

**NATIONAL ROUNDTABLE ON
ENERGY EFFICIENCY FINANCE**

29.9.2020

Mikko Somersalmi, RAKLI – The Finnish
Association for Professional Property
Owners and Construction Clients



RAKLI

Digitalisation & technology

Globalisation

Change in values and needs

Servitisation

Climate crisis & responsibility

Urbanisation

Change in regulatory environment

Vision

Built environment as a service platform for everyday life

Customer first

Developing customer experience is built into industry's operations

Leading the way in responsibility

Responsibility is substantial competitive factor in the industry

Fostering productivity

Industry's operation models have become more efficient and Finland is an attractive investment destination

Data transfer

Open and undistributed digital platforms are creating added value and competitiveness

Influencing factor

RAKLI is a powerful lobbyist and a leading association in the industry

Mission

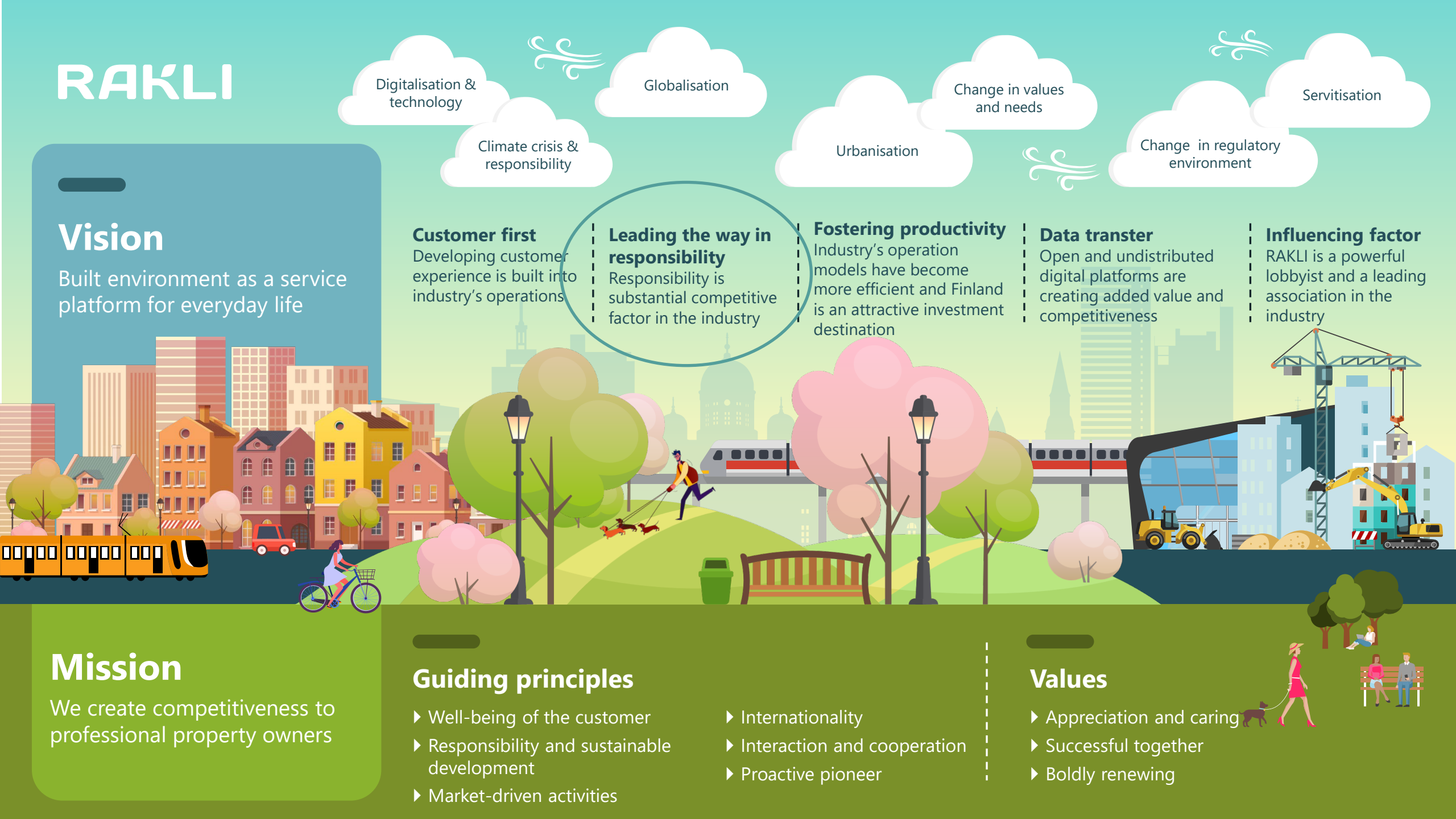
We create competitiveness to professional property owners

Guiding principles

- ▶ Well-being of the customer
- ▶ Responsibility and sustainable development
- ▶ Market-driven activities
- ▶ Internationality
- ▶ Interaction and cooperation
- ▶ Proactive pioneer

Values

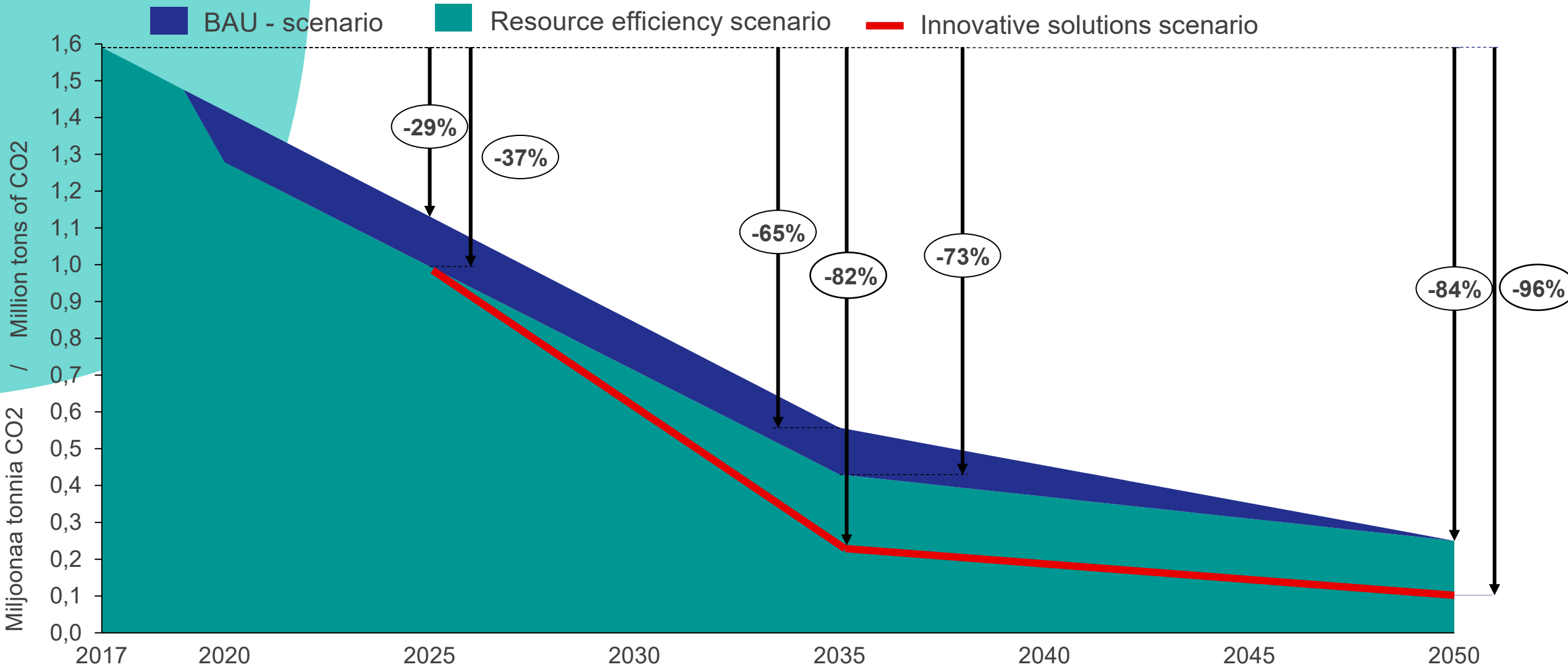
- ▶ Appreciation and caring
- ▶ Successful together
- ▶ Boldly renewing



RAKLI's low carbon roadmap

RAKLI

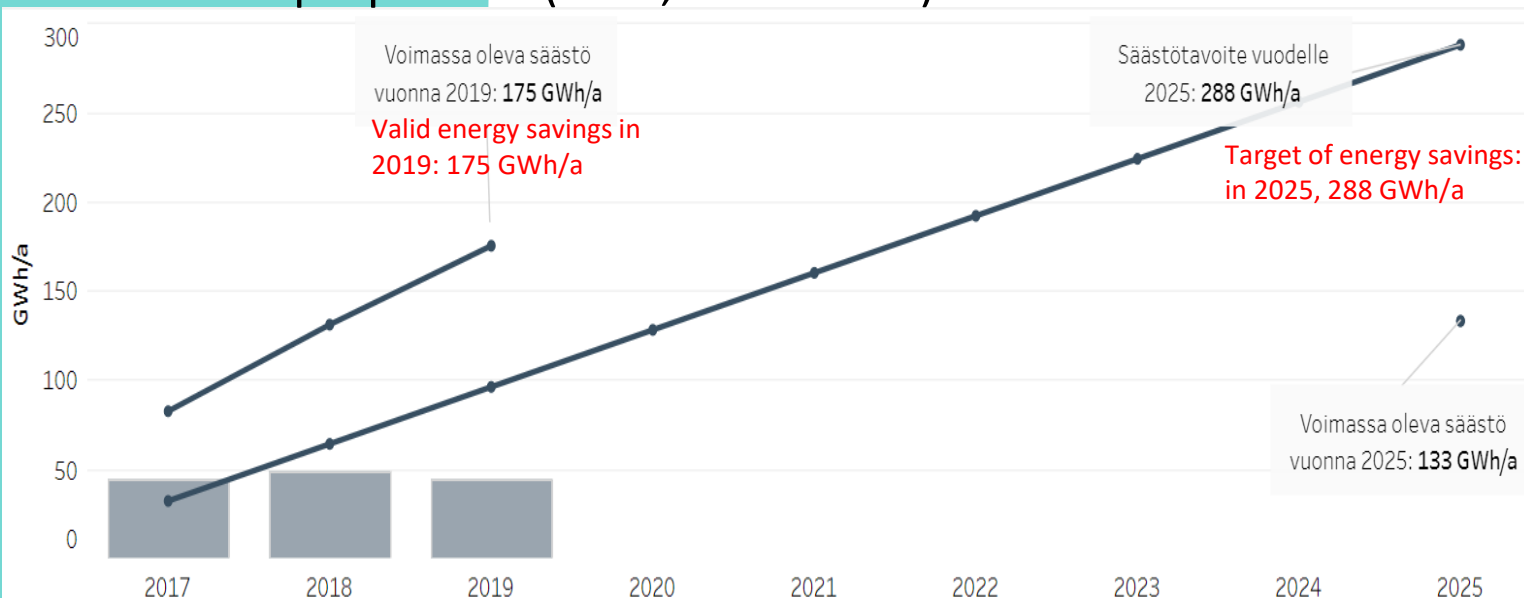
RAKLI's goal is carbon-neutral, productive and resilient built environment



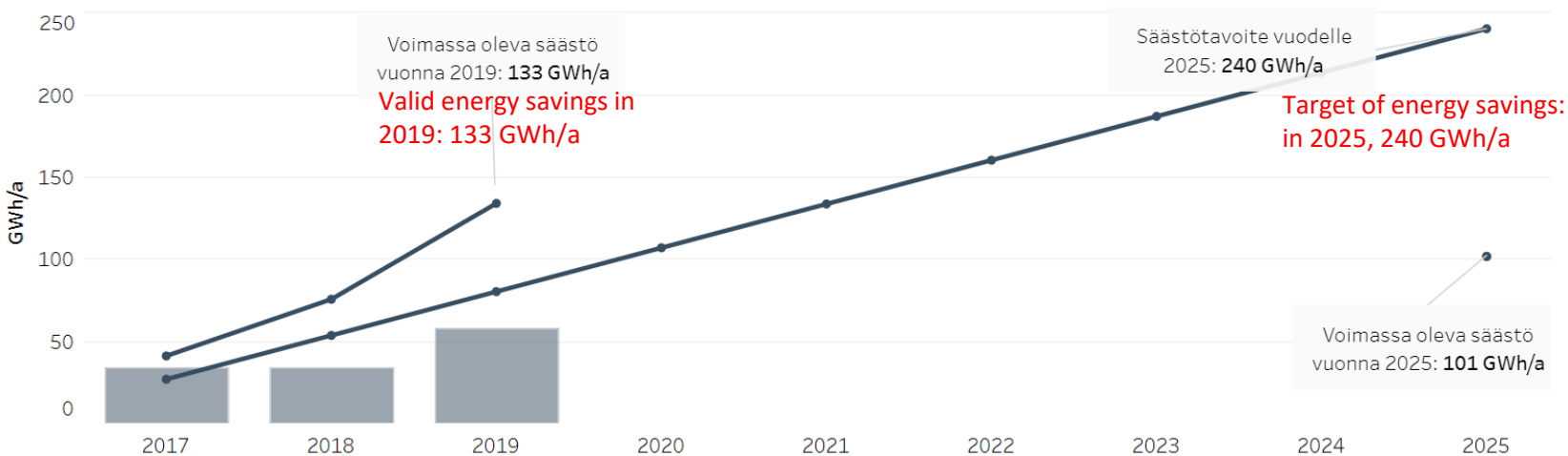
Energy efficiency agreements for property and building sector

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Commercial properties (TETS, 2017-2025)



Housing Properties (VAETS, 2017-2025)

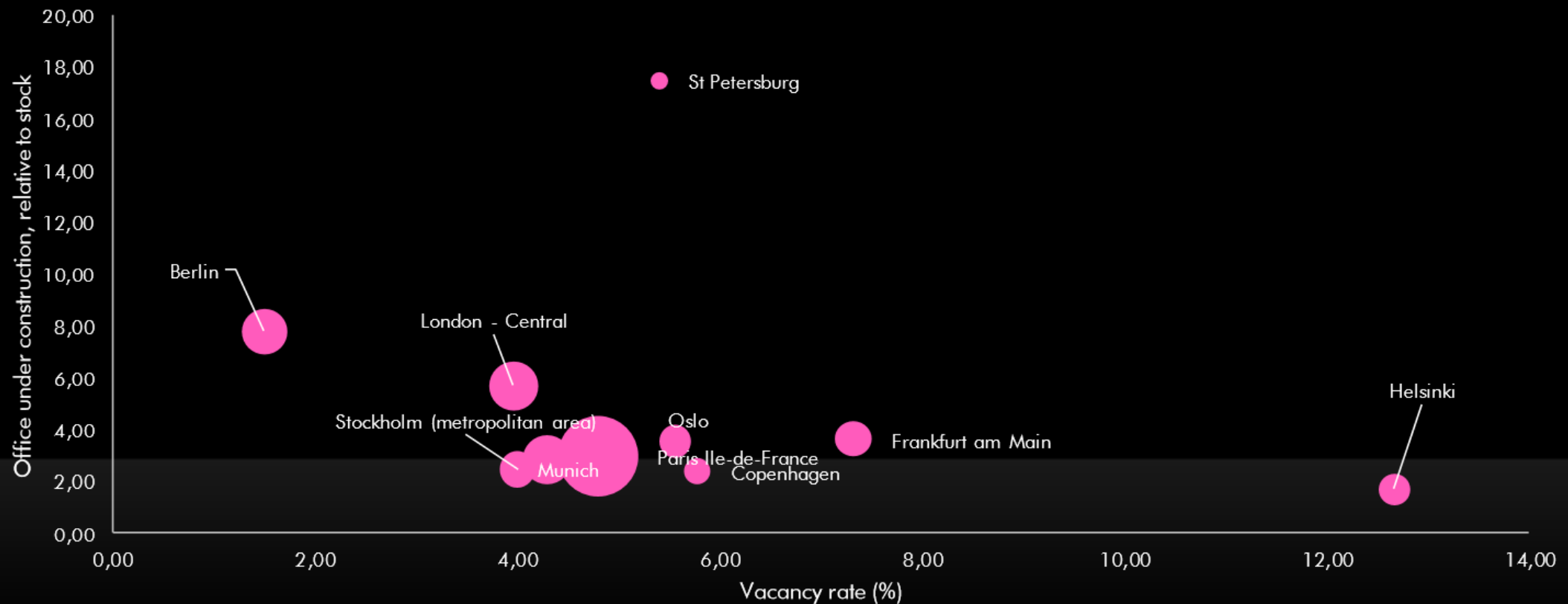


- Finnish model for reaching ambitious EED –targets
- The implementation of both agreements has started very well
- Clear trend in both agreements is that energy efficiency measures **demand more and more investments**
- Agreements and their linkage to energy efficiency subsidies offer ready-made instruments to stimulate green investments for economic recovery
 - Ready made instruments also to stimulate innovations

Vacancy rate is a big problem in improving energy efficiency

EUROPEAN OFFICE MARKETS IN PERSPECTIVE

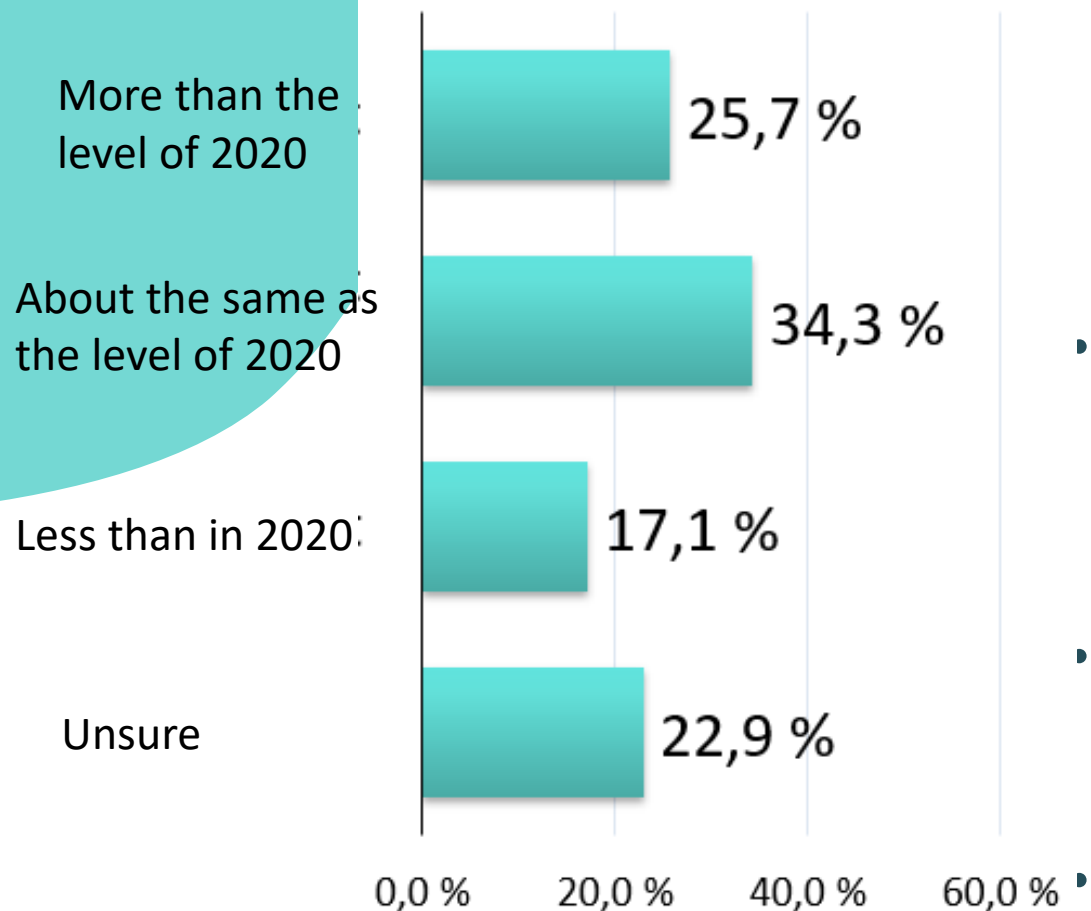
Office area under construction in relation to vacancy rate (%)
Size of bubble is the relative size of the city's total office stock



Source: CBRE

Financing Energy Efficiency, Essential Aspects **RAKLI**

RAKLI – Covid19 economic inquiry,
Readiness to invest: Period 2021-2024



- Renovations with energy efficiency provide an efficient and sustainable way to stimulate the economy in the COVID19 crisis
 - Real Estates remain an attractive investment form, especially residential real estates
- The most important thing in improving energy efficiency of buildings is to ensure future usage for them
 - Land Use and Building Act is being renewed
- Subsidies for energy efficiency connected to voluntary agreements stimulate investments in the long term (long term commitment)
- Market driven activities can produce rapid results

Financing Energy Efficiency, Essential aspects **RAKLI**

- Open data and platforms related to real estates and energy consumptions offers more and more possibilities to calculate and offer solutions – Cities lead the way
 - Is it possible to utilize innovations in organizations and public procurement is the question?
- Overcoming split incentives, rental contract models with possibilities to shared benefits
- Green Finance: Connecting financing and investors offers huge possibilities to boost energy efficiency
 - A lot of instruments with different criteria
 - Common rules and criteria would better transparency – EU Taxonomy the answer?
- Reducing risk of energy efficiency investments is the key to attract financing
 - Risk of profits due to mistakes in estimations, risks of execution, risks of technology, risk of changing regulations

Thank you!

RAKLI
Tilaa elämälle