



Deko - Scotland



NIRAS - United Arab Emirates



Arkitema - Akureyri Iceland

## Export Profile 2017

Danish Architects, Consulting Engineers  
and Contractors on Foreign Markets

## The Danish Architects, Consulting Engineers and Contractors

have extensive international experience and have a strong presence in many foreign markets. In 2016 the main tendencies were:

- International turnover increased from 22.3 billion DKK in 2015 to 22.9 billion DKK in 2016
- Export turnover was driving growth in 2016, while turnover in foreign subsidiaries decreased by 6 percent, the equivalent of one billion DKK, compared to 2015
- Two thirds of international turnover was generated in subsidiaries
- 77 percent of international turnover was generated in Europe

### Development in International Turnover

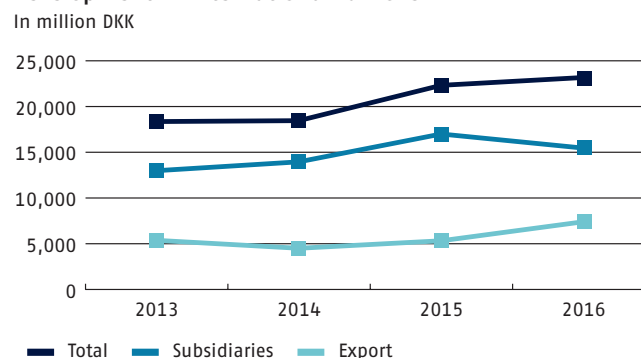
In million DKK	2013	2014	2015	2016
Danish Association of Architectural Firms	593 ▲	740 ▲	1,136 ▲	1,035 ▼
Danish Association of Consulting Engineers	11,253 ▲	11,259 ▲	14,321 ▲	14,204 ▼
Danish Construction Association	6,511 ▼	6,457 ▼	6,861 ▲	7,672 ▲
In total	18,357 ▼	18,456 ▲	22,318 ▲	22,911 ▲

In 2016, Danish architects, consulting engineers and contractors reached a new all-time record in the size of international turnover. The years of negative and stagnating growth, that followed the financial crisis, now seem to be at an end. Danish architectural firms have been able to keep up the strong performance of 2015 and are expected to grow even more in 2017 from a strong position. The Danish consulting engineering firms have made fewer acquisitions in 2016 and have been impacted by the significant changes in the offshore energy sectors. The Danish contractors have grown their international turnover by almost 12 percent in 2016 and are the driver behind the overall growth of 2016.

The record high turnover shows that the knowledge and expertise that is put to market by Danish architects, consulting engineers and contractors is still in high demand abroad. This

knowledge is often acquired by working on major projects with a high degree of innovation and complexity in the domestic market. It is therefore essential, that there is a continual availability of projects in Denmark, so this valuable knowledge can be maintained and expanded upon.

### Development in International Turnover

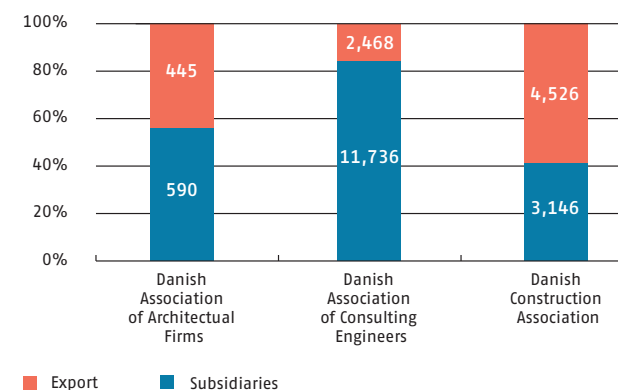


The increase in international turnover is not evenly divided between export and foreign subsidiaries. While export from Denmark grew by 1.6 billion DKK from 2015 to 2016, foreign subsidiaries reduced their contribution to the international turnover by one billion DKK. The main explanation is that there were only few acquisitions in 2016 while at the same time several of the acquisitions made in previous years have been trimmed. Turnover in foreign subsidiaries now constitutes two thirds (68 percent) of the total international turnover. This figure is expected to remain between 65 percent and 75 percent for the next couple of years.

### Differences between the industries

There is a significant difference between the constitution of the international turnover of architectural firms, consulting engineering firms and contractors. Whereas only 18 percent of the international turnover in Danish consulting engineering firms stem from exports, the figure is 59 percent for contractors and 43 percent for architectural firms.

### Direct Export and Subsidiaries by Industry

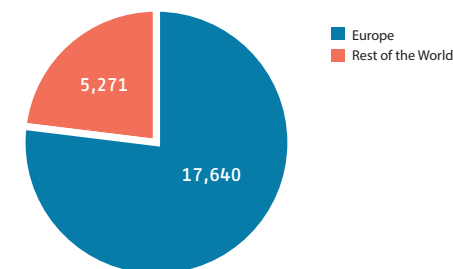


### Geography

As seen on the following page, Danish architects, consulting engineers and contractors have widespread activities across the globe. However, Europe and especially the Nordic countries and other neighbouring markets generate a substantial amount of the total international turnover for Danish architects, contractors and consulting engineers.

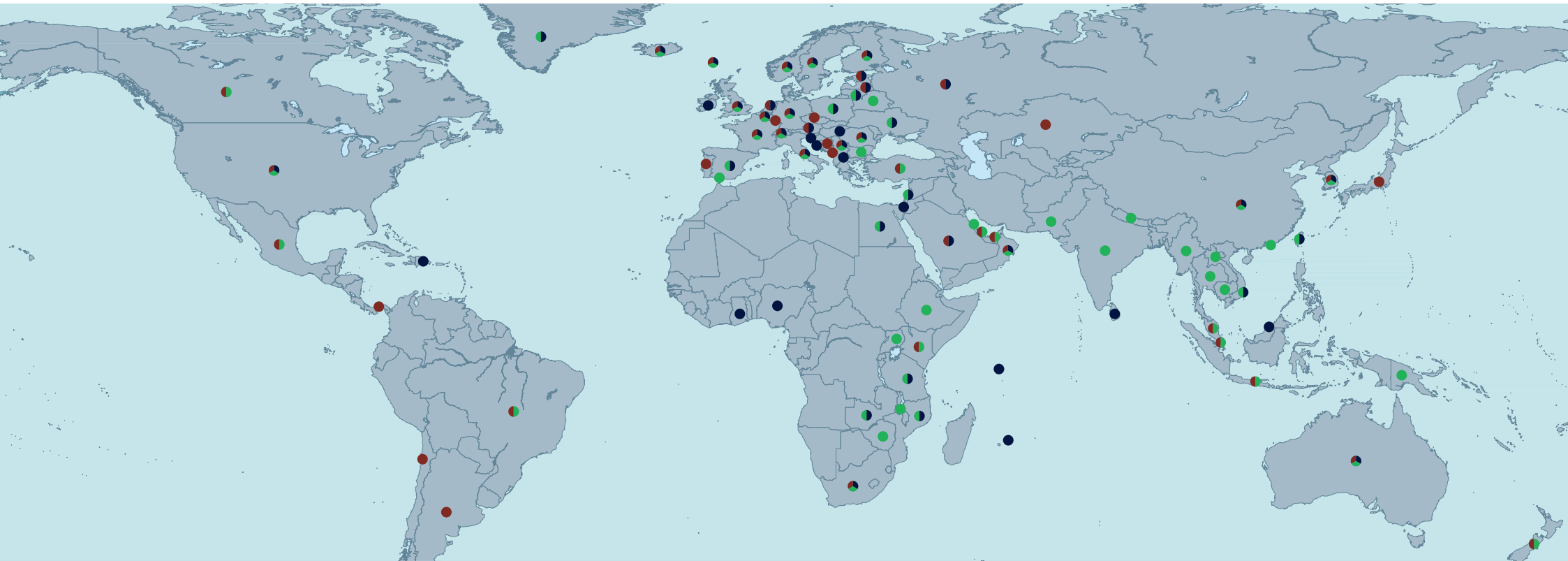
### International Turnover 2016

In million DKK



The aim of the Export Profile is to show the extent of international work and projects. The profile is based on data from member companies from the Danish Association of Architectural Firms, the Danish Association of Consulting Engineers (FRI) and the Danish Construction Association.

■ Danish Architects, Consulting Engineers (only offices or subsidiaries), and Contractors have had activities in 2016 in the following countries



● Argentina	●●● China	● Hong Kong (China)	● Luxembourg	● Panama	● Sri Lanka
●●● Australia	● Croatia	● Hungary	●● Malaysia	● Papua New Guinea	●● Sweden
●● Austria	● Dominican Republic	●●● Iceland	●● Malawi	●● Poland	●● Switzerland
● Bahrain	●● Egypt	●● India	● Mauritius	● Portugal	●● Taiwan (China)
● Belarus	●● Estonia	●● Indonesia	● Mexico	●● Qatar	●● Tanzania/Zanzibar
●●● Belgium	● Ethiopia	● Ireland	● Montenegro	●● Romania	● Thailand
● Bosnia and Herzegovina	●●● Faroe Islands	●● Israel	●● Mozambique	●● Russia	●● Turkey
●● Brazil	●●● Finland	●●● Italy	● Myanmar	●● Saudi Arabia	● Uganda
● Brunei	●●● Former Yugoslav Republic of Macedonia	●● Japan	●● Nepal	●● Serbia	●● Ukraine
● Bulgaria	●●● France and Monaco	● Kazakhstan	●● Netherlands	●● Seychelles	●● United Arab Emirates
●● Canada	●●● Germany	●● Kenya	●● New Zealand	●● Singapore	●●● United Kingdom
● Cambodia	●● Ghana	●● Laos	●● Nigeria	●● Slovenia	●●● USA
● Czech Republic	●● Gibraltar (UK)	●● Latvia	●●● Norway	●● South Africa	●● Vietnam
● Chile	●● Greenland	●● Lebanon	●●● Oman	●●● South Korea	●● Zambia
		●● Lithuania	●● Pakistan	●● Spain	● Zimbabwe

● Danish Association of Architectural Firms (2013) ● Danish Consulting Engineers (only offices or subsidiaries) ● Danish Contractors



CF Møller – Norway – Photo: Torben Eskerød



DISSING+WEITLING – China



Spæncom – Faroe Islands



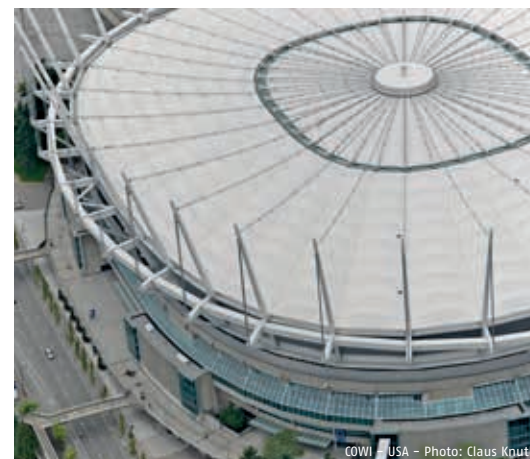
Aarsleff – Norway



Schmidt-Hammer-Lassen – Sweden – Photo: Adam Mørk



Xergi – Northern Ireland



COWI – USA – Photo: Claus Knuth



Rambøll – Sweden – Photo: Olle Holdar



**DANISH  
ASSOCIATION OF  
ARCHITECTURAL FIRMS**

Danish Association of Architectural Firms is the Danish business association of private firms of consulting architects. The association has approximately 650 members in Denmark. In total the firms employ around 5.000 graduate architects, constructing architects and other technical and administrative employees. Most of the private Danish architectural companies are members of DANSKE ARK. The size of the member firms ranges from single-person firms to Denmark's largest architectural firms with more than 500 employees in Denmark and abroad.

**Danish Association of Architectural Firms**

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Phone +45 32 83 05 00, info@danskark.dk, www.danskark.dk



**Foreningen af  
Rådgivende Ingeniører  
FRI**

The Danish Association of Consulting Engineers (FRI) is a trade association for Danish consulting firms providing consulting services, planning and project management on a technical-scientific basis. In addition, member firms provide services in economic as well as non-technical fields with delivery of the relevant systems involved.

FRI member firms provide independent consulting services on market terms. FRI represents the majority of businesses in the industry. FRI member firms employ 12,800 people in Denmark and 26,500 worldwide. Total turnover in the industry amounts to DKK 13.2 bn (€1.8 bn) in Denmark and DKK 11.7 bn (€1.6 bn) in subsidiaries abroad.

**Danish Association of Consulting Engineers (FRI)**

Vesterbrogade 1E, 3rd floor, P.O. DK-1504 Copenhagen V  
Phone +45 35 25 37 37, fri@frinet.dk, www.frinet.dk



The Danish Construction Association is a trade and employers' organisation for approximately 5,700 contracting and manufacturing companies within the Danish building and construction sector.

The member companies, composed of major building contractors, small and medium-sized construction companies and manufacturers of building components, are involved in a range of core activities, from infrastructure and turnkey projects, to contractor work specializing in bricklaying, carpentry and roofing, as well as manufacturing building components, such as doors, windows, and precast concrete elements.

**Danish Construction Association**

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