



*Do business,
save on costs
and innovate*
**The govern-
ment helps**

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Do business, save on costs and innovate The government helps

Netherlands Enterprise Agency (RVO.nl) encourages entrepreneurs in sustainable, agrarian, innovative and international business. It helps with grants, finding business partners, know-how and compliance with laws and regulations.

The aim is to improve opportunities for entrepreneurs and strengthen their position.

The Agency works at the instigation of ministries and the European Union. Netherlands Enterprise Agency is part of the Ministry of Economic Affairs. The organisation has been in existence since 2014 and is the result of a merger between NL Agency and the Dienst Regelingen. Some activities of the Commodities Boards are also included.

Netherlands Enterprise Agency focuses on providing services to entrepreneurs. It aims to make it easier to do business using smart organisation and digital communication. The Agency works in The Netherlands and abroad with governments, knowledge centres, international organisations and countless other partners.

<http://english.rvo.nl>

More support options:

www.rvo.nl

www.antwoordvoorbedrijven.nl

www.higherlevel.nl

www.kvk.nl

www.ondernemeninontwikkelingslanden.nl

www.topsectoren.nl

Tailor-made advice

The smartest route from idea to financing? The consultants at Netherlands Enterprise Agency know the way. Make use of the expertise, networks, financing options and fiscal benefits.

Contact them through:

www.rvo.nl/adviesopmaat

Innovation & Knowledge

Financing

European subsidy for international research and innovation, Horizon 2020 (Europese subsidie voor internationaal onderzoek en innovatie Horizon)

Do you have plans to conduct research or to achieve ambitious innovations? And do you want to cooperate with foreign partners? You may be eligible for a European subsidy: the European Commission will allocate approximately 70 billion euros from 2014 to 2020 to promote research and innovation. The funding will be invested in projects of the Horizon 2020 programme. Any organisation that is active in the field of research, technological development and innovation can participate: universities, research institutes, companies and other organisations. In the Horizon 2020 programme, partners from three or more countries work together on projects that they have proposed. The programme also offers options to individual companies and researchers. Horizon 2020 is a broad programme with various components and options. Parties are eager to participate and the selection process is therefore strict. Netherlands Enterprise Agency (RVO.nl) is happy to assist you with tailor-made information, advice and training.

For more information: www.rvo.nl/horizon2020

Financing

Eurostars

Are you involved in developing technology for new products, processes or services, and are you working together with foreign partners? You may be eligible for Eurostars, a European innovation programme and initiative of EUREKA and the European Commission.

SMEs that use at least 10 per cent of their turnover or FTEs for applied research and experimental development are eligible for Eurostars. However, they have to cooperate with parties from at least one other Eurostars country. Other organisations may also participate in a Eurostars project, subject to certain conditions. Eurostars helps SME companies with reducing the time-to-market of new technologies and with minimising the technical risks. This enables small companies to achieve accelerated development and growth. The programme provides financial support to projects through the national government of each participating country. From 2014 onwards, two calls for tender will be issued per year. As soon as the next deadline is known, it will be published on Netherlands Enterprise Agency (RVO.nl) website.

International cooperation offers a wealth of opportunities to Dutch entrepreneurs. Netherlands Enterprise Agency (RVO.nl) is happy to assist you with tailor-made information and advice.

For more information: www.rvo.nl/eurostars

Financing

Top Consortiums for Knowledge and Innovation (Topconsortia voor Kennis en Innovatie)

In the Top Consortiums for Knowledge and Innovation (TKIs), public and private parties collaborate in projects research and innovation. Nine top sectors are involved: Agriculture & Food, the Chemical Industry, the Creative Industry, the Energy Sector, High Tech Systems and Materials, Life Sciences & Health, Logistics, Water and the Horticultural and Starting Materials sector. The Dutch government encourages cooperation between entrepreneurs and researchers within the TKIs, with a bonus of 25 per cent on top of the private contributions to research organisations. This pertains to long-term collaboration projects and TKI-relevant research contracts between companies and universities, the Dutch Organisation for Scientific Research, the Royal Netherlands Academy for Arts and Sciences, the Netherlands Organisation for Applied Scientific Research, the Agricultural Research Service, the Large Technological Institutes and universities of applied sciences. As an extra stimulus, SMEs receive a bonus of 40 per cent for the first € 20,000 in private contributions to a research organisation in collaboration projects. The TKI bonus is allocated to the TKIs, which also determine what the bonus will be used for. This involves new public-private collaboration projects in the field of research and development, or the stimulation of innovation activities that are mainly aimed at increasing the involvement of SMEs in R&D.

For more information on TKIs: www.rvo.nl/TKI

Financing

Eureka (European intergovernmental organisation for international R&D) (Europese samenwerking overheden voor internationale R&D)

Each country has its own regulations and programmes for stimulating innovations.

If you are planning to develop new market-oriented technologies with foreign partners, Eureka can help you with determining the most suitable subsidy scheme.

Eureka can also help you by means of critically reviewing your idea, finding suitable partners or promoting your successes.

Eureka offers both EU and non-EU countries a platform with which they can jointly set up and implement a research and development agenda. This leads to joint solutions to economic, strategic and social issues. Furthermore, technological cooperation between companies stimulates economic growth.

Participating entrepreneurs from the Netherlands can make use of the options provided by the innovation fund, or more specifically, the Innovation Credit (*Innovatiekrediet*).

International cooperation offers a wealth of opportunities to Dutch entrepreneurs. Netherlands Enterprise Agency (RVO.nl) is happy to assist you with tailor-made information and advice.

For more information: www.rvo.nl/eureka

Innovation & Knowledge

Financing

SME Scheme for Innovation Stimulation for Top Sectors (Regeling MKB innovatiestimulering topsectoren, MIT)

Strengthening the innovative power of SMEs in the top sectors and capitalising on the scientific knowledge and technology are two important objectives of the government. To this end, the government has allocated a sum per top sector. Each top sector draws up an SME innovation plan in which they indicate the subjects as well as the activities for which the SMEs may apply for a subsidy from Netherlands Enterprise Agency (RVO.nl). The content of these plans is included in the SME Scheme for Innovation Stimulation in Top Sectors.

Eligible activities include collaboration projects, feasibility studies, knowledge vouchers and hiring of highly qualified personnel.

For more information: www.rvo.nl/mit

Fiscal

Innovation Box (Innovatiebox)

Innovation promotes the development and growth of the Netherlands. You are eligible for a tax benefit if you have a patent on your own innovation or if you have an R&D statement. Entrepreneurs with a private limited or public limited company may place the profits from their innovations in the Innovation Box, a special tax rate box (5 per cent) in corporation tax. At least 30 per cent of the profits must be the result of the issued patent.

Important:

- The benefits (royalties, sales profits) of your innovation are only taxed at a low rate if the manufacturing costs incurred have been recovered;
- You can make arrangements with the Dutch Tax and Customs Administration on how to determine the profits stated in the Innovation Box.

A list of the contact persons about the Innovation Box is available at www.belastingdienst.nl.

For more information: www.belastingdienst.nl/Zakelijk > Winst > Venootschapsbelasting > Innovatiebox

Procurement

Inviting tenders for innovations (Innovation-oriented procurement) Aanbesteden van innovaties (Innovatiegericht inkopen)

Are you working on an innovative solution to a problem associated with one of the areas below? If so, the government will gladly become your client?

- Sustainable mobility, energy and smart grids;
- The built environment, façades and roofs;
- Dynamic traffic management;
- Management of water systems;
- Facilities management and interior buildings;
- Scarcity of raw materials;
- Healthcare;
- Safety.

Trade and industry is looking for innovative solutions to social problems in these areas, and the government subsequently acquires these solutions. The government thus stimulates innovation in important themes and trade and industry receives the resources with which to implement innovations. You can contact the SBIR programme (Small Business Innovation Research) with good ideas for open and immediate challenges experienced by trade and industry. Specific tenders are required in this regard. The best proposals will come into consideration for a contract.

**For more information: www.inkoopinnovatieurgent.nl
www.sbir.nl
www.tenderned.nl**

Fiscal

WBSO (R&D tax credit) RDA (Research and Development Allowance)

Companies can lower their R&D costs with the fiscal schemes WBSO and RDA. With the WBSO, they can lower the wage costs for R&D, and the RDA provides an extra deduction item for other R&D costs and expenditures, such as prototypes or research equipment. You can only make use of the RDA if you also apply for a WBSO.

This can be done at the same time in a joint WBSO/RDA application. You can set off the tax benefit in your tax return to the Dutch Tax and Customs Administration. Companies pay less income tax and national insurance contributions and self-employed individuals can make use of a fixed deduction.

For more information:

www.rvo.nl/wbso

www.rvo.nl/rda

<http://english.rvo.nl/search> for WBSO or RDA

Innovative businesses

Financing

SME+ Innovation Fund

Innovation Credit (Innovatiekrediet)

- For unique technical or clinical development in SMEs and large companies
- For projects to the value of 150,000 euros and more, with a maximum funding of 5 million euros
- Applications to Netherlands Enterprise Agency (RVO.nl)

If you want to develop a new product, process or service that still has major technical and financial risks, and if you do not have sufficient financial resources, you may want to apply for an Innovation Credit. Innovation Credit is a risk-bearing loan which must be repaid with interest. With the innovation fund, small companies are able to finance 45 per cent of the development costs for a project; for medium-sized companies this percentage is 35 per cent, and for large companies, 25 per cent. Development costs are: in-house labour costs / materials, depreciation, outsourcing costs, travel expenses and patent application costs. In the case of collaborative efforts, the maximum credit percentage can be increased to 40 or 50 per cent. Both technical and clinical projects are eligible for support in the form of the Innovation Credit. If your technical or clinical project fails, the debt incurred can be waived. The debt can also be waived if the commercial perspective ceases to exist during the development phase. If your project is successful, you have to pay back the loan, including interest, within 10 years.

For more information: www.rvo.nl/innovatiekrediet.nl
www.english.rvo.nl/subsidies-programmes/innovation-credit/about-innovation-credit

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Financing

SME+ Innovation Fund (Innovatiefonds MKB+)

Seed Capital

- Participations go through various accredited Seed funds
- Seed funds invest in young SME companies, in the creative or technical sector (>5 year)
- Minimum investments € 100,000 to a maximum of € 2.5 million

By means of various accredited Seed funds, emerging technology and creative entrepreneurs are able to attract seed funding. Next to this these entrepreneurs are able to receive support by experienced investors on how to structure their business so that it's able to grow successfully. Our website provides an overview of accredited Seed Funds, here you can find Seed funds with a diverse investment scope. Some Seed funds focus on information technology others on life-sciences, sustainable technology, aviation or the healthcare sector. Are you unsure about which fund is best suited to you, contact us or visit our website. We look forward to helping you in your search for seed capital.

For more information: www.seed-capital.nl



Innovative businesses

Financing

SME+ Innovation Fund

Fund-of-funds

- For fast-growing, innovative SME companies
- Investments from € 75,000 to a maximum of € 2,500,000
- Applying to the fund concerned

Fund-of-funds is aimed at fast-growing innovative companies that are thus provided with an accelerated access to the venture capital market. New investment funds can be started by means of financing from the Fund-of-funds and private investors. These funds invest in fast-growing innovative companies with venture capital.

The Dutch Venture Initiative (DVI) is the first Fund-of-funds which was set up by the European Investment Fund in cooperation with PPM Oost. The funds that are supported by this initiative are listed on the site of the Netherlands Venture Capital Association. You cannot make use of the Fund-of-funds directly: institutional investors can establish a new fund in cooperation with the DVI.

For more information:

www.ppmoost.nl

www.nvp.nl

www.rvo.nl/subsidies-regelingen/innovatiefonds-mkb#Fundoffunds

Financing

Alternative financing sources

The SME Financing Unit of RVO.nl is your guide in finding the proper source of financing. We assist you in exploring the possibilities within RVO.nl, but also externally. Alternative financing continues to play a more and more important role, besides the schemes offered by RVO.nl.

Think, for example, of:

- Crowd funding
- Qredits (microfinance)
- Credit unions
- Informal Investors of Business Angels
- Equity firms
- Regional Development Funds (*Regionale Ontwikkelingsmaatschappijen, (ROM's)*)
- Local or rather European financing sources

Enquire about which financing is best suited to your plans and ambitions.

For more information: www.rvo.nl/adviesopmaat

Innovative businesses

Guarantees

SME Credit Guarantee Scheme for Starting Entrepreneurs (Starters Borgstellingskrediet)

The purpose of the Scheme is to support starting entrepreneurs that are otherwise unable to get access to credit because of an inadequacy of collateral.

- For starting SME companies
- 75% of credit and/or loans granted by bank with a maximum of € 200,000
- Application through participating banks or credit institutions

Eligible applicants have been active as an entrepreneur for no longer than 3 years prior to the date of signing the loan agreement. In case of a Limited Liability Company (Besloten Vennootschap) the entrepreneur also holds the majority of shares (> 50%). Furthermore the terms and conditions of the (regular) SME Credit Guarantee Scheme apply.

For more information: www.rvo.nl/bmkb

Guarantees

SME Credit Guarantee Scheme (Borgstellingskrediet) for regular businesses

The purpose of the Scheme is to support businesses that are otherwise unable to get access to credit because of an inadequacy of collateral.

- For SME companies
- 50% of credit and/or loans granted by bank with a maximum of € 1.5 million
- Application through participating banks or credit institutions

Your business is registered and liable to tax in the Netherlands, on Bonaire, St. Eustatius or Saba. The Scheme supports all major debt instruments appropriate to the borrowing needs of SMEs and covers a wide range of investment targets. Maturity is limited to a maximum of 6 years, extendable to up to 12 years for investments in business property or ships. Viability assessment of your business case and whether to use the Scheme in connection with any specific lending transaction, is primarily delegated to the bank, thereby applying its normal assessment criteria.

Exclusions

- Refinancing of existing debts (“fresh money principle”)
- Excluded sectors: Agriculture, Public Health Care (publicly funded), Finance & Insurance, Real estate exploitation, Veterinairs, Lawyers, Notaries and Bailiffs.

Depending on the maturity value a one time upfront premium of 3,3% or 4,5 % of the Guarantee will be charged. Note that this will often be offset by substantially lower pricing on the credit loan(s) provided.

For more information: www.rvo.nl/bmkb

Guarantees

The Corporate Finance Guarantee (Garantie Ondernemingsfinanciering)

GO

- For large and medium sized corporates
- Guarantees 50 per cent of a loan amount, from € 1.5 million to € 150 million
- Application to the bank

GO

The GO scheme is the government’s answer to the difficulties experienced by companies during recent years, with regard to obtaining loans and stand-by l.c.’s facilities from banks. With the GO scheme, banks are able to obtain a 50% guarantee from the government, on loans and bank guarantees of € 1.5 to € 150 million. This government loan guarantee reduces the risk for banks. The GO increases the opportunities for banks to provide in the financing needs of Dutch large and medium sized companies.

For whom?

The GO is for Dutch corporates with substantial activities in the Netherlands. The GO is also open to companies established in Bonaire, St Eustatius or Saba.

For more information: www.rvo.nl/go-garantie

Innovative businesses

Guarantees

Subsidy Scheme for Practical Learning (Subsidieregeling praktijkleren)

The Subsidy Scheme for Practical Learning is intended as an incentive for employers to provide work-based learning or practical learning opportunities.

Self-employed workers (known as ZZP-ers in the Netherlands), one-man businesses, SMEs and large companies that offer one or more practical learning opportunities and take responsibility for mentoring a student, may be eligible for the Subsidy Scheme for Practical Learning. The subsidy is an allowance for the costs for mentoring a student in vocational training (lower vocational professional education [VMBO], senior secondary vocational education and vocational supervision learning track [MBO-BBL], higher vocational education in technology [HBO-techniek]) or for the wage costs or supervision costs for a promovendus or technical designer in training (TOIO).

If you meet the conditions, the subsidy will be granted to you based on the period in which you actually provided mentorship. The maximum amount is € 2,700 per participant, per academic year. The subsidy is applied for afterwards, digitally per academic year. The subsidy scheme runs until 2019.

For more information: www.rvo.nl/praktijkleren

Guarantees

Shipbuilding Loan Guarantee (Garantieregeling Scheepsnieuwbouwfinanciering, GSF)

- For banks that provide shipbuilding finance to shipyards
- Guarantee up to 80% of the financing with a maximum of € 80 million per ship
- Application to the bank

The Shipbuilding Loan Guarantee (GSF) is the government's answer to the difficulties experienced by shipyards, with regard to obtaining bank loans and bank guarantees for financing related to shipbuilding.

The Shipbuilding Loan Guarantee scheme is intended for shipyards that want to attract credit (cash construction loans and/or bank guarantees) for a shipbuilding project for sea-going vessels, inland vessels or luxurious yachts. When providing loans/guarantees under the GSF-scheme, the risks for the bank reduces. This increases Dutch shipyards' chances of obtaining financing. Herewith the sector is better equipped to compete with foreign shipyards that are able to benefit from similar loan guarantee schemes.

For more information: www.rvo.nl/subsidies-regelingen/garantieregeling-scheepsnieuwbouwfinanciering

Guarantees

Growth Facility (Groeifaciliteit)

- Available for both SMEs and large companies
- Guarantee of 50 percent on bank loans or risk-bearing capital
- Applications through a bank or venture capital company

The Growth Facility can be used for various financial transactions. In short, any situation which requires risk-bearing capital such as corporate takeovers, management buyouts, international expansions or for investments that are aimed at expanding the company. As high risk-bearing capital is hard to attract, the government has established the Growth Facility guarantee scheme, in which the government provides the lender a guarantee for 50 percent of the required capital.

Conditions for eligibility are; sufficient profitability and business continuity perspectives, and the indication that this funding does not serve to replace existing credit ('fresh money requirement'). Furthermore its important that above average capital withdrawals have not occurred in the past twelve months. The application is made through a bank or venture capital company. For banks, the guarantee is set at 50 percent for loans of up to € 5 million.

For venture capital companies the guarantee is set at 50 percent on investments of up to € 25 million.

For more information: www.rvo.nl/subsidies-regelingen/groeifaciliteit

Financing

Microfinance

Qredits - Microfinance -> www.qredits.nl

- For starting and existing business owners
- Business loan up to a maximum of € 150,000
- Application through www.qredits.nl

Are you experiencing difficulty in obtaining credit from your bank for (continuing with) starting up your business? In that case, microfinance could provide the best solution.

Microfinance consists of a combination of coaching and credit, and currently provides up to € 150,000. Microcredit is a business loan up to a maximum amount of € 50,000.

A SME loan is a business loan for individuals in need of credit, and provides loans up to € 150,000.

For more information: www.qredits.nl

International entrepreneurship

This section contains an overview of the international schemes that could be of interest to entrepreneurs. All schemes are sponsored by the Ministry of Foreign Affairs.

Assistance, information and advice

Country information (Landeninformatie)

Are you planning on doing business with a particular country, and do you want to orient yourself with regard to several countries? Our country pages provide extensive information per country on the economic situation, politics, legislation and regulations, and the most important agencies. You can also contact our consultants with more specific questions on telephone number 088 042 42 42.

For more information: www.rvo.nl/landen

Assistance, information and advice

Tailor-made information (Informatie op maat)

Have you taken your export plans to the next level, or are you an experienced exporter? One of our consultants can help you with detailing concrete plans. We are happy to brainstorm with you about your strategy. We can also provide you with information on useful contact persons.

More information: www.rvo.nl/informatie-op-maat

Assistance, information and advice

Market comparisons (Marktvergelijkingen)

Are you looking for new outlet markets, but you are not sure which country you want to focus on? Our databases contain plenty of information on export markets. You can also contact our consultants if you want to compare various markets.

For more information: www.rvo.nl/marktvergelijkingen

Assistance, information and advice

Business Partner Scan (Zakenpartnerscan)

Do you have concrete plans to conduct international business and are you looking for a reliable business partner? We can introduce you to possible foreign business partners by means of a business partner scan. We use our international network of embassies, consulates, and Netherlands Business Support Offices (NBSOs) in the scan.

For more information: www.rvo.nl/zakenpartnerscan
www.rvo.nl/NBSO

International entrepreneurship

Assistance, information and advice

Starters International Business (SIB)

You are a starting exporter. International entrepreneurship offers new opportunities, but it involves many issues. The step-by-step plan of Starters International Business (SIB) can help you on the right path. Concrete information, advice and collective promotion help to make your first steps in foreign markets into a success.

SIB is intended for SME entrepreneurs:

- who have little to no experience with doing business on international markets;
- who want to embed international business in their business structure;
- who have an organisation and sufficient resources at their disposal;
- who want to invest time and money in taking actual steps across the border.

With one of our consultants, you prepare an action plan and make a risk inventory. For SIB, Netherlands Enterprise Agency (RVO.nl) cooperates closely with consultants from the Chamber of Commerce, the Association of Dutch Designers, BUMA Cultuur, FHI, FME / CWM, HISWA, the Royal Association of Printing Companies, Royal Metal Workers Union, Modint and Syntens.

For more information: www.rvo.nl/sib

Assistance, information and advice

Enterprise Europe Network

Find your match through a profile database for requests for cooperation, and supply and demand from more than 50 countries. These are companies that are looking for agents, distributors or production partners, but also partners for technological development, license agreements and R&D. You can also have your own profile included in the database.

For more information: www.rvo.nl/een

Assistance, information and advice

Opportunities for the Dutch water sector (Kansen voor de Nederlandse watersector)

Are you working in the water sector and would you like to achieve your international ambitions? With the support of Partners for Water, you can take your first steps in a new market, launch an innovative technology or approach abroad, or take part in international events.

For more information: www.rvo.nl/pvw

Assistance, information and advice

Partners for International Business (PIB)

Enter foreign markets with the government as your partner. Do you have plans to enter a foreign market in a cluster of companies? If so, why not use the government's network and position. We draw up a joint action plan, based on your business case and defined market barriers.

For more information: www.rvo.nl/pib

International entrepreneurship

Assistance, information and advice

International network (Buitenlandnetwerk)

A Dutch representative can be found in nearly every country in the world. Through Netherlands Enterprise Agency (RVO.nl), you have access to this international network of embassies, consultants and Netherlands Business Support Offices (NBSOs). This international network supports you in your international trade, investments, research and cooperation. The embassies and consulates gladly provide advice and assistance in entering new markets.

The Netherlands has established economic support points for companies (NBSOs) in promising regions. They know the



local markets, promote the Netherlands, explore the markets further and provide information. Agricultural committees and innovative attachés are established in several countries. They focus on agricultural and technical-scientific and strategic cooperation.

As soon as market players are strong enough to stand on their own feet, the government pulls back.

Economic diplomacy

Governments often play an important role in the development of an economy. Are you active in emerging markets, such as India, Brazil or China? In this case, the international network can help you to utilise your opportunities. They do that by taking away trade barriers or through mediation with local governments: economic diplomacy.

For more information: www.rvo.nl/buitenlandnetwerk

Assistance, information and advice

Opportunities through International organisations (Kansen via Internationale Organisaties)

International organisations spend billions of euros per year on projects. Many contracts result from these projects, for the provision of advice, services and / or products. We can help you with acquiring contracts and funding from these organisations, such as the EU, the World Bank and the UN. You will receive information on projects and invitations to tender, as well as the working methods and procedures of the international organisations. With the International Organisations Scan, we can identify relevant projects and contact persons.

For more information: www.rvo.nl/tio

Assistance, information and advice

Trade missions (Economische missies en handelsreizen)

If you want to establish the right contacts abroad without delay, you may want to consider joining a trade mission. Netherlands Enterprise Agency (RVO.nl) regularly organises trade missions, under the leadership of a government member. The presence of a government member and the contacts with embassies could open doors to you that would otherwise remain closed. The political contacts of the government members and Dutch diplomatic representatives can also help you with broaching the subject of trade barriers. Participation may lead to many advantages in the short term:

- Meetings with potential business partners;
- Expansion of your international network;
- Better insight into the market opportunities in a country;
- Exchange of knowledge;
- Increased brand recognition for your company.

For more information: www.rvo.nl/missies

International entrepreneurship

Funding

Finance for International Business (FIB)

You have excellent plans for the expansion of your business, and you have the right knowledge, vision and ambition. With Finance for International Business, the Ministry of Foreign Affairs makes investments, in cooperation with a financier, on a deal-by-deal basis. The government provides 35 per cent of the funding amount, in the form of a loan (co-financing) of up to € 875,000.00. Sureties are not required for this loan. The remaining 65 per cent of the funding must be provided by a professional financier. Financiers are more inclined to finance your plans when the government provides co-financing. All professional financiers (banks, venture capital companies and also informal investors, under certain conditions) are eligible to act as co-financier in this scheme, as long as they meet certain conditions.

For more information: www.rvo.nl/fib

Funding

Transition Facility (TF) (Transitiefaciliteit)

Are you doing business with companies in Vietnam, South Africa or Colombia, or do you have the ambition to do so? Netherlands Enterprise Agency (RVO.nl) can provide advice and assistance. South Africa, Colombia and Vietnam have international recognition as promising trade partners. They have relatively good investment climates, adequate economic policies and well-developed financial sectors, as well as a fast-growing middle class, a relatively young population and a stable political situation. Until recently, the Netherlands had a development cooperation relationship with these countries, which is now changing into an economic relationship.

Netherlands Enterprise Agency has a so-called Transition Facility with which it helps SMEs to establish healthy trade relations with so-called transition countries. The idea behind the Transition Facility is to improve the business climate in the transition country, and to take away any barriers for the Dutch business world, by making use of Dutch knowledge and expertise.

For more information: www.rvo.nl/transitiefaciliteit

Funding

Dutch Good Growth Fund

Do you have a business case for an investment project in a developing country, but have difficulties in financing the project through your bank? Can your company contribute to development of the local economy?

In that case, the Dutch Good Growth Fund (DGGF) might be able to provide a solution.

DGGF is a new fund that starts on the 1st of July and can contribute to financing your foreign projects. Netherlands Enterprise Agency (RVO.nl) is looking for companies that have a strong business case and are focussing on doing business in a responsible way in developing countries.

More Information

For more information about DGGF and the eligible countries, please visit our website: www.rvo.nl/DGGF

Commissioner

The Netherlands Enterprise Agency is commissioned by the Netherlands Ministry of Foreign Affairs to carry out the Dutch Good Growth Fund.

For more information in English:

english.rvo.nl/DGGF

www.rvo.nl/DGGF

Funding

Subsidy scheme for demonstration projects, feasibility studies and knowledge acquisition (Subsidieregeling voor demonstratieprojecten, haalbaarheidsstudies en kennisverwerving)

Thanks to the rapid developments, emerging markets are increasingly offering opportunities for Dutch export and investments. Are you an entrepreneur with international ambitions and an interest in emerging markets? You may be eligible for the subsidy scheme for demonstration projects, feasibility studies and knowledge acquisition.

- Knowledge acquisition: financial support for counselling and assistance of an external professional, aimed at positioning a company in an emerging market.
- Feasibility study: subsidy for conducting a feasibility study.
- Demonstration projects: subsidy to introduce specific Dutch expertise to the transitional countries.

For more information: www.rvo.nl/dhk

International entrepreneurship

Funding

Emerging Markets Fund (FOM) (Fonds Opkomende Markten)

Does your company have a subsidiary or a joint venture in an emerging market? You may apply for funding for your local company from the Netherlands Development Finance Company (FMO). Funding is available in the form of a loan, a guarantee, a subordinated loan or venture capital.

The conditions are as follows:

- The Dutch company must provide guarantees to strengthen the financial structure of the local company;
- FOM funding is possible in all member states of the World Bank, including Aruba and the Netherlands Antilles. High-income countries and EU Member States are excluded;
- FOM does not finance Dutch companies that have already gained access to or are already established in emerging countries.

For more information: www.fmo.nl/fom

Funding

Public-Private Partnership (PPP) (Programma Publiek Private Samenwerking)

If you are working in developing countries on the improvement of WASH, water security, water safety, food security and private sector development, you may be eligible for the following programmes:

- The Sustainable Water Fund (Fonds Duurzaam Water, FDW);
- Sustainable Entrepreneurship and Food Security (Faciliteit Duurzaam Ondernemen Voedselzekerheid, FDOV);
- Ghana WASH Window (GWW); WASH is the international abbreviation for water, sanitation and hygiene.

The facilities support developing countries by way of public-private partnerships between the government, the business world and knowledge institutes or social organisations.

For more information:

www.rvo.nl/ppp

For more information in English:

english.rvo.nl/FDW

english.rvo.nl/FDOV

english.rvo.nl/GWW

Funding

Facility for Infrastructure Development (ORIO) (Ontwikkelingsrelevante Infrastructuurontwikkeling, ORIO)

ORIO is a facility to help develop infrastructure in developing countries. The Facility for Infrastructure Development ORIO is funded by the Dutch Ministry of Foreign Affairs and implemented by the Netherlands Enterprise Agency. ORIO contributes to the development, construction, expansion, operation and maintenance of public infrastructure in developing countries in order to contribute to human development and private sector development.

Central governments of about fifty developing countries can apply for an ORIO grant for their infrastructure development projects in one of the following sectors: water, environment, energy, transport and logistics, ICT, social services and civil works. Call for proposals and selected projects.

Since the establishment of ORIO in 2009, there have been seven Calls for Proposals. 66 Projects were selected for an ORIO grant between 2009 and 2012.

Please note that the next application round for ORIO is postponed until further notice because the programme is due for renewal.

For more information: www.rvo.nl/orio

Insurance

Export Credit Insurance (Exportkredietverzekering, EKV)

If your company exports capital goods or services, you can reinsure your transactions with the Dutch government in the form of an export credit insurance. This insurance covers the risks associated with larger export transactions with debtors in relatively high-risk countries, often emerging markets.

In addition to the export credit insurance, there is also Investment Insurance for political risks for Dutch investments abroad.

For more information:

www.atradiusdutchstatebusiness.nl

Energy and Climate

Guarantee

Geothermal guarantee scheme (Garantieregeling geothermie)

Do you have definite plans for implementation of a geothermal heating project? In that case you can obtain insurance against the risks associated with failed drilling expeditions.

With a geothermal heating project you run a minor risk of miss-drilling. This can have major financial consequences. The SEI risk coverage scheme (regeling SEI Risico's) covers this risk for Geothermal Heat, to a major extent. It is expected that the scheme will also be open this year.

For more information: www.rvo.nl/subsidies-regelingen

Funding

Renewable Energy Production Incentive Scheme (SDE) (Stimulerend Duurzame Energieproductie, SDE)

The SDE+ is an incentive for the production of renewable energy and is aimed at companies and (non-profit) organisations. They can apply for a subsidy for the production of renewable electricity, renewable heat or a combination of renewable heat and electricity, or renewable gas. Renewable energy is generated from clean inexhaustible sources. This is why it is called 'renewable energy'.

The SDE+ compensates for the difference between the cost price of grey energy and the price of renewable energy, over a period of 5, 12 or 15 years, depending on the relevant technology.

For more information: www.rvo.nl/sde
[http://english.rvo.nl/search for SDE](http://english.rvo.nl/search%20for%20SDE)

Fiscal

Energy Investment Allowance (EIA) (Energie Investeringsaftrek, EIA)

With the Energy Investment Allowance (EIA), companies are able to invest in energy-saving equipment and sustainable energy, with tax benefits. You may deduct 41,5 percent of the investment cost from your taxable profits. This means that you will pay less income- and corporate taxes. Investments in eligible assets that contribute to energy efficiency and meet certain energy criteria are listed in the Energy List. The Energy List contains examples of investments in energy-efficient appliances, systems and sustainable technologies. You may also request deduction for customised (generic) investments that meet the energy performance criteria stated in the Energy List. The Energy List is updated each year. You can process the tax credit (EIA Declaration) in your tax return.

For more information: www.rvo.nl/eia
[http://english.rvo.nl/search for EIA](http://english.rvo.nl/search%20for%20EIA)

Fiscal

MIA (Environmental Investment Allowance) VAMIL (Random Depreciation of Environmental Investments)

Companies are able to invest in environmentally friendly technologies, with the associated tax benefits, by way of the MIA (Environmental Investment Allowance) and / or VAMIL (Random Depreciation of Environmental Investments) schemes. The MIA enables you deduct up to 36 per cent of your investment costs from your taxable profit for an environmentally-friendly investment. The VAMIL tax scheme enables you to determine when you want to depreciate 75 per cent of these investment costs. This means you pay less income tax or corporate income tax. The investments that are eligible for MIA and / or VAMIL]are listed on the Environmental List and all of them provide one or more environmental benefits. You may also request tax deductions for customised (generic) investments that result in environmental benefits. The Environmental List is updated each year. You can set off the benefit in your tax return.

For more information: www.rvo.nl/miavamil
[http://english.rvo.nl/search for mia or vamil](http://english.rvo.nl/search%20for%20mia%20or%20vamil)

Agricultural

Funding

Agricultural

Are you an agricultural entrepreneur, and would you like to invest in your company? Or, are you using innovation? RVO.nl has various schemes which could offer you financial support.

You may also be eligible for various subsidies based on the Common Agricultural Policy (*Gemeenschappelijk Landbouwbeleid*). The farm payment is best known, but funds are also available for rural development. The Common Agricultural Policy (*GLB*) is in place to achieve enhanced agricultural alignment.

The *GLB* will change between 2014 and 2020. The point of departure is that companies will innovate to an increasing extent, with an improved focus on the market. The year 2014 signals a transitional year, in which the budget, in particular, will undergo change.

RVO.nl also has various subsidies in place for the Fisheries sector, if you want to invest in innovations, collaboration or sustainable fishing methods. You can apply for a subsidy from the European Fisheries Fund.

For more information: www.rvo.nl/onderwerpen/agrarisch-ondernemen

Innovation with Patents

Information and advice

Patents (Octrooien)

How can you protect your new product or process? We are happy to assist you in determining which form of legal protection for inventions and innovations is best suited to your needs. The patent system is one of the options with which you can actually turn your new, inventive product into your own property. But the patent system offers even more advantages. A preliminary perusal of the patent database not only gives you plenty of information but it can also help you to make sure that you are not, literally, reinventing the wheel! You can learn about inventions of others or possible partners that are active in your sector.

Do you want to know how you can best protect your invention? Feel free to make an appointment with one of our patent consultants!

For more information: www.rvo.nl/octrooien

Assistance, information and advice

Valorisation programme (Valorisatieprogramma)

Economic achievements and the development of prosperity are increasingly determined by our ability of making knowledge available to society and applying it to new products, processes and services. We call this valorisation. Valorisation leads to new activities and to a strengthened innovative power in existing companies.

The Valorisation Programme finances 13 consortiums of companies, knowledge institutions and research institutes. The programme stimulates these parties to establish and professionalise valorisation infrastructure in and around knowledge institutions. Business start-ups at knowledge institutions or from the region can approach the consortiums for support and funding of their activities. The consortiums offer entrepreneurial education, provide funding for starting businesses (pre-seed loans) or for conducting technical feasibility studies (proof-of-concept loans) and organise assistance and training courses aimed at how to start a new company.

For more information: www.rvo.nl/valorisatieprogramma

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Netherlands Enterprise Agency is the contact point for businesses, knowledge institutions and government bodies. For information and advice, funding, networks and legislation and regulations.

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