

Want to access **financing**, increase **profits**, boost your assets **and** slash energy costs?

If energy costs are crippling your business, check out the Western Balkans Sustainable Energy Financing Facility (WeBSEFF)

Thanks to old, inefficient machinery, technologies and buildings, companies in the Western Balkans use up to three times as much energy per unit of their output as their western competitors. For energy intensive companies this is a serious competitive disadvantage, about to become even worse as energy prices increase.

The good news is, for such companies the energy savings potential is great and relevant cost savings can often repay necessary investments in very little time. Indeed one WeBSEFF client found that a EUR 2.5 million investment could be repaid from energy savings in just over eight months. After which time, of course, the company will have boosted its profit margin by a cool EUR 3 million a year, and increased the value of its assets to boot. In general, all projects implemented under WeBSEFF will be repaid from energy savings and will generate profit.

How does WeBSEFF work?

WeBSEFF is a Credit Line Facility made available by the European Bank for Reconstruction and Development (EBRD) and the European Commission (EC) to provide loans of up to EUR 2 million to companies in the Western Balkans with significant energy saving potential or the potential for utilization of renewable energy sources. The loans should help them reduce their energy costs and increase their competitiveness. The loans are available through local partner banks in Bosnia and Herzegovina, FYR of Macedonia and Serbia.

And that's not all. To make sure your investment project is the best option for you and will repay your investment in a maximum of five years, the EBRD put together a team of technical and financial experts to help ensure you have the best solution and that the savings will repay the investment costs quickly. The team of WeBSEFF experts are financed by the Eastern balkans Fund, so

their services are available free of charge to eligible companies.

But the best is yet to come. Because increasing energy efficiency and reducing carbon emissions that damage the environment is very important to the EC, projects funded through WeBSEFF are eligible for cash back incentive payments of 15% - 20% as follows:

- Investments in industrial energy efficiency - in heating systems, processes and building (15% in general and 20% for boilers and small cogeneration/trigeneration facilities)
- Investments in energy efficiency of commercial buildings (15% or 20%)
- Investment in renewable energy sources (15% or 20%)

Projects can be "stand alone" or this credit line facility can be used as a part of a larger corporate capital investments.

The total size of the EBRD credit line is EUR 60 million available on a first come, first serve basis. As some part of the money has already committed to projects, if you have a potentially eligible project, don't hesitate to apply.



ELIGIBLE COMPANIES

Private companies with potential to significantly reduce the energy consumption or to utilize renewable energy sources

ELIGIBLE INDUSTRIAL ENERGY EFFICIENCY PROJECTS

Examples include:

- On-site co-generation of heat and electricity
- Rehabilitation and/or replacement of old boilers
- Rehabilitation of steam distribution systems, steam traps, etc.
- Rehabilitation of compressed air and power distribution systems
- Heat and steam recovery
- Installation of absorption chillers
- Installation of variable speed drives
- Process optimization, enhanced controls
- Upgrade/replacement of utilities
- Fuel switching
- Implementation of energy management systems
- Insulation, upgrading to double-glazed windows, low-emission glazing
- Lighting systems

AT LEAST
20%
ENERGY
SAVINGS

ELIGIBLE ENERGY EFFICIENCY PROJECTS FOR COMMERCIAL BUILDINGS

These include:

- Replacement of old and inefficient boilers
- Installation of on-site micro-cogeneration/ tri-generation systems
- Rehabilitation of heat substations and installation of heat meters
- Balancing of heating systems, installation of individual heat control devices
- Implementation of Building Management Systems
- Upgrading to double-glazed windows, low-emission glazing
- Thermal insulation of the building envelope (external walls, roofs, basements)
- Replacement of existing heating systems
- Installation of heat recovery systems from air ventilation system and/or processes (e.g., installation of economizers for pre-heating purposes)

AT LEAST
30%
ENERGY
SAVINGS

ELIGIBLE RENEWABLE ENERGY PROJECTS

FINANCIALLY
VIABLE
PROJECTS

Examples include:

- Wind turbines with an installed capacity not exceeding 2 MW
- Multiple wind turbines with a collective installed capacity not exceeding 4 MW
- Run-of-river hydropower plants with an installed capacity not exceeding 5 MW (new or rehabilitation of existing installations)
- Solar-thermal water systems
- Solar-thermal drying systems
- Biomass combustion systems
- Biogas stations
- Geothermal heat pumps

GENERAL ELIGIBILITY CRITERIA

- Energy efficiency investments must be on the energy demand side (no projects primarily focused on electricity and/or heat supply to the third party or to the public)
- Greenhouse gas reduction requirement
- Each project may only benefit from one European Commission grant.
- All projects must meet at least local environmental, health and safety requirements and receive all required permits

MAIN BENEFITS

- Reduced production costs
- Improved competitiveness and profitability

ELIGIBLE COUNTRIES

- Serbia
- Bosnia and Herzegovina
- FYR Macedonia

FREE OF CHARGE TECHNICAL SUPPORT AVAILABLE

- Determination of project eligibility and, if applicable, help to restructure the project to meet eligibility requirements
- An energy audit and project cash flow analysis
- Assessment of project's technical and financial viability
- Preparation of Rational Energy Utilization Plan (REUP)
- Assistance with loan applications

