

***OVERVIEW OF THE THREE  
COUNTRY ENERGY EFFICIENCY  
PROJECT INTEGRATED REPORT***

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# ***INTRODUCTION TO THE INTEGRATED REPORT***

***Main Objective: Provide others with  
the benefits of lessons we have learned***

## ***Approach:***

Main focus on Brazil, China and India,  
but other country examples also included  
Synthesis conclusions in the main text  
combined with 15 case studies of EE  
programs



# ***BROAD CONCLUSIONS OF THE REPORT***

- Development of financially viable energy savings remains blocked by the underdeveloped state of project delivery mechanisms
- Developing project delivery mechanisms is an institutional issue
- Investment project delivery mechanisms must serve both marketing and project development functions, and financing functions
- Investment project delivery mechanisms must match local institutional environments



# ***EXAMPLES OF PROJECT DELIVERY MECHANISMS***

- EE lending programs in local banks
- EE partial-risk loan guarantee programs
- EE lending through special development finance institutions or revolving funds
- Delivery of EE investments through ESCOs
- Utility DSM



# ***COMBINING MARKETING/PROJECT DEVELOPMENT AND FINANCIAL INTERMEDIATION***

- The past provides many examples of failure due to lack of balance between these two functions
- Two examples of major efforts to combine these functions effectively: the Hungary and China loan guarantee programs
- A key contribution of the Three Country EE Project was the sustained dialogue between banking and EE practitioners
- Importance in programs in each of the three countries: China bank onlending project, Brazil guarantee program, India SME lending program



# ***MECHANISMS MUST MATCH LOCAL INSTITUTIONAL ENVIRONMENTS***

- Importing models from other environments without substantial adjustments often fails
- Customization vs. standardization



# ***ADVICE ON DEVELOPMENT OF NEW PROGRAMS***

- Recognize that these programs are institutional development projects, and plan work accordingly
- Careful diagnostic work is essential, with solutions often customized
- Parallel attention on marketing/project development and on financial intermediation is essential
- Flexibility in design and ability to make mid-course adjustment is needed
- Program development, management, operation and technical support is highly labor intensive, and this should be recognized at the beginning

