



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

Sweden

Region Blekinge, Kalmar och Kronoberg län

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Name of the institution	Location	Date of meeting
Nordic Investment Bank	Helsinki, Finland	2015-04-16

What kind of funding is given
<p>target groups: They fund projects that have a positive impact on the environment and / or promotes the competitiveness of NIB member countries</p> <p>type of financial scheme: long-term financing with loan periods up to 30 years</p> <p>financing rate: Maximum 50% of the project's total cost</p> <p>minimum requirements (technical or financial): The minimum loan amount is SEK 100 million. If the project is small, they can fund the project through the municipality along with the other projects that total project costs amounted to SEK 200 million and the loan amount to SEK 100 million.</p>

Main issues discussed/inputs & information received regarding financing ESCOs
<p>We note that the Street Lighting projects is difficult both technically and institutionally. Technical problems are that the technology is developing fast and it is difficult to specify technical requirements so clearly that deliveries to the needs. We have seen projects where LED street lighting does not illuminate the road itself, but only the roadside even though the specifications and tenders have been examined by technical experts. Likewise still missing unambiguous technical standards for outdoor lighting in the same way as for indoor lighting. On the institutional side also requires a lot of knowledge to define the model of implementation, and technical and other tender specifications. There is a clear need for greater knowledge and relevant guides for stakeholders. NIB have the support of the Swedish Foreign Ministry and in cooperation with BASREC (cooperation between finance ministries of the Baltic States made a study of the problem via the consultant ÅF. Similarly, there where the seminar program that BASREC organized last year regarding the theme.</p>

Name of the institution	Location	Date of meeting
Kommuninvest	Örebro	2015-08-25

What kind of funding is given
<p>target groups: Kommuninvest is a membership organisation which finances the development and investments of the Swedish local authorities and regions. The loans is only for municipalities, local authorities or companies that have an ownership where the public sector are in the majority</p> <p>type of financial scheme: short and/or long-term financing, the client can choose the length of the loan period themselves.</p> <p>financing rate: up to 100%</p> <p>minimum requirements (technical or financial): the municipality must cover the loans with a 100% local government guarantee</p>

Main issues discussed/inputs & information received regarding financing ESCOs
<p>Kommuninvest have recently introduces “Green loans” for clients and will during the fourth quarter of 2015 introduce Green Bonds for investors (Swedish and foreign investors' interest is considered very big). These Green loans are very suitable for EPC and other energy services. This new product is dedicated to green projects that e.g. promote transition to low carbon and climate resilient growth or reducing climate impact through renewable energy and energy efficiency. There is 8 different framework in which you can apply for loans and there is an expert committee that, four time per year, evaluate, approve or reject the proposals.</p>

Name of the institution	Location	Date of meeting
Nordea	Västervik Municipality	2015-08-31

What kind of funding is given
<p>target groups: The public sector, SME, companies/organisations and private customers within our region (private, corporate, institutional customers)</p> <p>type of financial scheme: Investment loans, leasing, real-estate loans</p> <p>financing rate: up to 100%. All request is individually evaluated. If the municipality or a public company is the loan taker the municipal bond/guarantee will cover the security.</p> <p>minimum requirements (technical or financial): The client will be evaluated if it is creditworthy.</p>

Name of the institution	Location	Date of meeting
DLL (De Lage Landen Finans AB)	Malmö, Stockholm, Göteborg	2015-08-25

What kind of funding is given
<p>target groups: DLL works together with their partners: equipment manufacturers, retailers and distributors in order to offer financial solutions for the end-user, so that their partners are able to offer their customers a financing solution.</p> <p>type of financial scheme: Depends on what assets/solutions that are to be financed</p> <p>financing rate: up to 100%,</p> <p>minimum requirements (technical or financial): Depends on what assets/solutions that are to be financed and also depending on the financial status of the customer.</p>

Main issues discussed/inputs & information received regarding financing ESCOs
<p>DLL is financing projects that promote energy efficiency, alternative energy use, smaller carbon footprints and the sustainability of our natural resources. Including specialist solutions for products, services and processes that improve profit or performance while reducing costs, energy use, waste or pollution. - See more at: http://www.dllgroup.com/Industries/Clean-technology#sthash.qe4bd9QA.dpuf</p>

Name of the institution	Location	Date of meeting
Sparbanken i Karlshamn	Karlshamns Municipality and the Olofströms Municipality. Head office in Karlshamn municipality.	2015-08-31

What kind of funding is given
<p>target groups: SME, companies/organisations and private customers within our region</p> <p>type of financial scheme: investment loans and real estate loans. Loan duration varies.</p> <p>financing rate: Funding rates vary and credit rating is made for each individual request.</p> <p>minimum requirements (technical or financial): there is an individual investigation into credit rating, where the clients future repay ability of the loan (cash flow) is evaluated and which security that will be required/offered.</p>

Main issues discussed/inputs & information received regarding financing ESCOs
<p>If the municipality or the municipal enterprise is the client the security will be in the form of municipal bond, which means that these credit customers differ from other customers. Additionally, these requests is made in accordance with the Public Procurement Act.</p> <p>No comments about if EPC loans have been handle in the past, but the bank doesn't feel the need for more information education about this.</p>