



GNE FINANCE



EuroPACE:

Financing Alternatives and Replication Potential

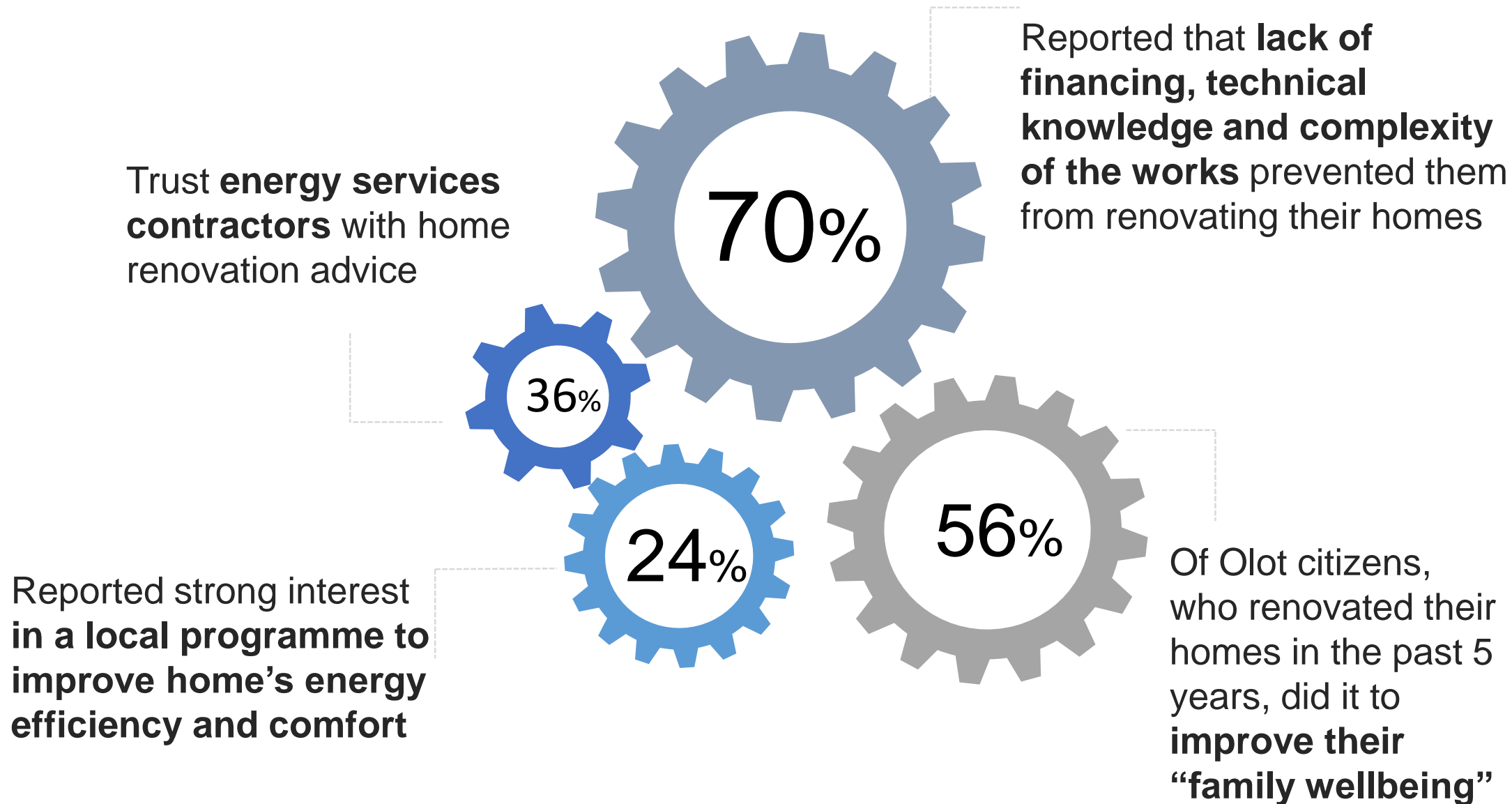
Brussels: March 13, 2019



Making home renovation simple,
affordable and reliable for **all Europeans**.

EuroPACE brings together **affordable
property-attached financing** and
people-centric technical assistance

EuroPACE in Olot: A Citizen Perspective



A People-Centric Approach

EuroPACE brings:

- **Logistical and technical support** throughout the process
- **Trained and qualified** contractors
- Home improvement **packages** to speak directly to people's needs
- **Quality control** after project completion
- **Energy experts** advise and support homeowners



Energy Services Contractors Are Trained and Agree to Follow the Rules

Every contractor trained by the EuroPACE program will agree to follow our guidelines, which includes **consumer protection policies**.

EuroPACE gives preference to multi-measure contractors.

Energy experts monitor contractor offers and quality of works.

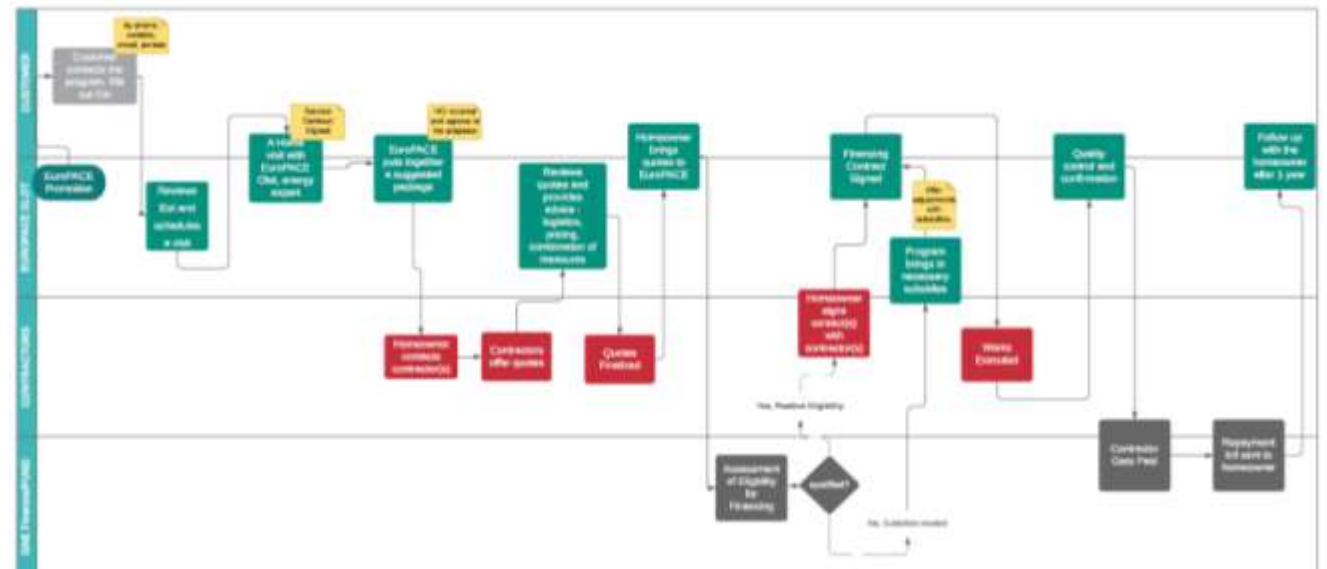


A People-Centric Approach

Goals:

- Minimize “touch points” with citizens
- Streamline the sales process
- Coordinate with local stakeholders: contractors, architects, engineers, lawyers.

Home-owner Journey



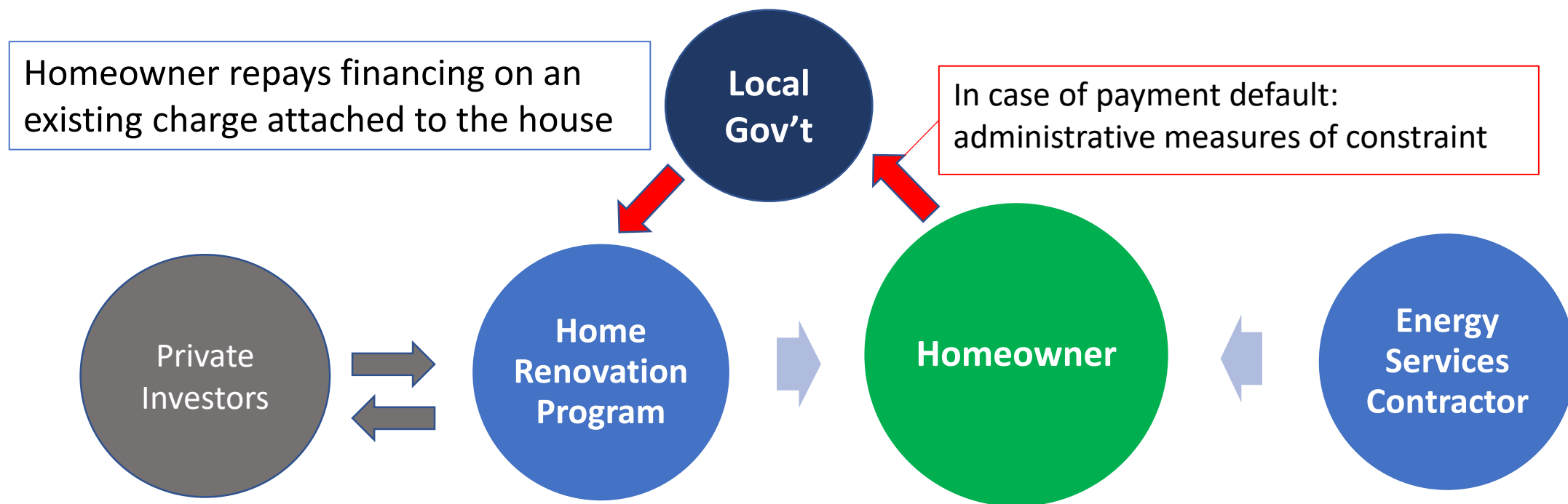
EuroPACE: Innovative Financing



**Technical
Assistance**

**Affordable
&
Scalable
Financing**

Financing Innovation: Collection



Home-based financing is attached to the property and not an individual.

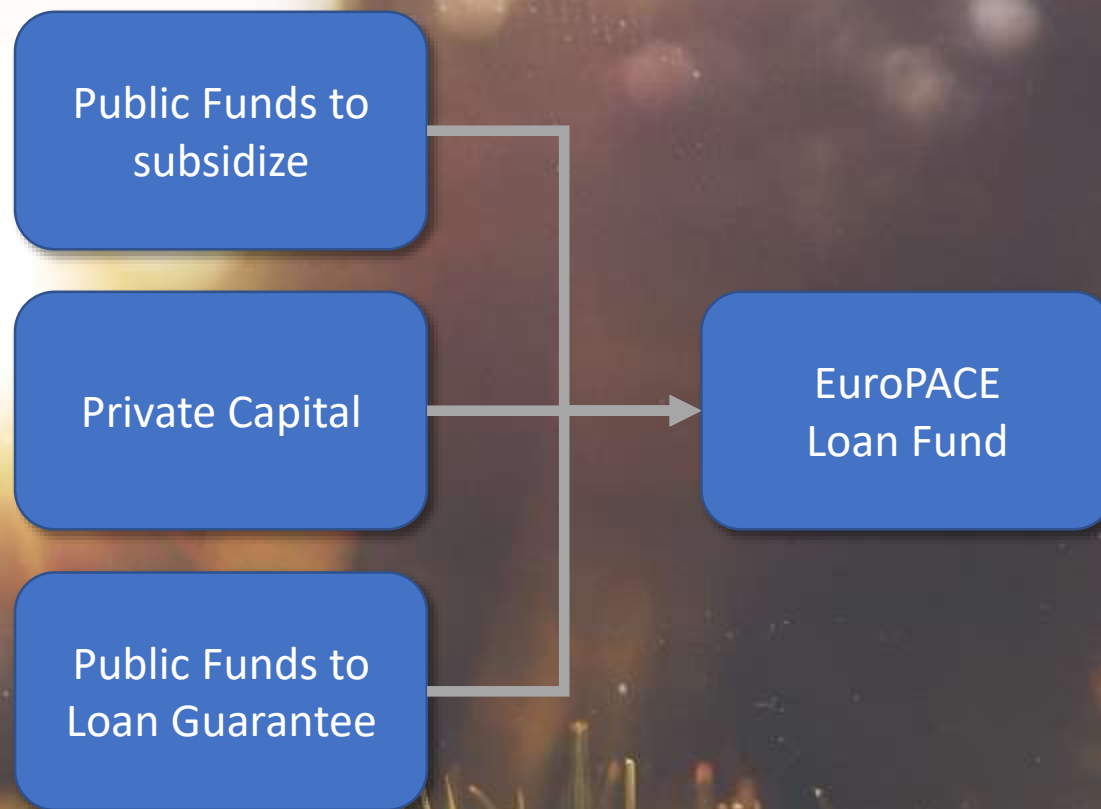
EuroPACE: Unique Financing Features

- 100% financing
- Long term - up to 25 years – cash flow positive projects
- Attached to the property, not person
- Transfers to the new owner upon sale
- Simple re-payment
- Can fund energy efficiency, renewable energy, water conservation, and more.
- Homes, apartments, and multifamily buildings are eligible.



A Deeper Dive on the Financing Structure: Blending public and private funds

- Public funds in the form of subsidies to spur demand and support households
- A guarantee fund to reduce risk for investor (lower interest)



EuroPACE Project in a Nutshell



Assess Market Readiness

Conduct market review and identify EuroPACE ready countries out of EU -28



Deploy EuroPACE in Spain

Design and run the first residential EuroPACE pilot in the city of Olot, Spain



Scale EuroPACE across Europe

Facilitate and support 4 Leader Cities willing to set up EuroPACE programs

8 partners from 4 countries:



CASE - Centrum Analiz Społeczno-Ekonomicznych
CASE - Center for Social and Economic Research

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Climate Bonds INITIATIVE



Up↑Social Innovation and Scaling



Assess Market Readiness



Conduct market
review and
identify
EuroPACE
ready countries
out of EU -28

Step 1: Legal Suitability & Enforceability



Austria



Belgium



Netherlands



Italy



Poland



Portugal



Romania



Spain

Step 2: Market Potential

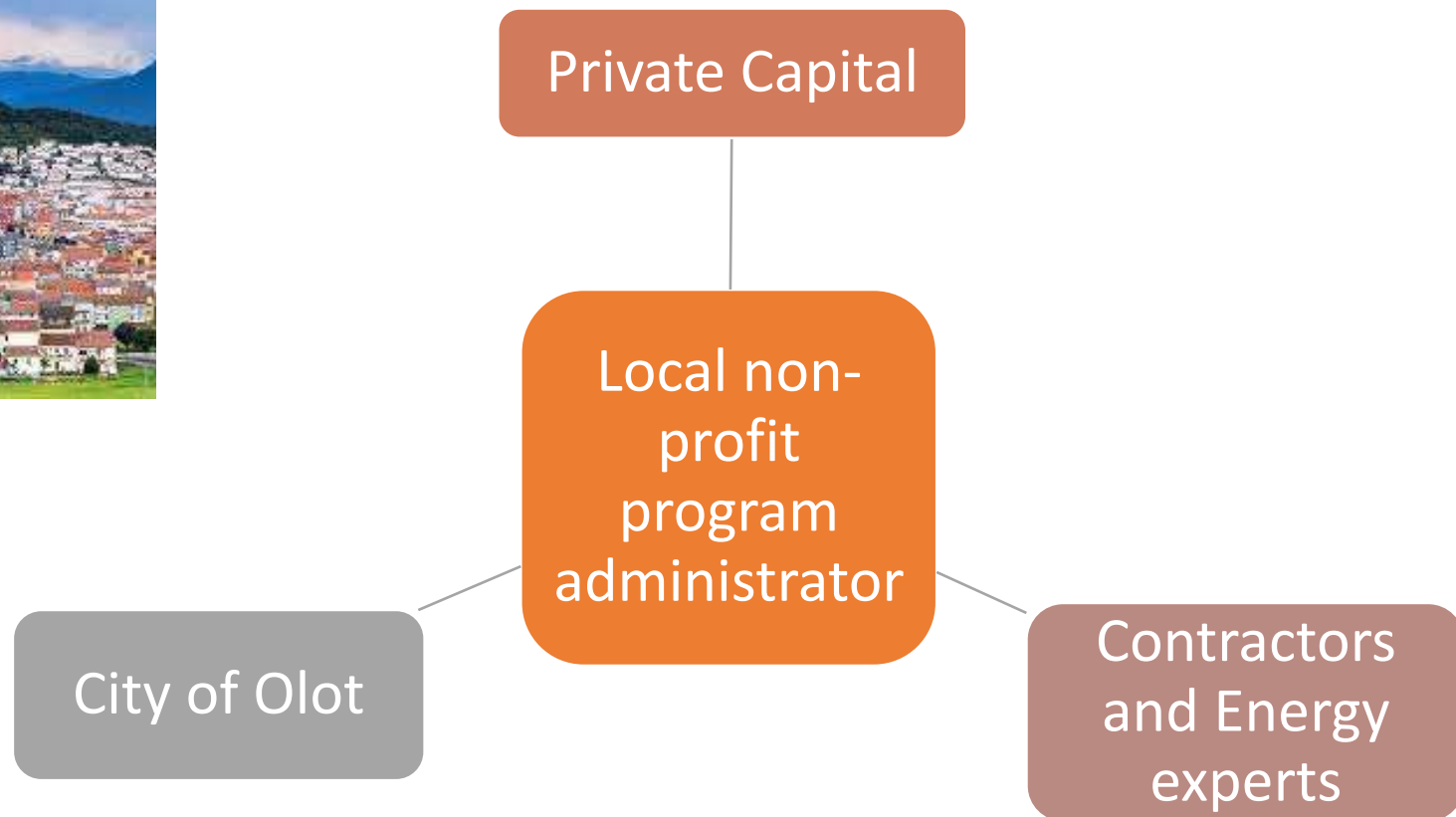
In progress

Deploy EuroPACE in Spain: Pilot in Olot



**Deploy EuroPACE
in Spain**

Design and run
the first
residential
EuroPACE pilot
in the city of
Olot, Spain.



Scale EuroPACE in Europe



Scale EuroPACE
across Europe

Facilitate and
support 4 Leader
Cities willing to set
up EuroPACE
programs

4 Leader Cities will be selected in 2019 in
**Austria, Belgium, Netherlands, Italy,
Poland, Portugal, Romania, and Spain.**

*Become a Leader City and receive
support and expertise in developing a
local EuroPACE program.*

EuroPACE Home Retrofit Finance

- Consumer-Centric TA
- Affordable
 - Low interest
 - Long term
- Transferable
- Blended with Public Funding

Home renovation is **not just private business** but a **public priority**

Cities, regions, and local public administrations should play a key role in enabling and supporting home renovation programmes.

Join EuroPACE as a Leader City to
develop local **EuroPACE** programs



www.EuroPACE2020.eu

[@EuroPACEProgram](https://twitter.com/EuroPACEProgram)



Thank you

Eduard Puig MacLean

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