



SUNSHINE
SAVE YOUR BUILDING
BY SAVING ENERGY



**RENOVATING MULTI FAMILY BUILDINGS
THROUGH
ENERGY PERFORMANCE CONTRACTING
LABEEF
THE LAST LINK IN “THE *ESKO EKOSYSTEM*”**

Nicholas Stancioff

In Collaboration with Harijs Švarcs, Claudio Rochas

Bucharest, Feb 1 2018

This project is funded by
the Horizon 2020 Framework
Programme of the European Union



LATVIA

**>50 MLN M²
Homes**
In Multifamily buildings

90%

Don't meet
regulation

ENERGY STRATEGY 2030

2016

2030

152.04
kWh/m²

100
kWh/m²

Required financing
> EUR 12 billion

**Better
in the Short
and Long Term**

**Value of Their Home
LT Source of Savings
Owner Habits**

THE CHALLENGE IS **NOT** ENERGY EFFICIENCY



PROBLEM

50% of Latvian housing stock in danger over the next 20 years

CAUSE

Persistent lack of maintenance and investment

ANSWER

Use proceeds from energy savings to finance large scale
DEEP renovation

BENEFITS

Safety Health Comfort Value Guaranteed
Building life. Economy. Social. Energy independence.

SAFETY. HEALTH. COMFORT. AFFORDABILITY



EPC

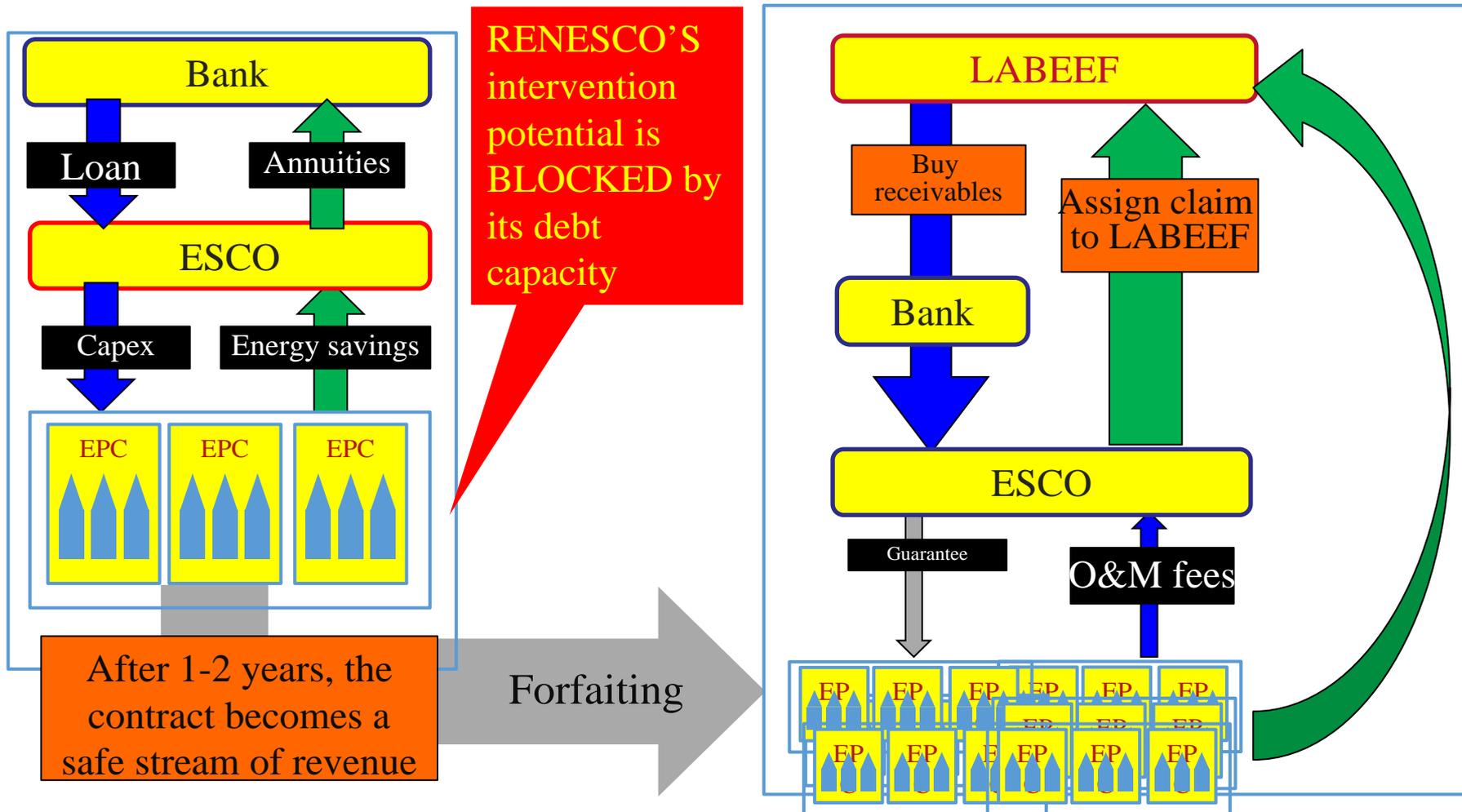


EBRD/KPMG

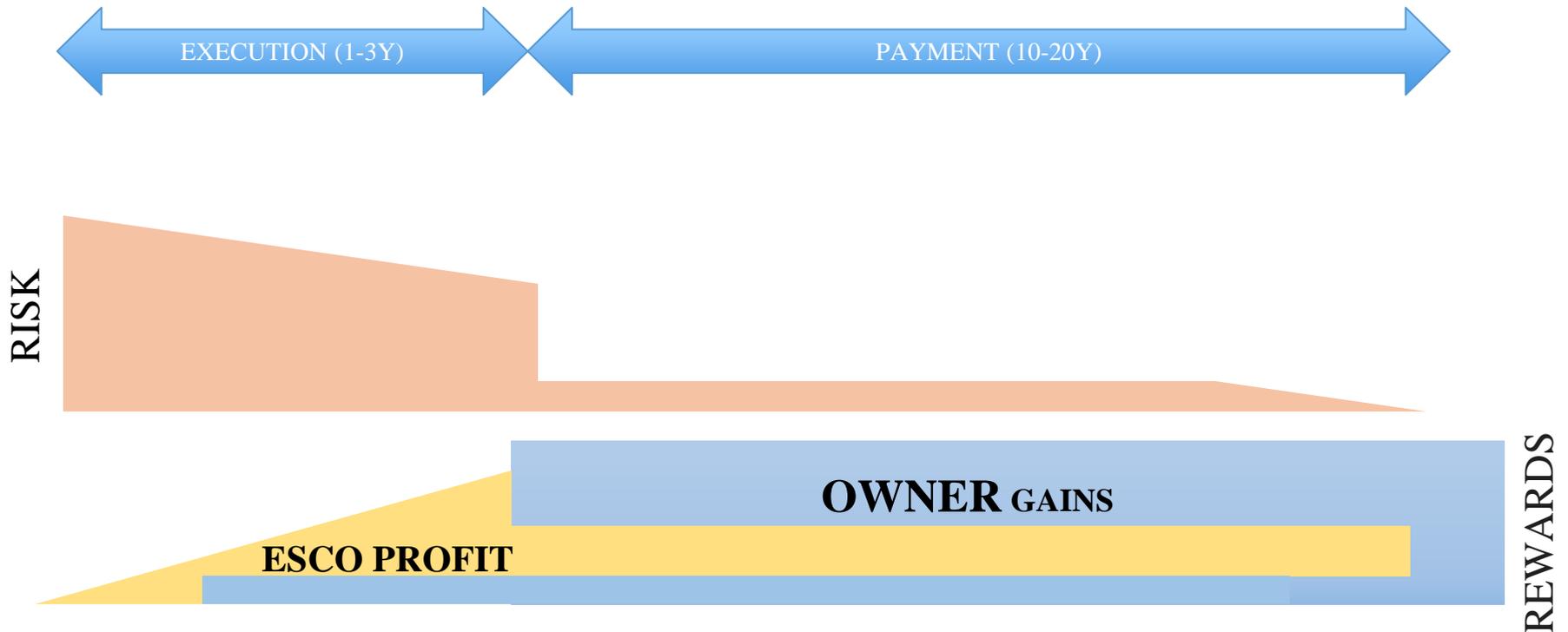
DUE DILIGENCE RESULTS

- No defaults in 15 buildings/359 apartments since implementation in 2009
- Buildings will last >30 years
- Deep renovation including new ventilation systems
- No increased affordability risk
- Energy savings exceed 50%

FORFAITING – TRANSFERRING THE PAYMENT RISK AND ESCO'S DEBT TO BANKS-LABEEF



IDENTIFY AND ASSIGN RISK/REWARD SEPARATE EXECUTION FROM PAYMENT



MULTI STAKEHOLDER ONLINE PLATFORM OPEN SOURCE IT PLATFORM AND TRANSPARENCY

PLANNING

EXECUTION

MAINTENANCE

- Process flow
- Standardized documents
- Monitoring
- Best practice
- Finance
- Calculators
- Benchmark
- News & Research
- Data warehouse
- Support

Transparency

- ✓ DECREASED TRANSACTION COSTS
 - ✓ REPETITION
- ✓ INDUSTRIALISATION
- ✓ BUNDLING
- ✓ GROUPED PURCHASING
- ✓ COST REDUCTION

EASTERN EUROPE HAS

>1 BN M²

Homes

In Multifamily buildings

90%

Don't meet
regulation

ENERGY STRATEGY 2030

2016

2030

152.04
kWh/m²

100
kWh/m²

Minimum Required Financing
> €238billion

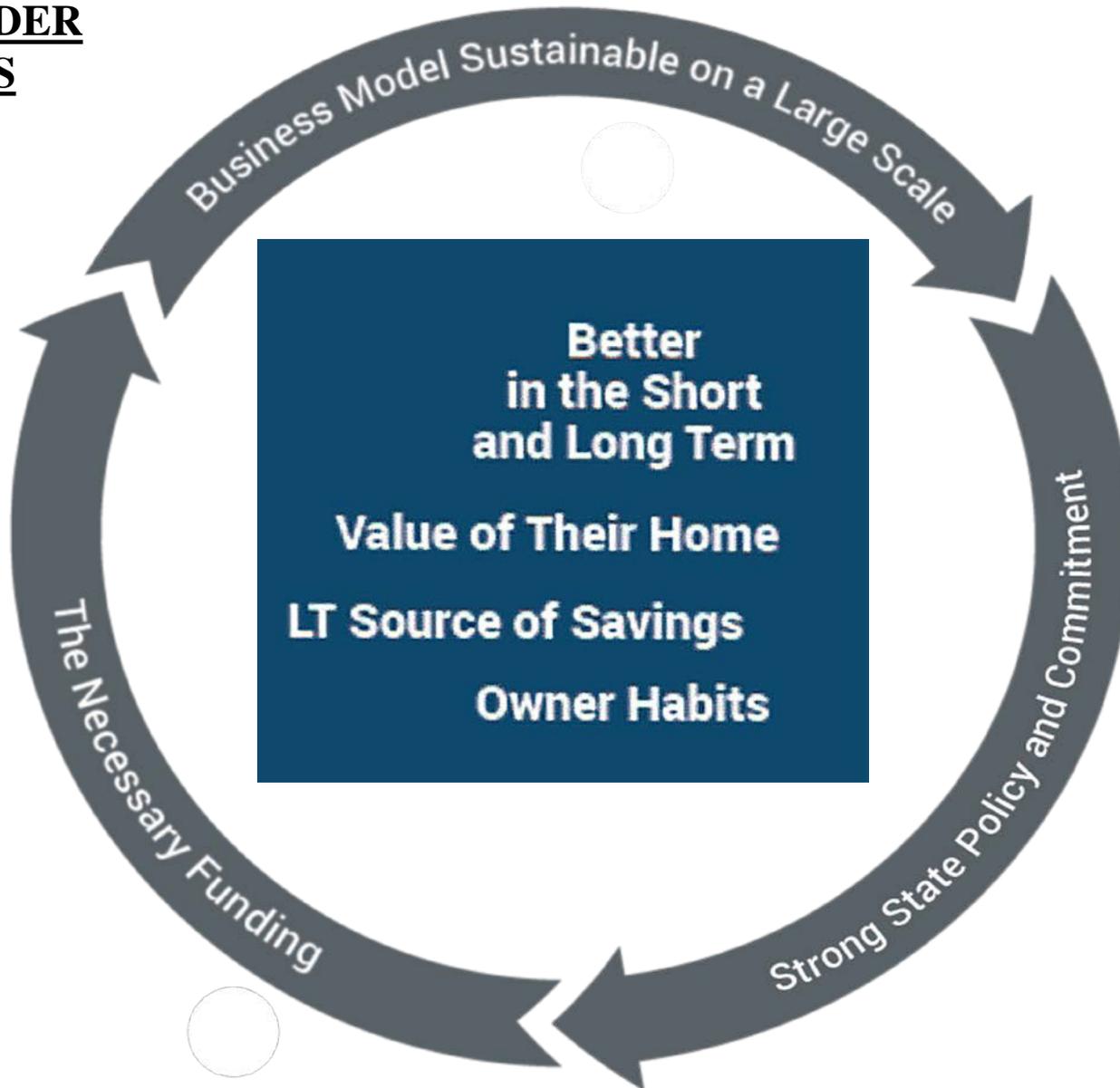
**Better
in the Short
and Long Term**

Value of Their Home

LT Source of Savings

Owner Habits

**ALIGN INTERESTS OF
STAKEHOLDER
ON OWNERS**

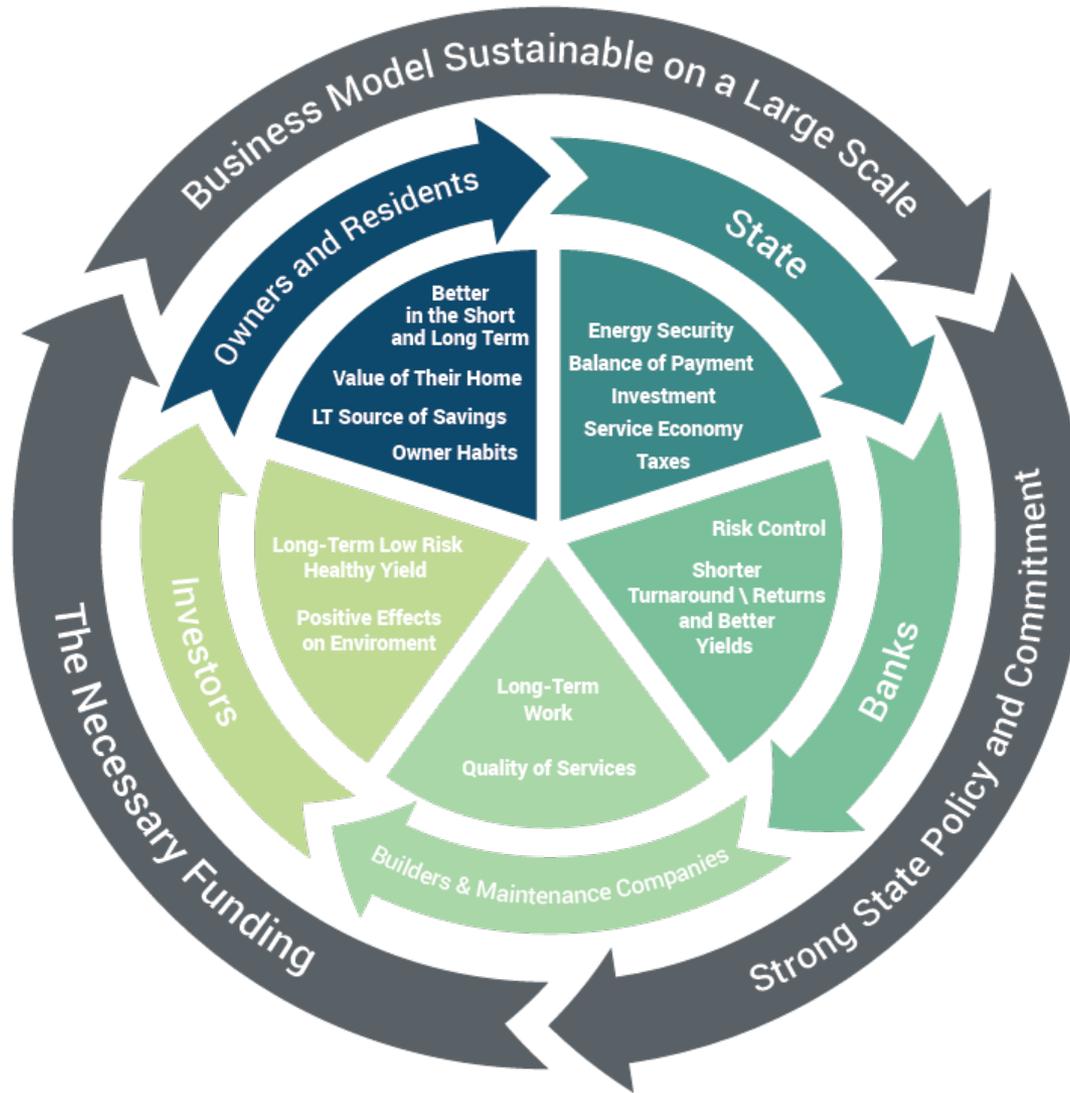


ESKO EKOSYSTEM CASCADE OF BENEFITS

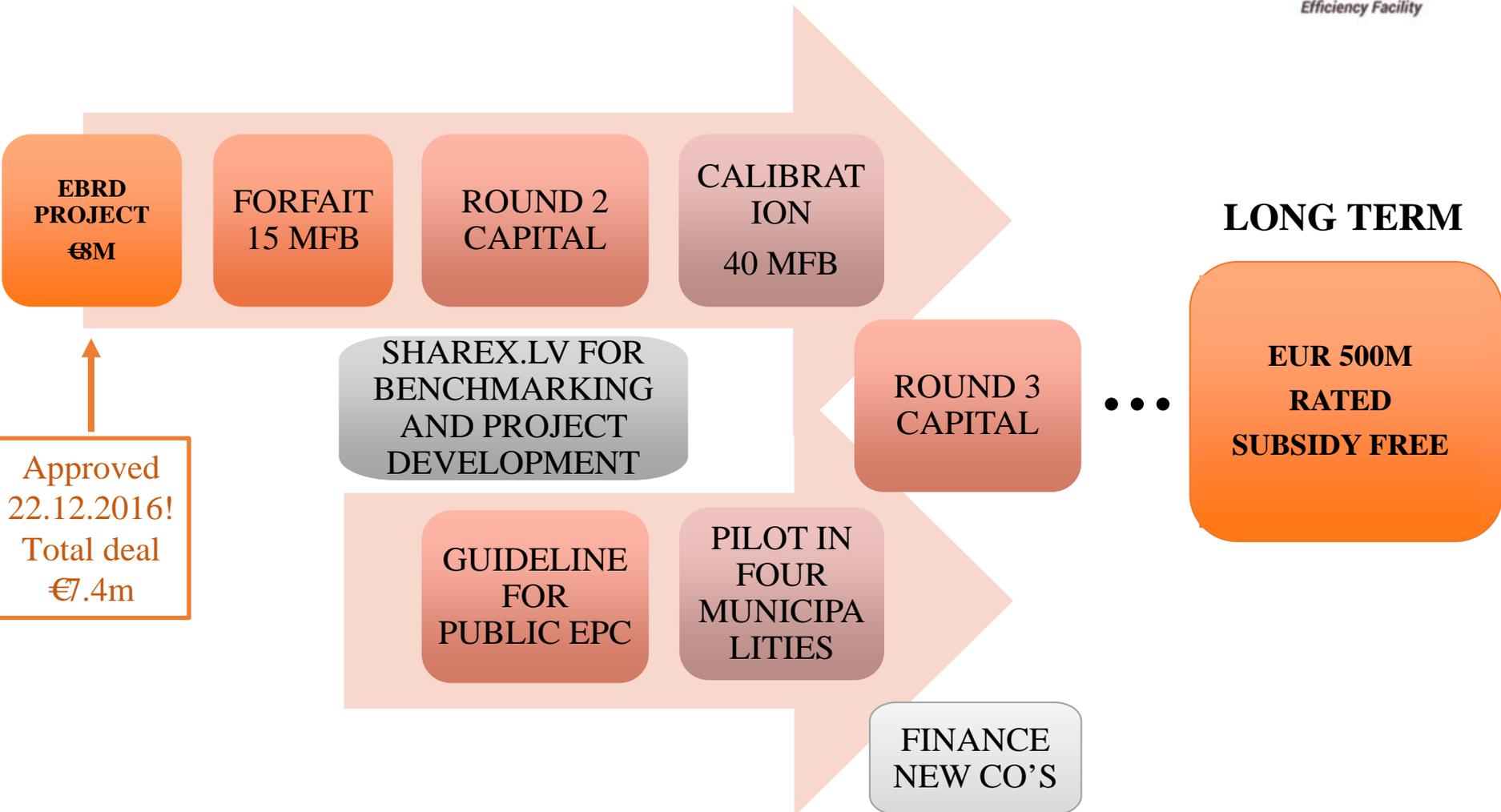


ESKO EKOSYSTEM

INVESTORS
HAVE
THE SAME
INTEREST
AS
OWNERS



GOALS FOR THE NEXT YEARS...

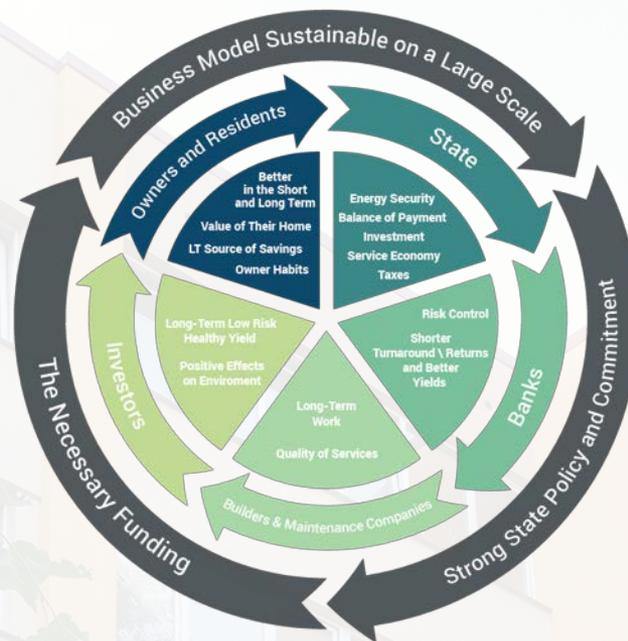




SUNSHINE
 SAVE YOUR BUILDING
 BY SAVING ENERGY

GIVE OWNERS WHAT THEY WANT:

HOMES



GUARANTEED

PREPARED WITH HELP OF
 HARIJS ŠVARCS
 TEL. +371-26443255
HARIJS@FCUBED.EU

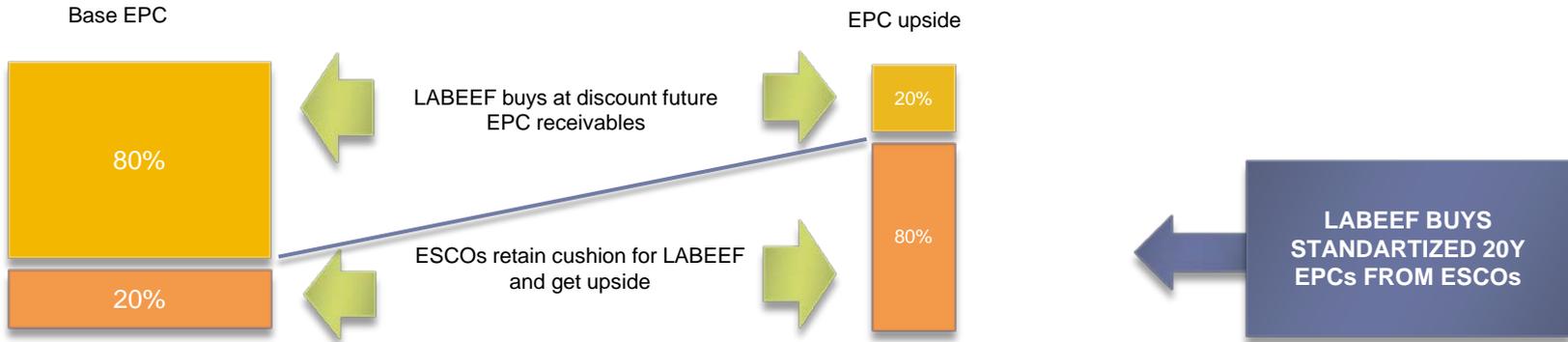
PRESENTED BY N. STANCIOFF
NICHOLAS@FCUBED.EU

This project is funded by
 the Horizon 2020 Framework
 Programme of the European Union



INTEREST ALIGNMENT AND TRANSPARENCY

LABEEFS 80/80 MODEL



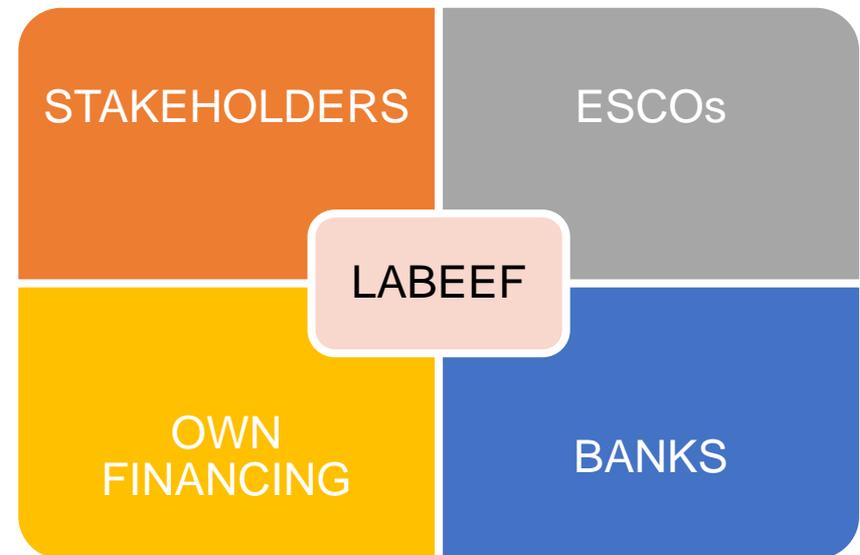
* LABEEF buys 100% of receivables and passes back 20% of base income and 80% of upside

Open source IT PLATFORM AND TRANSPARENCY



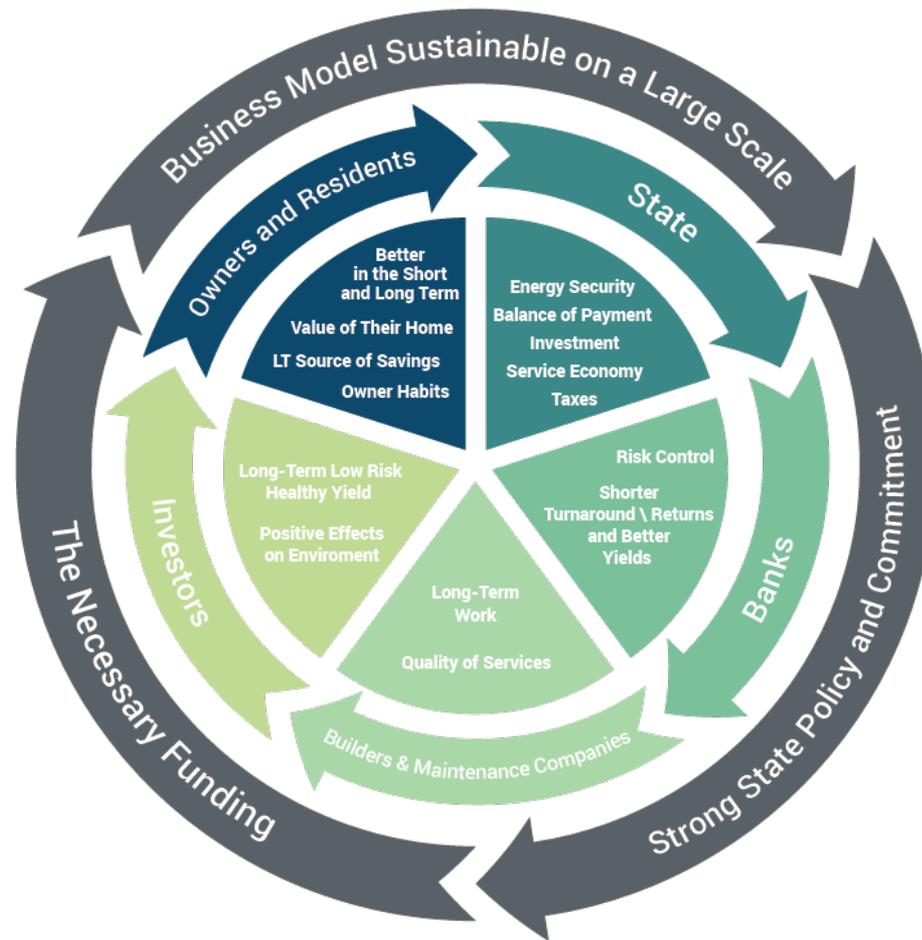
CHALLENGES OF PUTTING LABEEF TO WORK OR UNPACKING THE ESKO EKOSYSTEM

- UNDERSTANDING PROBLEM
- ESCO ROLE
- EXPECTED RESULTS
- EPCs
- LEGISLATION
- FINANCING

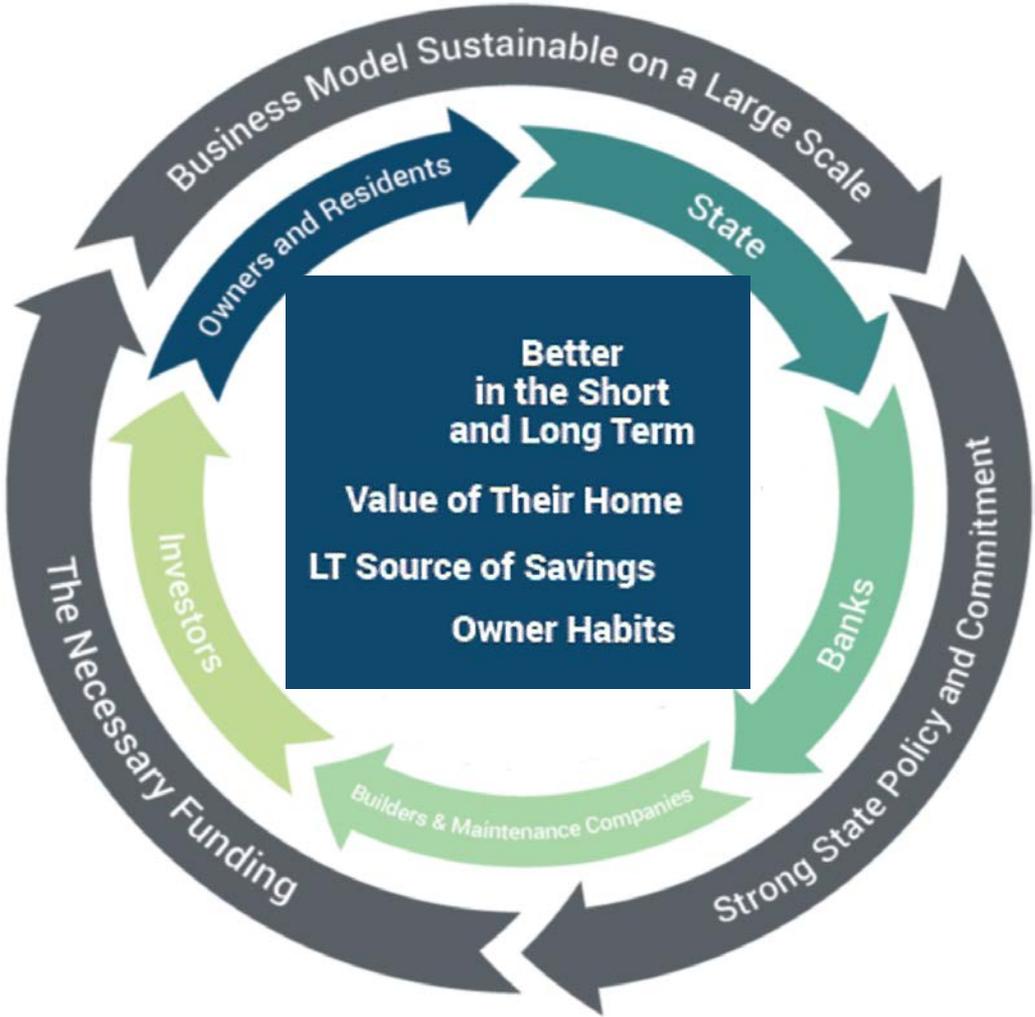


LABEEF

LAST LINK IN THE ESKO EKOSYSTEM?



ALIGNING THE INTERESTS OF ALL STAKEHOLDERS ON THE OWNER'S





Before and after photographs of Latvian EPC projects

**EBRD/KPMG
DUE DILIGENCE RESULTS**

- No defaults in 15 buildings/359 apartments since implementation in 2009.
- Buildings will last >30 years.
- No increased affordability risk.
- Savings exceed 50%

DUE DILIGENCE RESULTS

- 3 buildings, same series in Valmiera
- One did nothing, one renovated on its own, one used ESCO
- ESCO costs were 32% less, measures were less while energy efficiency was 28% higher
- House maintenance costs lower under ESCO

ABOUT LABEEF – THE EPC FACILITATOR

- 
- ESKO EKOSYSTEM =large scale deep renovations financed by Guaranteed Energy Savings- based on Renesco

- 
- 2016 LABEEF created and signs agreement with EBRD. EUR 7.5M project

- 
- First EBRD disbursement 2018

- 
- *With Horizon 2020* support aim to generate around EUR 50M in projects



European Bank
for Reconstruction and Development



SUNSHINE
SAVE YOUR BUILDING
BY SAVING ENERGY



ACCELERATE SUNSHINE
SAVE YOUR BUILDING
BY SAVING ENERGY