



BOŚ Bank: lessons learned in financing urban projects

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About BOŚ

BOŚ Bank - Polish bank focused on ecology



1

Experienced partner

30 years on the market.
Our product portfolio has been repeatedly awarded by independent financial sector experts.

2

Green innovator

We develop innovative products with „green benefits”, we offer preferential credit for environmental protection projects.

3

Educational role

We are teaching how to spend less and earn more by going green.

4

Reliable partner

Funds deposited with BOŚ are secured by the Bank Guarantee Fund. Since 1997, our stock has been listed on the main market of the Warsaw Stock Exchange.



About BOŚ

30 years in banking and environmental protection financing market.



Dedicated range of banking products and services

- Investment loans
- Working capital loans
- Banking guarantees
- Factoring
- Current and auxiliary accounts

Product concept:

- Products and services which directly or indirectly support accomplishment of environmental initiatives.
- The bank prepares the range of products and services, and the customers select ones that they choose to use.

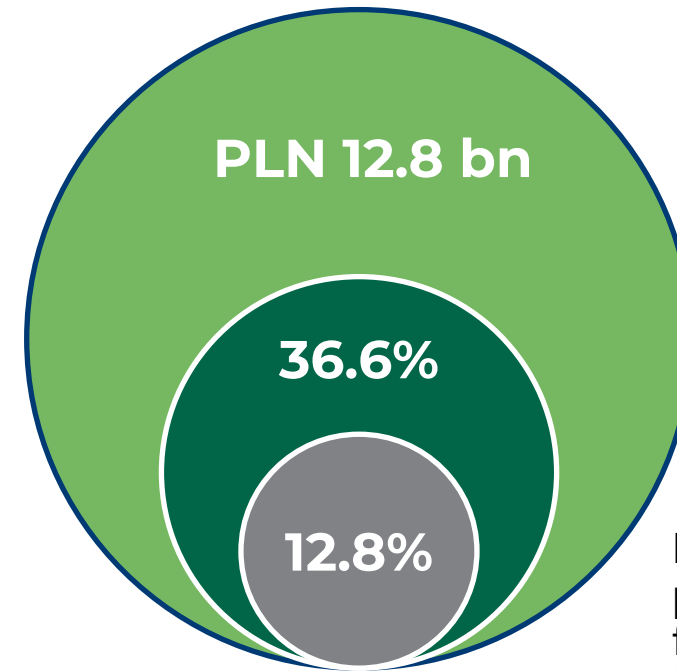
About BOŚ

The only bank in Poland specialising in financing of environment protection



- **Significant contribution to financing environment protection and natural resources investment projects**

- About **PLN 25 bn** in granted pro-ecology loans
- Total value of completed pro-ecology investment projects, co-financed by bank equals **PLN 52 bn**
- Total number of financed pro-ecology projects – about **85 000**



Bank's loan receivables portfolio totals ca. PLN12.8 billion, of which:

Ecology loans of PLN 4.7 billion amount to ca. 36.6%, while:

PLN1.9 bn constitutes the portfolio of investments financing Renewable Energy Sources projects.



JESSICA Initiative in BOŚ Bank



- **JESSICA** (Joint European Support for Sustainable Investment in City Areas) in Poland - ERDF resources from regional operational programmes (ROP), 2007-2013 financial perspective
- **BOŚ selected by EIB** (acting as Holding Fund Manager) to play the role of Urban Development Fund (UDF) i.e., financial intermediary offering preferential (soft) loans financing urban projects
- Eligible investors, areas (types of projects) etc. pre-defined by the ROP Managing authorities (MA) – relevant regional authorities
- **JESSICA implemented in 5 Polish regions**

JESSICA loan offered by BOŚ:

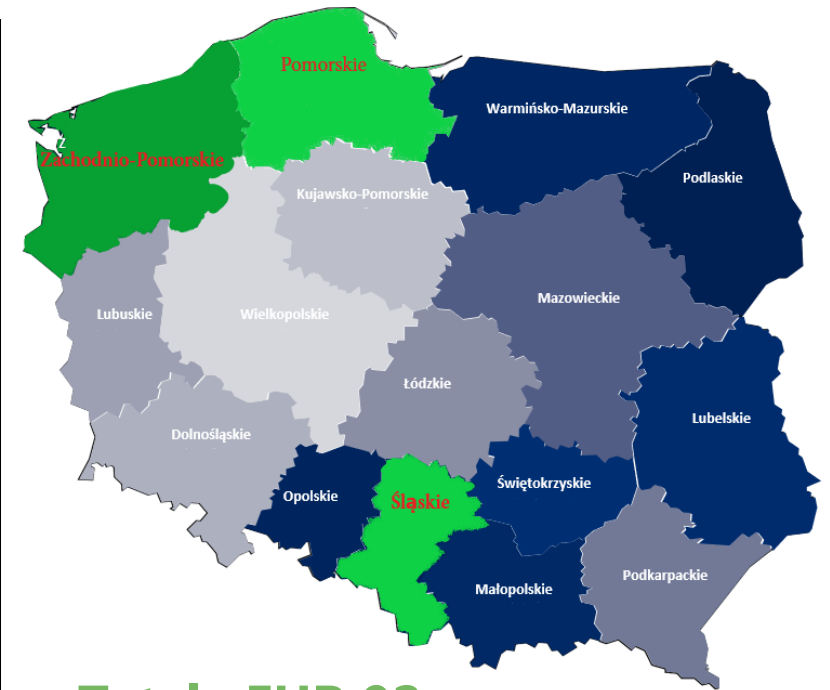
- Eligible investors: municipalities, companies, hospitals, universities, NGOs etc.
- **Maximum** maturity of loan – **15 years**
- **No maximum** amount of **loan**
- Interest rate: **WIBOR3M minus 2/2,5 p.a.**
- **Loan financing max. 75%** of investment costs

JESSICA Initiative in BOŚ – financed projects

- **Pomerania Region** – towns outside the poviats cities (Gdansk, Sopot, Gdynia, Slupsk), allocation for JESSICA – EUR 15m; 13 projects financed
- **Silesia Region** (EUR 57m) - 27 projects
- **Westpomerania Region - towns outside Szczecin Metropolitan Area** (EUR 19m) - 13 projects

Loan amounts: maximum – EUR 16m, minimal - EUR 0,1m, average - EUR 2m

Area of financing of projects	No of projects	JESSICA Amount (EUR, mln)
Multi-purpose development	8	6
Culture, sport, exhibitions	18	20
Retail and distribution	7	27
Tourism and accommodation	9	23
Office/business support infrastructure	3	2
Social infrastructure (medical facilities)	6	13
Energy Efficiency	2	2



**Total: EUR 92m
- 53 projects financed**

Pomerania

- **Project: „Construction of recreational and commercial complex in Reda”**
(loan amount – EUR 4m)
- **Final Recipient (investor) – private investor.**
Scope of the project: construction and equipment water park facility for sport, relaxation and entertainment.
- **Social elements: swimming pool for people with disabilities, educational path in winter gardens, cooperation with schools, activation of the elderly, the pool for swimming lessons and swimming for babies.**



Silesia

- **Project: The Multicentre Stara Kablownia (shopping and recreation services arcade) in Czechowice-Dziedzice (loan amount EUR 7m)**
- **Final Recipient - private investor.**
- **Scope of project - revitalization of post-industrial area (old cable factory).**
- **Social elements sphere – space for cultural and social life.**



Śląskie.

Pozytywna energia



Westpomerania

- **Project: „Revitalization of the post-military building for diagnostic services center” in Kołobrzeg (loan amount 1 mln EUR).**
- **Final Recipient – private investor.**
- **Scope of the project: renovation and change of use of existing post-military building for a new purposes.**
- **Social elements - creation of the diagnostic center for inhabitants and to educate and promote healthy lifestyle and improve the quality of life of the inhabitants in the city.**



Issues worth to be taken into consideration in development of financial instruments supporting rural infrastructure projects

- Differences in potential and characteristic of urban and rural areas, incl. structure and potential of investors; their technical capacity; bankability of projects.
- Country characteristics, e.g. in Poland – role and structure of municipalities, debt limitations for municipalities.
- Potential target groups (final recipients of FIs) and their perception by banks (creditworthiness of clients).
- Potential financial intermediaries, incl. interest among banks to play the role of financial intermediary, potential of other financial institutions.
- Possibility to offer (soft) simultaneously loans and guarantees financed from the EU funds.
- Readiness of investors to use financial instruments, instead of the EU grants.
- Interesting new option – combining in one operation (project) financial instrument and grant.





Thank you!

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