

Reference on ALT Research & Consulting Company's work with AEA Energy & Environment on the market survey of Russian industrial companies regarding the European Bank for Reconstruction and Development's programme Russia Sustainable Energy Financing Facility (RUSEFF)

AEA Energy & Environment, part of the AEA Group is a leading international company specialising in consultancy, policy support and programme management in the energy and environmental fields.

AEA was engaged to undertake a market study for the European Bank for Reconstruction and Development (EBRD). The Bank is aiming to develop a Sustainable Energy Financing Facility for Russia (RUSEFF) which will provide credit lines to Russian banks that will be dedicated for on-lending to sustainable energy projects in manufacturing industry. As part of this wider market study two surveys of Russian industrial company demand for and interest in the RUSEFF programme were undertaken.

Consultants of **ALT Research & Consulting Company** participated in these projects in order to:

- identify the 500 largest industrial companies in Russia for construction of a database of companies potentially interested in the RUSEFF programme, together with contact information for a senior technical specialist at each company;
- carry out 100 interviews with these technical specialists concerning their interest in energy saving projects and the EBRD RUSEFF programme;
- identify 300 industrial companies with annual turnover \$10-50 mln. for construction of a database of companies potentially interested in RUSEFF programme, together with contact information for a senior financial or technical specialist at each company;
- carry out 100 interviews with these financial and technical specialists concerning their interest in energy saving projects and EBRD RUSEFF program;

The results of the ALT consultants work helped to determine how the loan facility should best be structured and what additional technical and managerial assistance would be most valuable to industrial companies as part of a loan agreement. The work also enabled the identification of companies that already had an interest in obtaining loan financing for energy saving projects.

AEA Energy & Environment are very satisfied with the work undertaken by ALT. ALT's consultants undertook their assignment with a high degree of professionalism and provided valuable help and guidance in tailoring the survey approach to the particular situation in Russia. We would certainly be happy to engage ALT for any future assignments.

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