

INVĖEST

Capitalisons sur nos énergies



GreenFlex : our business activity, accelerating the environmental, societal and energy transition through various means

Define **strategies, roadmaps** and their **deployment**



Consultancy

- Corporate strategy
- Projects, exemplary sites, sustainable sectors
- Brands, products and responsible consumption
- Mediators of dialogue between stakeholders

Boost **energy** and **environmental** **performance**



Operational support

- Energy diagnosis & audit
- Project management support
- Engineering / technical design
- Performance optimization and commitment

Connect and enhance **data** to optimize **performance**



Digital

- Data collection and connection
- Data enhancement / Data Science
- Continuous performance management

Accelerating and **financing** the **transition**



Financing

- Third-party financing / evolving leasing solutions
- Energy efficiency performance commitments
- White certificates

We especially have a strong experience in working in collective positive multi stakeholder projects, financed by Public Authorities, aligning the interest of various private and public players : for instance activation of the **EnergieSprong approach in France** which strives to create **zero-energy renovation market E=0 in housing** or **D2Grids to develop an EU standard** for 5G local energy loop

Energy efficiency remains an issue poorly addressed by the industry's financial community ...

There are **many barriers** to investment



Technical complexity and **poor knowledge** of the projects



Difficulty for industries to identify **suitable financing offers**



Lack of exchange between supply and demand, which can lead to a **lack of trust**



Projects considered **risky**, potentially damaging to the **debt-to-equity ratio** or offering **high payback times**

28%*

of industries consider that their **green investments** allow a **return on investment**

42%*

of investors believe that the green projects in which they have invested are **not mature enough to judge the return on investment**

... While it is a crucial competitive lever for European industry

Cost reduction

Investing in energy efficiency reduces energy bills and maintenance costs

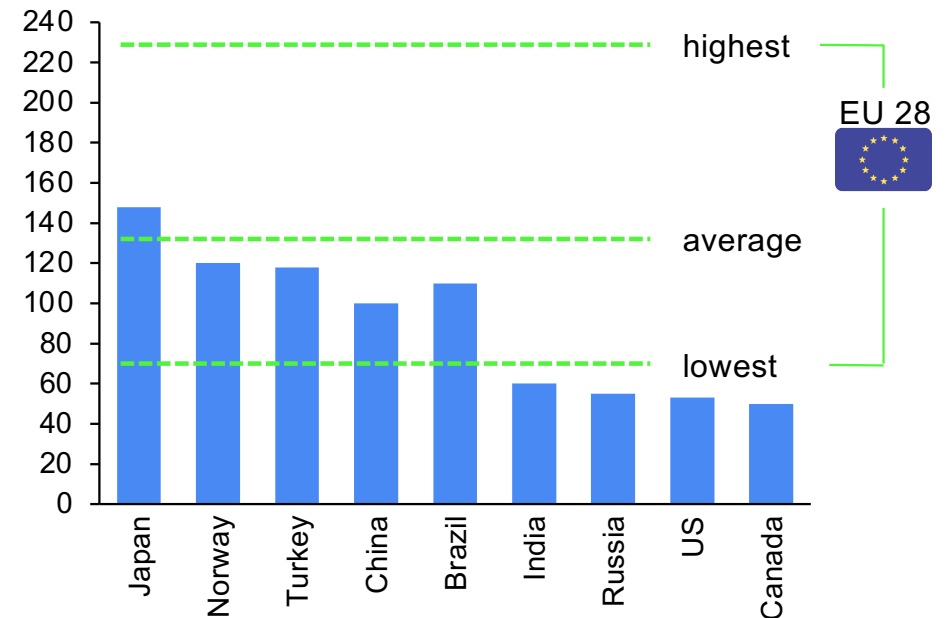
Risk management

Energy and carbon regulations are expected to become increasingly stringent → **1 858** climate laws in the world

Added value improvement

Energy efficiency improves the process with more efficient and reliable equipment for a better-quality product → **55% of respondents** reported being willing to pay more for products/services from companies committed to “positive social and environmental impact”

Prices for electricity in EU-28 and other major economies for industrial consumers (EUR/MWh) reference year 2012



Energy efficiency represents an opportunity



A high-potential but **under-invested** market

20 %

of potential **energy savings in industry**
in France and Europe

2/3

of this **potential could be achieved**
through investment in **proven**
solutions

2°C

By 2035, **energy efficiency**
needs to represent **half of all global**
energy investment to stay within
the **2°C limit**

Companies that are familiar with/use transition financing solutions have a higher level of energy and environmental maturity



INVEEST is a Capacity Building program dedicated to the financial community to accelerate the financing of energy efficiency and low carbon projects in industry



How INVEEST is financed ?

INVEEST financed through White Certificate, LIFE grants and targeted stakeholder contribution

White Certificate Scheme



Energy providers have to prove their contribution to energy efficiency investments in proportion to their energy sales under this white certificates scheme supervised by the French State administration



Governance

Financers : Energy providers submitted to the White Certificate Scheme

Operator: GreenFlex with the cooperation of l'ADEME and the supervision of the Ministry of ecological transition

Grants from LIFE programme



INVEEST is part of the "Finance ClimAct" project which aims to **align financial flows with energy-climate objectives** and **strengthen the resilience of the financial system** towards climate risks

Governance

Funder: the European Commission

Operator: GreenFlex, ADEME and 7 partners as key French actors on finance and climate related issues

Finance ClimAct



Targeted stakeholder contribution

Structure that will benefit from this capacity training program are also asked to pay for part of it

INVEEST is intended for the industry financing community

This capacity building program targets 3 main markets players



Banks

Account managers
Risk analyst
Back office managers



Industrial companies

Administrative and financial director
Financial and administrative manager
Industrial managers



Industry Partners

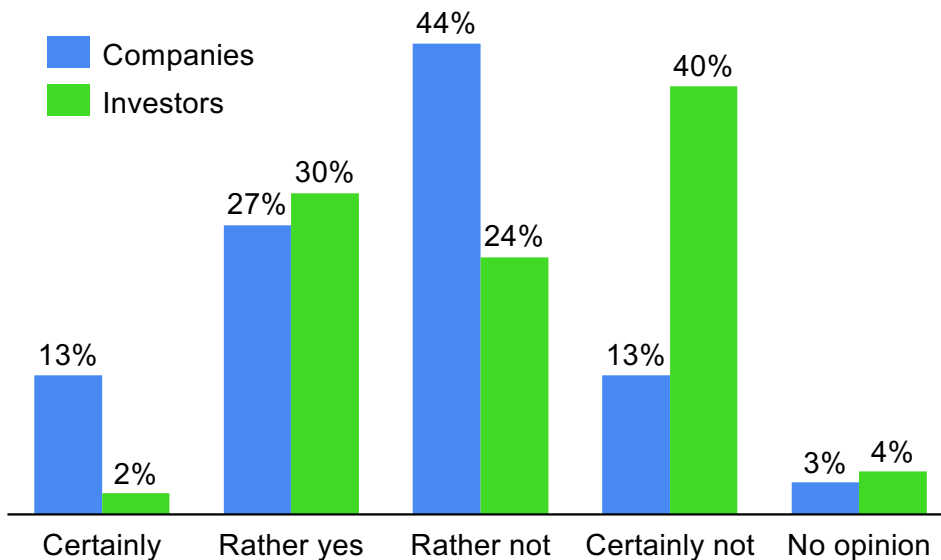
Chartered accountants
External auditor
Design office

INVEEST is nevertheless open to any public interested in energy efficiency

Why INVEEST targets specifically the industry financing community ?

64% of investors and 57% of industries do not have the human resources and skills to analyze and carry out energy transition projects,

*Do you have the right mix of human resources and skills to carry out energy transition projects?**



Banks need to **become more proactive** in the energy transition of their customers



Industries use mainly **private financing** (commercial debt, equity) for their energy efficiency projects.



Project financing is a demanded skill that is still **lacking** among industrial partners.

INVEEST is based on three pillars

Acquire, put into practice and share knowledge to promote the development of energy efficiency projects



1. Personalised training programme and support



2. A hub of tools and best practices



3. A community favouring exchanges and networking

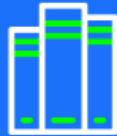
1. INVEEST is a personalised capacity building and support scheme

A capacity building programme that meets the different needs of participants



2. A hub of tools and best practices dedicated to help the financing of energy efficiency and low carbon projects

Tools that are constantly evolving as a result of discussions and consolidation of stakeholder needs with participants



Analysis and barometer



Decision making tools



Case studies



Methodologies inspired by best practices

3. A community favouring exchanges and networking

Many activities to animate the community

- Collaborative space and interprofessional discussion forum
- Regular meetings between industry financing players
- Knowledge sharing and quality feedback
- Continuous support for the trainees formed

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INVEEST





INVEEST's ambition: involve 1 000 players by the end of 2021 so that investments in energy efficiency and low carbon projects in industry can be scaled up.

Key achievements to date

- Hundreds bank managers from key banking groups (HSBC, BNP Paribas, Société Générale, Crédit Agricole, etc.) participated
- Many industries interested / participated in INVEEST
- Industrial coaching to make possible energy saving projects: low-energy relamping, etc.
- A first set of **tools** available to participants to help finance **energy efficiency and low-carbon projects** : Memento, modelling tools, benchmarks, etc.



Challenges for INVEEST

Meet participants' expectations as fully as possible

Challenges already undertaken

- ✓ Include **low carbon** in the scope of the programme
- ✓ Offer a **simpler user experience**
- ✓ Propose a more **ergonomic E-learning platform**
- ✓ Refocus training sessions on **major cities**
- ✓ Adapt the **communication** around the programme

Challenges ahead

- ■ Contact **other banking networks**
- ■ Work with **industrial federations** to help the program grow
- ■ Increase the **number of coaching** in work situations
- ■ Convince companies that **investing in energy efficiency and low carbon projects** are solutions to the **economic crisis created by the Covid-19**

"Thanks to INVEEST the way we finance projects will now evolve"

*Jonathan Scherrer
Energy Manager, AkZonobel Powder Coating*



Thank you

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