

# MONEY, MONEY, MONEY!

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# About EKF

- › Denmark's official Export Credit Agency
- › AAA-rating; Owned and guaranteed by the Danish state
- › Operates on commercial terms
- › Enable Danish exports
- › Long term financing for buyers of Danish equipment

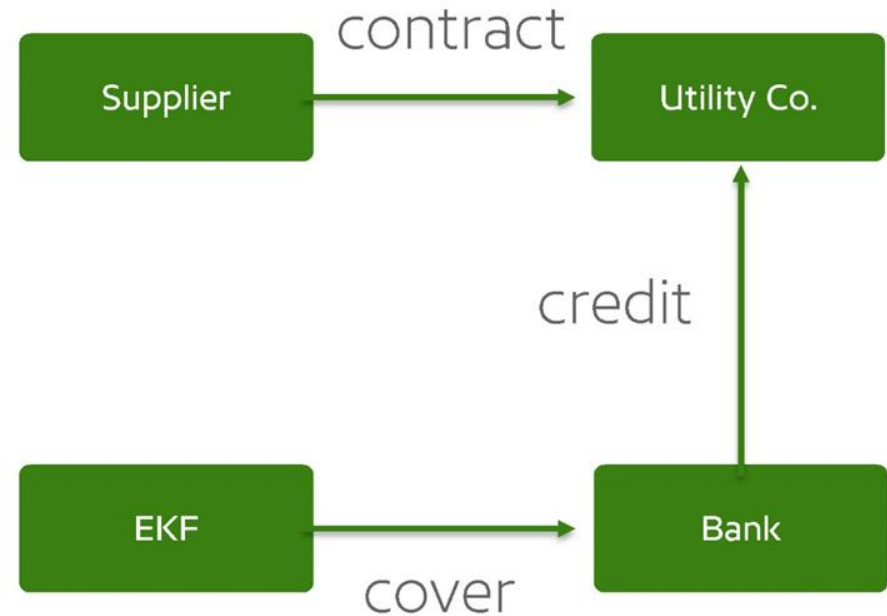


# The toolbox...

## OECD Arrangement

- a level playing field
- long tenors up to 15 years for district heating networks
- 5 up to 8½ years tenor for upgrades etc.
- maximum ECA cover 115% of export contract value

## Financing with EKF & the banks





# District heating

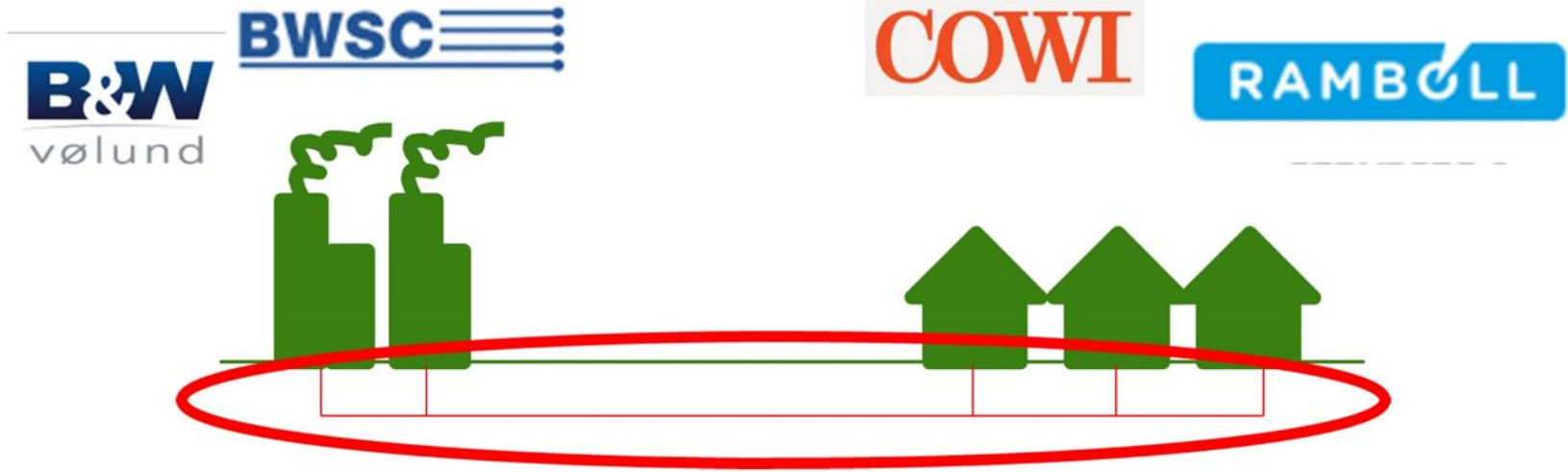
- › In Denmark **60%** of the space- and water heating needs are covered by district heating ... in UK it is **2%**
- › DK export of energy technology 2016 was GBP 8bn.
- › DK export of district heating products (Power Plants excluded) 2016 was GBP 0.7bn.

Source:

COWI for DI, June 2016 and 'District Heating & Cooling, Country by Country', 2015 Survey, Euroheat & Power



# Danish suppliers at a glance...



and many more...



# A problem shared

- › Investments in NEW district heating network is sizeable investments, execution model turn-key, and it requires long tenured financing
- › Upgrading EXISTING district heating network can be sizeable, limited turn-key, pay-back time of upgrade vs. tenor but equipment suppliers wants cash payment.
- › Country specific regulation and incentives drives investment...



# Financing

“ Providing a District Heating Co. with a long term financing of its equipment purchases from Danish suppliers would be highly relevant ”

OR

“ Any District Heating Co. in UK, GER, France etc. have ample access to inexpensive funding, which leaves long tenured export credits less relevant”

› QUESTION:

Which of these two statements most accurately reflect your views

.. and why ?

# Bankability

“Establishing a DH-grid from scratch, puts the project in conflict with consumers who already have their own gas boilers. Will any private households sign on ? ”

› QUESTION:

How will the DH-Co secure a critical mass of consumers that makes the investment bankable?

