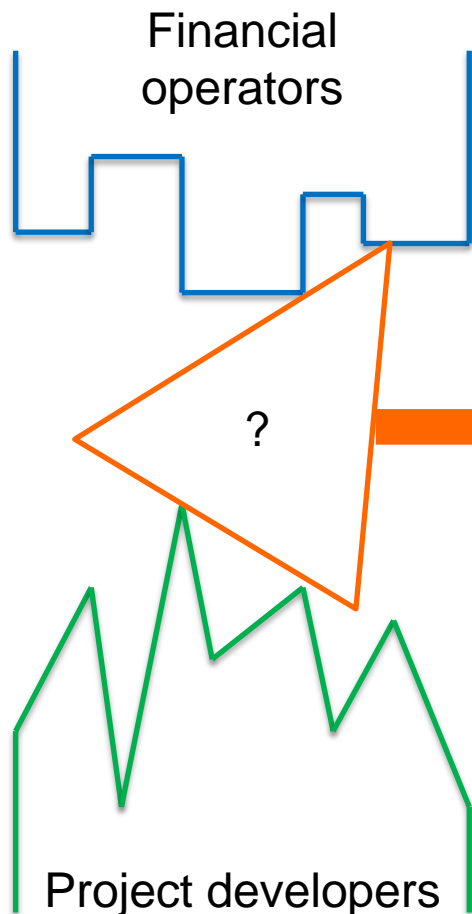




Introduction: why energy efficiency financing?

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"Project" for many financiers:

- Black box / standardised products
- Investment needs and associated cash flows
- Calculable profitability and risks
- Minimum size to cover transaction costs

Who? How? What? Why?

"Project" for many project developers:

- Answer to a need, facing physical constraints
- Design driven by technology rather than financing (e.g. use of state-of-the-art technology?)
- "no financing" or "no subsidy"?

What is "financial engineering"?

- **Connect "capital providers" and "project developers"**
 - Create the missing dots
 - Secure the route linking actors
- **No "innovation" in the actual schemes...**
 - classic market based instruments (equity, debt and guarantee)
- **... but in the nature of the stakeholders involved ...**
(existing and new) ...
- **... and the conditions** under which they collaborate.

- **Identify & standardize products + create track-records**
 - limit evaluation costs per project
- **Clarify risks and responsibilities at each stage**
 - balance risk distribution among involved actors
- **Provide financial guarantees where (and only if) needed**
 - cover (at a price) the risks that none wants to bear
- **Establish commitment periods and withdrawal possibilities**



Facilitate calculation of triplet "profitability / risk / liquidity"

Facilitate investment decision

Vigilance points

- **Analyse** the nature of **financial needs** (capital, quasi-capital, debt, guarantees, etc.) and define intervention tools accordingly
- Position these tools well in the local economy (level of intervention, size of projects,...)
- **Take into account local particularities**, build on existing networks, associate local actors
- **Avoid over-reliance on familiar tools**
 - *"To a man with a hammer, everything looks like a nail"*

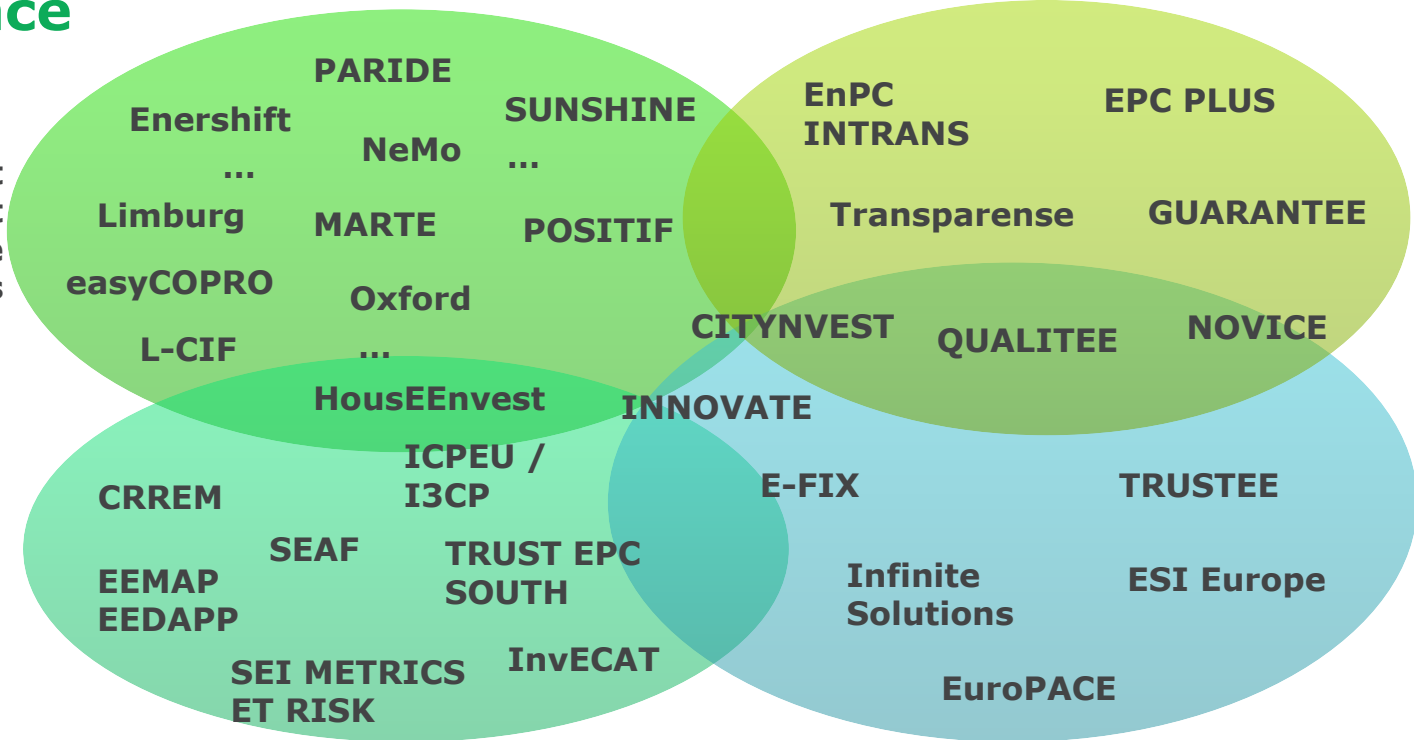


European Commission

Project Development Assistance

Energy services

38 Project Development Assistance Projects



Standardisation

Innovative financing schemes

Executive Agency for SMEs

I Public events

- A series of events to help building capacity – increase demand for EE finance
 - Showcase exemplary projects & replicable investment models
 - Showcase financial instruments and ESIF/national/regional programmes, where relevant
 - Regional dimension: 'Host country' and 'associated countries'
- ❖ 15 regional events

II. National Roundtables

- Create momentum at national level
 - Mobilise systemic dialogue between key stakeholders (public authorities responsible for the implementation of EE legislation, Ministries, Financial institutions, Agencies etc.)
 - 1st roundtable with selected participants, option for a follow up
 - Basis for momentum 'continued'
- ❖ 15 (+7) round tables

Master Classes

- 8 high-quality trainings in sustainable energy (in Brussels) for energy agencies
- Expenses for selected participants covered
- [Applications are now open!](#)

Expert Missions

- 21 direct coaching workshops in selected energy agencies across EU
- Development and implementation of concrete projects/investments
- [Applications are now open!](#)

Website and networking events

- New Managenergy website
- Networking events for cooperation and exchange
- Public events ("Managenergy Talks")



European
Commission

THANK YOU!

*Executive
Agency
for SMEs*