Project Summary

Project Background
Halkbank was established to lend specifically to artisans, tradesmen and small businesses at favourable terms in order to achieve lasting economic development, social stability and peace. It aims to raise awareness among SMEs that the easiest way to save on energy costs is through conservation and meet their financing needs with suitable credit facilities. As part of this effort, the Bank continues to offer energy efficiency and renewable energy loans. Halkbank signed a USD 67 million loan protocol with the World Bank in order to finance the capital needed for energy efficiency investments by SMEs and small midcap companies. With the energy efficiency loan scheme, Halkbank aims to support increasing the international competitive strength of the SMEs.

Project Objectives
The objective of the project is to improve the efficiency of energy use in small and medium sized enterprises in Turkey by scaling up commercial bank lending for energy efficiency (EE) investments. The main objective of the consultancy services is to develop bankable EE investment proposals for SME clients under IBRD EE Loan.

Project Activities
• To assess the technical eligibility of 80 potential customers determined by the Halkbank.
• To participate in Halkbank marketing events, client visits, visits to trade associations, and identify potential new clients for marketing EE loans under the SME EE credit line.
• To conduct 12 post-project site visits to assess compliance with the project design, ensure proper operation and assess the energy savings against the estimated savings during the technical assessment.
• To provide support, advice and training to the Bank staff and engineers who are employed within the Bank regarding necessary components like energy efficiency, technical processes and especially using the screening tool.

Services Provided
• Overall Project Management
• Technical Assessment and Energy Audits
• Organisation of Marketing events
• Post Project Commissioning
• Trainings: on the job trainings and formal trainings on EE

Energy Audits and Pipeline Development for Energy Efficiency Projects

Client
Halkbank, Turkey

Duration
11/2015 - 12/2018

Personnel
• 1 internat. STE (0,6 PM, Team Leader)
• 7 national STE (7,5 PM, Energy Engineer, Financial Analyst, Marketing Expert, Trainer, Environmental Expert, 2 Support Engineers)