



The National Fund for Environmental Protection and Water Management

Financing energy efficiency in SMEs: Polish experience

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IEA Accelerating energy efficiency in industrial SMEs
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Agenda

- National Fund
- Identified barriers
- Support for SMEs
- Setting up the Programme
- Capacity building
- Conclusions



Tailor-made solutions are the key!

National Fund

- Established in 1989
- Legal personality
- 550 staff (>200 engineers)
- Worldwide unique solution

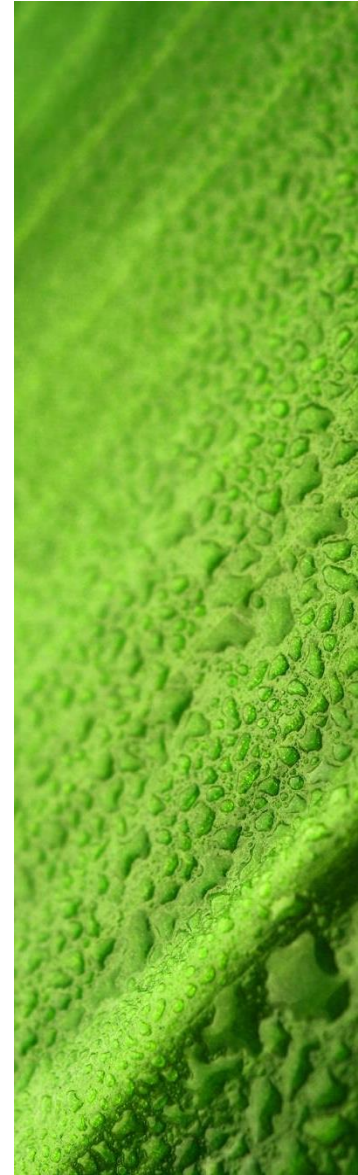


**25 years experience
in financing of environmental protection**



Identified barriers

- Assymetry of information
- Lack of systematic access to long term financing structured on market based needs
- High transactional costs
- Lack of well-educated EE experts
- Market immaturity
- Insufficient intensives



Energy Efficiency for SMEs



Credit line



Loans



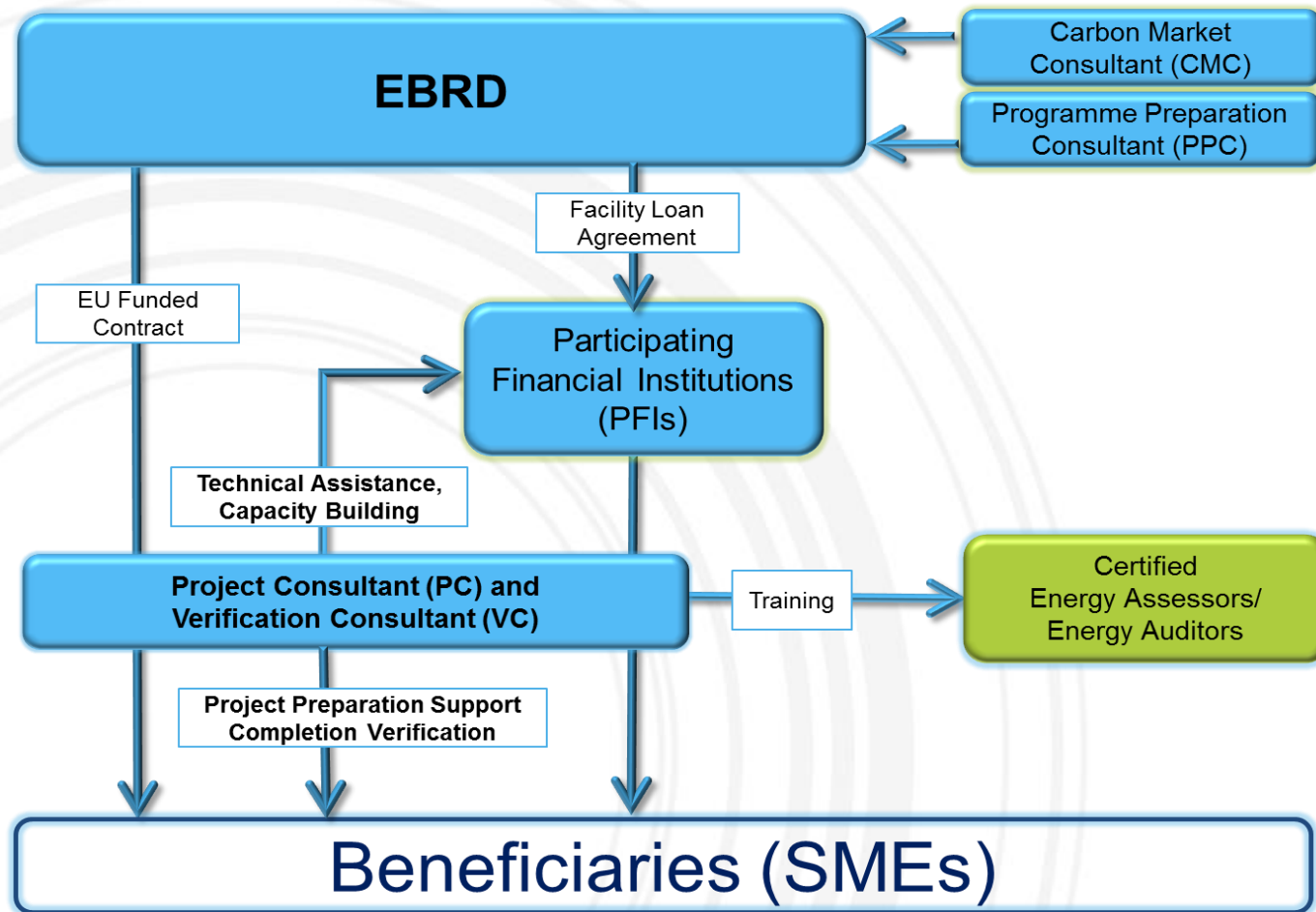
SMEs

Budget: EUR 15 Million



Partial repayment
of bank loan capital

Setting up the Programme





Setting up the Programme

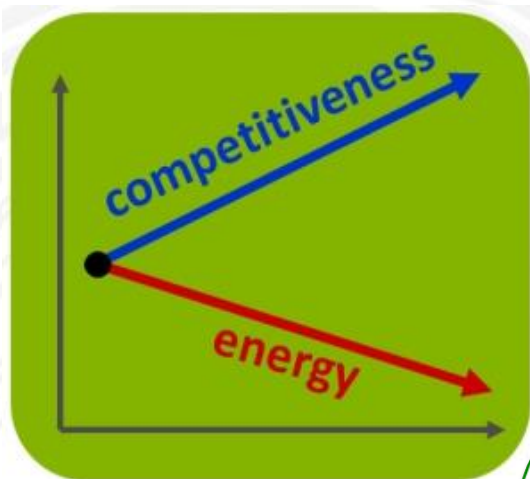
- EE interventions based on EE assessments, full audits , LEME list (adequately to project type)
- Ex-ante/ public consultations (market needs)
- Indicators based on hitherto experiences
- Capacity/ awareness building
- Market assesment – revolving vs grants balance
- Technical Assistance
- Marketing strategy



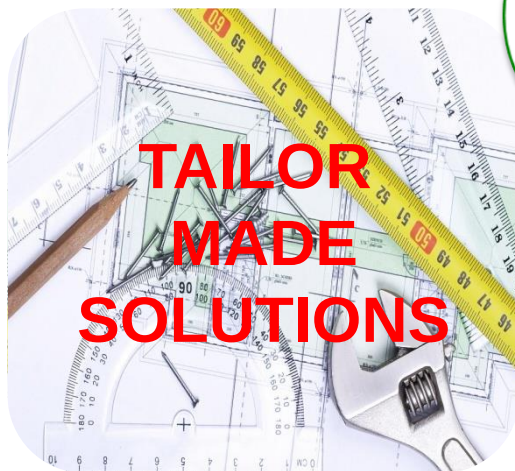
Capacity building

- Training/guidance to local engineers/energy auditors
- Deliver a “Train the Trainer” programme
- Advisory services to PFIs
- Energy management training to enterprises
- Energy Assessments/Energy Audits
- Technical advisory services to SMEs

Conclusions



**CAPACITY
BUILDING**



Thank you!

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