Summary Results of the EEFIG Survey for Germany 2015

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27th January 2016, Berlin Germany.
“German EEFIG Survey” received 103 responses which were well distributed among various sectors…

- 103 participants in the EEFIG Germany survey
- This is more than double Poland, Spain or France
- Good distribution among stakeholders with around 30% from Financial Institutions
- “Other” category large includes:
Methodology: Using the EEFIG Tool
### Analysis: Top 10 Drivers of Demand and Supply of EE Investments in Germany...

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Analysis: Demand Drivers by Building Segment
We note the following key trends and points of interest from the Survey Results for Demand Drivers:

- Higher Segment Differentiation in German demand than other countries & in supply
- Price of Energy is TOP driver particularly in residential sectors
- Awareness and Leadership from Key Decision makers critical for public & commercial buildings
- Regulatory Stability a top demand driver – especially for social housing
- Fiscal Support drives in owner occupied and commercial, less in other sectors
- Business Case is key for Commercial and Social Housing, but not private residential
- Human Capacity critical for Public and important in Commercial
- Behavioural Economics strong driver for Private Residential (esp. Owner Occupied)
Analysis: Germany vs EU Difference in Demand Drivers

+ve score = MORE important in Germany

-ve score = MORE important in EU
We note the following key trends and points of interest from the Survey Results for Demand Drivers:

- “Price of Energy” and “Availability of Data” are CONSIDERABLY more important in Germany vs EU
- “Human Capacity” much more important in German Commercial and Public buildings
- “Green Premium/ Brown Discount” much less important in Germany especially Commercial and Residential sectors
- Enforcement of Regulations not a issue in Germany (vs EU)
- “Body of Evidence” and “Standardisation” seen as far less important demand drivers in Germany than EU.
We note the following key points of interest raised from the Survey Results for Demand Drivers:

- **Fiscal Support**: “enable tax reduction”, “enable accelerated depreciation”, “share in the cost”, “performance-based grants”, and “extend existing promotional programs for energy efficiency, e.g. including EE in Riester-Rente”

- **Transaction costs / simplicity**: “solid information about current energy consumption needed“, “complementary offerings for target groups“ (1-stop shop), “pooling of projects“, “standardized legal frameworks, e.g. for performance contracting“, and “low-threshold/simple information“

- **Regulatory Stability**: “apply sanctions“ and “IFRS standards hinder off-balance sheet structures”

- **Buildings Regulation, Certification and Energy Performance Certificates**: “M&V mandatory” and “verification of suitability of energy services” (EPC vs own execution)
We note the following key points of interest raised from the Survey Results for Demand Drivers:

- **Awareness at Key Decision Maker Level & Leadership:** “initial training for demand side (e.g. energy agencies)”

- **Public buildings:** “minimum of share for contracting” and “verification of suitability of energy services” for all tenders & contracts (EPC vs own execution).

- **Owner occupied residential:** “integrate multiple benefits in communications” and “simple and meaningful solutions for private households“ needed.
Analysis: Supply Drivers by Building Segment

Supply Driver (All)
Analysis: Results for Supply Drivers

We note the following key trends and points of interest from the Survey Results for Supply Drivers:

- Transaction costs and simplicity TOP supply driver overall in segments
- Risk-return targets driving in commercial then residential and less in Social Housing
- Regulatory Stability key for supply in all sectors, but least in Public Buildings
- Standards key for supply – especially in Public Buildings and Social Housing
- Capital Markets Environment critical for Commercial Buildings supply
- Fiscal Support is a key supply consideration for Commercial and Owner Occupied
- Surprisingly, supply not impacted by Awareness/ Comms, On-bill Mechanisms, Body of Evidence nor “Green Premium/ Brown Discount”
Analysis: Germany vs EU Differences in Supply Drivers

+ve score = MORE important in Germany

-ve score = MORE important in EU
We note the following key trends and points of interest from the Survey Results for Supply Drivers:

- Capital Markets Environment is a much more important supply driver in Germany than in the EU
- Fiscal Support for Commercial and Owner Occupied Homes is also considered as more significant by German finance providers than in the EU
- EED Article 7 drives supply in Public and Commercial Buildings more in Germany
- Body of Evidence (with Social Benefits) considerably less important in Germany
- Structural Funds and On-bill Mechanisms much less important drivers of finance supply in Germany for Residential buildings
- MRV seen as CONSIDERABLY less important a driver of Supply in Germany.
We note the following key points of interest raised from the Survey Results for Supply Drivers:

- **Transaction costs / simplicity:** “KfW programs suit market needs”, “transparent business cases with low payback periods”, “low process costs”, “training for financial institutions” with “knowledge transfer”

- **Capital Markets Environment:** “New offering, e.g. green bonds”, “

- **Awareness, communication and Marketing:** “Stimulate demand side” (meaning that “shortage of capital” is not as major a hurdle as “lack of demand” – Q: Can more demand be stimulated through supply-side institutions ?)
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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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