REDay 2015
It’s more than renovation…
It’s smart development

Energies POSIT’IF
Low energy refurbishment of condominiums in Ile-de-France region

October 15th, 2015 - Brussels
Shareholding

- **85% of public ownership:**
  - 11 local authorities
  - 3 energy syndicates
- **15% of « private » ownership:**
  - CDC
  - Caisse d’Épargne IdF

Areas of actions

- Third party financing dedicated to collective housing (private and social)
In Ile-de-France Region

- **4,713M** main residences (1) of which **72%** multi-residential buildings (44% in France)
- **2,1M** main residences classified in E, F, G energy classes (230 to 450 kWhpe/m²/an) of which **47%** are multi-residential buildings → priority target of **1M** apartments.

**Why retrofitting programs are not happening?**

- Initiative and management left to the owner and condominium managers (rarely experts)
- Constraints of the decision-making process:
  - Governance
  - Motivation
  - Cash availability and solvency
- Loans not tailored for long-term payback investments (over 15 years)
- Lending institutions with few expertise to assess the effectiveness of works financed through subsidised soft loans

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(1) *The average consumption of the housing stock is 220kWhpe/m²/y (heating and sanitary hot water) and 330kWhpe/m²/y when including «cooking» and «specific electricity».*
**OUR GOALS**

- **Increase confidence and expertise at the condominium level**
  - Stimulation of the investment decision making process;
  - Support of technical and financial high standards for thermal retrofitting: a minimum energy saving target of 40%

- **Business based on 3 innovations**
  - Design-implement-operate contract for works and services (i.e. the program includes the thermal insulation of the building envelop)
  - Guarantee on energy performance in the operation phase
  - Third party financing (optional)

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**2015**

- 60-80 condos renovated
- 8000 dwellings
- 200M € cost

**2020**
FUNDING SOURCES FOR THE THERMAL RETROFITTING OF BUILDINGS

Financial structuring of a « low energy » building retrofitting

- Owner self-financing
- Energy savings via third part financing
- Energy Efficiency Obligations (White certificates)

Public finance support

- Direct subsidies
- Soft loans (Eco PTZ, Eco Prêt LS)
- Tax incentives
ENERGIES POSIT’IF OFFER TO CONDOMINIUMS

"Local facilitators": energy agencies, associations

Mature projects

Condominium

Administrator

Unconditional phase

Design of energy retrofit measures

Financing plan

Validation by G.A.

Conditional phase

Implementation of the works

Third party investment

with

Energy savings guarantee (EPC)

or

O&M with shared savings

Sub-contracting or co-contracting agreements

G.A. : General Assembly
O&M : Operation and maintenance

ARCHITECTS

THERMAL ENGINEERS

CONSTRUCTION COMPANIES

ENERGY SERVICE COMPANIES

Initial Contact

Pre-assessment

Contract proposal

Design + financing plan

Works

O & M
MAJOR ACHIEVEMENTS

- 22 signed contracts
- More than €50 millions works value in 2015 - 2016 (3300 apartments renovated)
- 60 condos in our project pipeline

- Energies POSIT’IF has become a reference for several French regions → more than 10 regional initiatives aim at developing TPF services.

- A reduced rate of VAT for energy retrofits made by a TPF provider

- An eligibility to the White Certificates system
- Art.124 of the ALUR act providing a legal definition for third-party financing activities
- IEB loan in the frame of the Juncker Investment Package: 100 M€ to renovate 8000 dwellings during the next 4 years
- On the 17th August, the Energy transition law for green growth has been issued. It gives a framework for TPF companies.
FOCUS ON EIB LOAN

- Transaction feasible thanks to the guarantee provided by the EFSI to EIB
- Amount: €100 Million
- Maturity: 22 years
- Tranches (draw down): Max 32 (minimum €0.5 Million)
- Eligibility: thermal retrofitting projects in condominiums and in social housing sectors
- Project size: up to €25 million (total project cost)
- Financial contribution of the EIB credit line: up to 75% of the project cost
The next steps

- Decree issuance
- Authorization given by the ACPR (Regulatory entity of the French banking sector)
- Signing the loan with the European Investment Bank
  
  Provided that a Surety company guarantees the loans the condominiums subscribe with Energies POSIT’IF
PORTFOLIO: PROJECT SELECTION ON WORKS PHASE

- **Meudon La Forêt (92)**
  - Current consumption: 216 kWhpe/sq.m.y.
  - After works consumption: 140 kWhpe/sq.m.y.

- **Palaiseau (91)**
  - Current consumption: 238 kWhpe/sq.m.y.
  - After works consumption: 148 kWhpe/sq.m.y.

- **Paris (75)**
  - Current consumption: 169 kWhpe/sq.m.y.
  - After works consumption: 66.9 kWhpe/sq.m.y.
Paris 14

- 1956
- 39 apartments

Current consumption 180 kWhpe/ sqm.year

Consumption after works 104 kWhpe/ sqm.year (BBC Effinergie Rénovation)

Vote of the works phase: November 2015

Paris 13

- 1960
- 31 apartments

Current consumption 279 kWhpe/ sqm.year

Consumption after works 104 kWhpe/ sqm.year (BBC Effinergie Rénovation)

Vote of the works phase: October 2015
PORTFOLIO : PROJECT SELECTION ON DESIGN PHASE

Paris 12

- 1965
- 68 apartments
- 1 premises for business activities
- 1 premises for association activities

Current consumption: 225 kWhpe / sqm.year
Consumption after works: 104 kWhpe / sqm.year (BBC Effinergie Rénovation)

Boussy Saint-Antoine (91)

- 1963-1967
- 350 apartments
- 17 buildings

Current consumption: 440 kWhpe/sqm.year
Consumption after works: 104 kWhpe/sqm.year (BBC Effinergie Rénovation)
PORTFOLIO: PROJECT SELECTION ON AUDIT PHASE

- **Paris 12**
  - 1965
  - 2 buildings
  - 156 apartments

- **Choisy le Roi (94)**
  - 1965
  - 2 buildings
  - 156 apartments

- **Soisy-sous-Montmorency (95)**
  - 1973
  - 2 buildings
  - 48 apartments

- **Paris 13**
  - 1972
  - 1 building
  - 118 apartments
  - 2 business premises
THANK YOU FOR YOUR ATTENTION