

**Results from the questionnaires under LTA-PPA in Bulgaria - Phase II Project
16 March 2007 in Sofia, Bulgaria**

Table 1: Types of (financial) incentives in the Netherlands

№	Type of incentives	Number of stickers
1	Taxes	-
2	Tax relief	9
3	Grants / subsidies	5
4	Feed in tariffs (renewable electricity)	7
5	Soft loans	4
6	Guarantees	2
7	Emission Trading Systems	7
8	Revolving funds	2

Table 2: Barriers in Bulgaria

№	Type of barriers	Number of stickers
1	Access to capital:	7
	1.1 Lack of capital	
	1.2 Knowledge of funding	
	1.3 Funding energy audits / up front costs	
	1.4 High debt and equity costs	
2	Project size limitations, transaction costs	1
3	Administrative procedure	5
4	Lack of awareness, expertise and willingness of banks to finance EE measures	4
5	Uncertainty governmental policies and regulations	9
6	Low managerial priority and skills on EE (energy management system)	5
7	Distribution of costs and benefits: investor does not profit	4
8	Distorted energy prices (not reflecting real costs to society)	3
9	Risk aversion: fear of hidden costs	-
10	Uncertainty about the future (short term decisions)	2
11	Other?	