

# Welcome to **BUILD UP**

The European Portal for Energy Efficiency in Buildings



**BUILD UP**

The European Portal For Energy Efficiency in Buildings

## Be regularly informed ...

**30+** relevant  
new monthly



Be updated  
with tools,  
technologies,  
case studies ...

**20+** events  
announcements



Announce,  
invite, promote  
your event

**20+** publications  
promoted



Publish your  
findings

Overview  
articles



Be aware of a  
specific topic  
every month

Webinars and  
videos



Promote, share  
your activities  
with the  
community

Join Europe's largest international portal to discuss, contribute and collaborate with other experts in this field.

An opportunity to grow your network, boost your visibility, influence markets and stakeholders, exchange your expertise and promote best practices.

# EU SUSTAINABLE ENERGY WEEK

BEYOND THE CRISIS: CLEAN ENERGY  
FOR GREEN RECOVERY AND GROWTH

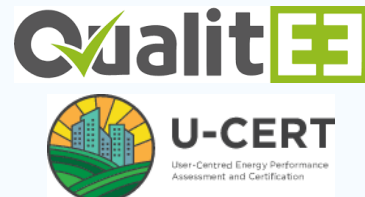


#EUSEW2020

## ENERGY TRANSITION: NEW BUSINESS MODELS TO DE-RISK INVESTMENTS AND KICK START THE EU BUILDING RENOVATION WAVE

THURSDAY, 18th JUNE, 12h00 – 13h30 CEST

[Digital policy session hosted by Build Up](#)

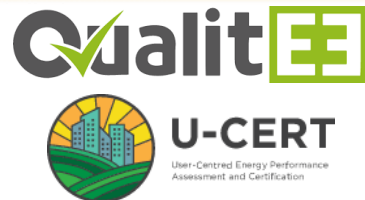




# ENERGY TRANSITION: NEW BUSINESS MODELS TO DE-RISK INVESTMENTS AND KICK START THE EU BUILDING RENOVATION WAVE

12h00-13h30 CEST, Thursday, 18th June

Hosted by  **BUILD UP**



#EUSEW2020

# COOPERATION CAN CHANGE EVERYTHING!

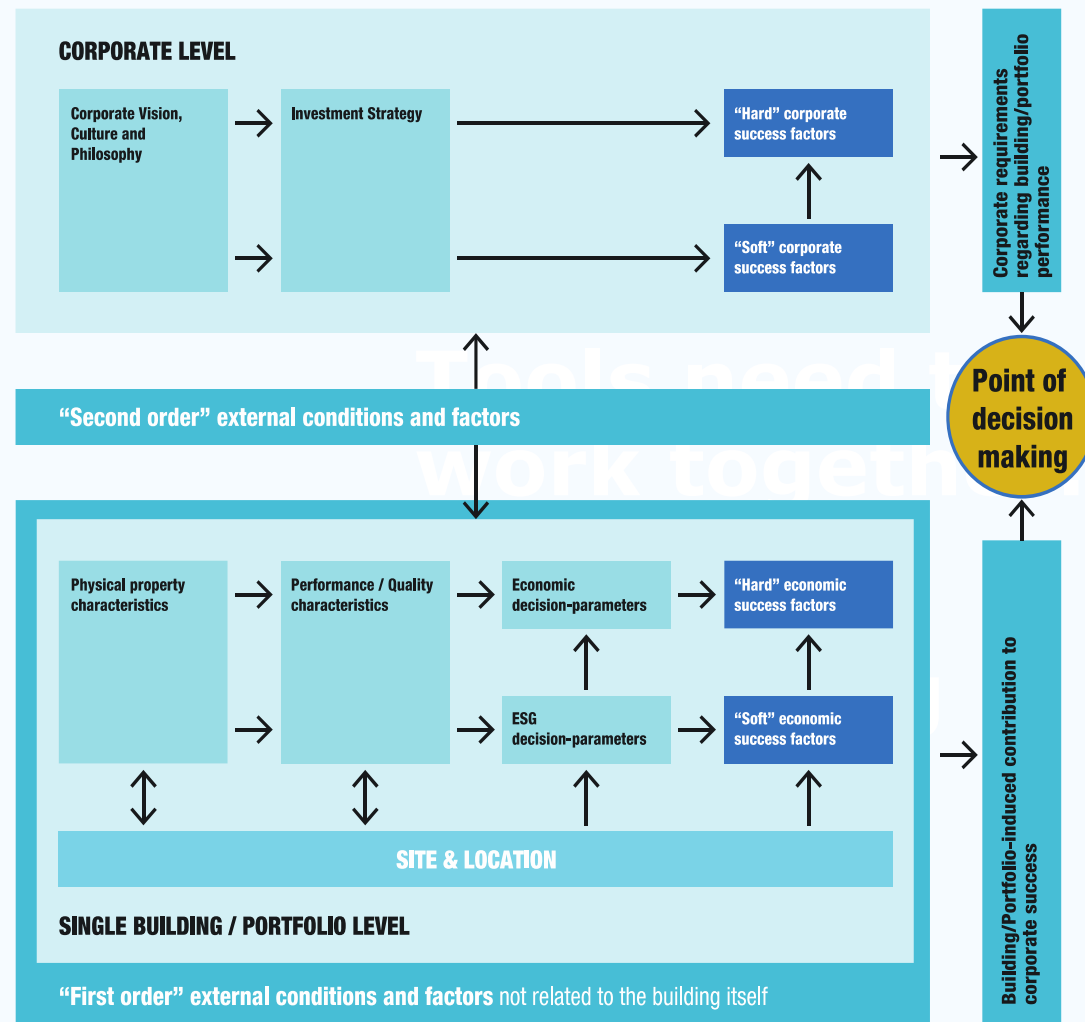
**Research & innovation aiming to design and disseminate:**

- ✓ **Translation of technical data into financial tools**
- ✓ **Standardisation of data management**
- ✓ **Integration into business models**
- ✓ **Educational material & guidelines**





# COORDINATION & COHERENCE!



# GET IT RIGHT!

A circular inset image showing a construction worker in a blue uniform and hard hat working on a building facade. The worker is standing on a ledge, possibly installing a window or door frame. The building has a mix of brick and light-colored panels. A blue circle is overlaid on the right side of the image, containing text.

Have your say  
on the new  
**#RenovationWave**  
initiative!

#EUGreenDeal



**SUSTAINABLE  
ENERGY WEEK**

An initiative  
of the  European  
Commission

BEYOND THE CRISIS: CLEAN ENERGY FOR GREEN RECOVERY AND GROWTH  
#EUSEW2020





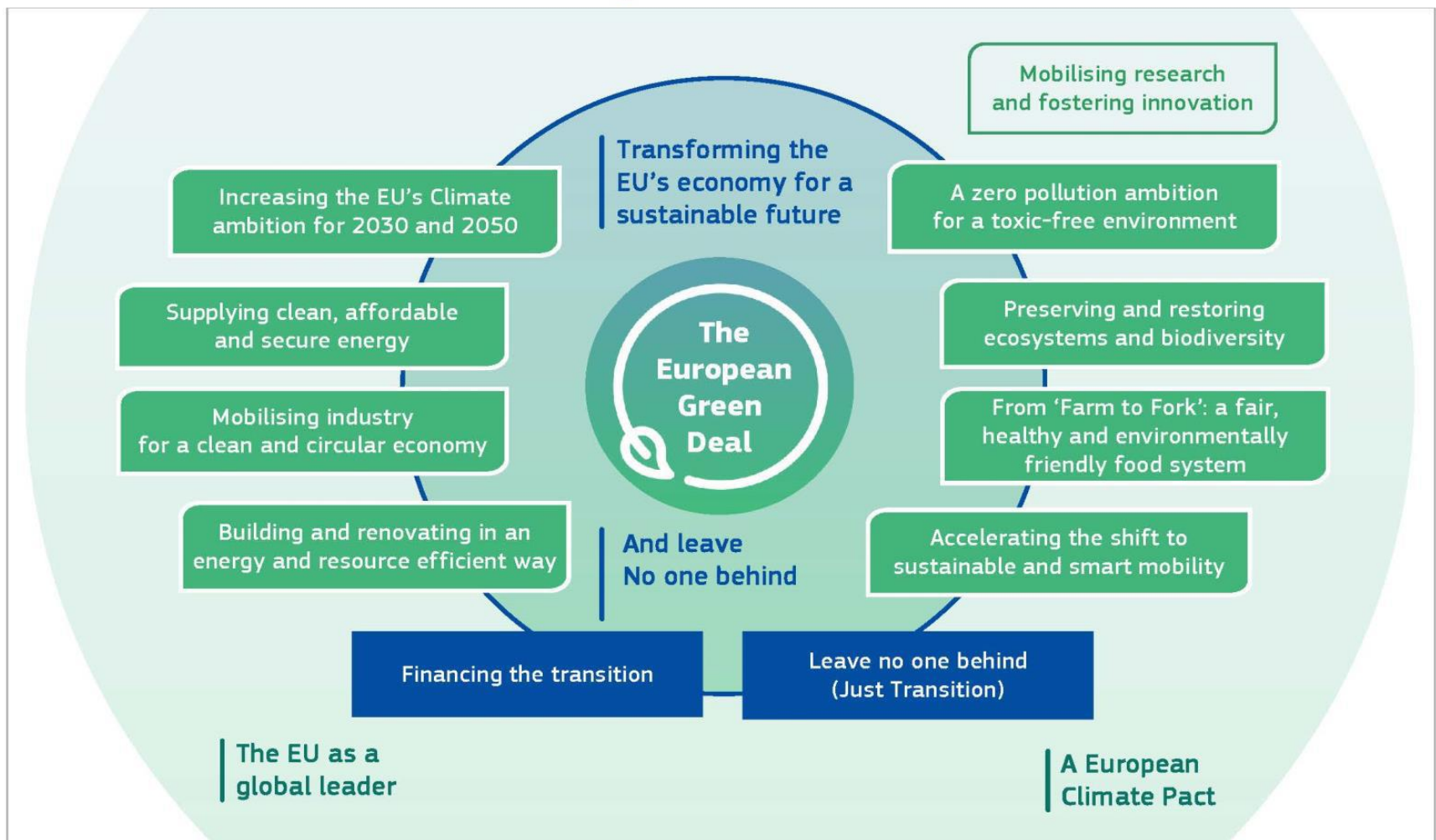
# **The European Green Deal 'Renovation Wave' initiative of private and public buildings & The Recovery Plan for Europe**

**Sustainable Energy Week - Energy transition: new business models to de-risk investments and kick start the EU building renovation wave**





## The European Green Deal



## Buildings: start a 'Renovation Wave' of public and private buildings

- ✓ Major initiative with a **Commission Communication** to attract political attention to engage the reforms that are needed
- ✓ Concerted action at all levels, from the local to the regional, national and European
- ✓ Strategic **action plan** for the years to come

# Encompassing approach for residential & non-residential buildings, coupled with focus areas

Leave no one behind



Help the **50 million** consumers to keep their homes warm



Renovate **social housing, schools and hospitals**



Particular attention will be paid to the renovation of social housing, to help households who struggle to pay their energy bills.





# Renovation Wave: flagship initiative of both the Green Deal and the Recovery Plan for Europe

- ✓ Through regulatory and financial support, the aim will be to at least double the annual renovation rate of existing building stock
- ✓ Supporting upskilling, reskilling of the workforce and quality jobs
- ✓ Driving smart technologies and industrialization,
- ✓ Tackling worst performing buildings and energy poverty
- ✓ Role of public buildings (e.g. schools and hospitals)

## Renovation Wave: key sources

- Long-term renovation strategies
- Buildings elements of the final national energy and climate plans (NECPs)
- Other sources, data and studies

Extended stakeholder engagement, including

- ✓ Open Public Consultation 12 June – 9 July
- ✓ EUSEW – session on 23 June
- ✓ 200 inputs on the roadmap (published for public feedback until 8 June)

### ***Link to public consultation***

<https://ec.europa.eu/info/law/better-regulation/have-your-say/initiatives/12376-Commission-Communication-Renovation-wave-initiative-for-the-building-sector/public-consultation>

# Renovation Wave: flagship initiative of both the Green Deal and the Recovery Plan for Europe

- ✓ Renovation Wave central to both the Recovery Plan for the EU, and to the Green Deal
- ✓ Faster and deeper renovation of our buildings bring a clear benefit for the economy and greening the energy system
- ✓ Significant increase of funding for building renovation key element of the Recovery Plan [proposal]
- ✓ The building sector is particularly affected by the crisis. The Renovation Wave can bring jobs and growth at local level
- ✓ Frontload finance of building renovation: new instruments and strengthening of existing ones



# Renovation Wave: flagship initiative of both the Green Deal and the Recovery Plan for Europe

The Next Generation EU Communication, which is part of the Recovery Plan, highlights that:

*"The upcoming Renovation Wave will focus on **creating jobs** in construction, renovation and other labour-intensive industries.*

*Through **regulatory and financial support**, such as a doubled in size sustainable infrastructure window in InvestEU, the aim will be to **at least double the annual renovation rate** of existing building stock.*

*Member States will also be able to **use funds from the Recovery and Resilience Facility** for this purpose, in line with identified priorities under the European Semester or the NECPs.*

*This will help **save money on energy bills, provide healthier living conditions and reduce energy poverty.**"*



## Long-term renovation strategies

Aiming at a **highly efficient and decarbonised building stock by 2050** and at a cost-effective transformation of existing buildings into nearly zero-energy buildings

- More elements to be considered: energy poverty, market failures and barriers, split incentives, necessary skills, health and safety issues, wider benefits
- **Roadmap** with measures, measurable progress indicators and indicative milestones for 2030, 2040 and 2050
- **Financial component:** facilitate access to appropriate mechanisms (effective use of public funding; aggregation; de-risking)

8 Member States submitted the strategies – EPBD deadline was 10 March 2020

<https://ec.europa.eu/energy/en/topics/energy-efficiency/energy-performance-of-buildings/long-term-renovation-strategies>



# Smart Finance for Smart Building Initiative

Aims at unlocking investments and private financing through:

- Technical Assistance and Aggregation of projects
- De-risking
- Effective use of public funding

## Financing Initiatives

- **European Local Energy Assistance (ELENA)** - Technical assistance to develop large-scale projects
- **De-risking Energy Platform (DEEP)** - database aiming at de-risking energy efficiency investments
- **EFFIG Underwriting toolkit** - guide which aims to assist financial institutions to scale up their deployment of capital into energy efficiency
- **Sustainable Energy Investment Forums**
- Facilitate the **use of Energy Performance Contracting** for the public sector





# ENERGY UNION



Thank you!

Dimitrios ATHANASIOU

Policy officer, Buildings team of Unit C4  
European Commission - DG Energy  
[dimitrios.ATHANASIOU@ec.europa.eu](mailto:dimitrios.ATHANASIOU@ec.europa.eu)

# EU SUSTAINABLE ENERGY WEEK

BEYOND THE CRISIS: CLEAN ENERGY  
FOR GREEN RECOVERY AND GROWTH

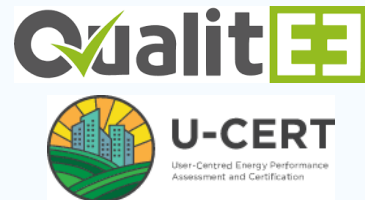


#EUSEW2020

## ENERGY TRANSITION: NEW BUSINESS MODELS TO DE-RISK INVESTMENTS AND KICK START THE EU BUILDING RENOVATION WAVE

**Moderated Panel Debate 1**

**Digital policy session hosted by Build Up**







# EFIEES AND ENERGY EFFICIENCY SERVICES

## EFIEES is made up of two types of members:

- national organisations representing ESCOs in their respective countries,
- and companies providing EES

## EFIEES has 12 members in 12 EU countries:

- BE, CZ, ES, FR, HU, IT, NL, RO, SK, SE, PL, PT.

## Activities of our members:

- **Energy management**
- **Long-term contractual arrangements**
- From **design to implementation** of energy efficiency measures
- **Operation and maintenance** of the implemented energy efficiency improvement.
- **Monitoring and verification** of project savings,
- Promotion of **district level solutions** for heating and cooling supplies,

Improved  
comfort

Cost-  
effectiveness  
& energy  
savings

Improved energy  
efficiency over  
time

**Why EES can  
support the EGD  
and the Green  
Recovery?**

Sustainable local  
jobs

# HOW TO DE-RISK INVESTMENT IN THE BUILDING SECTOR ?





# MODERATED PANEL DEBATE 1



Klemens Leutgöb, CEO, e7 energy innovation & engineering – **QualitEE project**



Jessica Stromback, Managing Director, Joule Assets – **LAUNCH project**



Stefan Plessner, Founder & CEO, synavision – **Quest project**



Haris Doukas, Associate Professor, National Technical University of Athens – **Triple A project**



Chaired by Valérie Plainemaison, General Secretary, EFIEES



# Quality assurance schemes to increase trust and reduce complexity of EES



- Development of contractual, financial and commercial standardized material that helps project developers improve their project pipeline and accelerate deal closure:



Standardised Energy  
Performance Contracts and Risk  
Assessment Protocols



Value propositions and sales  
process templates



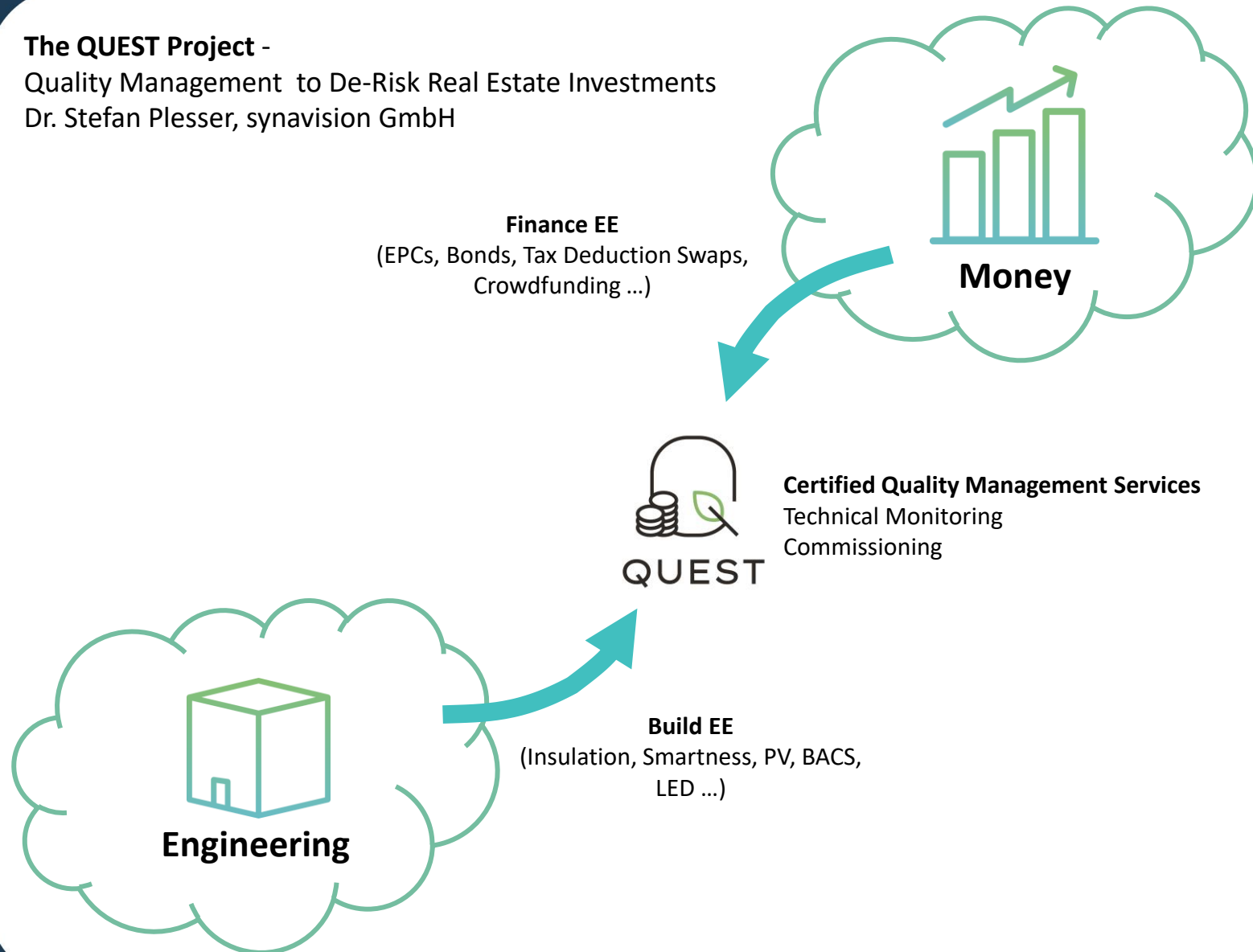
Standardised Excel and PowerPoint  
templates to facilitate the access to  
growth capital

- Accelerated deal closure means market growth at scale while enabling the aggregation of small to medium sized projects to be financed as tradable securities.
- Market-ready material reviewed and tested by investors and project developers through the [LAUNCH pilot programme](#)
- The [LAUNCH Community](#) counts of more than *300 stakeholders* from all over Europe active in project development, finance, policy making, consultancy, research and media
- *Education* is at the core of our main initiatives: [LAUNCH Learning Hub](#), Education Programme, Workshops and Webinars are focused on sharing key financial and commercial concepts to support the use of the LAUNCH tools.

## The QUEST Project -

Quality Management to De-Risk Real Estate Investments

Dr. Stefan Plesser, synavision GmbH



## THE QUEST MISSION

Linking Finance and Building Industry through certified Quality Management Services





# MORE TRANSPARENT AND ATTRACTIVE ENERGY EFFICIENCY PROJECTS IDEAS

Triple-A **rating system** fostering EE investments at an early stage



ASSESS

**Database and benchmarks** for the identification of Triple-A investments



AGREE

**Funding strategies & portfolio** of EE projects that better match with needs of respective beneficiaries



ASSIGN

[www.aaa-h2020.eu](http://www.aaa-h2020.eu) - [contact@aaa-h2020.eu](mailto:contact@aaa-h2020.eu)

22-26 JUNE 2020

BEYOND THE CRISIS: CLEAN ENERGY FOR GREEN RECOVERY AND GROWTH

#EUSEW2020

# MODERATED PANEL DEBATE 1



Klemens Leutgöb, CEO, e7 energy innovation & engineering – **QualitEE project**



Jessica Stromback, Managing Director, Joule Assets – **LAUNCH project**



Stefan Plessner, Founder & CEO, synavision – **Quest project**



Haris Doukas, Associate Professor, National Technical University of Athens – **Triple A project**



Chaired by Valérie Plainemaison, General Secretary, EFIEES

# ENERGY TRANSITION: NEW BUSINESS MODELS TO DE-RISK INVESTMENTS AND KICK START THE EU BUILDING RENOVATION WAVE

## 2<sup>ND</sup> PANEL DEBATE



**U-CERT**  
User-Centred Energy Performance  
Assessment and Certification



22-26 JUNE 2020  
BEYOND THE CRISIS: CLEAN ENERGY FOR GREEN RECOVERY AND GROWTH  
#EUSEW2020




# 2<sup>ND</sup> MODERATED PANEL DEBATE



**Filippus Anagnostopoulos**  
Senior Associate, IEECP



**Sotiris Papadelis**  
Director, HEBES intelligence



**Simona D'Oca**  
Project Manager and Researcher,  
Huygen



**Jo Southernwood**  
Senior Research Engineer, IERC



**Csaba von Csik**  
Chairman, EnerSave Capital



**SUSTAINABLE  
ENERGY WEEK**

An initiative of the  European Commission

BEYOND THE CRISIS: CLEAN ENERGY FOR GREEN RECOVERY AND GROWTH

22-26 JUNE 2020

#EUSEW2020



 EUSEW.EU  
 EUENERGYWEEK  
 @EUENERGYWEEK

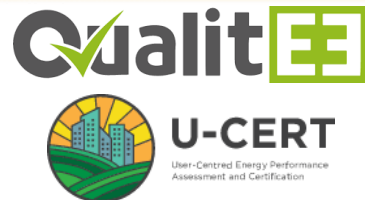


22-26 JUNE 2020  
BEYOND THE CRISIS: CLEAN ENERGY FOR GREEN RECOVERY AND GROWTH  
#EUSEW2020

# ENERGY TRANSITION: NEW BUSINESS MODELS TO DE-RISK INVESTMENTS AND KICK START THE EU BUILDING RENOVATION WAVE

12h00-13h30 CEST, Thursday, 18th June

Hosted by  **BUILD UP**



#EUSEW2020