

EEA and Norway Grants – Platform for internationalization of Norwegian companies

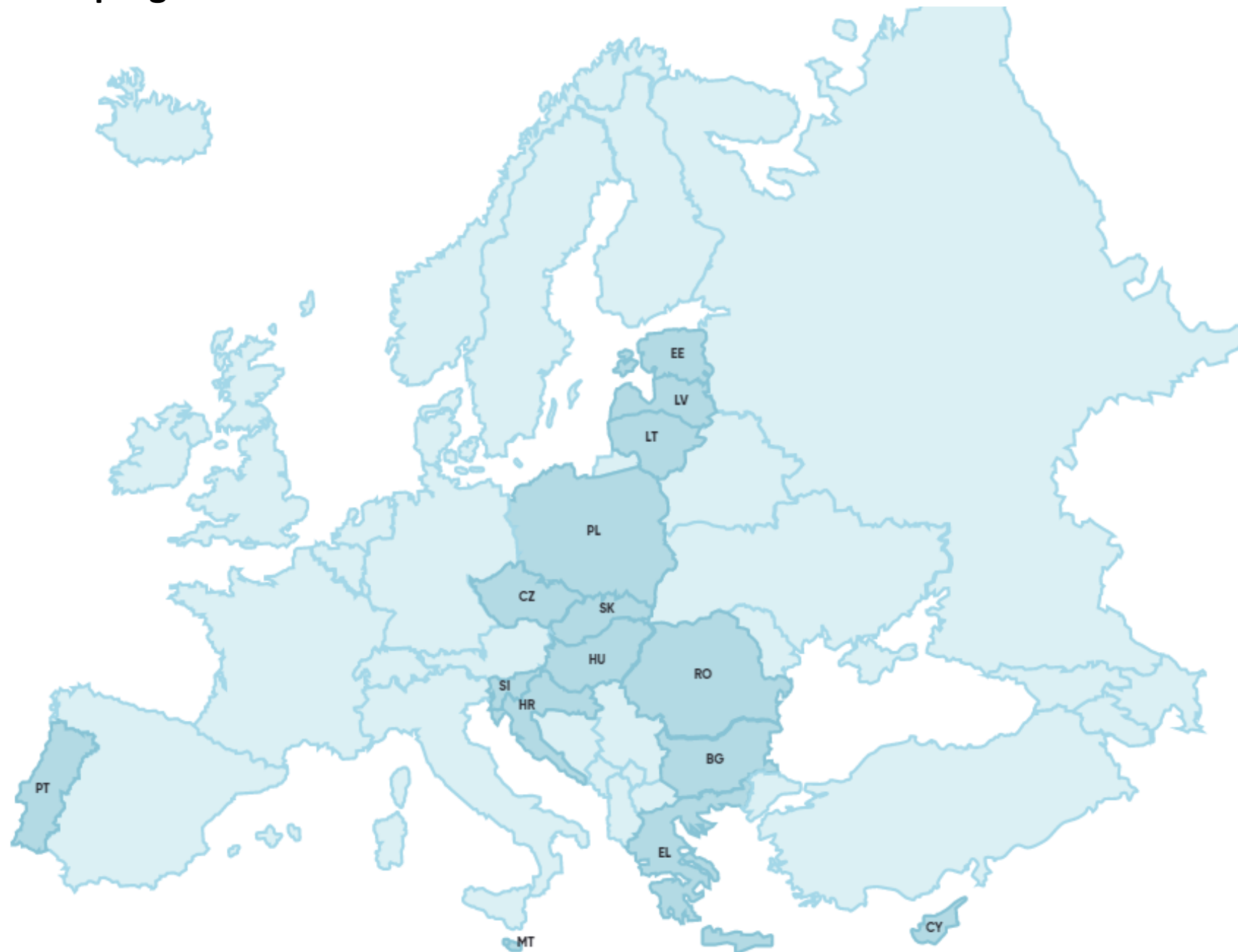
Magnar Ødelien, Programme Director, Innovation Norway

Objectives of the EEA and Norway Grants

- Contributing to reducing economic and social disparities in the European Economic Area
- Strengthening relations between Norway, Iceland, Liechtenstein and the beneficiary countries
- 2017-2024: 2.8 billion EUR to programmes in 15 countries
- Close to 400 mill. EUR to business development programmes



Business programmes - which countries?



 Bulgaria (BG)

 Croatia (HR)

 Estonia (EE)

 Greece (EL)

 Latvia (LV)

 Lithuania (LT)

 Poland (PL)

 Portugal (PT)

 Romania (RO)

 Slovakia (SK)

Business Development, Innovation and SMEs Programmes 2014 - 21

Country	EEA/ Norway Grants
Bulgaria*	28,5
Croatia*	23,0
Estonia	23,0
Greece*	21,5
Latvia	12,5
Lithuania	14,0
Poland	85,0
Portugal	62,0
Romania*	45,7
Slovakia	20,0



Who can apply?

- SMEs and large enterprises with no more than 25 % public ownership
- established as legal persons in the Beneficiary State
- Normally at least 3 years of operation at the date of the deadline

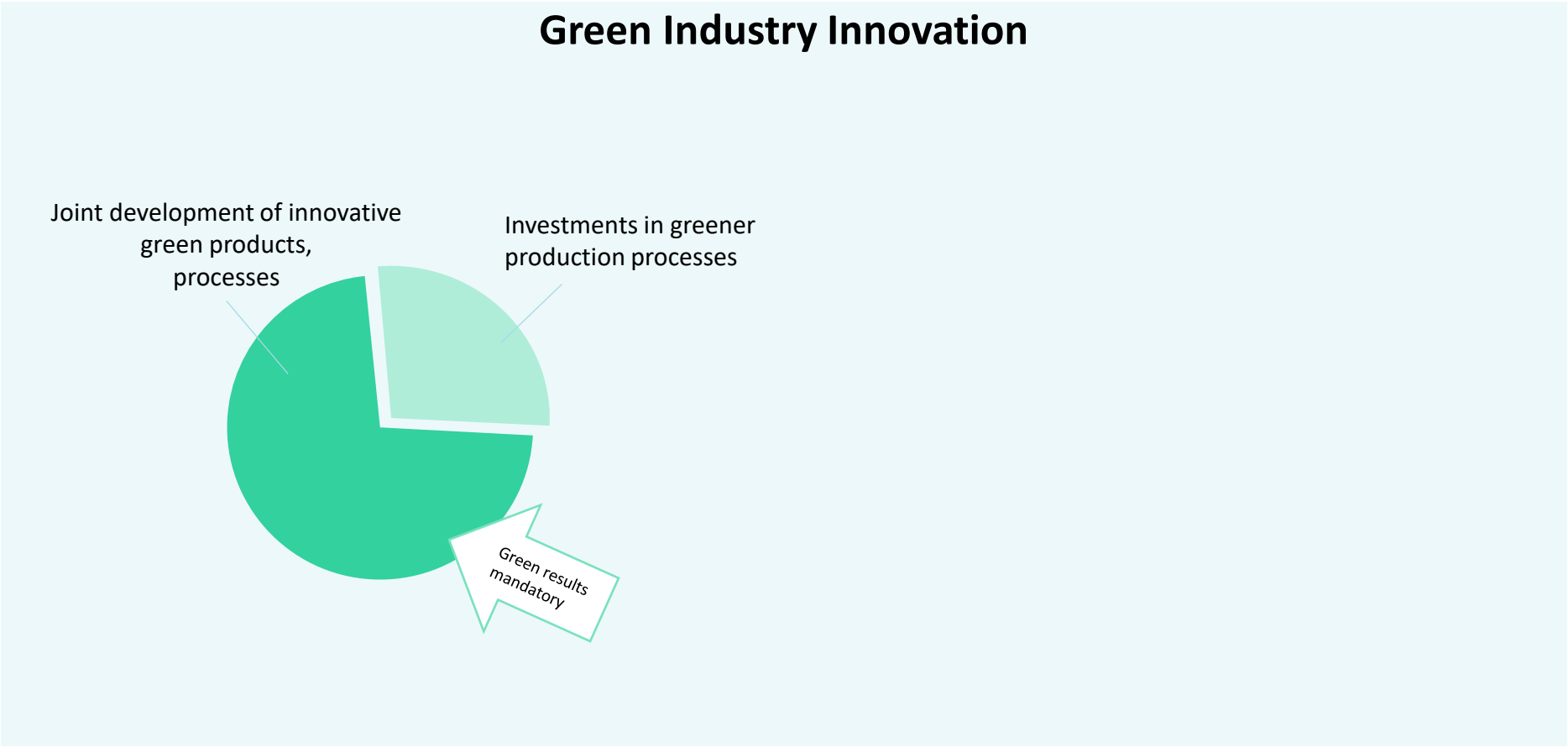


Who can become project partner?

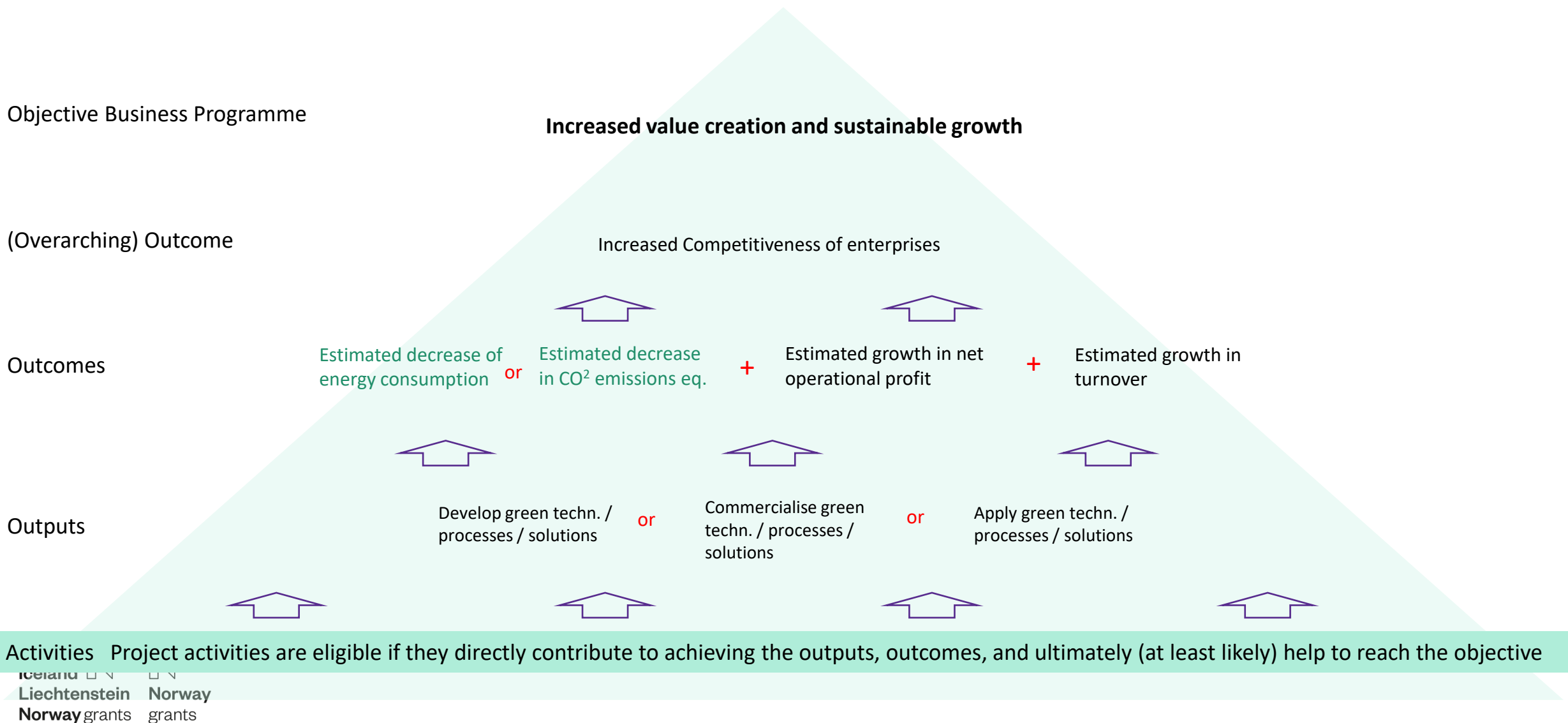
- Entities registered in Norway and the Beneficiary State (Norway Grants) and Norway, Iceland, Liechtenstein and the Beneficiary State (EEA Grants)
- Partners can be private sector, research institutes, universities, NGOs, public institutions



Which activities?



Eligibility Check against Indicators



GENERAL PROGRAMME RULES

- Normally 50 % of funding - to **Green Industry Innovation** area
- 75% of the funding aimed to be allocated to **SMEs** (large private enterprises not excluded)
- **Grant rate:** in line with the provisions of the applicable State Aid Regulations (General Block Exemption Regulation – GBER)
- **Selection of projects** - open calls and competition

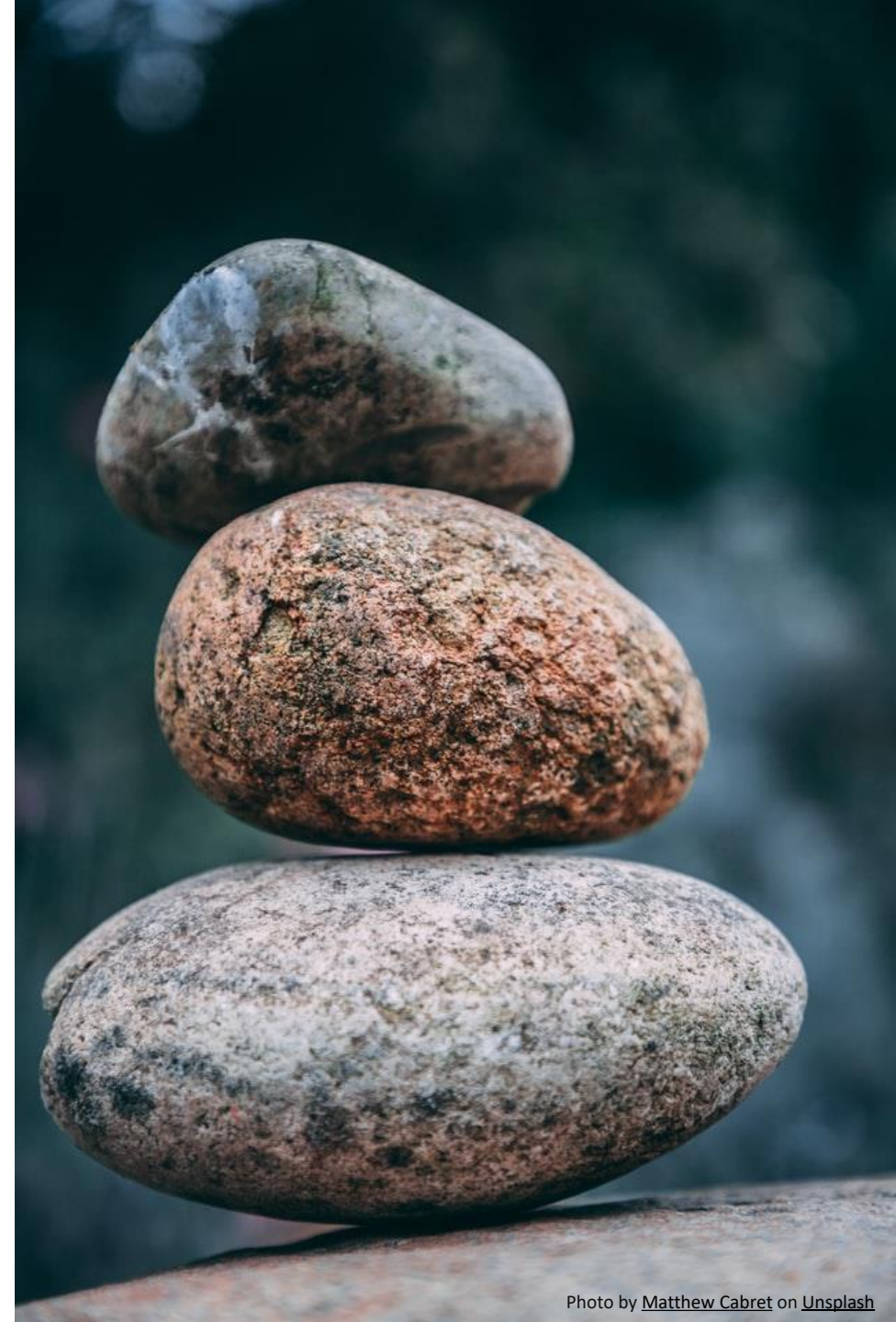


Three things to dig into

- State Aid / General Block Exemption Regulation, Articles used by the programme

- **Regional Aid: Articles 13 and 14**
- Check grant intensity of Regional investment on regional maps per country.
- Aid to SMEs: Articles 17 – 19
- **Research and Development and Innovation: Article 25 - Experimental development**
- Innovation aid for SMEs: Article 28
- Aid for environmental protection: Articles 36 - 38

- Does your company have the **financial** ability to carry out the project?
- Are you contributing to mandatory outputs, outcomes and, ultimately, to the objective?



Why important for Norwegian companies?

Tool for internationalization of Norwegian companies

Find new markets and business opportunities

Statistics per 25. January 2022

158 projects with Donor project partners

57% of partnership projects will continue the cooperation.



Bilateral partnership – important objective

Goal: Cooperation, shared results and wider effects, typical contributions from partners:

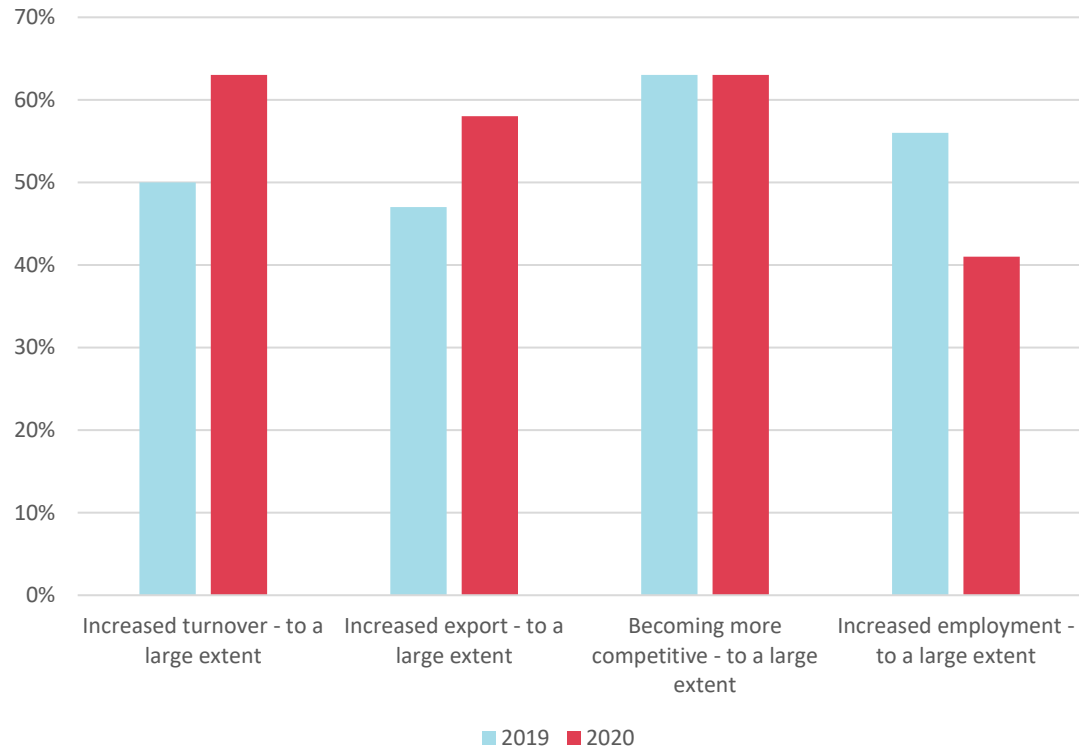
- Sector related know-how
- Efficient production processes expertise
- R&D specific support (material technology etc.)

Spin-off: suppliers of technology and services



EEA/Norway Grants – impact

The EEA Norway grants contributed to...



IN Customers survey – main conclusions

- 63% - increased turnover
- 58% - increased export
- 64 % - more competitive
- 40 % -hire more employees

EEA/Norway Grants - «Synergies» between business programmes and other programmes relevant for the Green Deal (Research, energy, Environment etc)

- All of the business programmes have a green profile
- Most of them a specific component on «Green Industry Innovation»
- The result framework is complementary to other programmes, to some extent even overlapping.
 - By purpose or collateral damage?



Types of «green» projects supported by EEA/Norway Grants

Projects aiming at improvement of the environmental performance of enterprises;

- Innovation
- Greening of new or existing enterprises
- Entrepreneurship



Some priorities in Green Deal – How EEA/Norway Grants already contribute

- investing in environmentally-friendly technologies
- supporting industry to innovate
- rolling out cleaner, cheaper and healthier forms of private and public transport
- decarbonising the energy sector
- ensuring buildings are more energy efficient



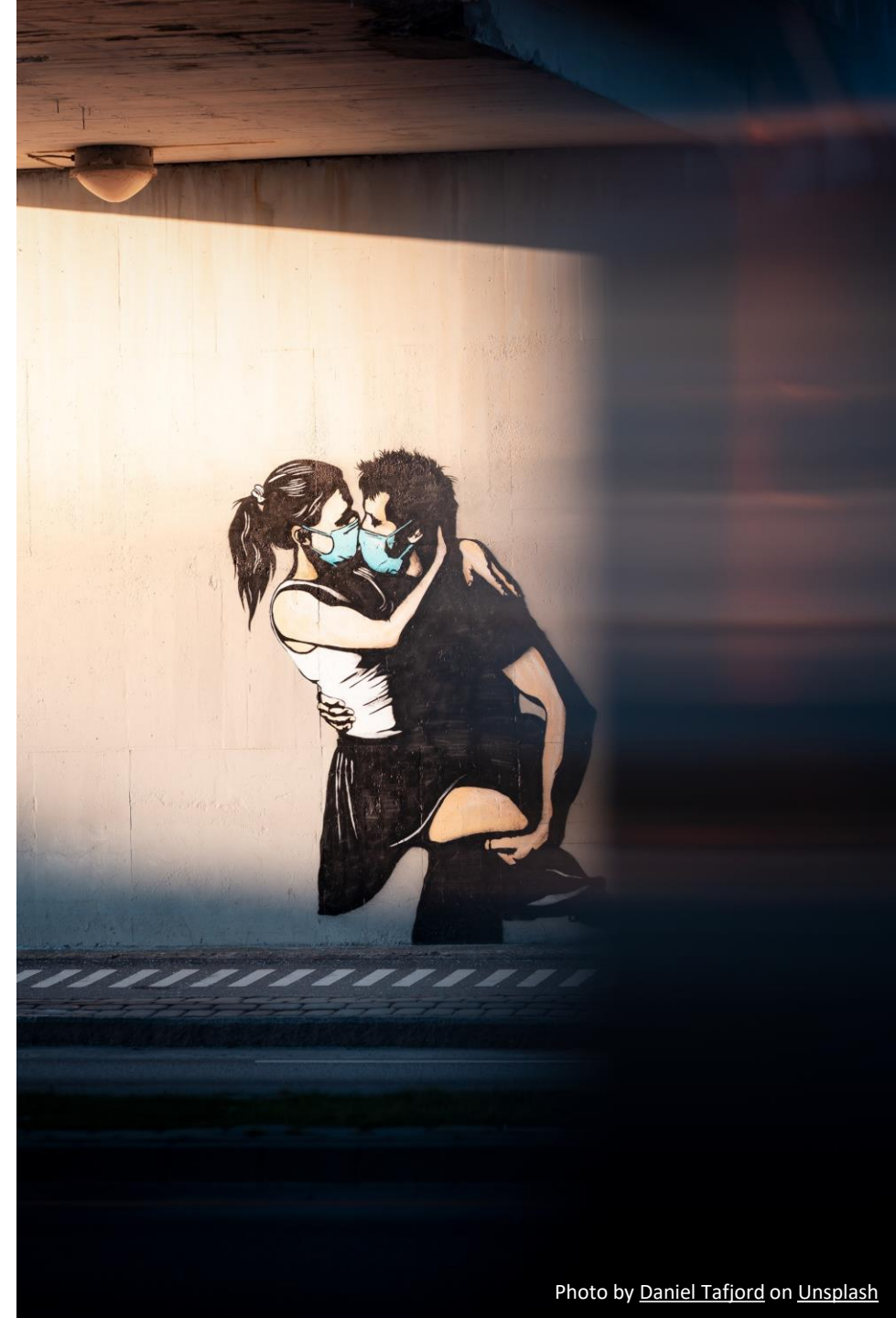
A young boy with blonde hair, wearing a green t-shirt and blue and white plaid shorts, is watering a small green plant in a field. He is holding a metal watering can and pouring water onto the plant. The background is a bright blue sky with white clouds. The boy is standing on a grassy field with some dry grass in the foreground.

**Realisation of business
opportunities of greening
of the European economy**

GOOD FOR BUSINESS AND GOOD FOR THE ENVIRONMENT!

«These times»

- The objectives of the programmes remain unchanged: Increased value creation and sustainable growth
- Physical events currently limited
- Deadlines of some calls have been extended
- New calls could be open for a longer period
- **Digital first: the partner search continues!**



Currently Open and Upcoming Calls

Open and Upcoming

Poland, Business Development and Innovation: Approx. € 4.000.000 (+ possible reallocation)
To be published during 1st quarter of 2022.

Lithuania, Business Development, Innovation and SMEs: Approx € 3.700.000
To be published in March 2022.

Greece, Business Development, Innovation and Blue Growth: Approx. € 7.000.000
Published.

Croatia, Business Development, Innovation and Blue Growth:
To be published during 1st half of 2022.

Others: Portugal, etc.

Soft Measures/Business Skills

- Bulgaria
- Croatia
- Greece
- Lithuania
- Romania

www.innovasjon Norge.no/en/start-page/eea-norway-grants/calls-for-proposals/



Rolling deadline: Travel grants for cooperation with Romania



17/01/2022: Estonia, Small Grants Scheme on Green Industry Innovation and Welfare Technology.



18/01/2022: Portugal, Environment, Climate Change and Low Carbon Economy



27/01/2022: Croatia, Green Industry Innovation and Blue Growth



Pre-announcement! Lithuania, Green Industry Innovation Including Bio-Economy



Pre-announcement! Lithuania, Smaller Projects on Business Skills

The Explorer

Search for solutions, companies and more



Cloud-based solutions for environmental documentation

LCA.no AS

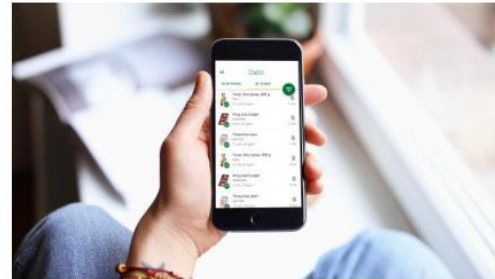
LCA.no's online tools enable organisations to assess, document and improve the environmental impact of their products and services.



Digital inventories and 3D printing revolutionise spare parts supply

Fieldmade AS

Using additive manufacturing, Fieldmade is quickly becoming a game-changer in the spare parts supply chain. It reduces the need for warehousing and global shipping in the energy sector.



App for preventing food waste in grocery stores

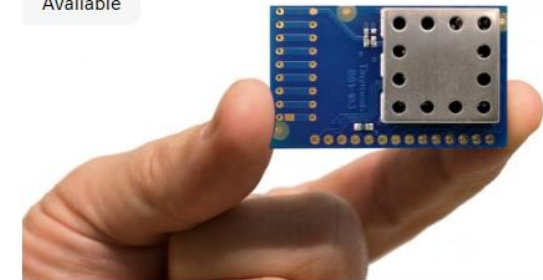
Dato AS

Dato helps to reduce food waste with an app that displays expiring products in grocery stores. Dato is currently under development and is yet to be commercially tested.

The Explorer is **Norway's** official marketplace for green technology.



Available



Making wireless connectivity easy, scalable and affordable

Tiny Mesh AS

Tinymesh provides a wireless solution for intelligent data capture and device control for smart meters, smart streetlighting and other smart city applications, as well as for the Industrial Internet of Things.