

New Energy World - Industry Grouping

# Annual Report

Executive Summary

**2009**

## 1. EXECUTIVE SUMMARY

### 1.1 The NEW-IG in 2009

The year of 2009 was a key milestone for the NEW-IG and the FCH JU. After the formal implementation of the Joint Undertaking (JU) at the end of 2008, efforts during this year focused on supporting the launch of the 2009 Call, stabilising and improving the Grouping's internal processes and improving internal communication between members, other JU partners and external stakeholders.

Under difficult global economic circumstances, the Grouping also secured a solid financial position through rigorous bookkeeping. The benefits of the implementation of the project fee in the Call 2009 will only be visible in 2010, but the Board recognises it as essential for the development of the organisation.

Internally, two Board members were replaced by Jan Piet van der Meer (Treasurer) in March and Lucio Gallo (leader of Stationary Committee) in October. A new Secretariat started working in June.

### 1.2 Key 2009 achievements

- 2008 Call evaluated
- 2009 Call published on time
- Improvement of Grouping's financial control and reporting
- Improvement of Secretariat's services and efficiency
- Implementation of bylaws revision, including the introduction of:
  - o Annual and multi-membership fees
  - o Detailed division by company size: Large, Medium, Small and Micro
  - o "Supportership" membership type
  - o Project fee in Call 2009

### 1.3 The 2008 Call - Results

The total budget for the first FCH JU Call (2008 Call) was 28.1M€. A total of 32 proposals were submitted, involving 243 partners - 43% from the Industry. One of the most important observations is that almost half of the proposals were not above the threshold. This means that only 18 proposals went through to negotiations, requesting a combined 39.64M€. Five of the topics in the 2008 Call were uncovered (+ 2 topics in the Cross-Cutting AA, not covered already at the submission phase).

In December 2009 the negotiation phase ended and 16 proposals were awarded funds totalling 61.768,807M€.

### 1.4 The 2009 Call - Organisation, information

On 15 June the Programme Office officially opened the 2009 Call which ran until 8 October. It made available 71.3M€ in funds.

In preparation, the Grouping and its research partner organised a brokerage event in Cologne on 19 May. The Secretariat also prepared an information webinar for members and a special newsletter article entitled "Does and Don'ts when answering a Call". Together with the Programme Office, a press release was also put out announcing the Call's opening.

Preliminary data reveal that 50 proposals were received, 24% from Industry.

### 1.5 AIP/Call 2010

The individual Committees of the Industry Grouping and their Research Grouping counterparts began preparations for the AIP 2010 in September 2009. Through an analysis of the previous Calls and the state of the industry and market, they developed a series of recommendations sent to the Programme Office in early 2010. These recommendations will be integrated in the Annual Implementation Plan 2010. The AIPs are the basis for the development of the yearly Calls.

### 1.6 Bylaws, membership, project fee

Much of the work done by the NEW-IG Board and Secretariat during 2009 originated in the members' request for a more balanced membership fees and financial contribution towards the running of the Programme Office. These developments required alterations to the Grouping's bylaws, so a special Bylaws Taskforce was created to lead the process. In July the Extraordinary General Assembly approved the bylaws update which included several major developments:

- Introduction of **annual vs. multi-annual** (3 years) fee categories. Members who decided to commit to a 3-years involvement in the JU benefited from a fee discount.
- Four separate **size categories**: Large, Medium, Small and Micro. Previously fees were only collected according to two options: "Large & medium" and "Small & micro". Membership fees were adapted accordingly.



- The “supportership” membership category was officially launched in October 2009. It targets organisations with a clear interest in the fuel cells and hydrogen technology, but which cannot or do not wish to participate in the Calls. Although not enjoying the privileges of a full membership, supporters will still be able to access and share information on a dedicated intranet, as well as participate in all NEW-IG events as an observer.
- Members agreed that the fairest way to cover the running costs of the Programme Office is to share them amongst the actual beneficiaries of the Call. Therefore the Industry and the Research Grouping, with the support of their members and the European Commission, have adopted the concept of a **Project Fee** which concerns every organisation applying for funding, including non-members of the Groupings. The Project Fee level is set as a percentage of the total amount of grants and is established each year by the Industry and Research Grouping’s Boards. The value agreed for the 2009 Call was 4%.

### 1.7 Improving matching of funds

The funding levels of the 2008 Call were significantly lower than expected and not aligned with those of FP7. With this in mind, the members of the FCH JU recognise the need to investigate the reasons why such low levels of real funding rates were produced for the Call.

A working group composed of IG, RG and Commission representatives was set up and given a double mandate:

- Analyse whether the matching issue can be solved without a change to the current FCH JU Regulation and;
- If it appeared that a rethinking of the Regulation was needed, the group was to prepare an issue paper, with a list of options (pros and cons), with a view to minimising the political risks linked with the Regulation review process.

Following a recommendation made at the end of 2009, on January 2010, the JU Governing Board confirmed that it was not possible to improve funding level without changing the Regulation and asked the Working Group to identify the options and analyse their consequences. Work is ongoing.

### 1.8 Stakeholder outreach & communications

Several organisations and individual stakeholders have an interest in the Groupings’ activities and the NEW-IG strives to engage them in a frank dialogue. To encourage this dialogue the Grouping organised and co-organised several activities throughout 2009. It also produced different types of informative materials.

On events, the Grouping was involved in the organisation of the Annual FCH JU’s Stakeholders General Assembly (SGA) which welcomed around 300 participants in Brussels in October. To maximise this opportunity, the NEW-IG also organised two different parallel activities: a Drive N’ Ride for 50 guests and the 1st FCH Stakeholders Dinner.

Ahead of the important COP15 meetings in Copenhagen, the NEW-IG organised the H2 Parade, which involved 14 FCH vehicles crossing the bridge between Sweden and Denmark. This event attracted the attention of a wide group of political and media (over 60 articles) audiences.

The Grouping also improved its internal communications by upgrading the members’ newsletter (now with 10 issues a year) and introducing a weekly media report.

In order to increase the value of the Grouping’s presence at the SGA and improve the outreach to prospect members, two types of promotional materials were produced in 2009: a brochure and a stand which will be easily used at future events.

### 1.9 Finance

The cash position for 2009 is €504.462, with €86.575 still to be recovered from free from 2009 and previous years. 2009 showed a net result of €121.698, however after consolidating with FCHInstruct, the year’s final net result is - €121.911.

Financial achievements of 2009 were:

- Clean up of the NEW-IG accounting and correction of inaccuracies
- Catch up on recovery of overdue membership-fees 2008/2009
- Recovery of FCHInstruct Grant
- VAT return of 90% accepted



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