

# TrustEE

## Financing and realising energy efficiency and renewables in industry



### TrustEE works with:

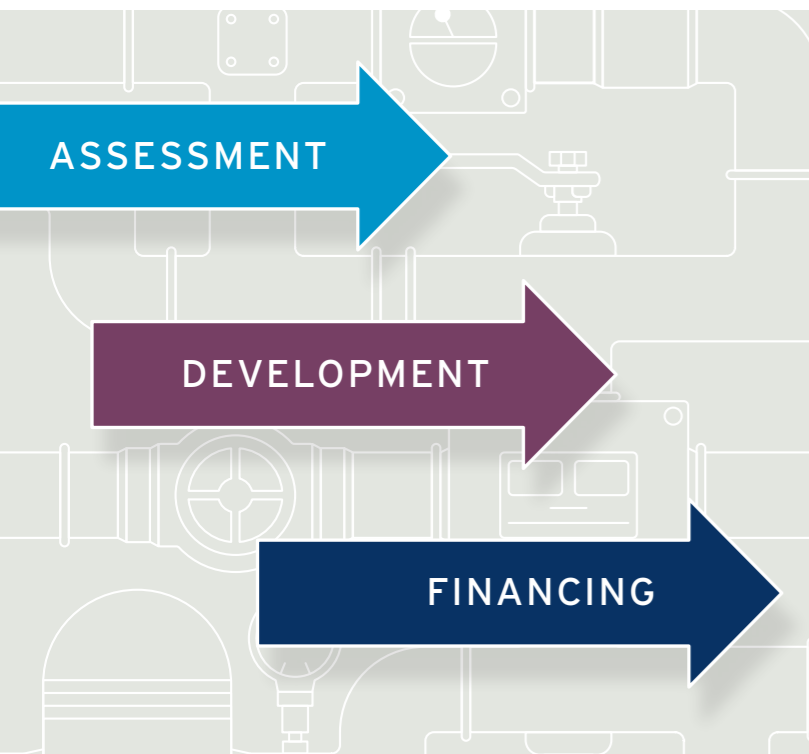
- **Industrial owners to deliver energy saving projects**
- **Innovative suppliers & engineers to finance the business proposition of energy performance contracts**
- **Financial investors to manage and control project and credit risks**

# Financing and realising energy efficiency and renewables in industry

## Introduction

European industrial energy efficiency potential is 8-10%, while renewable energy systems including solar thermal, biomass, and biogas are poised to meet 60% of industrial heating demand.

However, even well designed projects fail to attract viable financing. Transaction costs may be high relative to capital requirements. Projects developed by or for small and medium enterprises often lack the necessary credit and performance guarantees required by financial institutions.



## TrustEE business model

TrustEE aims to accelerate project development, implementation, and financing of energy efficiency and renewable energy projects in industry. We use a three-step approach to address project-financing challenges.

### Assessment

- Technical benchmarking versus state-of-the-art EE or RE technology/systems
- Financial assessment based upon financial risk/return requirements

### Development

- Technical optimisation
- Contractual structuring
- Risk-reducing insurance solutions

### Financing

- Projects meeting investment profile offered refinancing after successful installation and start-up

## TrustEE's propositions

TrustEE's approach focuses on project developers, industrial owners, and financial investors.

**For project development:** A web-based platform is used to assess the project and optimise technical design. It includes templates supporting common contract types, and uses risk allocation and risk transfer standards. TrustEE will register suppliers and engineers to speed project development.

**For financing performance-based models, like energy performance contracts:** Refinance after successful project launch. TrustEE's refinancing facility/securitisation vehicle is set to purchase long-term receivables.

**For the credit status of innovative suppliers and engineers:** Reduce capital needs for performance-based contracting schemes, and obtain insurance solutions to structure and reduce project risks.

**For financial investors:** Gain an attractive climate protection investment opportunity in credit notes and bonds issued by TrustEE's securitisation vehicle.

## TrustEE benefits

TrustEE benefits firms along the value-chain of European industry.

### Industrial owners realise

- Cost reduction
- Independence from future energy price increases
- Climate change commitments
- Long-term project financing

### Innovative suppliers & engineers realise

- Fast growing markets
- Great opportunities for performance-based business models
- Access to financing

### Financial investors realise

- Sustainable investments with attractive financial returns



TrustEE focuses on energy efficiency measures and renewable energy solutions for industrial process heating.

## TrustEE projects

We target small to mid-size energy efficiency and renewable energy projects. These include:

- Waste heat recovery, solar thermal, biogas, biomass, and heat pumps
- SME-projects sponsored by owners/end-users, engineers and planners, technology suppliers and manufacturers
- Well-developed projects having attractive amortisation times
- State-of-the-art and innovative projects in industrial sectors
- Performance-based project models, such as energy performance contracts or energy sales agreements



# TrustEE



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A Horizon 2020 project to finance and realise energy efficiency and renewables in industry

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