

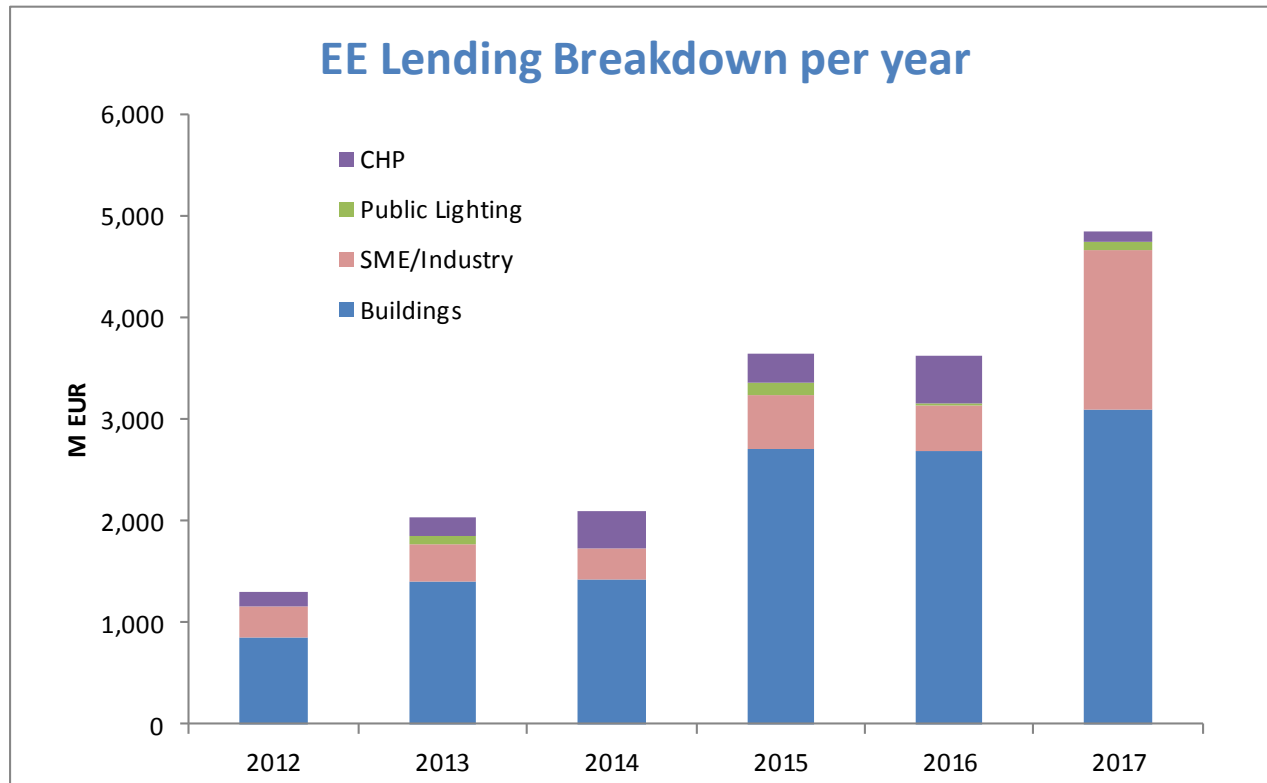
# EIB Support to One Stop Shops

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## EIB EE lending EE 2012-2017



- EUR 4.8bn to EE in 2017 (65% buildings, 30% industry)
- Buildings is the largest EE sub-sector, in line with EU priorities

# How EIB can assist: Lending, Blending, Advising

## Loans/Funds

- Investment Loans (direct)
- Intermediated Loans, Promote Aggregation. Small and medium-scale projects (particularly to SMEs) via national and regional intermediary banks. Lending decision remains with the financial intermediary
- Investment Funds
- European Fund for Strategic Investment (EFSI)
- Dedicated schemes such as Private Finance for Energy Efficiency (PF4EE), Smart Finance for Smart Buildings (SFSB)
- Blending with ESIF

Technical Assistance / Advisory Services typically upstream, with or without links to operations.

- ✓ ELENA (European Local Energy Assistance)
- ✓ JASPERS (Joint Assistance to Support Projects in European Regions)
- ✓ FIA (Financial Instruments Advisory)
- ✓ EIAH (European Investment Advisory Hub)

# Examples of EIB support to One Stop Shops

Bank is involved in the support of one stop shops for EE in residential buildings at two levels:

Examples of **EIB as lender** to co-finance the EE measures:

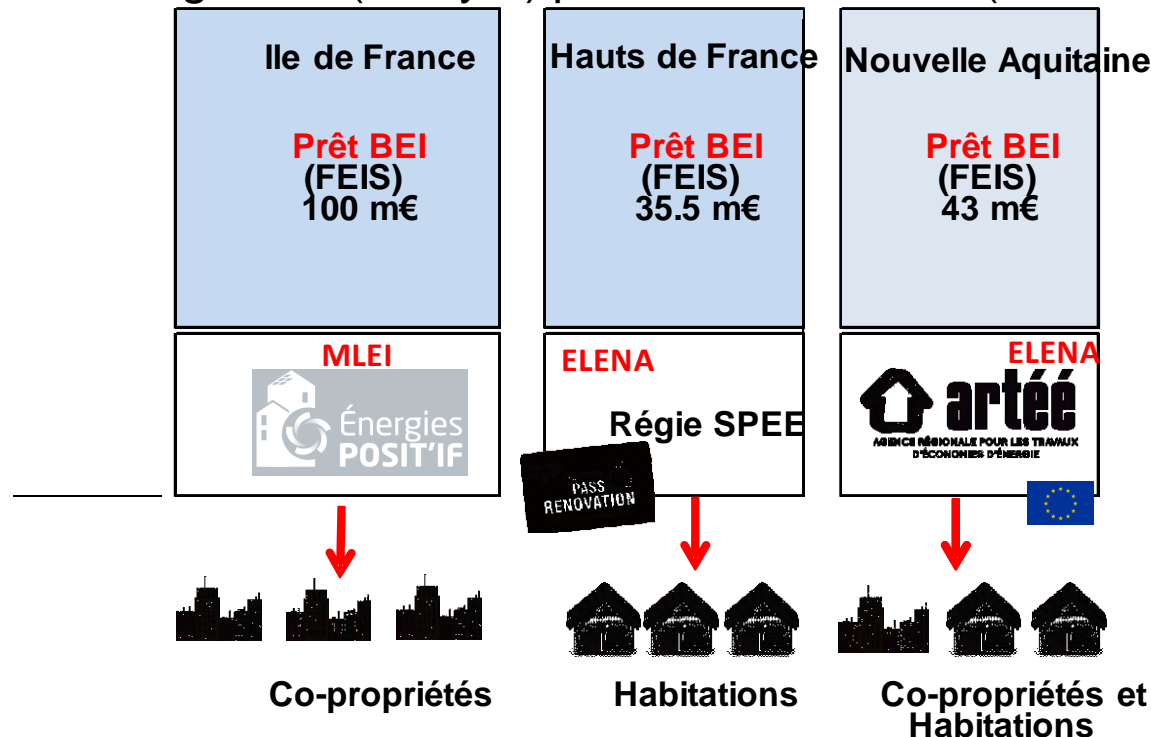
- SEM Iles de France Energies
- Picardie Pass Renovation
- SEM ARTEE
- SEM Bordeaux Métropole Energies
- Sustainable Loans for citizens in Limburg, Netherlands

Examples of **ELENA grant support** for several OSS:

- Picardie Pass Renovation
- Superhomes, Tipperary, Ireland
- ARTEE, Nouvelle Aquitaine, France
- Sustainable Loans for citizens in Limburg, Netherland
- Others in advanced stage of preparation or submitted to the EC for approval (E.g FR, NL and SP)

# EIB Financing plus technical assistance

- Specialised companies “*Société de Tiers Financement*” (STF) were established to provide technical and financial assistance to homeowners / homeowners associations i.e “One stop shop”
- For each sub-operation, the borrower from EIB is the STF
- Final Beneficiaries will be homeowners or homeowners associations
- Average loan ~ EUR 31,000
- Allow the offer of long tenor (~ 20 yrs) plus attractive rates (2-2.5%)



## EIB Loan

- EIB investing EUR 75m in the province Fund (“Duurzaam Thuis”)
- For private citizens who can borrow money for EE measures and PV installations

## ELENA Support

- Citizens also receive technical advice to increase the EE component of the loans, advice on suppliers and contractors, advice on works and prices etc

- 10-15 year terms
- Loans: Owner up to EUR 35,000 and tenants up to EUR 25,000
- Province Loan Officers can work with the homeowners on personalized energy assessments



- **Beneficiary: Tipperary Energy Agency**
  - Deep retrofit of single family dwellings under the programme “Superhomes”
  - Public Lighting Replacement Programme
  - Implementation of renewable heating systems, mobilising investment under the Renewable Heat Incentive (RHI)
  - Implementation of community wide energy efficiency under the state Better Energy Community (BEC) and energy efficiency obligation scheme
- Estimated investment programme cost: EUR 38m
- ELENA grant budget: EUR 1.5m
- Project Development Services (PDS) financed by ELENA provide support to the TEA for implementation
  - ✓ ELENA PDS Team composed of TEA staff and external subcontractors.
  - ✓ Offering a tailored assistance to various stakeholders – private homeowners, public entities, SMEs
  - ✓ Undertake the stakeholder engagement, the technical and business case development and provide energy audits, prepare the procurement and design of the investments
  - ✓ ELENA PDS Team will liaise directly with the individual house/facility owners to encourage the investment

# EIB Support to One Stop shop



*EIB loan*

*ELENA grant*

Long term loans for EE measures to homes

ELENA funded assistance for technical and financial advice to homeowners

**Project - EE in homes**



# ELENA

## Savings Identification

## Energy Savings & Reduced CO<sub>2</sub> Emissions

## Technical Assistance Support

## Eligible Investment Programmes **includes One Stop Shops**

### Eligible Costs (up to 90%)

### Expertise

### Energy Efficiency & Renewable Energy

### Urban Transport & Mobility

- Feasibility & market studies
- Programme structuring
- Business plans
- Energy audits
- Financial structuring
- Tendering procedure
- Contractual arrangement

- Recruit additional staff
- Hire experts and advisors
- Costs of personnel assigned to the project

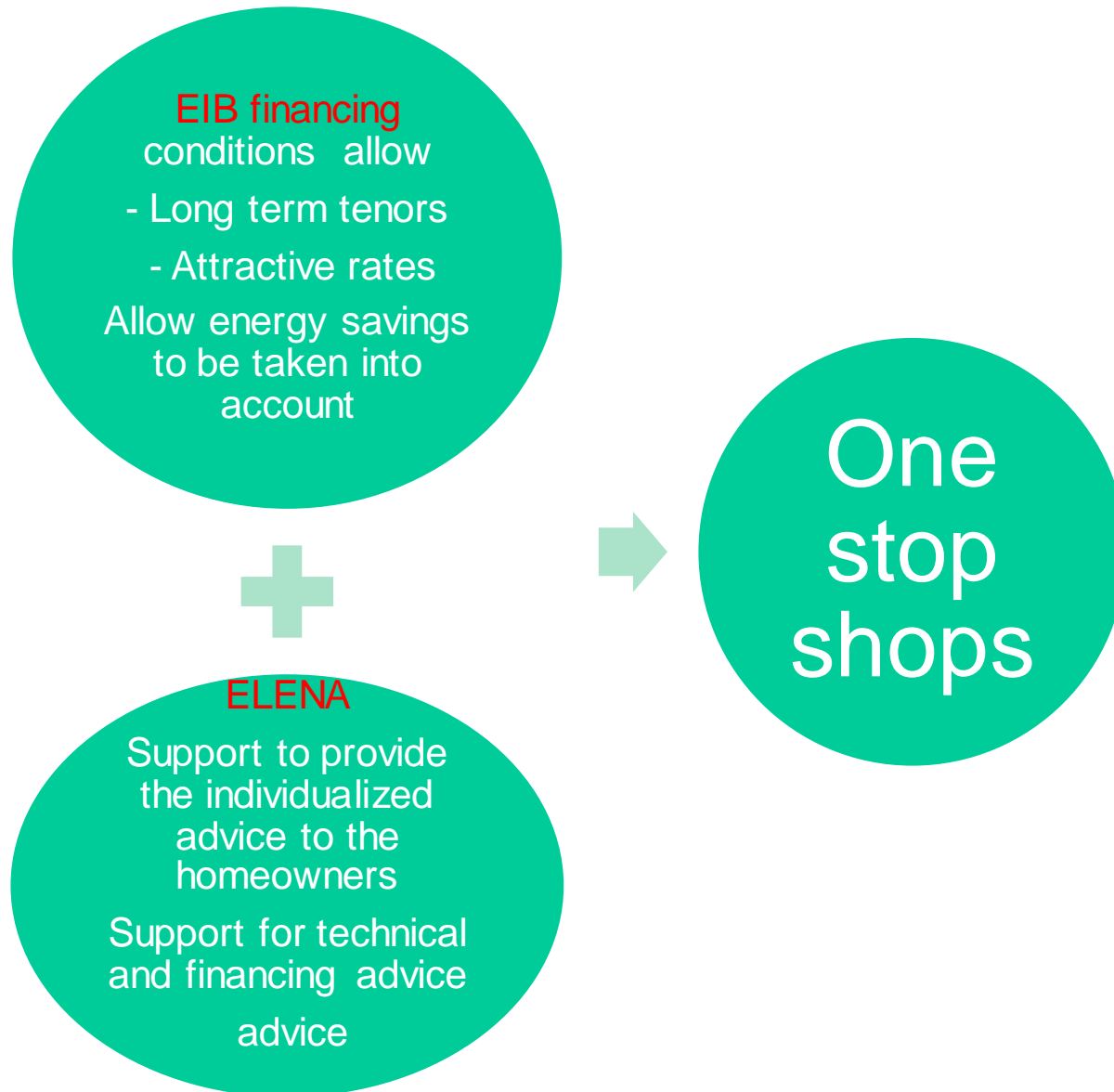
- **EE renovations of public and private buildings**
- Street and traffic lighting
- **Integration of renewable energy sources into the buildings**
- Investments in district heating/cooling networks
- Local energy facilities (e.g. smart grids)

- Clean and energy efficient transport vehicles: trams, trolleybuses, metros, trains
- Investment in public transport



- EC-EIB cooperation to support public and private bodies to prepare their energy saving investment programmes in order to reach EU 2020 and 2030 energy saving targets.
- ELENA can fund dedicated existing staff plus new external experts
- Allocated on a first come, first served basis. No calls or competitions
- To date - portfolio of over 60 contracts totalling over EUR 110m and supporting projects in over 20 countries.
- Associated investments on the ground are estimated to be in excess of EUR 4bn
- ELENA will fund up to 90% of the project preparation costs (with 10% provided by applicant)

# EIB support for One stop Shops



# THANK YOU

Louise White

More information at: [www.eib.org](http://www.eib.org)

ELENA facility [www.eib.org/elena](http://www.eib.org/elena)

Advisory Hub [www.eib.org/eiah](http://www.eib.org/eiah)