

## Energy assessments – our free tool to assess your energy savings

An energy assessment helps you understand your current energy situation and assess the energy savings you could achieve with a planned investment.

To qualify for certain “green” loan products from our bank, an energy assessment is required – but it will not cost you anything.

Energy assessments are conducted by local energy experts with wide-ranging experience. They can not only estimate the energy-saving impact of an investment, but are also able to advise you on other ways to further reduce your energy costs.

An energy consultant is not interested in any financial details of your business, but only looks at your energy situation.

This leaflet provides you with an overview of the energy assessment process and the relevant requirements.



### ABOUT THE GREEN FOR GROWTH FUND (GGF)

The Green for Growth Fund is the first specialised fund to advance energy efficiency (EE) and renewable energy (RE) in Southeast Europe, including Turkey, as well as in the nearby European Eastern Neighbourhood region and in the Middle East and North Africa (MENA) region. Initiated by the European Investment Bank and KfW Entwicklungsbank, GGF is an innovative public-private partnership established to reduce energy consumption and CO<sub>2</sub> emissions. GGF provides refinancing to Financial Institutions to enhance their participation in the EE and RE sectors and also makes direct investments in Non-Financial Institutions with projects in these areas. The activities of GGF are supported by a Technical Assistance Facility.



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## SAVE ENERGY, SAVE COSTS, USE FREE ENERGY ASSESSMENTS



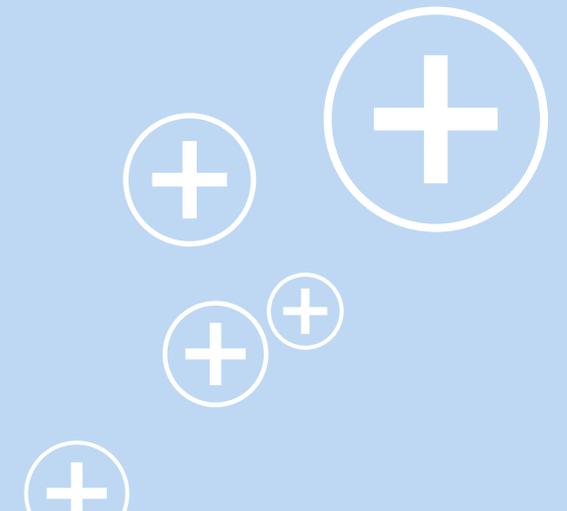
## Advantages of investing in energy efficiency

Energy policy and rising energy prices are being discussed in most countries.

Even if energy prices in our country are still relatively low today, that may change in the future, as energy is an increasingly scarce resource and governments are usually paying a lot to keep prices low for consumers.

There is a growing awareness in the business community that there are several competitive advantages to be gained by using less energy. It is therefore not surprising that more and more businesses are investing in energy efficient technologies in order to benefit from the following advantages, beyond cost savings:

- Lower maintenance expenses
- Higher productivity
- Enhanced competitiveness
- Greater sustainability
- Increased lifetime of equipment



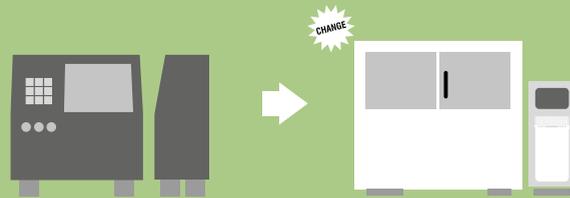
## Required energy assessments for special “green” loan products

Our required energy assessments enable you to find out whether your planned investment will meet the targets for our special “green” loan products. In other words, the energy consultant will assess whether your project will achieve the necessary energy savings or will reduce CO<sub>2</sub> emissions by the required amount. The type of energy assessment will depend on the type and size of the project. The diagram below shows you what kind of energy assessment is relevant for your “green” loan product:



### Project is a simple replacement of equipment or machinery

#### Simple energy assessment



#### What?

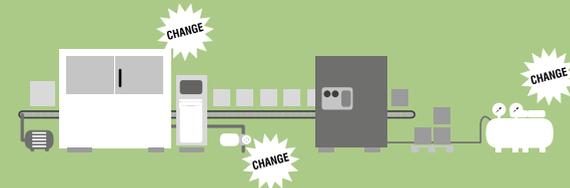
Simple assessments are typically conducted for straightforward equipment replacement projects e.g. CNC machine replacement.

#### How?

In most cases these assessments are done remotely by the energy consultant based on your documents describing existing and new equipment. A visit to your site is only required when documentation is not available. Simple assessments typically take up to 3 working days, and take place at the same time as the bank is processing your loan application.

### Project involves more complex process changes

#### Detailed energy assessment



#### What?

Detailed assessments are required for more complex energy-saving projects such as process improvements or replacement of multiple pieces of equipment e.g. CHP plants or industrial heating system retrofits.

#### How?

For these assessments, the energy consultant will typically require access to your facilities in order to gather the information needed to calculate the energy savings accurately. Detailed assessments typically take up to 6 working days, and are carried out at the same time as the bank is processing your loan.

### Is the loan above EUR 500,000?

#### Ex-post assessment



#### What?

If your loan is above EUR 500,000 or equivalent in local currency, the bank must check that the planned energy-saving measures have been implemented as proposed, and that the envisioned savings are being achieved.

#### How?

Ex-post assessments must be conducted at your site, as the purpose is to confirm visually that the measures have been successfully implemented as planned. This type of assessment is not conducted until the project has been fully implemented.

## Free holistic energy assessments

Holistic energy assessments are a free service provided by our bank and funded by the Green for Growth Fund. Such an energy assessment will help you to identify energy saving options in your operations and thus will reveal opportunities for increasing your output, improving your product quality or reducing your emissions while cutting your energy costs.

The following simple steps will be conducted by an energy consultant in order to analyse your current energy situation and provide helpful recommendations regarding your future developments. The energy consultant:

becomes familiar with your site and activities

gathers baseline data on your monthly energy consumption

becomes familiar with how energy is currently managed in your business

studies your main service facilities (boilers, compressed air, lighting, etc.) to look for energy-saving opportunities

reviews your current opportunities for saving energy

estimates the likely implementation costs, savings and paybacks

writes a report with findings, recommendations and an action plan