



EMBASSY OF DENMARK
The Trade Council



THE TRADE COUNCIL

COMPANY OVERVIEW 2025

01 Introduction

The Trade Council's Arctic Business Alliance supports businesses and companies from the Kingdom of Denmark with an interest in the Canadian Arctic market. As part of a larger Arctic commercial focus, The Trade Council is increasing its efforts in developing relations across the Arctic and identifying opportunities for East-West partnerships and collaboration. The Arctic Business Alliance is part of this overall strategy.

Investments in large infrastructure projects from the Canadian federal government, as well as private-public entities, will drive future demand for business solutions in the Arctic. Greenlandic, Danish and Faroese companies are well-positioned, both geographically and competency-wise, to collaborate competitively with companies and organisations in the Canadian North. The Arctic Business Alliance is here to support this endeavour.

02 Alliance Members



air greenland



Air Greenland is an airline company that was founded in 1960, under the name Grønlandsfly. In 2002 the company changed its name to Air Greenland. It is a public limited company, 100% owned by Greenland self-government.

Air Greenland operates a fleet of 25 aircraft, including 1 airliner used for transatlantic and charter flights, 7 fixed-wing aircraft primarily serving the domestic network, and 7 helicopters transporting passengers from the smaller communities into the domestic airport network.

Air Greenland operates between 70 different flight connections on contract with the Greenland self-government. Besides running scheduled services and flights to many destinations in the country, the airline also supports remote research stations and provides charter services for tourists.

Air Greenland has subsidiaries, like hotels, tour operators and a travel agency, that all specializes in tourism in Greenland.

SPECIALIZATION IN THE ARCTIC

As a customer of Air Greenland Charter, you have versatile, efficient aircraft and helicopters, and experienced pilots at your service. We have more than 50 years' experience flying in the Arctic.

The challenges of operating in remote areas with a weak infrastructure and harsh climate are routine for us. We know every corner of this vast country. The Arctic is our home base. Our infrastructure is dense and robust. Air Greenland has bases, hangars, aircraft mechanics and other personnel in most towns in Greenland, and we have spare parts at our main repair workshop in Nuuk. Therefore, we are quickly back in the air after any downtime and it saves you costly interruptions to your venture in the short and hectic season. With us know-how goes hand-in-hand with know-who and this also benefits you: if something is urgent, we know who to contact - all over Greenland!

When you choose Air Greenland, you choose an active partnership with the Greenlandic society. Our red planes and helicopters indicate jobs, training and sales – all for the benefit of Greenland and for your future in Greenland.



Air Greenland CASE STORY

OPPORTUNITIES

As part of the vertically integrated Air Greenland Group, Air Greenland Charter can offer access to benefits throughout a diversified value-chain. The Air Greenland Group encompasses scheduled international and domestic flights, for transportation of goods and people, a travel agency with a dedicated business traveler desk as well as hotels catering to both leisure and company needs.

SOLUTIONS

We know what it takes on our part to make your operations in Greenland run smoothly, even under adverse conditions and challenging logistics. Through the Air Greenland Group our clients can benefit from a collective resource pool through our Icelandic partners Nordurflug and Norlandair - respectively helicopter and small fixed wing aircraft specialist with numerous years of experience in the Arctic. Logistics in Greenland is not for everyone, but we have the experience and know the lay of the land.

RESULTS

Air Greenland offers experienced pilots and staff who are truly accommodating in their flexibility and willingness to make your expedition succeed - within the boundaries of safe flight.

As a logistics provider exclusively in the remote and sometimes harsh areas of Greenland, Air Greenland Charter is a first choice as our aviation partner. We have experience with the comfort in Air Greenland Charter's ability to provide good service.



Sikuki Nuuk Harbour is a modern sea-port in Nuuk, the growing capital of Greenland.

The port is strategically well-placed on the West Coast of Greenland, an ice-free part of the Arctic open for all year operation.



SPECIALIZATION IN THE ARCTIC

The port provides facilities for container traffic, trawlers and cruise vessels, and has the size and capability for handling and storing large-scale transshipment of cargoes.

Nuuk has a wide range of professional contractors and workshops to support any maritime operation in Greenland. As well as regular shipping and flight connections all year.

General Overview

The purpose of the company - Sikuki Nuuk Harbour A/S is to construct, own, operate and develop harbour areas in Nuuk and to perform related business activities.

The new port which Sikuki Nuuk Harbour A/S finished back in 2017 is a new hub for Greenland and are able to meet the challenges that are facing the existing container port and will result in efficiency gains regarding container handling. The new port also gives the harbour-related companies the opportunity to grow and increase activity levels of e.g. trawlers, cruise ships and exploration activities.

The location of the port provides an option for future expansion. The new port comprises a total investment in port, buildings and upgrading of the infrastructure. The port now functions as a hub for all goods in and out of Greenland.

With the existing port and the new port, Sikuki Nuuk Harbour A/S will be responsible for most of the port and harbour areas in Nuuk and with the intended function the ports will have for the whole of Greenland, the company will play a major role in the development of Greenland.

Sikuki Nuuk Harbour CASE STORY

OPPORTUNITIES

Situated only 500 nautical miles from Equuit the Port of Nuuk could offer port facilities for transshipment of supplies to the East Arctic Canadian regions.

SOLUTIONS

Situated at the Eastern entrance of the Northwest Passage the Port of Nuuk Nuuk could offer areas and facilities for transshipment of cargo.

RESULTS

In the Port of Nuuk Canadian trawlers have access to direct weekly shipping to Iceland and North Europe and access to a shipping network connecting Europe, Asia and North America.



Nalik Ventures is a government-owned entity in Greenland that plays a crucial role in business development by providing financing and advice to various enterprises. The company offers tailored financial solutions for growth companies, start-ups, and new projects with well-founded business plans and promising prospects. Their primary objective is to foster the development and growth of businesses in Greenland.

As a key player in Greenland's economic landscape, Nalik Ventures aims to strengthen Greenlandic growth through financial cooperation. They focus on supporting start-up companies that have the potential to contribute significantly to growth, employment, and local ownership in Greenland. This approach aligns with their mission to bolster the country's economic development and promote a diverse business environment.



SPECIALIZATION IN THE ARCTIC

As a core element of Nalik Ventures new strategy, they have streamlined its organization and simplified its processes so that Greenlandic businesses- regardless of size- can access the support they need. The new structure enables Nalik Ventures to offer consulting services, training, microloans, and support with business plans and budgeting.

To bolster business development across Greenland, Nalik Ventures has also strengthened its collaboration with local stakeholders. The unified effort and network-based collaboration to break down silos and ensure that all stakeholders work towards common goals.

Nalik Ventures CASE STORY

OPPORTUNITIES

SOLUTIONS

RESULTS



Xploration Services Greenland A/S has since 2010 provided services to companies and scientists operating in Greenland.

Services include, but are not limited to:

- Administration (Pay roll, Taxes, Book keeping, Visa & Work permits, Management, Liaison)
- Exploration planning (Budgeting, Permitting, Procurement, Tendering)
- Logistics (Freight, Forwarding, Customs Clearing, Incoming, Support office)
- Camp rental (Turn-key camp setup with all infrastructure)
- Camp management (Staffing, Catering, Cleaning, Site Management, Medical, Emergency Response Planning)
- Geological services (Prospecting, Core logging, Drilling supervision)



SPECIALIZATION IN THE ARCTIC

XS has a highly experienced Management & Logistical team with +25 years of experience with Administration, Mineral exploration and Logistics in Greenland.

XS provides turn-key bespoke solutions. We are committed to provide Efficient and Cost-Effective solutions to our Customers. We have a proven track-record of content Customers including North American Nickel Inc.; The Smithsonian Institution and Anglo American Exploration Canada.



Xploration Services Greenland CASE STORY

OPPORTUNITIES

Xploration Services Greenland A/S is a Greenlandic Service Provider for the Exploration and Mining Industry. XS provides services to both International and Domestic customers. Our success is achieved by combining our International skills and Experiences with our In-depth local knowledge.

SOLUTIONS

Xploration Services Greenland A/S provides cost-efficient and high quality solutions by combining international skills with in-depth local knowledge. Situated in the Capital Nuuk with a strong network of local contractors reaching all towns and settlements in Greenland, an experienced management and a proven track record, XS is your natural choice as a local partner.

RESULTS

Xploration Services Greenland A/S has a highly experienced management team based upon more than 20 years of experience with mineral exploration, logistics and administration in Greenland. We make things possible in Greenland!



UP Front Communication ApS is a communications and marketing specialist with a deep involvement in the North Atlantic Market. Up Front Communication ApS, and the Greenlandic based subsidiary Up Front Greenland ApS, has since 2010 assisted both private and public clients with business and communication strategies.

Clients include an extensive list of Greenlandic, Danish and International (including Canadian) patrons. Regular business partners include the Greenland Business Association, the Confederation of Danish Industry, Air Greenland and Sermersooq Municipality.

Up Front Communication ApS partners in consortiums with related companies in seeking the strongest team fitted for client needs. Hence, capabilities can be tailored through partnerships precisely suited to respective projects.

SPECIALIZATION IN THE ARCTIC

Marketing and communication through leading business magazine 'Business In Greenland' - distribution includes:

- Danish newspapers, Air Greenland flights, conferences and embassies
- Investment seminars and high-profile stakeholder meetings relevant to investment cases in Greenland
- Business brokering and partnership/network facilitation between Canadian and Greenlandic companies
- Reports and overview publications on business and investment opportunities in the North Atlantic (within a wide range of sectors)
- Strategic consultancy communication

NORTH AMERICAN PRESENCE

Up Front Communication ApS does not have an established presence in North America, but attends tradeshow and conferences here on a regular basis -including the annual Prospectors & Developers Association of Canada convention in Toronto and the Association for Mineral Exploration's Roundup in Vancouver.



UP Front Communication CASE STORY

OPPORTUNITIES

A need for strong, insightful and impactful communication on business in and around Greenland. Including promotion of existing companies and their portfolio of services as well as 'Call-for-Investments' related to sectors such as mining, tourism, fishing, construction and infrastructure.

SOLUTIONS

Partnership with the Greenland Business Association on the annual business magazine 'Business In Greenland', highlighting stories competencies and opportunities in relation to Greenland and the North Atlantic region.

RESULTS

A leading business publication that delivers strong promotional value on an international level, with an impactful circulation reaching key stakeholders. 'Business in Greenland' has been published since 2010 with a solid growth in participants, volume and distribution.



Arctic Import is a family-owned company. Since it was founded in 1978, it has developed into one of the strongest market leaders in Greenland within B2B wholesale with a focus on local social responsibility and commitment.

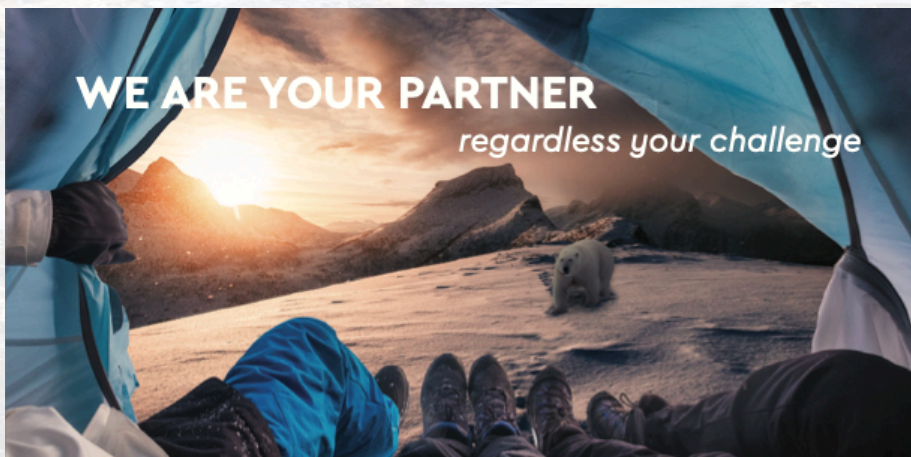
Arctic Import's business focuses on the Greenlandic, Faroese and Icelandic markets, and the company is a specialised trade partner cooperating with public institutions and private companies with a particularly wide range of retail, food and non-food products.

The customer portfolio is very diverse, from smaller businesses with day-to-day deliveries to larger hotel chains, restaurants, the building- and construction industry, the healthcare system as well as public institutions and private companies.

SPECIALIZATION IN THE ARCTIC

Being a well-positioned market leader in Greenland, the Faroe Islands and Iceland we have a commercial focus and an interest in collaborating with companies and stakeholders in the Canadian Arctic and the US. We see a tremendous amount of untapped potential in emerging North Atlantic markets and an international expansion as an opportunity for potential growth.

We have vast experience across a wealth of industries and categories and are particularly interested in collaborating with Canadian and US foodservice and nonfood suppliers who are interested in sourcing to the North Atlantic market.



Read more



Arctic Import CASE STORY

OPPORTUNITIES

Our individual markets in the North Atlantic are very different, but all characterised by a very strong culture. Culture and history are proudly preserved. Via our sales offices, warehouses and activities, we are present and have registered companies in the respective markets and pay local tax.

SOLUTIONS

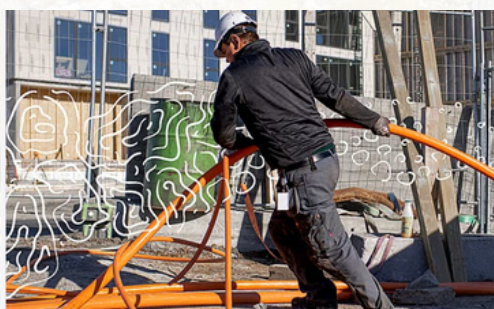
Based on the needs of the North Atlantic region, Arctic Import focuses on three UN SDGs: (No. 4) Quality Education, (No. 12) Responsible Consumption and Production, and (No. 17) Partnerships for the goals. It is a clear goal for Arctic Import to be an active Greenlandic partner and contributor to both the economic and social development of Greenland.

RESULTS

Our customers benefit from a very diversified supply chain, and have access to more than 400,000 unique products. Many products are picked from our warehouses in Nuuk and Tórshavn, other products are sent directly from our approx. 400 suppliers primarily located in Europe, but we source from all over the world.



In a country where no cities or settlements are connected by roads, Tusass plays a vital role in connecting people digitally. We need to provide in remote areas, across great distances, in the arctic cold and in areas with the highest mountains. That's not an easy task. To connect people everywhere we are using technologies like submarine cables, radio chains, 5G and satellites.



The connecting to the world is a 5404 kilometers long high-tech fiber optic connection. The submarine cable runs from Newfoundland in Canada to Nuuk in Greenland. From Nuuk it continues to Qaqortoq in South Greenland and Iceland. With a response time of just 23 milliseconds, it is one of the fastest routes across the Atlantic. The second submarine cable connects Maniitsoq and Aasiaat via Sisimiut. Besides the submarine cables we are connecting cities and settlements on the West coast of Greenland via a chain of 67 radio stations.

Tusass CASE STORY

OPPORTUNITIES

SOLUTIONS

RESULTS

SPECIALIZATION IN THE ARCTIC

Each station is placed on a mountain top, and the digital chain is approx. 1500 km long. Some remote locations in the far East and North of Greenland are connected via satellite technology.



Besides being Greenland's leading provider of telecommunications we are also postal services. The integration of telecommunication and postal services in Greenland began in the 1980s with shared telegram and fax operations. This collaboration evolved in 1997 when the two sectors merged into a single, society-owned corporation.

Besides delivering a great portfolio of products we also prioritise topics that are non-commercial. An example is Coding classes – supporting the futures generation in developing great tech competencies. Another example is Tusass Music – a user-centric app with the biggest ever catalogue of Greenlandic music.

We'll soon turn 100 and we are as dedicated as ever to keep Greenland well-connected.



Royal Arctic Line A/S was founded in 1993 and is fully owned by the Government of Greenland and the indigenous Greenlandic people.

Our vessels are undertaken through liner shipping, between Greenland and the rest of the world. Royal Arctic Line handles operations in the 13 biggest ports in Greenland, while representing port authority, on behalf of the state.

In Denmark, the group is represented by Royal Arctic Line Denmark A/S. Here, more than 85,000 shipments are booked and coordinated each year, through our office in Aalborg.

The operational handling of goods takes place via agents at respectively Agri-Norcold, Frode Laursen, APMT, and Eimskip Aarhus.

Royal Arctic Line is also active in other markets. Those activities include operating passenger services in Greenland through the Arctic Umiaq Line.



SPECIALIZATION IN THE ARCTIC

Royal Arctic Line's vessels are designed for the conditions of the Arctic. Our vessels can be chartered for all different tasks involving sailing in ice filled Arctic and Antarctic waters. Based on our extensive knowledge in navigating the Arctics and sailing in ice filled waters, Royal Arctic Line also offers a variety of consultancy services for customers looking for a professional and trustworthy partner.



Royal Arctic Line CASE STORY

OPPORTUNITIES

Royal Arctic Line offers a unique opportunity for businesses and individuals to access Greenland and connect with the rest of the world through our comprehensive liner shipping services. With operations in Greenland's 13 largest ports and representation in Denmark, we provide a vital link for trade and commerce.

SOLUTIONS

We provide tailored solutions to meet the diverse needs of our clients, from booking and coordinating shipments, to managing port operations, and chartering vessels for specialized tasks in Arctic and Antarctic waters. Our deep knowledge of Arctic navigation serves as a valuable asset for customers seeking professional guidance and support.

RESULTS

With over 85,000 shipments booked and coordinated annually, we facilitate seamless trade and connectivity between Greenland and the global market. Our operational presence in key ports, combined with our strategic partnerships and expertise, ensures that goods and passengers are transported safely and efficiently, contributing to the economic growth and prosperity of Greenland.



Mittarfeqarfiit

The Government of Greenland founded Kalaallit Airports A/S on 1st July 2016. The company's purpose was to build, own and operate airports at Nuuk, Ilulissat and Qaqortoq. The establishment of the company enabled the establishment of a single competent and professional organisation with relevant experience, with a view to exploring the possibilities of establishing two international airports at Nuuk and Ilulissat and building a North Atlantic airport at Qaqortoq. In connection with the Government of Greenland entering into an agreement with the Danish State to co-finance the airports at Ilulissat and Nuuk, the Danish State became the owner of 33.3% of Kalaallit Airports International A/S. In 2019, Kalaallit Airports A/S was renamed Kalaallit Airports Holding A/S.



On 8th January 2019, Kalaallit Airports International A/S and Kalaallit Airports Domestic A/S were established. International A/S aims to build two international airports at Ilulissat and Nuuk, while Domestic A/S aims to build a North Atlantic airport at Qaqortoq.

In 2022, the Greenlandic Parliament (Inatsisartut) passed a law regarding the transformation of Mittarfeqarfiit from a government-owned entity to a joint-stock company, subsequently incorporated as a subsidiary of Kalaallit Airports Holding A/S. As part of this process, Mittarfeqarfiit A/S was established on December 30, 2022, becoming a wholly-owned subsidiary of Kalaallit Airports Holding A/S. This consolidation brought together all Greenlandic airport activities under the same corporate umbrella.

In April 2024, Kalaallit Airports Holding A/S united with Mittarfeqarfiit A/S under the name Greenland Airports - Mittarfeqarfiit. This transformation marks a milestone for all Greenlandic airports, a period of uniting our strengths under one name with a shared strategy, collective goals, and our renewed identity.



SPECIALIZATION IN THE ARCTIC

We share over 50 years of experience and specialize in operating in the demanding Arctic environment. Our dense and robust infrastructure is spread across Greenland, and we take great pride in running airports, heliports and airport related services. We have experienced airport professionals in most towns, and regardless the challenges, we are always ready to address them quickly and efficiently and help you and your business reach your destination!

Greenland Airports CASE STORY

OPPORTUNITIES

Kalaallit Airports, established by the Government of Greenland in 2016, offers a gateway to unparalleled opportunities in Greenland's aviation sector. With a vision to create international airports in Nuuk and Ilulissat, alongside a North Atlantic airport in Qaqortoq, Kalaallit Airports is spearheading Greenland's connectivity and economic growth.

SOLUTIONS

We connect people and businesses - through our more than 60 different hubs and heliports. We support scheduled services, cargo and charter flights on all destinations in our wonderful country. We also connect smaller communities to the national network of airport and not least support remote research stations.

RESULTS

When you choose Greenland Airports, you're not just choosing a transportation hub to grow your business; you're actively choosing a partnership with the Greenlandic community. Our airports and facilities grow jobs, education, and sales, benefiting both Greenland and your future in Greenland.



ARCTIC LAW

Greenland

Arctic Law Greenland ApS is a full-service law firm deeply rooted in the Greenlandic community, with all partners and employees living and working in Greenland. This local presence allows the firm to provide tailored legal counseling and business solutions that are specifically designed to meet the needs of international clients doing business in or with Greenland. By partnering with Arctic Law, clients gain access to a locally engaged firm that offers specialized and high-quality legal expertise, along with a deep cultural understanding of Greenland.



One of the firm's key strengths lies in its ability to navigate the complex legislation surrounding minerals in Greenland. Arctic Law has an in-depth understanding of the regulatory processes and the political landscape, which enables them to provide expert advice on applications for exploration and licensing conditions. Additionally, they offer support to financial institutions, ensuring that clients receive comprehensive assistance in all aspects of their operations in Greenland.

ARCTIC LAW Greenland CASE STORY

OPPORTUNITIES

Greenland is due to its geopolitical status currently and has been for quite some years a land of opportunities. Greenland is a developing mining country with extensive potential for successful mining projects in the future. Furthermore Greenland is heavily investing in infrastructure and sustainable energy projects.

SOLUTIONS

Greenland is ready for more business - and Arctic Law is ready to assist clients and stakeholders with reaching their potential and goals in Greenland.

RESULTS

Arctic Law is already assisting Canadian clients with establishing themselves in Greenland and we provide extensive legal and business advice alongside assistance in understanding the Greenlandic culture in order to optimize our clients' projects and minimize barriers for their success.

Arctic Law Greenland is always open for business and opportunities, and we are always just a phonecall or an email away.

Arctic Law Greenland has achieved significant success in supporting international clients with their business development in Greenland. Leveraging their local expertise and extensive network, they ensure that companies receive the best possible start in the region. Beyond providing legal services, the firm assists clients in understanding the nuances of the Greenlandic business and political landscape. They also facilitate valuable connections by introducing clients to relevant stakeholders and potential partners, which can be crucial for establishing a strong presence in the market.

Arctic Law Greenland positions itself as a trusted partner for businesses seeking to establish or expand their operations in Greenland, offering a unique blend of local expertise, legal acumen, and cultural insight.

SPECIALIZATION IN THE ARCTIC

Arctic Law Greenland offers expertise tailored to the unique legal and business landscape of the Arctic region. The firm has, among other things, extensive knowledge of the exploration and mining industry in Greenland. They specialize in advising on complex legislation regarding minerals and have an in-depth understanding of regulatory processes and the political landscape.



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