



# Topic LIFE-2022-CET- INNOFIN

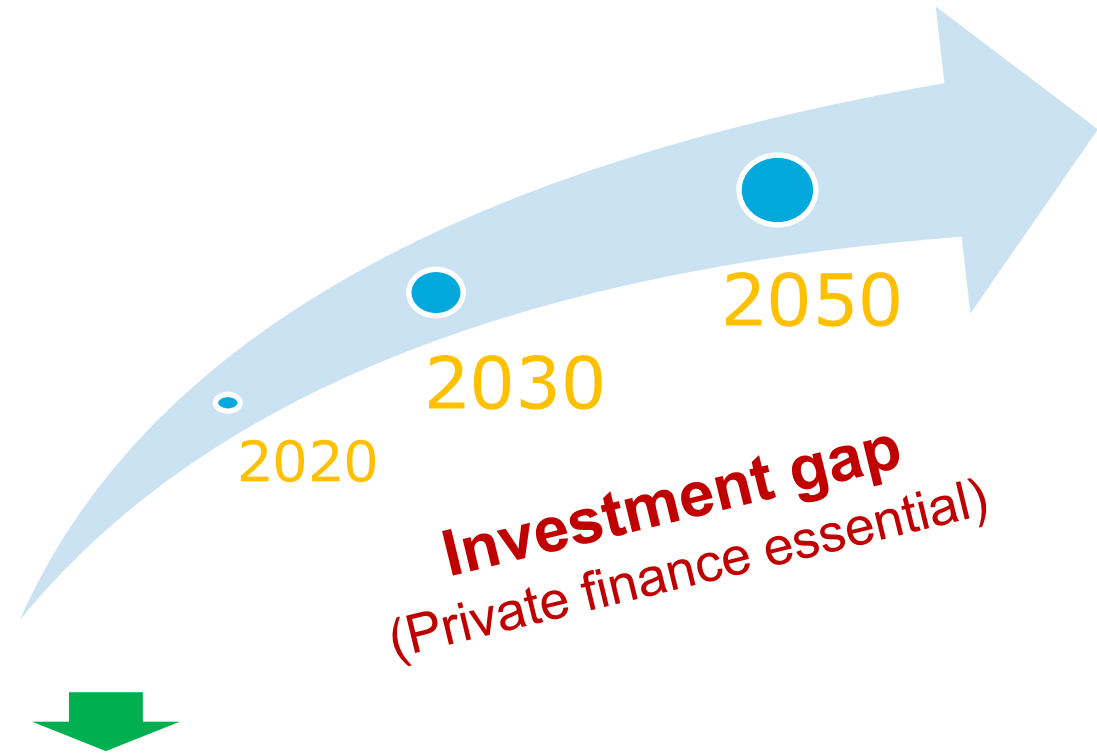
## Innovative financing schemes for sustainable energy investments



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# Objectives

- **Climate and Energy Framework 2030**  
(incl. “Long-term renovation strategies”)
- **European Green Deal:**  
1<sup>st</sup> climate-neutral continent  
(incl. “Renovation Wave”)



## Innovative financing schemes for sustainable energy investments

- ✓ Leveraging **private finance**
- ✓ **Regional / national** roll-out
- ✓ **Expandable / replicable** at scale
- ✓ Adapted to **specificities of sustainable energy and energy efficiency**
- ✓ Aligned with **EU Sustainable Finance policy / legislation** and **EU Taxonomy**

# Scope – Main focus

## Set-up of innovative financing schemes for sustainable energy investments

- ✓ Leveraging **private finance**
- ✓ Dedicated focus on **energy efficiency (EE)**
- ✓ **Operational** by end of the action



# Scope - Elements to be addressed

- ✓ Establishment of **innovative, operational financing schemes**
- ✓ **Drawing on / upscaling** of other successful financing schemes **possible**  
(e.g. H2020 / MLEI PDA or ELENA-EIB)
- ✓ **Provision of finance** and **structuring of demand** (regional / national level)
- ✓ Targeting **specific region(s) / sector(s)**  
(e.g. buildings, energy-intensive industries, insurance sector etc.)
- ✓ **Tailored** and **innovative** for targeted region(s) and market segment(s)
- ✓ **Complementarity / additionality** to already available funding
- ✓ Demonstration of **market potential**, as well as **business case** and **financial viability**  
(incl. investment sizes targeted, expected savings, transaction and management costs, expected returns etc.)
- ✓ Plan **replication and/or rollout** of the scheme



✓ Alignment with **EU Sustainable Finance policy / legislation** and **EU Taxonomy**



European  
Commission

# Scope – Indicative financing schemes

- ✓ Models integrating **tailored grants, equity, debt, mezzanine financing, refinancing mechanisms, guarantees** or **other de-risking instruments** etc.
- ✓ Specific **schemes for building energy retrofits**, addressing property or rental markets, public buildings, social housing, and deep energy renovation.  
(e.g. tailored financial solutions based on energy service/performance contracting, addressing relevant accounting and refinancing issues, or various on-bill and on-tax-financing schemes)
- ✓ **Securitization vehicles** and **green bond schemes**
- ✓ **Local investment structures**, including citizen financing (e.g. crowdfunding) or other forms e.g. focusing on prosumers
- ✓ Solutions integrating existing **market-based instruments** relevant for EE  
(e.g. carbon finance instruments, incl. those under the EU ETS; EE obligations, incl. white certificates, CO<sub>2</sub> / energy taxes, ESC / EPC etc.)
- ✓ Schemes based on **brokers, aggregators / clearing houses** at regional / national level  
(blending facilitation; project development support; matching demand and supply of EE finance)



# Expected impacts

- ✓ Proposals should deliver adequately tailored innovative financing schemes that are operational and ready to finance sustainable energy and, in particular, energy efficiency investments.
- ✓ Proposals should quantify their impacts using the indicators listed below, where relevant, as well as other project-specific performance indicators:
  - Investments in sustainable energy triggered by the project (cumulative, in million Euro).
  - Primary energy savings triggered by the project (in GWh/year).
  - Renewable energy generation triggered by the project (in GWh/year).
  - Reduction of greenhouse gases emissions (in tCO<sub>2</sub>-eq/year).
- ✓ The impacts of the proposals should be demonstrated during the project and within 5 years after the project lifetime.



# Key proposal features

- ✓ **Sufficiently clear, concrete and mature concept**  
(e.g. financial solution(s) to be developed, sectors / investment types targeted etc.)
- ✓ **Demonstrated response to real market needs and corresponding concrete (market) impact**
- ✓ **Adequate market and barrier analysis**
- ✓ **Clear economic / financial viability of the solution(s) envisaged**
- ✓ **Suitable addressing of market acceptance**  
(e.g. involvement of and/or engagement strategies regarding key stakeholders and, in particular, financial sector actors)



# Relevant Horizon 2020 projects

## TrustEE

### TrustEE

- **Forfeiting solution / securitisation vehicle** with **industry focus**
- **Standardised** project assessment / development platform
- **Third Party Financing** – institutional investors
- <https://www.trust-ee.eu/>

### E-FIX

- **Capacity building** and **roll-out** of operational **innovative financing schemes** in **Eastern Europe / Caucasus region**
- **Energy performance contracting, crowdfunding, leasing**
- [www.energyfinancing.eu/en/](http://www.energyfinancing.eu/en/)





# Relevant Horizon 2020 projects

## ESI Europe



- **Energy savings insurance** mechanism for SMEs
- Simplified **independent validation / verification**
- **Standardised contractual arrangements**
- <https://www.esi-europe.org/>

## eEaaS

- **Energy efficient equipment-as-a-service:** new business model and financial structure for **industrial SMEs**
- Mainstreaming of **energy efficiency servitisation ("pay-per-use") financial model** for SMEs
- **Standardisation** of financing structure to **recapitalize technology providers**
- <https://energy-base.org/projects/efficiency-as-a-service-eaas-in-europe/>



# Relevant Horizon 2020 projects



## EuroPACE

- **Home-based finance** for home renovation
- **One-stop-shop** pilot in Olot (Spain)
- **Benchmarking of contractor and energy expert validation and management systems**
- **Replication** in Spain and beyond
- <https://www.europace2020.eu/>

## Ren-on-bill

- **On-bill financing** for **residential building renovations**
- **Open-source Energy Renovation Valuation Tool** to rate investment projects
- 3 pilots in **Italy, Lithuania and Spain**
- <https://www.renonbill.eu/>



# Relevant Horizon 2020 projects

## Call 2020

- **SEIFA:** Private equity fund, providing **equity and mezzanine financing for industrial sustainable energy investments in Central and Eastern Europe** and supported by dedicated **software platform** facilitating **project aggregation** and **pipeline creation**
- **SER:** Forfeiting solution for **private ESCOs** for **energy retrofits of buildings** in the **non-profit sector** in Italy and beyond, combined with **credit guarantees**, as well as **standardisation** and **aggregation**
- **SUPER-i:** Innovative **PPP solutions** for energy renovation of **social housing building stocks**, including **dedicated credit lines, risk-sharing facilities and EPCs** and addressing **energy poverty**

## Project Development Assistance (PDA) projects

- **Horizon 2020 PDA projects**
- **IEE (Intelligent Energy – Europe) PDA projects**



# Keep in touch with us

Any questions on CET call topics? Email us on:  
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30 years of bringing green ideas to LIFE



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# Thank you



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