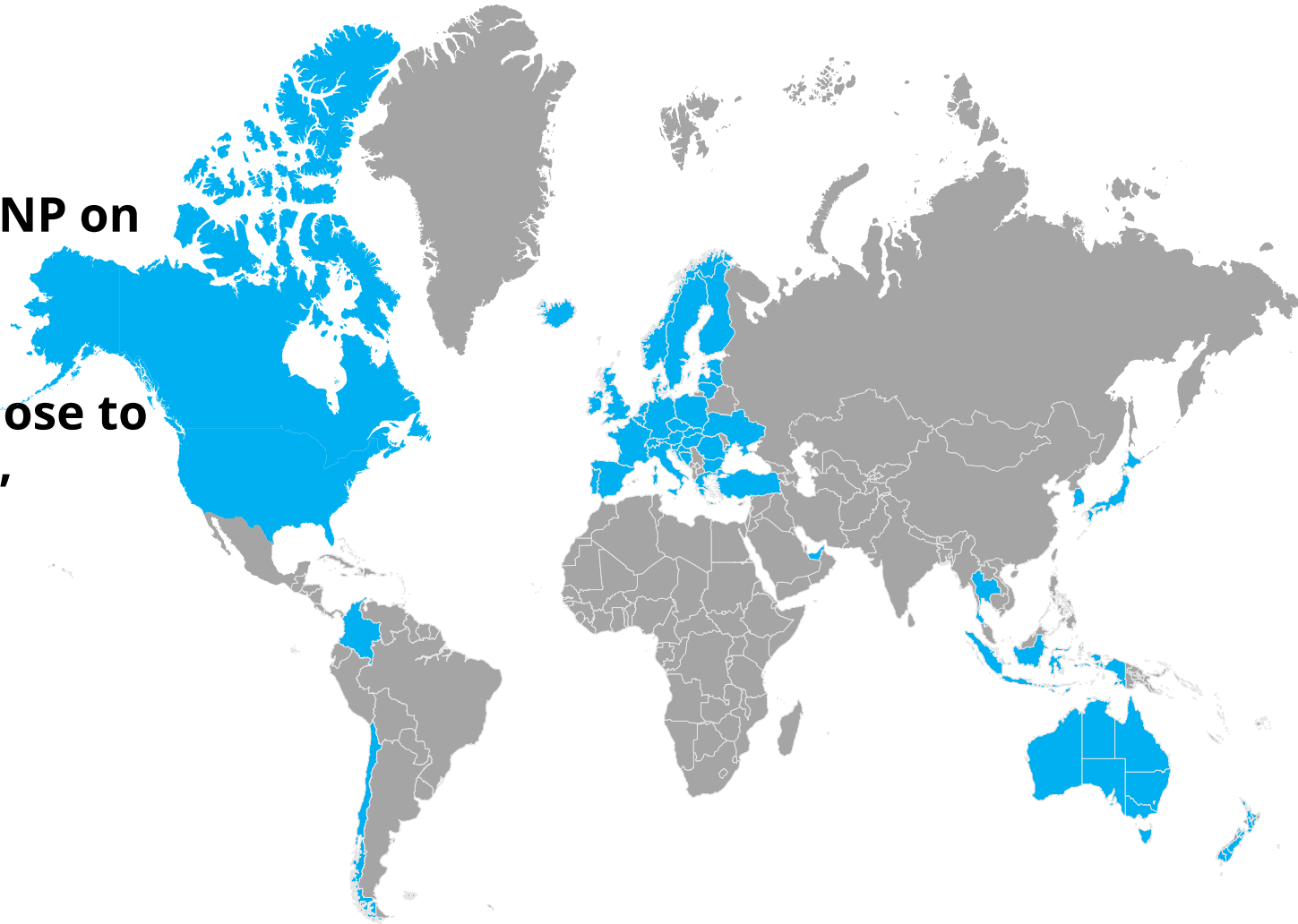
Advisors with corporate backgrounds, great local knowledge, industry insights, and well-connected networks ready to advise you on every aspect of your export journey.

THE IBA's sector specialization



Big export opportunities!

- **24 NATO countries spent > 2 % of GNP on defence in 2024**
- **Big defence budgets in countries close to Russia, and to DK: Sweden, Finland, Poland, Germany, UK**
- **Danish high-quality and high-tech solutions are in demand abroad!**



export challenges

- Defence forces prefer to buy from national producers
- Need for export permits and security clearances from DK authorities
- Need for special certificates in export market
- Necessary to establish trust with foreign buyers
- -> you have to invest considerable resources and time



Assistance from Danish embassies

- Support from both defence attachés and export specialists
- We assist with
 - Assessing your market opportunities
 - Finding local cooperation partners/customers
 - Handling local market barriers
 - Taking part in defence fairs



Assistance from Danish embassies

- We support needs of 1 specific company
- We support groups of defence/dual-use companies (company alliance)
- By Danish law, we have to charge for our services
- Conclusion: Test our services, we give you value for money!





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OF DENMARK**

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questions?
remarks?