

## Questions and Answers – Second Application Round

No	Date of Reply	Questions	Answers
19	03.05.2021	<p>DK: Hvis hovedansøger, en konsulentvirksomhed og også den der i princippet vil modtage størstedelen af fundingen. Kan denne være hovedansøger til projektet?</p> <p>UK: If the Lead Applicant, a consulting company and also the one who in principle will receive the majority of the funding. Can this entity be the Lead Applicant for the project?</p>	<p>Any company that fulfills the minimum requirements can be Lead Applicant – and the alliance members can themselves decide (within the De Minimis rules) how to allocate the total grant between them.</p> <p>However, a company cannot be both grantee (part of the alliance) and work as a consultant to the alliance, as the Green Accelerator does not cover own salary expenses for grantees (alliance members). The only exception to this rule is that alliance members can get their <u>internal project management related costs</u> reimbursed by the Green Accelerator, as long as these do not exceed more than 10% of the total sum applied for through this Facility.</p> <p>It is thus not possible that the Lead Applicant or any other member of the company alliance is paid for consultancy services in the project.</p>
18	03.05.2021	<p>DK: Kan Eksportforeningen eller Dansk Industri også fundere som hovedansøgere?</p> <p>UK: Can the Danish Export Association or the Confederation of Danish Industry also be considered as main applicants?</p>	<p>No, the main applicant has to be a Danish company that fulfills the eligibility requirements. The Danish Export Association or the Confederation of Danish Industry can assist the company alliance in implementing the project, by offering the services they have on the ground.</p>
17	27.04.2021	<p>DK: Vi vil gerne spørge til kvalificeringen af konsortium inden vi eventuelt søger. Det konsortium der er besluttet at sætte sammen består af et forholdsvis nyt selskab E, der er lead og hovedejer, et dansk anderkendt leverandør K, samt nogle erfarne projekt- og udviklings konsulenter W. Selskab E er ikke kapitaliseret endnu og har endnu ikke nogen omsætning, men det sker snarest så de endelige kommercielle og tekniske forstudier kan tilvejebringes så projekterne kan/skal leveres. Selskabet ejes ultimativt af de ovennævnte erhvervsfolk gennem deres holding selskaber og disse selskaber opfylder krav til eksport og omsætning for EKF green accelerator. Spørgsmålet er, om denne konsortium konstellation vil kunne godkendes til Green Accelerator programmet og i så fald under hvilke betingelser fra EKF´s side?</p> <p>UK: We would like to inquire about the qualification of the consortium before we possibly apply. The consortium that has been decided to put together consists of a relatively new company E, which is the lead and main owner, a Danish recognized supplier K, as well as some experienced</p>	<p>EKF cannot grant dispensations on any of the requirements listed in the application guide. Understanding that company E is a newly established company not fulfilling the turnover requirement, and that the company has not been registered in Denmark for at least 3 years, it would not be eligible for financial support from the facility and cannot formally be part of the alliance. The companies owning company E can apply if fulfilling the minimum requirements and mention company E's role for reaching the export order in their application.</p>

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		<p>project and development consultants W. Company E is not capitalized yet and does not yet have any revenue, but this will happen soon so that the final commercial and technical feasibility studies can be provided so that the projects can / must be delivered. The company is ultimately owned by the above-mentioned business people through their holding companies and these companies meet the export and revenue requirements of the EKF Green Accelerator. The question is whether this consortium constellation can be approved for the Green Accelerator program and if so, under what conditions on the part of EKF?</p>	
16	27.04.2021	<p>DK: Er det muligt at få refunderet udgifter undervejs i projektet, f.eks. dele det op i to? Det kan være ret store beløb, som skal betales af virksomheden, hvorfor en delrefundering ville være en stor hjælp.</p> <p>UK: Is it possible to get reimbursed for expenses during the project implementation, e.g. split the amount in two? It can be quite large amounts that have to be paid by the company, which is why a partial reimbursement halfway through implementation would be a great help.</p>	<p>Reimbursement during project implementation is unfortunately not possible. The Facility will reimburse 80% of expenses incurred once the project activities are completed.</p>
15	22.04.2021	<p>DK: Må en lokal kunde gerne betale de resterende 20% eller er det udelukkende virksomhederne der skal medfinansiere dette?</p> <p>UK: May a local customer pay the remaining 20% or is it only the companies that have to co-finance this?</p>	<p>The Company Alliance is to decide how to finance the project activities.</p> <p>EKF Green Accelerator will reimburse 80% of the costs, when these are duly documented and in alignment with agreed plans. Green Accelerator will not have requirements as to who pays the last 20%.</p>
14	22.04.2021	<p>DK: Så snart opgaven er færdig, som jeg har forstået det skal en faktura på alle 100% af udgifterne sendes til den primære ansøger. Opgaven skal derefter dokumenteres og sendes til EKF. Mit spørgsmål er så, regningen som sendes til ansøgeren har typisk tre måneder til at betale, skal denne regning være betalt 100% førend ansøgeren kan modtage de 80% finansiering, såfremt alt dokumentation ser fint ud. Vil EKF godkende projektet før de har ydet betalingen eller skal de også dokumentere selve betalingen? Det er jo mange penge som ansøger skal spille bank for.</p> <p>UK: As soon as the assignment is completed, as I understand it, an invoice for all 100% of the expenses must be sent to the primary applicants. The assignment must then be documented and sent to EKF. My question is then, the bill that is sent to the applicant typically has three</p>	<p>The Facility will reimburse 80% of expenses incurred once the project activities are completed.</p> <p>The applicants must be able to document that all project activities are completed and present proof of final payment for 100% of the expenses during the requested audit. This is evaluated as the most secure audit procedure for the EKF Green Accelerator to mitigate the risk of potential fraud. The Company Alliance is to decide how to finance the project activities.</p>

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		months to pay, this bill must be paid 100% before the applicant can receive the 80% financing if all the documentation looks fine. Will EKF approve the project before they have made the payment or must they also document the payment itself? It is a lot of money that the applicant must bank for.	
13	22.04.2021	<p>DK: Er ordningen omfattet af jeres åbenhedspolitik, så de projekter, der har fået støtte, bliver synlige på jeres forretningslister på et tidspunkt?</p> <p>UK: Is the scheme covered by your transparency policy, so that the projects that have received financial support become visible on your business lists at some point?</p>	Yes, if entering a Grant Agreement with the EKF Green Accelerator, EKF shall be entitled to disclose the following information: name of the Grant Beneficiary, industry, project type and project country.
12	22.04.2021	<p>DK: Den Q&amp;A, der er tilgængelig, er kun for spørgsmål her i 2. ansøgningsrunde. Er det fordi Q&amp;A'en fra første runde er blevet indarbejdet i ansøgningsguiden?</p> <p>UK: The Q&amp;A that is available is only for questions here in the 2nd application round. Is it because the Q&amp;A from the first round has been incorporated into the application guide?</p>	The Application Guide including eligibility and evaluation criteria of the facility has been updated based on feedback. Thus, the questions and answers from the 1st application round are no longer valid.
11	22.04.2021	<p>DK: Hvilke krav er der til samarbejdet mellem virksomhederne? Kan I svare på, hvorvidt et konkret samarbejde kan opnå støtte?</p> <p>UK: What are the requirements for the cooperation between the companies? Can you advise whether a specific collaboration can obtain support?</p>	There are no formal legal requirements for the establishment of the collaboration between the companies in the Company Alliance except for an MoU. Please note that the roles and responsibilities of the Company Alliance partners will be assessed and that active involvement of all partners is considered an advantage. The EKF Green Accelerator cannot advise on individual applications during the call process.
10	22.04.2021	<p>DK: Er det muligt at genfremsende en ansøgning, hvis vi skulle få afslag første gang og er der noget tidspunkt at det er bedst at søge (nu contra til efteråret).</p> <p>UK: Is it possible to resubmit an application if we should be rejected the first time and is there any time that it is best to apply (now versus fall).</p>	Yes, it is possible to resubmit an application. The Facility will be operational until the funds are exhausted, thus it is recommended to apply as soon as possible.
9	22.04.2021	<p>DK: Hvis det er muligt at opnå DKK 5.000.000 i støtte, men minimis støtten maks. Er EUR 200.000 (DKK 1.500.000), hvordan er resten af støtten så?</p> <p>UK: If it is possible to obtain DKK 5,000,000 in support, but the EU's "De Minimis state aid" support is max. EUR</p>	The maximum financial support per company is DKK 1,500,000 and DKK 5,000,000 for the entire Company Alliance (when not conflicting with EU's "De Minimis state aid" regulation). European Union's "De Minimis state aid" regulation, allows for aid of maximum EUR 200,000 to be provided from public funds <u>per company</u> over a rolling three-year period.

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		200,000 (DKK 1,500,000), how is the rest of the support then?	
8	22.04.2021	DK: Er det muligt at ansøge indenfor landbrugssektoren?  UK: Is it possible to apply within the agricultural sector?	Yes, grants can be awarded from the EKF Green Accelerator to projects in the agricultural sector.
7	22.04.2021	DK: Er kriterierne for tilskud fra faciliteten de samme som EKF generelle finansierings kriterier?  UK: Are the criteria for grants from the facility the same as EKF's general financing criteria?	No, the criteria for grants from the EKF Green Accelerator are different and more comprehensive (for all types of projects) than the criteria for "normal" funding from EKF. It is first and foremost a given that these grants go beyond EKF's "normal" business. At the same time, the facility comes with an explicit mandate from the government to support green projects.
6	22.04.2021	DK: Hvad forstås som grønne projekter?  UK: How are green projects defined	Projects that receive grants from the EKF Green Accelerator must adhere to a number of ESG and CSR minimum standards within the environment, working conditions etc. But the projects must be understood as being "green" according to the EU's taxonomy for green projects. According to this taxonomy, e.g. wind or solar farms are obviously green, while other types of projects can be defined as green because they are greener than the alternative. In that case, the relevant alternative is not the one that may already exist on-site, but the solutions that otherwise exist within the sector in question – i.e. deliveries from competing manufacturers. It will thus be a criterion for support from the EKF Green Accelerator that it is probable that the technology that is intended to be included in the export contract can be argued to be more environmentally friendly than the "average" solution from the competitors.
5	22.04.2021	DK: Kan der opnås tilskud til branding og marketing materialer?  UK: Does the EKF Green Accelerator financially support branding and marketing?	Ordinary sales and marketing cannot be support by the facility. If the envisioned activities are part of a strategic plan on how to enable the export of a mature solution – the facility can support awareness creating activities related to the specific solution. Please note that the facility cannot comment on the eligibility of costs for individual applications but only provide general guidance during the call process.
4	22.04.2021	DK: Kan der på nogen måde gives dispensation for reglen med at man skal have været registreret i mindst 3 år i Danmark?  UK: Can a dispensation be granted in any way for the requirement that one must have been registered for at least 3 years in Denmark?	EKF cannot grant dispensations on any of the requirements listed in the application guide.

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3	07.04.2021	<p>DK: Kan der ydes støtte til projekt-/ teknisk design (hvis en form for feasibility studie allerede foreligger) i et grønt fjernvarmeprojekt?</p> <p>UK: Can support be provided for project / technical design (if some form of feasibility study already exists) in a green district heating project?</p>	<p>In principle yes. Please note that it is a requirement that the development stage (maturity) of the solution, including the technology, should be proven and ready to go to market.</p>
2	07.04.2021	<p>DK: Kravet om 20% egen finansiering. Skal ordningen forstås således, at der (hvis støtte gives) efter afslutning af projektet refunderes 80% af godkendte udgifter? Kan den "store virksomhed" og SMEén selv aftale, hvem der betaler hvor meget af de 20%. Kan de 20% helt eller delvist komme fra en anden kilde.</p> <p>UK: The requirement of 20% own financing. Is it correctly understood that (if support is granted) 80% of the approved costs are reimbursed after the end of the project? Can the "big company" and the SME themselves agree on who pays how much of the 20%. Can the 20% be partially or fully covered by another source.</p>	<p>Yes, the Facility will reimburse 80% of expenses incurred once the project activities are completed. The Company Alliance is to decide how to finance the project activities.</p>
1	07.04.2021	<p>DK: Hvilke krav stilles der, for at godkende den "lille" virksomhed som en SME i relation til programmet? Kan det være en konsulentvirksomhed?</p> <p>UK: What are the requirements for approving the "small" company as an SME in relation to the program? Can it be a consulting company?</p>	<p>The definition of an SME follows OECD's definition:  <a href="https://stats.oecd.org/glossary/detail.asp?ID=3123">https://stats.oecd.org/glossary/detail.asp?ID=3123</a></p> <p>There are no requirements as to which type of enterprises can apply. Thus, the SME may be a consulting company.</p>