Summary Results of the EEFIG National processes in Germany, France, Spain, Poland and Bulgaria

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National Method: Use EEFIG Criteria to Assess and Compare Drivers for EE Investments in Target MS...
National Process: Blend Group Meetings with online Survey and Structured Debate to reach Consensus…

1. Kick-off Presentation of EEFIG & Process
2. Launch Tailored Online Survey
3. Analyse, Present, Discuss and Circulate Results
4. Final comments, Review and Conclude

• 3-4 month process in each country with 4x steps
• Target distribution 1/3 FIs, 1/3 Policy and 1/3 “EE Sector”
• 2x physical meetings (target 25-50 experts)
• Average 50% survey response rate with 50% “full”
• Good discussion in results presentations – less via email
• Critical role of local partner in EEFIG national success
233 EEFIG Local participants in 5x EU Member States…

- 233 participants in the EEFIG National Surveys in 5x MS
- Highest response in Germany due to explicit connection with Govt work
- Good distribution among stakeholders with over 25% representing Financial Institutions
- Each country had representative responses from all sectors
- “Other” category is large & includes:
Demand Drivers

EEFIG National Process

Demand Drivers
Of
Energy Efficiency Investments
Observations from EEFIG National on Demand Drivers

The following key points of interest from the EEFIG National Process can be seen from the following charts for Demand Drivers:

- Significant variations between Member States and from MS with the EEFIG original (marked EU)
- “Policy-Centric” Drivers tended to be higher in EU-level analysis
- Energy Price and Owners’ Financial Capacity both among the strongest drivers of demand in MS
- Tailored Financial Products have a Material Impact on Demand in MS
- Fiscal Support is a strong signalling factor in the MS
- Germany-Poland and France-Spain show certain similarities
Analysis: Demand Driver Importance diverges in MS when compared to original EEFIG survey…

- Weaker Score
- Stronger Score

Ranked as per EEFIG Report (Top to Bottom)
Analysis: Demand Drivers by EU Member State
We note the following key questions which emerge from analysis of the EEFIG National Demand Driver results:

- Is “Price of Energy” a rational economic driver or more of a “Signal”?
- “Individual Owner Capacity” is much more important at MS-level than in EU: Do analysts overlook the availability of finance/wealth effect?
- How do “Tailored Financial Products” actually drive demand (e.g., KfW) and how can this be replicated in practice using Structural Funds?
- Is fiscal support about the real economics or the signalling?
- What can be done to increase the impact of “Green Premium/Brown Discount” (e.g., Minimum Energy Performance Standards)?
- While “Data Availability” seems a less strong primary driver, is it an enabler of other drivers?
Supply Drivers

Energy Efficiency
Financial Institutions Group

EEFIG Local Process

Supply Drivers For Energy Efficiency Investments
Observations from EEFIG National on Supply Drivers

The following key points of interest from the EEFIG National Process can be seen from the following charts for Supply Drivers:

- “Regulatory Stability” is top Supply Driver in MS (and #2 in EU)
- Energy Price continues to be more important at MS-level for Supply
- Lower “Transaction Costs/ Simplicity” is a critical driver (ex Spain)
- The way in which Financial Institutions assess EE Investments is a key supply driver in all MS (Lending Class & Risk/ Return targets)
- EU Structural Funds are key drivers in “poorer” countries
- Capital Markets Environment a signal of market maturity (Germany)
- “Green Premium/ Brown Discount” continues not to be seen as a driver of EE Investments for Financial Institutions
Analysis: Supply Driver Importance also diverges in MS when compared to original EEFIG survey...

Weaker Score

Stronger Score

Ranked as per EEFIG Report (Top to Bottom)
Analysis: Supply Drivers by EU Member State
We note the following key questions which emerge from analysis of the EEFIG National Supply Driver results:

- It is unclear if Investors believe that Efficient/ Green Buildings = More Valuable = Better Credit Quality arguments? Could “Green tagging” of mortgage loans provide this evidence base?
- What combination of Regulatory Stability and Energy Price signals could transform the supply side of EE Investments?
- Given the importance of low transaction costs and simplicity to access EE finance: What can EU/ MS do to improve this? What is the role of Structural Funds/ EFSI in this?
- Can the provision of EE finance for buildings be considered by banks acting in multiple Member States as a single market by segment? Or does each MS-Segment require a tailored approach?
Next Steps…

Visit www.eefig.com to see full Country-Segment Analysis
Engage and join the conversation!

Users can access:

1. Latest EEFIG Report & supporting materials

2. Engage with the “Energy Efficiency De-risking Project”
   Become a user and/or become a data provider and engage in an expert dialogue which contributes to enhancement of the fundamentals of energy efficiency investments in the buildings and corporate sectors

3. Use the “EEFIG National” Tool & Database
   It relies on used a standardized method and process to engage with key expert stakeholders in Spain, France, Germany, Poland and Bulgaria over 12 months. Each country’s results can be found with a series of summaries as well as an interactive review of the EU data
Climate Strategy leads in Energy Efficiency Finance with 9 white papers written in the past 7 years and supporting international policy initiatives.

Climate Strategy understands the interdependent relationships between:

- Environment
- Business
- Society
- and Government

and their roles in guiding the global transition to a low carbon economy.

"Energy efficiency investing has a fundamental and beneficial role to play in the transition towards a more competitive, secure and sustainable energy system with an internal energy market at its core" - Peter Sweatman, CEO of Climate Strategy - EEFIG Launch Feb 26th 2015

240 key note speeches and public conferences on the Transition to a Low Carbon Economy and 90+ press articles, Climate Strategy is working for a Climate Deal at COP21.
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