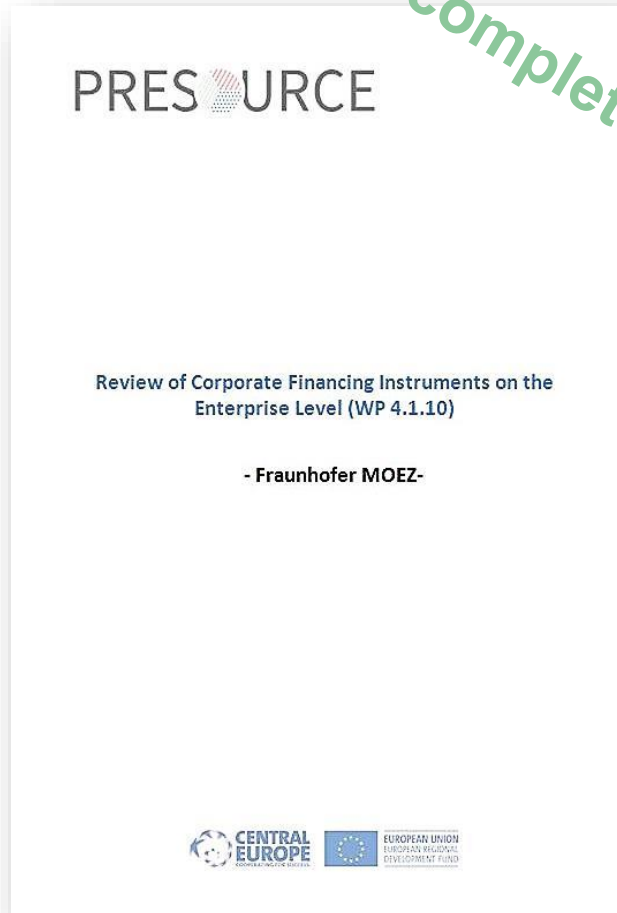


Transnational Partner Workshop on Results of WP4

Jens Rockel
Dominik Palsa

Bologna, 19 September 2014

- I. Update on Outputs of WP4**
- II. Financing Workshop in Vienna
- III. Final Conference in Berlin
- IV. Competence Platform



→ completed

→ Feedback included from:

Austria



Hungary



Italy



Czech Republic



Germany



PRES URCE

PRESOURCE - WP 4 (4.1.11.)

- Fraunhofer MOEZ -

Financial Guide



completed



PRESOURCE
PROMOTION OF RESOURCE EFFICIENCY
IN SMEs IN CENTRAL EUROPE

Financial Guide
Information and Background

The Financial Guide within the EU-project PRESOURCE is a jointly developed transnational tool to promote financing schemes that support eco-innovation and resource efficiency. The tool aims to encourage more long-term thinking in politics, business and finance. Based on over 100 interviews with experts from both public and private sectors as well as other innovative financial stakeholders, it provides a comprehensive overview of relevant financing actors and existing instruments among the six PRESOURCE partner countries, namely Austria, Czech Republic, Germany, Hungary, Italy and Poland.

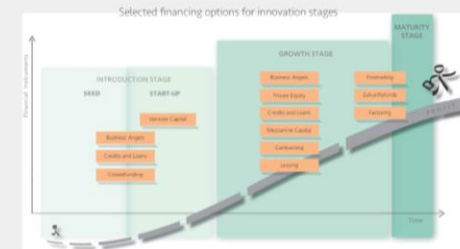
PRESOURCE is implemented through the CENTRAL EUROPE Programme co-financed by the ERDF and aims at increasing resource efficiency, especially in small- and medium-sized enterprises (SMEs) in the Central European countries by identifying innovative opportunities for improving and financing investment in resource efficiency.

Resource efficiency is understood as "reducing the use and the costs of energy, material and water in the production process and product life cycle". Even though the topic has become highly relevant in politics and business, financial instruments for resource efficiency projects are still rare, underdeveloped or not yet existent in these countries. In the context of the Financial Guide the focus on resource efficiency was broadened to eco-innovation as a whole. According to the European Commission eco-innovation is

defined as "any form of innovation aiming at significant and demonstrable progress towards the goal of sustainable development [...] either by reducing the environmental impact or achieving a more efficient and responsible use of resources".

SMEs are often not aware of their resource consumption and the associated costs, real costs of non-product outputs and the related (cost) reduction potential. Furthermore, in many cases they are not sufficiently informed of possible means of improving resource efficiency. In addition, they face serious challenges in financing the necessary investments due to a lack of information about the variety of suitable financing instruments and relevant investment criteria. Hence, one of the major impulses for the Financial Guide was to help overcome these existing barriers and to introduce a set of economic incentives that stimulate SMEs to systematically measure and improve their resource efficiency/eco-innovation.

The Financial Guide is expected to improve knowledge and mechanisms for risk sharing and for financing eco-innovations in SMEs within existing framework conditions. This shall increase investments in eco-innovations by introducing new innovative financing schemes such as revolving funds, crowd investing or contracting schemes that finally enable SMEs to better finance their resource efficiency/eco-innovation projects.



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For the full version of the Financial Guide and for further information please visit our Competence Platform
www.resourceefficiencyatlas.eu

www.presource.eu



PRESOURCE

Advanced Cost Benefit Analysis 4.2

Advanced Cost Benefit Analysis of investments in
resource efficiency measures - A guide for SMEs
seeking for external funding

Dominik Palsa

Fraunhofer MOEZ



completed



PRESOURCE Advanced Cost Benefit Analysis Information and Background

One of the core outputs of the EU-project PRESOURCE is a transnational tool to promote and implement an Advanced Cost Benefit Analysis. It was developed to foster investment decisions in the field of eco-innovation and resource efficiency. Small and medium sized enterprises (SMEs) receive a comprehensive tool that helps them address their investment proposals to capital providers. This is expected to result in a quality increase in the eco-innovation funding process and to foster the exploitation of eco-innovation gains.

PRESOURCE is implemented through the CENTRAL EUROPE Programme co-financed by the ERDF and aims to increase resource efficiency, especially in SMEs in the Central European countries, by identifying opportunities for improving and financing investment in eco-innovation.

Resource efficiency is understood as "reducing the use and the costs of energy, material and water in the production process and product life cycle". However, in the context of the Advanced Cost Benefit Analysis the focus was broadened to eco-innovation as a whole. According to the European Commission, eco-innovation is "any form of innovation aiming at significant and demonstrable progress towards the goal of sustainable development [...] either by reducing the environmental impact or achieving a more efficient and responsible use of resources".

Measures for eco-innovation and resource efficiency face a high level of uncertainty regarding economic feasibility. This was confirmed by over 100 transnational interviews with experts from public financial institutions, private banks, venture capitalists and innovative capital providers active in the field of eco-innovation and resource efficiency in the PRESOURCE partner countries (Austria, Czech Republic, Germany, Hungary, Italy and Poland). Furthermore, conventional cost benefit approaches are not suitable for adequately assessing environmental benefits and translating them into monetary values. Thus, important potentials for economic growth are lost due to imperfect market conditions. The Advanced Cost Benefit Analysis helps close these informational gaps through signalling economic reliability.

With regard to the lack of specific evaluation criteria, the Advanced Cost Benefit Analysis shall complement conventional financial valuation methods through

managerial, economic and environmental indicators. It will provide an easy-to-use indicator system as well as a good practice calculation scheme for the better transfer of technological knowledge and environmental impact into economic terms. The Analysis is a useful tool for actors in the financial sector (public financing institutions, private investors and banks), policy makers and bodies responsible for development of public funding sources, multipliers such as engineering and business associations and SMEs.

Scenario and Investment Analysis Tool for Eco-Innovations

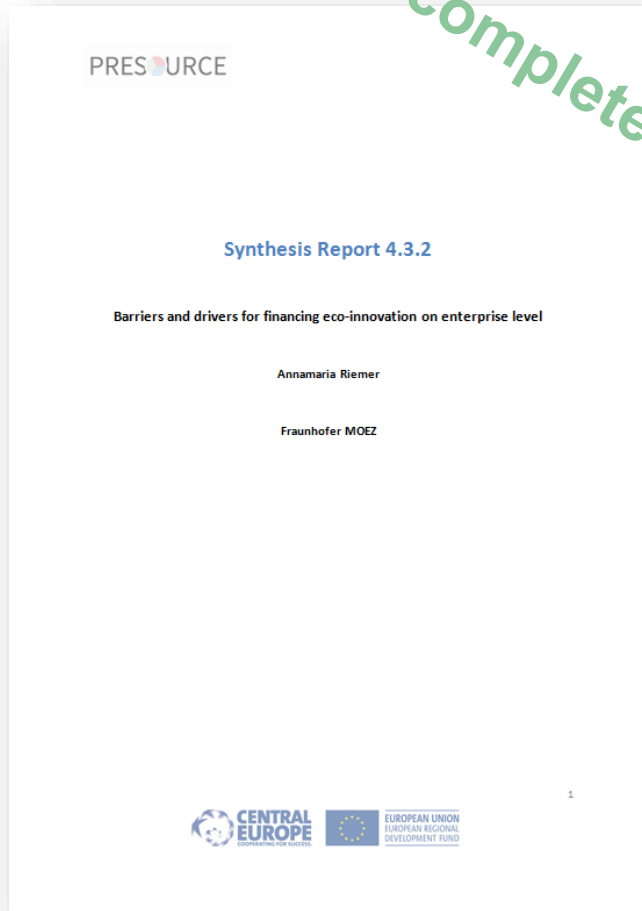
	Status Quo	Scenario 1 Energy, water and process optimisation	Scenario 2 Improved energy, water and process optimisation
Energy			
Amount of energy consumption (MWh / year)	500,000	400,000	380,000
Total value of energy costs (€ / year)	93,950	75,160	71,402
Optimisation potential (%)		25.00	31.58
Costs of related maintenance (€ / year)		2,000	2,000
Total cost saving potential (€ / year)		16,790	20,548
Water			
Amount of water consumption (m³ / year)	50,000	40,000	40,000
Total value of water costs (€ / year)	83,800	66,800	66,800
Optimisation potential (%)		25.00	25.00
Costs of related maintenance (€ / year)		3,000	3,000
Total cost saving potential (€ / year)		13,700	13,700
Material			
Value of total material input (year)	500,000	470,000	460,000
Optimisation potential (%)		6.36	11.11
Costs of related maintenance (€ / year)		3,500	4,500
Total cost saving potential (€ / year)		26,500	45,500
Additional net profits			
Through production optimisation (€ / year)		10,000	15,000
Through process optimisation (€ / year)		5,000	10,000
Through recycling measures (€ / year)		0	0
Other cost savings (e.g. cost of emissions, pollution, waste management etc.) (€ / year)		0	0
Investment Summary			
Investment costs (€)		200,000	350,000
Useful economic life (years)		5	7
Net present value (NPV) (€)		111,679	255,111
Pay Back Period (PPB) (years)		2.76	3.34
Internal Rate of Return (IRR) (%)		17.55	16.99
Return On Investment (ROI) (%)		55.8	73.2

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For the full version of the Advanced Cost Benefit Analysis and for further information please visit our Competence Platform
www.resourceefficiencyatlas.eu

www.presource.eu





→ completed

In progress

Policy Brief

- Recommendations for policy makers at the EU and national levels (ERF, NRF, etc.)
- Framework conditions for better access to (innovative) financing instruments for RE-measures

Basis:

- > 100 expert interviews and all WP4-outputs
- Research (surveys, studies etc. at the EU- and national level)
- Berlin financing workshop and upcoming workshop in Vienna

Time schedule:

- *15 Sept*: Request for update of the description of framework conditions in the analytical reports (responsible partners from each country) → **Please send us update until 30 September**
- *09 Oct*: 2nd Financing workshop in Vienna
- *15 Oct*: Draft Policy Advice (MOEZ)
- *30 Oct* : Final Policy Advice (MOEZ)

- I. Update on Outputs of WP4
- II. Financing Workshop in Vienna**
- III. Final Conference in Berlin
- IV. Competence Platform



**2nd Transnational Workshop
on Innovative Financing Instruments**

Vienna, 9 October 2014



TIME	TOPIC
9.15 -10.00	Registration and coffee
10.00 – 10.25	Welcome and Introductory Notes Representative of Bundesministerium für Wissenschaft, Forschung und Wirtschaft, Dr. Michael Losch (tbc) Representative of Fraunhofer MOEZ, Dr. Robin Bürger Moderator Carsten Beyer
10.25 – 10.50	1000x1000 Crowdbusiness GmbH, Graz, Austria Dr. Reinhard Willfort, Managing Director
10.50 – 11.15	Bayrische Beteiligungsgesellschaft BAYBG Munich, Germany Dr. Barbara Karch, Project Manager
11.15 – 11.40	ESCO, Czech Republic Vladimir Dobes
11.40 – 12.00	Introduction Interactive Session Carsten Beyer
12.00 – 13.00	Lunch
13.00 – 14.30	Interactive Session “Eco-Investment Roundtables”
14.30 – 14.50	Summary of Interactive Session
14.50 – 15.00	Workshop summary Representative of Fraunhofer MOEZ, Dr. Robin Bürger and Moderator Carsten Beyer
15.00	Farewell, Coffee and Get Together

→ Agenda

Speakers confirmed



Invitation



Promotion



JTS



- I. Update on Outputs of WP4
- II. Financing Workshop in Vienna
- III. Final Conference in Berlin**
- IV. Competence Platform



PRESOURCE Final Conference
Innovative Financing Instruments for Eco-Innovation in SME
 13 November 2014 - Berlin, Germany

Innovative Financing instruments for Resource Efficiency (RE)

In practice, small and medium-sized enterprises (SME) typically have problems in financing necessary investments in eco-innovations to exploit their potential of increasing resource efficiency. Against the background of declining public budgets and rising capital requirements e.g. in the course of the Basel III regulations, the session will explicitly shed light on classical and innovative financing instruments. Public, private and scientific experts in the field of eco-innovation and resource efficiency promotion in SMEs are invited to benefit from and to contribute to the event.

Venue

Ludwig Erhard Haus, Fasanenstr. 85, 10623 Berlin (where the Stock Exchange and the Berlin Chamber of Commerce are located).
 The conference will take place immediately after the European Resource Forum (10-11 November 2014) and the German Resource Forum (12 November 2014).
 The Ludwig Erhard Haus is next to the venue of the Resource Forum.

Social Programme

A resource Efficiency tour around the Ludwig Erhard Haus and the opportunity to network with colleagues from other Central European countries. A mingle area will be available with posters and information about PRESOURCE and enterprises as well as drinks and snacks.

For registration please visit www.presource.eu

08.30-09.00 Registration and Coffee
09.00-09.20 Introductory Notes
Federal Environmental Agency, Dr. Michael Angewick, Director of Fraunhofer MBEZ, Prof. Dr. rer. pol. Thorsten Pöschel
09.20-09.40 Leasing and Factoring in Germany and Central Europe
David Schröder - Head of Foreign Business - Deutsche Leasing für Spezialisten und Mittelstand GmbH
09.40-10.00 Equity financing instruments for small and medium-sized businesses
Dr. Sonja Weber - Director - BayBG
10.20-10.40 First online credit marketplace for medium-sized businesses in Germany
Dr. Matthias Knecht - Managing Director - Zencap
10.40-11.00 Zukunftsfonds as a financing alternative for eco-innovations
Volker Schwilowski - Managing Board - S.A.U.M. Zukunftsfonds
11.00-11.20 Coffee Break
11.20-11.40 New eco-innovation financing mechanisms in Poland
Dr. Ewa Kucharska - Research and Innovation Centre Pro-Akademia
11.40-12.00 Crowdfunding for small and medium-sized businesses
Dirk Lütty - Managing Director - Bankhaus 24
12.00-12.20 First crowdfunding-platform for energy efficiency projects
Patrick Mijns - Managing Director - Bettervest GmbH
12.20-12.40 Crowdfunding of "green" projects in Austria
Dr. Susanne Weber - Project Leader - 1000x1000
12.40-13.00 Outlook for SMEs - Relevance of sustainability as financing indicators
Gerrit Mumm - Owner ex pil-bongo
13.00 Summary and Lunch (optional Guided Tour at "Alte Börse" Berlin)
Moderator: Carsten Beyer, Managing Director, s.Pro

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  PRESOURCE is implemented through the CENTRAL EUROPE Programme co-financed by the ERDF

→ Onepager / Flyer

Speakers confirmed



Preliminary Agenda



Layout / Content



Invitation



Promotion



TIME	TOPIC
8.30 – 9.00	Registration and Coffee
9.00 – 9.20	Introductory Notes Representative of Federal Environmental Agency, Dr. Michael Angrick Director of Fraunhofer MOEZ, Prof. Dr. rer. pol. Thorsten Posselt
9.20 – 9.40	Leasing and Factoring in Germany and Central Europe David Schröder – Head of Foreign Businesses - Deutsche Leasing für Sparkassen und Mittelstand GmbH
9.40 – 10.00	Equity financing instruments for small and medium-sized businesses – Dr. Sonnfried Weber – Director - BayBG
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10.40 – 11.00	Zukunftsfonds as a financing alternative for eco-innovations – Volker Schwikowski – Managing Board - B.A.U.M. Zukunftsfonds
11.00 – 11.20	Coffee Break
11.20 – 11.40	New eco-innovation financing mechanisms in Poland Dr. Ewa Kochanska - Research and Innovation Centre Pro-Akademia
11.40 – 12.00	Crowdfunding for small and medium-sized businesses – Dirk Littig – Managing Director - Bankless24
12.00 – 12.20	First crowdfunding-platform for energy efficiency projects – Patrick Mijns – Managing Director – Bettervest GmbH
12.20 – 12.40	Crowdfunding of „green“ projects in Austria – Dr. Susanne Weber – Project Leader - 1000x1000
12.40 – 13.00	Outlook for SMEs – Relevance of sustainability as financing indicators – Gerrit Mumm – Owner – pli-bonigo
13.00	Summary and Lunch (optional Guided Tour at „Alte Börse“ Berlin)

➔ Preliminary Agenda

Speakers confirmed



Invitation



Promotion



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Resource Efficiency in Central Europe

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THE RESOURCE EFFICIENCY ATLAS FOR CENTRAL EUROPE

Click on the map to access all the information for a respective country

Find Actors and Activities, a Financial Guide, Publications, Good Practice Examples and other useful information

Our understanding of resource efficiency ->

Austria →

Czech Republic →

Germany →


Hungary →


Italy →

Poland →

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16

 **CENTRAL EUROPE**
COOPERATING FOR SUCCESS.

 **EUROPEAN UNION**
EUROPEAN REGIONAL
DEVELOPMENT FUND



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