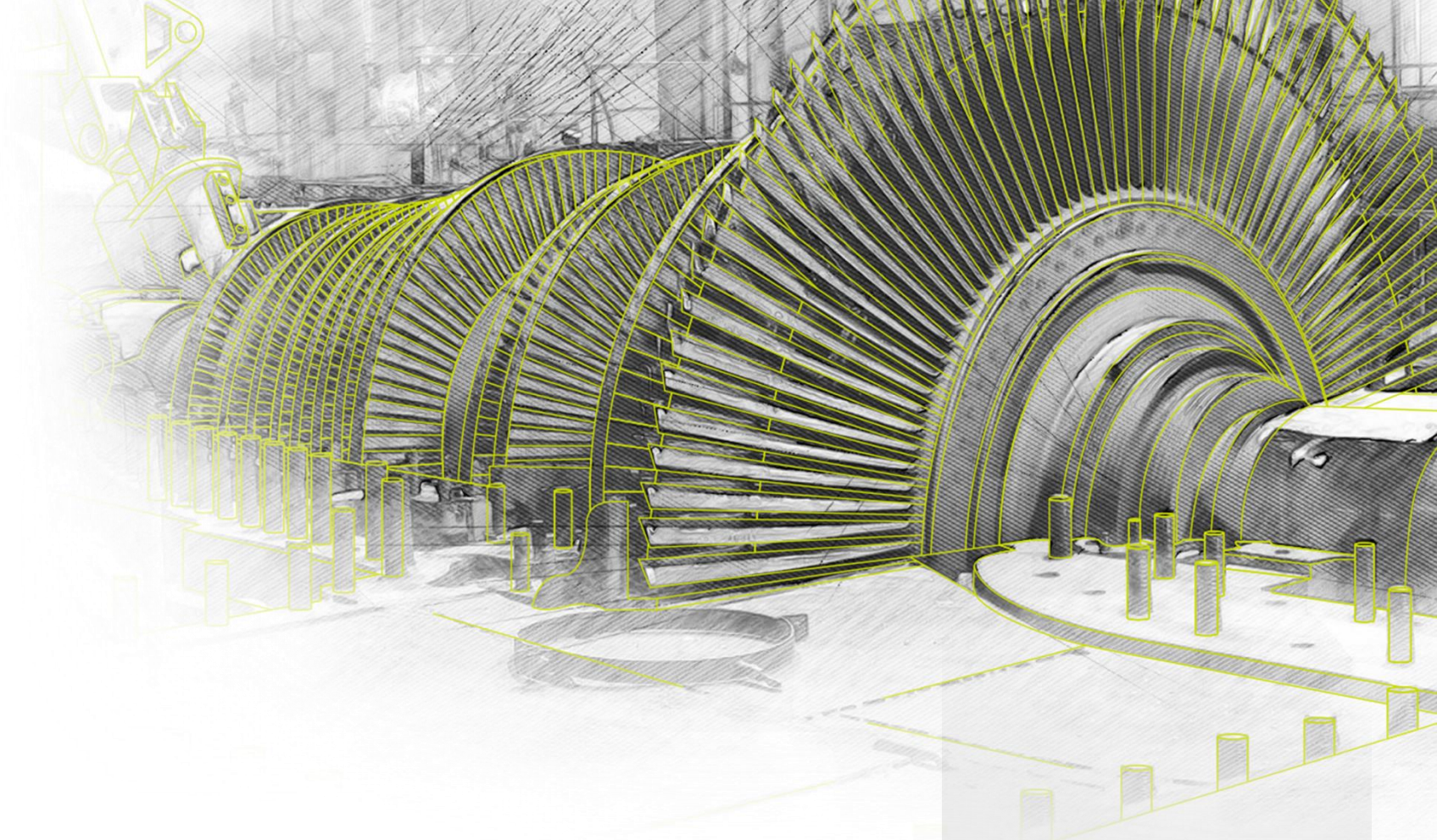




DB ENERGY

Zero-emission industry



# ESCO

**Financing and implementation of energy-saving investments  
in the savings sharing model**

Wrocław, 2026



# REDUCING EMISSIONS AND ENERGY CONSUMPTION



*We help medium-sized and large industrial companies become part of a zero-emission future. We want to co-create factories that we could have right next door. We tailor each service to your needs and requirements, advising, designing, implementing and financing energy efficiency measures. **It's decarbonization that pays off.***



**Ph.D. Eng. Piotr Danielski**

President and co-founder of  
DB Energy

## Unconventional solutions

We combine audit expertise with interdisciplinary knowledge and the best technical solutions. We implement non-obvious combinations of technologies based on detailed analyses. Thanks to this, the projects we propose deliver the greatest benefits.

## Decarbonization, that pays off

We develop, implement, and finance energy-efficient investments, enabling industrial companies to achieve real zero-emissions in a way that generates profit. By delivering projects from audit to execution, including financing, we can implement an investment for which the Client does not have to contribute a single penny.

## Real zero-emission

Where businesses are compelled to adapt to environmental regulations, that's where we step in. We support companies in increasing their competitiveness by reducing emissions and energy consumption. As a result, they become more competitive — and the environment becomes cleaner.

# MISSION AND VISION



## Mission

Implement decarbonization and energy efficiency in industry in such a way that companies want to do it and find it profitable!



## Vision

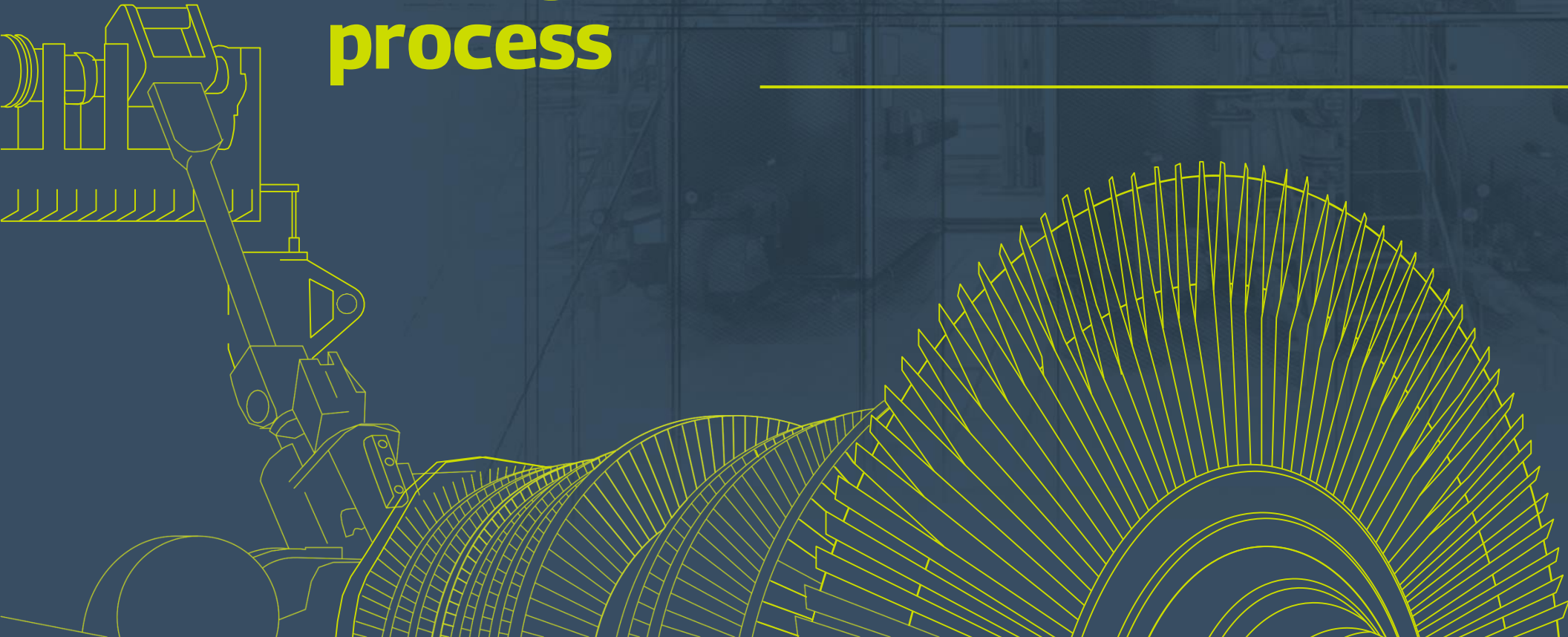
We want to help create factories that we could have in our neighborhood - zero-emission, quiet and energy-efficient.

**Decarbonization that pays off  
- additional profits thanks to energy  
efficiency.**

We make sustainable and effective investments in decarbonization that bring our clients long-term financial and environmental benefits.

# We will guide your company **through the complete investment process**

---



# FROM AUDIT TO PROFIT

## We develop zero-emission strategies and ensure energy efficiency in industry:

- identifying energy-saving investments,
- designing modernizations,
- financing and implementing investments in the ESCO and General Constructing models,
- performing predictive diagnostics and efficiency testing of equipment in operation - DiagSys

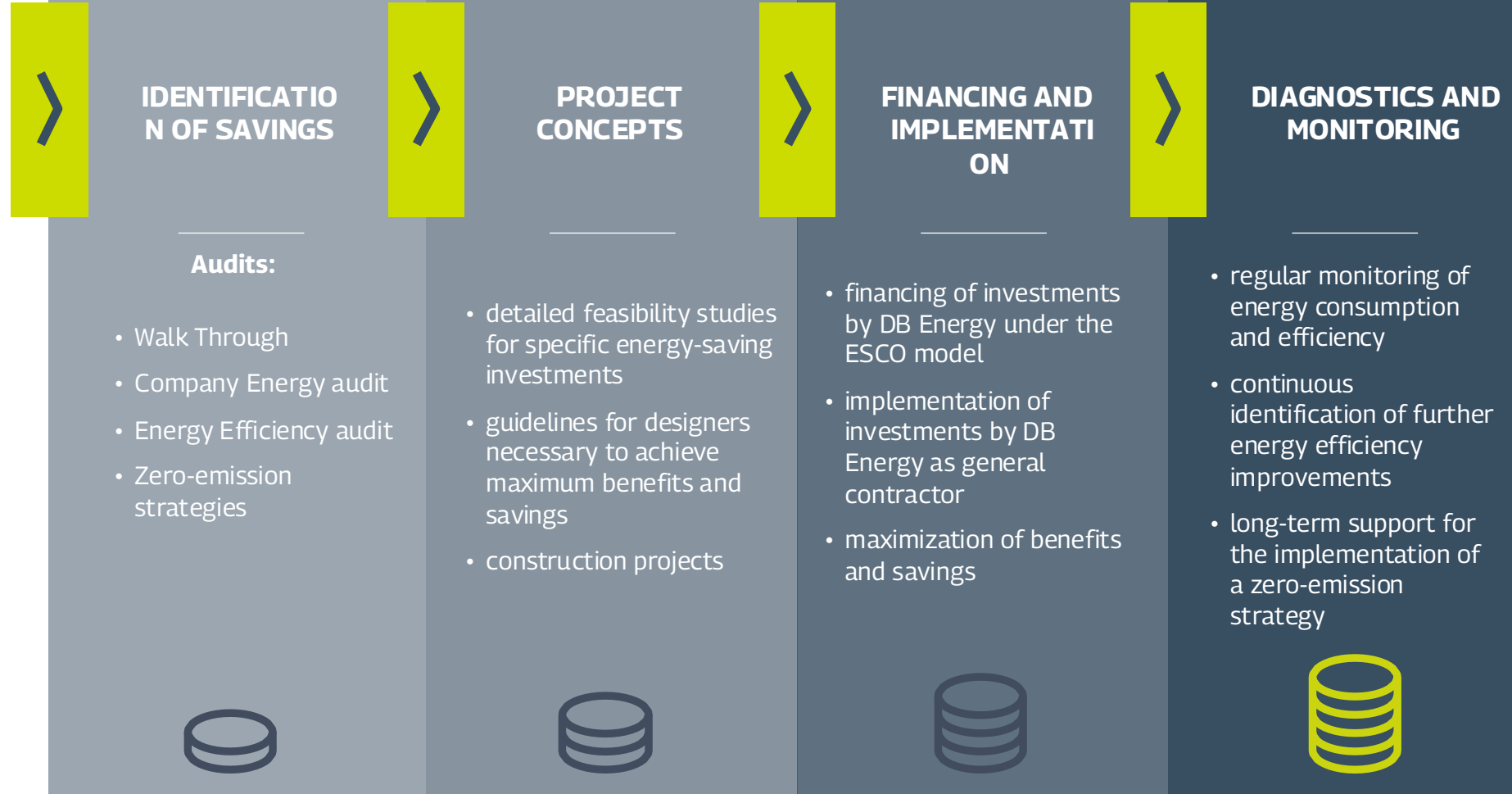
## We monitor industry:

- measuring the operating parameters of industrial infrastructure,
- monitoring and diagnosing technical installations,
- commercializing DiagSys

# Complete process support of **EFFICIENCY IMPROVEMENT**

**complex service  
for the entire  
process of  
improving  
energy  
efficiency**

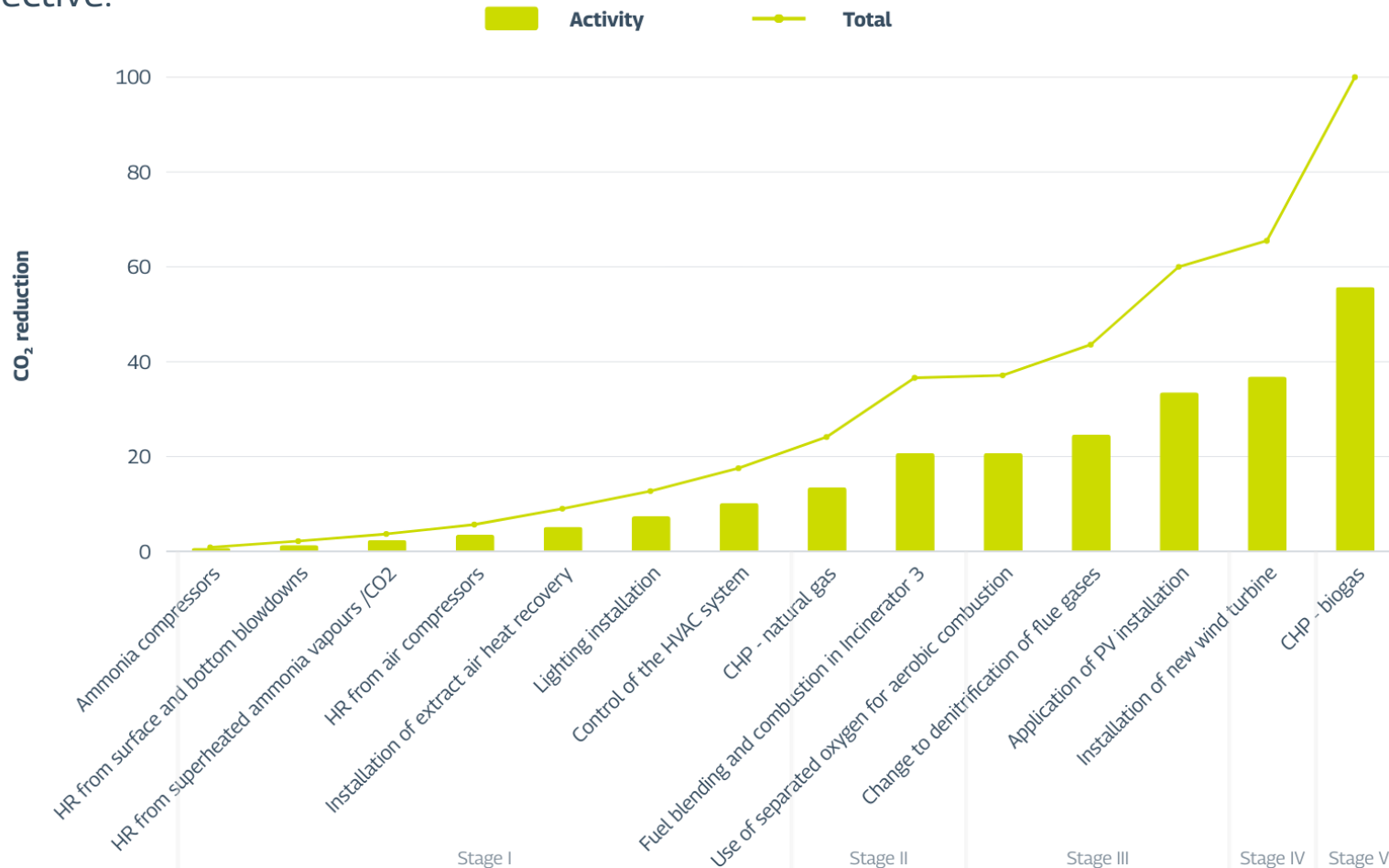
**maximizing customer  
benefits and savings**



# Complete process support of

# COST-EFFECTIVE DECARBONIZATION

The end result of our work is a zero-emission strategy that is optimal from the customer's point of view. It is an emissions reduction plan that can be implemented and is the most cost-effective from the customer's perspective.



**We will calculate, plan, design and implement your company's entire transition to real zero emissions and cost-effective decarbonization.**

# FROM AUDIT TO PROFIT



## TYPICAL ERRORS WE ELIMINATE



On the way to achieving the goal, the client loses sight of what matters, that is, the actual reduction in emissions and energy consumption

### No helicopter view

When modernizing individual elements of infrastructure, a risk arises, which consists in the lack of a holistic view of the needs and problems in the factory. When implementing individual investments without a detailed plan, it may turn out that the savings will eliminate each other or exclude the possibility of other actions.

### Insufficient budget

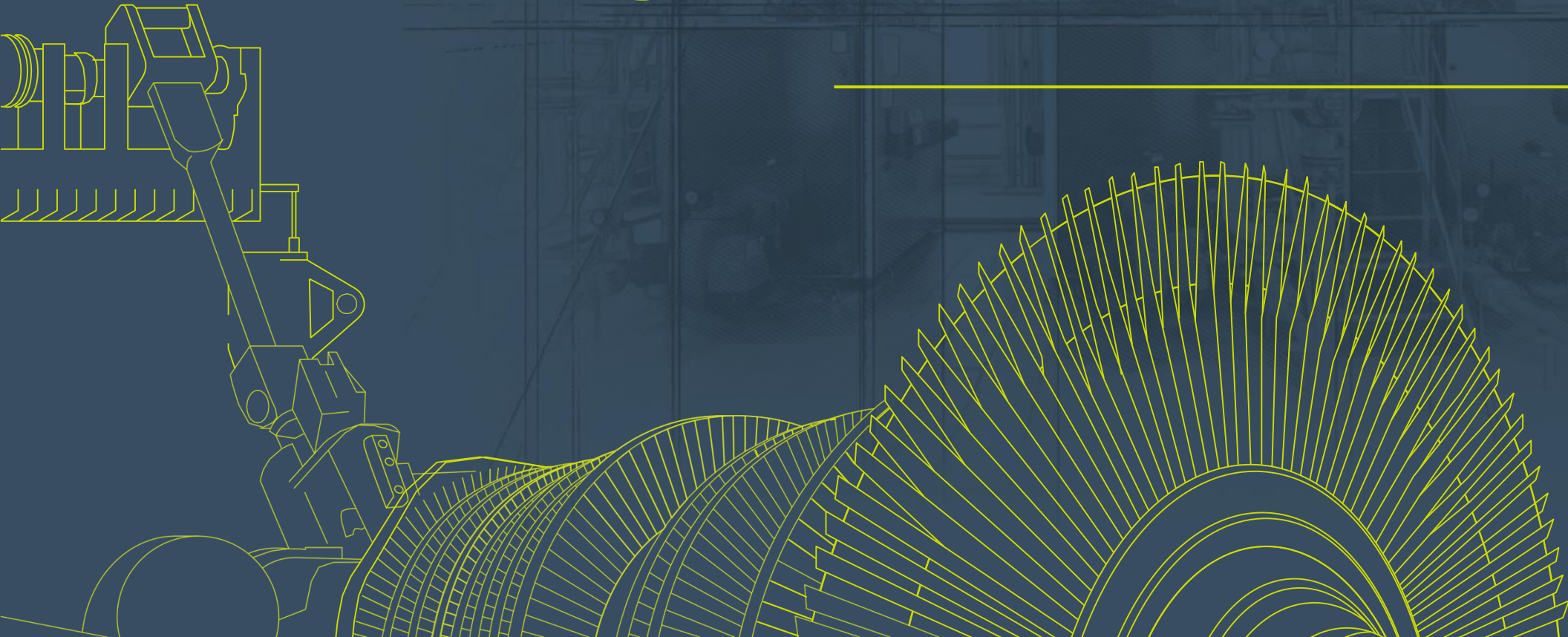
The ESCO model we offer allows for energy transformation without burdening your own budget. This type of financing does not affect the Client's balance sheet, and savings start flowing in on the first day of the investment launch.

### Too many contractors

When several companies work on the modernization, each of them tries to minimize the risk and assumes a safety buffer. As a result, the project may have a disrupted duration and costs. As a General Contractor, we take this risk on ourselves, thanks to which our investments have better estimated budgets and schedules.

# ESCO financing

---



# INVESTMENTS WITHOUT EXPENDITURE

## How does the ESCO model work and where does it work well?

Part of the financial outlay and most of the technical risk is borne by DB Energy. After completion of the investment, the parties share the savings for a fixed period. Ultimately, the investment becomes the property of the customer, usually for a symbolic PLN 1.

ESCO is a service for companies that do not have the technical, financial, or human resources necessary to carry out investments. Thanks to this, DB Energy provides the funds needed to implement projects and handles the entire process from A to Z.

ESCO financing gives companies the opportunity to achieve energy efficiency and emission reduction targets without committing their own budget. This allows them to modernize their industrial facilities while pursuing other goals.

# FINANCING AND IMPLEMENTATION

**DB Energy supports the entire process of improving energy efficiency in industry and implements zero-emission strategies:**

---

Investment implementation as a General Contractor

---

**We finance and implement investments in the ESCO\* model**

---

\* **ESCO** (Energy Saving Contract) is a form of financing and implementation of investments in which all financial costs and most of the technical risk remain with DB Energy. After the investment is completed, the parties share the savings for a fixed period. At the end of the cooperation, the investment becomes the property of the customer.

## Benefits

---

maximizing savings and reducing energy consumption

---

immediate savings without incurring costs  
(in the ESCO model)

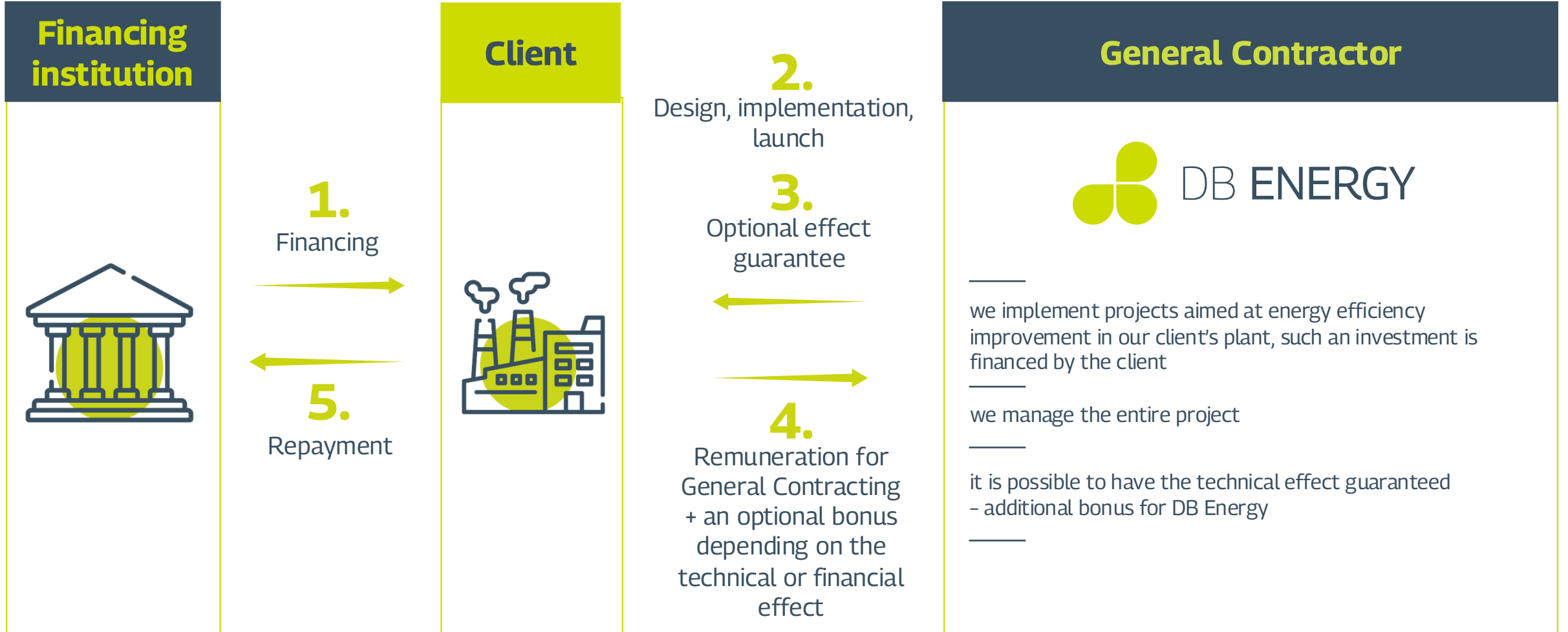
---

technical and financial risk on the part of DB Energy (in the ESCO model)

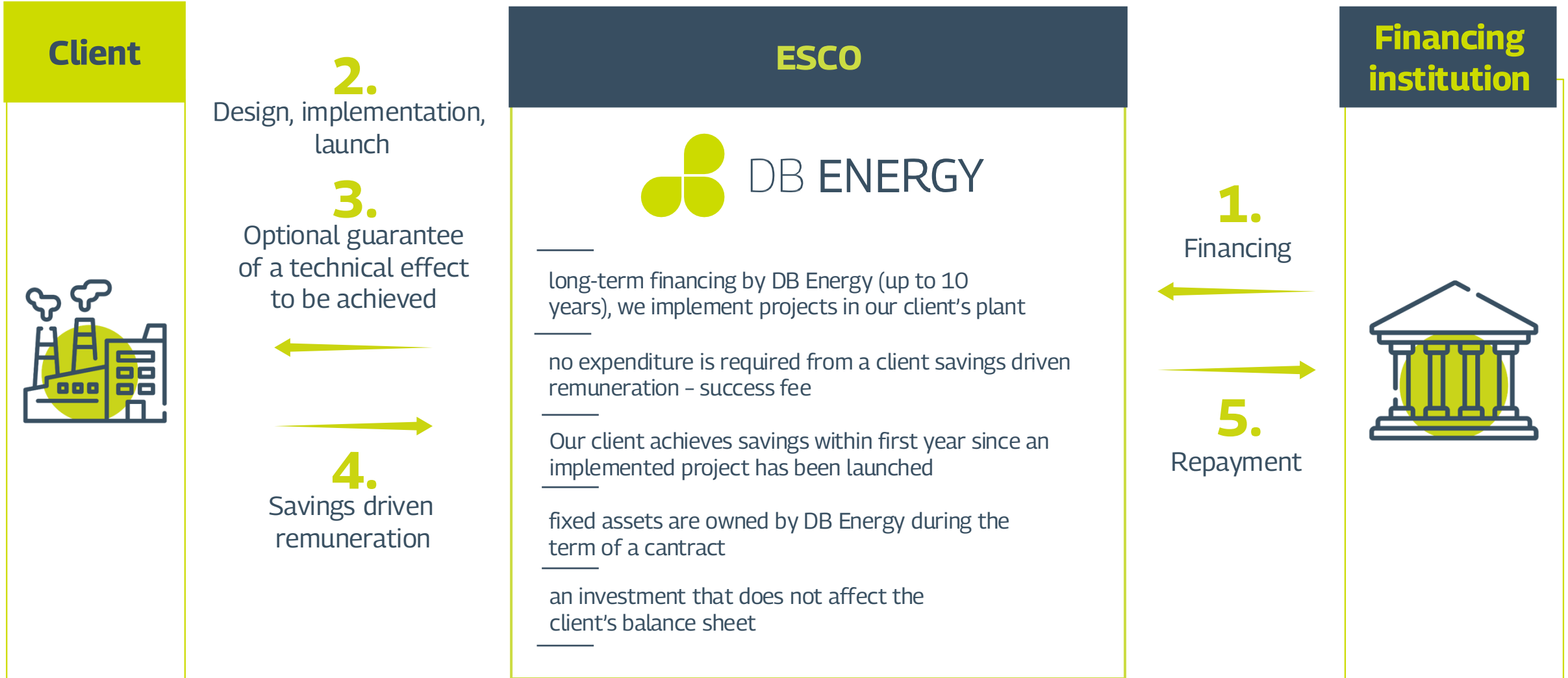
---

off-balance sheet investment (in the ESCO model)

## GENERAL CONTRACTING



## MODEL ESCO



**Client**



**2.**

Design, implementation, launch

**3.**

Optional guarantee of a technical effect to be achieved



**4.**

Savings driven remuneration

**ESCO**



**DB ENERGY**

long-term financing by DB Energy (up to 10 years), we implement projects in our client's plant

no expenditure is required from a client savings driven remuneration - success fee

Our client achieves savings within first year since an implemented project has been launched

fixed assets are owned by DB Energy during the term of a contract

an investment that does not affect the client's balance sheet

**Financing institution**



**1.**

Financing



**5.**

Repayment

# ESCO vs General Contracting vs DEBT

SCOPE OF INVESTMENT	LEASING/BANK		ESCO		GW	
	SCOPE	PRICE	SCOPE	PRICE	SCOPE	PRICE
CONCEPTUAL AND DESIGN WORK	NO	-	YES	from 9,99%	YES	from 9,99%
ACQUISITION OF FIXED ASSETS	YES	8-15%	YES	from 8,97%	NO	-
GENERAL CONTRACTING	NO	-	YES	from 14,99%	YES	from 14,99%
NETWORK CONNECTION AND INTEGRATION	NO	-	YES	from 4,99%	YES	from 4,99%
SERVICE AND MAINTENANCE OF INSTALLATIONS	NO	-	YES	from 4,99%	NO	-

## ESCO vs GW vs DEBT

SCOPE OF INVESTMENT	LEASING/BANK		ESCO		GW	
	SCOPE	PRICE	SCOPE	PRICE	SCOPE	PRICE
SCOPE OF FINANCING FOR A TYPICAL MODERNIZATION (as a % of its value)	PARTIAL approx. 60% (financing of fixed assets only)		100%		NONE	
CUSTOMER'S OWN CONTRIBUTION	from 20% VALUE OF FIXED ASSETS		0%		100%	
REDEMPTION	from 20%		1%		-	
SECURITY	FIXED ASSETS + ADDITIONAL		ESCO CONTRACT		-	
TYPICAL CONTRACT TERM	3-5 YEARS		5-10 YEARS		DURING IMPLEMENTATION	

## ESCO vs GENERAL CONTRACTING vs DEBT

### Leasing/bank

- no possibility of financing the entire investment
- assets subject to financing account for approx. 50% of the total investment value
- minimum own contribution of 20% required
- short financing period
- necessity to purchase the fixed asset

### ESCO

- **ESCO - FLEXIBLE IMPLEMENTATION and FINANCING**
- fixed monthly fee or savings sharing
- long and secure financing period

### General Contracting

- **Costs + fixed margin**

## ESCO

### Maximizing savings and reducing energy consumption

- **investment without expenditure** – design, financing and implementation of an energy-efficient investment by DB Energy
  - **immediate savings** – the customer receives part of the savings immediately after completion of the ESCO investment
- **maximizing savings and reducing energy consumption** thanks to DB Energy's long-term commitment and linking remuneration to the level of savings (success fee)
  - **off-balance sheet investment**, depending on the provisions of the ESCO agreement, does not worsen the liquidity ratios and credit risk of the Customer
- **reduction of CO<sub>2</sub> and other emissions without any contribution of their own** – the customer benefits from the reduction in emissions without incurring any costs, and only repays the investment from the savings achieved
  - **transfer of technical and financial risk of the investment to DB Energy**

## Portfolio of ongoing ESCO projects

Capital expenditure

The total value of the implemented  
ESCO projects:

# EUR 7 million

EUR 600 thousand Simoldes Plasticos

EUR 6.4 million Soufflet

## Portfolio of ongoing **general** Contractor projects

Value of a contract

The total value of implemented General  
Contractor projects:

# EUR 17 million

EUR 755 thousand ZGH Bolesław

EUR 2.3 million Ciech

EUR 6.1 million BWI Group

EUR 7.8 million Schumacher Packaging

# Selected projects

## CASE STUDIES

### Our selected projects:

#### Schumacher Packaging

The largest LNG-powered cogeneration unit in southern Poland



#### Soufflet Malt House

From audit to 40% emission reduction

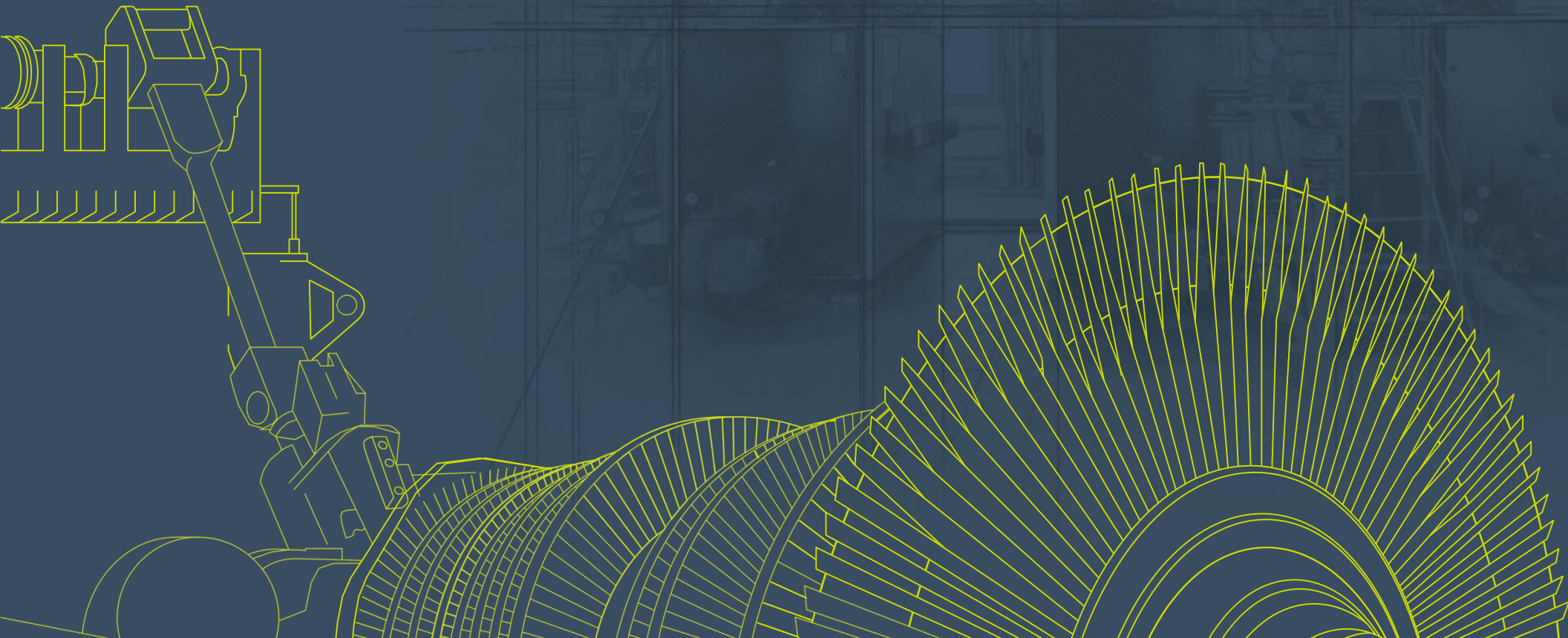


#### Simoldes Plasticos

Project from A to Z



They have  
**trusted us**



# Selected CUSTOMERS



# OUR PARTNERS



Dolnośląski Instytut  
Studiów Energetycznych



Centrum Informacji  
o Rynku Energii



ING Bank Śląski



EFESO Management  
Consultants



Last Energy



Metale.org



Izba Energetyki  
Przemysłowej  
i Odbiorców Energii



Napędy i sterowanie



Polski Przemysł



Zachodnia Izba  
Gospodarcza



Ernst&Young



Polskie Górnictwo  
Naftowe i Gazownictwo



**We operate worldwide**



**DB ENERGY**

Zero-emission industry

**1445**

**industrial projects**

We help medium and large industrial companies become part of a zero-emission future. We want to co-create factories that we could have right outside our doors. We advise, design, implement and finance energy efficiency activities. This is decarbonization that pays off.

**EUR 1.3 bn**

value of completed projects

**9.8 TWh**

total reduction in energy consumption

**EUR 512 mln**

annual savings of our customers

# Additional information

We have prepared a package of materials for you:

## Newsletter

We encourage you to subscribe to our newsletter, in which we share technical, financial, and legal knowledge on energy efficiency and zero emissions once a month.



## Downloadable materials

We have also prepared a package of downloadable materials for you, concerning the products and services offered by DB Energy and the most interesting projects we have completed.



## LinkedIn newsletter

Every Tuesday, we publish the Cost-Effective Decarbonization newsletter via LinkedIn. Each week, our team creates and comments on expert content, which we present in an easy-to-understand format.



## Additional information

### Contact us:

[sprzedaz@dbenergy.pl](mailto:sprzedaz@dbenergy.pl)

**Sebastian Jankowski**  
**Director of Product Management**  
+48 516 172 467  
[sebastian.jankowski@dbenergy.pl](mailto:sebastian.jankowski@dbenergy.pl)

**Emil Szymański**  
**Key Account Manager**  
+48 512 878 821  
[emil.szymanski@dbenergy.pl](mailto:emil.szymanski@dbenergy.pl)

**Karol Komar**  
**Technical Key Account Manager**  
+48 500 520 775  
[karol.komar@dbenergy.pl](mailto:karol.komar@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](mailto:biuro@dbenergy.pl)  
[www.dbenergy.pl](http://www.dbenergy.pl)

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