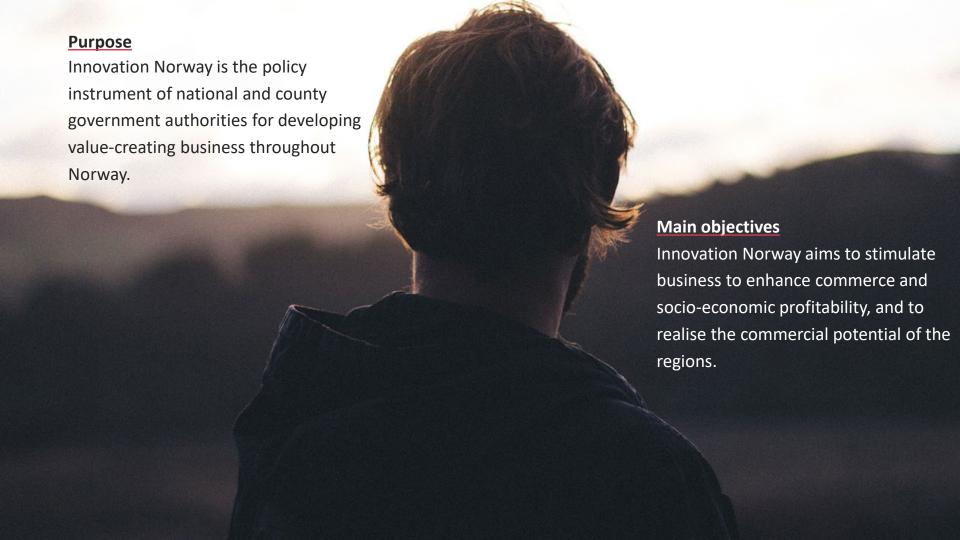
Innovasjon Norge Sigurd Urdal

Sigurd Urdal INNOVATION NORWAY ROGALAND

Additive manufacturing day THEME: Financing innovation











Innovation Norway is a financial investor who partners with organizations to contribute to increased value in Norway.

We especially like to subsidize our funding to innovative start-ups, rising enterprises and companies with ambitions for international growth.



TILSKUDD GRANTS STARTUP Premarket Evaluation Commercialization – G. Kommersialiserings

100K for external costs

FINANCING INNOVATION PROJECTS

Commercialization – Gran/loan Kommersialiseringstilskudd/ Oppstartslån 600K for R&D/ 1,5MNOK in loan



TILSKUDD GRANTS

FINANCING INNOVATION PROJECTS

Environmental Technology Scheme MILJØTEKNOLOGI

Pilot- og demonstrasjonsanlegg.

Pilot and demonstration facilities

Innovation Contracts

INNOVASJONSKONTRAKT NANSIERING

Tett samarbeid med pilotkunde – minimum 20%

Close cooperation with pilot customer 20%

→ Talk to an advisor

TILSKUDD GRANTS

FINANCING INNOVATION PROJECTS

Environmental Technology Scheme MILJØTEKNOLOGI

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INNOVASJONSKONTRAKT FINA<mark>N</mark> SIERIN ^G

Tett samarbeid med pilotkunde – minimum 20%

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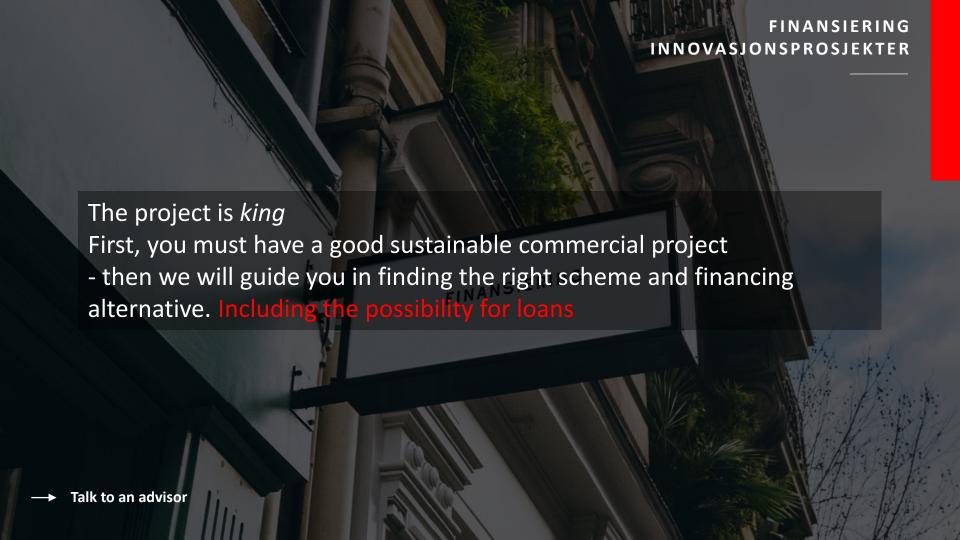
Need for balanced Financing / Matching Capital

International Regulations / EU

Grants depend on several factors:

- Type prosjekt R&D
- Project costs
- Company size (ownership)
- · Other public financing/soft funding

Max 45% small > Max 35% middle Max 25% big<



WHAT ARE WE LOOKING FOR?

FINANCING INNOVATION PROJECTS

Risk

What is the technical risk - and what the market risk? What can prevent you from succeeding?

Team

Who are you? - and who do you need partners / networks / employees / board of directors / expertise?

Business model

How to make money? What is the price / cost per unit, subscription etc.

Matching capital

New fresh capital / loan - new equity. Sufficient funding to cover own project.

Accounting & Budget

Updated Financial Account. Liquidity and Sales budget for the project period.

R&D activities?

Briefly explain what you / you should do / solve in the different parts of the project. List Project Activities/ Golas

Competitors

Who are they (nationally and internationally) and what do they do - how far are they in their development?

Customer and Market

Who will pay for it? - who is the end customer? What is the market, how big is it? - the potential internationally?

Ambition for the company

What kind of company are you building? How will it look in 5-10 years.

Sustainability

Of course. We want to see a comprehensive value chain. With a clear and concrete environmental profile.

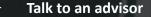
Value creation

Innovation

Why / how is this different from today's

solutions? The news value? Innovation height?

Value creation in Norway. Norwegian solutions we can export globally.







TAKK

Sigurd Urdal

Senior Advisor

907 18 745

Sigurd. Urdal@innovasjonnorge.no