

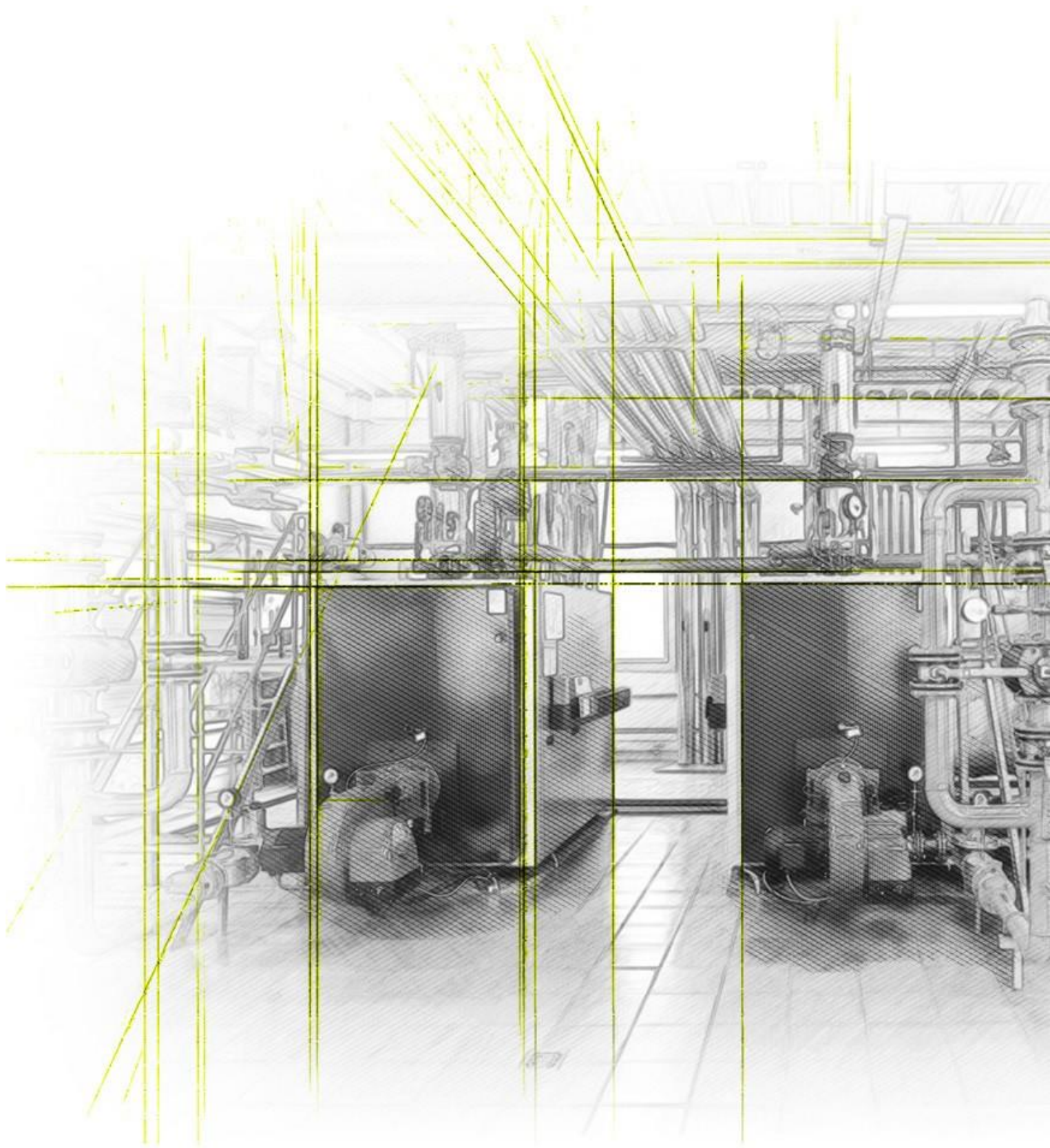
ESCO

**Financing and energy saving project
implementation in the model in which
savings are divided**

Wrocław 2024

Table of CONTENTS

1.	DB Energy	3
2.	ESCO	7
3.	Case studies	14
4.	DB Energy - the market leader	19
5.	They have trusted us	22



DB Energy

What do WE DO?

DB Energy was founded in 2009 in Wrocław. We have been developing zero emission strategies and improving energy efficiency in the industry for more than 10 years.



Consultancy

Walk Through Audit

Company Energy Audit

Energy Efficiency Audit

Zero-emission strategies

White Certificates



Investments

energy saving investments
development

financing and project
implementation in the ESCO
model or as General Contractor

investor supervision



Diagnostics

control of installations efficiency
and their energy consumption

continuous attempts to identify
potential for further energy
efficiency improvements

measurements

Comprehensive CONSULTING

Complex support for our client while developing energy-saving investments.



Walk Through Audit

we identify the potential
for energy-saving
investments



Company Energy Audit

an obligatory audit for large
companies, we develop a
long-term energy efficiency
improvement plan



Energy Efficiency Audit

we attract funding (White
Certificates) for projects
aimed at energy efficiency
improvement



Zero-emission strategies

plant's zero-emissions due to
reducing CO₂ emission



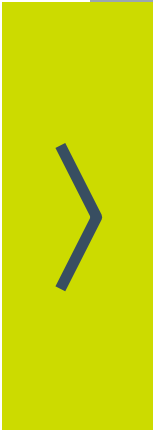
Concepts and projects

feasibility studies,
technical implementation
concepts and construction
projects for energy-saving
investments

Comprehensive support for the process to improve **ENERGY EFFICIENCY**

we manage extensively the entire process to improve energy efficiency

benefits and savings are maximized for a client



SAVINGS ARE IDENTIFIED

Audits:

- Walk Through
- Company Energy Audit
- Energy Efficiency Audits
- Zero-emission strategies



PROJECT CONCEPTS

- detailed concepts for particular energy saving investments
- guidelines for designers essential to maximize benefits and savings
- construction projects



FINANCING AND IMPLEMENTATION

- DB Energy finances a project in the ESCO model
- DB Energy develops a project in the General Contracting model
- benefits and savings are maximized

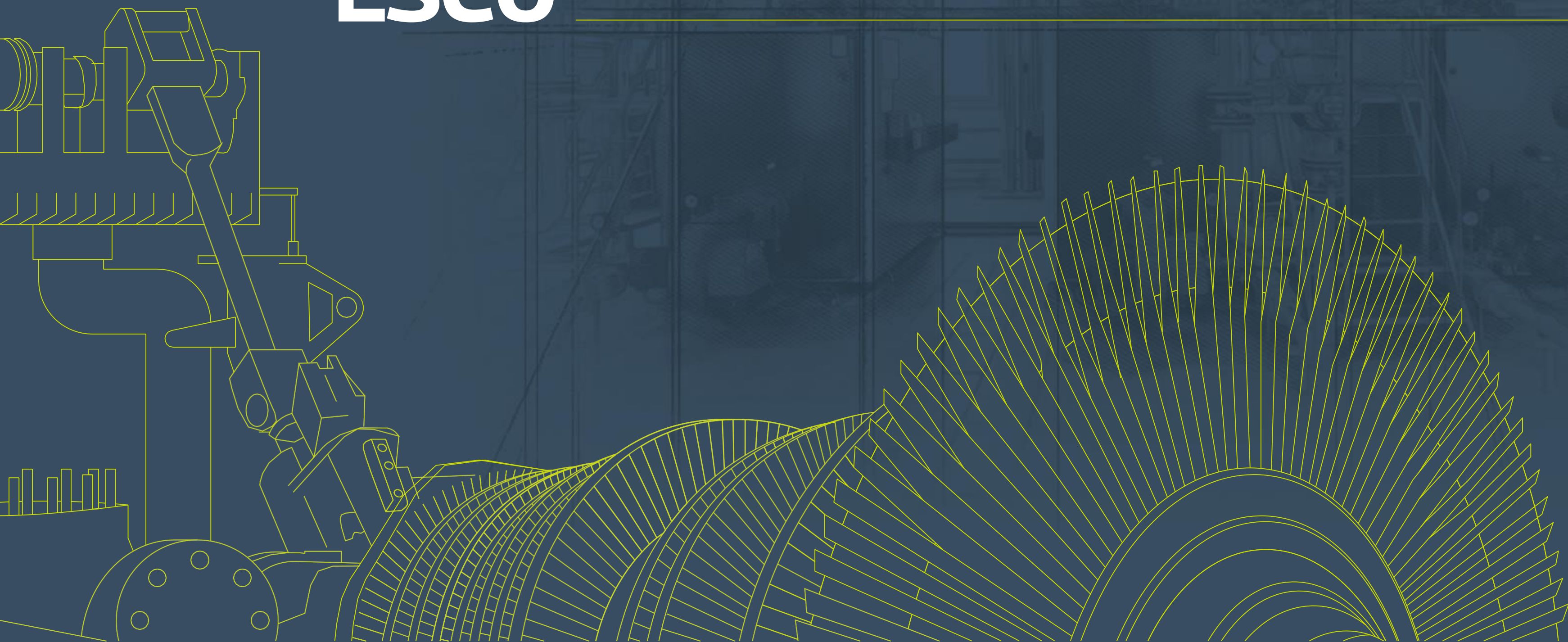


DIAGNOSTICS AND MONITORING

- we control and diagnose in an ongoing manner energy consumption and operating efficiency of machines and devices
- we identify continuously space for further energy efficiency improvement
- we provide long term management over implementing zero-emission strategies



ESCO



INVESTMENT WITH NO FINANCIAL OUTLAYS

Developing, financing and implementing energy saving investments



entire financial outlays and the majority of technical risk are borne by DB Energy



once a project is implemented, the parties share savings achieved throughout a given period



finally, the investment becomes a client's property, as a rule for a symbolic PLN 1.00

Energy saving investments

ESCO – WHOM IS THE MODEL DEDICATED FOR?



Industrial companies are forced to implement new solutions which improve their energy efficiency and reduce emissions.

ESCO is dedicated for companies which do not have at their disposal technical, financial and staff resources crucial for a project implementation.

Industrial companies prioritize investments among which production boosting investments are of the greatest importance, these are financed from a company budget in the first place.

Industrial companies have energy saving investments implemented and financed by DB Energy.



FINANCING AND IMPLEMENTATION

DB Energy manages the entire process aimed at energy efficiency improvement in the industry and implements zero emission strategies:

we implement projects in the General Contractor model

we finance and implement projects in the ESCO* model

*ESCO (Energy Saving Contract) is a form to finance and implement a project in which entire financial outlays and partial technical risk is borne by DB Energy. Once the project is implemented, the parties divide savings in a given period. When the contract terminates, the investment becomes the property of the client.

Benefits

maximized savings and reduction of energy consumption

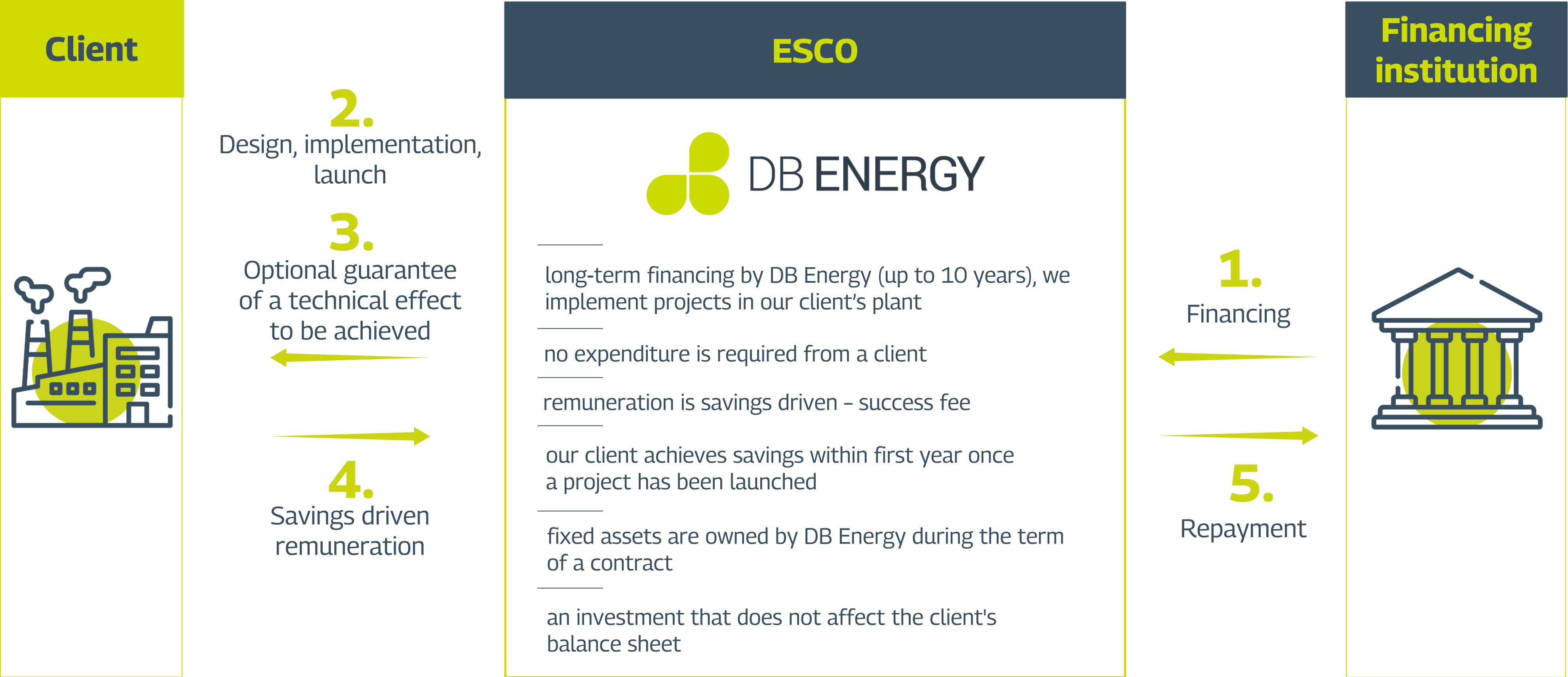
immediate savings with no outlays to incur (in the ESCO model)

technical and financial risk is borne by DB Energy (in the ESCO model)

off-balance investment (in the ESCO model)

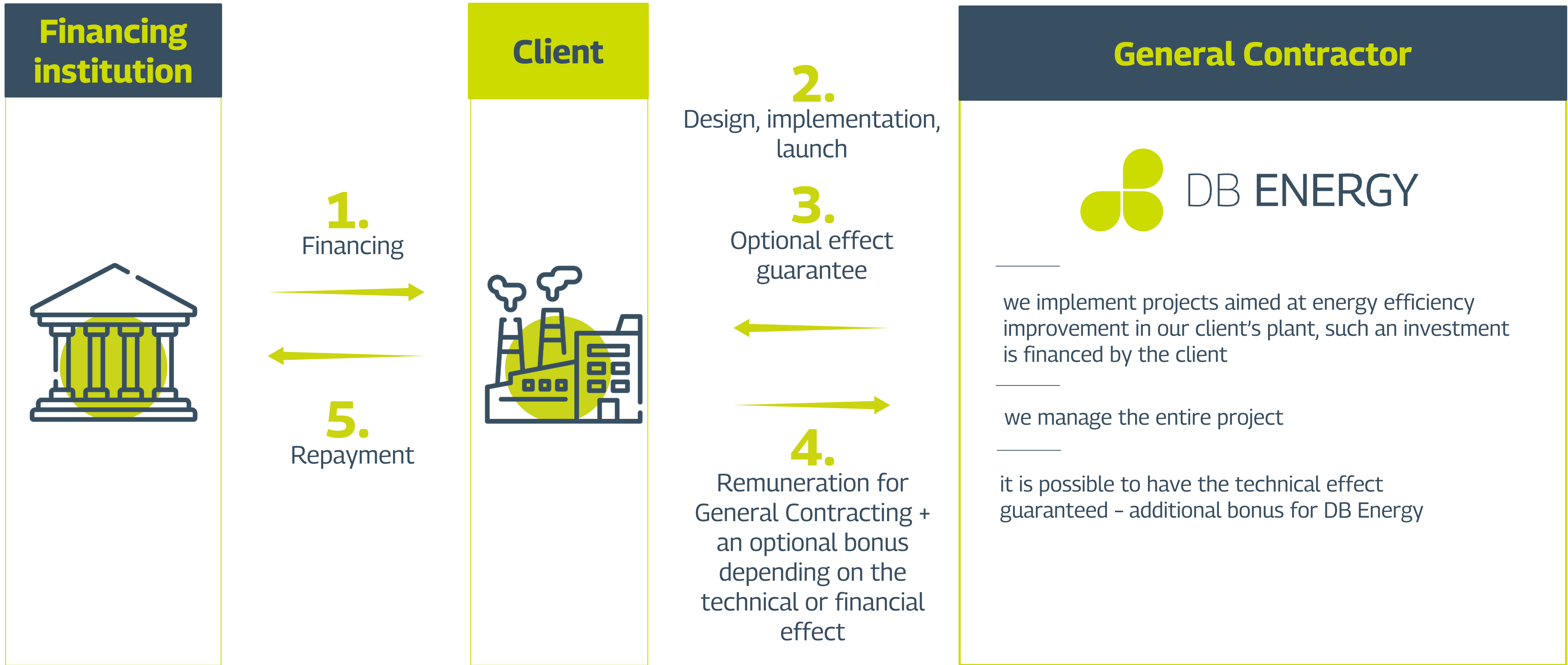
THE ESCO MODEL:

Financing, project implementation and risk – DB Energy



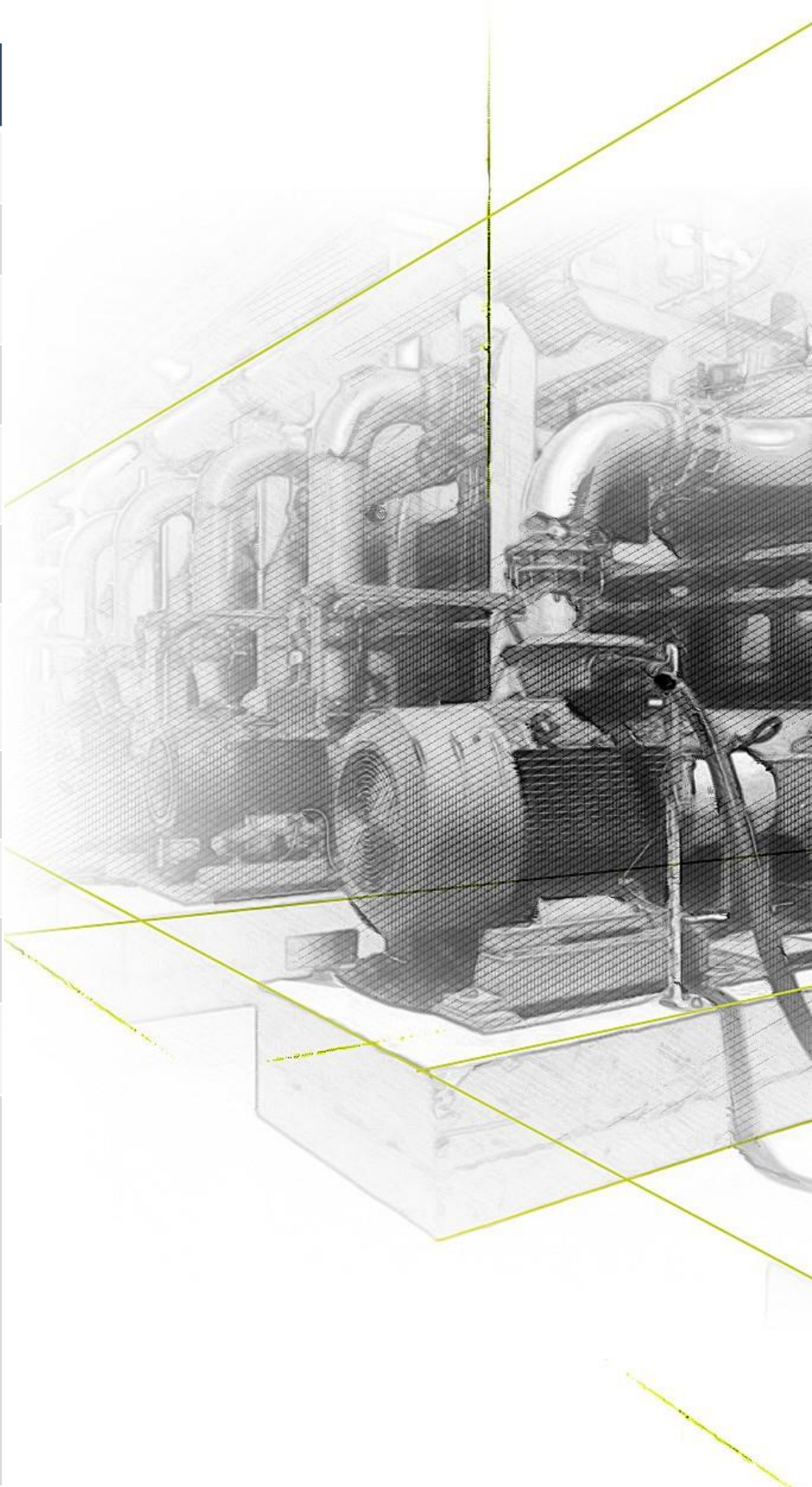
THE GENERAL CONTRACTOR MODEL:

Project implementation – DB Energy. Financing and risk – Client



ESCO VS. GENERAL CONTRACTING VS. DEBT

INVESTMENT SCOPE	LEASING/BANK		ESCO		GENERAL CONTRACTING	
	SCOPE	PRICE	SCOPE	PRICE	SCOPE	PRICE
CONCEPT AND DESIGN	NO	-	YES	from 9.99%	YES	from 9.99%
PURCHASE OF FIXED ASSETS	YES	8-15%	YES	from 8.97%	NO	-
GENERAL CONTRACTING	NO	-	YES	from 14.99%	YES	from 14.99%
CONNECTION AND INTEGRATION WITH THE GRID	NO	-	YES	from 4.99%	YES	from 4.99%
INSTALLATION MAINTAINANCE	NO	-	YES	from 4.99%	NO	-
SCOPE OF FINANCING A TYPICAL INVESTMENT (as % of its value)	PARTIAL approx 60% (fixed assets financing)		100%		NO	
CLIENT'S CONTRIBUTION	from 20% of FIXED ASSETS VALUE		0%		100%	
BUY-OUT	from 20%		1%		-	
SECURITY	FIXED ASSETS + ADDITIONAL		ESCO CONTRACT		-	
TYPICAL AGREEMENT DURATION	3-5 YEARS		5-10 YEARS		FOR IMPLEMENTATION PERIOD	
INVESTMENT CLEARANCE FOR A GIVEN BUDGET	<ul style="list-style-type: none">no possibility to finance the entire investmentfinanced assets remain approx. 50% of the total investment valueindispensable contribution of min. 20%short financing periodnecessary fixed asset buyout		<ul style="list-style-type: none">ESCO – FLEXIBLE FINANCING AND IMPLEMENTATIONfixed monthly fee or shared savingslong and secured financing period		<ul style="list-style-type: none">COSTS AND FIXED MARGIN	



Benefits for a client **ESCO**

**maximized
savings and
reduced energy
consumption**

Investment with no financial outlays – designing, financing and implementation of an energy saving investment by DB Energy

Immediate savings – completion of an ESCO project leads to savings which are partially transferred to a client

Maximized savings and reduced energy consumption thanks to long-term engagement of DB Energy in a project and a remuneration model which relies on the level of achieved savings

Free of charge emission of CO₂ and other gases – a client reduces their emissions without financial outlays to be incurred, achieved savings serve as source to repay the investment

Off-balance investment depending on ESCO agreement provisions, does not hinder client's liquidity indicators and their credit risk

Technical and financial risk of an investment transferred to DB Energy

Case **studies**



Value of implemented **PROJECTS**

Portfolio of ongoing **ESCO projects**

Capital expenditure

The total value of the implemented
ESCO projects

EUR 7 million

EUR 0.6 million Simoldes Plasticos

EUR 6.4 million Soufflet

Portfolio of ongoing **General Contractor projects**

Value of contract

The total value of implemented General
Contractor projects:

EUR 17 million

EUR 0.75 million ZGH Bolesław

EUR 2.3 million Ciech

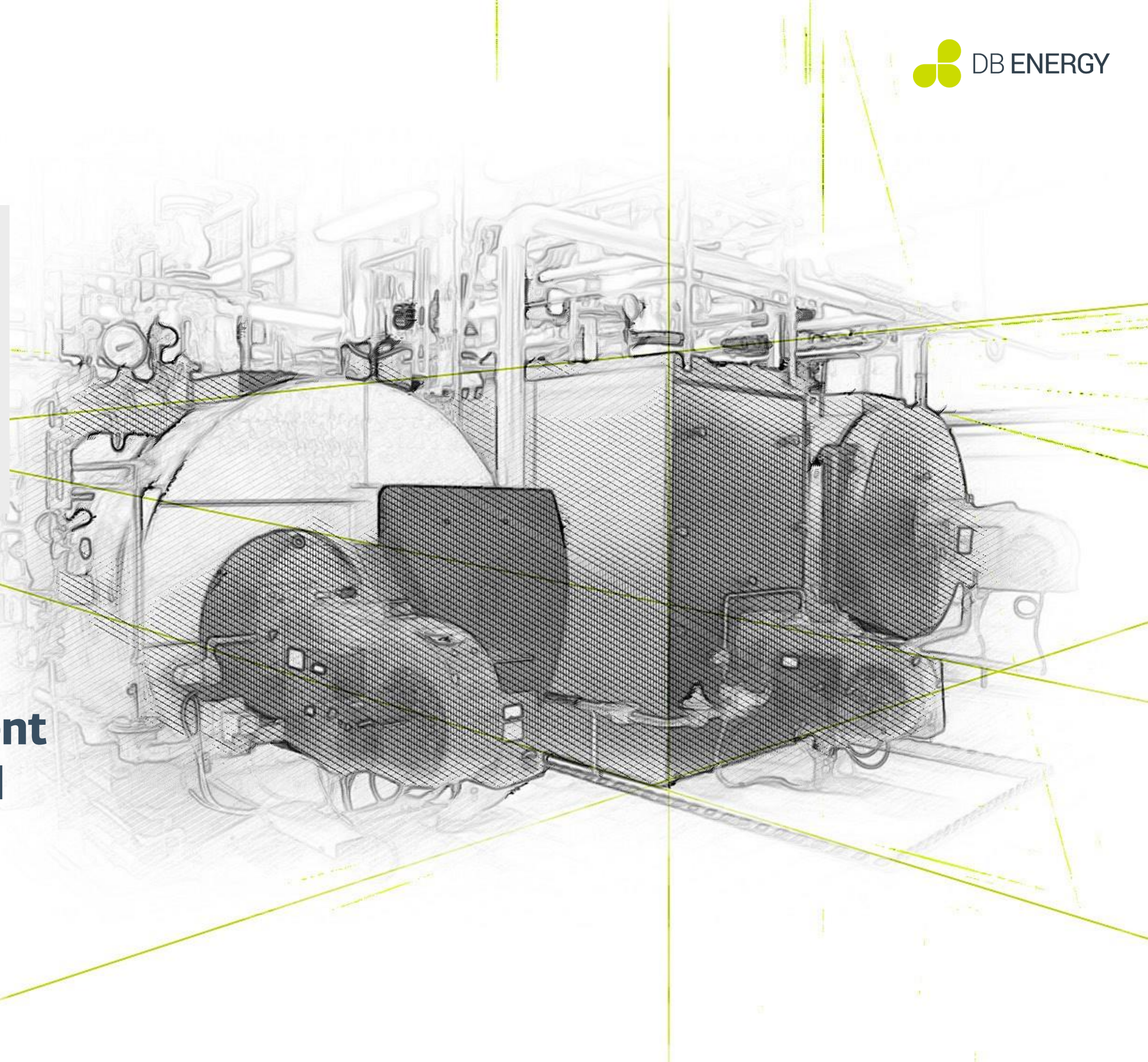
EUR 6.1 million BWI Group

EUR 7.8 million Schumacher Packaging

SŁODOWNIA SOUFFLET POLSKA

world leader in malt production

The power supply system improvement
with an application of waste heat and
a cogeneration unit, **developed in the
ESCO model**



SŁODOWNIA SOUFFLET POLSKA

world leader in malt production

Investment value of EUR 6.4 million
– fully covered by DB Energy

Projects key elements:

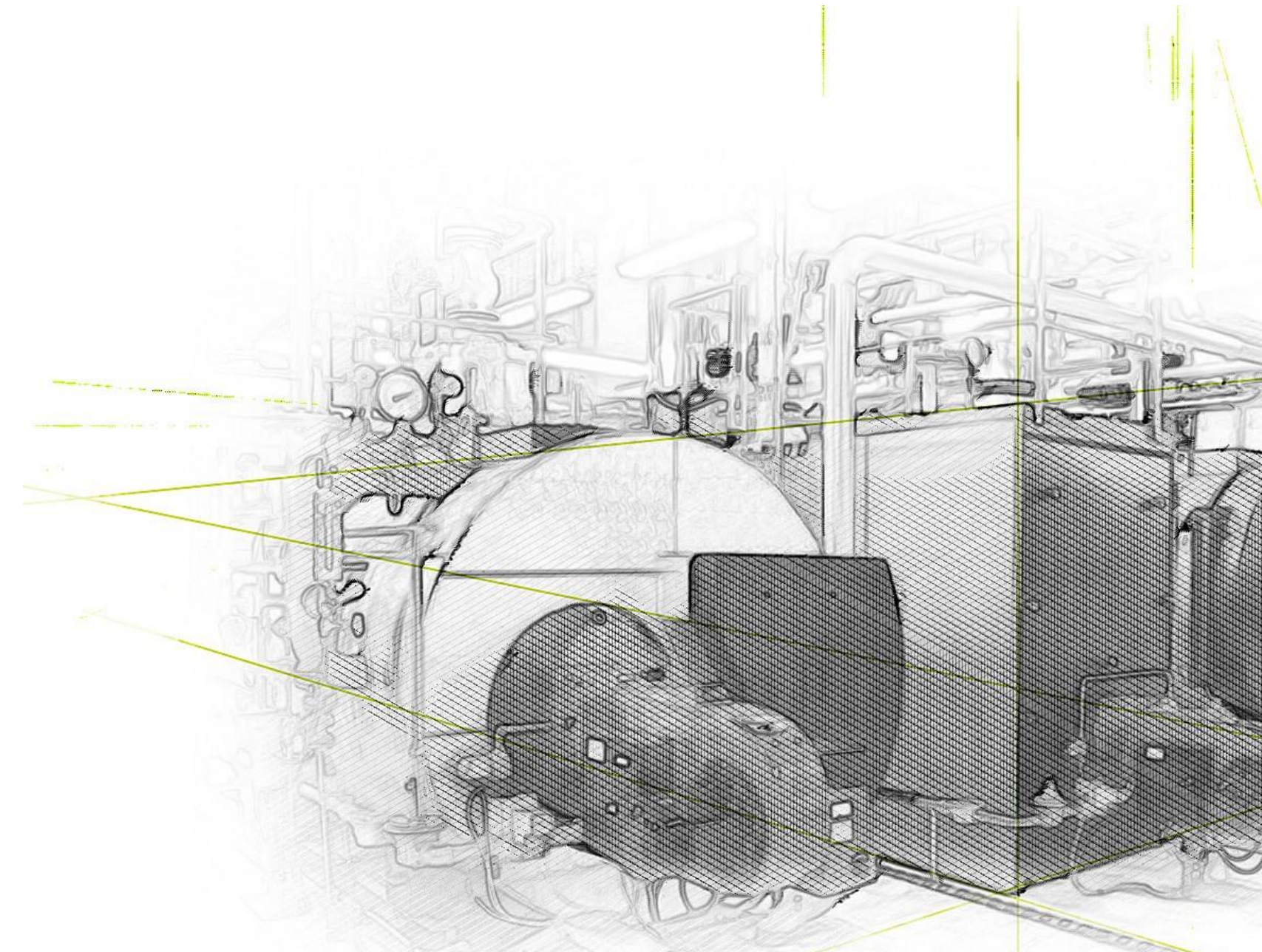
thermal energy recovery

new refrigeration system

new cogeneration system to generate electricity and thermal energy

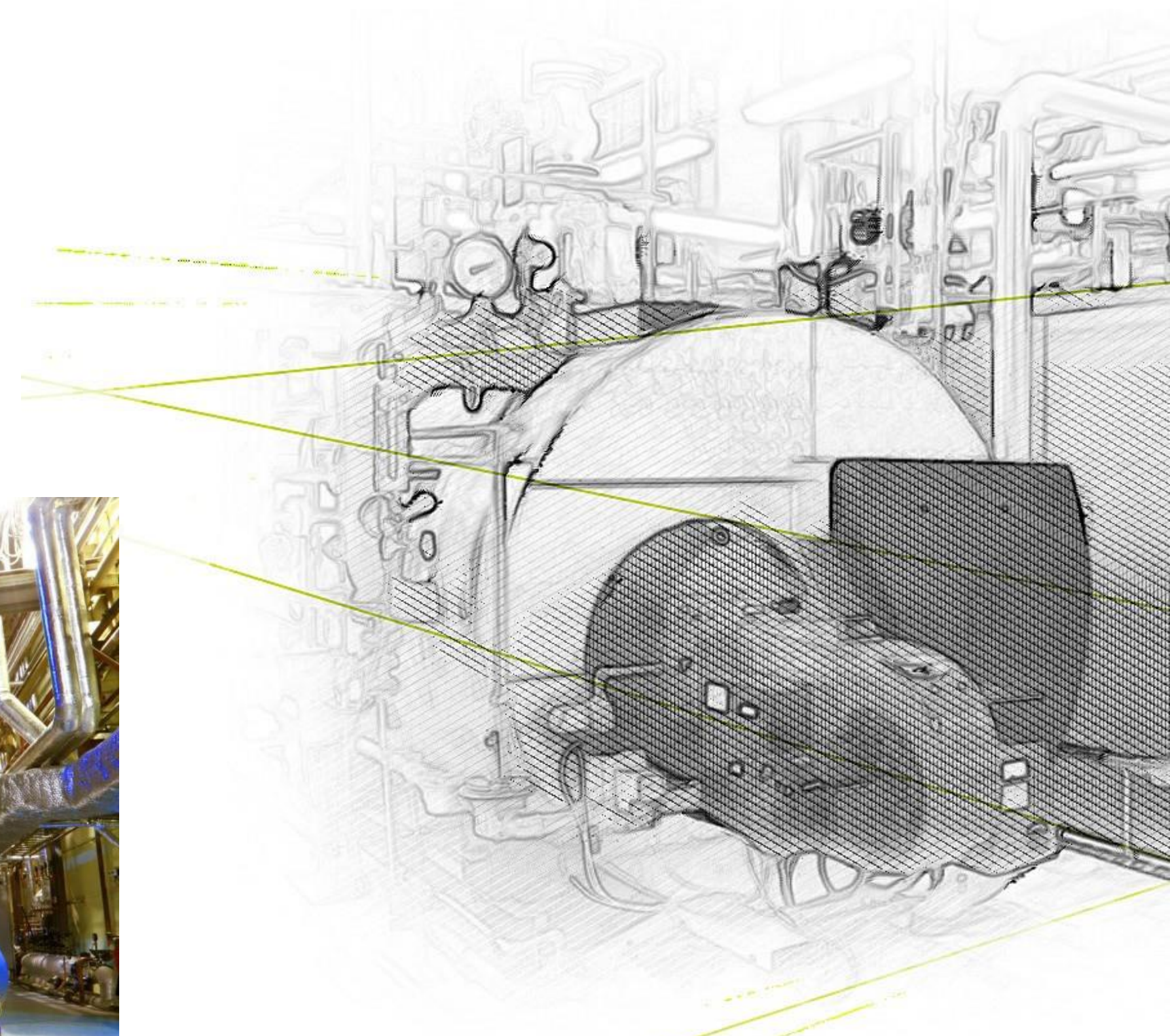
ESCO contractual period – **10 years**

emission reduction – **9 543 tCO₂** annually



SŁODOWNIA SOUFFLET POLSKA

world leader in malt production



DB Energy the market leader

YEARS **15**
OF EXPERIENCE
IN THE INDUSTRY

1,300

EUR 1.3 bn

EUR 480 ml

9.3 TWh

EUR 150 ml

industrial audits

value of energy-saving investments

annual savings generated by the designed investments

annual energy savings thanks to designed investments

value of the requested White Certificates

We reduce annual energy consumption
IN ALL INDUSTRIES



Mining
industry

28%



Food
industry

20%



Wood, paper and
chemical industry

26%



Building industry
and infrastructure

24%



Metal
industry

22%

They have **trusted us**



Selected CLIENTS



Working with DB Energy

ADDITIONAL INFORMATION

Contact us:

sprzedaz@dbenergy.pl

Ewa Matusiak

Key Account Manager

kom: +48 500 520 775

e-mail: ewa.matusiak@dbenergy.pl

Emil Szymański

Key Account Manager

kom: +48 512 878 821

e-mail: emil.szymanski@dbenergy.pl

Sebastian Jankowski

Director of Product Management

kom: +48 516 172 467

e-mail: sebastian.jankowski@dbenergy.pl



DB ENERGY SA

Al. Armii Krajowej 45
50-541 Wrocław, Poland

T: +48 71 337 13 25
F: +48 71 337 13 26

biuro@dbenergy.pl
www.dbenergy.pl

Sąd Rejonowy dla Wrocławia-Fabrycznej VI Wydział Gospodarczy
KRS 0000685455 | NIP 8942995375
| REGON 021249140 Kapitał zakładowy: 347 646 zł