



Flux 50 – Kunnen Innovatieve Energieconcepten de markt veroveren ?

## **Financiering van innovatieve energieconcepten : rol van de bank ?**

Joost Declerck  
BELFIUS BANK  
19/10/2018



## Context : facts

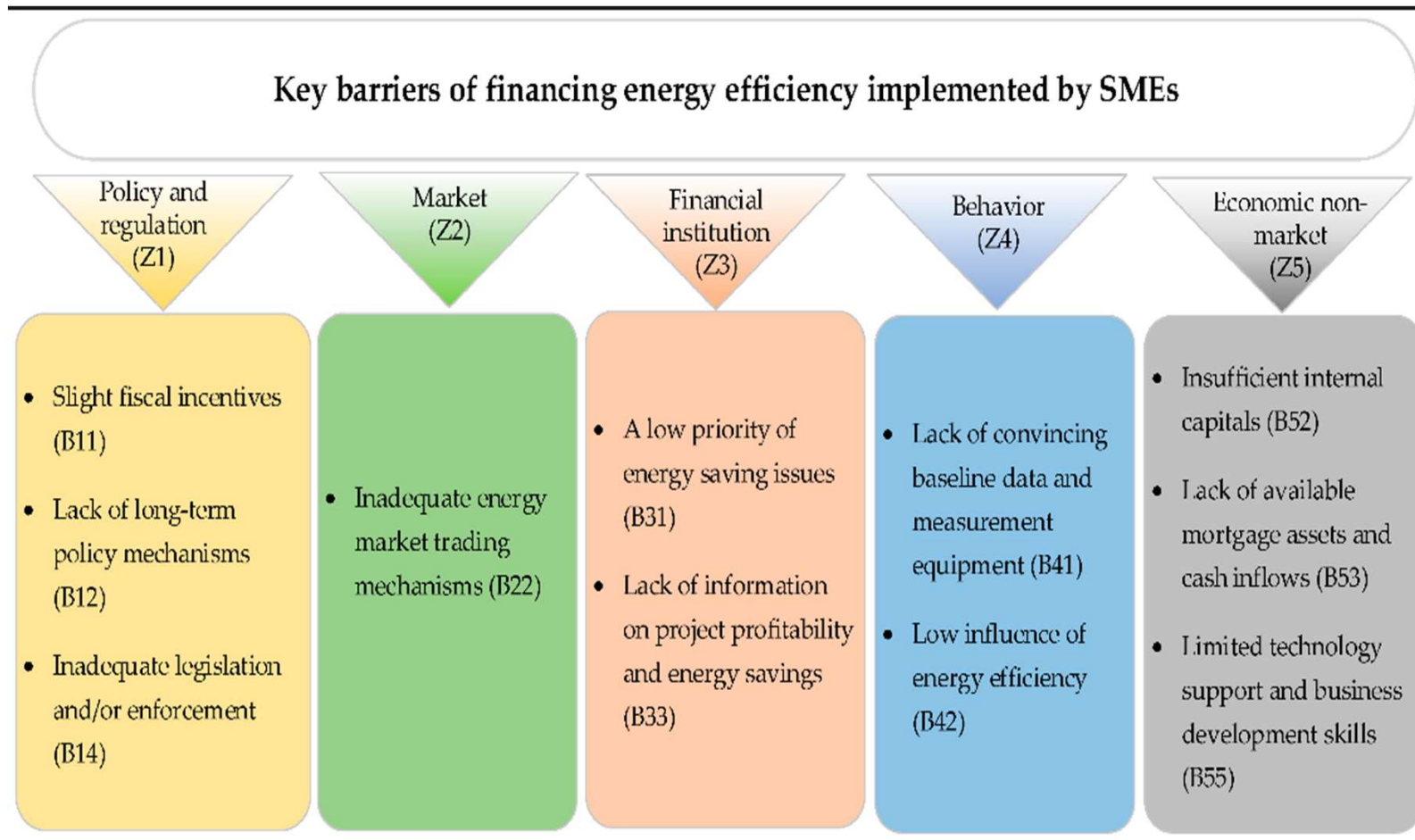


- Plenty of liquidities to finance good projects
- Financing of EE : new for bankers
- Complexity to set up 'innovative energy concepts'
- No specific banking approach
- Lack of projects – market not mature
- No scale or scalable projects
- No standardisation
- No integrated one stop shop solutions

***No possibility to build a profitable business for the bank in a short term.***



# Barriers for Entreprises to invest in EE



- Investing in core business is more profitable
- If payback period > 3Y : no investment
- Lack of know how & resources
- To much emphasis on 'energy savings'
- Energy cost is a small cost in 'total costs'



# Solutions : Third party financing : EPC / ESC / Energy as a service

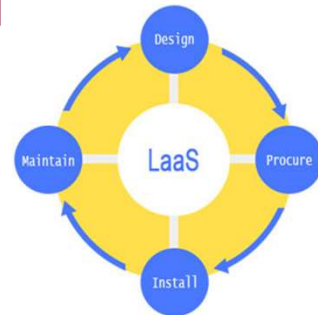


- Scale
- Standardisation
- Long term financing : guarantee ( insurance )
- Off balance for Esco : sale of receivables without recourse
- Deep retrofit not possible with 'energy savings'

Energy Supply Contracting

- Solar / windmill / heat / cogeneration
- Employee participation models

Energy as a service



- Scale
- standardisation



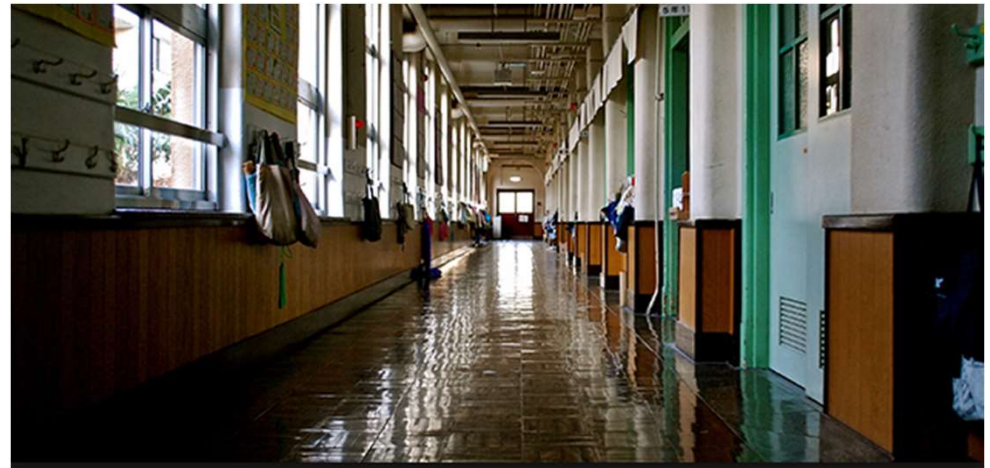
# Esco : examples

EDF Luminus Solutions :  
Anderlechtse Haard



- Investment cost : 4.600.000 EUR
- Contract duration : 12 Y
- Annual energy cost savings : 266.000 €
- Electricity savings : - 52 %

Wattson : Sint Jozefsinstituut Bokrijk



- Investment cost : 900.000 EUR
- Contract duration : 14 Y
- Energy consumption – 35 %/ CO2 – 50 %



# Energy supply contracting

District Heating Ostend :  
Beauvent CVBA



Greenpulse : PV on roof with employee participation



## INNI GROUP

**Kortrijk**

**2.000** solar panels

**11.000** m2 roof

generates **600,000 kWh / year**

equivalent to **166 families**

**30%** of electricity usage is now green

reduction of **190 tons CO2**

total investment **€590,000**



# Energy as a service : LAAS

## ETAP goes LAAS in Mechelen

### ETAP provides the total package:

- installation
- maintenance
- financing
- new purpose for the luminaires at the end

In exchange, the city of Mechelen will only pay a rental fee, as ETAP continues to own the installation. In this way lighting no longer is a single-use product, but a perfect example of sustainability and circular economy.

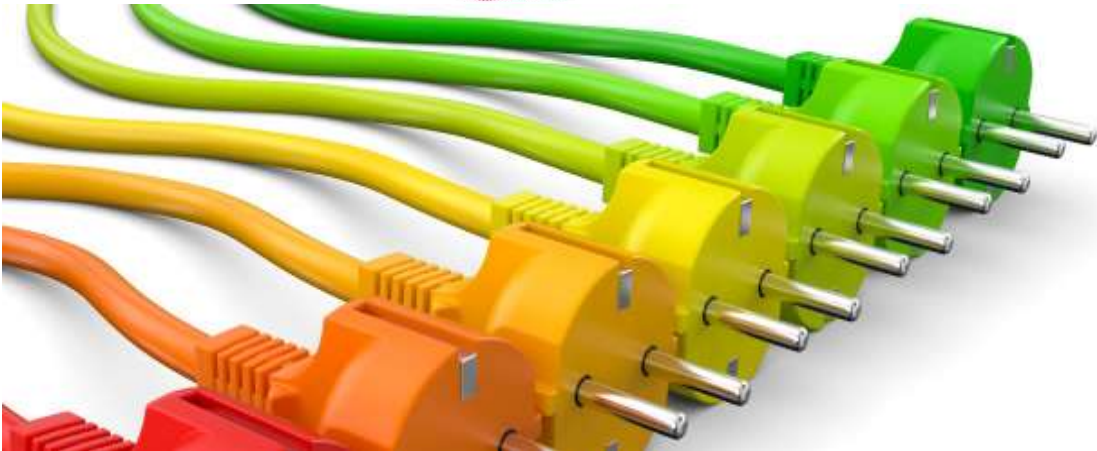


# Solutions : EIB : PF4EE (Private Finance for Energy Efficiency)

Belfius Energy Efficiency Package (BEEP)

Belfius financing for energy efficiency projects

Pilotbank in Belgium





## Belfius Energy Efficiency Package (BEEP)

1

Attractive financing

2

Portfolio guarantee  
EIB

3

Partial  
reimbursement of  
energy audit cost

### Scope :

- Energy efficiency in existing buildings
- Renewable energy integrated in building
- District heating, public lightning, cogeneration

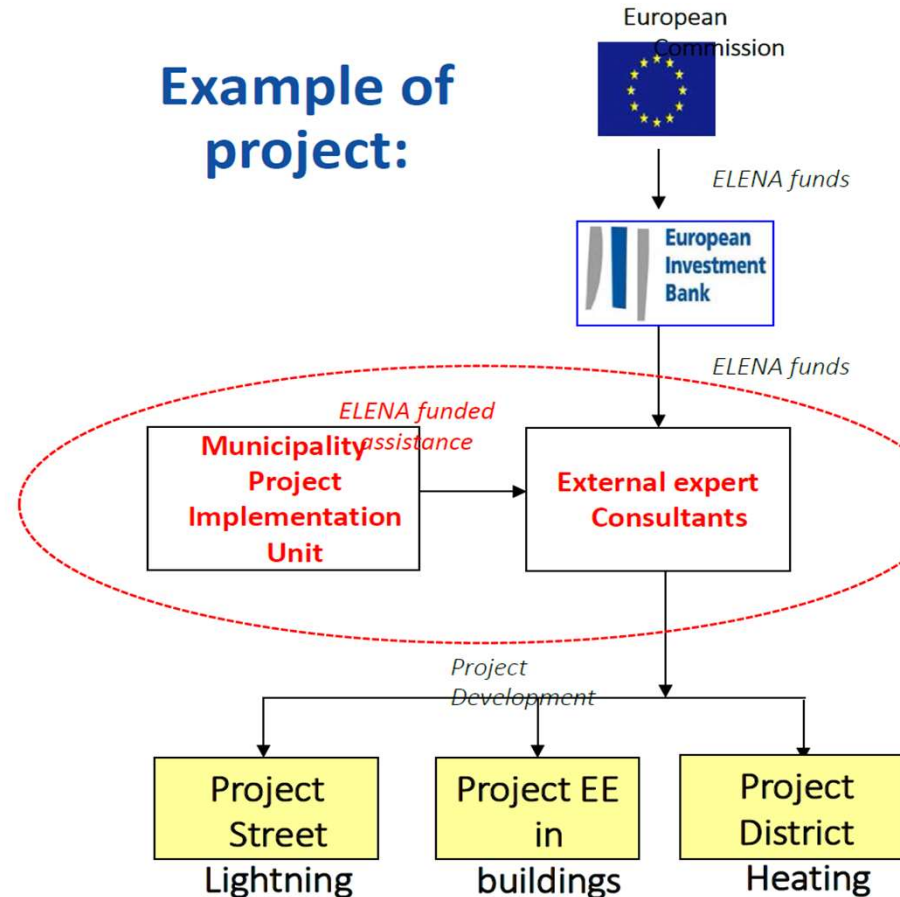


# ELENA

## European Local Energy assistance

- Technical Support
  - ELENA grant used to assist in project preparation (e.g external expertise, feasibility studies, energy audits etc)
- Financial Support
  - ELENA will fund up to 90% of the costs (with 10% provided by applicant)
- Allocated on a first come, first served basis
  - No calls or competitions
- Public and Private sector, including Financial Intermediaries

### Example of project:



## Solutions : bank

- More resources to boost the market & structure replicable alternative financing schemes.
- Develop know how of credit analyst / credit committee members
- Not pure 'corporate lending' but take into account 'energy savings' in the cash flow analysis



## Changing role of the bank : from financier to integrator of one stop shop solutions.



- Development of **one stop shop solutions** in collaboration with partners.
- Development of the **Esco market & third party investors market**
- Support for '**participation of the citizen**' models (energy cooperatives)





**Thank you !**

[Joost.declerck@belfius.be](mailto:Joost.declerck@belfius.be)

Joost Declerck

Energy Efficiency Promotor

19/10/2018

