



**Work With Bank of Georgia
Credit Officers
How We Work Together**

2010

How we work together

- Joint marketing with bank to find customers with projects or (even) customers who NEED projects
- GEEP engineers discuss project ideas with customers
- GEEP engineers can make a free energy audit to help customers to decide what to do
- Customers decide to pursue loan with eligible bank

Preliminary Screening Report

- Client completes a short application form provided by GEEP to the Bank requesting funding, with details of energy savings expected
- Consultant can help the client fill in the form
- Bank accepts or rejects the customer based on the credit profile.
- Consultant reviews technical description and accepts or rejects the project for credit line

The work to prepare the report takes about a week, including a site visit, but may need a visit from an international consultant, which needs time to arrange.

In the report the consultant identifies

- The equipment eligible for funding
- Recommendations for possible further equipment or improvements to make additional energy savings
- The information about the equipment and the installation needed from the customer to calculate the energy saving
- Identifies any risk issues to be investigated during the assessment
- Whether the project finance could benefit from carbon credits.

Second Stage

Consultant makes a Project Assessment Report, which includes

- Technical and financial conclusions about the project (IRR must be more than 10%, energy savings must be more than 4.34 kwh per year per \$ of investment)
- A risk assessment about various issues in the project
- Any special points to note or documents to get, during the period of the loan
- Consultant makes recommendation to Bank

PAR also takes about a week to do, probably without site visit, but time depends on availability of information on the project.

Bank then decides to make loan under credit line.

If conditions are not met, Bank can still make loan but not under credit line.

Third Stage

- Client makes a Completion Report to the Bank when the work is done
- Completion Report covers any deviations from planned cost, operation, measurements of energy use
- Bank checks there are no problems to repay the loan.



**Thank you!!
Good Bye!**



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www.EnergoCredit.ge