

D6.7 Proceedings from REFINE final event

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REFIN 



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PROJECT PARTNERS

Partner number	Partner	Short name	Country
1	E7 ENERGIE MARKT ANALYSE GMBH	E7	Austria
2	CREARA CONSULTORES SL	CREARA	Spain
3	REGIONALNA ENERGETSKA AGENCIJA SJEVEROZAPADNE HRVATSKE	REGEA	Croatia
4	SEVEN, THE ENERGY EFFICIENCY CENTER Z.U.	SEVEN	Czech Republic
5	CENTRE FOR RENEWABLE ENERGY SOURCES AND SAVING FONDATION	CRES	Greece
6	INSTITUT JOZEF STEFAN	JSI	Slovenia
7	Carr Communications Limited	CARR	Ireland
8	FEDERESCO	Federesco	Italy
9	FUNDING FOR FUTURE BV	F3	The Netherlands
10	INTERNATIONAL NON-GOVERNMENT ORGANIZATION HOUSING AND MUNICIPAL REFORM SUPPORT CENTRE	NGO HMRSC	Ukraine

LIST OF ACRONYMS

Acronym	Definition
CINEA	European Climate, Infrastructure and Environment Executive Agency
DoA	Description of Action
EE	Energy Efficiency
EEl	Energy efficiency improvement
EES	Energy Efficiency Service
EPC	Energy Performance Contracting
ESCO	Energy Service Company
ESV	OÖ Energiesparverband
EU	European Union
GA	Grant Agreement
WSED	World Sustainable Energy Days

EXECUTIVE SUMMARY

This deliverable constitutes the proceedings of the REFINE final event held as part of the World Sustainable Energy Days (WSED) in Wels, Austria, on 3rd March 2023.

The title of the REFINE-FinEERGO-Dom workshop was *Supporting EPC and energy efficiency service (EES) providers in decarbonising buildings - Roundtable organised in the context of the H2020 projects REFINE and FinEERGO-Dom*.

The decision to organise the REFINE workshop in conjunction with the WSED and as a joint event with the FinEERGO-Dom project was made in autumn 2022. Joining forces with the FinEERGO-Dom project was natural given the focus of both projects on the refining and implementation of (re)financing schemes for energy efficiency in buildings. In the weeks and months leading up to the event, awareness of the workshop was raised through a range of networking and dissemination activities.

The workshop was a success and it engaged key stakeholders involved in relevant initiatives. The workshop attended by ca 40 participants and chaired by REFINE project coordinator Klemens Leutgöb from e7. The agenda included a welcome and opening session followed by a series of insightful presentations and discussions led by REFINE and FinEERGo-Dom partners. The final session was a stimulating panel discussion between investors.

A recap of the event and all presentations are openly available on the REFINE website [here](#).

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REFINE GLOSSARY

Taking into account the fact that some of the terms that are important in the context of the REFINE-project are not used in a uniform way throughout Europe, we present the following list of definitions:

Energy efficiency (EE): The ratio of output of performance, service, goods or energy, to input of energy

Energy efficiency improvement (EEI): An increase in energy efficiency as a result of technological, behavioural and/or economic changes

Energy efficiency improvement action or measure: An action normally leading to a verifiable, measurable or estimable energy efficiency improvement

Energy efficiency improvement investment: An EEI measure that requires the use of upfront investments, usually through the involvement of a financial institution (FI), and regardless whether these investments are related to hardware installations or to services.

Energy efficiency service (EES): Agreed task or tasks designed to lead to an energy efficiency improvement and other agreed performance criteria. The EES shall include energy audit as well as identification, selection and implementation of actions and verification. A documented description of the proposed or agreed framework for the actions and the follow-up procedure shall be provided. The improvement of energy efficiency shall be measured and verified over a contractually defined period of time through contractually agreed methods [EN 15900:2010]. If the EES includes EEI investments, it may or may not include financing of these investments.

Partial services connected to EES: Services that just include parts (“components”) of the EES value chain like design and implementation (excluding verification, for example), but are designed to directly or indirectly lead to an energy efficiency improvement. If the partial EES includes EEI investments, it may or may not include financing of these investments.

Energy efficiency service provider: A company that offers EES to its clients. Another term frequently used in this context is ESCO (Energy Service Company), but this term is mostly connected to the provision of energy performance contracting (EPC) or energy supply contracting (ESC), which are specific forms of EES.

Energy Performance Contracting (EPC): A comprehensive energy service package aiming at the guaranteed improvement of energy and cost efficiency of buildings or production processes. An external ESCO carries out an individually selectable cluster of services (planning, building, operation & maintenance, (pre-) financing, user motivation ...) and takes over technical and economic performance risks and guarantees. Most projects include third party financing. The services are predominantly paid out of future saved energy costs (Graz Energy Agency Ltd, 2008).

Financing Models for Market Growth: Financing models that enable EES providers to clean up their balance sheet, thus gaining financial leeway for new projects. In many cases, these models contain a refinancing scheme.

Refinancing: A model, where an EES provider sells and a refinancing institution acquires receivables to be paid by an EES client, thus leading a restructuring of the initial financing set-up which may have been ensured through the EES provider's cash flow, credit financing, leasing financing or other financial means.

Sale of receivables or sale of claims: umbrella term for any kind of receivables purchase agreements that allow a company (in our case an EES provider) to sell off the as-yet-unpaid bills or expected receivables from its customers.

Cession: In the REFINE-project, we understand cession as the legal term for the assignment of receivables.

Factoring: A specific form of receivables purchase agreements, where short-termed receivables are sold. The non-payment risk remains with the seller.

Forfeiting: The sale of longer-term account receivables usually without right of recourse. (widely used in export business)

Definitions of on-balance sheet types of financing

Debt financing: Situation in which investors lend a certain amount of money on credit in exchange for repayment plus interest. The most common EE financial product is a loan directly to the client (owner of the premises) or to the ESCO - this is known as third-party financing (TPF).

Equity financing: Situation in which investors lend a given amount of money in exchange for a stake in a project. The most common example of equity financing is private equity. With respect to energy efficiency businesses, equity investment can take the form of an ESCO issuing additional shares in the company's common ownership.

Mezzanine financing: Mezzanine financing is a hybrid form of financing that combines debt and equity financing. In most cases, debt will be ranked as a preferred equity share. Mezzanine debt financing is thus riskier than traditional debt financing but also more rewarding; it is associated with a higher yield. Mezzanine financing also allows a lender to convert debt capital into ownership or equity interest in the company if the loan is not paid back on time and in full.

Definitions of off-balance sheet types of financing and entities

Project financing: Project finance, by contrast to on-balance sheet financing (loans, debt and equity), bases its collateral on a project's cash flow expectations, not on individuals or institutions' creditworthiness. It is off-balance sheet financing. A typical project financing is divided between debt and equity financing.

Leasing: Leasing is the energy market's common way of dealing with initial cost barriers. It is a way of obtaining the right to use an asset. Finance leasing can be used for EE equipment, even when the equipment lacks collateral value. Leasing

companies, often bank subsidiaries, have experience with vendor finance programs and other forms of equipment finance that are analogous to EE. Leasing is the most common form of equipment manufacturers' vendor financing, which is often applied in the case of combined heat and power (CHP) equipment. Leasing is often done as part of a Special Purpose Vehicle.

Special Purpose Vehicle (SPV) / Special Purpose Entity (SPE): A firm or other legal entity established to perform some narrowly-defined or temporary purpose, which facilitates off-balance sheet financing of projects. A standard approach is to form a SPV / SPE and place assets and liabilities on its balance sheet. The investors accomplish the purpose for which an SPV / SPE has been set up - for example implementing a large EE project - without having to carry any of the associated assets or liabilities on their own balance sheet.

1 INTRODUCTION

1.1 Scope and objectives of the deliverable

This deliverable constitutes the proceedings of the REFINE final event held as part of the World Sustainable Energy Days in Wels, Austria, in March 2023.

The objective is to provide a comprehensive written record of the details involved in the planning and implementation of the event. This report aims to answer the questions around who, what, why, where, when and how related to the event.

1.2 Structure of the deliverable

This report is divided into four main sections. Section 1 introduces the deliverable. Section 2 covers the planning of the final event. Section 3 covers the final event itself. Section 4 concludes the deliverable.

1.3 Relation to other tasks and deliverables

This deliverable is closely linked with a number of REFINE tasks and deliverables as the final event showcased the REFINE results generated in the different work packages. These are listed in Table 1.

Table 1: Interlinkages between D6.7 and other deliverables / tasks

Deliverable / task	Name of deliverable / task	Link to D6.7
Various tasks and deliverables in WPs 2, 3, 4 and 5.	The results to be showcased and discussed at the final event have been generated in WPs 2, 3, 4, 5 and covered in relevant tasks and deliverables	Sources of results to be showcased
D6.4	Dissemination and communication strategy	Target audiences, messages, channels and activities covered in D6.4 supported the final event preparation
D6.5	Dissemination and communication strategy - Interim report	Target audiences, messages, channels and activities covered in D6.5 supported the final event preparation
D6.6	Dissemination and communication strategy - Final report	Target audiences, messages, channels and activities covered in D6.6 supported the final event preparation
D6.7	Proceedings from REFINE final event	The final event was fruitful in terms of showcasing the results and networking,

		feeding into the exploitation activities.
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1.4 Intended readership

The dissemination level of this report is public, meaning that the document will be openly accessible to anyone interested in its content. Likely readers include the project partners, CINEA and other European Commission services, external reviewers, colleagues from related projects and professionals who participated in the event and want to access the presentations and other details.

2 PLANNING FOR THE FINAL EVENT

The REFINE Grant Agreement [1] states the following: “a final high-level closing event will be organised in conjunction with a major European event (e.g., EUSEW, ESCO European Conference) where the results and conclusions of the project will be presented and distributed. The event will be organised by CARR in conjunction with the project coordinator”. This section discusses how the event was selected and how the planning was carried out.

2.1 Selecting the event

The decision to organise the REFINE workshop in conjunction with the WSED and as a joint event with the FinEERGO-Dom project was made in autumn 2022. Nicholas Stancioff (F3) who is a project partner in both REFINE and [FinEERGO-Dom](#) introduced the idea of REFINE potentially joining forces with FinEERGO-Dom in September 2022. The consortium was on board, and an initial planning meeting was held between CARR, e7 and F3 on Friday 23 September. FinEERGO-Dom was also keen on the idea of a collaborative event. It was decided that the two projects would jointly organise a workshop at the World Sustainable Energy Days (WSED) 2023.

The event was selected as it gathers a significant number of relevant stakeholders, thus allowing for real impact, the topics are relevant to both projects, and the timing of WSED 2023 was optimal as it was a couple of months before the completion of REFINE and therefore suitable as a final event.

Subsequently, F3 who had existing contacts within the WSED organising committee put CARR in contact with the contact person in Energiesparverband OÖ. CARR immediately secured a session within the Energy Efficiency Conference on 26 September 2022. The organising team was very supportive, accommodating and responsive from start to finish.

European Sustainable Energy Week (EUSEW) would have been another option as an event that the REFINE final event could have been organised in conjunction with. However, due to the timing of the EUSEW event, June 2023, it was ruled out as an alternative as REFINE ends in May 2023.

2.2 Joining forces with the FinEERGO-Dom project

Joining forces with the FinEERGO-Dom project was natural given the focus of both projects on the refining and implementation of (re)financing schemes for energy efficiency in buildings. The existing links between the projects thanks to F3 being a partner in both projects facilitated the connection and cooperation. A partnership was formed, and it was agreed that it makes sense to team up with each other to create synergies, increase the visibility and interest in the event, and to invite stakeholders interested in both projects. It was decided that the cost of the workshop would be shared between the two projects.

2.3 Preparatory actions

The planning started approximately six months prior to the event. The activities that were carried out as preparatory actions were the following:

- September 2022: A preparatory meeting was held between CARR and a WSED representative from OÖ Energiesparverband (ESV) on 29 September 2022. ESV explained the comprehensive package they offer to workshops and their general conditions, including the cost of organising the workshop (€2,000 net) and the cost of participation for external people: €330 *conference free for the Energy Efficiency Conference (2-3 March) per person*, the fee include an entrance ticket to the tradeshow and conference documentation, lunch, coffee breaks, evening event on Wednesday and Thursday.
- October and November 2022: CARR liaised with the KAPE representative of FineEERGO-Dom through Teams calls and emails to plan the agenda and agree on the roles, the speaking slots, the scope of the presentations and the title of the joint event.
- November 2022: On 30th November 2022, CARR submitted the final event agenda to the event organisers as agreed.
- December 2022 and January 2023: The preparatory steps included registering for the conference, submitting photos and short CVs of the speakers, organisers and facilitators, preparation of contributions to the conference proceedings, and preparation of the PowerPoint presentations.
- February 2023: Dissemination activities were carried out, presentations and material was prepared, promotional WSED posts were published.

2.4 Event promotion

In the weeks and months leading up to the event, awareness was raised of the REFINE-FineEERGO-Dom workshop through networking and dissemination activities including multiple social media and website posts. Key stakeholders were made aware of the event and encouraged to engage with the content and participate in the event. Information was also shared with target audiences by partners informally via word of mouth during meetings and other encounters. The event was also extensively promoted by the WSED organising committee on [LinkedIn](#) and [Twitter](#). Selected examples of social media and website posts are presented in Figure 1.

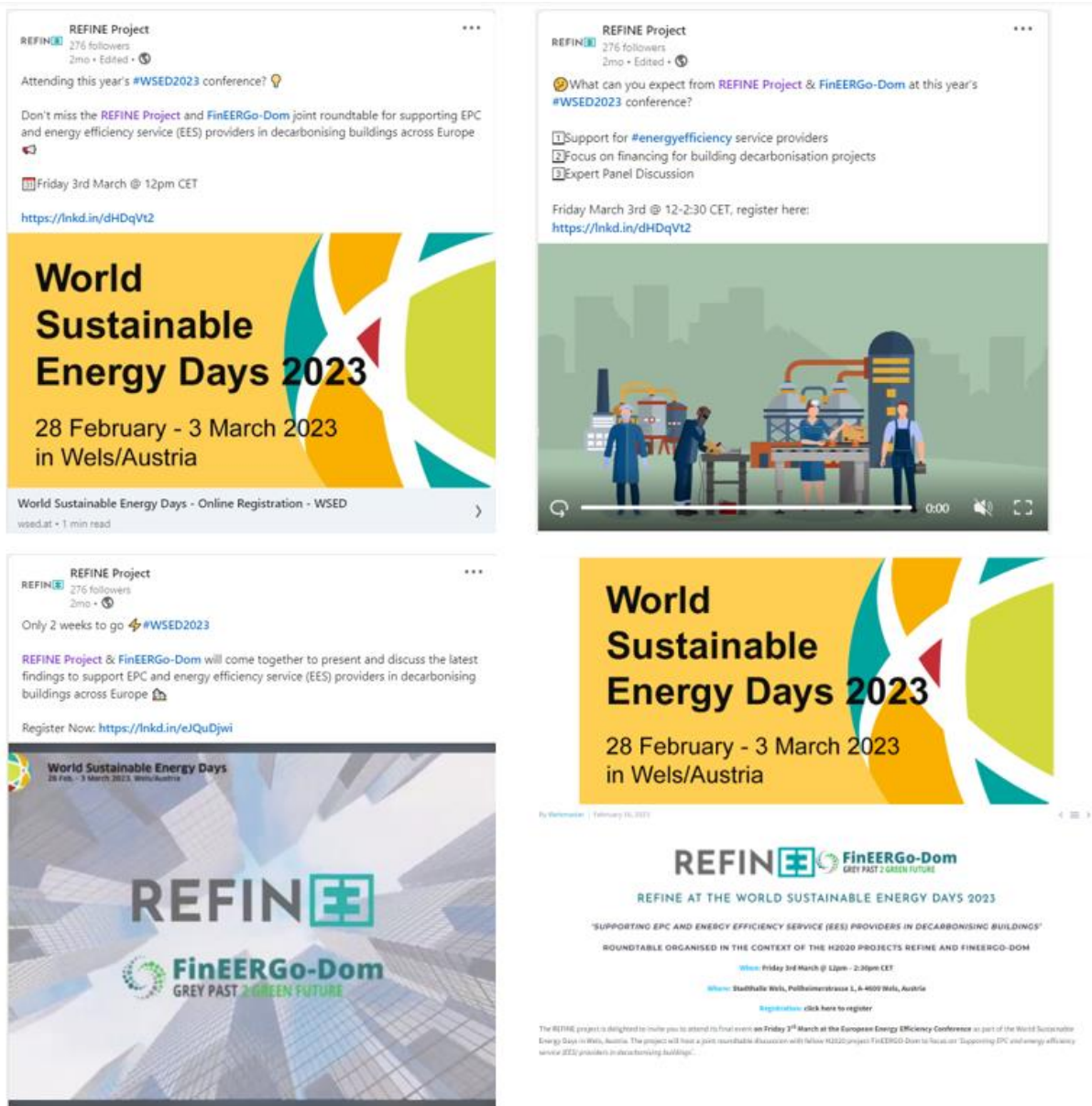


Figure 1: Selection of social media and website posts

Promotional REFINE-branded material was also printed for the event. The material included REFINE leaflets, posters and a roll-up banner, pictured in Figure 2.



Figure 2: REFINE leaflets and roll-up banner for WSED

3 FINAL EVENT AT WORLD SUSTAINABLE ENERGY DAYS

3.1 Overview

The REFINE-FinEERGO-Dom workshop was organised as part of the [World Sustainable Energy Days](#), more specifically the [Innovation Workshops](#) on Friday 3rd March 2023.

The venue was Stadthalle, Pollheimerstrasse 1, 4600 Wels/Austria. The conference language was English. A programme overview is presented in Figure 3.

As stated on the WSED website, the annual conference is a leading event on the energy transition and climate neutrality with over 650 participants from over 60 countries. In 2023, the World Sustainable Energy Days showed the critical role of the energy transition in securing our clean energy future and concrete policies, technologies and markets to get us there.

A recap of REFINE’s final event workshop can be found in the news section on the project website [here](#).

The workshop was a success and it engaged key stakeholders involved in relevant initiatives. It was attended by ca 40 participants.

Programme overview 2023

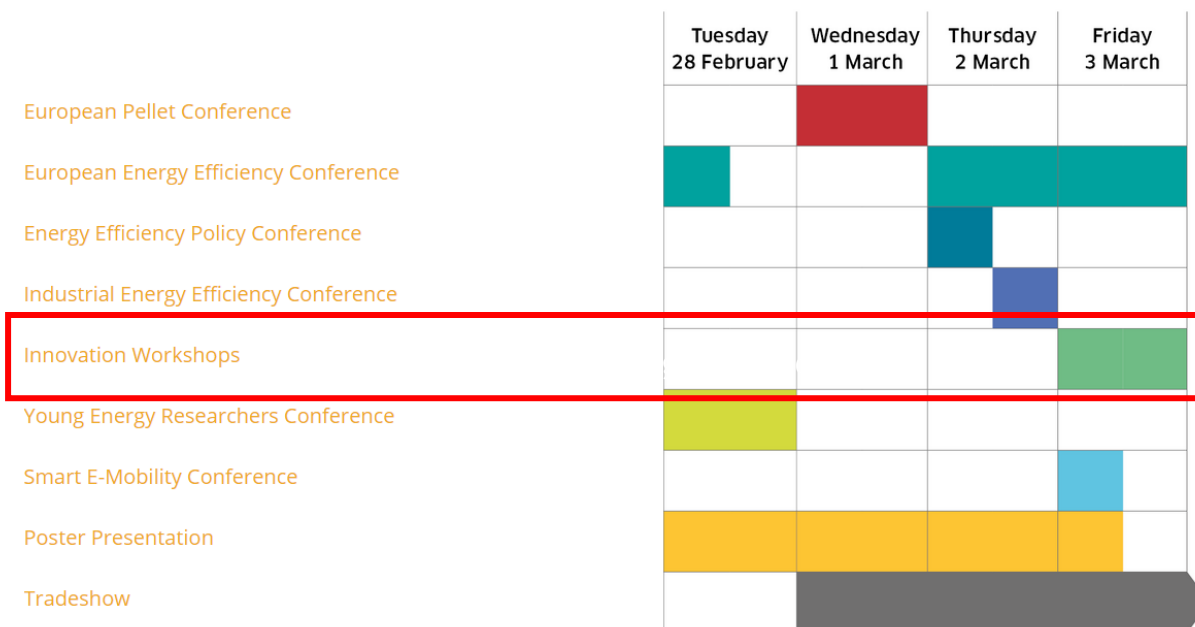


Figure 3: WSED Programme Overview

3.2 Workshop title, agenda and presentations

The title of the REFINE-FinEERGO-Dom workshop was *Supporting EPC and energy efficiency service (EES) providers in decarbonising buildings - Roundtable organised in the context of the H2020 projects REFINE and FinEERGO-Dom*.

The workshop was held as a 2.5-hour afternoon session from 12.30 to 2.30pm on Friday 3rd March 2023. It was chaired by REFINE coordinator Klemens Leutgöb from e7.

All presentations are openly available on the REFINE website [here](#). They can also be accessed directly by clicking on the hyperlinked presentation titles in Table 1 below.

Table 2: Workshop agenda and links to presentations

Agenda item	Presenter, organisation, country
<p>Welcome and opening</p> <p>Video message by Mr. Mirowski</p> <p>Welcome by Mr. Leutgöb</p> <p>Opening presentation by Ms. Tougeron</p> <p>Welcome by Ms. Loth-Babut</p>	<p>Paweł Mirowski, National Fund for Environmental Protection and Water Management of Poland (NFOSiGW), Poland</p> <p>Klemens Leutgöb, e7, Austria</p> <p>Céline Tougeron, European Climate, Infrastructure and Environment Executive Agency (CINEA), European Commission, Belgium</p> <p>Karolina Loth-Babut, Polish National Energy Conservation Agency (KAPE), Poland</p>
<p>The EPC+ priority programme for deep renovation</p>	<p>Marta Babicz, NFOSiGW, Poland</p>
<p>Multi-source financing to boost deep renovation using EES</p>	<p>Jana Szomolányiová and Jaroslav Maroušek, SEVEN - The Energy Efficiency Center, Czech Republic</p>
<p>Attitudes, expectations, and possibilities of service providers</p>	<p>Marek Tobiacelli, KAPE, Poland</p>
<p>Lessons learnt for boosting EPC markets</p>	<p>Nicholas Stancioff, KAPE, Poland</p>
<p>Upscaling private investments in residential buildings</p>	<p>Anna Gazda, BNP Paribas Bank Polska, Poland</p>

Panel discussion: investors' perspective on increasing capital in deep renovation

Panelists:
Nicholas Stancioff, KAPE, Poland
Winfried Braumann, Reenag, Austria
Enrico Giglioli, Enerqos, Italy
Chairperson:
Klemens Leutgöb, e7, Austria



Figure 4: Group photo of most of the workshop speakers

3.2.1 Welcome and opening

The welcome and opening was divided into four parts.

Paweł Mirowski, Deputy President of the National Fund for Environmental Protection and Water Management and Plenipotentiary of the Prime Minister for the "Clean Air" program and energy efficiency of buildings in Poland (NFOSiGW), gave a pre-recorded video message with a warm welcome to the event and to Wels. In his message, he highlighted the importance of improving the energy efficiency in buildings, the challenges related to the high costs of energy and the necessity to

reduce energy consumption in the building sector. He briefly outlined how these challenges have been addressed in the FinEERGO-Dom project.

Klemens Leutgöb, REFINE Project Coordinator and Managing Director of e7 Energy Innovation & Engineering, wished the audience warmly welcome on behalf of the REFINE and FinEERGO-Dom projects and gave a high-level outline of the topics to be discussed.

REFINE Project Adviser Céline Tougeron (Energy & Climate Unit, European Climate, Infrastructure and Environment Executive Agency CINEA) welcomed the participants on behalf of CINEA, gave a brief overview of the role of CINEA, presented the LIFE Programme's Clean Energy Transition (CET) priority and intervention areas as well as relevant upcoming funding opportunities.

Karolina Loth-Babut, Managing Director at the Polish National Energy Conservation Agency (KAPE) similarly welcomed the audience on behalf of both projects and discussed the importance of the topic of the workshop to the involved stakeholders.



Figure 5: Klemens Leutgöb (e7) and Céline Tougeron (CINEA) speaking during the opening session, Photo: ©OOe Energiesparverband

3.2.2 The EPC+ priority programme for deep renovation

Marta Babicz, Deputy Director at the Individual Beneficiary Department of NFOŚiGW presented on the EPC+ Financial Model in Poland and the Priority Programme

Renovation with guaranteed savings. She discussed the National Fund, the Holistic system supporting investments in the ESCO model, the Scope of the Priority Programme, the current status, the potential of scaling up and lessons learned.

3.2.3 Multi-source financing to boost deep renovation using EES

Jana Szomolányiová, Senior Consultant, and Jaroslav Maroušek, Chairman of the Board, SEVEN in the Czech Republic presented on multi-source financing to boost deep renovation using Energy Efficiency Services - Best practice example from the Czech Republic. They explained how EPC has been combined with subsidies in Czech pilots on deep renovations and showcased the results of the Czech pilots within REFINE in general. They explained the sale of receivables, described their unique tripartite agreement between an ESCO, bank and client. They discussed the factors involved in a typical EPC process in the Czech Republic. Finally, they gave an informative overview of the implementation of the deep renovation in their pilot projects, the psychiatric hospitals Bohnice and Kosmonosy.

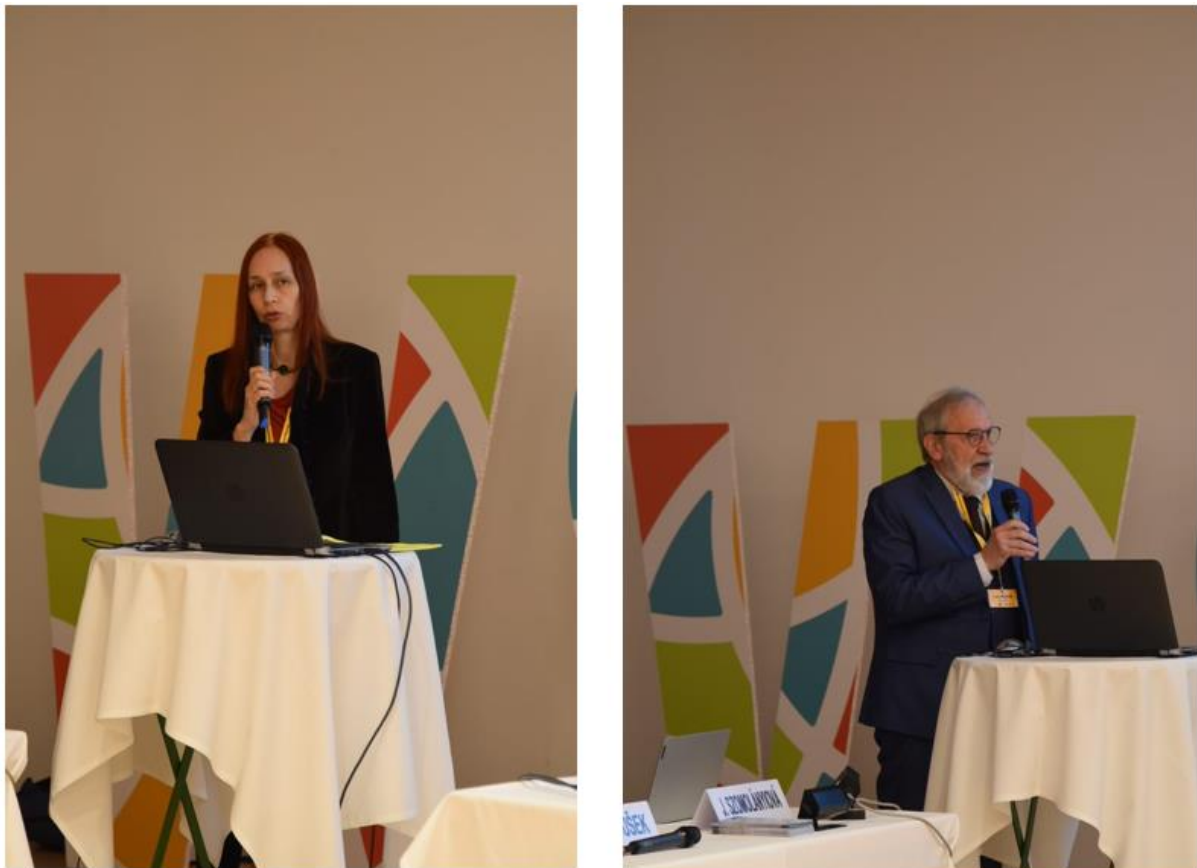


Figure 6: Jana Szomolányiová and Jaroslav Maroušek (SEVEN) presenting, Photo: ©OOe Energiesparverband

3.2.4 Attitudes, expectations, and possibilities of service providers

Marek Tobiacelli, Expert on Energy Performance Contracts (KAPE) gave a presentation entitled the Attitudes, Expectations and Possibilities of Energy Service Providers. He started by defining Energy Performance Contract and Energy Service Company. He went on to describe ESCOs in the private market - housing cooperatives and housing associations. He discussed expectations, attitudes and possibilities involved. He briefly presented key facts and figures from their HC Ulnowo Case study. Subsequently, Mr. Tobiacelli described ESCOs in the public market - local government units and state budgetary units. As in the case of the private market, he discussed expectations, attitudes and possibilities involved in the public market. Finally, he briefly presented key facts and figures from their City of Bytom case study. He concluded the presentation with a thesis: ESCO companies develop EPC projects on private market, but Local government units develop EPC projects on public market, and Conclusion: We observe in Poland different types of ESCOs, because of specific role that they are expected to play in private or public EPC projects.

3.2.5 Lessons learnt for boosting EPC markets

Nicholas Stancioff (KAPE) presented lessons learnt for boosting EPC markets. Mr. Stancioff is Chairman of the Building and Energy Conservation Bureau (ESEB) in Latvia and the Managing Director of Funding For Future (The Netherlands) and of the Latvian Building Energy Efficiency Fund (LABEEF).

He presented the EE1ST principle: Energy efficiency is crucial for sustainable energy policy and climate change mitigation (The kWh not spent is the best kWh!). He explained how ESCOs can help by providing turnkey services and solutions. He also noted that ESCOs assume performance risks, and that compensation is linked to project performance, incentivizing LT savings-oriented solutions. He offered the audience plenty of food for thought by describing the lessons learned from relevant projects.



Figure 7: Nicholas Stancioff (F3) presenting, Photo: ©OOe Energiesparverband

3.2.6 Upscaling private investments in residential buildings

Anna Gazda, Sustainability Programs Manager at BNP Paribas Bank Poland, discussed how to encourage upscaling of private investments in residential buildings, based on BNP Paribas' experience in Poland. She described support instruments for the Retrofitting of Residential Buildings. She zoomed in on PF4EE RiskSharing and on Clean Air Loans. Finally, she described the bank's plans to facilitate the energy transition of public buildings using the EPC/ESCO model.

3.2.7 Panel discussion

The final session on the agenda consisted of a stimulating panel discussion on investors' perspectives on increasing capital in deep renovation. They discussed challenges faced and potential solutions from their own experience and shared some best practices. The panellists were Nicholas Stancioff (KAPE), Winfried Braumann (Reenag, Austria) and Enrico Giglioli (Enerqos, Italy). The discussion was moderated by Klemens Leutgöb, e7.



Figure 8: Panel discussion

4 CONCLUSIONS

The REFINE final event was successfully organised and carried out jointly with the FinEERGO-Dom project as a workshop entitled *Supporting EPC and energy efficiency service (EES) providers in decarbonising buildings - Roundtable organised in the context of the H2020 projects REFINE and FinEERGO-Dom*.

The main objectives related to the organisation of the event were met. The objectives included showcasing the REFINE results and gathering relevant stakeholders to discuss ways to support EPC and EES providers in decarbonising buildings. Stakeholders representing financial institutions, ESCOS and other key target audiences from across Europe were reached. The presentations and the panel discussion triggered fruitful discussions and sharing of best practices. New connections were made and the participants are now considering new opportunities in terms of creating further synergies leading to collaborative partnerships and follow-up initiatives.

ANNEXES

A1: Photo gallery

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Photo: Copyright REFINE

