

Green Accelerator

Q&A 2026

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Questions about the application

Q: Is it correct that we can resubmit/apply again in a new round with a previous application that was rejected? Of course with improvements and adjustments.	A: In each application round, we will evaluate all applications that meet the eligibility criteria for Green Accelerator. This means that if you plan to apply again, you must resubmit your project with all the required information and the identified improvements..
Q: Is it correct that not all parties involved in the project application need to sign the MoU?	A: All companies applying for the grant must sign a Memorandum of Understanding (please see page 7 in the application guide). Only Danish companies can receive grants.
Q: Must the main company submit proof of an export volume greater than DKK 5 million in the most recent financial year along with the application, or simply be aware of such a requirement and that it may be necessary to present it at a later stage?	A: Yes, the lead company must submit documentation with this along with the application.
Q: You require that any company applying, either as a single company or as part of an alliance, must be able to document at least five full-time equivalents according to a company-audited annual report for the most recent financial year – Since we do not have to attach any documents about this to the application, must the company be able to document this upon request later in the process?	A: When you submit your application in SmartMe, a template will appear that tells you what you need to document and attach. This includes documents such as the annual audited report for the most recent financial year.
Q: I have read quite a bit about your new Project Maturation Scheme – Green Accelerator. The application must include, among other things: • Memorandum of Understanding • Declaration confirming that the support is not in conflict with EU De Minimis • Letter from a relevant Danish representation (optional) Have you developed standardized templates for these or should companies themselves prepare and sign the documents for the application?	A: Memorandum of Understanding (MoU): No standardized template has been developed. The MoU should express a convergence of intent between the parties to form the business alliance and apply for financial support through Green Accelerator, although there are no formal requirements for the content. Declaration confirming that the support is not in conflict with EU's De Minimis: The template must be downloaded through the application portal when filling out the application form. Letter from a relevant Danish representation: No standardized template has been developed.

Q: If the EIFO GA project is implemented in the calendar year 2026 – is it then the calendar year 2028 for which the export growth of 10 x the grant must be substantiated in the application?	A: In the application, it must be substantiated that the project can lead to export orders corresponding to at least 10 times the grant amount within 24 months after approval of support. The export result must be submitted in an Export Success Report 12 months after the project completion
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Questions about project activities

Q: We would like to produce a demo machine for the German market, which will be used in tests and demonstrations. We need to adapt the machines to German conditions, develop training material in German, and we would like to showcase the machines at a trade fair in November. The purpose is to explore the market and prepare for the start of sales in 2022. Is this a project that could immediately be eligible for support?	A: The facility cannot support the development of demonstration machines, as the facility financially supports already tested and mature Danish export solutions, meaning the solution should be adapted to the specific export market at the time of application. The facility supports participation in trade fairs and final market analyses (not general market research), if it is part of a strategic plan on how to enable export of a mature solution. Whether the specific project can be supported will be assessed based on all incoming information provided in the application.
Q: We would like to participate in a trade fair with our product. The “problem” is that it is very expensive to participate in such a fair – both regarding the booth and transport – but also regarding accommodation because demand is enormous. Is this a project that could immediately be eligible for support?	A: EIFO Green Accelerator supports “High-level events related to the promotion of the specific green solution” and “Travel and accommodation” (please see the conditions on page 9 in the application guide). Participation in a trade fair cannot be an isolated activity – and this will only be financially supported by the facility if it is part of a strategic plan on how to enable export of a mature solution.
Q: We would like to take our product on a demo tour to, for example, Norway or France and in these markets demonstrate our product together with a complementary product. In connection with such a “demo-tour” we will incur significant costs. The question is whether support can be applied for such a project?	A: Ordinary sales and marketing activities cannot be supported by the facility. If the demo tour is a component in your application – and part of a strategic plan on how to enable export of a mature solution – the facility can support awareness-raising activities related to the specific solution. Please note that in most cases it will be considered an advantage if the application targets a single export market, as it shows focus and enables the applicant to clearly define what the identified export barriers are.
Q: Are there limitations to which countries the export is to?	A: No, there are no geographical requirements. EIFO assesses the creditworthiness (possibilities for obtaining financing) of the country and buyers. Additionally, it is considered an advantage if the

	proposed business solution is in line with the strategic efforts of the Danish government in the specific export market. If there are poor financing opportunities regarding the expected export and/or poor coherence with existing government cooperation, fewer points will be awarded in the assessment.
Q: Our company provides sustainability consulting both domestically and abroad. My question to you is whether support can be obtained for the development of consulting assignments?	A: EIFO Green Accelerator cannot support the development of consulting assignments or the establishment of partnerships. The facility financially supports already tested and mature Danish export solutions; therefore partnerships and the solution must be clearly defined at the time of application.
Q: Can leasing of equipment possibly be covered? I.e. if we or a local partner invest in the pilot system and lease it out?	A: Leasing of equipment is just another way to finance "hardware," so in this context, the costs for hardware must not exceed more than 30% of the total amount applied for through this facility.
Q: Does the scheme support, for example, companies' acquisition of new certificates (validation of already existing products) which will make it possible to export widely to large markets?	A: No, that sounds like a normal operating cost, which the company must bear itself.
Q: Must the application concern only one market, which is already defined? That is, any grant only goes to that market? Or do companies have the opportunity to apply for several markets?	A: There are no requirements for the maximum number of export markets to be included in the application. In most cases, it will be considered an advantage to target a single export market, as it shows focus and enables the applicant to clearly define what the identified export barriers are.
Q: Must both companies in the alliance have had prior involvement with the defined market, or is it sufficient that only one of the companies has had involvement with the market?	A: Green Accelerator does not require that the applicant or companies in an alliance must have prior activities or experience in the relevant export market. The crucial point is that the applicant meets the scheme's requirements, including that the project has credible export potential, identified customers, and a realistic plan for realizing the export
Q: Two companies forming the alliance will presumably have two NOT identical products. Can one of the companies be a supplier to the other leading company?	A: In principle, yes. It will be considered an advantage if all companies in the alliance are independently active in the market (cf. previous question), that is, all companies experience their own independent export barriers (and not only face challenges due to the leading company).
Q: Proof of concept is crucial for our customer to spend money on our solution. Is conducting a 2-month Proof of Concept test period with the customer (where the work is carried out by an external consultant) an eligible cost for subsidy?	A: Yes. If the solution is at TRL 9, and the project solely concerns proof of concept or demonstration that the solution works in the relevant export market, the cost will be eligible for support.

Questions about auditing

Q: Can you elaborate on what the auditor's statement must contain?	A: As part of the audit of grant accounts under Green Accelerator, the auditor must issue a statement with a high degree of assurance and in accordance with ISA 800. The auditor's statement must include: • legal-critical audit to ensure the grant recipient complies with the established grant conditions • management audit to assess whether the grant has been used economically and in accordance with the purpose in accordance with the Standards for Public Audit (SOR) and the National Audit Office's guidance on the formulation of audit provisions, including paradigm 4 for grant accounts, which must form the basis for clarifying the auditor's task and obligations.
Q: According to the guide, it says: <i>"The request for payment must be sent to the Danish company's auditor for review."</i> <i>"The completion process will include a final report, an audit report prepared by an auditor, and a review of project implementation."</i> Is this referring to an external auditor? Or can it be an internal auditor from the company?	A: The project budget must be audited by an external certified auditor.

Questions about the Grantee

Q: I have a question which I hope you can answer. How does it work when there are 2 companies? Should the responsibility for the total project be shared regarding accounting, or does the Lead Company take overall responsibility for payments?	A: Usually, the Lead Company take responsibility for the overall accounting concerning the auditors' statement. However, it is also possible to separate the accounts, where the Lead Company and partner companies maintain separate accounting records for their expenses. In this case, you should assess what works best for your situation. If the Lead Company incurs expenses on behalf of alliance partners, payments will be made to the Lead Company.
Q: In the case of an alliance, is it only the lead company that must provide the statement regarding turnover of more than DKK 10 million?	A: Yes. The lead company in an alliance must be able to document turnover of over DKK 10 million.
Q: Must a Danish CVR number always be presented? – for example, in the case where one of the consortium members also has foreign entities and a foreign equivalent to the Danish CVR.	A: It is a requirement that all applicants can present a Danish CVR and have been registered in Denmark for at least 3 years.

Q: I am being considered for two exciting projects for Green Accelerator. Is it possible to participate in two projects or is it a maximum of one project per company?	A: Yes, it is possible to participate in several project applications. This applies both if your question concerns i) being part of more than one business alliance, and ii) if you are proposed as a service provider in more than one application. If you are part of more than one business alliance, please note that the financial support from EIFO Green Accelerator must not conflict with the European Union's "De Minimis state aid" regulation.
Q: Can the partner be a foreign company?	A: No, the companies in the Alliance must be registered in Denmark (and must have been registered in Denmark for at least 3 years and have had five full-time employees in the most recent financial year). The business alliance is allowed to propose foreign companies as advisors/consultants. The costs for this are then part of the budget, from which you can obtain an 80% grant.
Q: If a start-up company wants to apply for funds through EIFO Green Accelerator, does it require an alliance with a Lead Applicant who meets the maturity requirements?	A: Yes, but that alone is not enough. The main applicant must meet additional maturity requirements (at least DKK 10 million in turnover and at least DKK 5 million in export), and all companies in the Alliance must have been registered in Denmark for at least 3 years and have had five full-time employees in the most recent financial year.

Questions about 'de minimis-aid

Q: When does a company "reset" its "De minimis support"? Would it, for example, be reset from 01.01.2024? Or is it continuous? So that you can say you can make a budget to fit the financial years that may be affected?	A: Regarding the De minimis state aid regulation, we understand the rules as "max. EUR 300,000 over three consecutive years" – in any 3-year period.
Q: Is it each alliance member or only the lead company that must submit a declaration confirming that the support is not in conflict with the EU's De Minimis principles?	A: Each alliance member must complete a declaration confirming that the support is not in conflict with the EU's De Minimis principles.
Q: I would like to know if a grant from the Innovation Fund can be used as the company's co-financing in a Green Accelerator project, or if there are special restrictions I should be aware of.	A: A grant from the Innovation Fund can, in principle, be included as part of the company's financing, provided that the same project costs are not financed by both the Innovation Fund and Green Accelerator. Thus, there must not be double financing of the same activities or expenses. Additionally, the company must be aware that support from Green Accelerator is provided under

	the EU's de minimis rules. This means that a company may receive a maximum of EUR 300,000 in public de minimis support over a rolling three-year period. Applicants must therefore declare that the requested support does not lead to exceeding this limit.
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Questions about payment and budget

Q: As part of the project, we are participating in a high-level event next month. We have been somewhat surprised by all the extra costs we have to pay to participate in this event + how expensive it actually is in the USA. We had allocated DKK 100,000 for the event and DKK 60,000 for Travel & Accommodation. We expect the costs for participating in the event to be closer to DKK 130,000. Is it possible to increase this budget item in our overall project?	A: It is possible to reallocate budget items within the overall budget, as long as the total project budget does not exceed the granted amount, and it complies with the overall guidelines for reimbursable expenses (i.e., less than 30% on products, less than 10% on project management costs). If you wish to make a reallocation in the budget, please submit a change request via SmartMe.
Q: Is it possible to apply as an alliance of 2 companies, where only one company covers the 20% of the project budget?	A: In principle, yes. The important thing is to show that all companies in the alliance in some way contribute to overcoming export barriers.

Questions about screening

Q: Where can you find the criteria for the initial ESG and KYC screening, which any applying company must be able to pass? And will this take place at a later stage, after application?	A: The screening is based on the criteria stated in the Application guide . Our internal experts will conduct the initial ESG and reputation screening after the application has been submitted.
Q: How long does it take EIFO to process the application before it is approved?	A: Applicants can generally expect to receive a response to their application approximately one month after the end of the application round.

Questions about reporting

Q: What are the reporting requirements?	A: Reporting in Green Accelerator consists of: • Mid-term report with description of ongoing project activities and results • Final report upon project completion and in connection with the request for payment of the grant. • Export Success Report 12 months after project completion, where the achieved export results are reported.
Q: Are there requirements for the creation of a certain number of jobs or export orders?	A: No, but at the time of EIFO's assessment, it should be likely that the project activities will generate export volume of 10 times the grant amount within 24 months from project start. If the export orders do not materialize, it is simply unfortunate – EIFO will not require the grant to be repaid.