

# Country/Company/Organizational Profile

- Please provide a brief overview of the country/company/organization that you are representing.

- First Hungarian Biogas and Solar Ltd (previously First Hungarian Biogas Ltd.) was established in 2004 as a small, family-owned company for contributing to the start-up and development of the biogas industry in Hungary.
- The activities of the company are focused on engineering agricultural biogas plants, providing all kind of services related to project development and organisation.
- In addition to Hungary, the company has been active as consultant for biogas projects in Romania, Serbia and Slovenia.
- The company has been engaged in biogas related research&development activities, operating its own pilot plant in Hungary.

# Project Financing Opportunities

- How does your country/company/organization raise awareness of project financing opportunities for bioenergy projects in Eastern Europe and Central Asia?

- Our company has a broad experience in preparing technological concepts, business plans and feasibility studies for biogas projects. We have also provided expert opinions upon appointments of banks engaged in financing biogas investments.
- We make potential biogas investors aware of investment subsidy programs and keep them informed about the available financial support schemes for biogas production.
- In the past we have contributed to communication between the potential investors and financing banks.

# Project Financing Opportunities

- What are some of the opportunities that have been used in the past?

- EU investment subsidy programs (KEOP and EMVA) in Hungary
- EBRD subsidies for preparation of feasibility studies for biogas projects in Serbia
- Commercial bank financing in Hungary, Serbia and Slovenia

# Lessons Learned

- Please outline the lessons learned from your experience.

- The development of the biogas industry has been and will remain fully dependent on the support policies of the Governments.
- The support schemes must be long-term, trustworthy, transparent and objective – otherwise the expected outcome will not be achieved.
- Retroactive changes in the support schemes must never occur – such changes destroy the trust of financial institutions with a long-lasting effect.
- Different renewable energy sources (wind, solar, hydro, geothermal, solid biomass, biogas) should be treated differently – the support schemes must acknowledge the special features and benefits of renewable energy industries.
- Non-returnable investment subsidies are not sufficient for enabling successful biogas investments, financial incentives are also needed in relation to operations.
- Biogas projects (too) must be prepared, developed and operated in professional manner.

# Lessons Learned

- In your opinion, what does the future market look like? What is still needed?

- The future market for biogas in East-Europe is very much uncertain.
- Unless broad consensus is achieved in the society in favour of accepting the higher costs of domestically produced renewable energy Governments in East-Europe will not introduce the needed supportive measures.
- The stakeholders in agriculture should view the biogas technology as integrated part of up-to-date agricultural activity (see the „Biogasdoneright” concept of the Italian Biogas Association).
- It is to be understood and accepted that producing raw materials for biogas on arable land can very well be combined with the production of food&feed – these activities are complementary and not competitive!