



# **Solar Bankability**

***Standardization and benchmarking to  
mainstream sustainable energy finance***

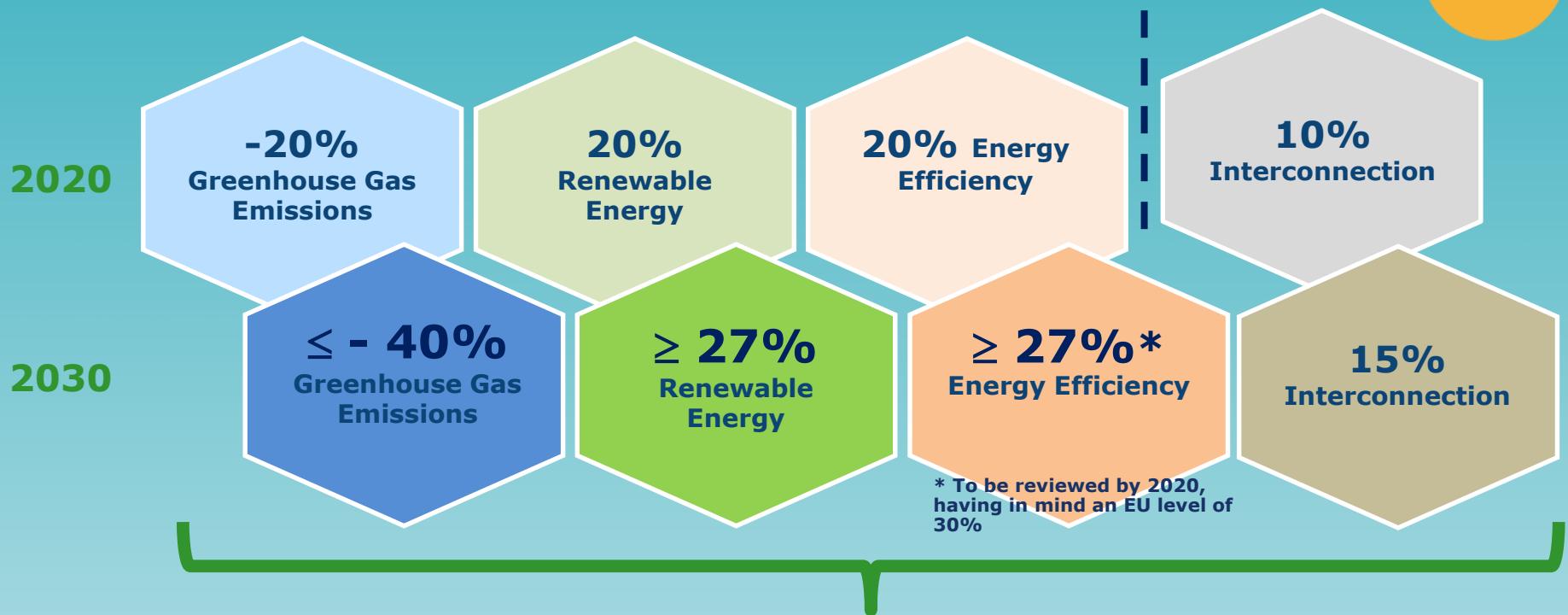
**Final Public Workshop**  
Brussels (Belgium), 08/02/2017

*Björn Zapfel, European Commission - EASME*



European  
Commission

# 2030 Framework for Climate and Energy



**Investments needed in the European energy system**  
**> €200 billion per year**



Energy Efficiency

Financial Institutions Group

- > **120 participants from finance sector/other key stakeholders**  
=> *"Energy Efficiency – the first fuel for the EU Economy. How to drive new finance for energy efficiency investments"*
- **Commonly accepted underwriting procedures, contract elements, protocols**
- **Tracking projects' energy/financial** performance to increase trust in financial viability

- ❑ **Standards** and **common investment language**
- ❑ **Standard (underwriting) investment procedures**
- ❑ **Standardisation** of **energy performance contracting**
- ❑ Operational **performance database**
- ❑ **Project ratings/benchmarks/best practice models**
- ❑ Optimised use of **public funds** (e.g. ERDF)
- ❑ **Technical assistance** to identify investments and create project pipelines
- ❑ **R&D** to reduce cost and improve up-take of investments
- ❑ **Skills** to assess investments (and knowledge of technologies)

# Financing sustainable energy investments



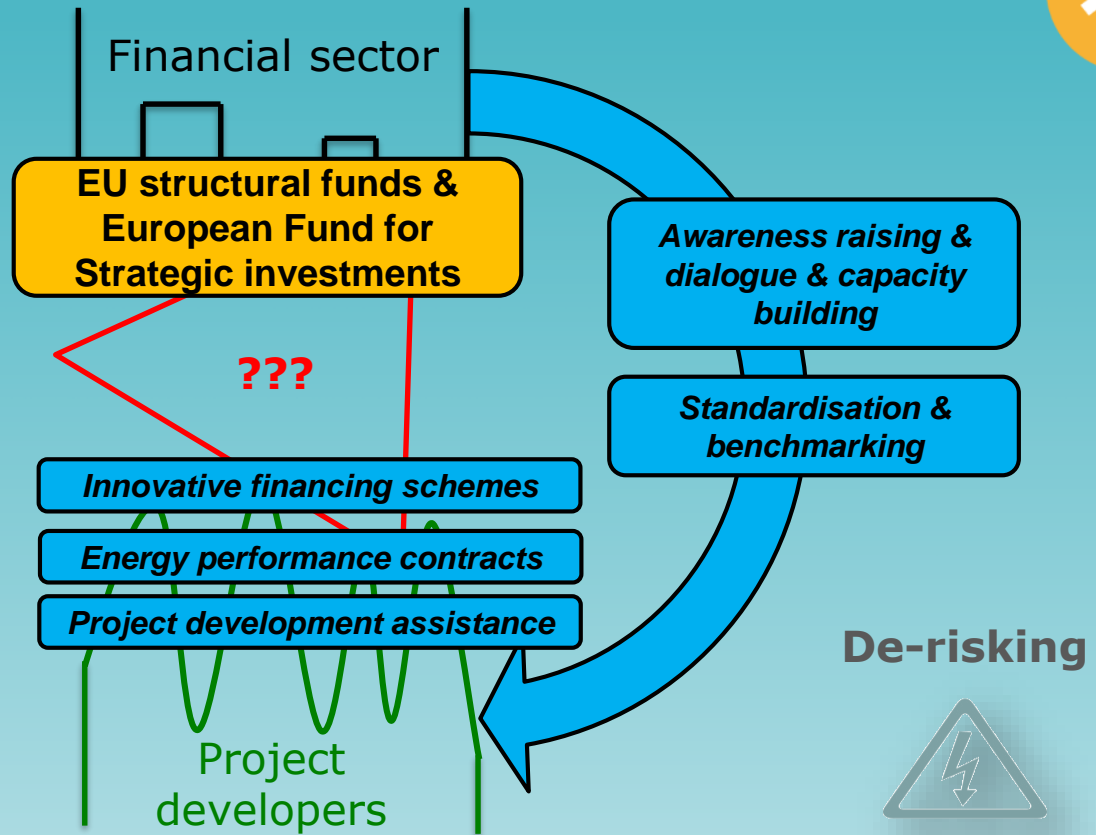
# Filling the gap through EU programmes

More effective use of public funds



Intelligent Energy Europe & Horizon 2020

Assistance and aggregation



De-risking





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# Support to the best use of public funds



✓ Facilitating Energy Performance Contracting



✓ Innovative Financing Schemes





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# Support to Technical Assistance (PDA) and aggregation



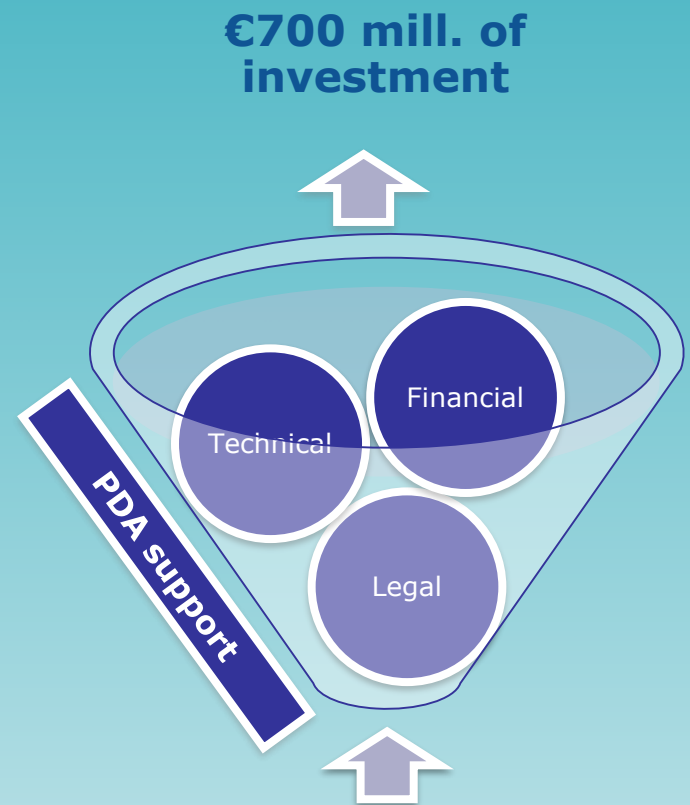
✓ Creating capacity and demand at local level

- ✓ Retrofit of public buildings (EPC bundling)
- ✓ EPC in the rental social housing sector or multi-family houses
- ✓ One-Stop-shops, home renovation

✓ Retrofit of public lighting

✓ Retrofit of District Heating

Executive  
Agency  
for SMEs



€700 mill. of  
investment

€20 mill. funding to  
28 Project Promoters



# Support to de-risk sustainable energy investments



✓ Improved data, standard risk assessment and project documentation, reliable cash flows, reduced transaction cost, quality labels



✓ Improve valuation processes



# Solar Bankability

## *Mainstreaming sustainable energy finance by standardization and benchmarking*



- Enhancement of bankability/financeability of PV investments
- Data bases for the evaluation of technical risks
- Simplification, standardization and common practice of technical/financial risk assessment
- Improvement of profitability modelling
- Reduction of investor uncertainty
- Best practice guidelines





# Horizon 2020 support - new opportunities

Call Deadline: 7 June 2017 (17:00 CET)



**Finance for  
Sustainable  
Energy**

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EE22 - Project Development Assistance

EE23 - Innovative financing schemes

EE24 - Making the energy efficiency market investible

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## **H2020 Energy Efficiency Call 2017**

Call texts: <http://bit.ly/1oWPNoX>

Info Day: <http://bit.ly/29GXwns>

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EASME

Thank you



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<https://ec.europa.eu/easme>