

## **Questions and Answers**

No.	Date of Reply	Questions	Answers
41	07.06.2023	DK: Er det hvert alliancemedlem eller kun den ledende virksomhed, der skal indsende en erklæring, der bekræfter, at støtten ikke er i strid med EU's De Minimis-principper?	Each alliance member must fill out the Declaration confirming that the support is not conflicting with EU De Minimis principles.
		EN: Does each alliance member or just the lead company need to submit a declaration confirming that the support is not conflicting with EU De Minimis principles	
40	07.06.2023	DK: Skal hovedvirksomheden indsende bevis på en eksportmængde større end 5 mio. kr. i det seneste regnskabsår sammen med ansøgningen, eller blot være opmærksom på et sådant krav og på, at det kan blive nødvendigt at fremvise på et senere tidspunkt?  EN: Does the lead company need to submit	Yes, the lead company must submit such statement with the application.
		proof of export volume greater than DKK 5 million in the most recent financial year along with the application, or just be aware of such a requirement and the fact that it might be required at at later stage?	
39	07.06.2023	DK: I tilfælde af en alliance er det kun den ledende virksomhed, der skal give den opgørelse over denne omsætning på mere end 10 mio. kr.?  EN: In case of an alliance it is only the lead that needs to provide that statement of this turnover greater than 10 mio. DKK?	The lead company of an Alliance must be able to document a turnover greater than DKK 10 million.
38	07.06.2023	DK: Hvor finder man kriterierne for den indledende ESG- og KYC-screening, som enhver ansøgende virksomhed skal kunne bestå? Og vil dette ske hos en senere stab, efter ansøgning?  EN: Where do we find the criteria for the initial ESG and KYC screening, that any applying company must be able to pass? And will this be done at a later stage, after applying?	The screening is based on the criteria outlined in the application form. Our internal experts will complete the initial ESG and KYC screening after the application has been submitted.
37	07.06.2023	DK: I kræver, at enhver virksomhed, der søger, som enkelt virksomhed eller som en del af en alliance, skal kunne dokumentere mindst fem fuldtidsækvivalenter i henhold til en virksomhedsrevideret årsrapport for det seneste regnskabsår – Da vi ikke skal vedhæfte eventuelle dokumenter om dette til ansøgningen, skal virksomheden kunne	Please see answer 35, a template will appear that tells you what you must document and attach. Including a document such as the annual audited report for the most recent financial year.



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		dokumentere dette efter anmodning senere i forløbet?	
		EN:You demand that any company applying, as a single company or as a part of an Alliance, must be able to document at least five full-time equivalent staff according to a company annual audited report for the most recent financial year – Since we do not need to attach any documents on that to the application, must the company be able to document that upon request later?	
36	07.06.2023	DK: Skal man altid fremvise dansk cvr- nummer? – for eksempel i tilfældet, hvor en af medlemmerne af konsortiummet også har udelandske enheder og et udenlandsk tilsvarende til det danske CVR.	It is a requirement that all applicants can present a Danish CVR and that they have been registered in Denmark for at least 3 years.
		Danish CVR – for example in the case when a member of the consortium also has foreign entities and registry numbers?	
35	07.06.2023	DK: Hvad er de specifikke minimumskrav til den ansøgende virksomhed eller de virksomheder, der indgår i en virksomhedsalliance?  EN: What are the specific minimum requirements for the applicant company or the companies which form part of a Company Alliance?	When you submit your application in SmartMe, a template will appear that tells you what you must document and attach. After the evaluation the committee will assess whether further documentation is needed and ask for it.
34	25.05.2023	DK: Hvordan definerer I eksport? Kan en dansk virksomhed, der er registreret i Danmark, være en del af det ansøgende konsortium, men produkterne til investeringsfasen kommer fra den udenlandske afdeling af den danske virksomhed?  EN: How is the export defined? Can a	Not entirely sure I understand the question. But yes it is possible to have an alliance, as long as there is an SME also. We sometimes see that large corporates are hesitating because of De minimis regulation (page 10 in condition overview below)
		Danish company registered in Denmark be part of the applying consortium, but the products later, for the investment phase will be coming from the polish branch of the Danish company?	
33	25.05.2023	DK: Har overgangen fra EKF til EIFO medført eventuelle ændringer til ansøgningsprocessen?	Nothing has changed.



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		EN: Has the change of EKF into changed anything in the set up for the application process?	
32	25.05.2023	DK: Hvorfor er Green Accelerator på Niras hjemmeside? Er det nu Niras, der agerer ansøger på vegne af andre virksomheder?  EN:Why is the Green Accelerator sitting at Niras website? Is it Niras now that applies for it on behalf of other companies?	Niras is helping us with different tasks regarding the Green Accelerator and also runs the application site.
31	02.02.2021	DK: Kan man godt ansøge som en alliance af 2 virksomheder, hvor det kun er den ene virksomhed som dækker de 20% af projektets budget?	In principle yes. The important part is to show that all companies in the alliance contribute in one way or the other to overcome export barriers.
		Dvs. at den anden virksomhed reelt kun får penge fra ansøgning til at bruge, uden nogen medfinansiering.  Virksomhed A og B ansøger om 100.000 EUR projekts budget.  Virksomhed A dækker 20.000 EUR  Virksomhed B dækker 0 EUR  EKF dækker 80.000 EUR  EN: Can you apply as an alliance of 2 companies, where only one company covers 20% of the project's budget?  I.e. that the other company actually only gets money from the application to spend, without any co-financing.  Companies A and B are applying for a € 100,000 project budget.	Please note that it is the responsibility of the company alliance to make sure that financial support from the EKF Green Accelerator is not conflicting with the European Union's "De Minimis state aid" regulation, which allows for aid of maximum EUR 200,000 to be provided from public funds to any business enterprise over a rolling three-year period.
		Company A covers EUR 20,000 Company B covers EUR 0 EKF covers EUR 80,000	
30	01.02.2021	DK: Vi vil gerne fremstille en demo-maskine til det tyske marked, som vil indgå i test og demonstrationer. Vi skal tilpasse maskinerne til tyske forhold, udvikle træningsmateriale på tysk, og vi vil gerne fremvise maskinerne til en messe til november. Formålet er at undersøge markedet og forberede opstart af salg i 2022. Er dette et projekt, man umiddelbart ville kunne søge støtte til?  EN: We would like to produce a demo machine for the German market, which will be included in tests and demonstrations.	The facility cannot support the development of demo machines, as the facility financially supports already tested and mature Danish export solutions, thus the solution should be adapted to the specific export market when applying.  The facility supports participation at trade fairs and final stage market analyses (not general market research) - if part of a strategic plan on how to enable export of a mature solution.  Whether the specific project can be
		We will adapt the machines to German conditions, develop training material in	supported will be evaluated based on all



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	•	German, and we would like to present the machines at a trade fair in November. The purpose is to study the market and prepare for the start of sales in 2022. Is this a project that the facility would financially support?	incoming information provided in the application.
29	25.01.2021	DK: Vi vil gerne deltage i en messe med vores produkt. "Problemet" er, at det er meget dyrt at deltage i sådan en messe – både ift. messestand og transport – men også ift. logi fordi efterspørgslen er enorm. Er dette et projekt, man umiddelbart ville kunne søge støtte til?  EN: We would like to participate in a trade fair with our product. The "problem" is that it is very expensive to attend such a trade fair - both in relation to trade fair stands and transport - but also in relation to accommodation because the demand is enormous. Is this a project that the facility would financially support?	The EKF Green Accelerator supports "High-level events related to the promotion of the specific green solution" and "Travel and accommodation" (please see terms and conditions on page 9 in the Application Guide). Participation at a trade fair cannot be a standalone activity – and this will only be financially supported by the facility if part of a strategic plan on how to enable export of a mature solution.
28	25.01.2021	DK: Vi kunne godt tænke os at køre vores produkt på demotur til f.eks. Norge eller Frankrig og på disse markeder demonstrere vores produkt sammen med et komplementerende produkt. I forbindelse med en sådan "demo-tour" vil vi afholde signifikante omkostninger. Spørgsmålet er, om der kan søges støtte til et sådan projekt?  EN: We would like to run our product on a demo trip to e.g. Norway or France and in these markets demonstrate our product together with a complimentary product. In connection with such a "demo tour", we will incur significant costs. The question is whether support can be sought for such a project?	Ordinary sales and marketing cannot be supported by the facility. If the demo tour is one component of your application - and part of a strategic plan on how to enable export of a mature solution - the facility can support awareness creating activities related to the specific solution.  Please note that in most instances, it will be considered an advantage if the application is targeting one single export market as it shows focus and enables the applicant to clearly define what the identified export barriers are.
27	22.01.2021	DK: Vores virksomhed leverer bæredygtighedsrådgivning i ind- og udland. Mit spørgsmål til jer er, om man kan få støtte til udvikling af rådgivningsopgaver?  Mulige tiltag kunne være:  Udvikling af opgaver med partnere i udviklingslande  Etablering af partnerskaber med større europæiske firmaer –som vi over tid kan høste store kontrakter sammen med  EN: Our company provides sustainability advice at home and abroad. My question to	The EKF Green Accelerator cannot support the development of advisory assignments nor the establishment of partnerships. The facility financially supports already tested and mature Danish export solutions, thus partnerships and the solution should be clearly defined when applying.



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		you is whether you can get support for the development of advisory assignments?  Possible initiatives could be:  Development of assignments with partners  Establishment of partnerships with major European companies - with which we can win large contracts over time	
26	20.01.2021	DK: En virksomhed tilbyder en specifik service som ingen anden virksomhed kan levere. Der er 2 ansatte – der står i reglerne, at man skal være 5 ansatte. Hvordan forholder I jer til det? Kan der gives dispensation? I TC sammenhænge er virksomheden en almindelig SMV.  EN: A company offers a specific service that no other company can provide. They have 2 employees - the rules say that you must have 5 employees. Is it possible to obtain a dispensation? In TC context, the company is an ordinary SME.	EKF cannot grant dispensations on any of the requirements listed in the application guide.
25	20.01.2021	DK: Jeg har læst en del på jeres nye Projektmodningsordning – Green Accelerator. Ansøgningen skal blandt andet indeholde:  • Memorandum of Understanding • Declaration confirming that the support is not in conflict with EU De Minimis • Letter from a relevant Danish representation (optional)  Har i udarbejdet standardiserede templates for disse eller skal virksomhederne til ansøgningen selv udarbejde og underskrive dokumenterne?  EN: I have read a lot about your new project facility – the EKF Green Accelerator. The application must include: • Memorandum of Understanding • Declaration confirming that the support is not in conflict with EU De Minimis • Letter from a relevant Danish representation (optional)  Have you prepared standardized templates for these or do the companies for the application have to prepare and sign the documents themselves?	Memorandum of Understanding (MoU). There is no standardized template developed. The MoU should express a convergence of will between the parties to form a company alliance and apply for financial support through the EKF Green Accelerator, though there are no formal requirements to the content.  Declaration confirming that the support is not in conflict with EU De Minimis. The template should be downloaded through the application portal when filling out the application form.  Letter from a relevant Danish representation. There is no standardized template developed.



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24	20.01.2021	DK: Jeg er kommet i betragtning i to spændende projekter til EKF Green Accelerator. Er det muligt at være med i to projekter eller er det maksimum et projekt per virksomhed?  EN: I have been considered for two exciting projects for EKF Green Accelerator. Is it	Yes, it is possible to participate in more project applications. This applies both if your question concerns i) being part of more than one company alliance, and ii) if proposed as service provider in more than one application.  If being part of more than one company
		possible to participate in two projects or is there a maximum of one project per company?	alliance, please note that the financial support from the EKF Green Accelerator must not conflict with the European Union's "De Minimis state aid" regulation.
23	19.01.2021	DK: Jeg forstår jeres svar således at der skal være det der svarer til 5 fuldtidsansatte. De 5 ansættelser kan godt være fordelt på 12 ansatte, og der er heller ikke krav til at alle ansatte får løn - der kan altså godt indgå ulønnet arbejde i optællingen. Hvad er jeres dokumentationskrav til ansættelser - hvordan måler i det?  EN: I understand on your answer that there must be what corresponds to 5 full-time employees. The 5 employments may well be divided between 12 employees, and there is also no requirement for all employees to receive a salary - so unpaid work may well be included in the count. What is your documentation requirements for employment - how is that counted?	EKF will review the number of employees stated in the uploaded annual audited reports to verify whether all companies in the alliance fulfil the minimum requirement of five full-time equivalent staff. EKF will only consider the number of employees stated in the annual audited report and will not assess the auditor approved method chosen to calculate the number of employees. EKF will not request further documentary proof.
22	15.01.2021	DK: Vi er i tvivl hvorvidt vores partnervirksomhed lever op til kravene om 5 fuldtids ansatte i sidste regnskabsår. De har haft 12 ansatte det sidste år, og 5.5 har arbejdet fuldtid. Det har dog været ulønnet for 3 af dem, og derfor tæller de ikke med i ATP grundlaget som ofte er den måde man måler "antal medarbejdere" på.  EN: We are in doubt as to whether our partner company meets the requirements of 5 full-time employees in the last financial year. They have had 12 employees in the last year and 5.5 have worked full time. However, it has been unpaid in 3 of them, and therefore they do not count in the ATP basis which is often the way to measure "number of employees".	All companies in the alliance must have had five full-time equivalent staff according to company annual audited report for the most recent financial year. This documentation requirement has now been updated in the Application Guide.



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21	15.01.2021	DK: Hvordan ser I på kravet om at firmaer skal have været registreret i Danmark i minimum 3 år i de tilfælde hvor et firma er et spin-out af et andet firma? Er det vigtigt at firmaet med det konkrete CVR-nummer har eksisteret i 3 år eller er det vigtige blot at man har opereret som firma med det givne forretningsområde (registreret i DK) i minimum 3 år - altså underordnet at man inden for de sidste 3 år så har valgt at udskille en del af forretningen i et selvstændigt firma? (ref: "All companies in the alliance have been registered in Denmark for minimum 3 years")	It is a requirement that all companies in the alliance have been registered in Denmark for 3 years - thus the company with the specific CVR-number must have been registered for 3 years.
		EN: How do you view the requirement that companies must have been registered in Denmark for a minimum of 3 years in cases where a company is a spin-off of another company? Is it important that the company with the specific CVR number has existed for 3 years or is it important just that you have operated as a company with the given business area (registered in DK) for a minimum of 3 years – i.e. subordinated that you within the last 3 years have chosen to separate part of the business in an independent company? (ref: "All companies in the alliance must have been registered in Denmark for minimum 3 years")	
20	15.01.2021	DK: Jeg skriver med et spørgsmål omkring EKF Green Accelerator, om kravet: Alle virksomhederne i alliancen skal have været registreret i Danmark i minimum 3 år og beskæftige, hvad der svarer til mindst fem fuldtidsansatte i det seneste regnskabsår. Vi har 3 ansatte i DK, 1 i Norge, 1 i Australien og et par associerede i Indien. Vil dette kunne tilfredsstille kravet? Og hvis, hvordan dokumenteres det?  EN: I am writing with a question about EKF Green Accelerator, about the requirement: All companies in the alliance must have been registered in Denmark for a minimum of 3 years and employ what corresponds to at least five full-time employees in the most recent financial year. We have 3 employees in DK, 1 in Norway, 1 in Australia and a few associates in India. Will this be able to satisfy the requirement? And if so, how is it documented?	All companies in the alliance must have had five full-time equivalent staff according to company annual audited report for the most recent financial year. This documentation requirement has now been updated in the Application Guide.



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19	11.01.2021	DK: Hvordan er rapporteringskravene? EN: What are the reporting requirements?	EKF uses a very simple reporting format that companies are asked to fill out. If the project duration is less than 6 months, there is only a final report (in connection with the companies' reimbursement request) at the completion of the project. If the project activities run over more than 6 months, EKF asks for a mid-term progress report in a similar format.
18	11.01.2021	DK: Er der begrænsninger til hvilke lande eksporten er til?  EN: Are there restrictions on which countries the export is to?	No, there are no geographical requirements. EKF does assess the creditworthiness of (the possibilities for achieving financing) the country and the buyers. Also, it is considered an advantage if the proposed business solution is aligned with the strategic engagement by the Danish government at the specific export market. If there are poor financing opportunities in relation to the expected export, and/or poor coherence with existing government cooperation, fewer points will be allocated in the assessment.
17	11.01.2021	DK: Kan leasing af udstyr evt dækkes? I.e. hvis vi eller lokal partner selv investerer i pilotsystemet og leaser det ud?  EN: Can leasing equipment possibly be covered? I.e. if we or a local partner invests in a pilot system and leases it out?	Leasing equipment is just another way of financing "hardware", so it applies in this context that the cost of hardware shall not exceed more than 30% of the total sum applied for through this Facility.
16	11.01.2021	DK: Kan partneren være et udenlandsk firma?  EN: Can the partner be a foreign company?	No, the companies in the company alliance must be registered in Denmark (and must have been registered in Denmark for minimum 3 years and have had five full-time equivalent staff in the most recent financial year). The company alliance is allowed to propose foreign-registered companies as advisers/consultants. The costs for this are then part of the budget, for which you can obtain an 80% subsidy.
15	11.01.2021	DK: Er der krav om skabelse af et bestemt antal jobs eller eksportordrer?  EN: Are there requirements for job creation or export orders?	No, but at the time of EKF's commitment, it should be plausible that the project activities will generate export volume 10 times the grant value, within 24 months from the time of project start. If the export orders do not come through, it's just a shame - EKF will not claim the subsidy back.



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14	11.01.2021	DK: Skal kravene til Lead Applicant på	No, these are two separate minimum
		mindst DKK 5 millioner eksisterende eksport og total omsætning på mindst DKK 10 millioner forstås som et krav på mindst 50% eksport i forhold til omsætning?  EN: Should the requirements for Lead Applicant of at least DKK 5 million existing exports and total turnover of at least DKK 10 million be understood as a requirement of at least 50% export in relation to turnover?	requirements; i) The lead company shall be able to document turnover greater than DKK 10 million according to company annual audited report for the most recent financial year, and ii) The lead company shall document export volume greater than DKK 5 million in the most recent financial year. It is okay to have a turnover of DKK 50 million and exports of DKK 5 million.
13	11.01.2021	DK: Hvis en start-up virksomhed skal søge om midler gennem EKF Green Accelerator, kræver det en alliance med en Lead Applicant som opfylder modenhedskravene?  EN: If a start-up company is to apply for funding through the EKF Green Accelerator, does it require an alliance with a Lead Applicant that meets the maturity requirements?	Yes, but that in itself is not enough. Lead Applicant must meet additional maturity requirements (at least DKK 10 million in revenue and at least DKK 5 million in exports) and all companies in the alliance must have been registered in Denmark for minimum 3 years and have had five full-time equivalent staff in the most recent financial year.
12	11.01.2021	DK: Støtter ordningen f.eks. virksomhedernes erhvervelse af nye certifikater (validering af allerede eksisterende produkter) som vil gøre det muligt at eksportere bredt ud i store markeder?  EN: Does the scheme support e.g. the companies' acquisition of new certificates (validation of already existing products) which will make it possible to export widely to large markets?	No, it sounds like a regular operating expense that the company itself has to bear.
11	11.01.2021	DK: Skal ansøgningen omhandle kun et marked, som allerede er defineret? dvs. evt. tilskuddet går kun til det marked? Eller har virksomhederne muligheder for at ansøge om flere markeder?  EN: Should the application cover only one market that has already been defined? i.e. possible subsidy only goes to that market? Or do companies have the opportunity to apply for more markets?	There are no requirements for the maximum number of export markets to be included in the application.  In most instances, it will be considered an advantage if targeting one single export market as it shows focus and enables the applicant to clearly define what the identified export barriers are.  Companies can be part of more than one company alliance and may submit more than one application, as long as the support is not conflicting with EU De Minimis principles.



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10	11.01.2021	DK: Skal begge virksomheder i alliancen have haft noget med defineret marked på forhånd, eller kan den nøjes med at kun en af virksomhederne har haft noget med markedet at gøre?  EN: Should both companies in the alliance have had something to do with a defined market in advance, or will it be sufficient that only one of the companies has had something to do with the market?	It is not a requirement that all companies in the alliance have been or are active in the export market. It will be considered an advantage if all companies in the alliance are active in the market.
9	11.01.2021	DK: To virksomheder der danner alliancen vil formentlig have to IKKE identiske produkter. Kan en af virksomhederne være en leverandør til den anden ledende virksomhed?  EN: Two companies forming the alliance will probably have two NOT identical products. Can one of the companies be a supplier to the other leading company?	In principle yes. It will be considered an advantage if all companies in the alliance are independently active in the market (cf. previous question), i.e. that all companies are experiencing their own independent export barriers (and not just facing challenges because of the lead company).
7	21.12.2020	DK: Skal de 30 mio. dække både modningsprojekter og udstationering af finansieringsrådgivere?  EN: Should the 30 million. cover both preparatory business activities and the posting of financial advisers?	The DKK 30 million is the amount expected to be available for preparatory business activities under the EKF Green Accelerator. Thus, the amount for posting of financial advisers is not included in the DKK 30 million.
6	21.12.2020	DK: Når tilskuddet udbetales ved projektets afslutning, kan eksportkaution så benyttes, hvis ansøgerne har brug for en bridgefinansiering?  EN: When the subsidy is paid at the end of the project, can an export guarantee be used if the applicants need bridge financing?	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. Please refer to EKF for future financing opportunities following the end of the project. The possible granting of an export guarantee (kaution) will be an independent decision, based on the creditworthiness of the individual companies. An export guarantee cannot be granted to an alliance.
5	21.12.2020	DK: I skriver, at alliancen <i>bør</i> bestå af mindst én SMV, men er dette et krav?  EN: You write that the alliance <i>should</i> consist of mininum one SME, but is that a must?	The Company Alliance must consist of minimum two companies registered in Denmark, of which one must be a SME. The wording has now been corrected in the Application Guide.
4	21.12.2020	DK: I stiller krav til ansøgernes omsætning, eksportandel mv. men jeg læser ingen steder, at I tager stilling til deres kreditværdighed?	EKF does not assess the creditworthiness of the applicants as such – but assess their capability to implement the project. However, EKF does assess the creditworthiness of the buyer and his home country.



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140.	Succ of Reply	EN: You set requirements for the applicants' turnover, export share, etc. but I do not read anywhere that you take a stand on their creditworthiness?	MISWEIS
3	21.12.2020	DK: Jeg undrer mig over, at I har placeret 3. ansøgningsrunde i sommerferien?  EN: I am surprised that you have placed the 3rd application round during the summer holidays?	The current date for the third application round is still tentative and will be updated in 2021.
2	21.12.2020	DK: I tildeler point ud fra bl.a. landeklasse. Hvad får så flest point; LKO eller LK7? / UK: You award points based on, among other things, country class. What then gets the most points; LKO or LK7?	Low risk countries per se are not better than high risk countries, but the Application will receive additional points if the project activities are targeting export to a country/countries to which EKF can offer the necessary financing if the export should be realized after completion of the project. This has now been clarified on page 19 in the Application Guide.
1	21.12.2020	DK: Findes der en samlet oversigt over regeringens/UMs strategiske prioriteter?  UK: Is there a comprehensive overview of the government / MFA of Denmark's strategic priorities?	It is up to the individual applicants to investigate and argue in the Application Form how the solution is aligned with the strategic engagements by the Danish government on global markets (e.g. fit with Danish strongholds and with active engagement in the area by Ministry of Foreign Affairs or other Danish government agencies). As strategic engagement is understood in its broadest definition, the Facility does not have a comprehensive overview.