



Energy efficiency in commercial buildings

BNP Paribas Polska

Robert Pernetta, Financial Instruments Advisor,
European Investment Bank

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The challenges to energy efficiency in SME in the EU



Businesses have investment horizons of 3-5 years – most EE measures have longer payback times

EE measures are preferably undertaken as part of other investments

SMEs have difficulties to assess the benefits of EE measures

Difficulties in accessing grants (administrative burden and risk of non-grant)

Banks perceive some EE measures as risky (lack of collateral)

BNP Paribas Polska's approach -

Pulling together different forms of support



Guarantee BIZNESMAX

- Guarantee by BGK funded by OP Smart Growth
- Biznesmax finances investments **by SMEs** into innovation and environment
- 80% guarantee cover, up to EUR 2.5m
- Tenure of usual 10 years
- No guarantee fees
- Interest rate subsidy of up to 5% for 3 years



Leasing for Renewable energy sources

- Leasing provided by BNP Paribas Leasing Solutions without guarantee
- Leasing of photovoltaic installations
- Leasing from 3 to 7 years
- Available for **SMEs and MidCAPs**



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Project development assistance

- ELENA support is covering
 - Energy audits
 - Additional technical documentation
 - Technical advisory
- Covering up to 90% of cost
- For building related measures
- SME and Mid-caps

ELENA – European Local
ENergy Assistance

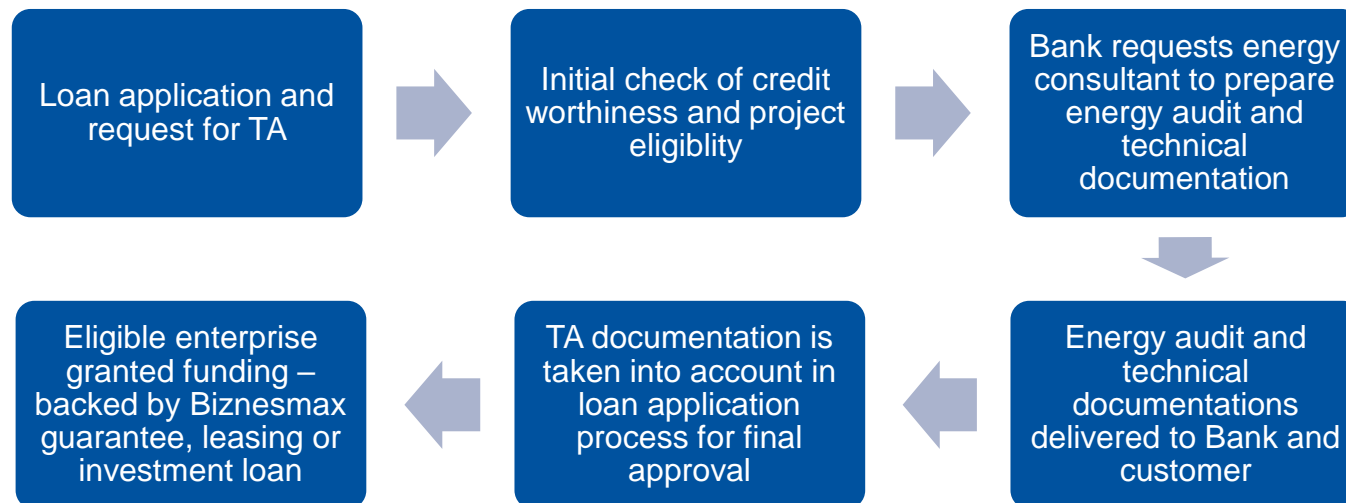


ELENA plus Biznesmax + Leasing



- BNP Paribas aims at mobilising investment of EUR 90m through ELENA by end of 2022
- ELENA support EUR 3.37m, covering up to 90% of project preparation cost
- One-stop-shop of ELENA, Biznesmax & leasing became operational in October 2020
- Current pipeline of project EUR ca. 7.5m, despite difficult COVID-19 situation

Simplified application process



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Lessons learned



- **Lower grant rates** for SMEs, combined with financing (esp. guarantees) and technical assistance
- Allow for leasing in guarantees
- **Avoid conflicts** between financial instrument and grant schemes - allow for combination of loans/guarantees and grants
- **Scope** of FI should be holistic including various measures of impact: energy efficiency, renewable energy, electric vehicles, circular economy, water savings,
- Grants, FI and TA should have a **consistent scope**
- **Keep it simple** – application, approval, reporting (especially non-financing reporting)

Design schemes with customer in mind!



Thank you!

r.pernetta@eib.org

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