Advice for Small Businesses

Cutting energy costs to go greener? *Know how.*

We helped Relia Trading Limited, a leading distributor of cosmetics and equipment for the health and wellness tourism sector in Cyprus, to find ways to reduce its energy consumption and carbon footprint, resulting in an average saving of €20,000 a year.
Advice for Small Businesses

Cosmetics and equipment distributor for the health and wellness tourism sector, Cyprus

We helped Relia Trading Limited, a distributor of cosmetics and equipment, to find energy efficiency solutions to reduce their carbon footprint and save on average €20,000 a year.

Founded in Nicosia in 1991, the company is a leading distributor for the health and wellness tourism sector in Cyprus with currently 19 employees. It has an exclusive distribution agreement for both Cyprus and Greece with some of the world’s premier brands such Elemis and Phytomer. Their clients are the most prestigious spa resorts and hotel spas in both countries, and the company also exports to Serbia.

To continue their growth, Relia decided to diversify its product portfolio, extend its customer base and explore new export markets.

At the same time, to strengthen its competitiveness within their existing markets, the Company decided review its operational costs (with a particular focus on energy consumption) to find ways to better utilise existing resources to be more efficient.

We connected Relia with a local consultant who performed in-depth energy efficiency audit services.

In particular, the consultant:

- developed an current energy consumption profile for the Company and specified its buildings’ main low-performance energy consumers (equipment, systems, people and processes)
- identified energy deficiencies in the current building infrastructure
- provided suggestions for energy saving measures and helped the company prioritise them according to various factors such as payback period, net present value, return on investment and so on.

In addition, the consultant evaluated the performance of the company’s car fleet, optimised routes, identified opportunities for further energy consumption improvements, and trained the drivers to be more fuel efficient, thereby reducing carbon emissions.

As a result, the company received a clear implementation plan with feasible and cost-effective energy efficiency solutions.

A year after the project’s completion, Relia has not only increased its turnover by 34 per cent but has decreased energy consumption costs and CO₂ pollution by €20,000 and 40 tonnes, respectively.

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