

How can low carbon technology developers get funded in the Netherlands?

Webinar transcript – July 8



The **Hague.**

Business Agency

◆ The Impact
The Business
The **Hague.**

The Hague Business Agency - 8 July

Webinar - transcript

Philip Mulder: Hi, good morning, everybody, or afternoon for our audience. Thank you very much for joining today's webinar. Before I start, I've got some practical announcements to make. Nothing new. As I assume that most of you are already experienced webinar attendees. Your microphones will be muted during the presentation, but you can submit your questions through the Q&A box below, we have reserved about half an hour for a Q&A session at the ends. Recording of today's webinar will be available and shared with you via e-mail. I can also be found on our website. This is agency, not The Hague dot com. You're, of course, very welcome to reach out to me or our speakers after the webinar to ask more questions or any other supports. And during the webinar, we will run several posts to receive your feedback. A short introduction from my side. My name is Phillip Mulder. I'm a Business Advisor for New Energy sector at The Hague Business Agency. For those who don't know The Hague Business Agency is a publicly funded organization that helps foreign companies to expand their business to The Hague, quite often to run their local European or sometimes even global operations from here. We help them during their initial search for a new location, but also in the landing process, where we connect them to local service providers such as accountants, lawyers and real estate agents. And after they've settled, we stay in touch to see how we can help. We're also part of the Invest in Holland Network. Our national body, the Netherlands Foreign Investment Agency, has offices all over the world. I believe twenty nine of them. We can connect you to those people as well. At The Hague Business Agency, we work with a sectoral approach. My focus area is new energy. And that's what why I'll be moderating today's webinar. Working in the energy industry for about eight years now. It's great to see that the industry always has been and still is a very innovative sector. I know that some of you are working on a single technology, but some of you are also working in the conventional energy industry and you're trying to diversify your activities to energy solutions that are more sustainable. Of course, for the environment, but also financially in order to secure your future business case. Many of these developments and innovations are working on a very time and cost consuming. And luckily, there are several solutions to help these companies financially. But publicly as well as privately and in a series of webinars, we want to outline some of these instruments. Today, we're going to talk about national public funding. And a future episode will touch other topics, such as regional funding, European programs, venture capital, private equity. Today will kick up its public instruments installed by the Dutch government. There are literally dozens of programs available which could be impossible to cover in an hour. Luckily, our speakers have therefore selected a few of them that are relevant for companies in the energy industry and carbon inducing industry.

00:05:00

Philip Mulder: Moving forward today, I see we've got an audience that reached from the Netherlands to India, some other European countries and all the way to China. Well, for all the foreign companies, I think it's a very nice introduction on which financial benefits are available. Obviously, these benefits are already accessible to. But you are not here to listen to me. So let's move on to today's speakers. We have two speakers and both work for the Netherlands Enterprise Agency, RVO in Dutch. We've got Rene Kamphuis, who is coordinating a small and medium enterprise financing. He will talk to some of the available financial instruments. And after a short intermezzo with poll questions, we will move ahead with a second presentation with Martin Otten, who is senior adviser energy.

The Hague Business Agency - 8 July

Webinar - transcript

00:05:50

Philip Mulder: Before we move to Rene, we'll have a short introduction video about RVO.

00:06:05

Video text: Why is the Netherlands such an entrepreneurial country? Why are we successful internationally, a global leader in the agricultural sector? Well known for our innovative power and keep focusing on sustainability. Needless to say, entrepreneurship runs through all of us. There is more. The Dutch government dedicates itself to an excellent business environment for which the government departments outline their policies. Netherlands Enterprise Agency is assigned to carry out this policy.

Our staff creates a global bridge between companies, knowledge institutions, financial organizations and governments, authorities. We deliver expertise regarding countries or sustainable solutions. We advise on the subjects of financial and fiscal programs and creates a level playing field through the implementation of laws and regulations. Netherlands Enterprise Agency is commissioned by the Dutch government. EU municipalities and provinces for entrepreneurs as well as private individuals. We are proud to cooperate with many partners to make the Netherlands stronger and more sustainable. We are the Netherlands Enterprise Agency.

00:07:45

Philip Mulder: All right. That's a nice introduction about the Netherlands Enterprise Agency. I guess it's up to you, Rene. Please go ahead.

00:07:53

Rene Kamphuis: OK. Thank you. First, a warm welcome to everybody who is attending this webinar. Very pleased to hear that from all the countries over the world. And while my role today is to highlight two financial instruments that are not specifically used for energy projects, but in technical development projects in general, later on, my colleague Martin Otten will highlight some other instruments that are more specific for the energy sector. But I will focus on, first of all, the proof of concept funding and proof of concept funding is actually set up for one specific situation. As you may know that the Dutch government has a lot of instruments available, but we are never competing with commercial or private financial institutions. So we always try to seek out where in the financial landscapes are the missing parts. And one missing part that may be very recognizable in the proof of concept funding goal is the situation where you have an idea. And that is exactly the time that you want to apply for this instrument. This idea, you speak to a lot of people about this idea and they get enthusiastic. And later on, you speak to an investor. And what does this investor say? You can come back when you have something to show me that I can touch, that I can see. But I'm not going to invest in an idea. So that is the situation basically where the proof of concept funding can be a solution. So what is necessary to know?

We have to have this investor alongside the proof of concept funding. So you cannot apply for this instrument if you are not. If you don't have an investor yet or you have to look for one in the beginning, he has to be or she has to be available, because that is the one that you have to convince with your proof of concept. So with the money from the proof of concept funding, you can realize a proof of concept with the main goal to convince this investor. First of all, you are capable of producing this

The Hague Business Agency - 8 July

Webinar - transcript

proof of concept and that the proof of concept is also technically viable. This sets the role of the investor is very important because he or she has to give the outlines, the features of this proof of concept. So that is very important that you have the investor ready and you have to be aware that you can only apply for proof of concept funding if you can realize this proof of concept within a budget of three out of fifty thousand euro. If that is very well something some entrepreneurs say it's a bit childish. But what we say is that 350 is really the maximum. So if the proof of concept funding, a proof of concept will cost you 350.000 euros, you cannot apply for proof of concept. You have to look for other kinds of support. So basically, the three things that are necessary to remember about this instrument is 1).the situation. So to convince an investor, that has to be the main goal of the proof of concept. The investor has to be ready to wait for you to finish the proof concept, and the investor is going to have to sign a letter of intent for the same amount that you get. 2). The proof of concept funding. So, for instance, if you ask for two hundred to 200K in proof of concept funding, the letter of intent should mention that the investor will take up the next stage of development for the same to earn 200K. So that is basically what's proof of concept funding is about.

If you want to talk about TRL levels, technical readiness levels. It's from the stage zero or one. You can have done some feasibility studies, for instance, until four or five. That is basically the scope of proof of concept funding. The other instrument I want to mention, and it's also used quite often for energy projects, especially when they're highly risk for in development and also new and innovative in technology is the innovation credit. This instrument works a little bit different. You also have to have an investor alongside the project funding, but the investor has to go invest from the beginning and the beginning is a proof of principle. So you start with the proof of principle. And the end of the project is as well, an economic and a viable product. So your first economic prototype that you can sell to customers or you can run activity as an economic unit. So it covers the whole development of an innovative product or service. What is good to know is that here the TRL levels are from two hour three until 9:00, so nine is the last stage where you're going commercially. Only the technical development costs can be within the project budget. And that is something we support. It is about technical risk for projects. Something that is being established by merely engineering and building are not eligible for this instrument. You have to look for other possibilities. So this is only for experimental development projects. The minimum project costs for innovation credit is 150K euros. And the maximum parts that innovation credits can invest in your project is 10 million euros. It is a project for also the bigger development projects.

What percentage of the project costs you can receive? Depends on the size of your business. If you are a small business, you can apply for 45 percent of the project costs.

If you are a medium business. Let's say from 50 employers, up to 250 employers, you can apply for 35 percent of innovation credits. And if you are a big company, 250 employers and more, you can apply for 25 percent of innovation credits. And the investor or investors or it doesn't even matter where the money comes from. So the other side, besides interfacing credit, has to be ready before you apply with innovation credits. During the application phase, you have to settle with your investor and signed the letters of intent and make sure that the financial part on your side is filled in. Those two instruments are a general development support instruments, not specifically for the energy

The Hague Business Agency - 8 July

Webinar - transcript

sector, but they are used a lot by energy projects because of the technical development part of it. Otherwise we don't have a lot of criteria that your projects should apply to. These were the two instruments I wanted to highlight. So back to you, Philip.

00:17:43

Philip Mulder: Rene, thank you very much for talking about these instruments. Interesting to see that the proof of concepts, funding and innovation, credit both focus on different TRL levels or at least at a different range. That's great to see. I'm also curious for you audience to see whether or not you knew about these financial instruments. So therefore, I want to run a little poll which should pop up in a few seconds. So there are two questions. Were you aware of these financial instruments yet? Fully aware. I knew some of them are not aware until this webinar. And the second question is, do you believe that any of these financial instruments may be of interest to your company? Yes. On the short term, medium or long term, maybe. It depends on the development of our business. And no, we do not meet the requirements for these instruments. In the meantime, I do have a question for you, Rene. How many companies actually apply for these kind of programs this year?

00:18:41

Rene Kamphuis: Although a lot of money is available, yes, we have a total budget of 60 million and 60 million euros is divided in 30 million for technical projects and 30 million for clinical projects.

And while we process around 450 quick scans per year that are the first contacts with companies that want to apply for innovation credits, you can fill in a quick scan. So you just answer a few questions and we will contact you to discuss your projects and discuss also the possibilities of funding within the innovation credits from the forum, the 50 % that send in a quick scan, maybe 30 % gets a positive result. So my advice is to do an application. And then again, I think about thirty percent of this group will receive, in the end, an innovation credit. So it's about 50 companies that receive innovation credits every year.

00:19:59

Philip Mulder: Okay, that's great to see that. It's such a substantial program. Let's see if we have some poll results already. What do we see?

Where you aware of these instruments words? It's clear that most people didn't know about these instruments. So I see this is new information for the audience. And quite a few companies think this might be interesting for them on the short term medium or and sometimes it depends on their business. So that's great to see. Well, it's I guess it's time to move over to you, Martin. Martin, we'll walk you through subsidies and tax incentives for companies in the energy industry. So the floor is yours, Martin.

00:20:39

Martin Otten: Hello, good morning to everybody. I'm Martin, working at the Netherlands at the Netherlands Enterprise Agency since 2007. And I'm making arrangements and applications and also like Rene. I gave a lot of information now during this webinar and other conferences, where I tell something about two kinds of instruments of feel that the tax Instruments 3F and especially they have a lot of programs, but I will show in on two subsidy programs and three tax incentive programs.

The Hague Business Agency - 8 July

Webinar - transcript

What is very useful for you? You can go to our website. We have also English version of these programs. You can look at all the programs we have and you can use several filters, for instance, on this slide. You see a filter. I'm looking for shipshape program when you fill in and you can find saving energy. And when you choose that, you will find five programs. So very useful. Philip, I think you will send a different important link on that on the last sheet at the end of the webinar. But I think all the attendants will receive that by e-mail. I think that was the meaning of it.

00:22:29

Philip Mulder: Definitely after the webinar, everybody will get a complete package. So we'll include the contact details, the recording of the webinar, and a very nice, comprehensive document, where you can find all the subsidies. That document is in Dutch, but if you have any questions, just get in touch with us and we'll help you through it.

00:22:46

Martin Otten: Let's go to the next slide. We have three fiscal incentives program, and the first is the **investment allowance**. If we want to gain two tax benefits for your company. Look at or energy efficient. Allowance you pay less tax. When you invest in energy efficient technology and in sustainable energy. And the **average tax reduction is about 11%**. So this lowers your energy bill. The difference between fiscal incentives and the subsidy program is, that's for fiscal incentive, you don't get money, but you pay less taxes. That's very important. In these programs, you get really the money on your bank account. Another fiscal incentive. That's the **environmental investment deduction**. If you're an entrepreneur and you want to benefit from a tax scheme for investing in environmentally friendly technology, you may be eligible for the environmental investment that you can also download from the list.

You see the pictograms on the right side of the slide. We have it also in English. These two fiscal incentives that you do in investments, so you get a reduction to pay taxes about it. And the third one, **that's the research and development tax credits**. We have also a manual in English and Dutch. We call it the WB. That stands for that before ordering spere. The R&D tax credits incentive and if you wish, it carries out research and development projects, you may be able to make use of this research tax credits and you can use it for two different kinds of projects. The first category, this, that is a development projects and this discourse and development of a technically new physical product or physical production process or development developing a software. The second category, that's the technical scientific research projects.

This category covers the explanatory reshoots of a technical nature. Especially for start-up companies, we have other conditions. These conditions are very complicated and I will refer to our websites and our manual. These are the three fiscal instruments from RVO. There are a lot of other fiscal instruments, but that's not from RVO and it's not mentioned in this program, but it's always possible. I think, Phillip, you have also got connections, contacts with colleagues of the NFIA, when you have the intention from abroad to come to the Netherlands to get more specific informations of other fiscal incentives, not from RVO, but from our government. And subsidy with very a lot of subsidy programs that I will mention two programs. The subsidy programs are based on technology readiness levels. This is a program for me, innovation, promotion, region and job sectors. We have three types of it.

The Hague Business Agency - 8 July

Webinar - transcript

First is the knowledge vouchers. That's a voucher. You can buy some knowledge from university. The other category are feasibility projects. You can use feasibility projects for research, for example, justice research. You can also use it, uh, foreign patent research. You can also use it for exploration of the markets. And the final one of this program is the research and development collaboration projects.

We have small and large projects and it's depending what small and large is, depending on how big your company is. An arrangement that you really get the money. And when you apply the resume and positive judgment about this subsidy that you get the money in your bank account.

That's subsidy specific for the top sector. Energy and name mentioned that phrase, financial instruments are meant for in general for all topics. Not really for energy. And that's also for the R&D tax credit instruments. But this is a program that they have one hundred and thirty million subsidy this year in the field. Six mentioned to you below six areas. You can get the money of a maximum of six million. That's really a lot of money. Maybe you can show me next slide, Philip. This is an overview of old instruments. We have 9 instruments and we have also a lot of team teams and also sub teams. I will explain, the colours of the programs are in green letters. That means that at this moment the programs are open. You can apply for them. The programs in the red letters are closed at this moment. We expect that these programs will be back in 2021. We have two types of projects, and it's also depending of the technology readiness level in the beginning. The idea is that first it's level one and proof of concept level two. But this instrument is mentioned in four levels, five, two and nine. The pilot project is meant for TRL levels five, six, seven. The other category that demonstration projects, that's before you go to the market. And that's the last phase of the TRL level. It's eight and nine. Within this demonstration industry, climate innovation, we have line teams and also a lot of sub teams and the most popular team at this moment is the team Circular Economy. You can get a maximum of six million for that. Within the circular economy, we have 3 sub teams. We have recycling, the reuse of waste and repair. And finally, on the use of bio waste, raw materials. That's what I want to tell you about the demonstration, energy, climate, innovation. On the Internet, you find a lot of more information about these arrangements and also the other ones mentioned in the table. But we have put together a list of useful links, which Philip will send to all of you after the webinar.

00:33:48

Philip Mulder: Definitely. Thank you very much Martin, for your walk through all these programs. It's quite a few of them. It's very understandable that you can't cover all of them in such a short amount of time. But of course, people, again, can get in touch with you and documentation that we will send to you afterwards. Great to see that these subsidies are also focused on different TRL levels and that some of them already active. The same question to the audience about these subsidies and tax incentives. I'd like to run another poll to see whether or not you knew about this. So were you aware of these subsidies and tax incentives?

00:34:47

Philip Mulder: In the meantime, Martin, you elaborated on the top sector energy sector budgets of about 130 million and that companies can get just 6 million euros, which is a lot of money. Are these programs mostly used by large companies or is it accessible for small and medium enterprises?

The Hague Business Agency - 8 July

Webinar - transcript

00:35:08

Martin Otten: Both of them. In practice we see most of the applications by an consortium of companies. Very often in the consortium there is a university, but also a big company or a merchant F or even a multinational, but also small companies only wish two or three people working in that company.

00:35:36

Philip Mulder: OK, Martin. That's great to hear that it's accessible for a lot of companies. Do we have some poll results already? Here again, we see that just 18 percent was fully aware of this program. So it's good that we've been talking about it a little bit and quite a few companies think they might need it on the short term, medium long term. And yes, sometimes it depends on the business.

Nobody is not interested. So that's a good sign and a good way to go. All right, everybody, I think it's time to move over to the Q&A. Let's see if we got some interesting questions from the audience. The first question is referred to me. If you were referred to foreign companies, do we help foreign companies? The Hague Business Agency, it's installed to help foreign companies to land in The Hague. But, of course, you can always get in touch with us. We've got a great network within the Netherlands. We closely collaborate with the municipality. We can get you in touch with start of scale up support, such as Impact City. So if you have any questions, just try to get in touch with us. Obviously, all of our FFT programs are for non-Dutch companies, so they can always help you out.

00:36:48

Philip Mulder: Another question I've got from Paul Decker. What are the requirements for a referral investor? Private, individual or company? I guess that's a question to you, Rene. Yes, I think so.

00:37:03

Rene Kamphuis: I will explain about the investor with a proof of concept funding and the investor at inefficient credit, because they are different in our assessment for the proof of concept funding. We actually only accept a seasoned, that is with experience. Private investor or an investment agency or a private investment company could even be the regional development companies.

The difference that could apply for proof of concept funding after the proof of concept is finished. What we do not want here is other than an investor like this. So we don't want your family to be part of the investment afterwards. We don't want your neighbour, who won the lottery. We also don't want, for instance, a future customer or a distributor for your products or so, the only relation that the investor can have regarding to your projects is based on the return on the investment. That's the only investor that we seek here.

With innovation credits, we are not that harsh. There you could have your neighbour, who won the lottery. So that is possible. The only requirement there is that your part of the project costs is available at the moment, that we are going to decide to apply the inefficient credits for your project.

00:39:13

Philip Mulder: Next question that could be maybe explained together with this one. It's from an anonymous attendee concerning invasion credits that could be leveraged as co-funding for other subsidies.

The Hague Business Agency - 8 July

Webinar - transcript

00:39:30

Rene Kamphuis: At a proof of concept funding, it is not allowed to have any other subsidies or financial support for the proof of concepts. We provide 100% of the funding there for innovation credits. It's also the same for proof of concept funding. Those are both subsidies by law. I always say that they are subsidies in the form of a loan. That means that you cannot combine innovation credits, for instance, with other subsidies. Well, it could be, but it will be corrected for the amount of subsidy that you get from another party like France's the province. You could get 25% from the province for this projects. Let's say you're a small business, so you can apply for 45% of the total project costs. If you have to 25% from the province, you can only get 20% from innovation credits. That adds up to 45%. It is possible to combine, but you have to take in mind that we only go to 45% with innovation credits.

00:40:53

Philip Mulder: Thank you very much, Rene. I hope your question was answered.

00:41:02

Martin Otten: I can also answer this question.

Philip Mulder: Yes, please. Go ahead.

Martin Otten: Let's have a look. Small letters. It's from Roya Zang. Do we have any subsidies for hydro hydrogen energy? Yes. Within the day program, the demonstration, energy and climate innovation. We have several themes. And one of the teams it's mentioned in the table was green letters, the team flexibility of energy systems and for instance, hydrogen. It's mentioned in the slide. So for Mr. Zang, yes, we have.

00:41:52

Philip Mulder: OK, that's great to hear. I actually do have another question about the same topic, because you're saying explain to a Chinese company, specialists in hydrogen fuel cell applications, and they want to find partners in the Netherlands. So would it be possible for them to use any of these subsidies in the Netherlands and deploy their technology later in other countries?

00:42:16

Martin Otten: Do you mean that if it is possible that a foreign company can ask for a subsidy program in the Netherlands to work on their technology? But can this technology later be deployed to other countries or has everything to be focused on the Netherlands and which energy?

I think that's very difficult. I don't think that there is any chance. You can apply and you can read it in a project plan. That offset project is finished. That's the subsidy. Receiver go back to his country then. I think there is no chance that you can get subsidy, but.

When it's a Dutch company with a subsidiary in the Netherlands then it's possible. Like Philips, it's a multinational Philip Dutch company. When Phillips applies to RVO and their projects are carried out in a foreign country, then it's possible. But it's also depends on the program for the WBSO and other conditions. There is no general answer to it. It really depends on the program. How we shape it, it must be a benefit for the Dutch company that shouldn't condition for the energy instruments.

The Hague Business Agency - 8 July

Webinar - transcript

00:44:17

Philip Mulder: That's clear. In the future you have any of these plans, just get in touch with you or NFIA. We can always look to separate cases to see how we can perform best for you. Another question about engineering. Have we covered that already? No, we haven't.

00:44:44

Rene Kamphuis: If you can if you can draw it, for instance, in a 3D model and you can go to a construction company that is going to make it for you, then we don't see it as an experimental technical development projects. Those kind of projects have one thing in common, they are not technical risk full, because everything you think of. In theory, you can draw it up. You can have some measurements. You can have some, for instance, strength assessments and also material choices that you have to apply. But those are not, the technical risk full for projects that we mean by experimental development.

00:45:37

Philip Mulder: Thank you. I've got another question from Cecelia. She just wanted to confirm from Rene that large companies above 250 person. So would they only be eligible for up to 25%?

00:45:49

Rene Kamphuis: Yes. For innovation credits. Yes, that's it's a 25%.

00:45:54

Philip Mulder: OK. Thank you. Another question from IJA. Are these available to foreign companies wanting to invest in the Netherlands? Well, to the both of you, what I think this was already answered by Martin. If you start a Dutch subsidiary in the Netherlands, you will be eligible to apply for any of these schemes. So that would be a heart requirement in this case.

00:46:21

Rene Kamphuis: Yes. And also for proof of concept funding, innovation credits is only available for Dutch companies. So also the question of Sabina can be answered that all the quick scans that we receive are from Dutch companies.

Martin Otten: Now for the top sector energy instruments, all entrepreneurs in a partnership will want to be eligible for a subsidy, must have a permanent establishment or a subsidiary in the Netherlands and the Dutch. That's one condition the Dutch economy must benefit from their activities. And if tourism participants in the constructions, who don't have an establishment, then he can be a partner. But that partner can't have subsidy, but he can do working on the project without subsidy. Maybe the other two or three participants can have subsidy.

00:47:34

Philip Mulder: Thank you very much. I've got a question from Louderwijk. What is the timeframe for applying for this innovation credits and when will it be paid out?

00:47:45

Rene Kamphuis: Yes, you can apply a whole year round. So it's not a tender or a periodical instrument. You can apply for the budget of 2020 all year around. From the moment that you send in your application, it will take around 10 to 13 weeks to have a decision. So it's quite an extensive application phase with also a contact moment in which you can explain a little bit more about your project and

The Hague Business Agency - 8 July

Webinar - transcript

where you can answer questions raised by your plans. Later on in the application, it's also going to be assessed by a credit committee and this committee you cannot talk to. So they will do a paper assessment. That's what we help you with to get your plans as good as possible in paper version. But 10 to 13 weeks after your application is sent in. It's a normal timeframe for the proof of concept funding. It's around 6 to 7 weeks.

00:49:03

Philip Mulder: All right, clear. I've got another question about innovation credits, if it cannot be fully used as co-funding. Why should an entrepreneur apply for that instrument instead of a credit from a bank?

00:49:16

Rene Kamphuis: With a proof of concept funding the main goal is to convince an investor. The main goal of innovation credits is to get innovations quicker than normally to the markets.

What you see is that a lot of investors are actually because it's something innovative and ground breaking and disrupting technology. They would like to invest in it, but because of the risk, they won't do it for one hundred percent. So debt is exactly where innovation credit comes in, because investors don't have to invest for a full 100 percent and also not have 400 percent of the risk. We share that risk with the investors. And that is how the investment credit is being set up. What you never see is a bank as an investor in an inefficient credit project, because banks don't invest in such risky projects.

00:50:30

Philip Mulder: Thank you very much, Rene. We've got one more question about a Dutch company who had recent plans to invest in Italy, in solar power, in the solar power industry. Are there any of these subsidies that they can apply for? That's one for you, Martin.

00:50:53

Martin Otten: It depends. It's not enough information for me to give her the right answer. It depends on what the company is doing. When the company is doing the reshoots in the Netherlands, or maybe they have a subsidiary in Italy then and the employers pay taxes in the Netherlands for our government. If they pay taxes, then maybe it's possible. Only on the other hand, when they work in Italy and there is no benefit for our government. Then I'll think and it's not possible. It will be very difficult. But it is not enough information for me.

00:51:48

Philip Mulder: Well in this case I think it's better to reach out to us or RVO with these specific questions. was something that before I did actually in many of these conversations is that it's a hard requirement to have a Dutch subsidiary, Dutch company. Luckily, this process of incorporating a Dutch base is quite straightforward. As The Hague Business Agency we're here to help you with that. So that's a easy process in which we can assist you. I think it's almost had to close. I do have one question because we've heard the government is always known for a lot of bureaucracy. How does it work with all these application processes? Do you need to get a separate study for it? Is it's something you can do yourself or is it a process that every company can perform themselves?

The Hague Business Agency - 8 July

Webinar - transcript

00:52:36

Rene Kamphuis: Well, in general, what I would like to say about this is that actually the most of the Dutch or maybe every Dutch provided subsidy or financial instrument, you could apply for yourself as a company because it's not a difficult application trajectory. We are not asking strange things. We ask for something of a project plan or a business plan. We ask for figures and we also would like to know what you are going to invest your money in. So a project budget is also part of the figures. In most cases, the debt is sufficient for the application. You need to answer some extra questions maybe when it's specifically for energy projects. But what I always say to companies, try to make the application yourself because, in my view, it is much better to do it yourself than let it be done by a consultant. There was one survey done on the proof of concept funding last year, which stated that you had 40% less chance on a positive outcome if you send in your plans through a consultant. That was quite shocking to hear, but it's underlined my gut feeling about this.

00:54:29

Martin Otten: I fully agree, Rene. I can also mention that especially debt to fiscal instruments like the WBSO. You can do it yourself. On the other hand, the top sector instruments are complicated because you can get a lot of money. Six million as maximum. But if you have a lot of experience to do some applications for subsidies, you can decide to do it yourself. But in my experience is that for TLC instruments, applications, a lot of companies decide to outsource this. General did a lot of instruments, especially the fiscal and two instruments you mentioned, Rene, you can do it yourself. The most important thing is that you write technical text, where you explain the technical problem. If you can write it well on paper, then it's I think it's enough for the RVO.

00:55:59

Philip Mulder: I guess that also depends on how comfortable the company is with this procedure. I actually just got a comment that somebody is stressful for complicated instruments. It's always advisable to get a consultant if there's no subject matter experience in corporate finance. I think every company should be free and on how to participate in these programs, but it is possible to do it yourself. Should you be comfortable with this. I do have one more suggestion by one offer from somebody from the audience. For Dutch companies, small, medium enterprise companies who want to take their innovations abroad the DHHS subsidy could be an interesting thing as well. Maybe you're able to respond to that.

00:56:44

Rene Kamphuis: Yes, it's for a demonstration, feasibility and investment preparation projects, where you can apply for a subsidy, especially for countries abroad. What I also would like to mention is that the question earlier from the solar company wanted to do something in Italy, well, I agree. It was not a lot of information, but we also have for Dutch companies available, the Dutch trade and investment funds, where you can get financed with a bank for your investments abroad. So if you want to invest as a Dutch company, for instance, in a production facility in Italy or you want to invest in a solar park in Italy, which you are going to be the owner of and you are going just to sell energy or do a maintenance contract on it, then you can apply for the Dutch investment fund as well.

The Hague Business Agency - 8 July

Webinar - transcript

00:58:04

Philip Mulder: Okay. Well, thank you very much, Rene. I think we ran out of questions, but looking at the clock, it's also time to end this presentation and this webinar.

First of all, I would like to thank you, Martin, Rene, for your participation. It's very much appreciated that you are here today with us. For everybody, you'll receive the recording of the webinar. We'll share the file that was created by the Netherlands Enterprise Agency. And, of course, the contact details of RVO as mentioned earlier. In future webinars, we will focus on different funding instruments, public and private. Make sure to visit our web site. Follow us on Twitter and LinkedIn, stay tuned. Of course, you can reach out to me as well. For now, I wish you a very nice day. Thank you very much for your time.