Western Balkans
Regional Energy Efficiency Programme (REEP)

Energy Efficiency Coordination Group
Online, 17 March 2021
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

### Objective: Sustainable Market for energy efficiency in the Western Balkans

### Intermediated Financing

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

- **KFW**

### Direct Lending to Public Sector

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

### Direct Financing

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

### ESCO Support

- Legislative support
- Technical project preparation

### Policy Dialogue

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

### Summary

- **REEP** & **REEP Plus**
  - **€512 m project financing**
  - **€78.8 m EU grants**
  - **€25.9 m other grants**

- **WINDOWS**
  - **€167 m project financing**
  - **€20 m EU grants**
  - **€8.1 m other grants**

- **REEP** & **REEP Plus Ext**
  - **€19 m other grants**
**REEP Overview – Total results to-date**

- **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

- **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)

<table>
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<tr>
<th><strong>SME &amp; public sector</strong></th>
<th><strong>Private sector</strong></th>
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<tbody>
<tr>
<td>✓ + EUR 2.3m new sub-loans</td>
<td>✓ KOS, NMK 2 wind farms (66 MW) completed due diligence</td>
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<tr>
<td>✓ + 8 new sub-loans</td>
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**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**

- Tender for Zenica Hospital launched Nov’20
- ✓ Progressing pipeline 4 projects – expecting signing this year
- 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
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](http://www.lokalno.mk)
- [www.vesti.mk](http://www.vesti.mk)
- [www.24info.mk](http://www.24info.mk)
- [www.bankometar.mk](http://www.bankometar.mk)
- [www.intellinews.com](http://www.intellinews.com)
- [www.renewablesnow.com](http://www.renewablesnow.com)
- [www.kosovo.energy](http://www.kosovo.energy)
Social media coverage

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 #GEF programme.

Supported by @eu_near, #Austria & #WBIF.

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

GEFF in North Macedonia
27 January at 10:30

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

GEFF in North Macedonia
28 February at 10:10

ProCredit Bank Macedonia
15 February at 11:01

Supporter: EBRD

Social media posts indicating communication and visibility in support of green investments.
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.
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
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
- Ana Bachurova, Associate, Energy Efficiency and Climate Change, EBRD
- Remon Zakaria, Lead, Associate Director, Energy Efficiency and Climate Change, EBRD
- Lydia Glock, Portfolio Manager, Energy and Mobility Southeast Europe, KfW
- Simon Martz, Portfolio Manager, Energy and Mobility Southeast Europe, KfW

Team
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