

Western Balkans Regional Energy Efficiency Programme (REEP)

Energy Efficiency Coordination Group
Online, 17 March 2021



This project is funded by
the European Union

The Programme is funded by EU IPA, the European Western Balkans Joint Fund and EBRD Shareholders Special Fund, and implemented by EBRD in cooperation with the Energy Community Secretariat



European Bank
for Reconstruction and Development

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REEP Case Study – Credit Lines for almost 600 SMEs

Both small...

- Alessandro Marjanovic
- Prijedor, BiH
- Better windows, thermal insulation of walls
- EUR 2500 loan, EUR 250 REEP+ grant
- 80% less cooling in summer and 60% less heating in winter



...and large!

- RMV d.o.o.
- Kraljevo, Serbia
- Energy efficient building improvement measures
- EUR 250k loan, EUR 25k REEP+ grant
- 1,5 GWh/a and 385t CO₂/a saved

~EUR 27k per sub-project



Agenda

- REEP overview and results
- Communication and visibility
- REEP replenishment
- Discussion with Contracting Parties

REEP Overview

REEP & RUPES & REEP PLUS & REEP PLUS EXT
WINDOWS

€78.8 m
EU grants

€25.9 m
other grants

€512 m project financing

Objective: Sustainable Market for energy efficiency in the Western Balkans

2 Intermediated Financing



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- Credit lines to local banks for project finance
- For SME & public sector projects (small scale RE & EE)



- Credit lines to local banks for project finance
- For residential sector projects

1a ESCO Support

- Legislative support
- Technical project preparation

4 Direct Lending to Public Sector

- Project finance to States, cities, municipal companies
- For public building EE



3 Direct Financing



- Project finance to private sector (incl. ESCOs)
- For medium scale RE and EE

1b Policy Dialogue

- EED, EPBD legislation and strategic documents
- Policy implementation support



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REEP Overview – Total results to-date

Intermediated financing

SME & public sector

- ✓ Signings: EUR 107m
- ✓ 9 PFIs
- ✓ 350 sub-loans for EUR 87.7m



Residential

- ✓ Signings: EUR 76m
- ✓ 19 PFIs
- ✓ 6,556 sub-loans for EUR 33.6m



SME & public sector

- ✓ Signings: EUR 50(100)m
- ✓ 4 PFIs
- ✓ 597 sub-loans for EUR 30.8m



Direct financing

Private sector

- ✓ Signings: EUR 26m
- ✓ 7 projects – 21 MW installed capacity (SHPP, biomass and biogas)



Public buildings

- ✓ Signings: EUR 21m
- ✓ 2 projects



Public buildings

- ✓ EUR 75m signed, 2 projects
- ✓ SOC, EDU, ADM/ new+ recnstr.
- ✓ nZEB piloting



Policy

- ✓ 72 policy products, of which 45 adopted / formally accepted
- ✓ ESCO: supported preparation of 46 projects



Activity updates since last EECG (Nov'20)

Intermediated financing

SME & public sector

- ✓ + EUR 2.3m new sub-loans
- ✓ + 8 new sub-loans



Residential

- ✓ New signing: Komercijalna Banka Skopje, ProCredit Skopje, ProCredit Kosovo, CKB (MNE)
- ✓ + EUR 3.8m new sub-loans
- ✓ + 802 new sub-loans



SME & public sector

- ✓ No changes. EU-funds exhausted; waiting for replenishment



Direct financing

Private sector

- ✓ KOS, NMK 2 wind farms (66 MW) completed due diligence



Public buildings

- ✓ Tender for Zenica Hospital launched Nov'20
- ✓ Progressing pipeline 4 projects – expecting signing this year



Public buildings

- ✓ Tender for MNE and ALB ongoing
- ✓ ALB signing in Q1'21, EUR 26m; 5 student dormitories, tender Q2'21
- ✓ Prep. studies for REEP replenishment



District Heating

- ✓ Procurement Solar DH study SRB



Policy

- ✓ Updated Albania EE Law adopted by government
- ✓ EPBD harmonization – workshops in North Macedonia, BiH-Federation
- ✓ Kosovo assignments (EED Art7, BRS) final deliverables accepted by beneficiary



Communication and visibility

- ✓ Promoted three new credit lines signed with Komercijalna banka Skopje, ProCredit Bank Skopje and ProCredit Bank Kosovo:

- [EBRD, EU and donors support SMEs and green homes in North Macedonia](#)

- [EBRD and Komercijalna Banka Skopje promote green investments in North Macedonia](#)

- [EBRD and ProCredit promote residential energy efficiency in Kosovo](#)

- ✓ Promotion of microloans for energy-efficient refurbishment

- [Bosnia: Microloans to improve energy efficiency](#)



- ✓ Media coverage in local and international news portals

- www.lokalno.mk
- www.vesti.mk
- www.24info.mk
- www.bankometar.mk
- www.intellinews.com
- www.renewablesnow.com
- www.kosovo.energy

ЕБОР и донаторите ги поддржуваат инвестициите на МСП и домаќинствата во С. Македонија

Европската банка за обнова и развој (ЕБОР) обезбедува два кредита во износ од €3.5 милиони кредит за Прокредит Банка Скопје

новите амбиции за достигнување на нивните амбиции за достигнување на сопствениците на домови да

Новите средства доаѓаат во Македонија го чувствуваат

Приватен дел од финансискиот конкурентоста на МСП. Средствата доаѓаат во Македонија го чувствуваат економскиот влијание од пандемијата на Корона вирусот.

Овие активности се дел од ПЕБОР обезбедува кредитира

Приватен дел од финансискиот пакет вклучува кредит од €2.5 милиони, за зголемување на конкурентоста на МСП. Средствата ќе се позајмуваат на бизнисите за надградба на нивните производни процеси и опрема согласно стандардите на Европската Унија, особено во однос на квалитетот на производите и безбедноста, здравјето и безбедноста на животната средина.

Communication and visibility

✓ Social media coverage

Tweet

The EBRD @EBRD

SMEs in #NorthMacedonia can now benefit from a new credit line at #ProCredit bank. Our funds accompanied w/ 15% #EUincentives to support investments in new technologies, buildings, energy sources towards reaching EU standards. @EU_near @AmbassadorEU #MAK

ebrd.com/news/2021/ebrd...



2:03 PM · Jan 4, 2021 · Twitter Web App

5 Retweets 13 Likes

EBRD Green @EBRDgreen · Jan 4

We're promoting green investments in North Macedonia's residents with a €1 million loan to Komercijalna Banka Skopje under our #GEFF programme.

Supported by @eu_near, #Austria & #WBIF.

ebrd.com/news/2020/ebrd...

GEFF në Kosovë 21 January · 🌐

!? Did you know that photovoltaic panels produce energy even when there is no sun? ☁️🌞☁️

🌱 Electricity is produced even in cloudy days and during winter. Of course, maximum efficiency is achieved when the sun shines. On the other hand, electricity cannot be produced at night, but a deposit system can solve this problem that this accumulated energy does not lose. Invest in green technologies!

#EBRD #GREEN #ECONOMY

GEFF Green Economy Financing Facility

GEFF in North Macedonia @GEFFMacedonia · Financial service

ebrdgeff.com

GEFF in North Macedonia 27 January at 19:38 · 🌐

Have you calculated how much energy and money you can save if you invest in energy efficient technologies in your home?

Calculate now using the Energy Efficiency Calculator #GEFF 🌱🌍🌞

<http://bit.ly/calculatorMK>

See original · Rate this translation

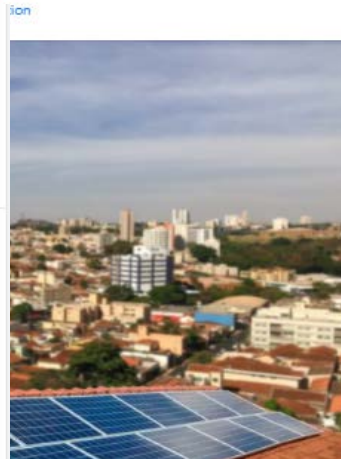
Изберете технологии за да пресметате заштеди

Технологија	Цена (евро)	Годинашна заштеда (евро)	Времетраење на враќање (години)
Светло со LED лампи	10.000	10.000	1
Учесток на енергетски сервис	1.000	1.000	1
Учесток на енергетски сервис	1.000	1.000	1
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Вкупна заштеда: €1.727*

Ако инвестirate во одредени технологии, можете да заштедите енергија €1.727

5 1 share



WBs Renovation Wave

“Renovation Wave” as an *Investment Flagship*

- Western Balkans to triple the current renovation rate and energy savings in existing buildings and achieve nearly-zero energy and emission standard in new buildings



Renovation Wave

The European
Green Deal

October 2020
#EUGreenDeal



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Proposed REEP Replenishment Overview

REEP ++ Overview – Renewable Energy & Energy Efficiency

Window 1a



ESCO Support TA



Legislative & project
preparation support

Window 1b



Policy Dialogue TA



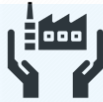
Policy support

Window 2

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Intermediated Financing through local banks



RE & EE projects in
SMEs



EE and RE in the
residential sector



EE in the municipal
sector



Window 3



Direct Financing to Private Sector (project and corporate finance)



Small and Medium
scale
RE & EE projects



EE and RE in in the
residential sector



Window 4

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Direct Financing to Public Sector (sovereign/sub-sovereign)



EE and RE in
buildings



Sustainable heating
and cooling



Innovation and smart
solutions

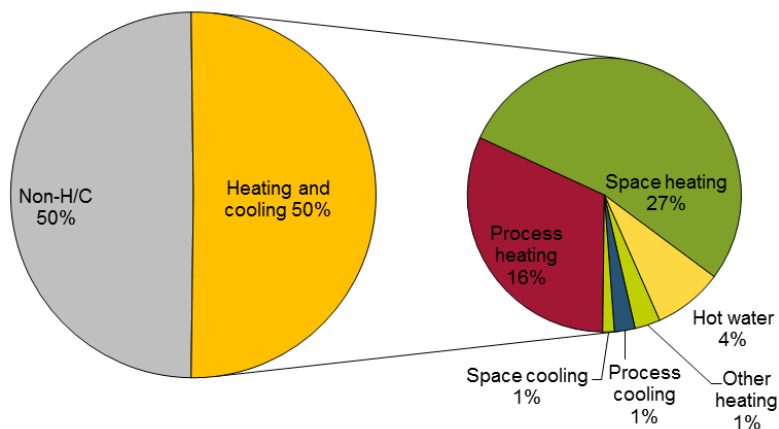


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REEP Replenishment

New Theme: Sustainable Heating and Cooling

- Half of EU final energy demand; majority of the energy comes from non-renewable sources. Even higher share for both in WB6
- Decarbonisation of heating and cooling is critical to meet long-term climate objectives
- To address this challenge through REEP, additional emphasis on heating and cooling will be delivered through new activities



EU Final Energy Demand Breakdown from
<http://www.heatroadmap.eu/>

- Policy (W1)
 - increasing share of renewable energy in heating and cooling (RED), efficiency in heating and cooling (EED), and eco-design
- Lending for public sector (W4)
 - district energy facilities (e.g. solar thermal plants)
- Intermediated finance (W2)
 - heating and cooling technologies for residential end-users

REEP Replenishment

New Theme: Innovation and smart solutions

Regional Cooperation on nZEB

/ plus energy houses

- Development of national nZEB requirements
- Preparation and implementation of a pilot projects
- Knowledge sharing and transfer



Thank you

Presenters

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- Remon Zakaria, Lead, Associate Director, Energy Efficiency and Climate Change, EBRD
- Lydia Glock, Portfolio Manager, Energy and Mobility Southeast Europe, KfW
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Team

- Nigel Jollands, Lead, Associate Director, Energy Efficiency and Climate Change, EBRD
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