



European Bank
for Reconstruction and Development

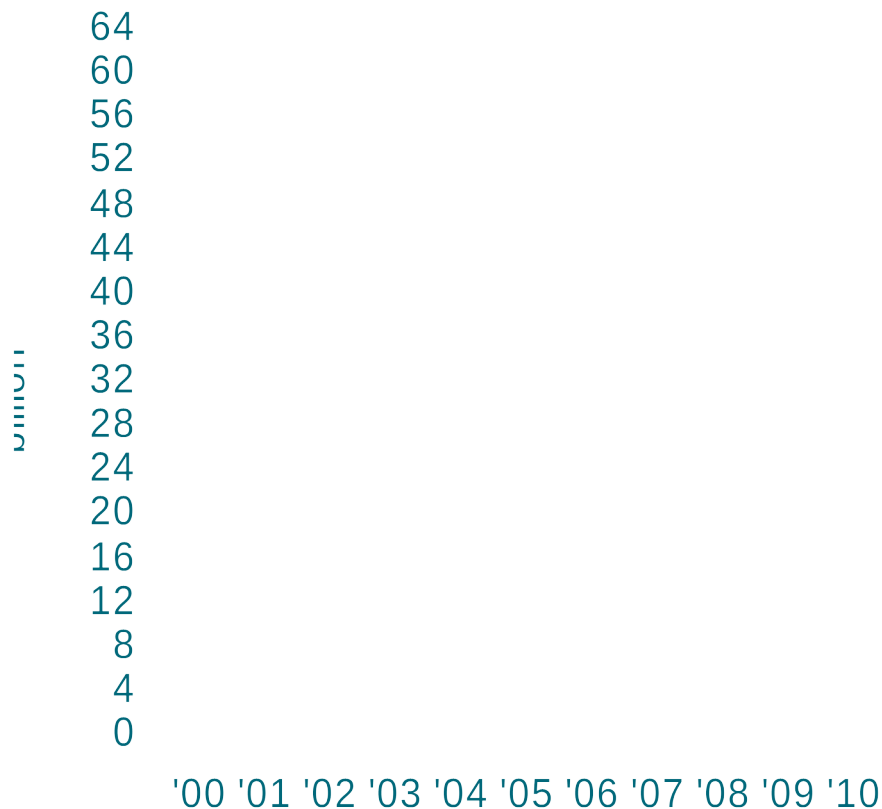
Oportunitati de finantare a proiectelor de eficienta energetica. Experienta BERD

18 februarie 2016

Ce este BERD?



European Bank
for Reconstruction and Development



- Institutie financiara internationala ce promoveaza economia de piata in peste 30 de tari, pornind din Europa Centrala pana in Asia Centrala
- Avand actionari 65 de tari (inclusiv Romania), Uniunea Europeana si BEI
- Capital de 30 miliarde de euro

- Asigura finantarea infrastructurii, echipamentelor si serviciilor municipale
- Faciliteaza (co-)finantari comerciale sau granturi de la donori
- Sprijina structurile de reglementare in sector
- Promoveaza implicarea sectorului privat
- Promoveaza standarde adecvate de mediu si de protectie a muncii

Apa si Canalizare

Transport Urban

Gestionarea deseurilor municipale

Eficienta Energetica si Termoficare



Provocari in investitii

- Respectarea standardelor nationale si comunitare de mediu, sanatate si siguranta
- Necesitatea cresterii investitiilor in modernizarea instalatiilor de productie a energiei termice, reabilitarea retelelor de distributie si instalarea echipamentelor de control
- Cresterea performantei operationale si financiare a companiilor de termoficare

<http://www.ebrd.com/what-we-do/sectors-and-topics/sustainable-energy-initiative.html>

- Raspunde nevoilor specifice de investitii sustenabile in tarile de operare ale BERD
- Conform cu politica UE de investitii, tinand seama de efectele schimbarilor climatice



1. Industrial Energy Efficiency



2. Sustainable Energy Financing Facilities



3. Power Sector Energy Efficiency



4. Renewable Energy Scale-up



5. Municipal Infrastructure Energy Efficiency



6. Carbon Markets Development

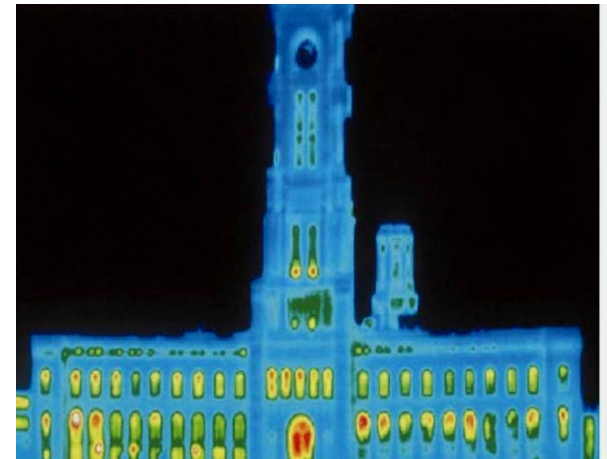
- BERD a semnat un Memorandum de intelegere (“MoU”) cu Guvernul Romaniei, impreuna cu alte IFI, avand obiectivul de a creste absorbtia fondurilor UE.
- Suportul BERD a fost solicitat pentru a oferi asistenta tehnica in pregatirea strategiilor de co-finantare din fonduri UE pentru perioada de programare 2014-2020, in domeniile:
 - Transport urban
 - **Eficienta energetica** (“EE”) - cladiri publice si rezidentiale
 - Apa si canalizare

Aprox, 1.1 mild euro vor fi disponibile din fonduri UE pentru EE in perioada 2014-2020.

- In paralel, BERD a angajat Asistenta Tehnica (AT) pentru dezvoltarea unui program de eficienta energetica (EE) in sectorul public (scoli, gradinite, universitati etc), finantat de GEF
- AT cuprinde trei etape:
 - ✓ Etapa I: analiza de piata pentru evaluarea potentialului de EE/CPE in sectorul public din Romania;
 - ✓ Etapa II: pregatirea de proiecte pilot in 2 orase; suport in pregatirea documentatiei de proiect, licitare si contractare (etapa actuala);
 - ✓ Etapa III: extinderea programului in alte orase interesate sa intre in program

Obiectivul final - dezvoltarea unei piete a serviciilor energetice in Romania.

- garantarea economiilor de energie
- transferul unor riscuri tehnice si economice catre partenerul privat
- costul investitiei suportat in mare parte de partenerul privat
- rambursarea investitiei din economiile la costul energiei
- cresterea nivelului de confort si a valorii proprietatii



Facilitati de Finantare Eficienta Energetica in Romania



www.eeff.ro

80 milioane Euro

Banci partenere

BCR, BRD, BT, CEC, Raiffeisen, OTP



SAVE ENERGY - SAVE MONEY

www.seff.ro

65 milioane Euro

Banci partenere

BCR, BRD, Banca Transilvania,
UniCredit



10 milioane Euro

Banca partenera

BRD





- Scadente intre 10 si 15 ani
- Flexibilitate privind structura finantarilor; nu exista produse standard
- Facilitati speciale pentru proiectele mici (prin intermediul bancilor comerciale)
- Marje si garantii la nivelul pietei
- Imprumuturi in moneda locala - este posibil
- Reguli de achizitie BERD pentru sectorul public
- Selectie competitiva a partenerilor privati in proiectele de tip public-privat
- Participare la capital (equity), unde este cazul

Cum se obtine finantarea?

- Veniti cu o prezentare de ansamblu a investitiei propuse
- Angajamentul de a lucra impreuna
 - Clarificarea rolului BERD
 - Mandatul de a initia tranzactia
 - Intelegerea reciproca a problemelor de integritate corporativa
- Proiect/Plan de afaceri, analiza pietei, strategie, structura, analiza financiara, evaluarea riscurilor
- Stabilirea celei mai adecvate investitii, datorie (debt) vs. capital (equity)
- Strategia ceruta pentru investitiile de capital

Finantare BERD - Saturn Biomass (Polonia)

- Beneficiar: Saturn Management
- Imprumut total de 86 milioane euro
 - imprumut BERD 30 milioane euro (8,5 ani)
- Proiect
 - CHP – prima investitie majora de acest fel din Polonia, care furnizeaza caldura si energie catre Mondi Swiecie, cel mai mare producator de hartie din Polonia



Venera Vlad

Associate Director

Senior Banker, Coordinator MEI

vladv@ebrd.com

Daniela Ionescu

TC Manager

ionescud@ebrd.com

Tel: +40 21 202 7100

Fax: +40 21 202 7110

www.ebrd.com



The screenshot shows the EBRD website's 'About Us' page. At the top, there is a navigation bar with 'HOME PAGE', 'ABOUT US', 'NEWS AND EVENTS', 'WORKING WITH US', and 'RESEARCH AND PUBLICATIONS'. A search bar is also present. Below the navigation, a large banner image shows a city street at night with the text 'What is the EBRD?' and a sub-headline 'We work together with the private sector financing projects in 29 countries from central Europe to central Asia.' To the right of the banner is a 'KEY FACTS' section with three bullet points: 'We invest mainly in private enterprises', 'We have a network of more than 1,000 clients across our region of operations', and 'We build financial stability, strong corporate growth and modern infrastructures'. Below the banner is an 'ABOUT US' section with a paragraph: 'Since our establishment in 1991 we have become the largest financial investor in our region of operations which stretches from central Europe and the Western Balkans to central Asia. With the ability and willingness to bear risk on behalf of our clients, we help their countries in the region to become open, market economies. We are owned by 61 countries, the European Union and the European Investment Bank.' Below this are three columns: 'What we do' (We invest in projects, engage in policy dialogue and provide advisory services to enterprises), 'Our history' (We were established following the fall of the Berlin Wall in 1990), and 'Where we are' (We work in 29 countries across central and eastern Europe and central Asia). To the right of the 'ABOUT US' section is a 'CONTACT US' section with the address 'One Exchange Square, London EC2A 2JN', phone number '+44 20 7338 6000', and a link to 'More contacts'.