

Defining Moments Table

| Date | Description of the critical moment | Description of the cause | Internal or external cause | Internal consequences | External consequences |
|-----------------|---|--|-----------------------------------|--|---|
| Aug./Sept. 1999 | <i>Idea to store CO₂ underground. First concept ZEPP developed by v/d Waal</i> | Discussion on subsidence Waddenzee | External | Emergence of basic idea of CO ₂ storage = foundation for later ZEPP | Principle of CO ₂ storage introduced to outside world |
| 8 Dec. 1999 | <i>Patent application for concept of EGR-oxyfuel</i> | Idea and possibilities to protect idea through patent | Internal | Great level of protection and enforcement of own position with regard to outside world and competition | Radical constraint for competition to make away with the idea |
| 10 Dec. 1999 | <i>Presentation at NAM and Economic Affairs</i> | Request of NAM to find solution to problem of subsidence | External | Inception base ZEPP | Project known at NAM and mainly Economic Affairs |
| Dec. 2001 | <i>Feasibility study by RTS</i> | Necessary study to review if the idea was viable | External/internal | Idea proved feasible which led to further project development | Idea proved viable for Sheel/EZ/NAM/Senter-Novem |
| End 2002 | <i>ONS becomes project partner</i> | Partner needed to further elaborate the project | Internal | Opportunity emerged to further work out the project | Further enforcement feasibility project to the outside world |
| Dec. 2003 | <i>Donation business archive Chevron to v/d Waal</i> | Cause: Chevron was forced to destroy or hand over the archive | External | Possibility to work out plan at a concrete location | None |
| Q2 2004 | <i>Start cooperation Wintershall</i> | Partner required who was acceptable for licensing party and supervisor | External | Project became feasible due to involvement crucial partner | Location available |
| Sept. 04 | <i>Application recovery license</i> | License required to implement project | External | Concluding piece in underground project implementation | Formal procedure results in involvement new actors (EPB, Mining council, TNO, Province) |
| Oct. 2004 | <i>Application MEP tariff</i> | | | | |
| 2004 | <i>Refusal of Economic Affairs to make tariff public</i> | MEP budget depleted and MEP regulation | Internal | Delay of project implementation | Urgency for project within Economic Affairs decreases |

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| | <i>within MEP for climate neutral electricity</i> | disputed within Economic Affairs | | | |
| 2005 | <i>Negative advice CPB to FES Funds for ZEPP subsidy</i> | Unclear | Internal | Delay project | Ditto |
| End 2006 | <i>Agreement with NV Gasunie for selling nitrogen</i> | See above | Internal | Hole in exploitation budget reduced | Further visibility in outside world |
| End 2006 | <i>Search for new project partner (to replace ONS)</i> | ONS has decided to leave the project (instigated by municipality Schiedam) | Internal | Necessity to attract new partner | Outside world gets opportunity to participate |
| March 2007 | <i>Contract with new project partner</i> | Lack of financing | Internal | Financial means available to implement the project | Project implementation can start |