



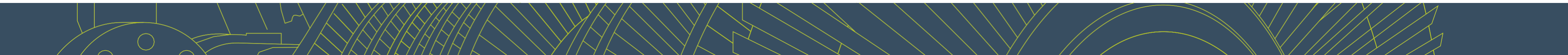
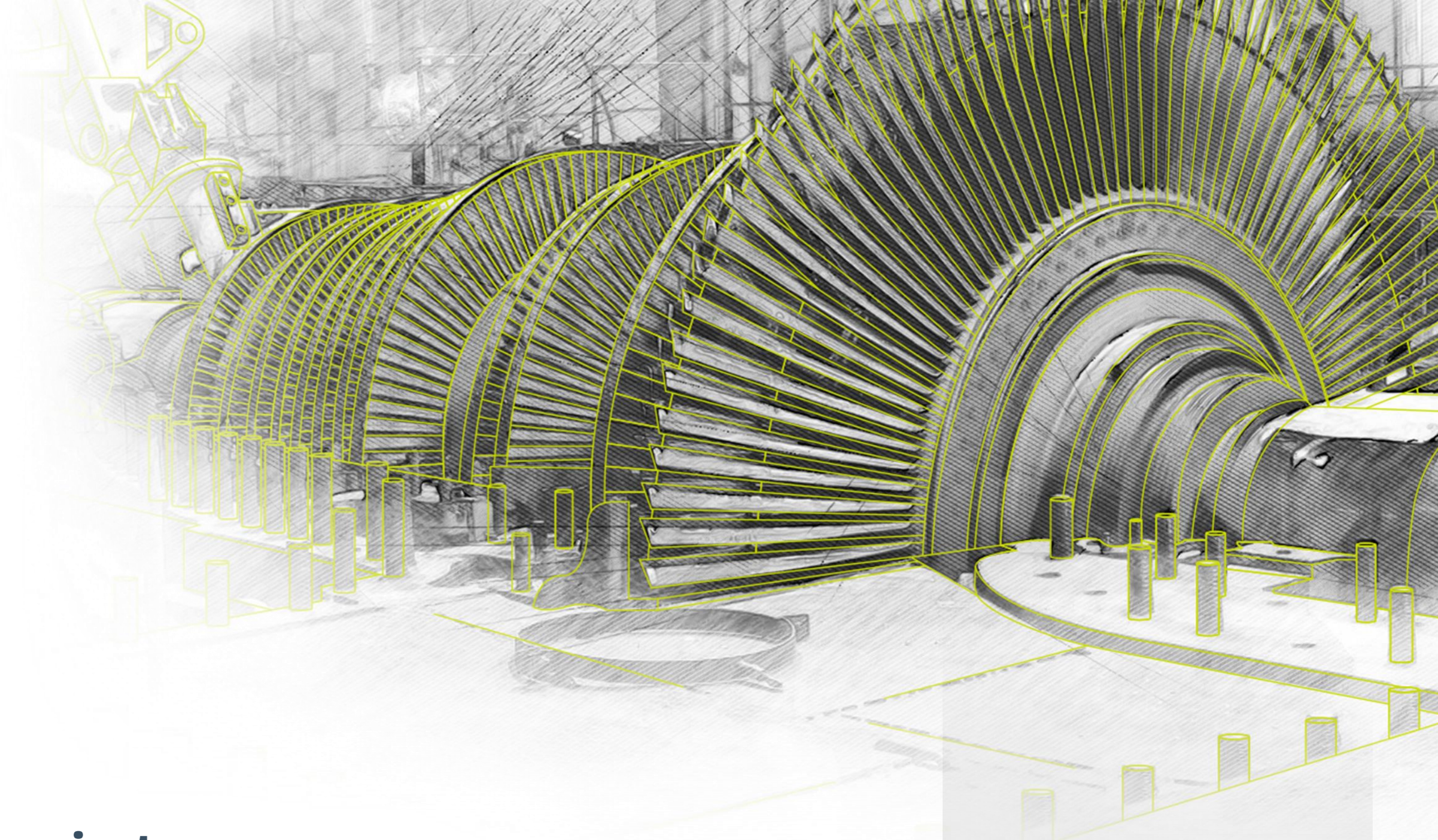
**DB ENERGY**

**Zero-emission** industry

# ESCO

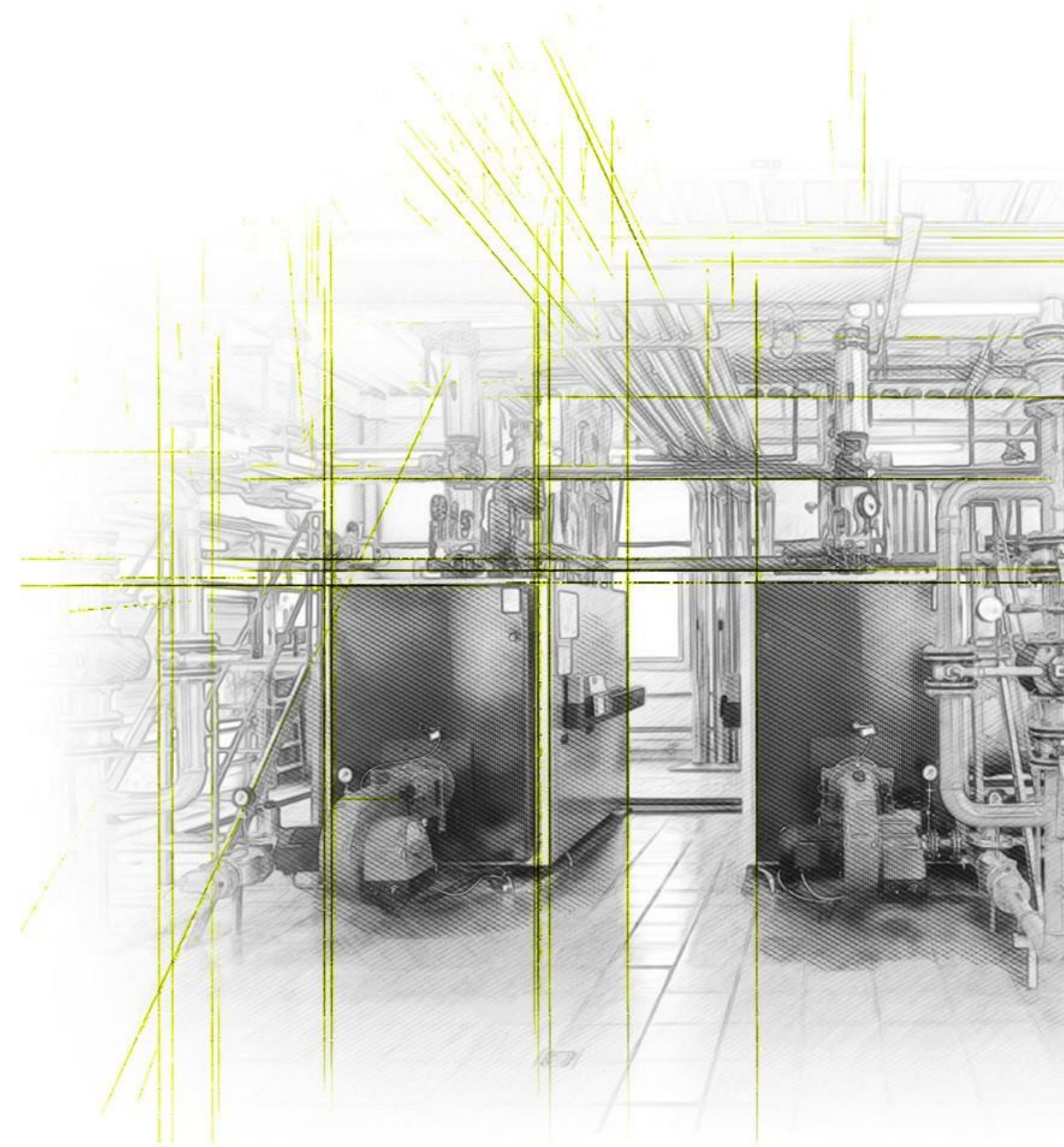
**Financing and energy saving project  
implementation in the model in which  
savings are divided**

Wrocław 2024



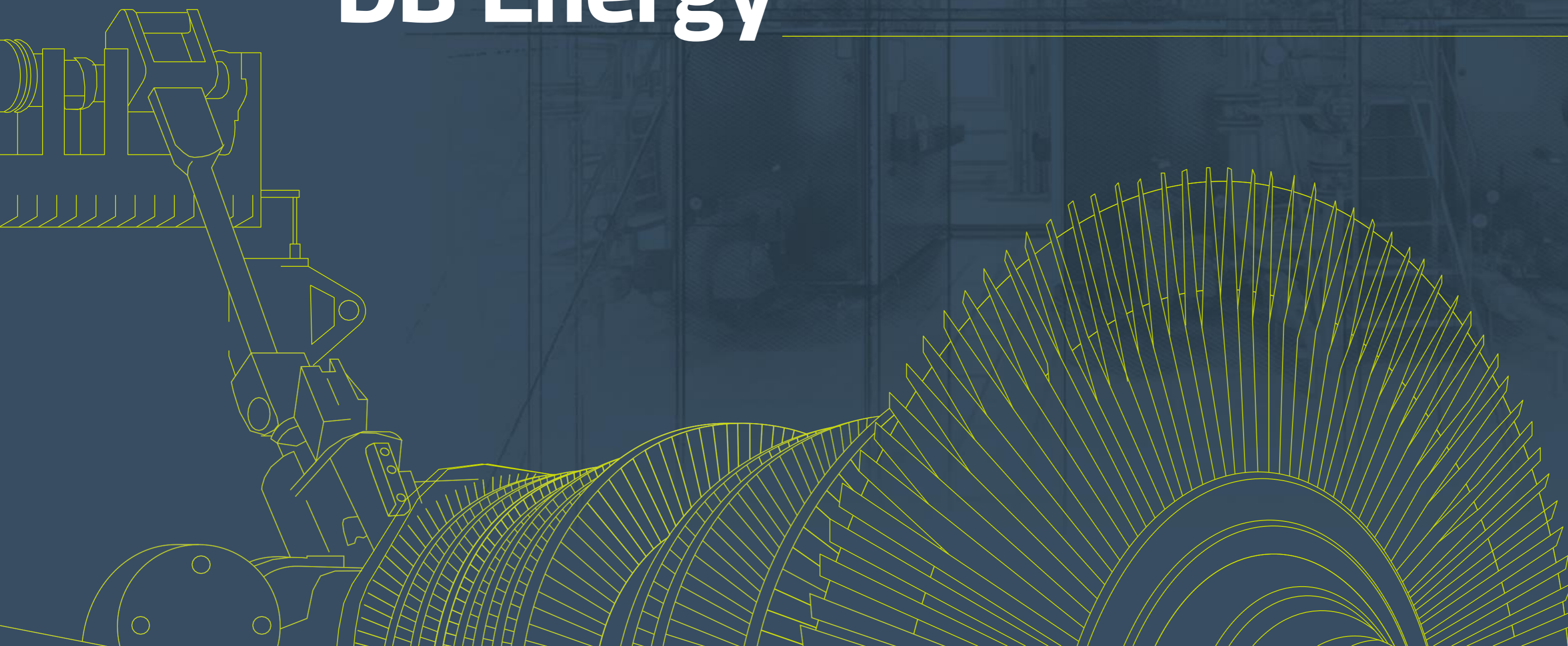
# Table of CONTENTS

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



# 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 CO<sub>2</sub> emission



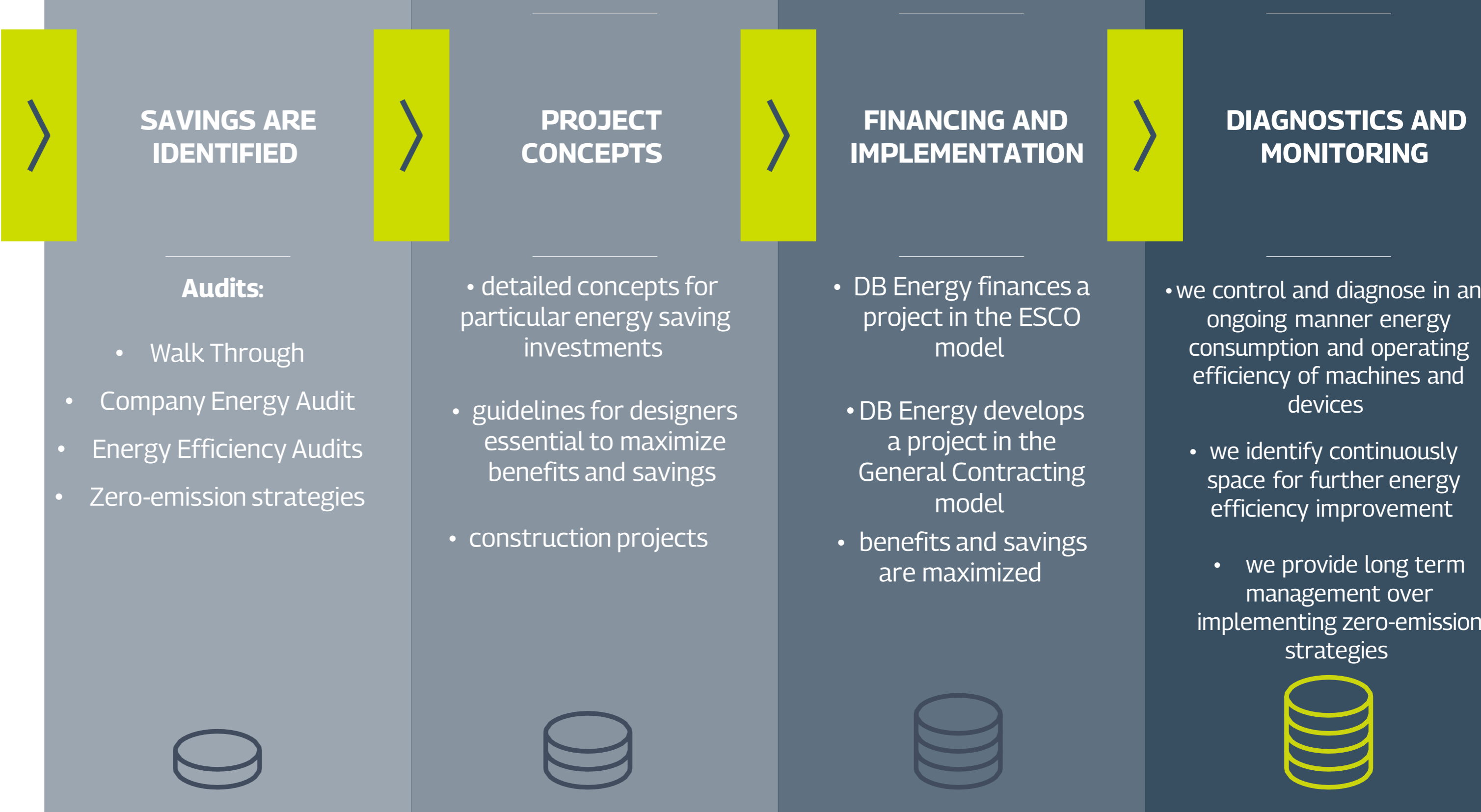
## Concepts and projects

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

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

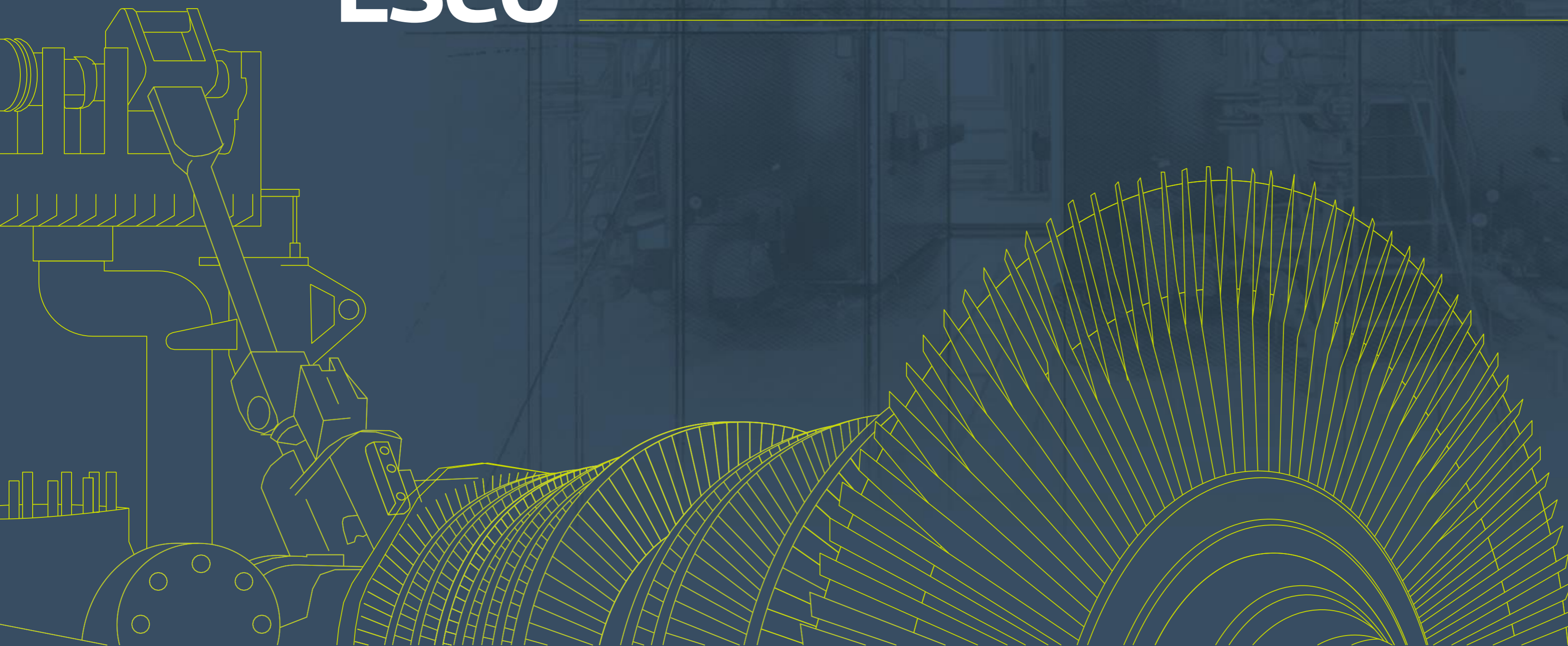
**we manage extensively the entire process to improve energy efficiency**

**benefits and savings are maximized for a client**



# ESCO

---



## The ESCO model

# 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.**



# Energy saving investments

## 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)

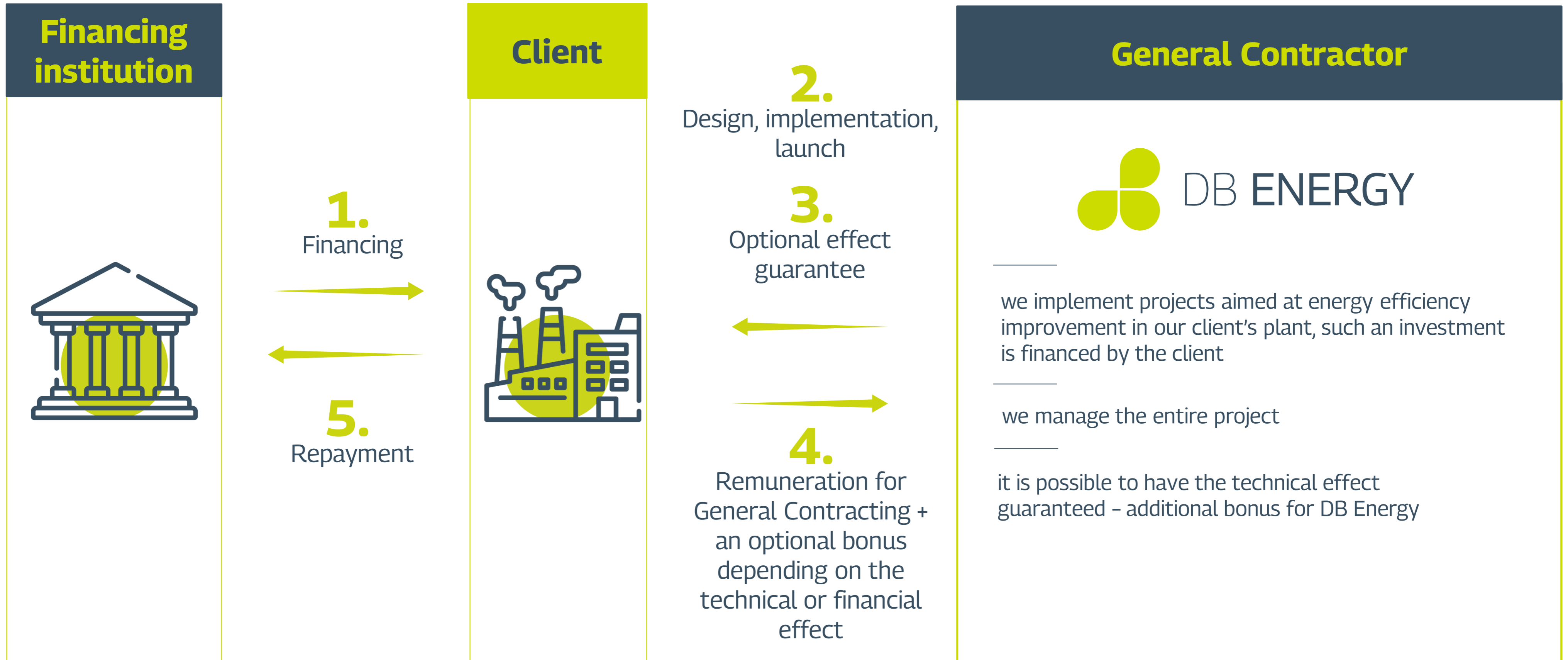
# THE ESCO MODEL:

## Financing, project implementation and risk - DB Energy



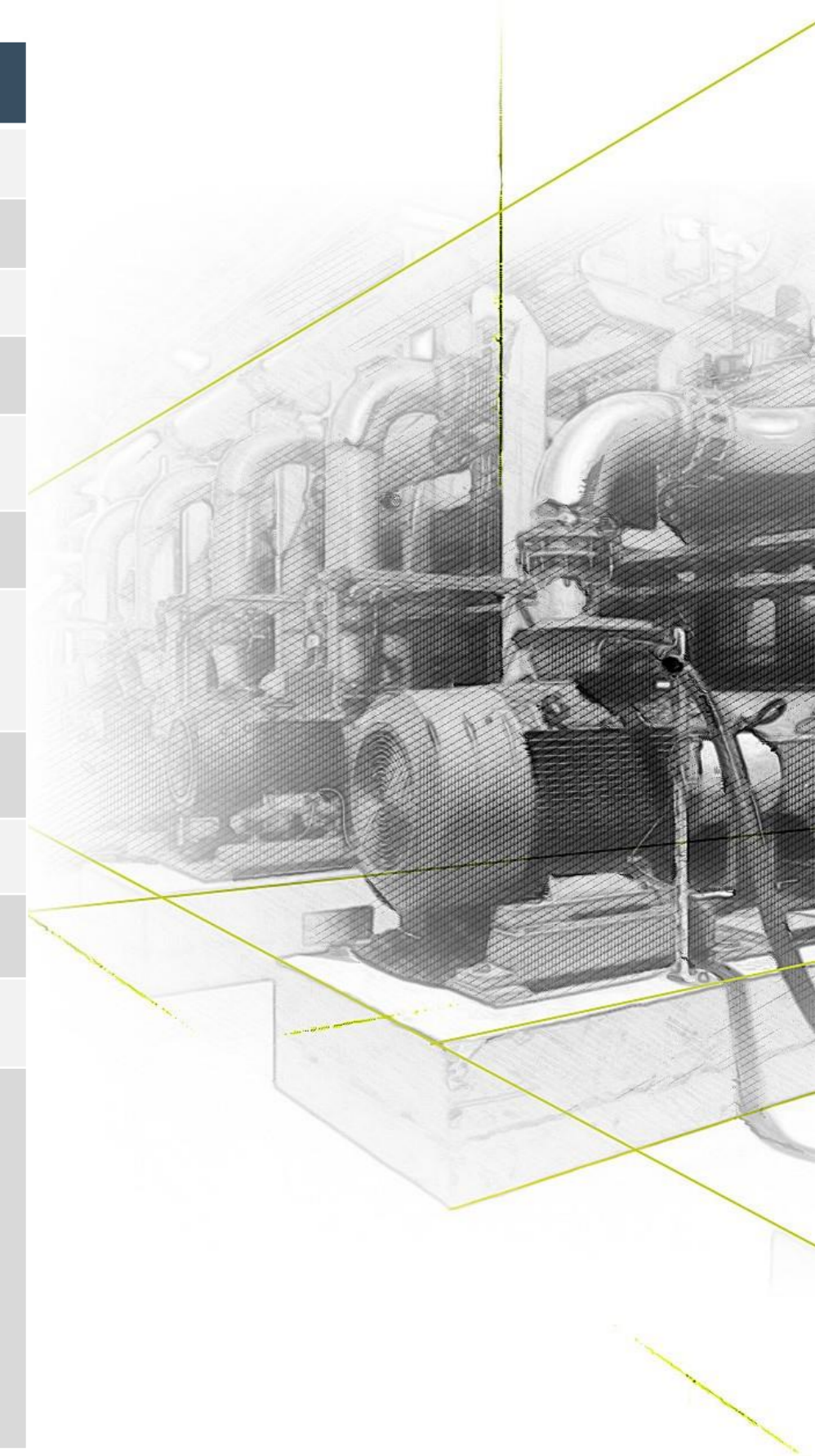
# THE GENERAL CONTRACTOR MODEL:

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		FIXED ASSETS ONLY		-	
TYPICAL AGREEMENT DURATION	3-5 YEARS		5-10 YEARS		FOR IMPLEMENTATION PERIOD	
INVESTMENT CLEARANCE FOR A GIVEN BUDGET	<ul style="list-style-type: none"> <li>no possibility to finance the entire investment</li> <li>financed assets remain approx. 50% of the total investment value</li> <li>indispensable contribution of min. 20%</li> <li>short financing period</li> <li>necessary fixed asset buyout</li> </ul>		<ul style="list-style-type: none"> <li>ESCO - FLEXIBLE FINANCING AND IMPLEMENTATION</li> <li>fixed monthly fee or shared savings</li> <li>long and secured financing period</li> </ul>		<ul style="list-style-type: none"> <li>COSTS AND FIXED MARGIN</li> </ul>	



## 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 CO<sub>2</sub> 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

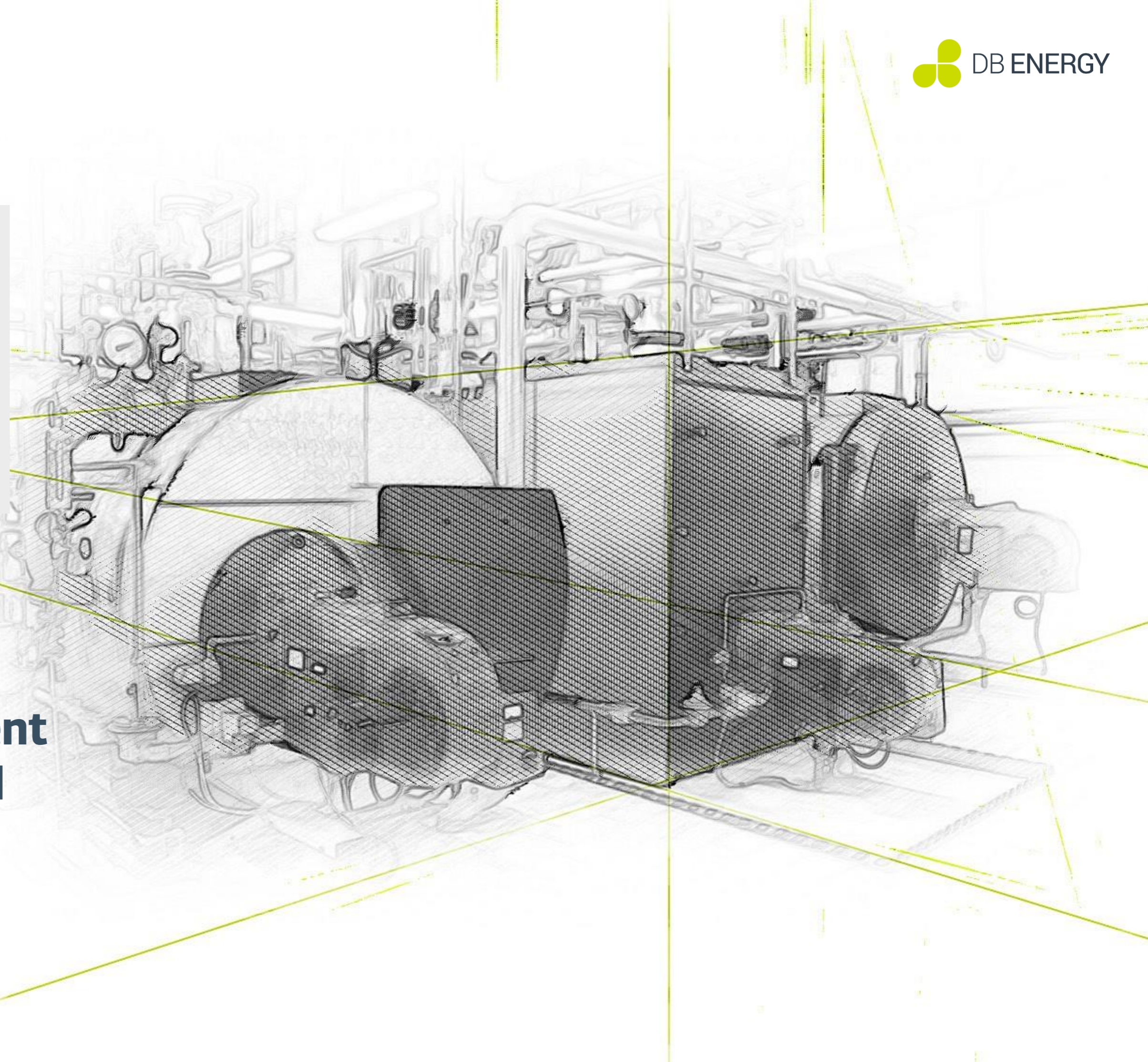
**EUR 7.8 million** Schumacher Packaging



# 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:

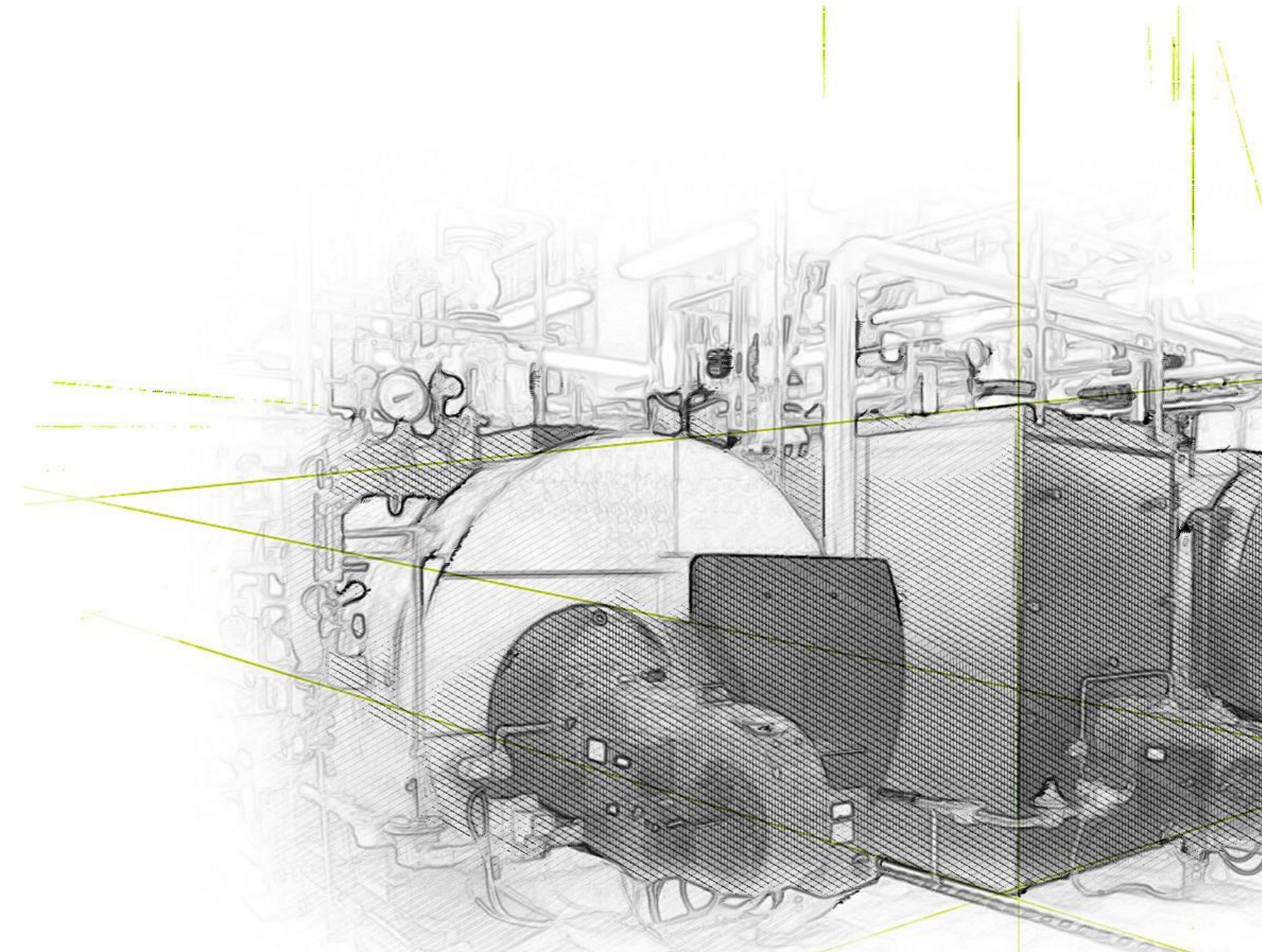
thermal energy recovery

new refrigeration system

new cogeneration system to generate electricity and thermal energy

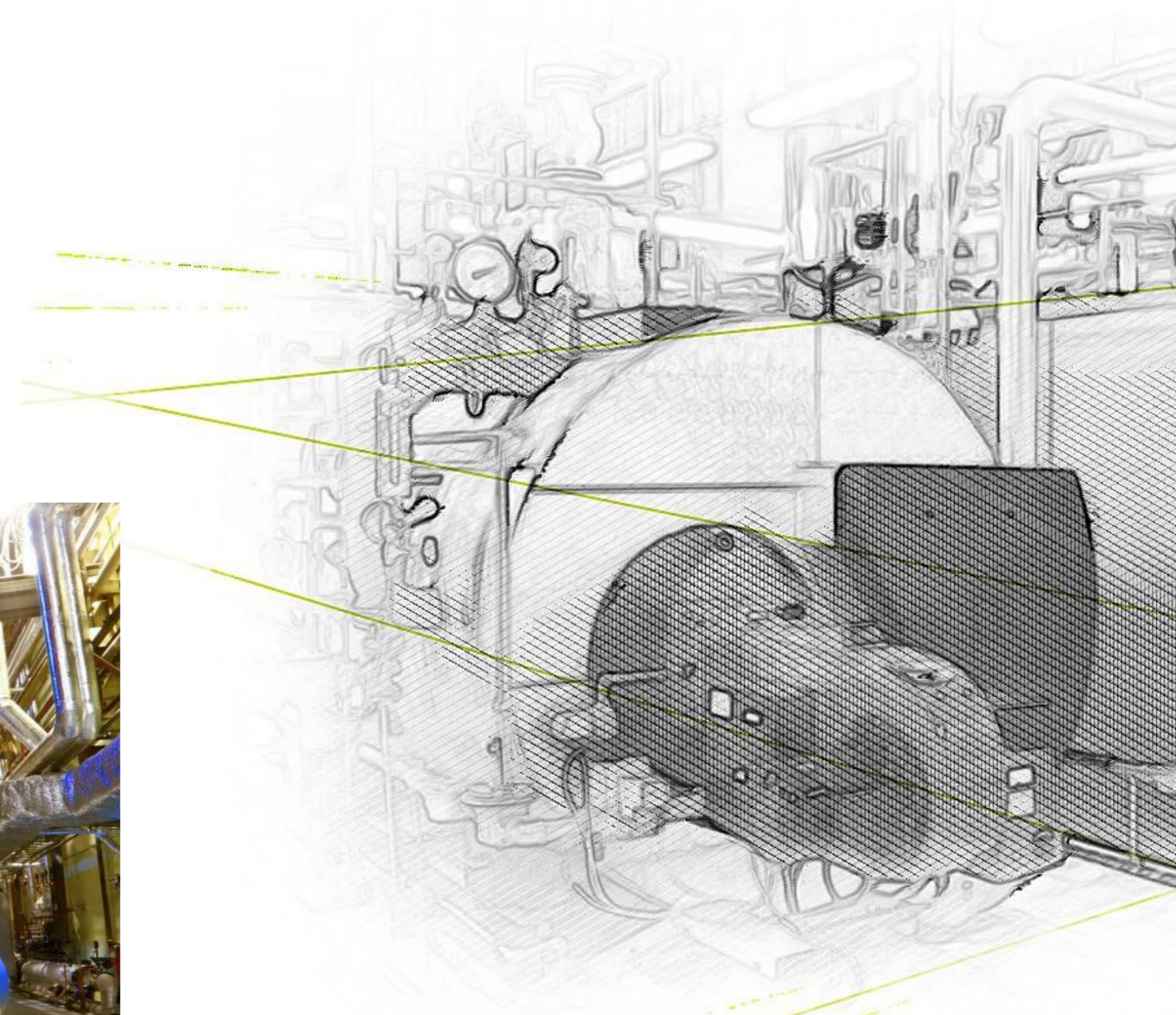
ESCO contractual period – **10 years**

emission reduction – **9 543 tCO<sub>2</sub>** 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](mailto:sprzedaz@dbenergy.pl)

**Ewa Matusiak**

**Key Account Manager**

kom: +48 500 520 775

e-mail: [ewa.matusiak@dbenergy.pl](mailto:ewa.matusiak@dbenergy.pl)

**Emil Szymański**

**Key Account Manager**

kom: +48 512 878 821

e-mail: [emil.szymanski@dbenergy.pl](mailto:emil.szymanski@dbenergy.pl)

**Sebastian Jankowski**

**Director of Product Management**

kom: +48 516 172 467

e-mail: [sebastian.jankowski@dbenergy.pl](mailto: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](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