

Energy Efficiency Standards for sustainable financing

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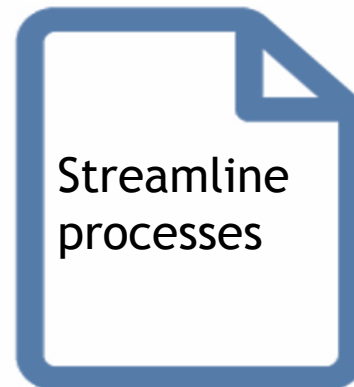
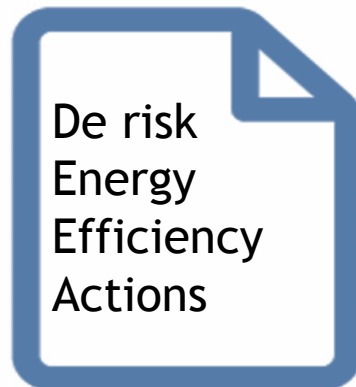
**Financing Energy Renovation of Buildings
in Italy, Croatia and Slovenia
Milano November 16 2017**

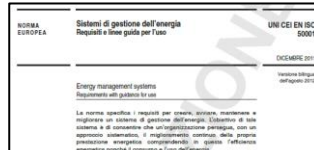
The dimensions of energy efficiency improvement in buildings

- Energy efficiency **standards**
- **Financiability**
- Process **alignment**
- Take Aways



Energy Efficiency Standards are designed to





1 European standard replaces 34 national standards

Gives market access to 600 mio consumers



200.000
Experts



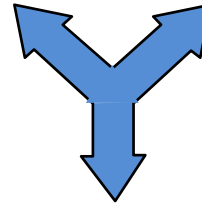
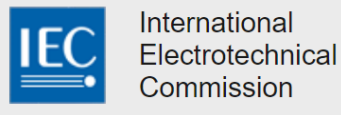
486
Technical Committees



1.809
Working Groups

The standardization framework for Energy

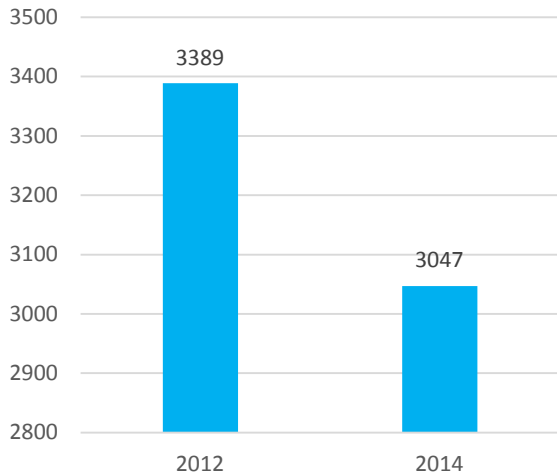
Efficiency



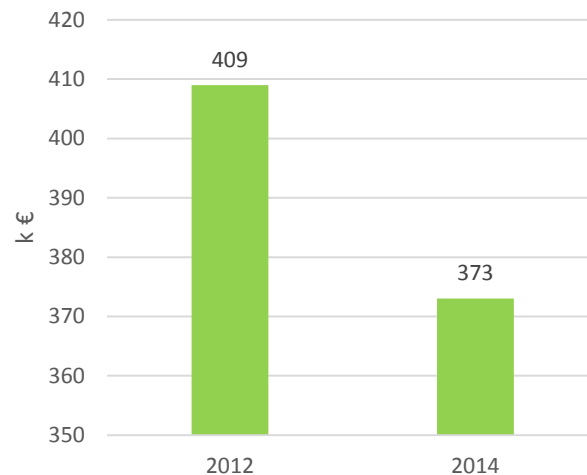
The diagram illustrates the Italian standardization framework. On the left is the logo for **UNI ENTE ITALIANO DI NORMAZIONE**. Below it is the logo for **CTI ENERGI AMBIENTE**, with the text "Ente Federato all'UNI" and logos for UNI, IEC, and CEN. In the center is a map of Italy with the northern regions colored green and the southern regions colored red. On the right is the logo for **COMITATO ELETTROTECNICO ITALIANO**.

Figures and facts about ESCOs (1)

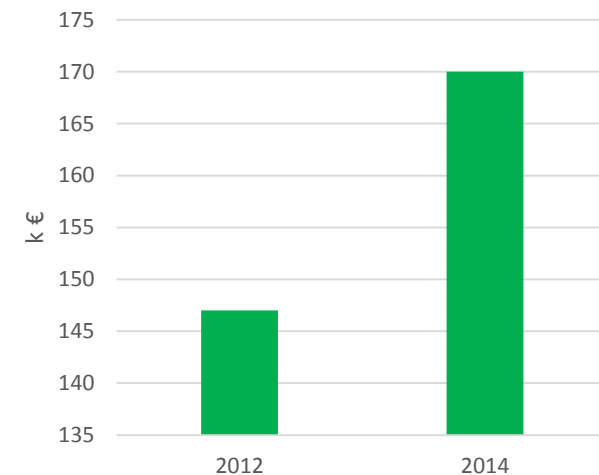
Turnover



EBITDA



EBT

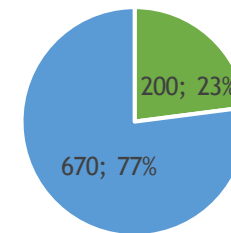


Highly Fragmented Market

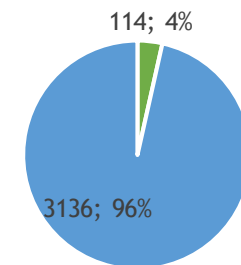
2016 EE Investments

	Average			Median		
	2012	2016	Delta %	2012	2016	Delta %
Turnover (M€)	15	11	-26%	2,17	1,9	-125
EBT (k€)	65	62,5	-4%	94	71	-24%

Tertiary



Residential

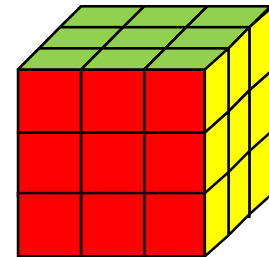
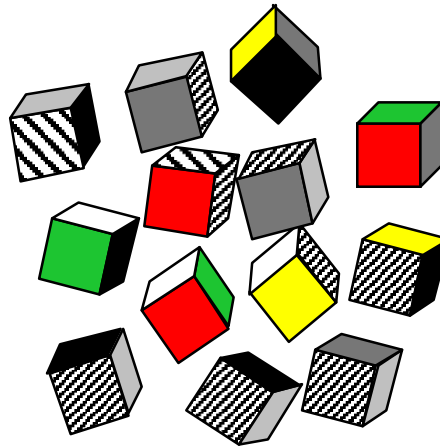
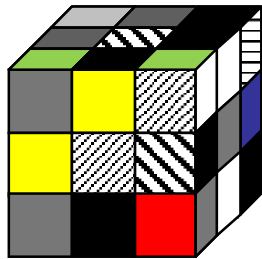
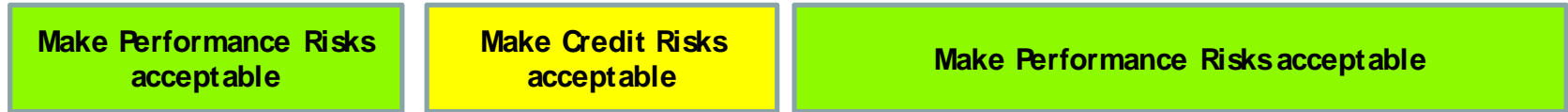


■ ESCo ■ Others

■ ESCo ■ Others

(1) Source MIP Energy Efficiency Report July 2017

De-Risking approach using standards



Remove uncertainty for market development success

Are ESCOs and EGE standards effective?

Policy Makers

- DM n° 115/2008
- AEEGSI EEN/2011
- DM December 28, 2012
- DM n° 102/2014
- DM January 11, 2017

Industry (Supply side)

337 certified ESCOs
UNI CEI 11352 ⁽¹⁾



2093 certified EGE
UNI CEI 11339 ⁽²⁾
(Energy Management Experts)



Enduser (Demand side)

- Consip (PA)
- Regions (PA)
- Cities (PA)
- Office building
- Industry
- Energy Performance Contracting

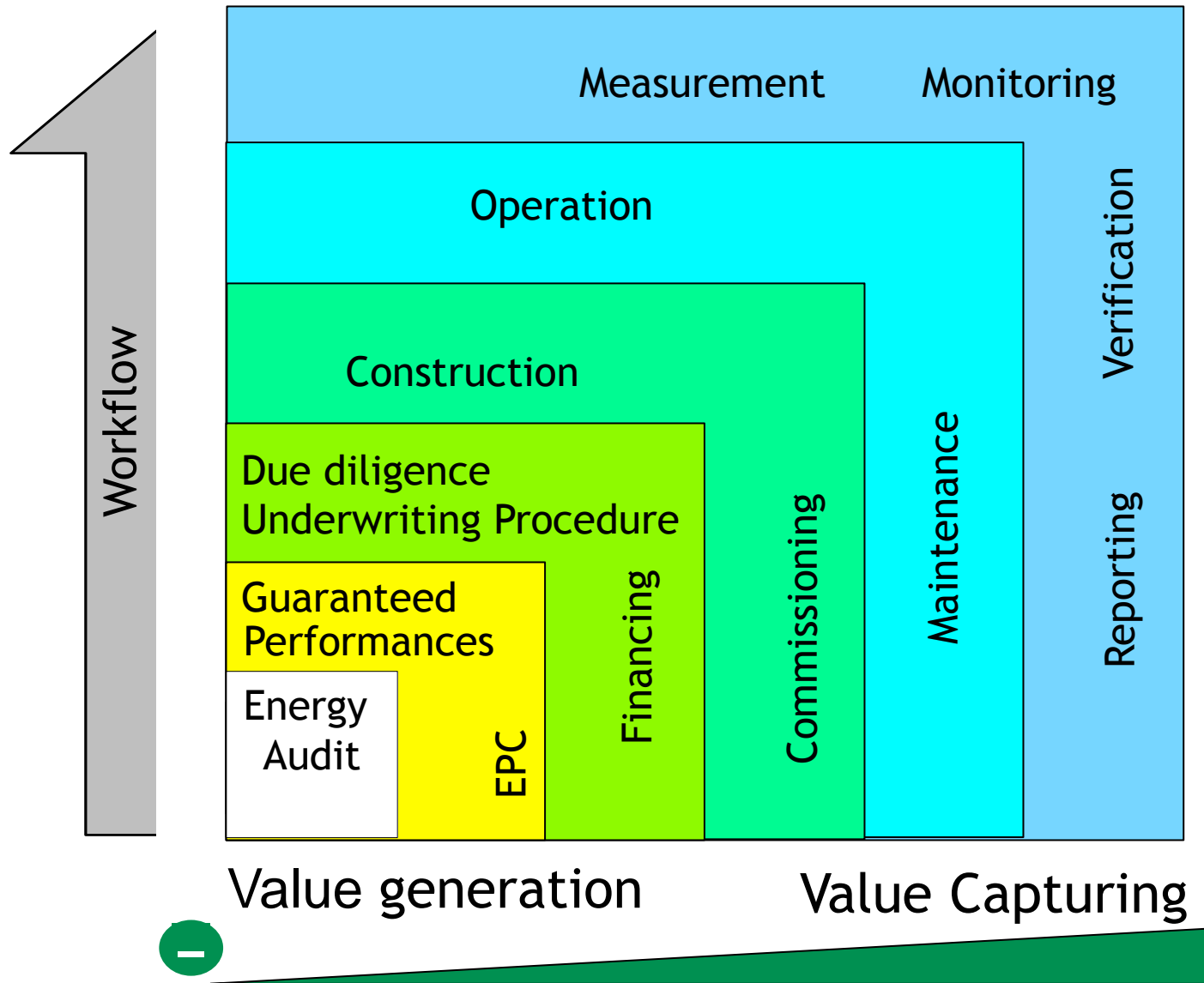
Financial Institutions?

Insurance Institutions?

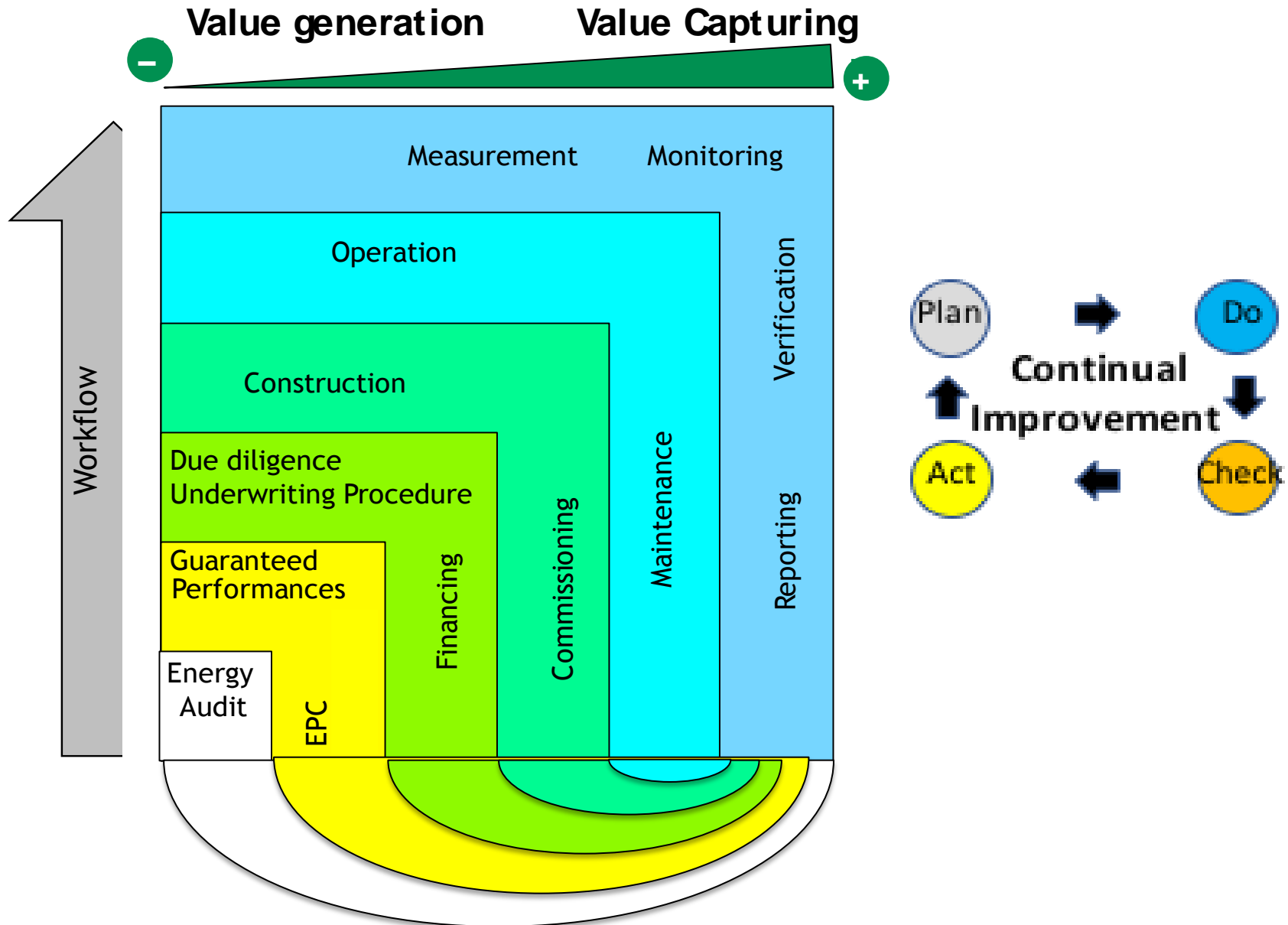
⁽¹⁾ Source www.fire.org (Nov.17)

⁽²⁾ Source www.accredia.it (Nov.17)

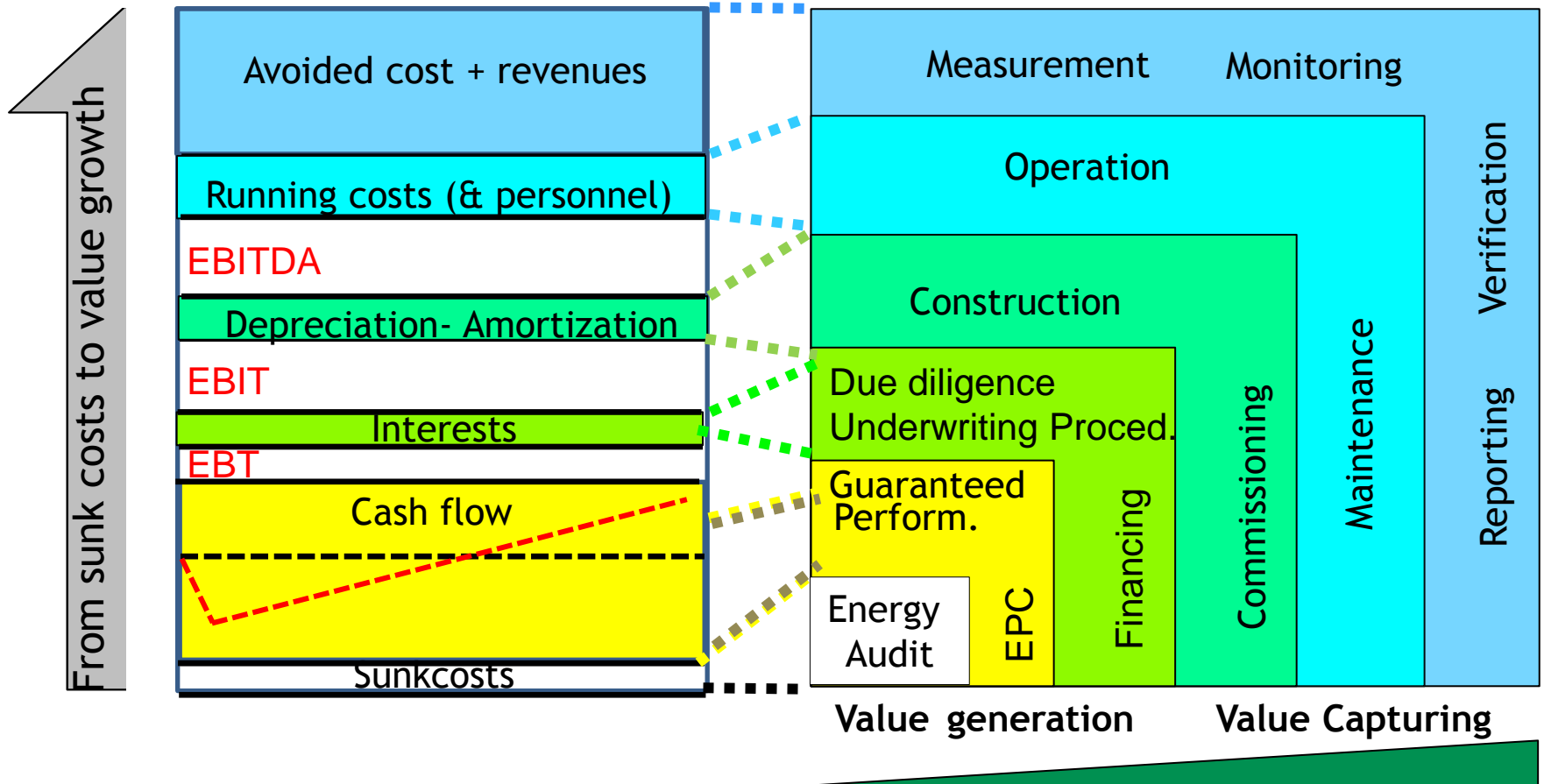
Holistic approach to sustainable EE Projects

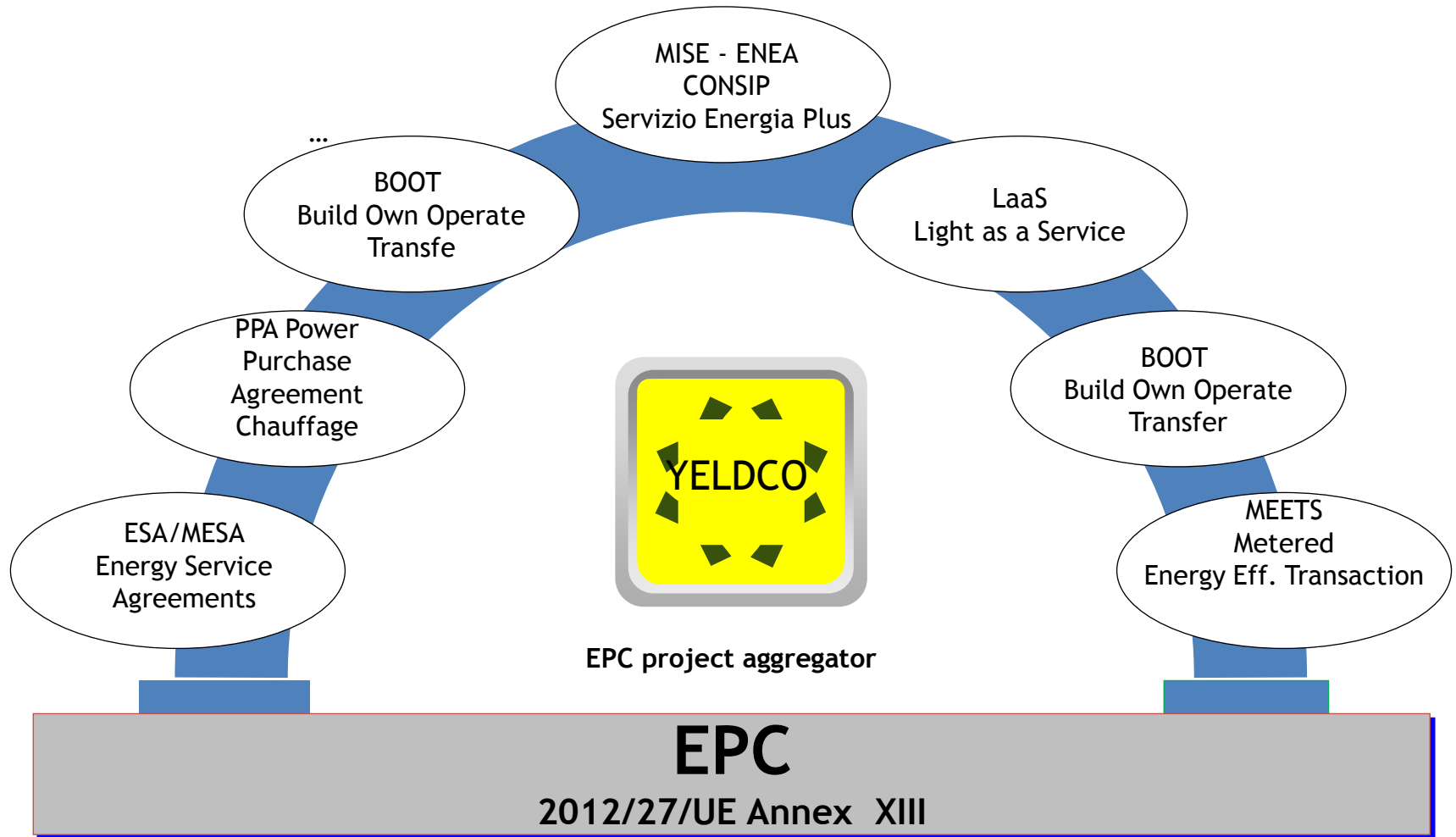


Holistic approach to sustainable EE Projects

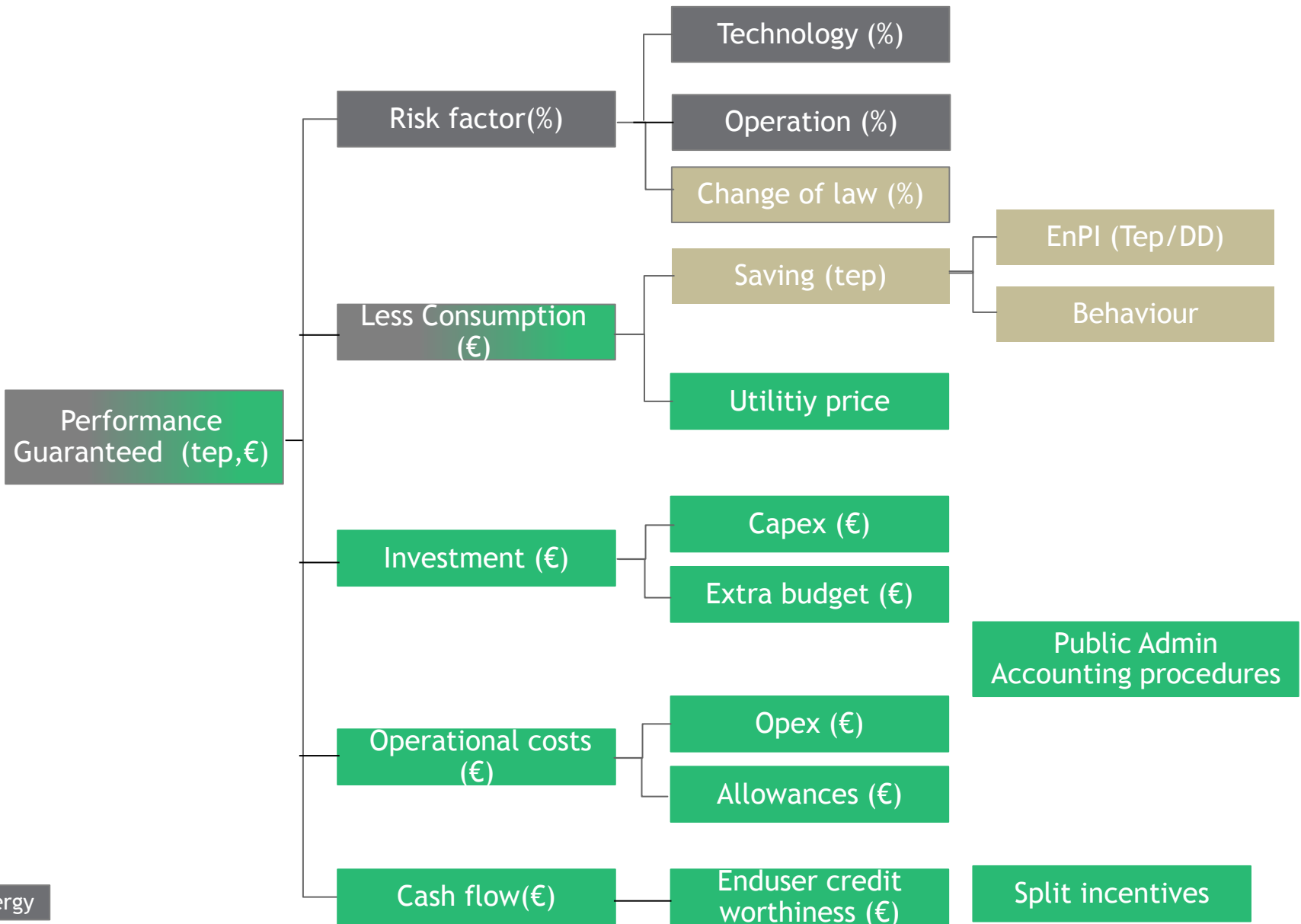


From EE projects to sustainable financing





Risk management in EPC

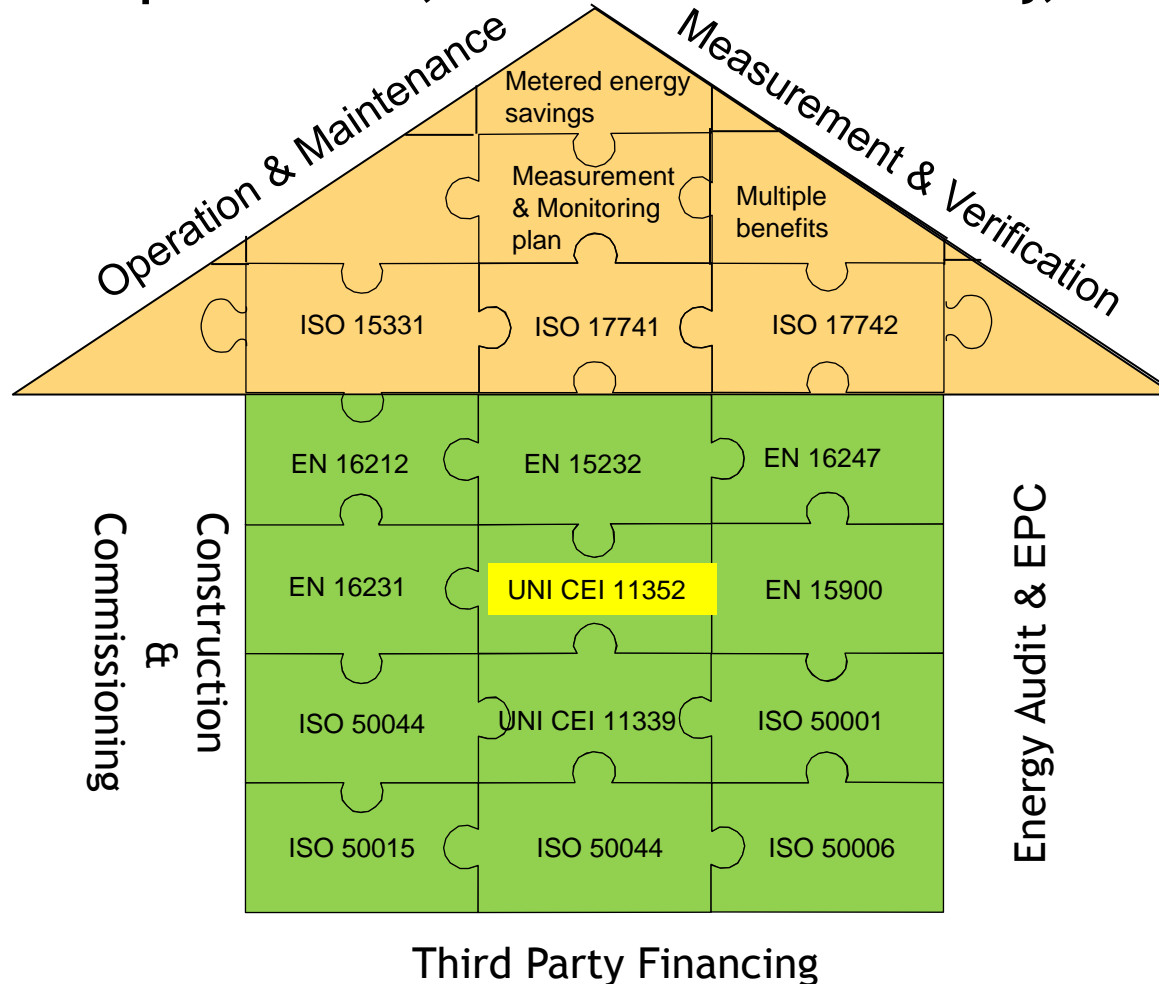


Energy

€

Alignment, Engagement, Commitment

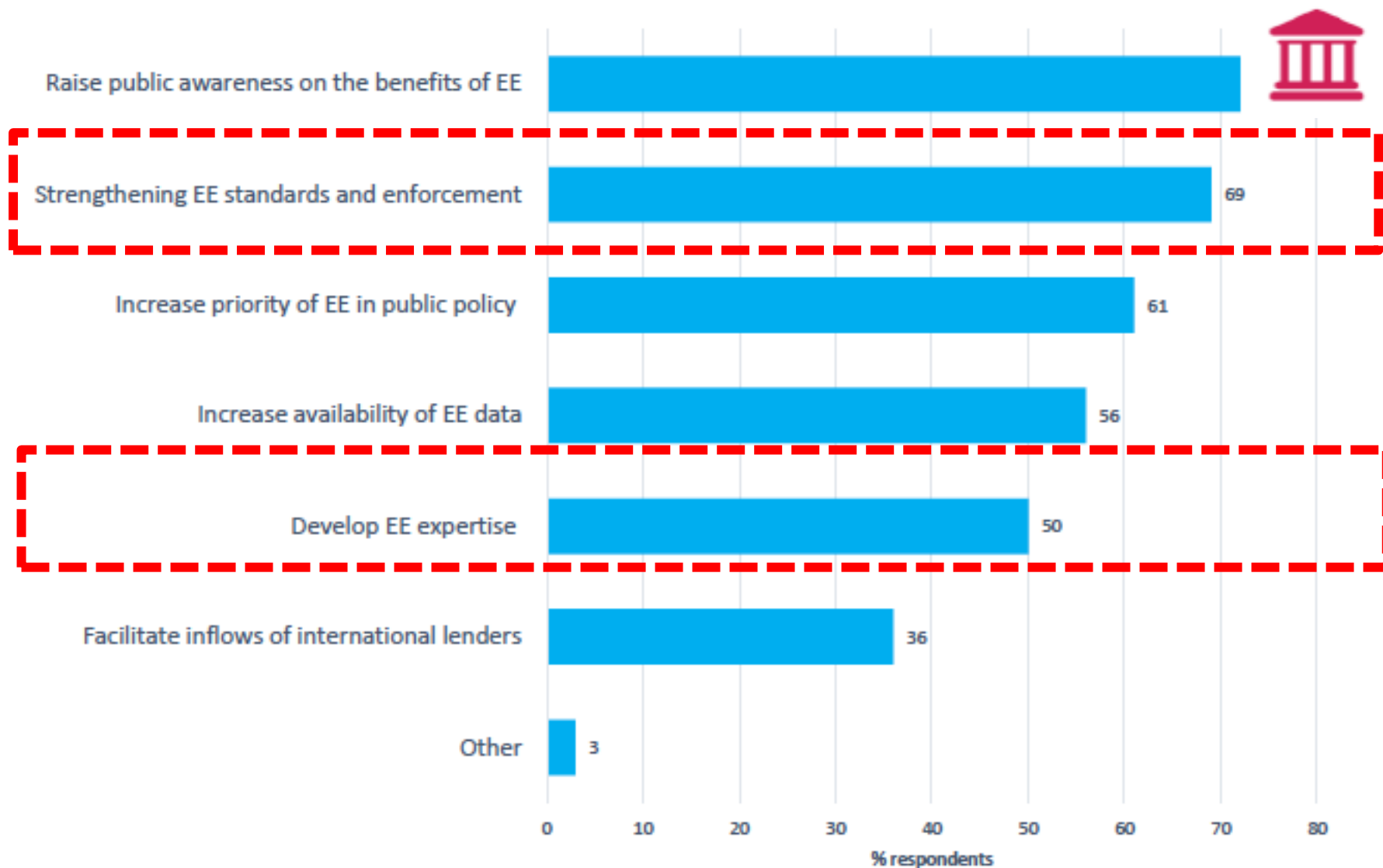
Align policies, Energy service models, de risking tools, accounting procedures, to unlock financeability,



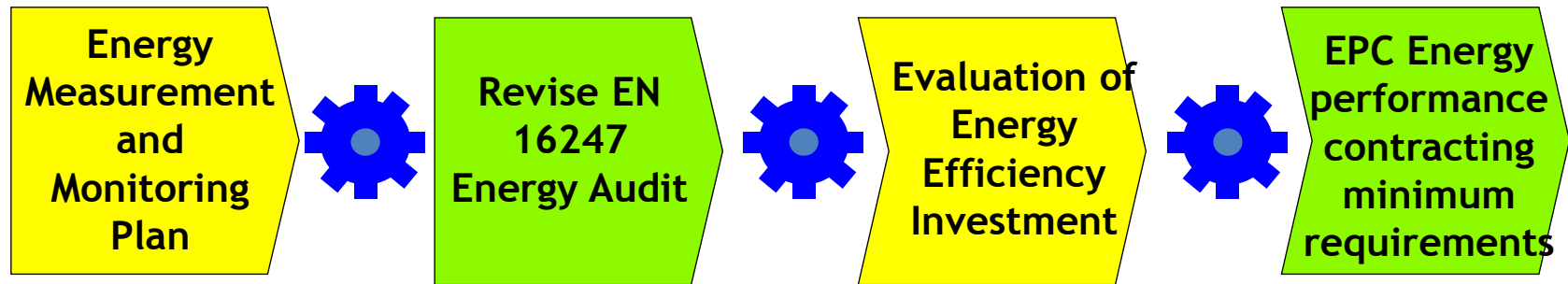
Streamlined process for energy efficiency project and underwriting procedures

What banks need to scale up EE financing ⁽¹⁾

Main policies and tools to catalyse energy efficiency financing



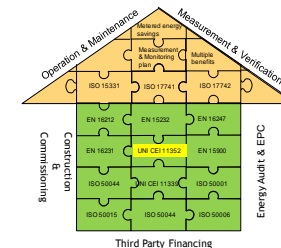
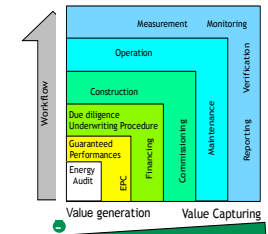
⁽¹⁾ Source: COP 23 G20 Energy Efficiency Finance Task Group 9.11.2017 Bonn



Emerging needs

- Integration of energy efficiency solutions with clean energy sources
- Energy Efficiency processes digitalization
- Green finance
- Energy Storage
- Energy management through ESCO programs (capacity building)

- Standards are business tools for Doers and Innovators
- Standards and ESCO - EGE certification support market growth
- Market actors engagement to ensure adherence to a formalized and shared process to ensure financeability



Thank you

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