Western Balkans
Regional Energy Efficiency Programme (REEP)

Energy Efficiency Coordination Group
Vienna, 19 November 2019
Impact

We support renewable energy investments in Serbia.

Meet Marian Holubekm, owner of a biogas power plant in Serbia.

We are Slovak investors who have developed five biogas stations in Serbia already.

Meet Vladimir Bošković, a farmer in Serbia.
Topics for discussion

- **Overview** of Regional Energy Efficiency Programme (REEP) in the Western Balkans
- **Progress Update on Programme Windows**
  - Window 1: Policy Dialogue & ESCO Support
  - Window 2: Intermediated Financing
    - WeBSEFF II & WBGEFF (EBRD)
    - SME & Public Sector (KfW)
  - Window 3: Direct Financing (WeBSEDFF II)
  - Window 4: Direct Lending to Public Sector
- **Donor Visibility**
**REEP Overview**

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

1a **ESCO Support**
- Legislative support
- Technical project preparation

1b **Policy Dialogue**
- EED, EPBD legislation and strategic documents
- Policy implementation support

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

3 **Direct Financing**
- Credit lines to local banks for project finance
- For residential sector projects

4 **Direct Lending to Public Sector**
- Project finance to States, cities, municipal companies
- For public building EE

**Project Financing**
- €362 m
- €293 m EU grants
- €89 m other grants
- €352 m project financing
- €49.3 m EU grants
- €19 m other grants
- €167 m project financing
- €20 m EU grants
- €8.1 m other grants
Window 1
(a)ESCO Support
REEP / REEP Plus
ESCO Development Overview

OBJECTIVE
• Increase public sector low-carbon investments by using private sector expertise and finance in ESCO projects
• Promote an enabling legislative environment for ESCO business models
• Provide technical support for project/tender preparation.

ACTIVITIES AND RESULTS
• Legislative support of EE projects, including
  ✓ Primary and secondary legislation,
  ✓ Procurement, laws, taxation, budgeting.
• Providing model ESCO contract templates and legal gap analysis for ESCO project in public sector to the legislatures of all Western Balkan countries,
• Standardising public procurement and contracting documents and processes to lower transaction costs,
• Energy Efficiency Project Preparation Support.

OUTCOMES
• Total potential capex of 109 m in public sector low-carbon investments arising from REEP policy and technical support.
• Preparation of 55 projects: 47 street lighting projects, 4 building and 4 district heating projects supported by REEP.
• Additional projects were prepared with technical support outside REEP but using the REEP contract and procurement documentation.
REEP / REEP Plus
ESCO Projects Preparation: Summary

TECHNICAL ASSISTANCE FUNDS

<table>
<thead>
<tr>
<th>Project</th>
<th>Allocated</th>
<th>Remaining</th>
</tr>
</thead>
<tbody>
<tr>
<td>ESCO policy</td>
<td>1,033,400</td>
<td>12,562</td>
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<tr>
<td>REEP ESCO project preparation</td>
<td>3,641,880</td>
<td>282,602</td>
</tr>
<tr>
<td>REEP Plus ESCO project preparation</td>
<td>1,000,000</td>
<td>431,170</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>5,675,280</strong></td>
<td><strong>726,334</strong></td>
</tr>
</tbody>
</table>

ACTIVITIES

- On-going ESCO preparation support in BiH, SRB, MK, MNT;
- On-going preparation of Vitez/Teslic district heating project;
- On-going feasibility study for Split Street Lighting project;

NEXT STEPS

- Take stock and undertake a detailed review of projects prepared over the past years
- Based on the study of the information above plan next steps accordingly
Window 1
(b) Policy Dialogue
<table>
<thead>
<tr>
<th>Policy Themes and Assignments</th>
<th>ALB</th>
<th>BA-RS</th>
<th>BA-F</th>
<th>NMK</th>
<th>KOS</th>
<th>SRB</th>
<th>MNE</th>
<th>Regional</th>
<th>CRO*</th>
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<tbody>
<tr>
<td>EE primary legisl. EED, EPBD</td>
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<td>EPBD regulations</td>
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<td>EPBD software</td>
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<td>EPC registry</td>
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<td>Training energy auditors</td>
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<tr>
<td>Building renovation strategy, nZEB plan</td>
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<tr>
<td>NEEAP / NECP</td>
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<td>EE in procurement</td>
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<td>EED Art.7 legisl./notif./recomm.</td>
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<td>EE in transmission</td>
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<tr>
<td>Eco-design &amp; labelling</td>
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</tr>
</tbody>
</table>
# REEP/ REEP Plus Policy Deliverables

## Croatia (2013-2016)
- 1. EPBD: Inspections
- 2. EPBD: Software
- 3. EPBD: EPC registry
- 4. EED 7: Art.7 implementation

## Bosnia and Herzegovina
- 5. RS/ EPBD: Inspections
- 6. Fed/ EPBD: NCM
- 7. Fed/ EPBD: EPC registry
  - RS/ EPBD: 3 regulations
  - Fed/ EPBD: Software, training

## Montenegro
- 9. EED 6: Procurement
- 10. EED 7: Art.7 implementation
- 11. EED 15: EE in transmission
- 12. Eco-design regulations (x7)
  - EED: NEEAP

## Albania
- 13. EPBD: Primary law
- 14. EED: NEEAP
  - EPBD: 3 regulations
  - EED: Primary law

## Kosovo
- 19. EPBD: Primary Law
- 20. EPBD: NCM
- 21. EPBD: EPC
- 22. EPBD: MEPS
- 23. EPBD: Inspections
- 24. EPBD: Software
  - EED: BRS
  - EED: Art 7 implementation

## Serbia
- 15. EPBD: Inspections
- 16. EPBD: Alternatives to inspection
- 17. EED 6: Procurement
- 18. EED 7: Art.7 implementation
  - EPBD: 3 regulations

## News since last EECG:
- ALB EE Law: draft in public consultation process,
- NMK EE Law: adopted by government, now in National Assembly
- Bosnia-RS: Law on Construction amended, enabling adoption of REEP deliverables,
- Bosnia-Fed: First training of experts delivered

### 37+ policy outputs delivered, 32 adopted/ accepted by the relevant authorities; 8 policy assignments currently ongoing
REEP Plus
Policy Assignments Budget allocation (as of Nov’ 2019)

Funding

USED to-date

[Bar chart showing budget allocation with regions]

- ALB
- SRB
- KOS
- MNE
- NMK
- BiH
- Regional

- WBIF
- EBRD SSF
Window 2
Intermediated Finance
### REEP Plus KfW SME Portfolio

**Loan Agreements signed until December 2018**

<table>
<thead>
<tr>
<th></th>
<th>REEP Plus SME sector</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Countries</strong></td>
<td>Bosnia &amp; Herzegovina and Serbia</td>
</tr>
<tr>
<td><strong>Number of PFIs</strong></td>
<td>4 PFIs (1 BiH and 3 Serbia)</td>
</tr>
<tr>
<td><strong>Part of EU grants committed</strong></td>
<td>EUR 5 mln (100 %)</td>
</tr>
<tr>
<td><strong>Total Financing provided to PFIs</strong></td>
<td>EUR 50 mln</td>
</tr>
<tr>
<td><strong>Total signed sub-loan amount to date</strong></td>
<td>EUR 10.670.631</td>
</tr>
<tr>
<td><strong>Total no. of sub-projects to date</strong></td>
<td>393</td>
</tr>
<tr>
<td><strong>Average size of sub-projects</strong></td>
<td>EUR 27.151</td>
</tr>
<tr>
<td><strong>Total GHG emissions savings</strong></td>
<td>5.228 t / year</td>
</tr>
<tr>
<td><strong>Total equivalent primary energy savings (MWh/y):</strong></td>
<td>17.929 MWh / year</td>
</tr>
</tbody>
</table>

*which includes Renewable energy capacity added (MW):*
End-borrower: PIP doo, web: [https://www.pip-ns.com/](https://www.pip-ns.com/)

Location: Novi Sad

Financial intermediary: Erste Bank Serbia

Type of EE measures: EE in manufacturing: production of tortillas

Project description: Replacement of the tortilla production line

Investment amount [EUR]: 2,829,856

Loan amount [EUR]: 1,000,000

IMPACT:

Primary energy savings on annual basis: [kWh/a]:
30.4% (696,376 kWh)

CO2 equivalent savings on annual basis: [kg/a]:
27.5 % (162,360 kg)
End-borrower: Senija Ferhatbegović
Location: Talijani, Simin Han Tuzla (Eko Park Majevica)
Financial intermediary: Partner MKF
Type of EE measures: Insulation of exterior walls and roof
Project description: Installation of Styrofoam insulation and façade on the walls of the bungalow for rent
Investment amount [EUR]: 2.568 EUR
Loan amount [EUR]: 2.556 EUR
IMPACT:
Primary energy savings on annual basis: [kWh/a]: 24.552.00 (60.00%)
CO2 equivalent savings on annual basis: [kg/a]: 7.901.00 (60.00%)
## REEP
### WeBSEFF II Small Scale RE & EE Facility: Results

<table>
<thead>
<tr>
<th>Key figures</th>
<th>Results to Oct 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Countries</td>
<td>Bosnia &amp; Herzegovina, Croatia, North Macedonia, Serbia</td>
</tr>
<tr>
<td>Private Financial Institutions (PFI)s</td>
<td>9 (2 BiH, 3 Croatia, 2 Serbia, 2 North Macedonia)</td>
</tr>
<tr>
<td>Financing available to PFIs</td>
<td>EUR 117 mln <em>(no change since last SC)</em></td>
</tr>
<tr>
<td>Signed sub-loan amount</td>
<td>EUR 84.02 mln <em>(additional EUR 2.92m since last SC)</em></td>
</tr>
<tr>
<td>No. of sub-projects</td>
<td>327 <em>(additional 12 projects since last SC)</em></td>
</tr>
<tr>
<td>Current pipeline value</td>
<td>EUR 12.32 mln / 24 Sub-projects</td>
</tr>
<tr>
<td>CO₂ savings</td>
<td>122,629 t/year</td>
</tr>
<tr>
<td>Primary energy savings</td>
<td>560,908 MWh/year</td>
</tr>
</tbody>
</table>

*Which includes renewable energy capacity added:*

57 (MW)
As of **31 October 2019**: 

- **Overall portfolio**: 44% energy efficiency investments, 36% renewable energy, 19.7% investments in buildings (by volume)
- Top three industries benefitting from WebSEFF are C-Manufacturing, D–Electricity, gas steam and air conditioning and H–Transport and storage (by volume)
- **Over 200 businesses benefitting** across the four countries, Public investments finance primarily building insulation (63%), heating modernisation (23%) and lighting modernisation (11%) – (by volume)
- Approximate population benefitting from public investments: **over 400,000**
- **Public projects in Serbia**: 10 for EUR 3.12m, street light modernisation/building insulation
- **5 ESCO projects** financed in total, all in Croatia. In **Serbia: first two ESCO project are under preparation (in the pipeline), both for street lighting modernisation**
WeBSEFF II Case Study
Metal cutting machine replacement at Jedinstvo, Serbia

CLIENT
Jedinstvo-Metalogradnja AD is a private company established in 1947 predominantly dealing with construction of commercial structures: production facilities, warehouses, energy bridge systems, various roof, facade and ceiling works, performing sheet metal and locksmithery works, reconstruction of flat roofs.

PROJECT
• Replacing 20 years old plasma metal cutting machine with more technologically advanced laser metal cutting machine.
• Energy consumption halved
• Additional benefits include improved processes and less material input requirement (oxygen, acetylene)

EXPECTED IMPACT
• Energy saving ratio 50.1%
• Annual savings: €24,902
• Payback period: 7.3 years
• Primary energy savings (MWh/a): 151
• CO2 avoided emissions (t CO2/a): 50

FINANCIAL STRUCTURE
Total project cost/loan €182,200/ € 145,600
Incentive amount €7,280 (5%)
<table>
<thead>
<tr>
<th>Key figures</th>
<th>Target by 2023</th>
<th>Results to Oct 2019</th>
<th>% of Target Achieved</th>
<th>Change since June 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Credit Lines Signed</td>
<td>-</td>
<td>15*</td>
<td>-</td>
<td>+2</td>
</tr>
<tr>
<td>Financing Provided to PFIs (EUR mln)</td>
<td>85</td>
<td>58.5</td>
<td>69%</td>
<td>+ 5</td>
</tr>
<tr>
<td>Signed sub-loan amount (EUR mln)</td>
<td>85</td>
<td>14.2</td>
<td>16%</td>
<td>+ 5.2</td>
</tr>
<tr>
<td>No. of sub-projects</td>
<td>29,000</td>
<td>2,725</td>
<td>9%</td>
<td>+ 1,075</td>
</tr>
<tr>
<td>Tech Selector - # of entries</td>
<td>1,000</td>
<td>23,567</td>
<td>2357%</td>
<td>-</td>
</tr>
<tr>
<td>PFI loan officers trained</td>
<td>225</td>
<td>&gt;1,000</td>
<td>&gt;444%</td>
<td>-</td>
</tr>
<tr>
<td>CO₂ savings (t/year)</td>
<td>21,250</td>
<td>4,400</td>
<td>20%</td>
<td>+ 1,499</td>
</tr>
<tr>
<td>Energy savings (MWh/year)</td>
<td>68,000</td>
<td>12,441</td>
<td>18%</td>
<td>+ 4,236</td>
</tr>
</tbody>
</table>

* 4 BiH, 4 North Macedonia, 2 Serbia, 3 Kosovo, 2 Albania
Cumulative Sub-Loans Signed

- YR 2017
- YR 2018
- YR 2019

EUR Millions

Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec
**CLIENTS**
1950’s build multi-apartment residential building in the centre of Sarajevo, consisting of seven apartments owned by the occupiers.

**PROJECT**
The project consists of two measures:

- Thermal insulation of outer walls
  > U-value of 1.4 decreased to 0.3 W/m²k

- Replacement of old metal/wood common hallway single pane glazing with PVC triple pane argon filled glazing
  > U-value of 3.0 decreased to 1.0 W/m²k

**EXPECTED IMPACT**

<table>
<thead>
<tr>
<th>Calculated consumption</th>
<th>Unit</th>
<th>Before</th>
<th>After</th>
<th>Savings</th>
<th>Savings (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Energy consumption per building - heating</td>
<td>kWh/year</td>
<td>67,931</td>
<td>37,391</td>
<td>30,530</td>
<td>45%</td>
</tr>
<tr>
<td>Fuel consumption per building - heating</td>
<td>kWh/year</td>
<td>97,030</td>
<td>53,415</td>
<td>43,615</td>
<td>45%</td>
</tr>
<tr>
<td>Energy costs per building - heating</td>
<td>€/year</td>
<td>5,822</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Specific energy consumption - heating</td>
<td>kWh/m²/year</td>
<td>142</td>
<td>78</td>
<td>64</td>
<td>45%</td>
</tr>
<tr>
<td>CO₂ emissions</td>
<td>kg/year</td>
<td>83,871</td>
<td>75,104</td>
<td>8,767</td>
<td>10%</td>
</tr>
</tbody>
</table>

**FINANCIAL STRUCTURE**

- Total project cost: €32,750
- Incentive amount: €11,000 (35%)
REEP Plus
WBGEFF Case Study Videos

Supported by:

Nexhat Pukaj
homeowner

Velimir Maslic
homeowner

Toma Janakievski

ISTOG, KOSOVO

SAMAC, BOSNIA AND HERZEGOVINA

SKOPJE, NORTH MACEDONIA
REEP Plus
WBGEFF Residential Facility – Implementation Highlights

- GEFF Roundtable in Montenegro – 3.09.2019
- First building-level sub-project ongoing in BiH – Refurbishment to be completed in November 2019
- Took part in Kosovo Sustainable Development Week (Prishtina, 16–22.09)
- Participated as panelist at "Energy Efficiency for Us - Public Financing of Energy Efficiency in Private Buildings” (Belgrade, 12.09)
- Presented at Green festival (Prishtina, 30–31.10)
Window 3
Direct Financing to Private Sector
REEP
Direct Financing to Private Sector

REEP
- 7 projects financed to date (4 SHPP, 1 biomass, 2 biogas), for a total of €32.0m
- All projects are operational, delivering renewable energy broadly in line with original estimates

RESULTS
- 21.2MW installed, equivalent to the annual electricity needed by the street lighting systems of cities the size of Sarajevo, Tuzla and Mostar combined
- CO2 emissions saved: 325,974 tonnes/year

REEP PLUS
- EBRD financing for up to 12 projects, without grant co-financing
- The REEP Plus funding is used for covering due diligence and other finance preparation costs (on a cost sharing basis)

RESULTS
- First project identified: 32 MW wind farm in Kosovo (EUR 19m EBRD financing; REEP Plus funding EUR 50k for technical due diligence)

FUTURE ACTIVITIES
- Identification of other potential projects for financing and development of a pipeline will take place over the next 12-24 months
EBRD direct lending example: developing 3 biogas power plants in Vojvodina, Serbia

Client
A group of Slovak investors developing 3 (anaerobic digestion) biogas plants of 0.65MW installed capacity each. The biomass that will be used consists of sorghum, agricultural residues and manure, among others.

Financing
2015: tranche 1 (first two biogas plants) €3.1 million
2016: tranche 2 (third biogas plant) €1.4 million

Project & Technical Assistance
• Total project cost of €7.8 million.
• Implementation: turn-key EPC contract and O&M arrangements with a specialised Slovak contractor
• Loan on a project finance basis with a 12-year tenor
• Incentive payments: under the UNDP biomass project support programme

Results:
• Energy generation of 14,835 MWh/year
• CO₂ equivalent emission reductions of 10,399 tonnes of CO₂ /year
• Load factor of 90+\%
EBRD direct lending example: developing 2 biogas power plants in Vojvodina, Serbia

Client
A group of Slovak investors developing 2 (anaerobic digestion) biogas plants of 0.80 MW installed capacity each. The biomass that will be used consists of sorghum, molasses and agricultural residues, among others.

Financing
2018: single tranche €3.8 million

Project & Technical Assistance
• Total project cost of €6.4 million.
• Implementation: turn-key EPC contract and O&M arrangements with a specialised Slovak contractor
• Loan on a project finance basis with a 12-year tenor
• Incentive payments: under the EU funded REEP programme for the Western Balkans

Results:
• Energy generation of 11,930 MWh/year
• CO₂ equivalent emission reductions of 8,400 tonnes of CO₂/year
Window 4
Direct Lending to Public Sector
### REEP Extension - Overview

<table>
<thead>
<tr>
<th>Window 2</th>
<th>EBRD (EUR mln)</th>
<th>KfW (EUR mln)</th>
<th>Total (EUR mln)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Intermediated Finance</td>
<td>10</td>
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<td>10</td>
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<tr>
<td>Window 4</td>
<td>5</td>
<td>15</td>
<td>20</td>
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<tr>
<td>Public Buildings</td>
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<tr>
<td>Investment</td>
<td>90</td>
<td>98</td>
<td>188</td>
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<tr>
<td>IFI loans + EU grants</td>
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</tbody>
</table>
Albania - Student Cities III

Refurbishment of ca. 18 student Dormitories

- Investment loan - EUR 20 mln
- Investment grant from REEP+ - EUR 4.9 mln
- 4 residences in the capital Tirana
- Ø 45% energy savings
- Solar hot water panels for DHW
- Integrated floor heating and cooling
- Air Heat pumps
Montenegro - Rehabilitation of public buildings – Phase III

Comprehensive refurbishment and new construction program incl. remote monitoring

- Investment loan – EUR 45 mln
- EU grant - ca. 4.9 mln

1) Focus on **schools** (also admin and social buildings)
2) New construction of a **“Nearly-0-Energy building”**
3) **Energy Monitoring System**

Results of previous phases:
- Ø 60% energy savings
- 20990 users
- Fuel switches (oil/coal→ pellets)
- Use of solar thermal energy

Source: Kiefer, Kynast
Macedonia - Rehabilitation of student dormitories - Phase I

Energy Efficient Rehabilitation of 7 Student Residences

- Investment loan - EUR 20 mln
- Investment grant from REEP+ - EUR 5 mln
- 7 residences in 4 cities
- Ø 57% energy savings
- 3177 students
- Connection to District Heating in Bitola
- Use of solar thermal energy

Source: Kiefer, Kynast
### Outlook - further replenishment

- **VMA-hospital investment needs ~ 150 million EUR** → huge CO2 and CFC savings to be realized

- **Construction of “Nearly-Zero-Energy Buildings”**  
  2020 EU standards → building showcases in line with

- **Topping up of existing/forthcoming WB6 programs** → demand by beneficiaries exceeds supply by far

- **Currently, only 3 out of 6 WB6 addressed** → REEP + extension to all WB6 countries

- **REEP + Window for grants** contribute to unleash investment backlogs and stimulates EE renovation → measurable added value of EU INV/TA grants
REEP Plus
Direct Lending to Public Sector

BACKGROUND

• EBRD financing for **up to 4 projects**, with **EUR 2 million** grant co-financing available (ca. 10% grant)

• To be utilized for direct loans to states, cities or municipal companies to improve EE in public buildings (i.e. schools, hospitals, government buildings)

PROGRESS

• **First transaction signed June 2018**: A sovereign EBRD loan of EUR 10 million for EE retrofit of the Zenica Cantonal Hospital.
  
  • The loan is accompanied with a EUR 1 million investment grant (WBIF) and EUR 200k for project preparation and procurement support.

  • The project will result in reduction of energy consumption by 60% and heating demand by 44%.

  • Delays due to political situation, but implementation expected to commence in 2020.

• **Second transaction to be signed in 2020**
ACTIVITIES / PIPELINE

- On-going pipeline development under Window 4 (REEP Plus, REEP evolution and beyond); in 2019 we are expecting to sign 2 new loans under Window 4 (REEP evolution);

- Targeted public buildings are in the municipal, administrative, educational, health sectors;

- 6 scoping studies were launched to support the identification, prioritisation and structuring of EE investments in the public sector;

- Demand exceeds the supply thus additional sources of funding (outside REEP) are being investigated by the EBRD for WB6.
Donor Visibility
EU visibility and communications

Press/media:
- Vast media coverage for GEFF in all countries
- Tree planting in Kosovo, presentation of GEFF and other green projects. Similar event in Serbia on 28 Nov

Videos: personal story and impact
- Biogas power plant in Serbia
- Planning Q4: Skopje dorm, GEFF video in North Macedonia

Social media: continuous promotion of stories/photos/etc.
- 100+ posts (EUDs, EU NEAR sharing)
- ca 200,000 followers of EBRD accounts
Thank you!