



Experiences in bridging the gap between Investors and Project Developers

SEI Forum events - Project outcomes and ENERINVEST tool
Webinar, 27th June 2019

Energy and energy efficiency

General context in 2014



- **Decoupling economic growth and energy consumption**, which will allow economy be more competitive.
- **New financial instruments** that could result in a revolving fund for continuous projects financing in this sector.
- **European Structural Funds with the aim of an efficient use** of priorities financial instruments to subsidies. More effective system to leverage investments.
- Advances in other **relevant issues**: cash availability, standardization status, market mistrust, warranties, certification,

Energy and energy efficiency

H2020 context



Under the H2020-EE-2015-3-MarketUptake, the call EE-19-2015 - **Improving the financeability and attractiveness of sustainable energy investments**, in which among other scope, the proposals could:

- **create EU and national sustainable energy financing platforms** to organise dialogue with the relevant stakeholders and (among others) develop roadmaps, propose improvements in the legal frameworks and develop template documents and contracts leading to a better understanding of the market.

NCPs success story

Partnership context



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The Spanish Platform for financing Sustainable Energy Projects – ENERINVEST at 2016



- ✦ **ENERINVEST** was born with the main objective to become the **reference National Platform with regard to Sustainable Energy Financing**, a meeting point between relevant stakeholders and a consulting platform, offering technical, legal and financial solutions to **Sustainable Energy Projects (SEPs)** promoted at national level by both the public and private sectors.

Under this proposition, the ENERINVEST consortium run the project with a **set of challenges** to deal with.



ENERINVEST in 2016

Challenges



- ✿ To **cover the gap between the financial sector and the energy sector**, organising the dialogue among the relevant stakeholders and identifying challenges, barriers and solutions.
- ✿ To **build up a network of key actors working together** to foster investments in sustainable energy projects.
- ✿ To **influence public energy policies** that affect the implementation of sustainable energy projects.
- ✿ To **deliver innovative approaches, models and tools** with regard to current financial schemes and investment models.



Main actions

- Reference **handbooks with existing** technical information, legislation and funding schemes which affect directly and indirectly a SEP promotion.
- Innovative financial models.** Examples with **successful experiences in a map** including concept of the model, elements of innovation, actors involved, financial benefits...
- SEP **E-PLATFORM**. Webpage and web-tool to support promoters, investors, etc.
- Encouraging **dialogue among key actors**. Working groups and sector events

ENERINVEST: Progress 2016 – 2019 Handbooks



10 reports with solutions. These documents are alive and marked to be commented and updated and some provide input for the ENERINTOOL.

- 🌱 Guide on SEP Technical aspects
- 🌱 Spanish SEPs Financial existing framework
- 🌱 Spanish SEPs Legal existing framework
- 🌱 Database of SEP cases
- 🌱 Best Practices Handbook
- 🌱 Database of grants
- 🌱 Guide to Financing for Sustainable Energy Projects
- 🌱 Standard mechanisms for SEP financing
- 🌱 ENERINVEST financing Guide and lessons learnt
- 🌱 National SEP Roadmap Report for policy makers



ENERINVEST: Progress 2016 – 2019

Successful experiences



- More than **90 Experiences** illustrated and categorized to be consulted: findings commented and general info are available



Mapa de
experiencias

Discover **projects and innovative financing models** developed in Spain and the rest of Europe **to boost sustainable energy projects**. Get inspired with successful experiences that best adapt to your project.



Innovative financial
instruments



Standardisation and
support instruments



Instruments for
specific technologies



ENERINVEST: Progress 2016 – 2019

E-PLATFORM



🌿 www.ENERINVEST.es / www.ENERINVEST.eu

🌿 **18.284** unique website visitors

**Sep16- Mar19*

🌿 **120.000** yearly visits

**Ene18- Dic18*

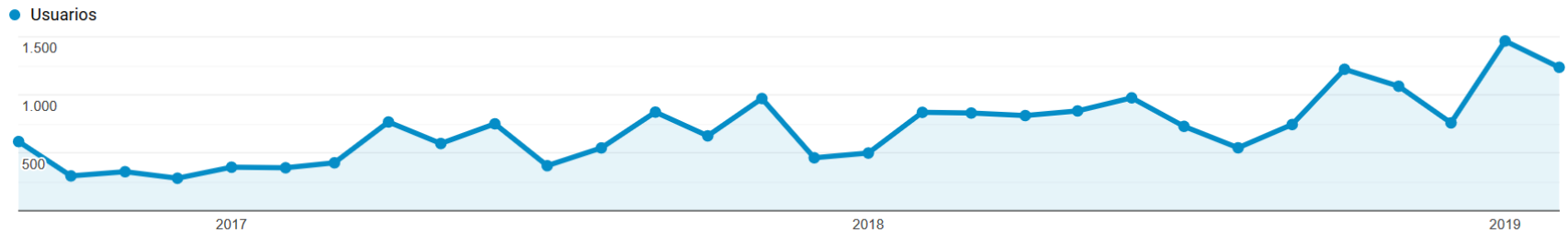
🌿 **3 languages:** English / Spanish / Catalan

🌿 On-line **meeting point:** 



ENERINVEST: Progress 2016 – 2019

E-PLATFORM

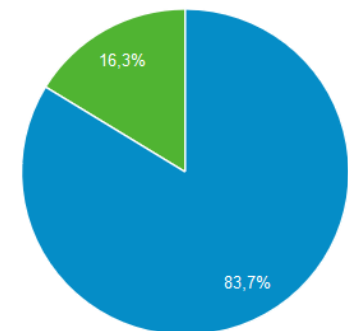


Key Indicators	1st term (Sept. 2016 – June 2017)	2nd term (July 2017 – Feb. 2019)	Total
Number of unique users or visitors	4.097	14.315	18.412
Number of total sessions	9.350	29.675	39.025
Total number of pages views	54.090	156.130	210.220
Average pages views per session	5.79	5,26	5,39
Average session duration	0:06:46	00:05:46	00:06:00



349,4% growth in unique users
317,4% growth in sessions

■ New Visitor ■ Returning Visitor



ENERINVEST: Progress 2016 – 2019 Dialogue



- 5 working groups with participation of relevant stakeholders
- 6 collective events directly promoted
- 7 webinars organized
- +70 other related events
- ENERINVEST Awards
- Forum*



ENERINVEST: Progress 2016 – 2019

Impacts - Expected



- **Reduced uncertainty** - increased investors' confidence and trust
- Innovative (and relevant) **asset valuation methodologies** agreed by the market
- **Standardised descriptions** of sustainable energy investments or measures/contracts
- **Labelling schemes or harmonised frameworks** for sustainable energy investments
- **National strategies** for financing sustainable energy investments



- ✿ Handbooks includes the description of project **technical parameters, financial indicators** for the evaluated mechanisms and **common legal requirements** to consider in SEPs.
- ✿ The ENERINTOOL includes a **SEP assessment** module to provide a quick view of basic project parameters.
- ✿ Through the activities supported by the H2020 project, the partnership has **generated knowledge to serve the market**.

...“Aquí está todo”

... “Falta mi instrumento financiero”



- A **consulting website** and computer-based **SEP assessment tool**, **the ENERINTOOL**, that matches the main technical and financial issues related to SEPs.

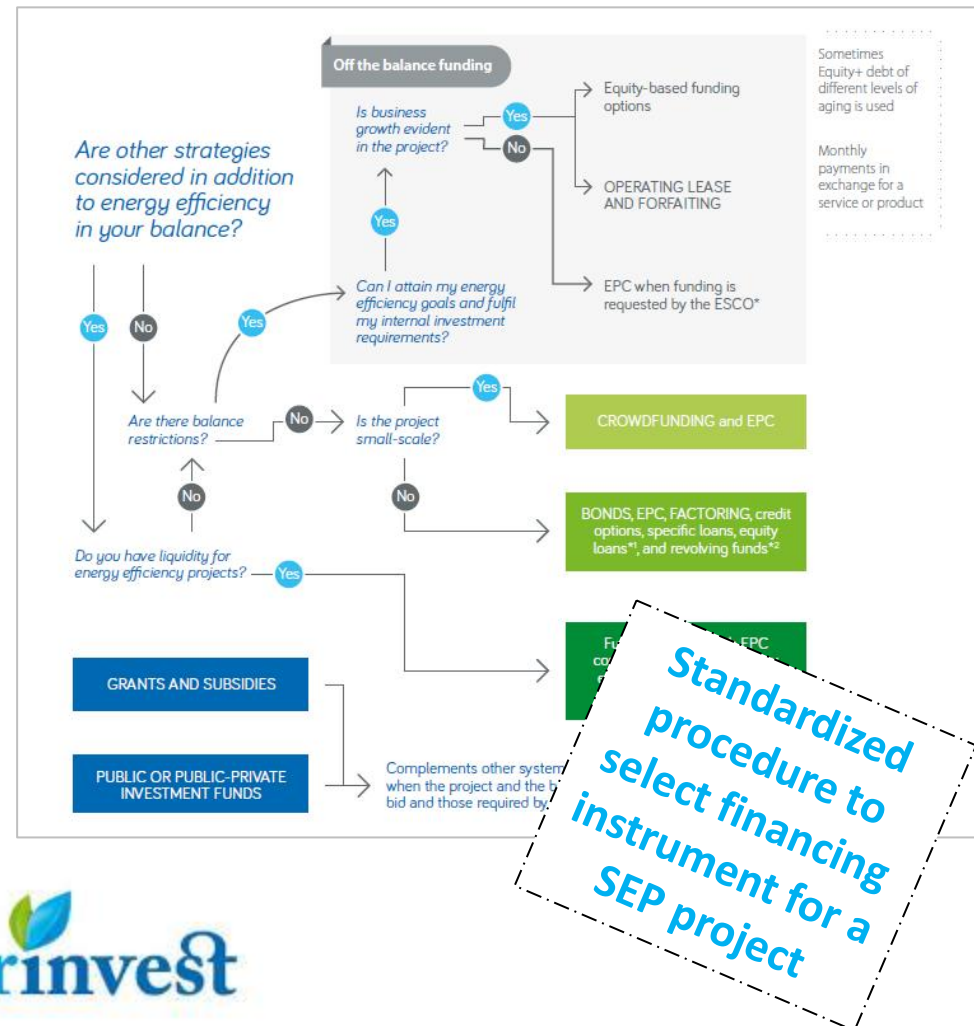


In the ENERINTOOL, by standardizing market information, there is a module where the users, who can provide some data about their initiatives and **receive advise** in different ways. The info will be constantly updated by means of all analysis and Data Bases that will be developed during the different activities of the project.



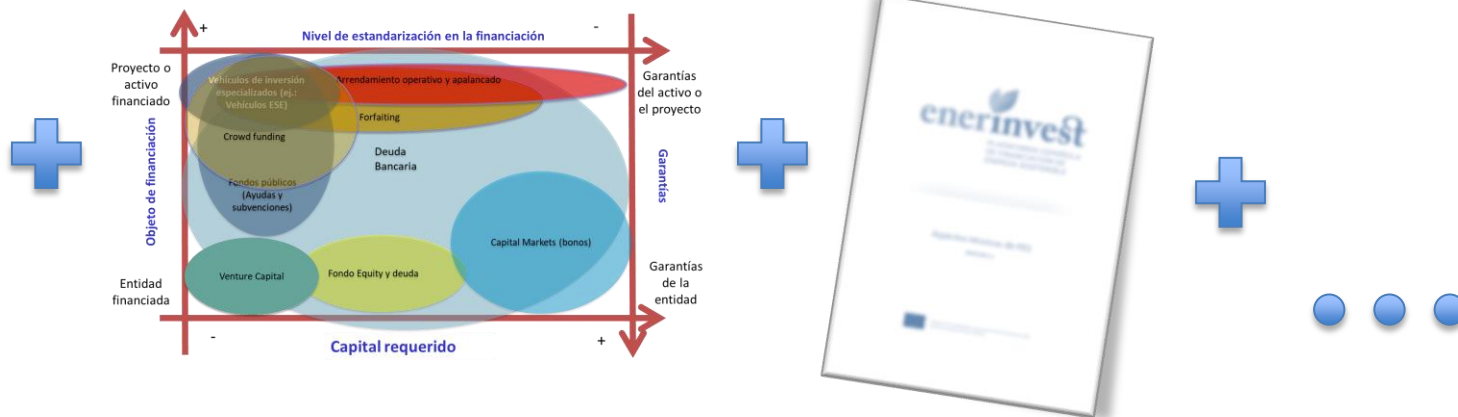
Standard characterization of SEPs will be developed by means of analyzing a wide range of cases within technical, financial and legal issues

- SEP Technical aspects
- Spanish SEPs Financial existing framework
- SEPs Legal existing framework at EU and national level





- **Documentation and procedures** collected from SEP analysis and from the innovative financial solutions developed during ENERINVEST to feed a working group

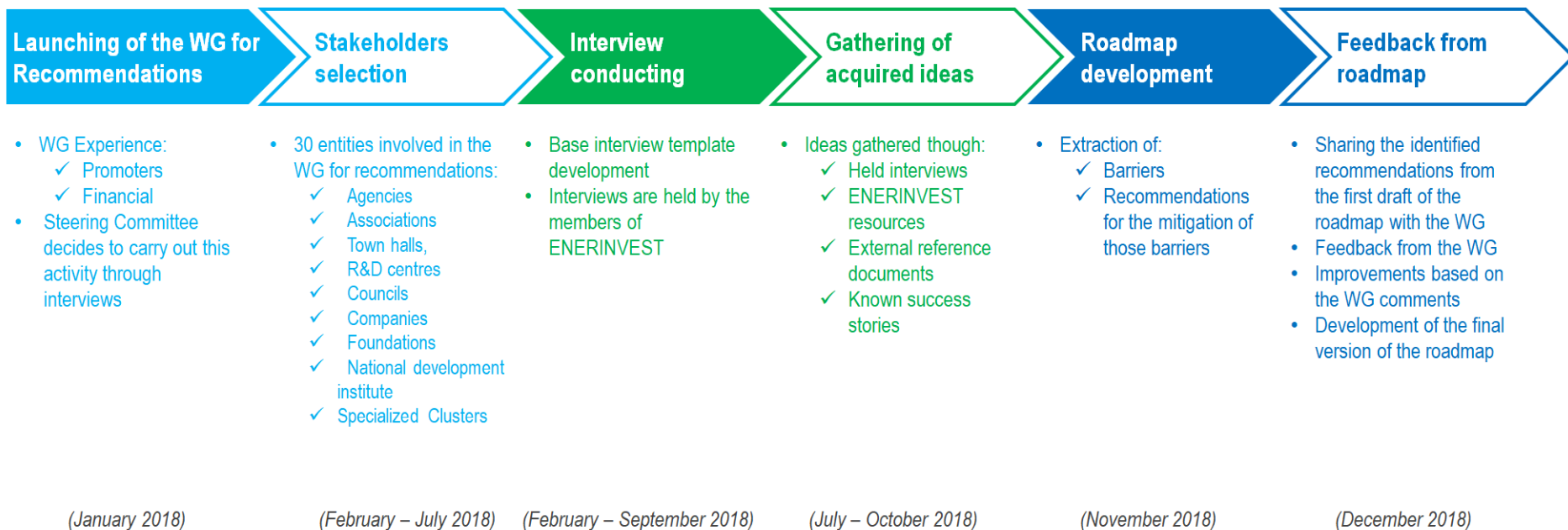


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Impacts – National strategies



- ... to prepare an strategy delivered in order to highlight the barriers and legal gaps to be overcome and a set of recommendations: **National SEP Roadmap**





A) **National scope**: Same legal, market and culture framework



- Easier to **work and promote dialogue** among the different market stakeholders
- Easier to **analyse and promote adaptations of innovative financing schemes and business models** by providing the specific tips according to the national context
- High networking impact: **676 stakeholders** contacted across Spain



B) Changing mind-sets on SEP financing: culture of grants and subsidies



- ENERINVEST has provided **tools and background information in a friendly language** that show the bankability of the SEP without grants
- ENERINVEST has **opened the door to small and medium promoters** to consider private financing



C) Putting financing of SEP in the agenda: promoters focused on technical aspects, financiers focus on bankability



- Financiers: ENERINVEST has provided **new approaches to analyse SEP according to their own specificities**
- Promoters: ENERINVEST has provided **tools for promoters to speak financiers language**



D) Digital solutions: someone has to use it!



- ENERINVEST has **worked with local and regional stakeholders to create the market** (collective events, webinars, presentations, local/regional media, networking, etc.)



E) **Exemplification**: tools and documents to show the financing alternatives can be done



- ENERINVEST provides **tangible examples on how to use alternative financing or business models**
- ENERINVEST increased **trust in the new/innovative financing schemes and business models**



F) Bottom-up policy roadmap: gathering the opinions of a wide range of national stakeholders to design a roadmap



- Appropriation of the **recommendations and proposed solutions** by the different market stakeholders
- Identifying **common priorities, which leads to more productive dialogue**

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Today



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A Meeting Place to enable
dialogue among key actors.




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