



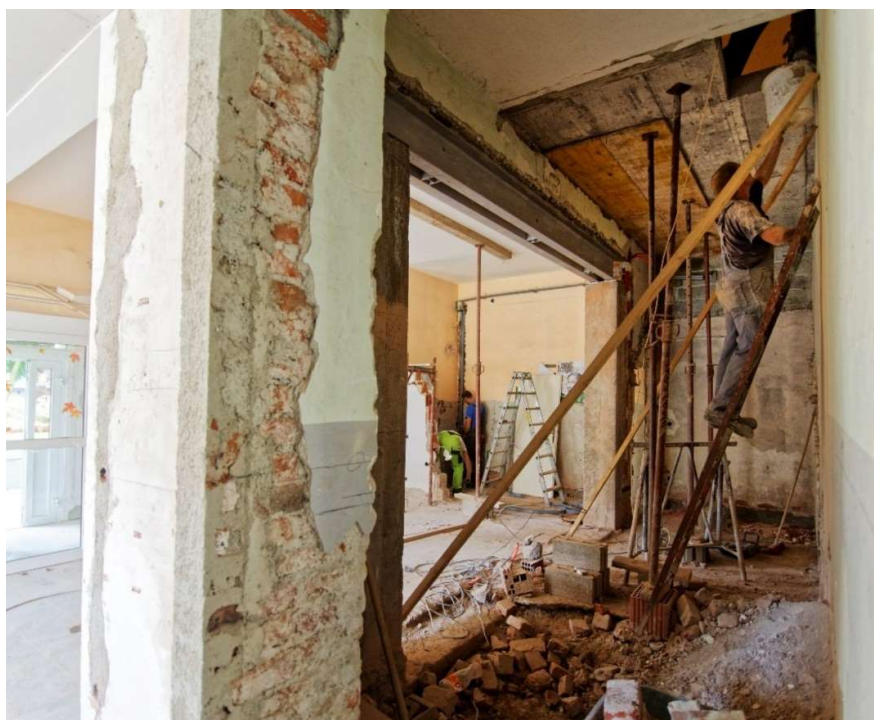
Innovative financing and one-stop-shops for housing refurbishment

Christophe MILIN

Project Adviser, Unit B1 Energy

Executive Agency for Small and Medium-Sized Enterprises (EASME)

Energy refurbishment of housing is a priority



- Buildings represent
 - 40% of energy consumption and
 - 36% of GHG emissions in the EU
- Only 0.4 - 1.2%⁽¹⁾ of the stock is renovated each year
- EUR 214 billion⁽²⁾ shall be invested each year in housing only to reach 2030 EU targets
 - EUR 87 additional billion⁽²⁾ required annually in housing compared to projected spending

(1): Depending on the country.

(2): Source: PRIMES, as quoted in table 22 (p. 66) of SWD(2016) 405 final (Impact Assessment accompanying the Proposal for a Directive of the European Parliament and of the Council amending Directive 2012/27/EU on Energy Efficiency; Part 1/3). In billion EUR'10 / year.

Financing challenge

- Most of the (additional) financial burden to be carried by the private sector (i.e. households)
- Lack of attractive financing products from the market
- Subsidies not at scale, and perceived as cumbersome
- Even if subsidies exist, measures must be prefinanced





Innovative financing for energy efficiency investments

Call H2020-LC-SC3-EE-9-2018-2019

- **Set-up new** innovative, operational **financing schemes**
 - *e.g. dedicated credit lines, guarantee facilities, on-bill or on-tax financing, etc.*
- **Replicate** previously successful solutions
 - *e.g. developed/implemented under various PDA facilities*
- **Establish** regional/national **aggregators** able to develop large (standardized) project pipelines
- **Create** EU or regional/national energy efficiency **investment roundtables/platforms**

Deadline: **4 sept. 2018** (or 3 sept.2019)

What financing offer for people facing (energy) poverty?

- Subsidies are very much needed to tackle energy poverty
- Specific micro-loan offer to cover expenses left unfinanced?
- Specific offer for owners with valuable asset but low incomes?



INFINITE SOLUTIONS

Energy Cities and local Authorities from BE, DE, DK, FR, HR, IT, LV, NL and PT - **Completed**



- EE financing schemes implemented in 10 local authorities from 8 countries
- Improved capacity of local authorities to implement SECAP measures
- Two guidebooks on how to set-up:
 - Soft loan schemes: goo.gl/LrmJyJ
 - Intracting schemes: goo.gl/bYQe2J

- Success depends primarily on the willingness and capacity of local actors to cooperate
- One financing tool does not fit all:
 - Develop targeted tools, learn from the process and only then complexify
- **Non-financial barriers** can undermine the financing scheme and **shouldn't be overlooked**

<http://www.energy-cities.eu/-infinitesolutions->

IEE Project 13-392

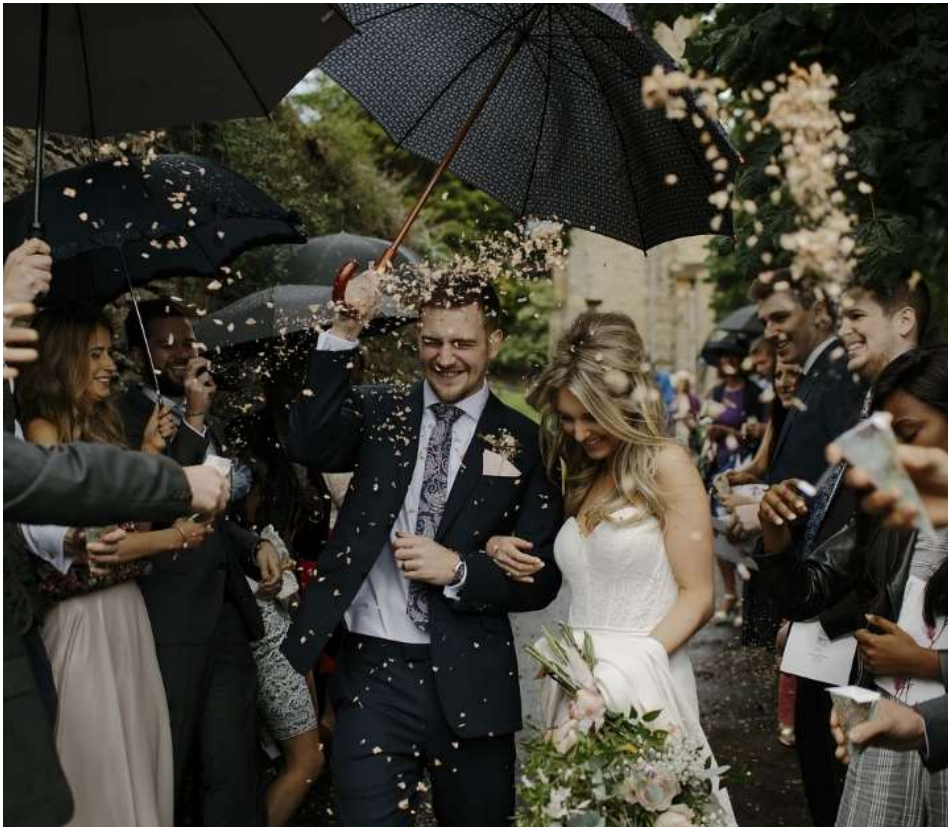


Home renovation is complex



- Lack of skills to set up, implement and finance ambitious projects
- Little incentive for capacity building
- Complexity increases with multiple ownership and/or when facing energy poverty

Analogy with “wedding planners”



- A wedding is one single logically connected project
- Yet, it involves a large number of non-coordinated actors
- Little incentive for “capacity building”
- There is value in coordinating an “integrated offer”



Integrated Home Renovation Services

Call H2020-LC-SC3-EE-2-2018-2019



- Create, expand or replicate “one-stop-shops”
- Single entry point to cover the whole “customer journey”
 - *Incl. structuring and provision of finance*
- Facilitate the access of local professionals to final customers through strong and trustworthy partnerships

Deadline: **4 sept. 2018** (or 3 sept. 2019)

INNOVATE

Energy Cities and partners from BE, CY, CZ, DK, ES, FR, IT, LV, NL, SE and UK - **Ongoing**



- Develop and roll out integrated energy efficiency services packages targeting homeowners in 11 countries
- Carry-out market gap analysis and propose development plan for each target territories
- Identify EU best practices and enabling conditions + build capacities

- Published:
 - **Inventory of best practices**
goo.gl/xvDWRK
- Expected publications:
 - Enabling conditions and EU best practices
 - Policy recommendations
 - Final EU brochure with case studies

<http://www.financingbuildingrenovation.eu>

Horizon 2020 project 754112



More information

- H2020 participant portal
 - LC-SC3-EE-2-2018-2019 topic description: <https://goo.gl/iZer9U>
 - LC-SC3-EE-9-2018-2019 topic description: <https://goo.gl/rDZq21>
- H2020 Online Manual: <https://goo.gl/qKb8bo>
- SEI Forums Webpage: <https://goo.gl/csmFQb>
 - Proceedings from all events
 - Webinar: “Financing Home Renovation in Europe”: <https://goo.gl/pWAucs>
 - Webinar: “Home renovation in Europe: The User Perspective”: <https://goo.gl/bV3ENy>
- Questions & Answers: EASME-Energy@ec.europa.eu

THANK YOU !

Christophe Milin
christophe.milin@ec.europa.eu

EASME-Energy@ec.europa.eu