



Online Training Workshop

**Guidelines and best practices for micro- small and medium enterprises (MSMEs) in the Republic of Moldova in delivering energy-efficient products and in providing renewable energy equipment**

**Sergiu Robu, UNECE Consultant**

Chisinau, June 08, 2022

# Overview

- The Study on impact of COVID-19 on MSME
- Best practices that show how MSMEs can respond to current challenges;
- Measures that MSMEs in Moldova can take to restore confidence in the business;
- Recommendations.

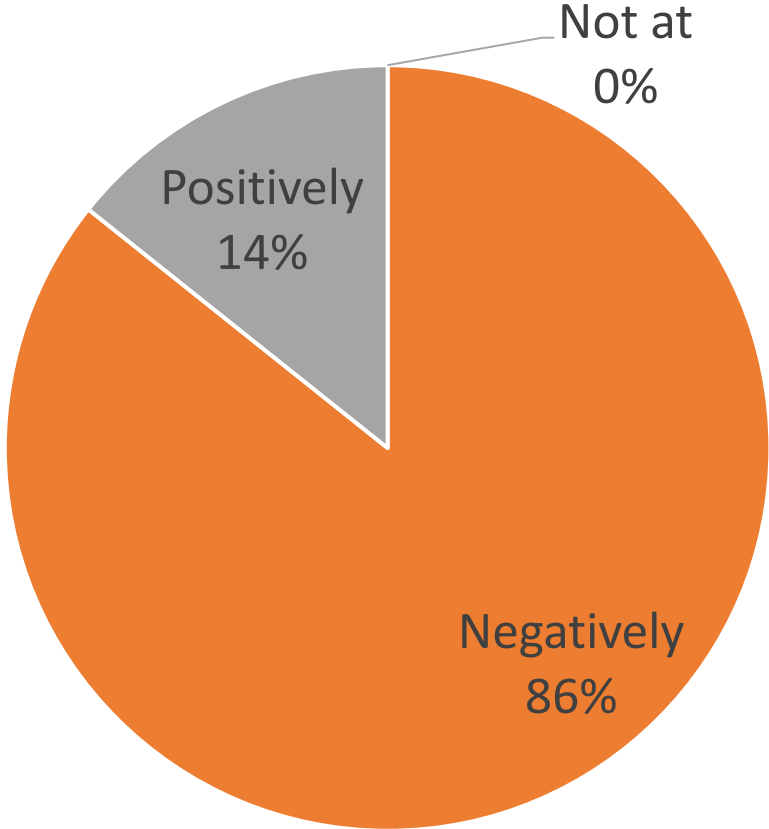
# The Study on impact of COVID-19 on MSME

- The overall objective of the study is to develop a rapid assessment of the situation of the MSMEs in the Republic of Moldova as result of Covid-19 crisis, as well as to provide recommendations on improvement of the investment environment for energy efficiency (EE) and renewable energy (RE) technologies during the crisis and the recovery periods.

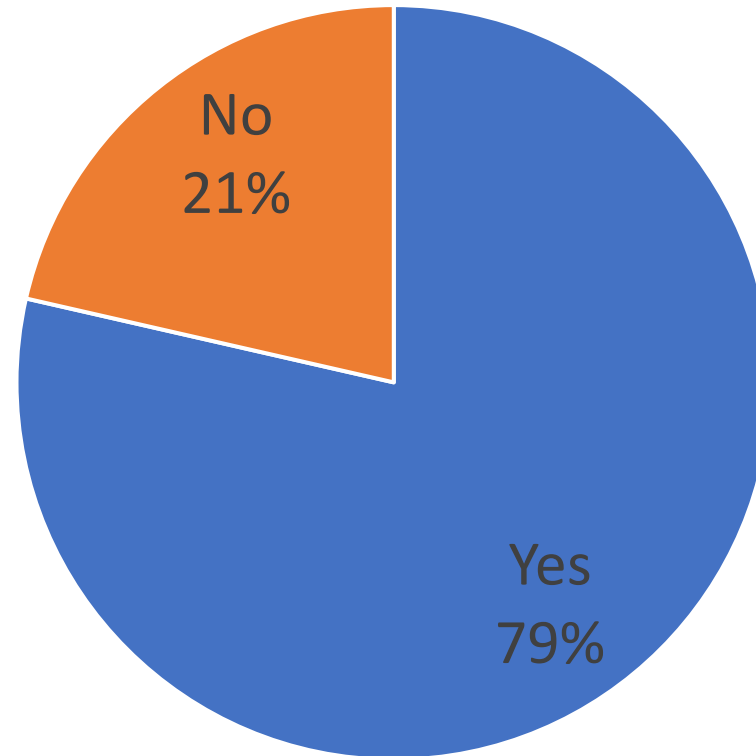
# The Study on impact of COVID-19 on MSME

- The Questionnaire was sent to 369 companies and MSME (ie: 269 – companies; 100 – energy auditors and energy managers).
- The respondents represents 320 companies administrated by men; and 49 companies administrated by women.

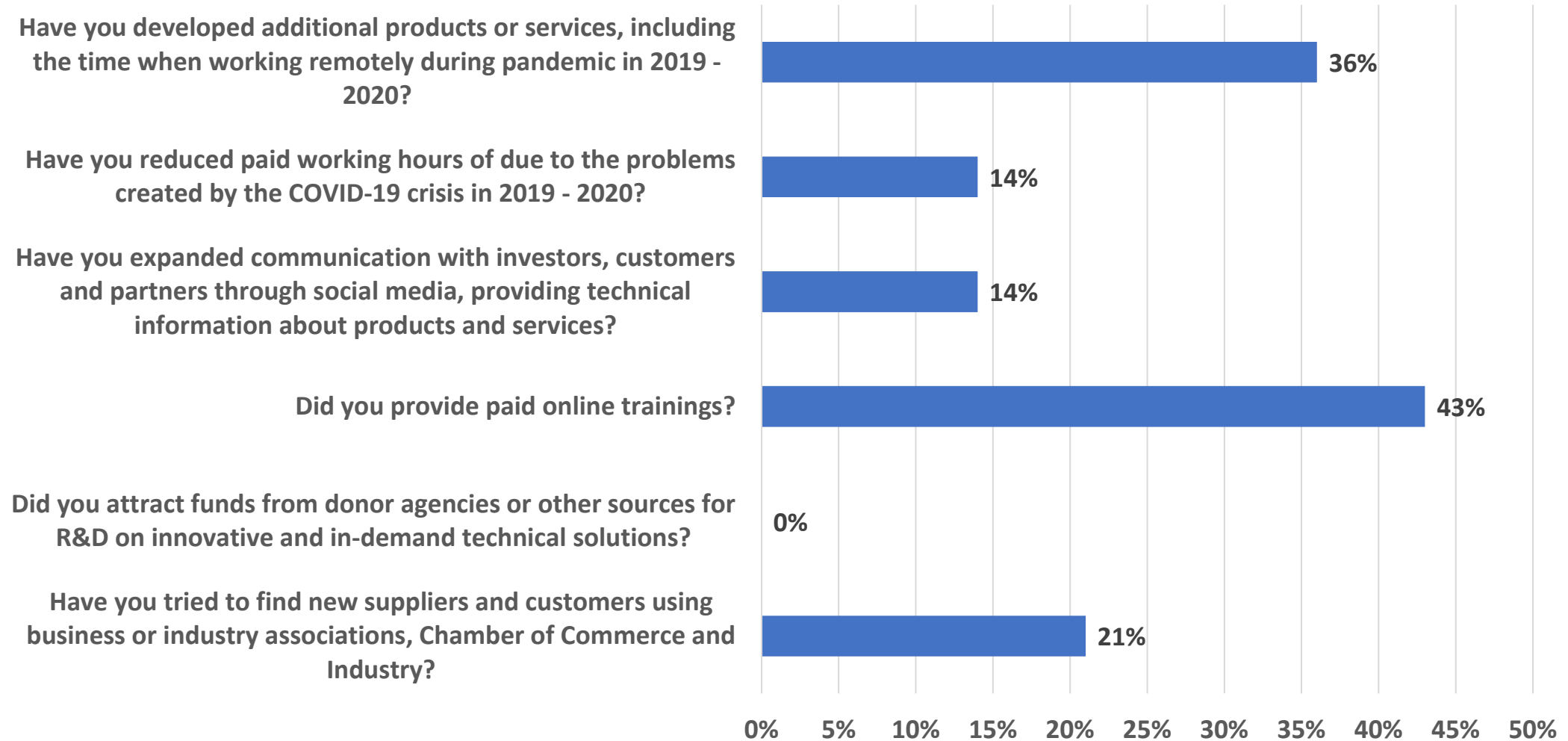
# How did COVID-19 impact day-to-day work?



Did you have difficulties in repaying loans or microloans?



# Measures taken by the enterprises in response to the COVID-19



# Best practices (1 of 2)

## Energy efficiency in energy generation

- Company: “CET-Nord” JSC
- Size of the company: Large
- “CET-Nord” JSC is a Combined Heat and Power (CHP) Plant providing district heating to the Balti city of the Republic of Moldova.
- As a result of the implementation of Phase I of the Investment Project “The thermal energy system of Bălți municipality (“CET-Nord” JSC)”, the amount of electricity delivered in 2020 increased comparing to the similar period of 2019 by 72.2% or by 42,137.8 thousand kWh.
- Mobilization of human and capital resources generated the Phase II of the Investment Project.



# Best practices (2 of 2)

## **Energy efficient equipment in the industry sector**

- Company: SINCOS-PLUS Ltd.
- Size of the company: small
- The «Sincos-Plus» Ltd ia a leading company in the national market in the area of products related to power electronics, including:
- In the area of development of the new power electronics «Sincos-Plus» Ltd has shown itself as a good developper of projects on renewable energy – sun power, wind, and stirling engine.
- The research activity on development stirling engines is completed. They are expected to be implemented on the market in the period of post-COVID19.

# Measures for MSMEs in Moldova (1 of 2)

- The **auction** of implementation of about 400 MW of renewable electricity is under preparation. This creates a demand for MSME activities in the area of renewable energy.
- Other support schemes (additional to auctions) are available in the Republic of Moldova: **net-metering** and **fixed tariff**. In the post COVID-19 period the companies should be ready to act and benefit from Governmental support in producing electricity from renewables.
- The process of **liberalization of energy market** creates a great opportunity to sell electricity on future liberalized market. In the post COVID-19 period renewable energy will be competitive comparing to traditional energy sources due to high cost of gas.

# Measures for MSMEs in Moldova (2 of 2)

- Establishment of **partnerships** or associations facilitates access to supplies, resources and markets, and provides opportunity to influence legislative initiatives.
- The Internet is a powerful tool for market penetration of products and services, and MSME should consider to increase the **online presence** (e-commerce, online tech support, social media presence).
- The increased price for gas and energy created a demand for new energy efficient products and services, and MSME should consider to increase the **activity in research and development of new products** (electronics, heat pumps, renewable energy and high energy efficient products).

# Recommendations (1 of 2)

## **Legal framework:**

- Continue to support MSMEs via national financial programmes through loans, credit guarantees on loans, and regulatory relief related to loan repayment;
- Introduce temporary tax breaks for MSMEs;
- Integrate the energy certificate of the building in business model on the market;
- Involve the National Bank in creating financial instruments for commercial banks for energyefficiency and renewable energy projects.

## **Capacity development:**

- Provide specific incentives for improving compliance with new demand imposed by markets;
- Raise awareness on the benefits of introducing energy efficiency measures and use of renewables both at individual and community level;
- Provide dedicated Training for MSME to promote the Research and Development of new products.

# Recommendations (2 of 2)

## **Technology:**

- Offer development programmes for MSME employees (e.g., in the area of digitalization);
- Secure future innovations through mid- or long-term policy measures linked to larger policy objectives (e.g., sustainability goals, digitalization, etc.).
- Promote the development of new technologies by start-up of new MSME.

## **Investments and financial incentives:**

- Continue ESCO market development and financial instruments;
- Provide funding support through grants and low- or no-interest loans to MSMEs working in the clean energy sector to facilitate green economic recovery.
- Develop dedicated financial instruments for energy related companies for commercial banks, including for MSMEs in the area of renewable energy and energy efficiency.

# References

- The study in English and Romanian:  
<https://unece.org/sed/documents/2022/05/reports/guidelines-and-best-practices-micro-small-and-medium-enterprises>
- [Conference "Unveiling Market Opportunities for Boosting Residential Energy Efficiency and Alleviating Energy Poverty" | UNECE](#)  
09 - 11 March 2022, Yerevan, Armenia

# Thank You !

Sergiu Robu

[energplan.srl@gmail.com](mailto:energplan.srl@gmail.com)