

6TH PLENARY MEETING CONCERTED ACTION FOR THE ENERGY EFFICIENCY DIRECTIVE

*Financing for energy efficiency from commercial bank
experience of BOS Bank (Poland)*

20 October 2015



Z korzyścią dla Ciebie i świata w którym żyjesz



Bank Ochrony Środowiska S.A.

Mission of the Bank for 25 years

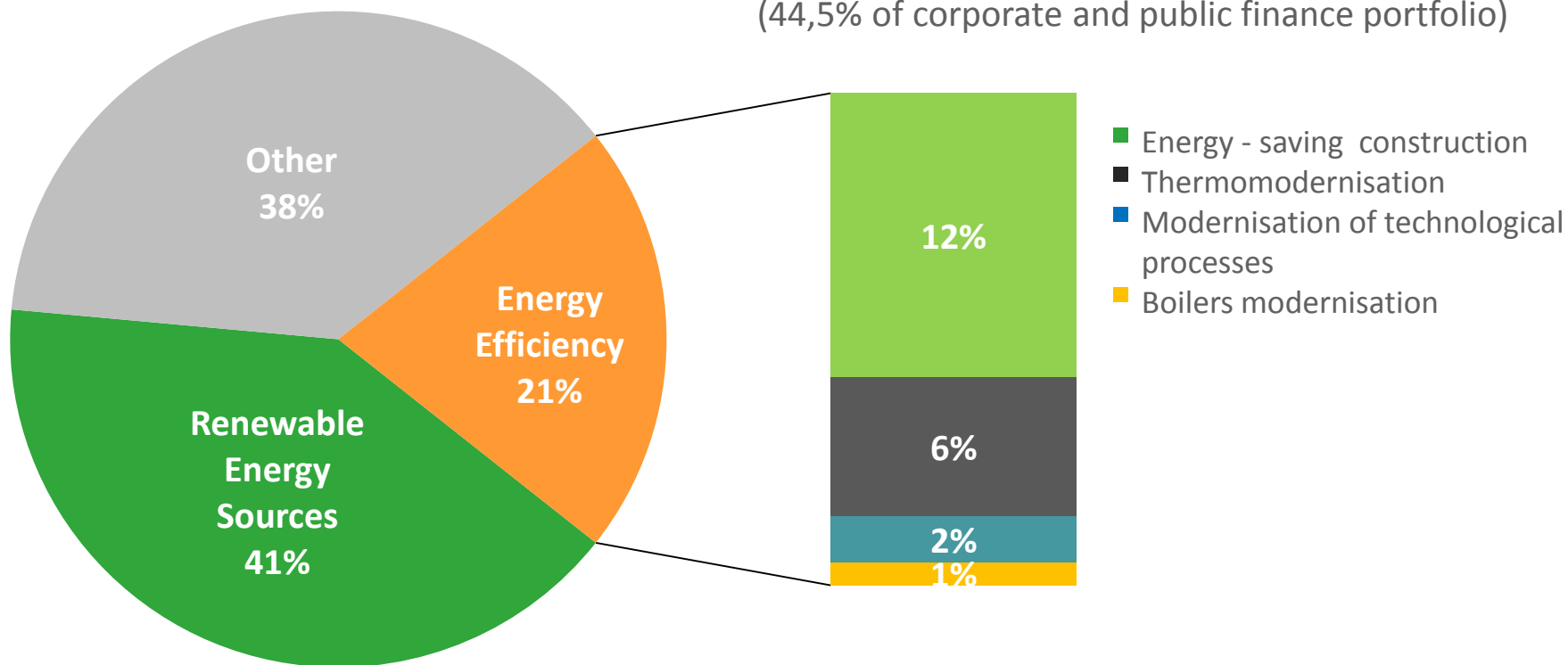
Support of undertakings dedicated to:

- renewable energy sources,
- clean environment (water management, waste management etc.)
- development of industry and services dedicated to the environment protection,
- energy efficiency,
- promotion of proecological attitudes and initiatives for the environment protection.

Proenvironmental lending in BOŚ Bank

Structure of the loan portfolio (1H 2015)

Size of the proenvironmental portfolio PLN 4 bln
(44,5% of corporate and public finance portfolio)



Ways of EE financing in BOŚ Bank

Every choice may be the right one

Commercial loans

- Price conditions
- Share of own funds
- Adaptation of financing to the implementation schedule - flexibility
- Acceptance of various financing sources

Preferential loans

- **Preferential pricing** – lower interest
- **Incentives regarding investment expenditures** – subsidy, *bonus*
- **Incentives in the financing construction** – lowered share of own funds, *longer grace period, longer financing period.*

Financing of EE in BOŚ – product portfolio

Wisdom is expressed with the right choice



LOAN WITH GOOD ENERGY

- Investment and revolving credits dedicated to RES implemented by SPVs
- Value of investment loan: up to 90% of net investment value (in case of communities up to 100% gross investment value)
- Maturity period: up to 20 years



PROGRAM PROSUMER

Credit with grant dedicated to purchase and installation of micro RES (electricity/heat)



EKOCREDIT PV

A bundle covering: PV panels, financing, installation services, guarantee and insurance of the PV system



LOAN „ENERGY SAVING HOUSE”

Loan for individuals supporting construction or purchase of a house or an apartment meeting defined energy standards



TERMOULGA (TERMORELIEF)

Loan dedicated to thermal modernization and rehabilitation of buildings, including: replacement of conventional heating source with renewable.

Financing of EE in BOŚ – product portfolio

Co-operation with national and international counterparties



LOANS IN COOPERATION WITH INTERNATIONAL FINANCIAL INSTITUTIONS

- Scope of financing and type of the investor agreed in loan agreements,
- Maturity period: up to 10 years ,
- Grace period in capital repayment: up to 2 years,
- Margin and fees lower than in the standard offer



LOANS IN COOPERATION WITH REGIONAL FUNDS FOR ENVIRONMENT PROTECTION AND WATER MANAGEMENT

Scope of the loan, type of the investor and conditions of the financing defined in agreements with separate Funds

- Type of incentive:
 - Lowered margin
 - Subsidy to eligible costs

Barriers:

BARRIERS FOR THE INVESTORS

- cost of investment / of financing,
- access to long term financing ,
- lack of collateral.

BARRIERS FOR THE COMMERCIAL BANK

- lack of collateral,
- credit worthness of the investor,
- legal issues.

Conclusions:

- **Subsidy needed**



Thank you for your attention!

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Please visit our web site

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