

BRITISH CHAMBER LEGACY

Mariano Anthony Davies



Foreword

I became a member of the BBLC (British Business Lunch Club) in 1982 when I moved from England to Denmark in 1982. This organisation for British businessmen in Denmark met once a month for lunch with a guest speaker. It was founded in 1960 by a RAF pilot in the film business, Sam Lomberg MBE and Sam Harris.

Sam Lomberg MBE at the British Ambassador's Residence



I joined the Management Board in 1996 and became its Chairman after a few years and proposed that the BBLC apply to be registered as the official British Chamber of Commerce in Denmark. This proposal was unanimously accepted by the membership.

At the time when I took over, the annual revenue was approx. DKK 80.000. Once we successfully registered as The British Chamber of Commerce in Denmark (BCCD), I designed a sponsorship and benefits programme that allowed BCCD to start with an annual revenue of DKK 1.2M (with a healthy mix of Individuals, SMEs and Corporates) and this had risen to DKK 3.5M by the time I left in December 2016.



During this period, the Chamber Secretariat grew from two to five employees and I registered BCCD as a member of COBCOE (Council of British Chambers of Europe) and after two years of BCCD Membership, I was appointed as a member of the COBCOE Executive Management Board – initially responsible for the development of COBCOE's Annual Directors Educational Programme followed by an appointment as Chairman of the COBCOE Nordic Baltic Region.

Projects we carried out at BCCD have included trade missions to the UK, high profile speakers from the UK (including Sir David Walker, the Ex-Irish President, Prince Michael of Kent and many others) and from Denmark (Government Ministers and other Members of Parliament, technology innovators and industry leaders). I also established a COBCOE Nordic-Baltic Regional Quarterly Newsletter and an Annual Regional Conference.

Two of the most important initial missions included taking Danish and international companies to South Wales in cooperation with International Business Wales, a mission organised with British Airways to see Heathrow T5 (prior to its opening) as well as a working lunch with the Mayor of the City of London and numerous renewable energy missions to Hull Humberside.

Prince Michael of Kent visited BCCD and took part in and spoke at a Gala Dinner for BCCD Members and a VIP lunch for the CEOs of the C20 leadings companies in Denmark, where he talked about his knowledge and experience of Russia. This was the first time that BCCD or any other Chamber was able to arrange a special event that attracted all the CEOs of Denmark's C20 leading companies.

Other strategic projects included developing BCCD from being a Copenhagen-based organisation to an organisation that held meetings throughout Denmark (Copenhagen, Aarhus, Aalborg and Esbjerg). Taking BCCD nationwide led to close working contact being established with the leading Danish business organisations Dansk Industri and Dansk Erhverv as well as Svenska Handelskammaren (in Malmö).

BCCD also started working closely with Invest in Denmark, Copenhagen Capacity, Visit Denmark, the Copenhagen Post and a number of other International Chambers of Commerce in Denmark. This cooperation strengthened BCCD's market position as both a bilateral Chamber and as a business marketplace for international companies, which significantly increased membership benefits.

I also established that BCCD every year took part in the British Embassy's November "Remembrance Sunday" Service at St. Alban's Church and the wreath laying ceremony at the Commonwealth War Graves Commission's Cross of Sacrifice, Copenhagen.



BCCD's CSR activities included supporting the Danish Chapter of "Save The Children", which has HRH Princess Anne as its British Chapter Patron. The Chamber worked closely with Mimi Jacobsen, who was Secretary General for the Danish Chapter from 2000 to 2015 after a career as a Minister in a Danish Government and a Party Leader.

At a social level, BCCD developed a well-attended autumn ball, hosted a summer golf tournament at which players could win an electric car for a hole-in-one, hosted a summer garden party and held a Christmas reception with the British Embassy.

In 2006 I proposed and started negotiations with the BIU (British Import Union – Danish organisation founded in 1930) with a view of merging it with the BCCD. The average age of the members of the BIU was very high and there had been discussions about its future. After negotiating with the BIU for two years, we managed to merge the BIU into BCCD in 2008. As a result of the merger, I was appointed BCCD's first President in recognition both of my public representation of the Chamber in general and my work on the Executive Board of COBCOE as Executive Chairman of the Nordic Baltic Region.

As President & CEO, I moulded a new business plan into what I called "British Chamber 2.0" and established a new and larger Secretariat with the skills to achieve this vision, which sought to link BCCD membership development and retention to professional services with smart conferences. These additional services have resulted in BCCD becoming one of the most talked about Chambers in Denmark - within the business and diplomatic communities.

In recognition of India as a growing trade opportunity for Danish companies in the renewable energy sector, we planned a two-week trade mission to India in August 2016. Danish companies met with Central Government Ministers as well as Regional Government Ministers and the Chief Minister in Andhra Pradesh.

Since the British EU Referendum, I have held over 150 speeches about BREXIT in Denmark and throughout Europe to help companies to prepare for the potential effects. The root of these speeches has been and continues to be to carry out a SWOT analysis of the likely effects of BREXIT for the business community. These speeches have been held for members of various Business Associations, Municipalities, Political Parties, Rotary Clubs, Unions, Public Institutions, Universities and Colleges.

In October 2019, I was appointed Chairman of the British Chamber of Commerce in Kosovo, which I hope to develop into one of the leading Chambers of Commerce throughout the Balkan region.



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THE INTERNATIONAL

www.the-intl.dk

Since January 2019, I have been writing the monthly business column for The International, Denmark's only national printed newspaper that is delivered throughout Denmark to companies, organisations, embassies, shopping centres, supermarkets, universities and schools.

The targeted readers are foreigners in Denmark and Danish citizens with an international background. Its readership also includes many people outside Denmark who subscribe to the digital version,

Among these monthly articles have been the following:

- Reviews you can trust.
- Nets – The Nordic Payment Services Provider.
- The Danish Mink Farm Industry.
- Blockchain Technology.
- Global warming.
- Biometrics.
- Scandinavian Airline Systems.
- The emergence of ZOOM.
- Air to water heating technology.
- Digital Denmark.
- Denmark's Constitutional Act.
- The bike is a Dane's best friend.

BRITISH CHAMBER OF COMMERCE IN DENMARK

www.bccd.dk

As the Founding Chairman and later President & CEO of the British Chamber of Commerce in Denmark, I was responsible for all written communication – the website, newsletters, market reports and white papers.

Quarterly UK Market Report (examples below):

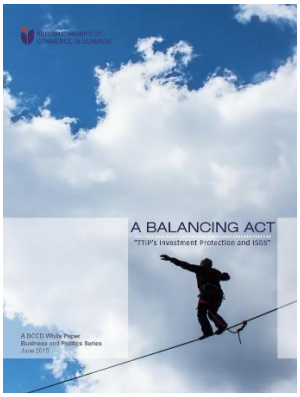






White Papers *(examples below):*









the COPENHAGEN post

From January 2003 to December 2017, I regularly wrote a business column for The Copenhagen Post, Copenhagen's weekly printed newspaper that is delivered throughout the City to companies, organisations, embassies, shopping centres, supermarkets, universities and schools.

The targeted readers are foreigners in Denmark and Danish citizens with an international background. Its readership also includes many people outside Denmark who subscribe to the digital version,

Activities covered by The Copenhagen Post:

Speech at Slovak Embassy



Magna Carter Article



Interview about UK



Introducing HRH Prince Michael of Kent to Danish Business Community





As part of my work at the British Chamber of Commerce in Denmark, I have written 45 articles, which are published on LinkedIn.

Here are five examples:

The Power of Behavioural Change



Women in Wine – South Africa





BREXIT – A Historical Misjudgement



How did Bentley survive?



Battle of Jutland Centenary 1916-2016





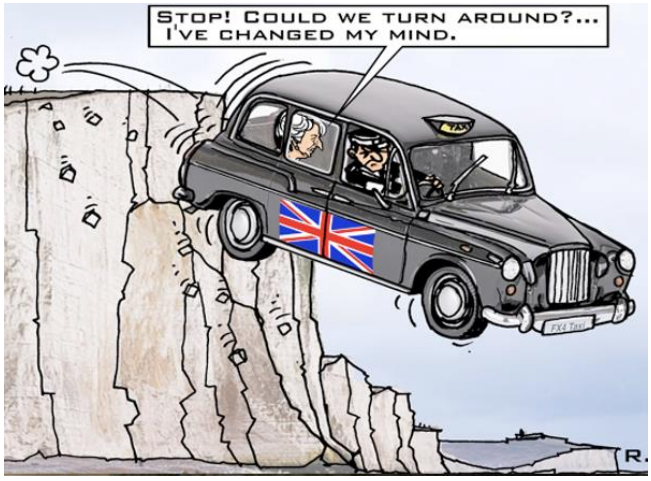
BREXIT Politics

Since joining Twitter in 2014, I have been very active in discussion about the political issues in Europe and the United Kingdom that led to the British Referendum and the decision to leave the EU in 2016 as well as the political discussions since that decision.

Anti-Brexit discussions from:



To:







The British Referendum decision to leave the EU has resulted in me receiving over 150 official invitations to talk about BREXIT and what this will mean for the business community in Europe. I have spoken at a number of special events arranged individually by the three largest political parties in Denmark (Venstre, the Conservatives and the Social Democrats) and continue to be invited to do so.

I have also been interviewed many times on this subject by Danish television and even took part in an "Oxford University" style debate on BREXIT at the Greek Parliament.

FOLKETINGET

For many years, I was a guest at the Danish Parliament ("Folketinget") as a Personal Adviser and Coach for the Danish Prime Minister Lars Løkke Rasmussen, the Chairman of the Party Venstre. Among many tasks, I helped polish his many English language speeches.

The Prime Minister always invited me to his Party's Annual Weekend Conference and placed me at his VIP table together with invited Ambassadors and Leaders of Danish Industry.

During this period, I was also a VIP guest of the Danish Conservative Party and spoke at many of their Party events as a BREXIT speaker.

Danish Prime Minister and his son.

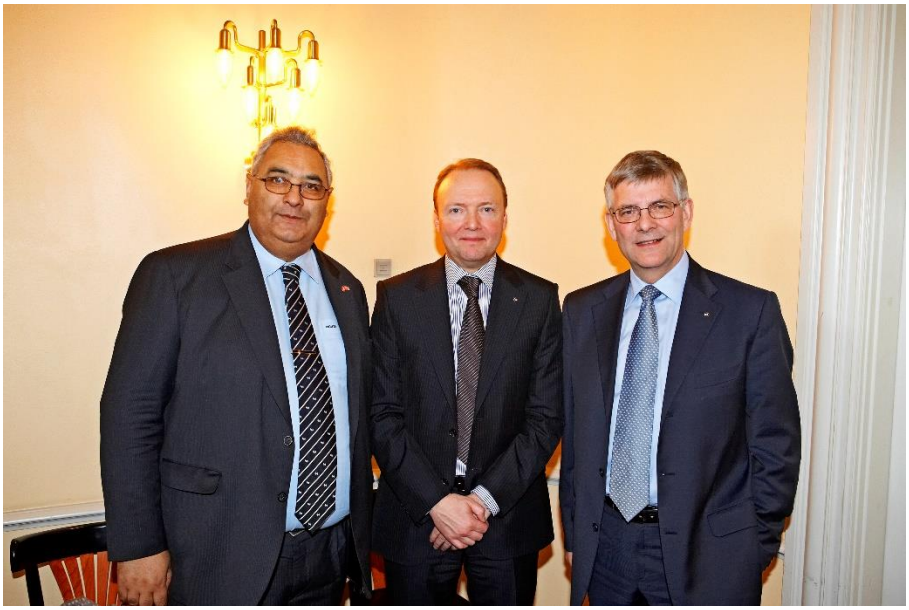


Danish Prime Minister



PHOTO GALLERY

ISS World – CEO Jeff Gravenhorst & Retiring CEO Jørgen Lindegaard



Danish Conservative Leader Lene Espersen



Irish President H.E. Mary McAleese



Burns Night in Copenhagen



Sir David Walker, Bank of England



In Copenhagen with HRH Prince Michael of Kent



UK Delegation with HRH Prince Michael of Kent



Save the Children, General Secretary Mimi Jakobsen





Personal Letter from Prince Michael of Kent

KENSINGTON PALACE

From the Private Secretary to HRH Prince Michael of Kent, GCVO

Mr Mariano A. Davies
British Chamber of Commerce in Denmark
Arne Jacobsens Allé 16, 3.sal,
2300 København S
Denmark

05 October 2011

Dear Mariano,

I am writing on behalf of HRH Prince Michael of Kent to thank you and indeed all your staff and colleagues for having invited him and the Genesis Initiative Delegation to Copenhagen this week. In spite of the Government hiatus, all the meetings were very constructive and you put together an extremely impressive list of companies at all the events. I hope there may even be some benefit to the BCCD from your link with Kromann Reumert and some of their clients.

I would be most grateful if you would pass on the formal thanks and appreciation of HRH to all the sponsors of this visit who made it possible by their support. I know that Prince Michael thoroughly enjoyed meeting many of their members and we hope that this will be a platform for future liaison between the SME companies of our two countries.

With Best Wishes

Yours Sincerely,

Nicholas

Nicholas Chance

British Actor John Nettles visits Copenhagen



British Chamber Management Board with British Ambassador 2009



Danish Prime Minister Lars Løkke Rasmussen



Welsh Singer Bonnie Tyler visits Copenhagen



British theatre in Copenhagen



My 60th Birthday - British Chamber Reception



BCCD receives the British Chamber Excellence Award



Danish Prime Minister at my 60th Birthday Reception



Jimmy Maymann, CEO at The Huffington Post



Lord Mayor of Hull – Danish Renewable Energy Investments



Remembrance Sunday



Bertel Haarder, Danish Minister for Education



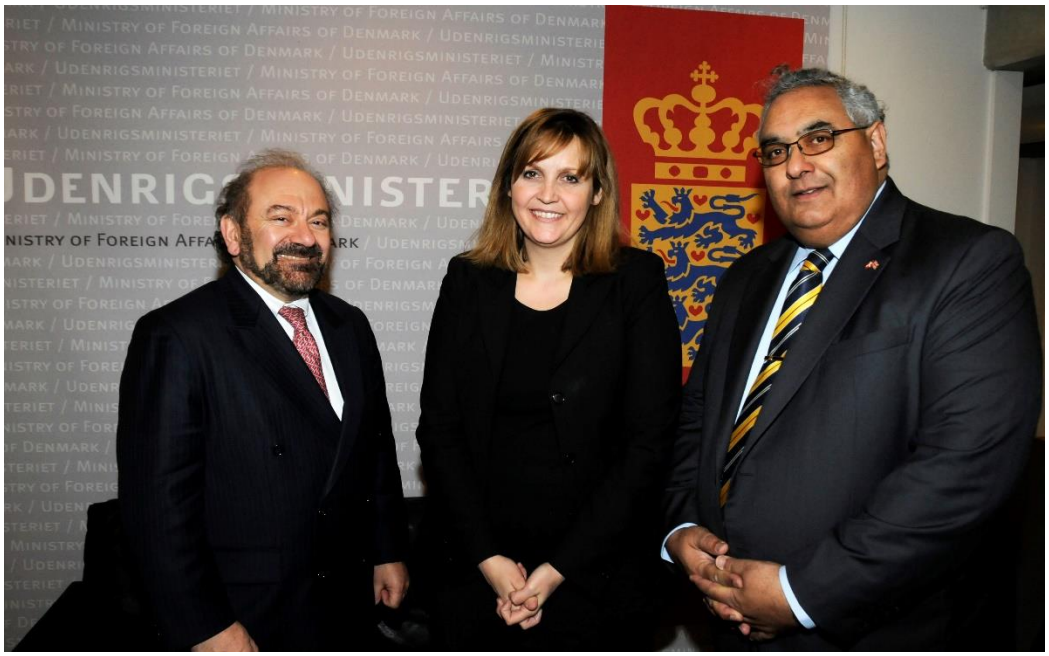
Burns Night Speech – St. Andrew's Society



Israel's Minister of Foreign Affairs – Avigdor Liberman



Danish Minister for Business & Investment – Pia Olsen Dyhr



HRH Prince Charles speaking at COP15 in Copenhagen



British theatre performance in Copenhagen



British theatre performance in Copenhagen





British Chamber Events in Pictures



British Chamber of Commerce in Denmark - The Team



British Chamber Management Board with British Ambassador 2015



British Chamber of Commerce in Kosovo

CEO



Management Board

Chairman



Vice Chairman



Treasurer



Member Benefits



Board Secretary

