



Report on bi-lateral meetings with regional/national funding institutions

ESCAN

Name of the institution	Location	Date of meeting
Bank of Santander	Madrid	18/09/2014

What kind of funding is given
<p>target groups: public and private organizations with proposals on energy efficiency or capital investment</p> <p>type of financial scheme: special vehicle for projects financing, including the own financing and the project management role</p> <p>financing rate: depending on the project, from 50 to 100%.</p> <p>minimum requirements (technical or financial): projects on streetlight, buildings or industries with reasonable pay-back and other financial ratios. Any interesting situation would be considered for evaluation.</p> <p>(this organization participated in the Streetlight-EPC Workshop in Santander organized by Ayto Santander and Escan on the 22nd October 2014)</p>

Main issues discussed/inputs & information received regarding financing ESCOs
<p>This kind of financing includes the Bank as project manager and ESCO, and prepares and organizes the overall project. They contract the technical companies required for the project and finance the overall or part of it.</p>

Name of the institution	Location	Date of meeting
Bank of Sabadell	Madrid	12/06/2014

What kind of funding is given
<p>target groups: public bodies, with particular interest on Municipalities, with energy efficiency measures</p> <p>type of financial scheme: dedicated funding to Municipalities or ESCOs</p> <p>financing rate: depending on the project, up to 100%</p> <p>minimum requirements (technical or financial): projects on streetlight or buildings with reasonable pay-back and other financial ratios. Any interesting situation would be considered for evaluation. Specific interest on medium or smaller municipalities.</p> <p>(this organization participated in the Streetlight-EPC Workshop in Santander organized by Ayto Santander and Escan on the 22nd October 2014</p>

Main issues discussed/inputs & information received regarding financing ESCOs
<p>This kind of financing is mainly focused to small and medium Municipalities with interest in Streetlight projects. The reason is that the risk is limited to the investment amount, which is not too high as the number of lamps or the size of buildings is limited.</p>

Name of the institution	Location	Date of meeting
CDTI	Madrid	6/02/2015

What kind of funding is given
<p>CDTI explained the Energy Efficiency Call funding opportunities, with target groups:</p> <ul style="list-style-type: none"> - Buildings and Consumers, including seven topics, - Heating and cooling, including two topics, - Industry and products, including four topics <p>type of financial scheme: funding and soft loans</p> <p>financing rate: depending on the project, usually up to a percentage of $\leq 70\%$</p> <p>minimum requirements (technical or financial): projects related to the topics indicated above and a some requirements for the organizations requiring the financing</p>

Main issues discussed/inputs & information received regarding financing ESCOs
<p>ESCOs could participate in some of the financing lines, but it has to be analysed in each specific project funding line.</p>

Name of the institution	Location	Date of meeting
IDAE – JESSICA FIDAE	Madrid	23/07/2014
		25/02/2015

What kind of funding is given
<p>target groups: public and private bodies, with the purpose of financing sustainable urban development projects that improve energy efficiency and / or renewable energy use</p> <p>type of financial scheme: dedicated funding with soft loan. 123 M€</p> <p>financing rate: public bodies up to 100% and 0% interest rate; private companies usually up to 70% and Euribor+x (1 to 5%) interest rate</p> <p>minimum requirements (technical or financial): projects on streetlight or buildings with reasonable pay-back and other financial ratios.</p>

Main issues discussed/inputs & information received regarding financing ESCOs
<p>This kind of financing is particularly interesting for Municipalities that can ask for financing for the streetlight projects. It is considered the option of providing the financing to ESCOs, but as private companies the conditions are different that for public bodies.</p> <p>Nevertheless, this financing is attractive for several reasons: the financing conditions and the fact that the National Energy Agency is expert in Streetlight projects which facilitate the bankability of the projects.</p>

Name of the institution	Location	Date of meeting
PHILIPS	Madrid	24/02/2015

What kind of funding is given
<p>target groups: private and public bodies, with particular interest on ESCO projects (financing private ESCOs)</p> <p>type of financial scheme: direct funding to ESCOs or providing intermediate advice to find the best financing opportunity</p> <p>financing rate: depending on the project</p> <p>minimum requirements (technical or financial): projects on outdoor or indoor lighting with reasonable pay-back and other financial ratios. Any interesting situation would be considered for evaluation. Any size of projects.</p> <p>(this organization participated in the Streetlight-EPC Workshop in Santander organized by Ayto Santander and Escan on the 22nd October 2014)</p>

Main issues discussed/inputs & information received regarding financing ESCOs
<p>This kind of financing is of special interest in Streetlight projects, as the funding organization also can provide the guarantee for the lighting system, avoiding later problems with the new lighting system.</p>