



**"IT IS JUST
A NEW KIND
OF
GROWTH"**



@Pelle_Pedersen



300.000 members

EUR 34bn

Three pension funds

Member-owned

LA LA LAND



The Challenge

- Energy renovating the building mass is key to achieving the EU 2030 climate goals
- Energy renovating represents an unfulfilled investment and employment potential in the EU
- Uncertainty regarding savings, excessive individual adaptations and inadequate incentive structures slows deployment



”
A one-stop-shop providing the products and services needed for making energy solutions happen.

One entry point taking full responsibility for the entire process ”



- ✓ Screening
- ✓ Documentation
- ✓ Installation
- ✓ Financing
- ✓ Legal
- ✓ Lighting
- ✓ Solar
- ✓ Heating
- ✓ Ventilation
- ✓ Guaranteed savings



1. Initial screening and further measurements if a potential is found.



2. Calculation of energysavings and dialogue with client regarding the project.



3. Installation of the energy solution.



4. The savings pay back the investment amount with interest of the entire project, and the client is left with the entire savings once the investment is paid of.

Aalborg Zoo

- ✓ Change of ventilation system
- ✓ Instalment of an energy management tool

Guaranteed savings

Return period
6,5 years

Investment
1.825.000 DKK





Boarding school

- ✓ Instalment of a PV system
- ✓ Instalment of LED lighting
- ✓ Instalment of heat pumps

Guaranteed savings

Return period
12 years

Investment
4.000.000 DKK

Is all then kumbaya?

- Actual risk vs. perceived risk
- De-risking instruments
- Private-Public-Partnerships
- Are investors really incentivized?

What Now?

