



FINANZIAMENTI EUROPEI PER L'EFFICIENZA ENERGETICA

Opportunità per gli enti pubblici

Michele SANSONI

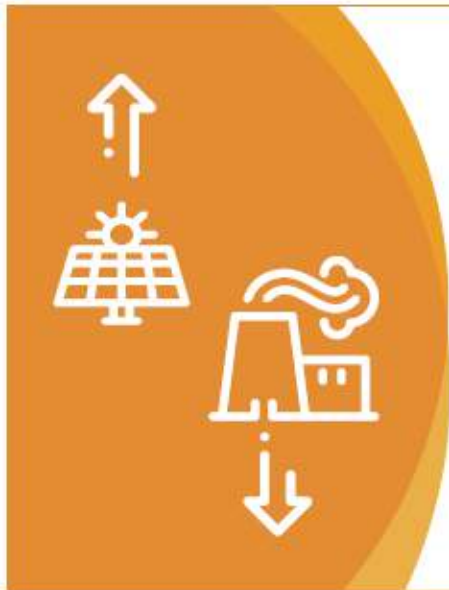
Project Adviser, Unit B1 H2020 Energy

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

Content

- EU Energy **vision** at 2030 and 2050
- The financing **challenge**: how much do we need to invest?
- Energy refurbishment of **buildings**: a priority
- Crucial **role** of **local authorities**: EU-funded opportunities to support your energy efficiency projects

EU Energy vision at 2030 and 2050



EU Energy targets by 2030

- At least **40%** cuts in greenhouse gas emissions
- At least **32%** renewables in energy consumption
- **32.5%** energy efficiency

2030 Clean Energy Package

2050 Long term vision

A Clean Planet for all

A European strategic long term vision for a prosperous, modern, competitive and climate neutral economy



Annual investments needed in the energy system to reach EU 2030 goals

- Business as usual (2016)
- To achieve 2030 goals
- Financing challenge (the **GAP!**)

937 bnEUR/year

1115 bnEUR/year

178 bn EUR/year

Energy refurbishment of buildings is a priority



- Buildings: **40%** of **energy consumption** and **36%** of **GHG emissions** in the EU
- **Low** renovation rate: only 0.4 - 1.2%⁽¹⁾ / year, when at least 3% should be reached
- **Big** investments to achieve for 2030 targets:
 - **+ EUR 132** billion compared to projected spending volumes (total 282 bn EUR ⁽²⁾)
 - **+ EUR 87** billion/year in the **housing sector** only

(1): Depending on the country.

(2): Source: PRIMES. In billion EUR'10 / year.

The current situation

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



"Smart Finance for Smart Buildings"



More effective use of public funds

Deploying **Financial Instruments** and flexible energy efficiency and renewable financing models

Building on EFSI ('Juncker Plan') blending with Structural and Investment funds (ESIF)



Assistance and aggregation

Supporting the project pipeline at EU and local level

Project Development Assistance facilities (ELENA, H2020 PDA)

"One-stop-shops"



De-risking

Understanding **risks and benefits** for financiers and investors

The De-risking Energy Efficiency Platform (DEEP)

Energy Efficiency Finance Institution Group (EEFIG)

Crucial role of local authorities... and opportunities under H2020 Programme

- Energy transition **leaders** and innovators
- **Innovators** for aggregation of investment programmes and home renovation services
- Planning ambitious energy efficiency **strategies** (e.g. SECAPs)
- Moving towards large scale **implementation** and contributing to the 2030 goals

- 
- Aggregation and Technical Assistance – PDA and ELENA
 - European City Facility
 - Innovative Financing for Energy Efficiency Investments
 - Integrated Home Renovation Services
 - Supporting Public Authorities to implement the Energy Union



Aggregation - Project Development Assistance

Call H2020-LC-SC3-EE-11-2018-2019-2020

- **Build** technical, economic and legal **expertise** needed for project development
- **Remove** market **barriers** and **mobilise private finance**
- **Aggregate** (pooling, bundling) **projects** to reach critical size
- Buildings, Industry and services, Urban transport, infrastructures (e.g. street lighting)
- **Investments launched** before the end with **1:15 leverage ratio**
- **Proposals from 1 single entity**

Deadline: **10 September 2019**
EU contribution: **100%**

PARIDE and MARTE

Street lighting in Abruzzo and energy refurbishment of buildings in the Marche Region (IT) - **Completed**



PARIDE

- Triggered EUR 22 million of energy investments
 - Bundling of **street lighting** investments in 32 municipalities in the **Province of Teramo**
 - **Energy Performance Contracts (EPC)** with guaranteed savings
 - in line with the commitments of these municipalities within their SEAPs
- Achieved leverage factor of 1:22

<http://www.provincia.teramo.it/paride>

MARTE

- Triggered EUR 10,6 million of energy investments
 - **Deep energy retrofit** in 5 hospitals/polyclinics in the **Marche Region**
 - **Innovative financing** approach: Energy Performance Contracts (EPC) with public funds (ROP Marche – Grants + Soft Loans by the Energy and Mobility Revolving Fund)
- Achieved leverage factor of 1:18,6

<http://www.marteproject.eu/>



2020 TOGETHER

Refurbishment of public buildings and street lighting in the
Piedmont Region (IT) - **Completed**



- Triggered EUR 12.5 million of energy investments
 - Change & management of **heating systems** in 118 **buildings** owned by the city of Torino
 - Energy refurbishment of 18 public buildings owned by 5 small municipalities
 - **Bundling** of 3,000 **lighting points** in the city of Torino and 6 small municipalities
- Achieved leverage factor of 1:26

- Innovation
 - "Joint Procurement" of innovative **Energy Performance Contracts (EPCs)**
 - **Third Party Finance** involving an ESCO and financial institutions
- Replication potential
 - Joint procurement and EPC in public buildings
 - Make PPP and Third Party Investment a common practice

Technical assistance from EIB - ELENA

Project promoters

(ex: regions, municipalities, fleet operators)



Bankable projects in:

- Energy efficiency and distributed renewable energy
- Urban transport

Budget? EUR 40-50 million/year

Size of investments?

> EUR 30 million

Leverage ratio?

1:20 for energy projects

EU contribution?

Max 90% of eligible costs

How to apply?

Managed by the EIB. No calls.

Contact: elena@eib.org

ELENA projects in Italy (completed and ongoing)

- **Buildings and Street Lighting:**

- Savona
- Genova
- Milano
- Bergamo
- Modena
- Verona
- Padova
- Venezia
- Chieti
- Foggia
- Campi Salentina



<https://www.eib.org/en/products/advising/elena/map.htm>



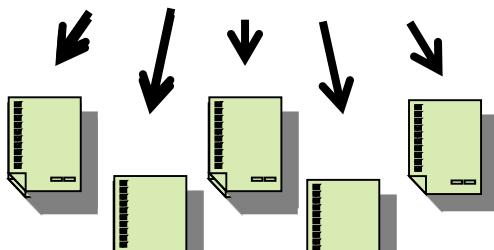
European City facility



Financial support and services to municipalities (or groupings)

Via simplified “cascade funding”

(max. lump sum: EUR 60,000)



Mobilisation of investments

(incl. combination with EFSI, ESIF, PDA, investment platforms)

Develop solid and innovative **investment concepts**

- Potential project pipeline with critical investment scale
(e.g. pooling projects and/or bundling with neighbouring constituencies)
- Financing strategy and process to launch investments, considering different financing routes
- Legal and governance analysis etc.



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: **10 September 2019**

EU contribution: **100%**

INFINITE SOLUTIONS

Financing energy transition in cities from BE, DE, DK, FR, HR, IT, LV, NL and PT - **Completed**



- EE financing schemes implemented in 10 local authorities from 8 countries (Parma and Udine in [Italy](#))
- Improved capacity of local authorities to implement SECAP measures
- Two guidebooks on how to set-up:
 - Soft loan schemes: goo.gl/LrmJyJ
 - Internal Contracting 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**



Integrated Home Renovation Services

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



Deadline: **10 September 2019**
EU contribution: **100%**

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

INNOVATE

Develop attractive energy retrofit packages for homeowners in 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 ([Mantova](#) in Italy)
- 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



Supporting public authorities to implement the Energy Union

Call H2020-LC-SC3-EE-16-2018-2019-2020

- Improved **monitoring and verification of energy efficiency savings** through enhanced coordination of different governance levels
- Development of **transition roadmaps** with clear path towards EU **2050** energy and climate targets
- **Innovative** ways to enable **public engagement** in the energy transition
- Large-scale and action-oriented **peer-to-peer learning** programmes for cities/regions
- Assisting Member States to fulfil their obligations under the **Energy Efficiency Directive**

Deadline: **10 September 2019**
EU contribution: **100%**

R4E

Roadmaps for Energy

Completed



ROADMAPS
FOR
ENERGY®

- Long term planning of innovative energy policies in eight cities (Forlì and Palermo in Italy)
- Innovative process for co-creation of energy plans with all relevant stakeholders
- Backward planning (the process start with the development of desired future scenarios at 2050)

- **2050** thematic city **roadmaps** (smart buildings, smart mobility and smart urban spaces)
- Tailor made **portfolios** of projects and initiatives to reach the ambitions, visions and roadmaps of the cities



PROSPECT

Peer Powered Cities and Regions

Ongoing



- Peer-to-peer learning programme on financing schemes for the implementation of sustainable energy plans
- Local and regional authorities will benefit from the lessons learnt and the experience of their peers in order to launch their own investment programme

- Looking for participants from **local/regional authorities**, to join either as a mentor or a mentee
- 5 thematic **learning modules**: Public Buildings, Private Buildings, Transport, Public Lighting, Cross Sectoral
- Next opportunities for training: Autumn 2019

ManagEnergy Master Classes

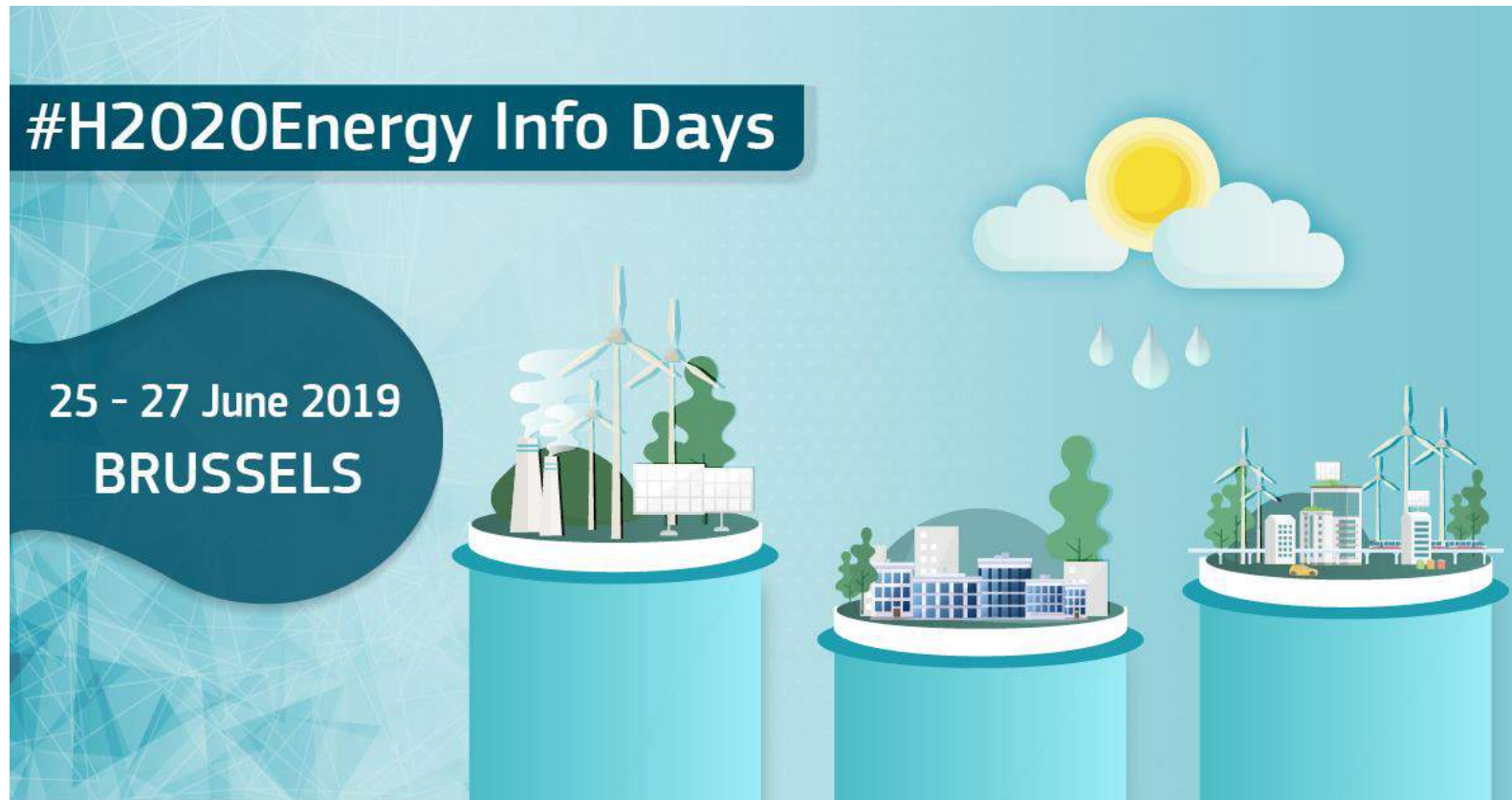


- Dedicated to Energy Agencies (municipalities with mandate for sustainable energy investments can be accepted)
- High-quality trainings in sustainable energy financing (in Brussels) offered, expenses for selected participants covered
- **26-28 June 2019**: The Development and Use of Financial Instruments
- **14-16 October 2019**: The Involvement of Banks and Mobilising Private Investment

[https:// managenergy.eu/MasterClasses](https://managenergy.eu/MasterClasses)



H2020 Energy Info Days – Call 2020



[https:// ec.europa.eu/easme/en/horizon-2020-energy-info-days-25-27-june-2019-brussels](https://ec.europa.eu/easme/en/horizon-2020-energy-info-days-25-27-june-2019-brussels)

European Sustainable Energy Week 2019

17-21 JUNE 2019

EU SUSTAINABLE ENERGY WEEK

SHAPING EUROPE'S ENERGY FUTURE



<https://www.eusew.eu/>

ManagEnergy Network Event

20 June 2019

Session on ELENA and PDA

More information

- **Energy vision**
 - [Clean Energy for all Europeans](#)
 - [A Clean Planet for all](#)
- **H2020 participant portal**
 - LC-SC3-EE-2-2018-2019 topic description: <http://bit.ly/sc3-ee-2>
+ Dedicated Webinar: <https://youtu.be/83wFiDSirul>
 - LC-SC3-EE-9-2018-2019 topic description: <http://bit.ly/sc3-ee-9>
 - LC-SC3-EE-11-2018-2019-2020 topic description: <http://bit.ly/sc3-ee-11>
 - LC-SC3-EE-16-2018-2019-2020 topic description: [http:// bit.ly/2WULUIJ](http://bit.ly/2WULUIJ)
- **H2020 Online Manual:** <http://bit.ly/H2020-manual>
- **[Sei Forums](#):** Proceedings from conferences, Webinars on Sustainable Energy Financing
- **[ManagEnergy](#):** Resources on Project Development and Financing

GRAZIE

Michele Sansoni
michele.sansoni@ec.europa.eu

Questions & Answers
EASME-Energy@ec.europa.eu