

## Energy Efficiency Financing Scheme - supplier's reaction

### **Interest: rated or slated?**

March 28<sup>th</sup> saw the end of the Carbon Trust's 0% loan deal for energy-saving equipment purchases. Its replacement is the 'Energy Efficiency Financing Scheme', an initiative which is the result of a joint partnership between the Carbon Trust and Siemens Financial Services. But there's a catch – this time there's an interest rate attached. So should we still be interested?

"As an approved Carbon Trust supplier, we've helped many of our clients purchase cost-saving equipment through the Carbon Trust loan scheme over the past few years. The biggest draw of the scheme was that the loan was offset by the energy-savings generated by our installations, so at 0% interest, it was really was an easy decision," says Nigel Hallett, managing director of process cooling specialist, IsoCool.

He continued: "Overall, the new Energy Efficiency Financing Scheme is a vast improvement on its predecessor in many areas. From our experience, the benefit manufacturers will find most attractive is the flexible payment structure. Previously, the repayment term was based on the ROI schedule of an installation, but now it can be extended beyond this period. Plus, payments can also be made monthly, quarterly or annually. Arranging finance around individual circumstances, rather than the rigid structure of the Carbon Trust loan, is incredibly important when it comes to cash flow - especially in a tough economic climate like this".

"Restrictions on qualifying criteria and loan amounts have also been lifted. Now companies of any size or type can apply, including sole traders and public sector organisations. The lower loan limit has gone down to £1,000 and there's no upper limit either. This will enable many more extremely worthwhile energy-saving projects to go ahead now, which may have been on-hold due to lack of upfront capital," he added.

Even with the new interest rate, Nigel maintains that the scheme is a financially viable: "In an ideal world, financial assistance wouldn't be subject to interest. But in terms of the wider funding market, I think the Energy Financing Scheme is an excellent option. And it's about more than just having competitive rates. For a start, it's supported by the Carbon Trust, so the energy savings on supplier's proposals are independently reviewed and verified. Secondly, Siemens Financial Services has dedicated finance specifically for this scheme. Many banks lack liquidity, and securing funding in this way has proved very difficult for businesses over the past few years – even for well established ones with good capital," he said.

He concluded: "Energy-saving initiatives are designed to do just that – save energy. When equipment or installations are able to pay for themselves within a matter of a few years, and continue to provide savings in the long term, they shouldn't be held back. This scheme will enable manufacturers to go ahead with vital projects, save money, reduce their carbon emissions, improve efficiency performance and hit energy targets – essential steps to the future success of our industry".

[www.isocool.ltd.uk](http://www.isocool.ltd.uk)

**ENDSENDS**

### ***Editors' notes***

Established in 2002 by Managing Director Nigel Hallett, IsoCool Ltd specialises in industrial cooling, designing, installing and maintaining energy-efficient cooling systems across a wide range of sectors, from plastics and packaging to engineering and food. IsoCool also provides high level environmental advice relating to the age and performance of existing cooling systems. For a full company profile or to arrange an interview with Nigel Hallett, please contact PrettyGood PR.

For more information about IsoCool's range of energy efficient cooling systems, visit [www.isocool.ltd.uk](http://www.isocool.ltd.uk) or call 01376 328455.

### **Press Contacts**

PR Agency: PrettyGood PR  
Contacts: Helen Tidswell or Elisa Shukla  
Email: [helen@prettygoodpr.com](mailto:helen@prettygoodpr.com) or [elisa.shukla@prettygoodpr.com](mailto:elisa.shukla@prettygoodpr.com)  
Telephone: 0844 504 8122  
07980 619593 (out of hours)