



**IND-ECO Contract IEE/11/949/SI2.615946**

<b>WP4</b>	Economic and financial support actions
<b>Task 4.3</b>	Presentation to companies
<b>Deliverable 4.3</b>	Feedback from companies obtained from questionnaires filled in during presentations to companies
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## Introduction

This document presents the compiled feedback from companies obtained thanks to the questionnaires used during presentations to companies.

Solutions and financial agreements obtained from Tasks 1 and 2 in WP4 have been directly sent to companies in order to discuss the economic and financial details of possible transactions arising from other tasks related to WP2 (2.4 Energy Audit and Benchmarking) and WP3 (3.4 Presentation to companies of identified technical solutions, data base resources and agreements).

Contact with companies was made by different means, depending on the case.

- Direct presentations: companies contacted thanks to their participation in the IND-ECO project in its different work packages:
  - Sector specific inventories.
  - Energy audits and Benchmarking.
- National workshops
- Others events (sectoral fairs, technical meetings, etc.)

INESCOP, responsible for task 4.3 and with the consent of other partners, especially COTANCE as leader of WP4, developed a questionnaire to collect feedback from companies and to assess the level of penetration of the information presented. Furthermore, obtaining information related to the expectations of companies about the various funding opportunities was also an aim of the above mentioned questionnaire.

For logistical reasons, and in order to simplify the process of obtaining answers and get the maximum number of completed questionnaires, it was designed jointly by the responsible partners in order to assess the way the data base developed in WP3 was to be presented to the companies.

## Compilation of Questionnaires

In order to simplify the analysis of questionnaires, INESCOP developed an EXCEL-based tool, which allows partners to enter the responses obtained from each country and then assess the overall data automatically.

From information gathered, we conducted a more in-depth analysis of the data, obtaining detailed ratios by sector and country.

## Footwear Results

180 questionnaires were collected from footwear companies with a total production of around 24.5 mill pairs a year. However, considering question 18, only 79 questionnaires were fully filled in, so we will refer all the statistic data to this figure.

The overall assessment of the Data Base is as follows:

FINANCIAL SUPPORT				
Q18	Q19	Q20	Q21	Q22
Ext. Fund.	Know	Support	Interest.	Alternat.
No	Yes	Fairly	Slightly	ESCO's

Only 38% of the surveyed companies declared that their energy efficiency plans require external funding and the rest said mostly that their **investment plans are not conditioned by external funding** but, of course, **it would be considered if available**. In this sense, 78% claimed to know the existence of bodies providing financial support, both at a national and EU level.

100% of the respondents affirmed to have **learnt more from IND-ECO** about the different financial support possibilities available, 48% 'Fairly' and even 13% confirmed they had learnt 'Very Much'

As regards the question on whether the existing public financial support measures are interesting for SMEs, 44% replied 'Slightly', 30% 'Fairly' and 38% of the respondents considered it useful to refer to ESCOs as alternative sources of finance for energy efficiency investments.

## 1 Breakdown by Country

### 1.1 Bulgaria

LFFLG collected 7 questionnaires from footwear companies with a total production of around 600,000 pairs a year.

The overall assessment of the Financial Support is as follows:

FINANCIAL SUPPORT				
Q18	Q19	Q20	Q21	Q22
Ext. Fund.	Know	Support	Interest.	Alternat.
Yes	Yes	Fairly	Slightly	ESCO's

All surveyed companies declared that their energy efficiency plans require external funding but also, they confirmed being aware of the existence of bodies providing financial support, both in Bulgaria and at EU level.

The most significant result is related to the fact that 57% of the respondents affirmed they had learnt more ('Fairly') about the different financial support possibilities available from IND-ECO. And 43% confirmed to have learnt 'Very Much'

However, 57% declared as ‘Slight’ the interest for SME’s in these financial support measures and only 28% would be willing to evaluate ESCO as a financing alternative.

## 1.2 Portugal

CTCP collected 101 questionnaires from footwear companies with a total production of around 17 million pairs a year.

However, none of these companies declared being interested in external funding.

## 1.3 Romania

11 questionnaires were collected from footwear companies with a total production of around 1 million pairs a year. Moreover, 3 additional questionnaires were received from other companies related to the footwear industry: furniture and textile.

The overall assessment of the Financial Support is as follows:

FINANCIAL SUPPORT				
Q18	Q19	Q20	Q21	Q22
Ext. Fund.	Know	Support	Interest.	Alternat.
Yes	Yes	Fairly	Not at all	ESCO's

57% of the surveyed companies declared that their energy efficiency plans require external funding and 100% of them claimed to know the existence of bodies providing financial support, both in Romania and at a EU level.

The most significant result is that 75% of the respondents that need external funding confirmed to have learnt more (‘Fairly’) about the different financial support possibilities available from IND-ECO.

However, 56% declared that these financial support measures are not interesting for SMEs and 55% would be willing to evaluate ESCOs as a financing alternative.

## 1.4 Spain

INESCOP collected a total of 57 questionnaires, 49 of which are from footwear companies with a total production of around 6 million pairs a year. The remaining 8 were filled out by other companies related to the footwear industry: soles, furniture, toe-puff, insoles.

The overall assessment of the Data Base is as follows:

FINANCIAL SUPPORT				
Q18	Q19	Q20	Q21	Q22
Ext. Fund.	Know	Support	Interest.	Alternat.
No	Yes	Fairly	Fairly	ESCO's

Only 26% of the surveyed companies declared that their energy efficiency plans require external funding and the rest said that their investment plans are not conditioned by external funding but, of course, it would be considered if available. In this sense, 81%

confirmed being aware of the existence of bodies providing financial support, both in Spain and at a EU level.

The most important result is that 100% of the respondents stated they had learnt more about the different financial support possibilities available, even 7% said they had learnt 'Very Much' from IND-ECO

However, 51% considered as 'Slight' the interest of these financial support measures for SMEs, although 35% considered them 'Fairly' or even 'Very ' interesting (14%).

Likewise, 39% would be willing to evaluate ESCO as a financing alternative.

## 1.5 United Kingdom

UKLF presented the results obtained from a footwear company although the scope of the questionnaire is focused on tanneries.

This is the case of a manufacturer of men's shoes with a production of 28,000 pairs a year.

The overall assessment of the Data Base is as follows:

FINANCIAL SUPPORT				
Q18	Q19	Q20	Q21	Q22
Ext. Fund.	Know	Support	Interest.	Alternat.
No	No	Fairly	Not at all	ESCO's

Even though the company reported no need for external funding, they replied to the questionnaire, and stated that they were not aware of the fact that there are certain bodies providing financial support. In this sense, they confirmed they had learned 'Fairly' from IND-ECO about this issue.

Furthermore, they considered the existing public financial support measures not interesting for SMEs, and considered it useful to refer to ESCOs as an alternative source of finance for energy efficiency investments.

## Tannery Results

67 questionnaires have been collected from footwear companies with a total production of about 45.5 mill pairs a year. However, due to question 18, only 48 (72%) questionnaires have been fully filled in, so we will refer all statistic data to this figure.

The overall assessment of the Data Base is as follows:

FINANCIAL SUPPORT				
Q18	Q19	Q20	Q21	Q22
Ext. Fund.	Know	Support	Interest.	Alternat.
Yes	Yes	Fairly	Fairly	ESCO's

77% of the respondents declared that their **energy efficiency plans require external funding** and the rest claimed, mostly, that their **investment plans are not conditioned by external funding** but, of course, **it would be considered if available**. So 77% said they knew about the existence of bodies providing financial assistance, both at a national and EU level.

100% of the respondents affirmed they had **learnt more from IND-ECO** about the different financial support possibilities available, 71% 'Fairly' and 27% stated they had learnt 'Very Much'

With regard to the question if the existing public financial support measures are interesting for SMEs, 43% answered 'Fairly' and 21% 'Slightly', and 46% of the respondents considered it useful to refer to ESCOs as alternative sources of financing for energy efficiency investments.

## 2 Breakdown by Country

### 2.1 Bulgaria

LFFLG collected 1 questionnaire from a tannery with a total production of about 250 m<sup>2</sup> a year.

The overall assessment of the Financial Support is as follows:

FINANCIAL SUPPORT				
Q18	Q19	Q20	Q21	Q22
Ext. Fund.	Know	Support	Interest.	Alternat.
Yes	Yes	Fairly	Fairly	none

The surveyed company reported that their energy efficiency plans require external funding and also knew about the existence of bodies providing financial assistance, both in Bulgaria and at EU level.

The most important result is that they affirmed they had learnt more ('Fairly') about the different financial support possibilities available from IND-ECO (57% of the respondents).

Likewise, they were ‘Fairly’ interested in these financial support measures for SMEs but they wouldn’t be willing to evaluate ESCO as a financing alternative.

## 2.2 Italy

UNIC has collected 38 questionnaires from tanneries with a total production of about 36.5 mill m<sup>2</sup> a year.

The overall assessment of the Data Base is as follows:

FINANCIAL SUPPORT				
Q18	Q19	Q20	Q21	Q22
Ext. Fund.	Know	Support	Interest.	Alternat.
Yes	Yes	Fairly	Fairly	ESCO's

66% of the surveyed companies stated that their energy efficiency plans require external funding and the rest said that their investment plans are not conditioned by external funding but, of course, it would be considered if available. So 87% declared that they knew about the existence of bodies providing financial assistance, both in Italy and at EU level.

The most important result is that from IND-ECO, 100% of the respondents affirmed they had learnt more about the different financial support possibilities available (71% ‘Fairly’, 24% ‘Slightly’)

Likewise, 71% were ‘Fairly’ interested in these financial support measures for SMEs and 24% found it ‘Fairly’ interesting.

However, only 45% would be willing to evaluate ESCO as a financing alternative.

## 2.3 Portugal

CTCP collected 1 questionnaire from a tannery with a total production of about 144,000 m<sup>2</sup> a year.

However, this company declared not to be interested in external funding.

## 2.4 Romania

ICPI collected 4 questionnaires from tanning companies that produce 157,750 m<sup>2</sup> of wet-blue/wet-white, crust, finished leather and veg. tanned or split leather mostly intended for footwear production. However, due to question 18, only 2 questionnaires were fully filled in, so we will refer all statistic data to this figure.

The overall assessment of the Data Base is as follows:

FINANCIAL SUPPORT				
Q18	Q19	Q20	Q21	Q22
Ext. Fund.	Know	Support	Interest.	Alternat.
Yes	Yes	Fairly	Fairly	ESCO's

The surveyed companies that reported their energy efficiency plans require external funding also declared that they knew about the existence of bodies providing financial assistance, both in Romania and at EU level.

The most important result is that they affirmed they had learnt more ('Fairly') about the different financial support possibilities available from IND-ECO.

Although the final result about the interest for SMEs of existing public financial support measures is 'Fairly', one of the respondents found these measures 'Very much' interesting while the other one found it only 'Slightly' interesting and he/she would be willing to evaluate ESCO as a financing alternative.

## 2.5 Spain

LEITAT collected 16 questionnaires from tanneries with a total production of around 4.5 mill. m<sup>2</sup> a year.

However, none of these companies declared to be interested in external funding.

## 2.6 United Kingdom

UKLF collected 7 questionnaires from tanneries with a total production of around 4 mill m<sup>2</sup> a year.

The overall assessment of the Data Base is as follows:

FINANCIAL SUPPORT				
Q18	Q19	Q20	Q21	Q22
Ext. Fund.	Know	Support	Interest.	Alternat.
Yes	No	Fairly	Not at all	ESCO's

71% of the surveyed companies declared that their energy efficiency plans require external funding and the rest said that their investment plans are not conditioned by external funding but, of course, it would be considered if available. However, only 28% claimed to know the existence of bodies providing financial assistance, both in the UK and at EU level.

The most important result is that from IND-ECO, 100% of respondents affirmed they had learnt more about the different financial support possibilities available (14% 'Very much', 57% 'Fairly', 28% 'Slightly')

However, the overall evaluation about the interest in these financial support measures for SMEs is 'Not at all' interesting.

Likewise, 57% of the surveyed companies would be willing to evaluate ESCO as a financing alternative.

## Conclusions

There is a marked difference between footwear companies and tanneries in their perception of whether to have external funding or not, probably due to the type of investment required in each case. In footwear companies, investment needs are more fragmented while tanneries often require larger investments for a single cost.

In general, most of the companies surveyed are aware of the existence of bodies providing funding from public institutions, both at a national and EU level, but the IND-ECO project has given them a broader view of the existing possibilities.

However, probably due to the restrictions imposed by the economic situation, the companies that answered the questionnaire did not believe, in general, that current measures are very interesting for implementation in SMEs, since most of them are in the sectors involved.

Faced with the possibility of finding new ways for funding, the surveyed companies only showed interest in exploring the route of the ESCOs, where there is a wide range of funding options closely related to the energy sector. However, other forms of financing such as crowdfunding are completely excluded, probably due to the traditional character of the sectors involved.

In conclusion, with the awareness of energy issues, most of the participating companies are already investing, or plan to do it, to improve their energy efficiency, although in most cases they do so using their own resources or through direct contact with their usual funding institutions (local banks) In any case, they would be interested in exploring external funding options from public institutions if they were presented in a more accessible way for SMEs.

## Annex I: Questionnaire for feedback about Financial Support (specific part)

### 2 Financial support

18. Do your energy efficiency plans require external funding?

i. Yes

ii. No

*If you answered No, this concludes the questionnaire for you. Thank you very much for your feedback.*

19. Did you know that there are certain bodies providing funding? (this table should be completed by each country and can be further detailed in each case)

	Entity / Body	Yes	No
Europe	<p><b>COSME:</b>  <a href="http://ec.europa.eu/enterprise/initiatives/cosme/index_en.htm">http://ec.europa.eu/enterprise/initiatives/cosme/index_en.htm</a></p> <p><b>EIB/EIF:</b> <a href="http://www.eif.org/EIF_for/sme_finance/index.htm">http://www.eif.org/EIF_for/sme_finance/index.htm</a></p> <p><b>EBRD:</b>  <a href="http://www.ebrd.com/pages/workingwithus/projects/products.shtml">http://www.ebrd.com/pages/workingwithus/projects/products.shtml</a></p>		
Bulgaria			
Italy			
Portugal			
Romania	<a href="https://www.seff.ro/eu-grants/1/page/EN.html">https://www.seff.ro/eu-grants/1/page/EN.html</a>		
SPAIN	<p><b>ICO</b> (Instituto de Crédito Oficial)</p> <p><b>IDAE</b> (Instituto para la Diversificación y Ahorro de la Energía)</p> <p><b>AVEN</b> (Agencia Valenciana de la Energía)</p> <p><b>IVF</b> (Instituto Valenciano de Finanzas)</p> <p><b>IVACE</b> (Instituto Valenciano de Competitividad Empresarial)</p>		
UK			

20. After the presentation about the IND-ECO project and its activities, have you learned more about the different funding possibilities available?

Very much	Fairly	Slightly	Not at all	Don't know
4	3	2	1	0

21. Do you find the existing public financial support measures interesting for SMEs in your sector?

Very much	Fairly	Slightly	Not at all	Don't know
4	3	2	1	0

22. Do you considerer useful referring to alternative sources of finance for energy efficiency investments:

- ESCO's?

Yes

No

- Crowdfunding platforms?

Yes

No

Remarks:

**Conclusions:**  
 Please add your suggestions for improvement of the tool.

**END OF THE QUESTIONNAIRE. MANY THANKS FOR YOUR COLLABORATION**

Please send the questionnaire filled in to: [info@ind-ecoefficiency.eu](mailto:info@ind-ecoefficiency.eu)