



Enhancing at an Early Stage the Investment Value Chain of Energy Efficiency Projects

Capacity Building Webinars Summary & Key Learnings Report

August 2021



The Triple-A project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement no. 846569.

Enhancing at an Early Stage the Investment Value Chain of Energy Efficiency Projects

GA#:846569

Topic: LC-SC3-EE-10-2018-2019-2020

Funding Scheme: CSA

Start Date: September 2019

Duration: 30 Months

Project Coordinator: NTUA

Deliverable Number (relative in WP)	part of D2.2 (WP2, task 2.2 - Action 4)
Deliverable Title	Report on National Stakeholders' Consultations
Work Package Number	2
Task Number	2.2
Date of Delivery	March, 2022 [Month 30]
Dissemination Level	Public
Work Package Leader	SEVEn
Task Leader	IEECP – Institute for European Energy & Climate Policy
Lead Beneficiary	IEECP
Author(s) (Organisation)	Erik Faassen (IEECP)
Keywords	Webinars, Capacity Building, Stakeholder engagement, Financial Instruments, Risk & Mitigation Strategy, European Taxonomy, Triple-A

Preface










Triple-A has a very practical result-oriented approach, seeking to answer three questions:

- How to **assess** the financing instruments and risks at an early stage?
- How to **agree** on the Triple-A investments, based on selected key performance indicators?
- How to **assign** the identified investment ideas with possible financing schemes?

The Triple-A scheme comprises three critical steps:

- **Step 1 - Assess:** Based on Member States (MS) risk profiles and mitigation policies, including a Web based database, enabling national and sectoral comparability, market maturity identification, good practices experiences exchange, reducing thus uncertainty for investors.
- **Step 2 - Agree:** Based on standardised Triple-A tools, efficient benchmarks, and guidelines, translated in consortium partners' languages, accelerating and scaling up investments.
- **Step 3 - Assign:** Based on in-country demonstrations, replicability and overall exploitation, including recommendations on realistic and feasible investments in the national and sectoral context, as well as on short and medium term financing.

Who We Are

	Participant Name	Short Name	Country Code	Logo
1	National Technical University of Athens	NTUA	GR	
2	ABN AMRO Bank N.V.	ABN AMRO	NL	
3	Institute for European Energy and Climate Policy Stichting	IEECP	NL	
4	JRC Capital Management Consultancy & Research GmbH	JRC	DE	
5	GFT Italy srl	GFT Italy	IT	
6	CREARA Consulting SL	CREARA	ES	
7	Adelphi Research Gemeinnützige GMBH	adelphi	DE	
8	Piraeus Bank SA	PB	GR	
9	University of Piraeus Research Center	UPRC	GR	
10	SEVEN, The Energy Efficiency Center	SEVEN	CZ	
11	Public Investment Development Agency	VIPA	LT	
12	National Trust Ecofund	NTEF	BG	



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Table of Contents

1	Executive Summary (Webinars).....	7
2	Introduction.....	8
3	Key Takeaways and learnings	10
3.1	Overview.....	10
3.2	Country Specific Feedback	11
3.2.1	Bulgaria (NTEF).....	11
3.2.2	Czech Republic (SEVEN)	13
3.2.3	Germany (Lead: JRC, Support: adelphi)	15
3.2.4	Greece.....	16
3.2.5	Italy (GFT).....	18
3.2.6	Lithuania (VIPA).....	19
3.2.7	Netherlands (Lead: IEECP, Support: ABN Amro)	19
3.2.8	Spain (CREARA)	20
4	Appendices	23
4.1	Bulgaria	23
4.2	Bulgaria – follow-up	28
4.3	Czech Republic.....	34
4.4	Spain	37
4.5	Germany	39
4.6	Italy.....	43
4.7	Lithuania.....	48
4.8	The Netherlands.....	51
4.9	Greece.....	54

1 Executive Summary (Webinars)

This document details the summary and key-learnings of the webinars activity and is part of **Triple-A Deliverable 2.2: Report on national stakeholders' consultations**, which holds a full description of all actions taken to engage stakeholders throughout the project's duration.

A series of 'Capacity building webinars' were hosted and organized by the Triple-A partners between April and June 2021 reaching a total of 224 participants. The goal was to increase awareness of the project and disseminate knowledge needed to effectively use the tools. Three topics stood central: 1. The EU Taxonomy Regulation, 2. Risk and Mitigation strategies, and 3. Financial Instruments. There was an under representation of policy makers (5%) while project developers were better represented (34%) among the participants.

Feedback was generally positive though there is room for improvement. Participants appreciated the summarizing perspective of the three topics of the webinar, though at times the content was found to be too lengthy for a webinar format. Participants also requested for certificates of participation, which was not planned for nor provided in the end.

There appeared to be consensus that there is a large gap between theory and practice in EE investments. Most tools and finance schemes are in some way or another very familiar to the majority of participants, however what often lacks is to room and flexibility required to actually implement new financing schemes to existing situations and/or introduce new schemes into projects as this remains a very conservative market.

2 Introduction

The Triple-A project Webinar Series “Financing Energy Efficiency Projects” was organized in 8 European countries: Bulgaria, Czech Republic, Germany, Greece, Italy, Lithuania, Spain and the Netherlands. The aim of the Webinar Series was to share the knowledge, tools and methodology developed and utilised during the Triple-A project and that are relevant to financing energy efficiency investments across the European Union. The main objective of the series was to prepare and raise interest for the Regional Training Workshops and train key stakeholders on how to use the Standardised Triple-A Tools that are developed and available through the project website.

The following topics were addressed:

1. *The EU Taxonomy Regulation, setting the stage and allowing us to discuss and compare projects through a uniform language.*
2. *The Risks and Mitigation strategies to assess potential future investments.*
3. *An overview of Financial Instruments available that minimise risks and maximize your projects potential.*

Below is an overview of the event dates in each country. For a full overview with more information on each event, including recordings for each country where available, please see the dedicated Capacity Building Webinars page.¹

Table 1: Triple-A Webinar Schedule overview

Country	Webinar Date:
Netherlands	April 21 - 10:00-12:00
Czech Republic	May 18 - 14:00-16:00
Greece	May 26 - 14:00-16:00
Bulgaria	May 27 - 14:00-16:00
Spain	May 27 - 16:00-17:30
Lithuania	June 14 - 12:00-12:45
Bulgaria (follow-up)	June 18 - 09:00-10:30
Italy	June 29 - 14:00-15:00
Germany	June 30 - 14:00-16:00

A total of **224** persons participated in the Triple-A Capacity Building webinars. They were informed about the ongoing developments within the Triple-A Project and received training on the topic of the EU Taxonomy, risks and mitigation strategies, and the financial instruments that are available to minimise risk and maximize investment potential.

¹ <https://aaa-h2020.eu/capacity-building-webinars>

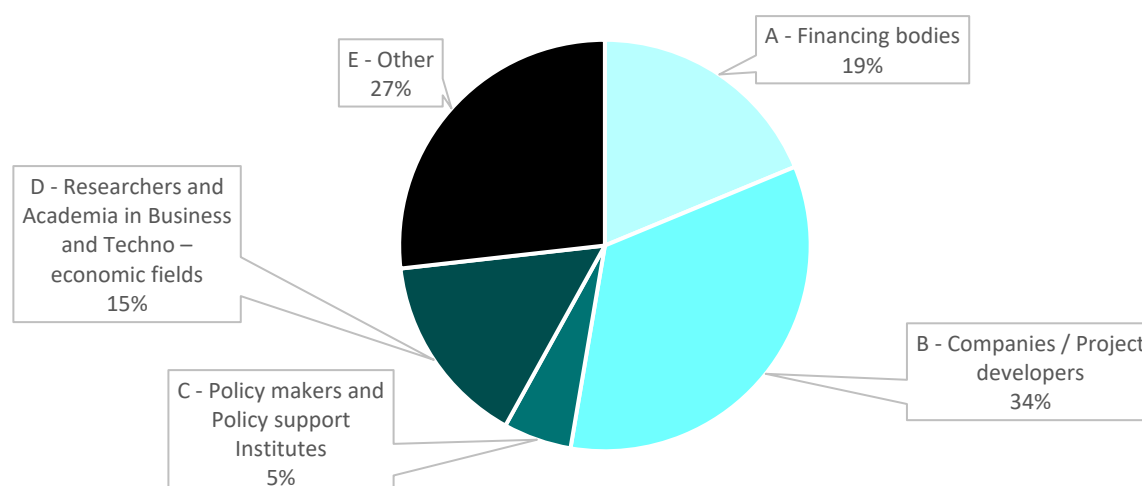
A full breakdown of the webinar series by country and stakeholders is provided in Table 2 below.

Table 2: Per country overview of the outreach, uptake, and participation at the Triple-A Capacity building webinars across the various stakeholder types

	BG	CZ	DE	GR	IT	LI	NL	ES	TOTAL
Total Participated:	58	21	14	54	5	16	29	27	224
<i>Total No-response/declined</i>	<i>n/a</i>	<i>44</i>	<i>37</i>	<i>49</i>	<i>3</i>	<i>0</i>	<i>290</i>	<i>12</i>	<i>435</i>
<i>Total invited:</i>	<i>58</i>	<i>65</i>	<i>51</i>	<i>103</i>	<i>8</i>	<i>16</i>	<i>319</i>	<i>39</i>	<i>659</i>
Type:									
A - Financing bodies	10	9	0	9	0	0	11	3	42
<i>No-response / Declined</i>	<i>n/a</i>	<i>1</i>	<i>5</i>	<i>0</i>	<i>0</i>	<i>0</i>	<i>157</i>	<i>2</i>	<i>165</i>
<i>Invited:</i>	<i>10</i>	<i>10</i>	<i>5</i>	<i>9</i>	<i>0</i>	<i>0</i>	<i>168</i>	<i>5</i>	<i>207</i>
B - Companies / Project developers	24	0	1	16	5	9	6	15	76
<i>No-response / Declined</i>	<i>n/a</i>	<i>5</i>	<i>6</i>	<i>25</i>	<i>2</i>	<i>1</i>	<i>30</i>	<i>4</i>	<i>73</i>
<i>Invited:</i>	<i>24</i>	<i>5</i>	<i>7</i>	<i>41</i>	<i>7</i>	<i>10</i>	<i>36</i>	<i>19</i>	<i>149</i>
C - Policy makers and Policy support Institutes	3	2	0	1	0	1	5	0	12
<i>No-response / Declined</i>	<i>n/a</i>	<i>9</i>	<i>0</i>	<i>2</i>	<i>0</i>	<i>0</i>	<i>45</i>	<i>1</i>	<i>57</i>
<i>Invited:</i>	<i>3</i>	<i>11</i>	<i>0</i>	<i>3</i>	<i>0</i>	<i>1</i>	<i>50</i>	<i>1</i>	<i>69</i>
D - Researchers and Academia in Business and Techno – economic fields	1	6	5	14	0	0	4	4	34
<i>No-response / Declined</i>	<i>n/a</i>	<i>9</i>	<i>1</i>	<i>13</i>	<i>1</i>	<i>0</i>	<i>32</i>	<i>0</i>	<i>56</i>
<i>Invited:</i>	<i>1</i>	<i>15</i>	<i>6</i>	<i>27</i>	<i>1</i>	<i>0</i>	<i>36</i>	<i>4</i>	<i>90</i>
E - Other	20	4	8	14	0	6	3	5	60
<i>No-response / Declined</i>	<i>n/a</i>	<i>19</i>	<i>25</i>	<i>9</i>	<i>0</i>	<i>0</i>	<i>27</i>	<i>2</i>	<i>82</i>
<i>Invited:</i>	<i>20</i>	<i>23</i>	<i>33</i>	<i>23</i>	<i>0</i>	<i>6</i>	<i>30</i>	<i>7</i>	<i>142</i>

The above table shows that the overall response rate is 32%, which is quite high. A closer look reveals that the strategy and effort for stakeholder engagement varied from country to country, both in terms of the scope and type of stakeholders contacted. This was to be expected given the multidisciplinary team tasked with conducting the webinars.

Triple-A Webinar attendees per target group (%)



3 Key Takeaways and learnings

In this section a brief overview of the main takeaways and key learnings are given followed by a brief per country breakdown. For more information on the agenda, speakers, hosts, and further collected feedback and remarks from speakers per country, please refer to the reports in the appendix at the end of this document.

3.1 Overview

In general, the feedback across the partner countries has been quite positive. Participants enjoyed being presented with an introductory overview of the project and understood its relevance toward the goal at hand. The EU Taxonomy part seems to have been a hit-and-miss, and was deemed very relevant to some attendees, and less-so relevant for others. This was, however, expected, as the webinar didn't allow to go deep into the taxonomy, therefore keeping it relatively generic as to cater for a large audience. Stakeholders that are familiar with, and make use of, the taxonomy in many cases already have a better understanding of its innerworkings and complexities than could be conveyed as part of a 1-hour webinar. Nevertheless, its remarked as an absolutely mandatory part of the series due to the fundamental connection with the Triple-A Assess, Agree, Assign tool and the Database.

Participants of several countries expressed that the "simple steps" the project suggests, are missing in the evaluation of energy efficiency projects in their respective countries (especially in Southern and Eastern Europe) and therefore represent a great opportunity for companies and financial institutions to improve their EE investment strategy.

There is a consensus that there is a large gap when it comes to theory and practice in EE investments. Most tools and finance schemes are in some way or another very familiar to the majority of participants. What often lacks, however, is the room and flexibility to actually implement these new financing schemes to existing situations and/or introduce new schemes into projects as this remains a very conservative market.

With regards to more organizational issues and for future events it could be considered to offer a certificate of participation / attendance as many parties have employee training schemes set-up for their companies, making it mandatory for its employees to participate in external events that provide training on relevant topics. These certificates need to state time, date, duration, and description of activities/topics and can be sent to attendees (upon request) after successful conclusion and offers a good incentive for participants to engage and participate in the webinar event.

The overall length of the original presentation and amount of information seemed to exceed the webinar format. In cases where country leads ran through the entire webinar template as provided, the event ran over 1.5 up to 2 hours including a discussion and Q&A. for future events it is recommended to limit the duration to 1 hour (including the discussion).

3.2 Country Specific Feedback

3.2.1 Bulgaria (NTEF)

3.2.1.1 1st Bulgarian webinar

Date: 27th of May 2021

Time: 14:00-16:00

Description: This webinar shared the knowledge, methods and tools developed under the Triple-A project, which are highly relevant for financing energy efficiency projects. As a partner of Triple-A project in Bulgaria, NTEF provided an overview of the development of the EU regulatory framework for environmental, social and management factors (ESG) in companies and the place of EU Taxonomy. Another topic of the webinar was the most common risks associated with the implementation of EE projects and applicable strategies to reduce their impact. The topic of financial mechanisms used for the implementation of EE projects aroused great interest. The event was participated by investors and financiers; energy service companies, construction companies and representatives of municipalities.

Link: <https://aaa-h2020.eu/index.php/capacity-building-webinars/follow-triple-capacity-building-webinar-bulgaria>



Figure 1: Capacity Building Webinar: Bulgaria

Feedback:

- **The EU Taxonomy is important for three main players:** 1. Financial market participants and issuers offering financial products within the EU; 2. Large companies (with more than 500 employees) that are already required to provide non-financial reporting under the EU Non-Financial Reporting

Directive (NFRD); The EU and Member States when setting public measures, standards or labels for green financial products or green bonds

- From the point of view of financial institutions, **the risks cover all aspects of the EE “business”** (from the idea - through the implementation - to the operation, maintenance and monitoring of the results).
- In Bulgaria there is a **need for more and flexible financial mechanisms for the implementation of EE projects**. Debt- based financial instruments are preferable for projects with high financial performance or for owners of private buildings who want to implement EEM. Subsidies and grants are more appropriate for the implementation of projects in the public sector (EE measures in school buildings, kindergartens, public buildings).

3.2.1.2 2nd Bulgarian webinar (follow-up)

Date: 18th of May 2021

Time: 09:00-10:30

Description: The intention of the series of webinars is to help you use the Standardized Triple-A tools for evaluation of EE project ideas, as well as to offer the most appropriate ways to finance energy efficiency projects in Bulgaria.

This webinar shared the knowledge, methods and tools developed under the Triple-A project, which are highly relevant for financing energy efficiency projects. As a partner of Triple-A project in Bulgaria, NTEF provided an overview of the sources of funding for EE projects, as well as information on the most common models for financing such projects. Innovative models for financing EE projects, already established as good practices worldwide, were presented. The models used for financing EE projects in the Republic of Bulgaria were presented, as well as ideas for new financial mechanisms. The event was participated by investors and financiers; energy service companies, construction companies, representatives of municipalities and ministries.

Link: <https://aaa-h2020.eu/index.php/capacity-building-webinars/follow-triple-capacity-building-webinar-bulgaria>

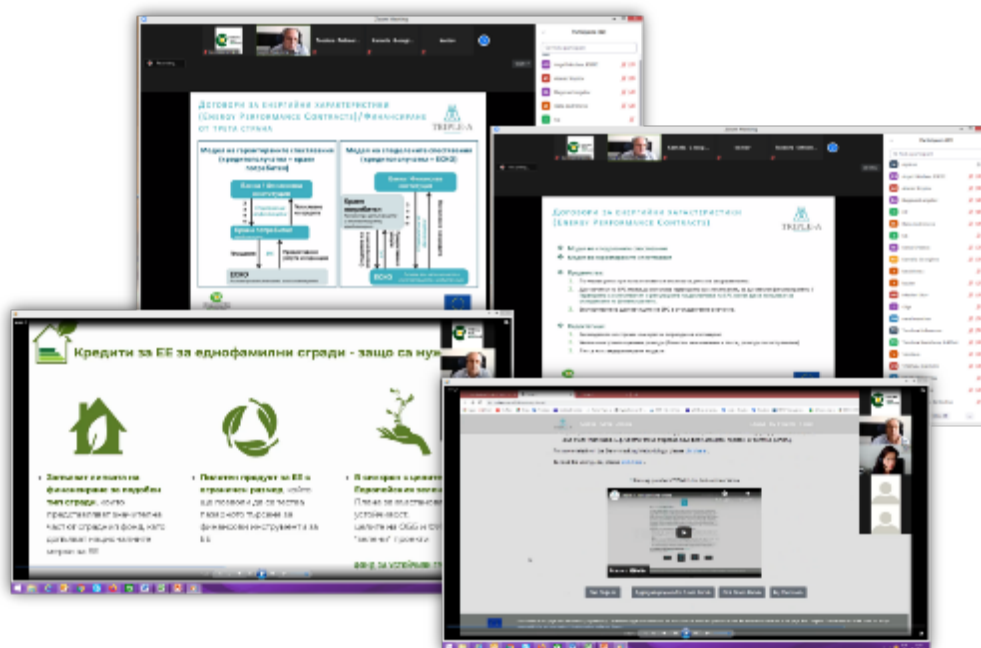


Figure 2: Capacity Building Webinar: Bulgaria – Follow-up

Feedback:

- **Available financial instruments for EE projects:** 1. Large variety of sources of funds and solid potential for their accumulation and targeted use 2 There are innovative models for EE financing, but few of them are applied in Europe. 3 Great potential for using Green Bonds as a source of funds.
- **Used financial models for EE projects in the Republic of Bulgaria.** 1 Grant schemes have a large share (accompanied by their advantages and disadvantages). 2 Green loans for single-family buildings and industrial enterprises, guarantees and mixed financing models are used to a small extent
- **In Bulgaria there is a need for more and flexible financial mechanisms** for the implementation of EE projects. 1) Debt- based financial instruments are preferable for projects with high financial performance or for owners of private buildings who want to implement EEM. 2) There is great potential for the introduction of innovative models, such as On-Bill Financing or On-Bill Repayments and ESCO contracts. 3) Subsidies and grants are more appropriate for the implementation of projects in the public sector (EE measures in school buildings, kindergartens, public buildings).

3.2.2 Czech Republic (SEVEN)

Date: 18th of May 2021

Time: 13:00-14:00

Description: Triple-A Capacity Building Webinar “Financing Energy Efficiency Projects” in Czech Republic was successfully organised by SEVEN on the 18th May 2021. The aim of these Webinar Series is to share the knowledge, tools and methods developed and utilised under the Triple-A umbrella and are relevant to energy efficiency investments financing in the European Union.

The presentation of a new program to support EPC projects, risk reduction in project financing and modern financial instruments and mechanisms, were the main topics of the Czech webinar. The organization of the webinar and the first part of the presentations was provided by SEVEN. A representative of ČMZRB subsequently presented the European ELENA program to facilitate the implementation of energy saving measures. Finally, a fruitful discussion took place with relevant experts. The webinar took place online via Zoom webinars. The recording has been uploaded on YouTube with more views than original broadcast.

Photo's / media:

The webinar was recorded and uploaded here: <https://youtu.be/KG6sAuIYFEI>



Figure 3: Capacity Building Webinar – Czech Republic

Link: <https://aaa-h2020.eu/capacity-building-webinars/triple-capacity-building-webinar-czech-republic>

Feedback:

- In the feedback poll, half of the respondents asked for more detailed presentations. Two thirds rated the webinar good, one third average

3.2.3 Germany (Lead: JRC, Support: adelphi)

Date: 30th of June 2021

Time: 14:00-15:00

Description:

Financing energy efficiency is seen as vital for achieving the EU's energy and climate goals. However, it remains a challenge how to identify investments that can promote sustainable growth while having the capacity to deliver on their commitments from the early stages of investment creation. The aim of these Webinar Series is to share the knowledge, tools and methods developed and utilized under the Triple-A umbrella.

This was the main focus of the discussion that took place during the German Capacity Building Webinar: "Financing Energy Efficiency Projects". The event was organized by JRC on Wednesday 30 June 2021 at 14:00 CET, having a duration of 60 min. It was participated by 14 stakeholders from financing, energy and research sectors, while it has to be highlighted the participation of SIA (a European leader in the design, creation and management of technology infrastructures and services for Financial Institutions, Central Banks, Corporates and the Public Sector, in the areas of Card & Merchant Solutions, Digital Payment Solutions and Capital Market & Network Solutions).



Link: <https://aaa-h2020.eu/capacity-building-webinars/triple-capacity-building-webinar-germany>

Feedback:

- EU Taxonomy part was **informative for some but not all attendees**
- Attendees showed interest in receiving a copy of the publicized final Triple-A deliverable(s) after the webinar and to be updated on the next steps and status of the project.
- Although most of the attendees were familiar with some if not all of the financial models **it was very relevant for them**

3.2.4 Greece

Date: 26th of May 2021

Time: 11:00-13:00 CET

Description: Energy efficiency finance is considered of outmost importance for the achievement of the EU's energy and climate objectives. However, it remains a challenge how to identify which investments can foster sustainable growth, while also having the capacity to meet their commitments from the first stages of investments generation.

This was the main focus of the discussion that took place during the Greek Capacity Building Webinar "Triple-A Energy Efficiency Investments: Incorporating the Principles of Sustainable Financing and the EU Taxonomy" which was organised on Wednesday 26 May 2021 at 11.00 CET, by the Horizon2020 project Triple-A: "Enhancing at an Early Stage the Investment Value Chain of Energy Efficiency Projects", supported by Build Back Better Greece.

During the session the following topics were addressed:

- The EU Taxonomy Regulation, setting the stage and allowing to discuss and compare projects through a uniform language.
- The Risk and Mitigation strategies to assess potential future investments.
- An overview of Financial Instruments available that minimise risk and maximize projects potential.

Link: <https://aaa-h2020.eu/capacity-building-webinars/triple-capacity-building-webinar-greece>



Figure 3: Capacity Building Webinar: Greece

Feedback:

- Many times, when projects are implemented through public energy efficiency funding, only the initial investment cost is examined and granted. There is no further responsibility or reward for the beneficiary for the achievement of the promised energy savings.
- Upscaling energy efficiency ensures that human activities will keep fostering but consuming less. **This is beneficial for all humans and the planet.**
- Our experience shows that although Triple-A proposes these “simple” steps, these steps are missing from the scope of energy efficiency project assessments and is, therefore, a huge opportunity for companies and financial institutions to improve upon, especially when taking into account the upcoming legislation changes.
- The EU Taxonomy, SDG and ESG criteria compile a green fraction, and if they are appropriately used, **could lead to identifying sustainable and green investments.**
- **Covid-19 acts as an accelerator** towards green energy recovery.
- In Greece, the 2020 energy efficiency target has not yet been achieved **due to difficulties in financing such projects** (less than 50% of the applications for energy efficiency investments are finally financed).
- There is **an effort to incorporate and promote the ESG criteria in the Triple-A Tools** and methodology in order for the companies to report their contribution in ESG factors.
- The new technical directive of the Technical Chamber of Greece (TCG) in cooperation with the Hellenic Ministry of Environment and Energy on the economic evaluation of energy investments takes into account what Triple-A examines, i.e., the EU Taxonomy, ESG criteria and the need for information homogenization in the field of energy efficiency financing.
- **Municipalities could benefit from European programs** and be supported towards developing energy communities.
- With the assistance of European H2020 projects, sustainable city Network facilitates municipalities to establish Energy Communities and produce energy from renewable sources. **Many aspects of these projects could be facilitated by the Triple-A project methodology** (such as the installation of net metering systems).
- The Triple-A project could support municipalities by indicating which energy efficiency project ideas could be included in Sustainable Energy Action Plans and **facilitating the procedure of financing matchmaking.**
- Many similar to Triple-A projects provide high academic knowledge, but it cannot be applied in order to face real problems of the market.
- **The Triple-A Tools could save time and money** since they could be applied in several sectors.
- A typical evaluation framework should be adopted when a company is regarded as ESG ready.
- Through its synergies and wide engagement of stakeholders, the Triple-A project has a remarkable ability to find and promote good practices in energy efficiency financing that are useful for ESCO and other EE companies.
- **The Triple-A Tools could also support energy efficiency promotion in public buildings,** benchmarking projects and connecting them with the financing market.

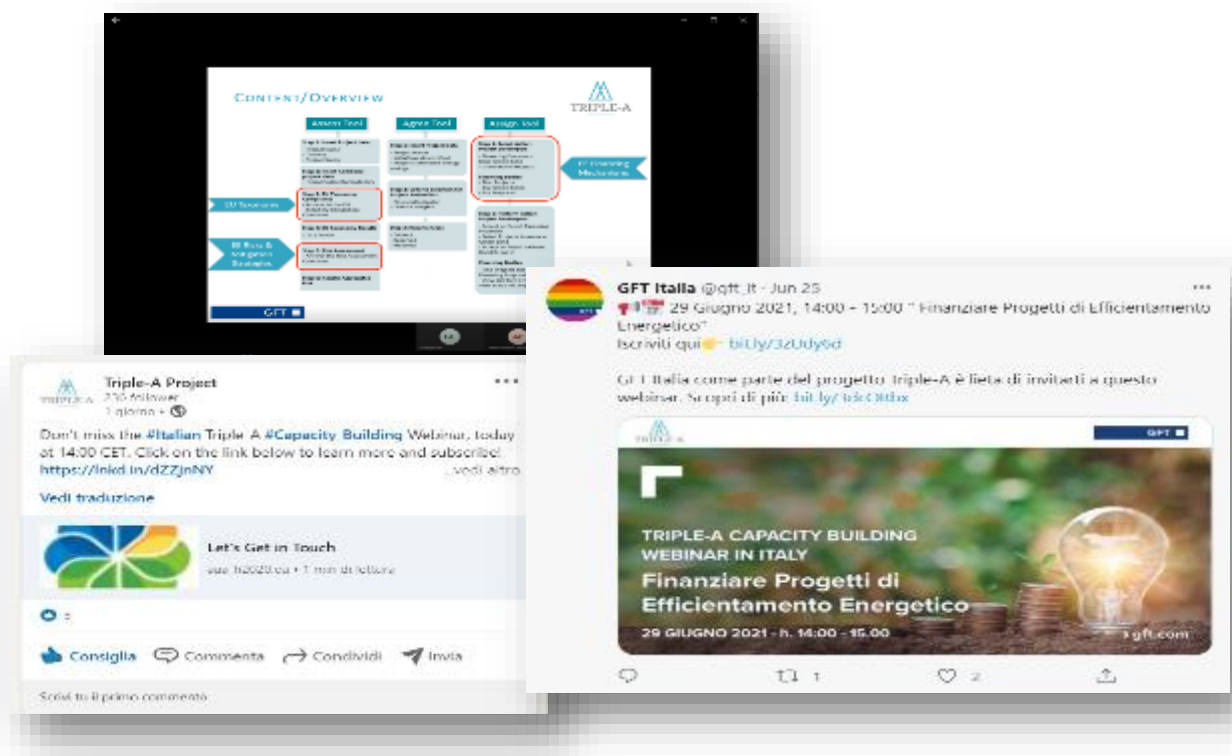
- Triple-A Tools provide a standardized way of projects' evaluation which could be integrated into banks' and financing institutions' evaluation procedures, standards and policies.
- **It is essential that Triple-A Tools be tested by market actors** in order to ensure that they are correctly calibrated.

3.2.5 Italy (GFT)

Date: 29th of June 2021

Time: 14:00-15:00 CET

Description: Energy efficiency finance is considered of outmost importance for the achievement of the EU's energy and climate objectives. However, it remains a challenge how to identify which investments can foster sustainable growth, while also having the capacity to meet their commitments from the first stages of investments generation.



Link: <https://www.aaa-h2020.eu/capacity-building-webinars/triple-capacity-building-webinar-italy>

Feedback:

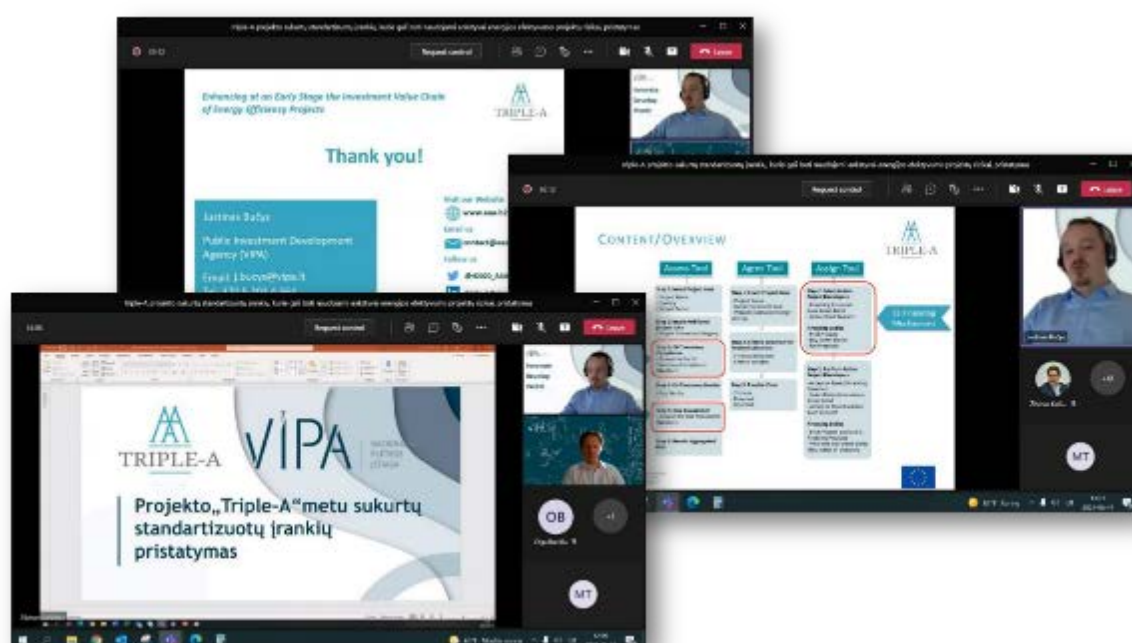
- All the attendants found the presentation very interesting, with a lot of useful information clearly presented in just one hour.
- The one-hour duration is considered optimal for a webinar.
- All the attendees expressed the interest in keep following the Triple-A projects results and collaborate with it, as well as to the regional workshop later this year.
- Attendees asked to receive a copy of the presentation.

3.2.6 Lithuania (VIPA)

Date: 29th of June 2021

Time: 14:00-15:00 CET

Description: This webinar introduced Standardised Triple-A Tools, how tool users could explore financing for projects and how financing authorities could find attractive investments in the field of energy efficiency. The functionality of the Standardised Triple-A Tool was also presented in a dedicated session, followed by feedback received from participants on the Tools environment and functionalities.



Link: <https://www.aaa-h2020.eu/capacity-building-webinars/triple-capacity-building-webinar-lithuania>

Feedback:

Although the Triple-A Webinar successfully took place on the 14th of June 2021, no relevant feedback or suggestions for improvement was collected. Users indicated to be interested in the tools and to provide feedback in case they encounter any unclarity.

3.2.7 Netherlands (Lead: IEECP, Support: ABN Amro)

Date: 21st of April 2021

Time: 10:00-12:00 CET

Description: IEECP join forces with the ABN AMRO Bank N.V. in The Netherlands to work on two interconnected projects funded by European H2020 : ICCEE, seeking to identify and implement

significant energy efficiency performance benefits in the food and beverage cold supply-chain sector, and the Triple-A project to enhance, at an early stage, the Investment value chain of energy efficiency projects, assist financial institutions to increase their deployment of capital in energy efficiency and make investments more transparent.

The Dutch Capacity Building Webinar was held on the 21th April 2021, attended by 27 stakeholders from the financing sector. During the webinar IEECP and ABN AMRO went deeper into the inner workings of the Triple-A project and the underlying criteria used.

Link: <https://aaa-h2020.eu/capacity-building-webinars/triple-capacity-building-webinar-netherlands>

Feedback:

- **Attendees indicated to miss the practical application and/or need of this tool for their day-to-day need**, though it could be a nice repository if database is extensive and remains public, though strong concerns surrounding privacy issues and validity of the information
- Attendees would like to have a more 'hands-on' session going through and working with the triple-A tools and applying it to some of their own cases. It was nice to receive the overview on the taxonomy and risk/mitigation strategies however. Strong indication that they'd be interested to join in on the 'Workshop' event planned for later in the year
- EU Taxonomy part was informative for some (not all) attendees – others indicated to be **already well aware of the steps and criteria presented**
- Guest speaker Energie-Nederland shared an interesting topic/case – however it was remarked that the relevance to the triple-A tools as they were presented during the webinar was unclear
- Attendees showed interest in receiving a copy of the Publicized final Triple-A deliverable(s) after the webinar as not all the Financial Models included in the presentation were presented but rather a selection was made based of a digital poll held during the webinar.
- Although most of the attendees were familiar with some if not all of the financial models it was **very relevant for them to receive the 'helicopter' perspective**, hence also the interest in receiving a copy of the source deliverable(s) which have been made available to the attendees after the webinar.

3.2.8 Spain (CREARA)

Date: 27th of May 2021

Time: 16:00-17:30

Description: We inaugurated the series of webinars "Financing Energy Efficiency Projects" that will be held, within the framework of the Triple-A Project, in 8 European countries. As a representative partner of this European project in Spain, Creara aims to provide an overview of the financing instruments available to minimize risk and maximize investment expectations in energy efficiency projects. This training is free and is aimed at investors and financiers; energy service companies; real estate agents, construction companies

Link: <https://register.gotowebinar.com/register/5540178922857664272>

Feedback:

- There was a general **interest in innovative financing schemes** by the audience.
- There was an observation about the restrictions of some types of energy contracts in order to be aligned with the European Regulations. The fact that needs to be compared with a threshold or target is considered a limitation.
- Both guest speakers agreed that even though their projects are technically robust it is **very difficult to find new financing schemes**. They confirmed the vision that the timeframes are in general too short and that public funds are not enough so there is an agreement in the fact that private funding is required to further develop energy efficient projects.
- A participant mentioned that based on their experience the typology to be financed has great impact in the interest of potential investors. **Combining different types of energies and stakeholders is an issue for the investors.**

4 Appendices

4.1 Bulgaria

Date: 27.05.2021



Link to the main webinar event Page(s) with information:
<https://aaa-h2020.eu/index.php/capacity-building-webinars/follow-triple-capacity-building-webinar-bulgaria>

Approx. Webinar duration: 1.50 h.

of attendees at the webinar: 39 participants had submitted a preliminary application for participation in the webinar, but in fact 21 joined

General Description / introduction of the webinar:

The intention of the series of webinars is to help you use the Standardized Triple-A tools for evaluation of EE project ideas, as well as to offer the most appropriate ways to finance energy efficiency projects in Bulgaria.

This webinar shared the knowledge, methods and tools developed under the Triple-A project, which are highly relevant for financing energy efficiency projects. As a partner of Triple-A project in Bulgaria, NTEF provided an overview of the development of the EU regulatory framework for environmental, social and management factors (ESG) in companies and the place of EU Taxonomy. Another topic of the webinar was the most common risks associated with the implementation of EE projects and applicable strategies to reduce their impact. The topic of financial mechanisms used for the implementation of EE projects aroused great interest. The event was participated by investors and financiers; energy service companies, construction companies and representatives of municipalities.

Host(s) / Guest-Speaker(s):

1. Ivaylo Tzekov, NTEF

Overall Programme:

**Timeslots are an indication, actual schedule will differ*

Time	Topic	Who
13:00-13:10	<i>Brief introduction to Triple A project</i>	<i>Host</i>
13:10-13:40	<i>The applicability of EU Taxonomy in Triple A instruments</i>	<i>Host</i>
13:40-13:50	<i>Discussion</i>	<i>All</i>
13:50-14:20	<i>Standardized Triple-A tools and the most common risks associated with the implementation of EE projects and applicable strategies to reduce their impact</i>	<i>Host</i>
14:20-14:30	<i>Discussion</i>	<i>All</i>
14:30-15:00	Energy Efficiency Financing Mechanisms – Part 1	<i>Host</i>
15:00-15:10	<i>Discussion</i>	<i>All</i>

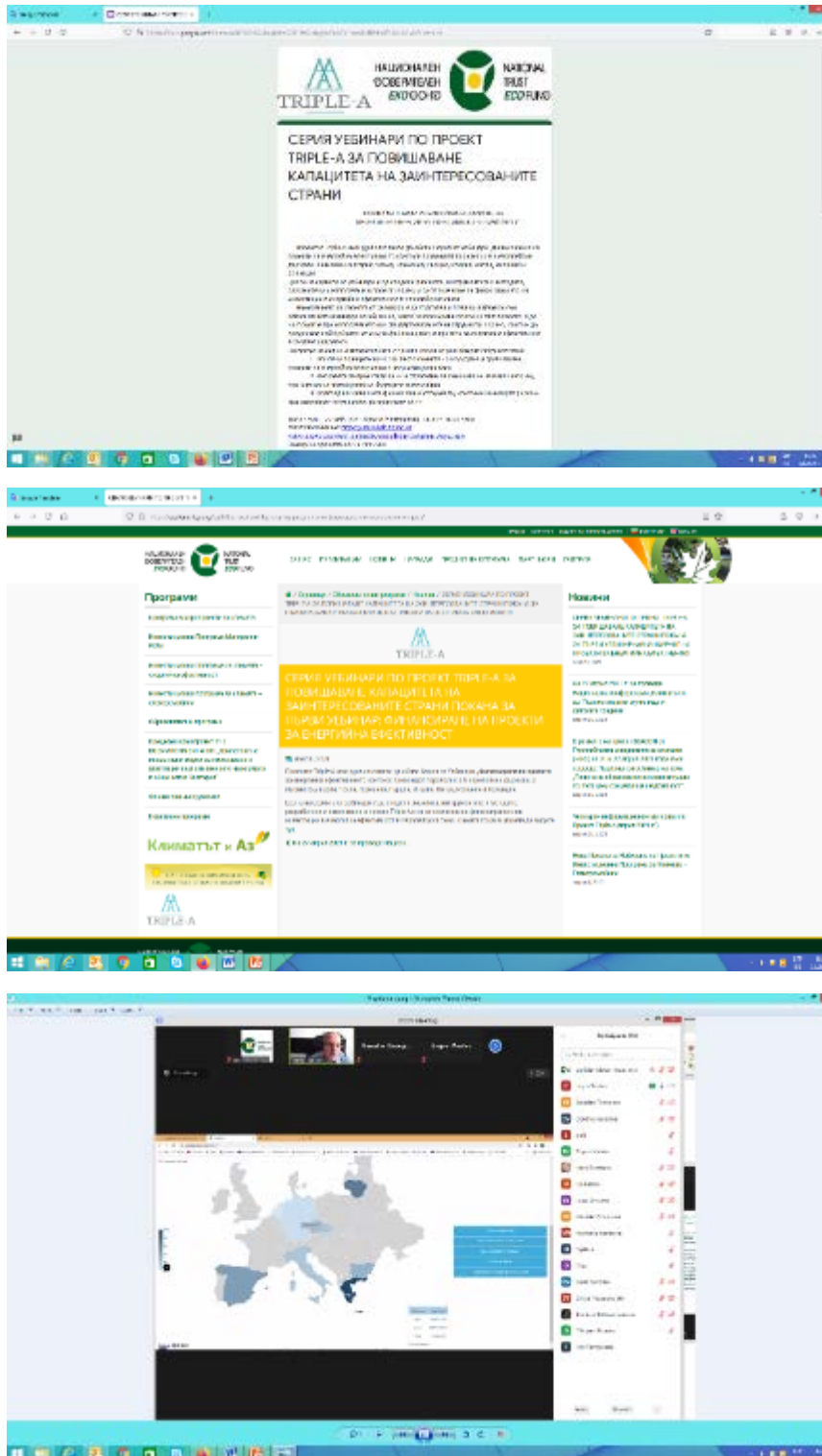
Feedback:

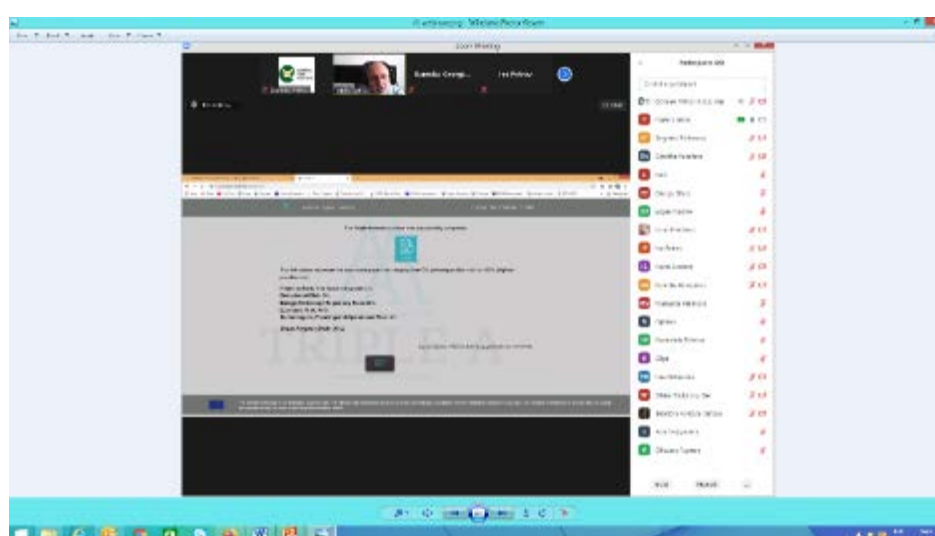
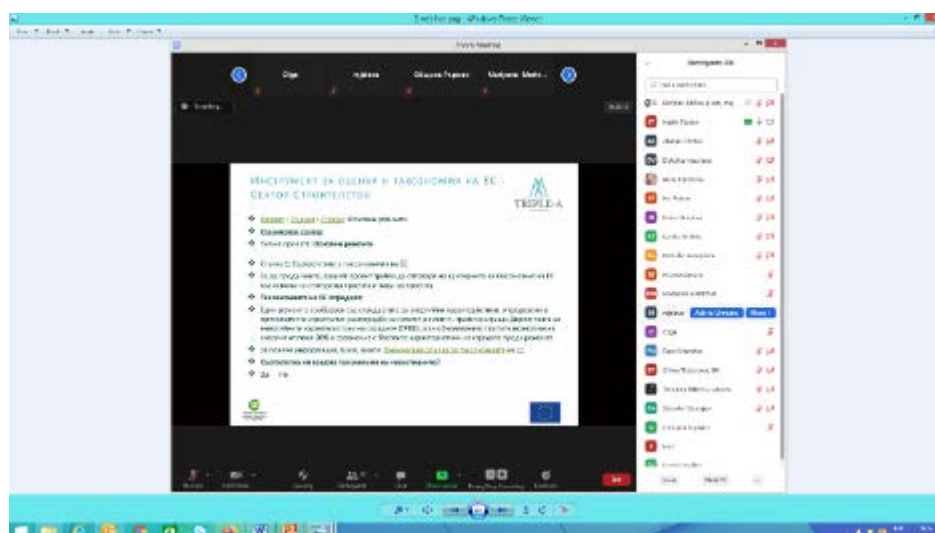
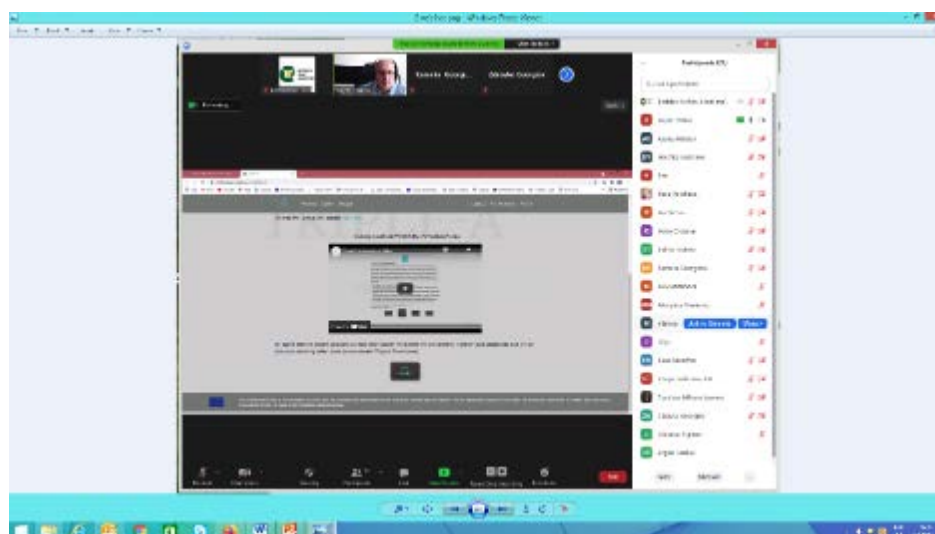
- **The EU Taxonomy is important for three main players:** 1. Financial market participants and issuers offering financial products within the EU; 2. Large companies (with more than 500 employees) that are already required to provide non-financial reporting under the EU Non-Financial Reporting Directive (NFRD); The EU and Member States when setting public measures, standards or labels for green financial products or green bonds
- From the point of view of financial institutions, **the risks cover all aspects of the EE “business”** (from the idea - through the implementation - to the operation, maintenance and monitoring of the results).
- In Bulgaria there is a need for more and flexible financial mechanisms for the implementation of EE projects. Debt- based financial instruments are preferable for projects with high financial performance or for owners of private buildings who want to implement EEM. Subsidies and grants are more appropriate for the implementation of projects in the public sector (EE measures in school buildings, kindergartens, public buildings)

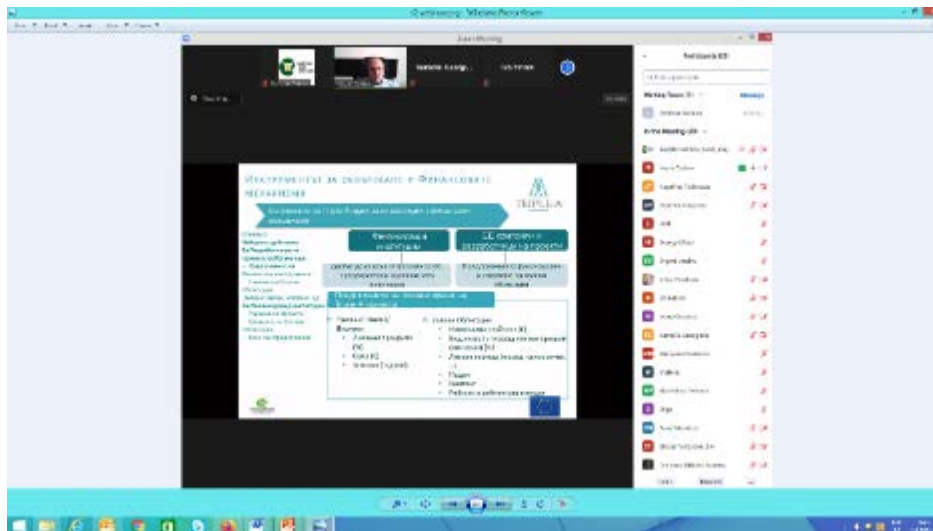
Speaker personal remarks on the webinar:

- The duration of the webinar should not exceed 1 - 1.30 hours.
- If there is no mutual connection between the topics, the interest and attention of the participants is easily lost.
- Of particular interest are the possibilities for using different types of financial instruments

Photo's / media







4.2 Bulgaria – follow-up

Date: 18.06.2021



Link to the main webinar event Page(s) with information:
<https://aaa-h2020.eu/index.php/capacity-building-webinars/follow-triple-capacity-building-webinar-bulgaria>

Approx. Webinar duration: 2.15 h.

of attendees at the webinar: 38 participants had submitted a preliminary application for participation in the webinar, but in fact 35 joined.

General Description / introduction of the webinar:

The intention of the series of webinars is to help you use the Standardized Triple-A tools for evaluation of EE project ideas, as well as to offer the most appropriate ways to finance energy efficiency projects in Bulgaria.

This webinar shared the knowledge, methods and tools developed under the Triple-A project, which are highly relevant for financing energy efficiency projects. As a partner of Triple-A project in Bulgaria, NTEF provided an overview of the sources of funding for EE projects, as well as information on the most common models for financing such projects. Innovative models for financing EE projects, already established as good practices worldwide, were presented. The models used for financing EE projects in the Republic of Bulgaria were presented, as well as ideas for new financial mechanisms. The event was participated by investors and financiers; energy service companies, construction companies, representatives of municipalities and ministries.

Host(s) / Guest-Speaker(s):

2. Ivalyo Tzekov, NTEF (Host);
3. Galia Vassileva, Energy Efficiency and Renewables Fund (Guest-Speaker);

4. Iva Petkova, Fund for Local Authorities and Governments (Guest-Speaker);
5. Dochka Vassileva, Fund Manager of Financial Instruments in Bulgaria (Guest-Speaker).

Overall Programme:

**Timeslots are an indication, actual schedule will differ*

Time/CET	Topic	Who
9:00-9:05	<i>Opening of the event</i>	<i>Host</i>
9:05-9:40	<i>Review of available financial instruments that minimize risk and maximize the potential of EE projects.</i>	<i>Host</i>
9:40–9:50	<i>Discussion</i>	<i>All</i>
9:50-10:30	<i>Financial instruments for the implementation of EE projects in the Republic of Bulgaria.</i>	<i>Host/Guest Speakers</i>
10:30-10:40	<i>Discussion</i>	<i>All</i>
10:40-11:00	Opportunities for new financial instruments for implementation of EE projects in the Republic of Bulgaria	<i>Host/Guest Speakers</i>
11:00-11:15	<i>Discussion</i>	<i>All</i>

Feedback:

- **Available financial instruments for EE projects:** 1. Large variety of sources of funds and solid potential for their accumulation and targeted use 2 There are innovative models for EE financing, but few of them are applied in Europe. 3 Great potential for using Green Bonds as a source of funds .
- **Used financial models for EE projects in the Republic of Bulgaria.** 1 Grant schemes have a large share (accompanied by their advantages and disadvantages). 2 Green loans for single-family buildings and industrial enterprises, guarantees and mixed financing models are used to a small extent
- **In Bulgaria there is a need for more and flexible financial mechanisms** for the implementation of EE projects. 1 Debt- based financial instruments are preferable for projects with high financial performance or for owners of private buildings who want to implement EEM. 2 There is great potential for the introduction of innovative models, such as On-Bill Financing or On-Bill Repayments and ESCO contracts. 3 Subsidies and grants are more appropriate for the implementation of projects in the public sector (EE measures in school buildings, kindergartens, public buildings).

Speaker personal remarks on the webinar:

- Of particular interest are the possibilities for using different types of financial instruments.
- The potential of alternative sources of fundraising (Green Bonds, Revolving Funds) is not used enough.

Photo's / media



ДОГОВОРИ ЗА ЕНЕРГИЙНИ ХАРАКТЕРИСТИКИ (ENERGY PERFORMANCE CONTRACTS)/ФИНАНСИРАНЕ ОТ ТРЕТА СТРАНА

Модел на гарантираните спестявания (кредитополучател = краен потребител)

Банка / Финансова институция

Краен потребител

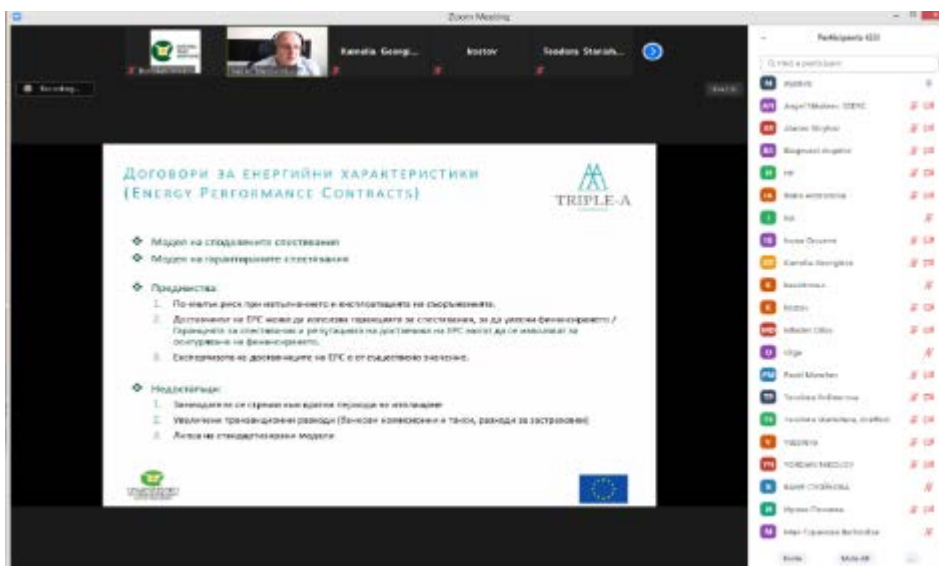
ЕСКО

Модел на споделяните спестявания (кредитополучател = ЕСКО)

Банка / Финансова институция

Краен потребител

ЕСКО



ДОГОВОРИ ЗА ЕНЕРГИЙНИ ХАРАКТЕРИСТИКИ (ENERGY PERFORMANCE CONTRACTS)

- Модел на споделяните спестявания
- Модел на гарантираните спестявания
- Предимства:
 - По-малък риск при неплатенето и експлоатацията на съоръженията;
 - Доставките на ЕПС могат да включват паричната на спестявания, за да улесни финансирането / паричната на спестявания и разходите на доставката на ЕПС могат да се изчисляват на основата на финансирането;
 - Експертите на доставките на ЕПС в отговорно отношение;
- Надстройки:
 - Възможност за отстраняване на дефекти, свързани с експлоатация;
 - Увеличаване транзакционни разходи (Банкови комисионни и такси, разходи за експлоатация);
 - Липса на стандартни модели;




Фонд за устойчиви градове - кои сме ние?



- Фонд за градско развитие по Оперативна програма "Региони в растеж" за София и Южна България избран през 2018 г. от Фонд на фондовете;
- Общ разполагаем ресурс от над 340 млн. лв. - близо 140 млн.лв. за София и 200 млн.лв. за Южна България;
- От началото на 2019 г. ФУГ предлага инвестиционни и оборотни заеми за градско развитие и културно наследство;
- През май 2021 г. ще стартира предлагането на пилотен ритейл продукт за ЕЕ в еднофамилни жилищни сгради.

ОБЕ

Кредити за ЕЕ за еднофамилни сгради - защо са нужни?

- Запълват липсата на финансиране за подобен тип сгради, които представляват значителна част от опрадия фонд, като допълват националните мерки за ЕЕ
- Пилотен продукт за ЕЕ с ограничен размер, който ще позволи да се тества пазарното търсене за финансови инструменти за ЕЕ
- В синхрон с целите на Европейския зелен пакт, Плана за възстановяване и устойчивост, целите на ОБЕ и ФУГ за "зелени" проекти

ФОНД ЗА УСТОЙЧИВИ ГРАДОВЕ

НАЦИОНАЛЕН ДОВЕРИТЕЛЕН ЕКОФОНД

Модели за финансиране на ЕЕ

- ❖ Комбинирано финансиране:

Инвестиционна програма за климата (ИПК)

Сгради на лечебни заведения със 100 на сто държавно и/или общинско участие - Субсидия до 25 %, но не повече от 800 000 лева (на базата на финансов анализ) с привличане на допълнително финансиране от ЕСКО компания или банка .

Улични осветления - Субсидия до 25 %, но не повече от 800 000 лева (на базата на финансов анализ) с привличане на допълнително финансиране от ЕСКО компания или банка.

Нови инструменти (в процес на разработване) в рамките на ИПК за сгради общинска собственост, включени в система за управление на енергийното потребление (Общинска система за управление на енергията) - Субсидия до 25 - 30%, с привличане на допълнително финансиране от ЕСКО компания и инвестицията да е за всички сгради обхванати от системата.

Инвестиционна програма "Минерални води" (неактивна)

Инфраструктура за минерални води - публична общинска собственост или публична държавна собственост, за която общините имат задължение за поддръжка, произтичащо от Закона за водите и съгласно Решенията на Министъра на околната среда и водите – Субсидия до 50 % с привличане на допълнително финансиране от банка.

TRIPLE-A

ВЪЗМОЖНИ НОВИ ИНСТРУМЕНТИ ЗА ФИНАНСИРАНЕ НА ЕЕ В Р. БЪЛГАРИЯ

Предложения за иновативни инструменти за финансиране на ЕЕ в Р. България

- ❖ Източник на средства: Възобновяеми фондове (чрез начисления върху битовите сметки)
- ❖ Източник на средства: Зелени облигации:
 - Номинална стойност (€); Вид: лихва (с плаващ лихвен процент, фиксиран) (€); Лихвен период (месец, тримесечие, ...); Подем; Емитент; Рейтинг и рейтингова агенция.
- ❖ Зелени Заеми /Ипотeki:
 - Лихвени проценти (%);
 - Сума (лв/€);
 - Условиa (годишн).
- ❖ Синдицирани заеми (чрез начисления върху битовите сметки на видовете доставена енергия);
- ❖ Заеми с удължаване на срока за изплащане;
- ❖ Ефективността като услуга

МЕХАНИЗМИ ЗА ФИНАНСИРАНЕ НА ЕЕ ЧРЕЗ НАЧИСЛЕНИЯ КЪМ БИТОВИ СМЕТКИ

Погасяване (на кредит) чрез битовата сметка / Синдицирани заеми за намаляване на рисковете – за работещи печеливши търговски дружества

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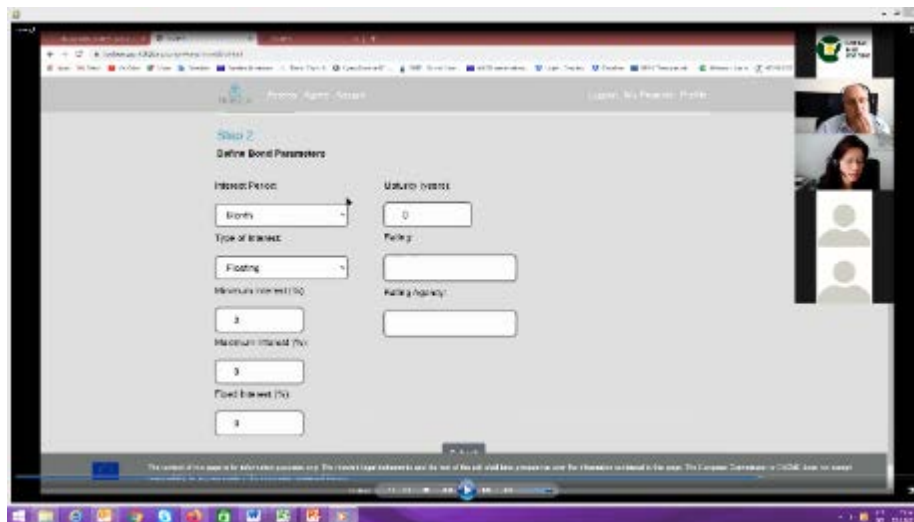
graph LR
    A[Investor / Financial institution] -- "Кредит / Заем / Изплащане на средствата" --> B[Coordinator / Portfolio manager]
    B -- "Кредит / Заем / Изплащане на средствата" --> C[Community / Energy community]
    C -- "Кредит / Заем / Изплащане на средствата" --> D[End consumer]
    D -- "Кредит / Заем / Изплащане на средствата" --> A
    
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Кредит

Step 1: Select Project to Include

Showing 1 to 13 of 144 entries

Select	Project	Country	Enduse	Asset	Subsector	Q
<input type="checkbox"/>	Small	Bulgaria	Small	Renewable	Power generation and light commercial vehicles	10
<input type="checkbox"/>	Small	Bulgaria	Small	Renewable	Power generation and light commercial vehicles	15
<input type="checkbox"/>	Small	Bulgaria	Small	Renewable	Power generation and light commercial vehicles	15
<input type="checkbox"/>	Small	Bulgaria	Small	Renewable	Power generation and light commercial vehicles	15
<input type="checkbox"/>	Small	Bulgaria	Small	Renewable	Power generation and light commercial vehicles	15
<input type="checkbox"/>	Small	Bulgaria	Small	Renewable	Power generation and light commercial vehicles	15
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<input type="checkbox"/>	Small	Bulgaria	Small	Renewable	Power generation and light commercial vehicles	15
<input type="checkbox"/>	Small	Bulgaria	Small	Renewable	Power generation and light commercial vehicles	15
<input type="checkbox"/>	Small	Bulgaria	Small	Renewable	Power generation and light commercial vehicles	15
<input type="checkbox"/>	Small	Bulgaria	Small	Renewable	Power generation and light commercial vehicles	15
<input type="checkbox"/>	Small	Bulgaria	Small	Renewable	Power generation and light commercial vehicles	15



4.3 Czech Republic

Date: 18 May 2021



Link to the main webinar event Page(s) with information:
[Triple-A Capacity Building Webinar in The Czech Republic | Triple-A \(aaa-h2020.eu\)](https://triple-a.eu/aaa-h2020.eu)

Approx. Webinar duration: 1 hours 15 minutes

of attendees at the webinar: 18 + 31 views ex-post on YouTube

General Description / introduction of the webinar:

Triple-A Capacity Building Webinar “Financing Energy Efficiency Projects” in Czech Republic was successfully organised by SEVEN on the 18th May 2021. The aim of these Webinar Series is to share the knowledge, tools and methods developed and utilised under the Triple-A umbrella and are relevant to energy efficiency investments financing in the European Union.

The presentation of a new program to support EPC projects, risk reduction in project financing and modern financial instruments and mechanisms, were the main topics of the Czech webinar. The organization of the webinar and the first part of the presentations was provided by SEVEN. A representative of ČMZRB subsequently presented the European ELENA program to facilitate the implementation of energy saving measures. Finally, a fruitful discussion took place with relevant experts. The webinar took place online via Zoom webinars. The recording has been uploaded on YouTube with more views than original broadcast.

Host(s) / Guest-Speaker(s):

1. Jiří Karásek (host, moderator), SEVEN
2. Jaroslav Maroušek (senior expert on financing EE projects), SEVEN
3. Vladimír Sochor (senior expert on financing EE projects), Czech and Moravian Development and Guarantee Bank

Overall Programme:

**Timeslots are an indication, actual schedule will differ*

Time	Topic	Presenter
13:00-13:05	Introduction	
13:05-13:10	Approach to project assessment (Triple-A tool)	Jiří Karásek (SEVEN)
13:10-13:20	Impacts of EU taxonomy	Jiří Karásek (SEVEN)
13:20-13:25	Risk mitigation strategies	Jaroslav Maroušek (SEVEN)
13:25-13:35	Modern financial instruments and mechanisms	Jaroslav Maroušek (SEVEN)
13:35-13:50	Presenting the new support scheme for EPC method in the Czech Republic	Vladimír Sochor (ČMZRB)
13:50-14:00	Discussion and wrap up	Jiří Karásek

Feedback:

- In the feedback poll, half of the respondents asked for more detailed presentations. Two thirds rated the webinar good, one third

Speaker personal remarks on the webinar:

- Key stakeholders participated (financial sector, municipalities)
- 18 participants online + 23 views offline of the recording on YouTube
- Introduction of Triple-A, de-risking and financial instruments, national examples
- New supporting scheme for EP contracting introduced via Czech and Moravian Guarantee Bank
- Recording and YouTube channel was very useful
- Narrow target group with a high impact.
- Involvement of Municipalities (Česká Třebová, Jihlava, Kladno, Milevsko, Děčín)
- Duration 1h15m was sufficient, reduce No. of slides.
- Still a lot of information to be delivered via trainings

Photo's / media

The webinar was recorded and uploaded here: <https://youtu.be/KG6sAuIYFEI>

Figure 4 From the presentation – introducing the speakers

*Posílení investičního hodnotového řetězce
projektů energetické účinnosti v rané fázi*

TRIPLE-A

FINANCOVÁNÍ ENERGETICKY ÚSPORNÝCH PROJEKTŮ



Jiří Karásek
SEVEn, The Energy Efficiency Center
(SEVEn)



Jaroslav Maroušek



Vladimír Sochor
Českomoravská záruční a rozvojová banka
(ČMZRB)



SEVEn THE ENERGY EFFICIENCY CENTER, z.s.



ČESKOMORAVSKÁ
ZÁRUČNÍ A ROZVOJOVÁ
BANKA

Feedback / Summary prepared by:

Václav Šebek, SEVEn, vaclav.sebek@svn.cz

4.4 Spain

Date: 27/05/2021

Link to the main webinar event Page(s) with information:

[Inscripción \(gotowebinar.com\)](https://gotowebinar.com)

Approx. Webinar duration: 1 hour 30 min

of attendees at the webinar: 21 (optional: 34 registered; 13 no-show)

General Description / introduction of the webinar:

On May 27, we inaugurated the series of webinars "Financing Energy Efficiency Projects" that will be held, within the framework of the Triple-A Project, in 8 European countries. As a representative partner of this European project in Spain, Creara aims to provide an overview of the financing instruments available to minimize risk and maximize investment expectations in energy efficiency projects. This training is free and is aimed at investors and financiers; energy service companies; real estate agents, construction companies ... You can sign up here: https://lnkd.in/gm_7u4w

Host(s) / Guest-Speaker(s):

1. Paolo Sonvilla (Creara-Host)
2. Ruth Domínguez (Creara-Host)
3. Adrián Cañamares (Creara-Host)
4. Pedro Luis Espejo (Creara-Host)
5. Iván Madrigal (EOS Energy-Guest Speaker)
6. Marc Vives (Granollers Mercat-Guest Speaker)

Overall Programme:

Time	Topic	Who
16:00-16:05	<i>Welcoming</i>	<i>Paolo Sonvilla</i>
16:05-16:15	<i>Introduction</i>	<i>Ruth Dominguez</i>
16:15-16:25	<i>EU Taxonomy Regulation</i>	<i>Adrián Cañamares</i>
16:25-16:35	<i>Risk and Mitigation Strategies</i>	<i>Pedro Espejo</i>
16:35-16:50	<i>Financial Instruments</i>	<i>Ruth Dominguez</i>
16:50-17:05	<i>Pilot Project 1</i>	<i>Iván Madrigal</i>
17:05-17:15	<i>Pilot Project 2</i>	<i>Marc Vives</i>

17:15- 17:35	Conclusions	Ruth Dominguez
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Feedback:

- There was a general interest in innovative financing schemes by the audience.
- There was an observation about the restrictions of some types of energy contracts in order to be aligned with the European Regulations. The fact that needs to be compared with a threshold or target is considered a limitation.
- Both guest speakers agreed that even though their projects are technically robust it is very difficult to find new financing schemes. They confirmed the vision that the timeframes are in general too short and they public funds are not enough so there is an agreement in the fact that private funding is required to further develop energy efficient projects.
- Marc Vives mentioned that based on their experience the typology to be financed has great impact in the interest of potential investors. Combining different types of energies and stakeholders is an issue for the investors.

Speaker personal remarks on the webinar:

- Bringing down the webinar from 2 hours to 1.30 hours made it more appealing to the audience.
- It is difficult for the audience to make the difference between the Next Generation Funds coming from Europe and the Triple A Project as a connection point between stakeholders.
- Webinar format is less engaging to open a discussion than the face-to-face format.

Feedback / Summary prepared by:

Ruth Dominguez Sanchez (CREARA, ruth.dominguez@creara.es)

4.5 Germany

Date: June 30st 2021 – 14:00-15:00

Link to Webinar Page: <https://aaa-h2020.eu/capacity-building-webinars/triple-capacity-building-webinar-germany>

Final webinar duration including discussion afterwards: 50 min

Number of attendees: 14

Hosts / Guest-Speakers:

1. **Konstantina Tripodi** (JRC / Triple-A project) - Host



Overall Program:

**Timeslots are an indication, actual schedule will differ:*

Time	Topic	Speakers
14:00-14:10	General Introduction JRC, JRC & Triple-A slide 1-14	Konstantina Tripodi JRC
14:10-14:20	Introduction Triple-A slide 14-22	Konstantina Tripodi JRC
14:20-14:30	The EU Taxonomy slide 23-32	Konstantina Tripodi JRC

14:30-14:35	<i>EE Risks and Mitigation Strategies slide 33-39</i>	<i>Konstantina Tripodi JRC</i>
14:35-14:50	<i>EE Financing Mechanisms slide 40-68 (Total 22 slides)</i>	<i>Konstantina Tripodi JRC</i>
14:50-15:00	<i>Why Triple-A & Questions slide 69-73</i>	<i>Konstantina Tripodi JRC</i>
15:00	<i>End Of Webinar</i>	<i>Konstantina Tripodi JRC</i>

Feedback:

- Attendees would like to have a more ‘hands-on’ session going through and working with the triple-A tools and applying it to some of their own cases. It was nice to receive the overview on the taxonomy and risk/mitigation strategies however. Strong indication that they’d be interested to join in on the ‘Workshop’ event planned for later in the year
- EU Taxonomy part was informative for some (not all) attendees
- Attendees showed interest in receiving a copy of the publicized final Triple-A deliverable(s) after the webinar and to be updated on the next steps and status of the project.
- Although most of the attendees were familiar with some if not all of the financial models it was very relevant for them
- As a question there was:
 - Does Triple-A maintain a database (or knowledge base) of Green Projects?
 - Participants ask for certification of participation
 - And whether there will be more webinars or trainings or workshops on these topics in the future.

Speaker Remarks on the template slide deck (Konstantina Tripodi /JRC):

- Webinar was held in Berlin, Germany, the standard presenter ‘script’ English
- Skipped CaixaBank case example
- Showed all financial instruments part
- Discussion afterward was limited to answering only a few questions not as much interaction as originally hoped for
- Somewhat unhappy with the number of no-shows though still feel a group of 14 relevant external participants was ‘good enough’
- The meeting has been recorded

Photo’s / media

JRC Capital Management GmbH
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the last 24h before our webinar about
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Partner:

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@H2020_AAA
#h2020

Financing Energy Efficiency Projects: The Triple-A Approach
The seminar will provide an overview of tools and techniques that can boost investments and financing of energy efficiency projects.
@eventbrite.com

14:43 PM · Jun 25, 2021 · Twitter Web App

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@JRC_Capital

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Financing Energy Efficiency Projects: The Triple-A Approach
The seminar will provide an overview of tools and techniques that can boost investments and financing of energy efficiency projects.
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3:46 PM · Jun 25, 2021 · Twitter Web App

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@JRC_Capital

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#H2020

Financing Energy Efficiency Projects: The Triple-A Approach
The seminar will provide an overview of tools and techniques that can boost investments and financing of energy efficiency projects.
@eventbrite.com

1:33 PM · Jun 17, 2021 · Twitter Web App

JRC Capital Management GmbH
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Financing Energy Efficiency Projects: The Triple-A Approach
The seminar will provide an overview of tools and techniques that can boost investments and financing of energy efficiency projects.
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(i) Work Tweet activity

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Financing Energy Efficiency Projects: The Triple-A Approach
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#H2020 #innovation #energyefficiency

Financing Energy Efficiency Projects: The Triple-A Approach
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Link from social media:

<https://www.linkedin.com/feed/update/urn:li:activity:6811255115853520896>

<https://www.linkedin.com/feed/update/urn:li:activity:6814187851329212416>

https://twitter.com/JRC_Capital/status/1409839882030272512

https://twitter.com/JRC_Capital/status/1408421465666605061

https://twitter.com/JRC_Capital/status/1405488877792542723

https://twitter.com/JRC_Capital/status/1402578270500098049

<https://www.linkedin.com/feed/update/urn:li:activity:6815605662513537024>

Feedback / Summary prepared by:



JRC Capital Management
Email: ktripodi@jrconline.com

Website
aaa-h2020.eu

Tools
toolbox.aaa-h2020.eu

4.6 Italy

Date: 29 June 2021



Link to the main webinar event Page(s) with information:

[Triple-A Capacity Building Webinar in Italy](#) | [Triple-A \(aaa-h2020.eu\)](#)

Approx. Webinar duration: 1 hour

of attendees at the webinar: 5

General Description / introduction of the webinar:

Energy efficiency finance is considered of outmost importance for the achievement of the EU's energy and climate objectives. However, it remains a challenge how to identify which investments can foster sustainable growth, while also having the capacity to meet their commitments from the first stages of investments generation.

This will be the main focus of the discussion that will take place during the Italian Capacity Building Webinar “Finanziare Progetti di Efficientamento Energetico” which will be organised on Tuesday 29 June 2021 at 14.00 CET, having a duration of 60', by the Horizon2020 project [Triple-A: “Enhancing at an Early Stage the Investment Value Chain of Energy Efficiency Projects”](#).

During the session the following topics will addressed:

- The EU Taxonomy Regulation, setting the stage and allowing to discuss and compare projects through a uniform language.
- The Risk and Mitigation strategies to assess potential future investments.
- An overview of Financial Instruments available that minimize risk and maximize projects potential.

Method of hosting: MS Teams.

Host:

1. Maurizio Megliola (GFT Italia)

Overall Programme:

**Timeslots are an indication, actual schedule will differ*

Time	Topic	Who
13:55-14:00	Walk-in & Technology check	All
14:00-14:15	Introduction	GFT
14:15-14:25	The EU Taxonomy	GFT
14:25-14:35	Risk and Mitigation Strategies	GFT
14:35-14:50	Financial Models for Energy Efficiency Projects	GFT
14:50-15:00	Comments & Wrap-up	All

Feedback/Questions:

- All the attendants found the presentation very interesting, with a very lot of useful information clearly presented in just one hour.
- The one-hour duration is considered optimal for a webinar.
- All the attendees expressed the interest in keep following the Triple-A projects results and collaborate with it, as well as to the regional workshop later this year.
- Attendees asked to receiving a copy of the presentation.
- Question: Is it possible to use the toolbox starting only from a preliminary project idea?
- Question: When entering a project in the Toolbox, is it necessary to indicate the name of a customer, or can we remain generic?
- Question: In the Assign phase, are there standardized and automatic tools to close the financing agreement? or does the platform just bring the parties together?
- Question: What timescales are there today to define a contract between a project and a lender? is the platform ready to close a contract? Or will it be at the end of the project in 2022?

Speaker personal remarks on the webinar:

- From the technical point of view, everything went fine. MS Teams is a very good solution for hosting a webinar. No issue during the whole duration of the event.
- Webinar was held in Italian, though kept the information on the slides in English. No negative comment received about this point.
- Discussion was limited to answering only a few questions mostly in the chat.

- Got some off-line comments after the webinar from the stakeholders (interested in collaborating to the project) about the concern in allowing customer sensitive information to be published on the Triple-A Toolbox (in particular AGREE tool).
- Unfortunately, the number of participants was not as expected. However, the webinar has been recorded and it will be further exploited “on-demand” through the recording that will be published on the project media channels so that many more views will be reached.
- The webinar was advertised on Triple-A's social channels only less than an hour from the start.

Photo's / media

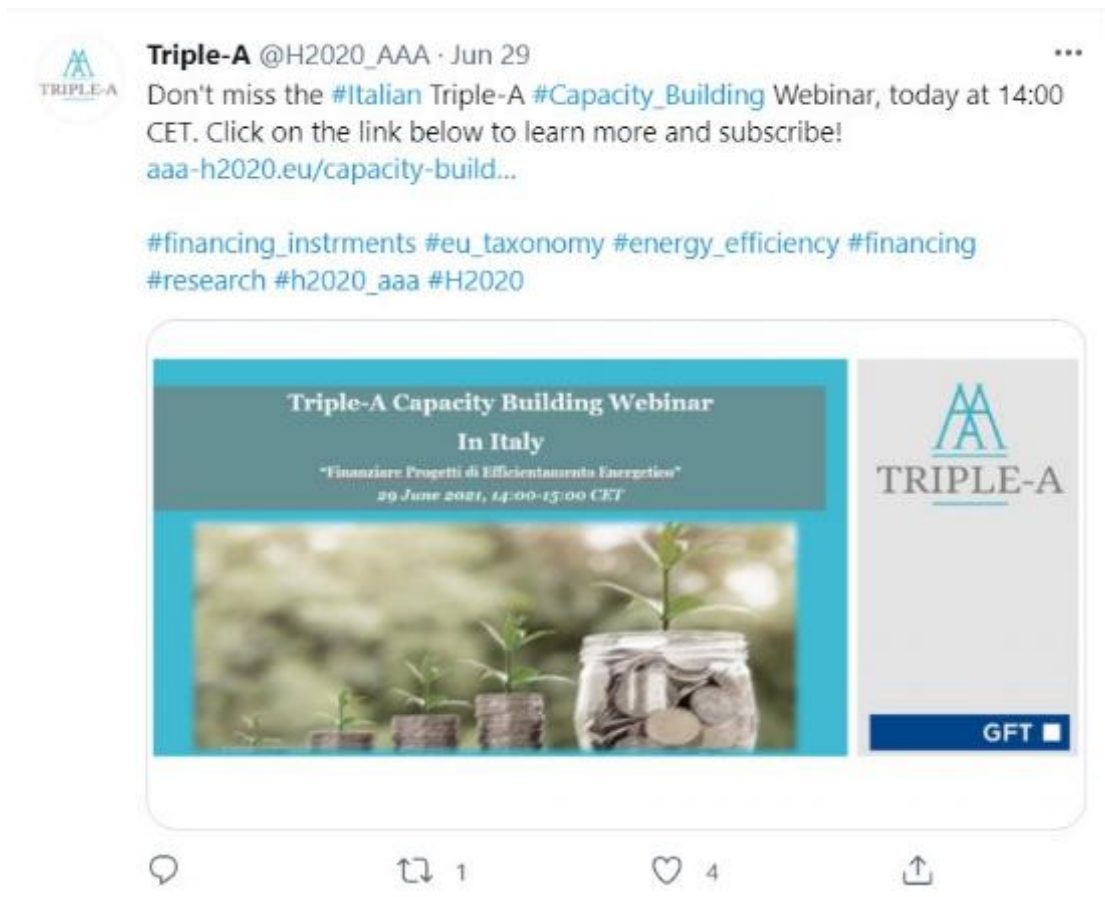


Figure 5 – Twitter post from the Triple-A account

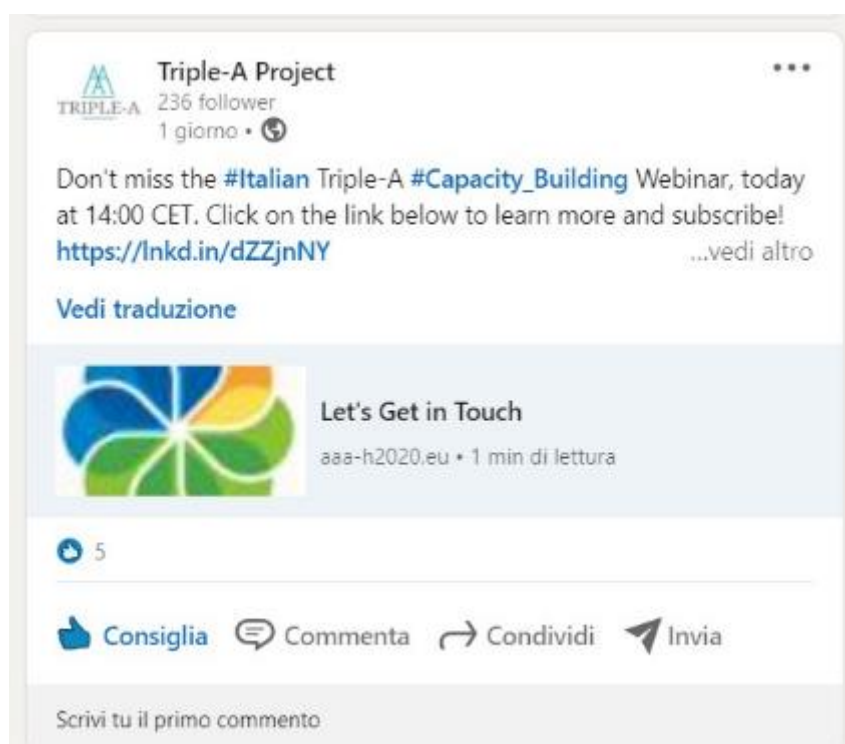


Figure 6 - LinkedIn post from the Triple-A account



Figure 7 - Twitter post from the GFT Italia account

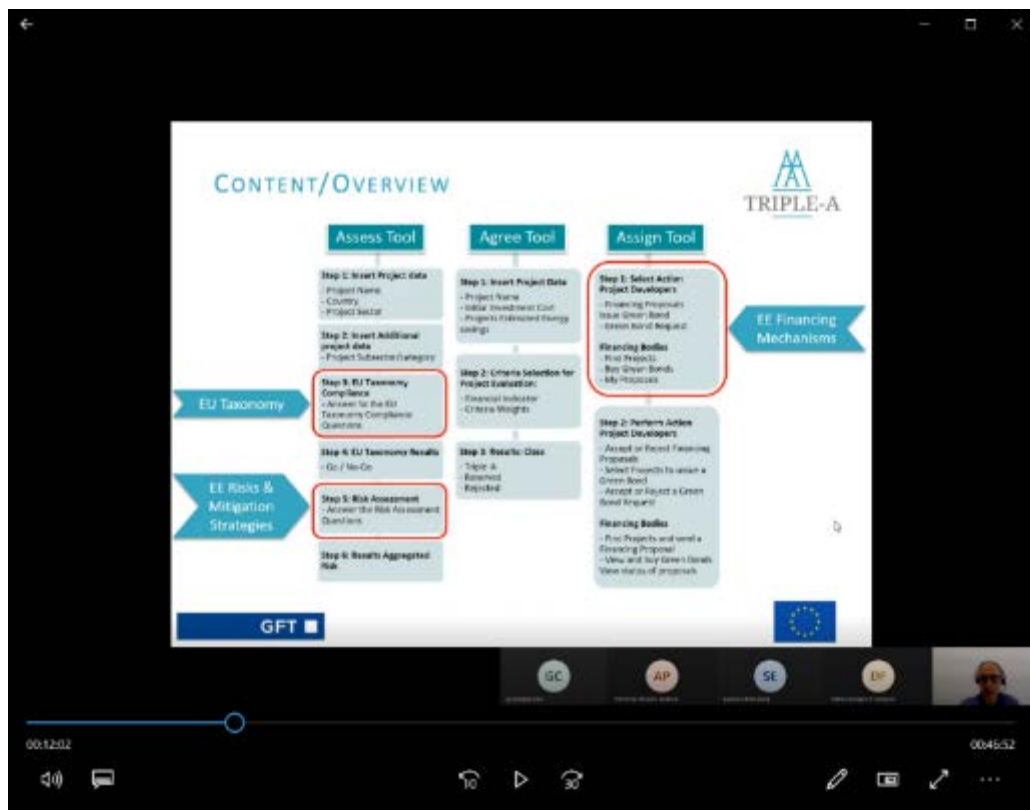


Figure 8 – Screenshot from the live broadcast recording

Feedback / Summary prepared by:

Maurizio Megliola, GFT Italia, maurizio.megliola@gft.com

4.7 Lithuania

Date: June 14 | Time: 12:00-12:45 CET



Link to the main webinar event Page(s) with information:

[Triple-A Capacity Building Webinar in The Lithuania | Triple-A \(aaa-h2020.eu\)](#)

[National invitation link | VIPA](#)

Webinar duration: 45 minutes

number of attendees at the webinar: 15 (15 registered; 1 no-show)

General Description of the webinar:

This webinar introduced Standardised Triple-A Tools, how tool users could explore financing for projects and how financing authorities could find attractive investments in the field of energy efficiency. The functionality of the Standardised Triple-A Tool was also presented in a dedicated session, followed by feedback received from participants on the Tools environment and functionalities.

Host(s) Speaker(s):

1. Justinas Bučys VIPA (Host – Speaker)
2. Žilvinas Kačiuška VIPA (Host – Organizer)

Overall Programme:

Time	Topic	Who:
12:00-12:45	<i>Triple A Tools and Methodology linking with Energy Efficiency Financing Mechanisms</i>	Host

Feedback:

Participants seemed to be interested in the topic and tool that was presented. Feedback was not received during webinar, however participants informed hosts to try to use tool and give feedback once they have used the tool.

The webinar was held in a national language.

Photo's:

Figure 9. Photo of a webinar

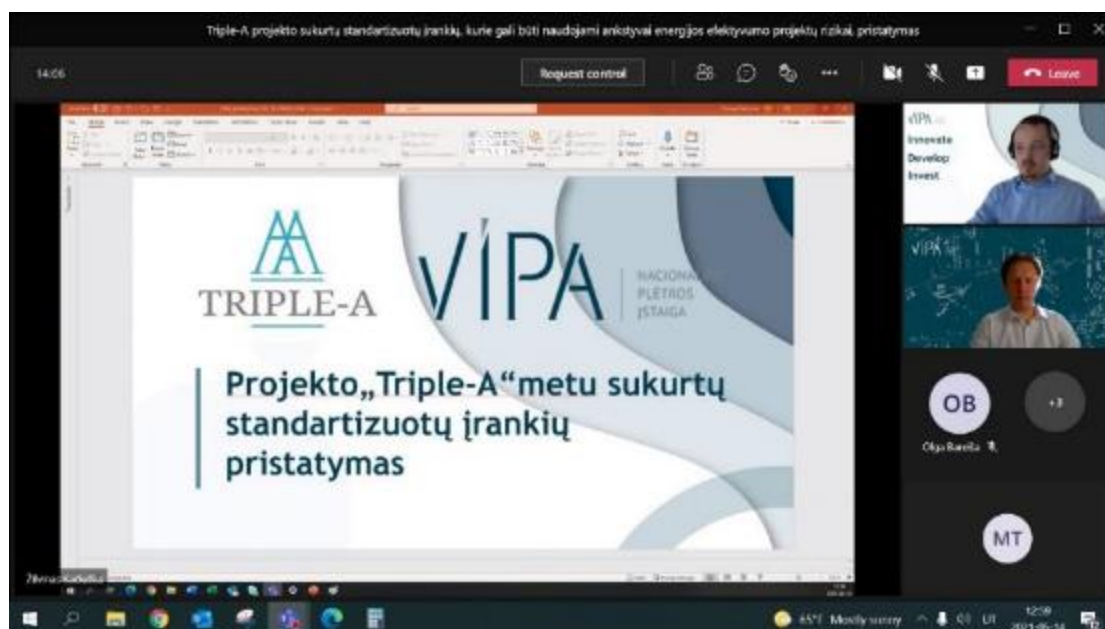
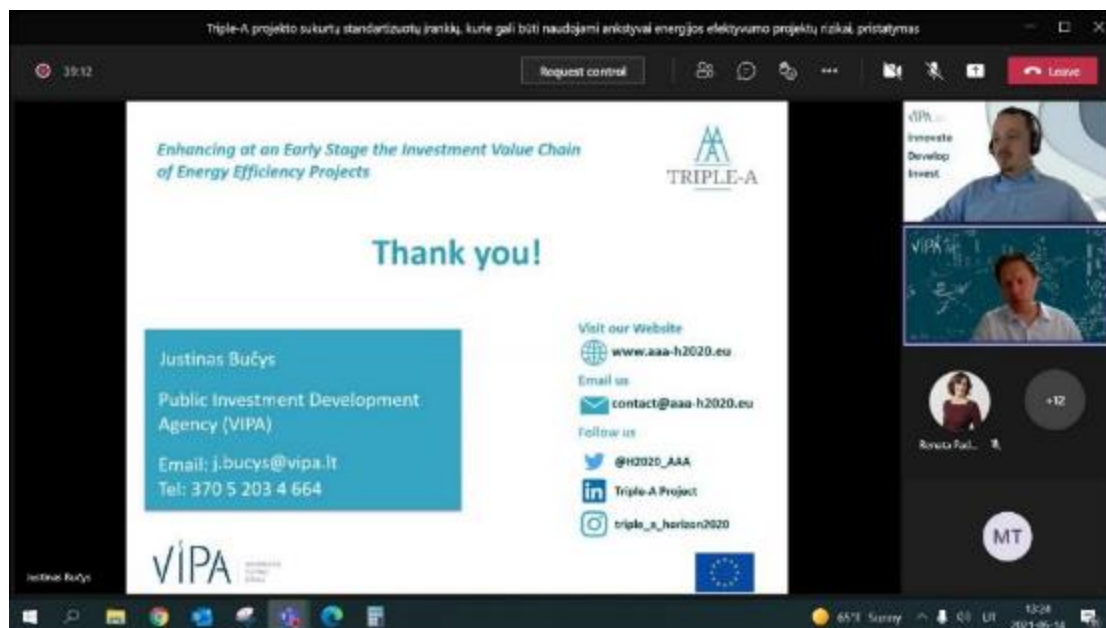


Figure 10. Photo of a webinar



Figure 11. Photo of a webinar



Webinar media file attached separately.

Summary prepared by:

Mindaugas Taujenis, Public Investment Development Agency (VIPA), email: mindaugas.taujenis@vipa.lt

4.8 The Netherlands

Date: April 21st 2021 – 10:00-12:00



Link to Webinar **Page:**
[Triple-A Capacity Building Webinar in The Netherlands | Triple-A \(aaa-h2020.eu\)](https://triple-a.eu/aaa-h2020.eu)

Final webinar duration including discussion afterwards: 1h 37min

of attendees: 27 (53 registered; 26 no-show)

Hosts / Guest-Speakers:

1. Erik Faassen (IEECP / Triple-A project) - Host
2. Reinout van den Berg (Energie-Nederland) – Guest Speaker risk and mitigation Strategies

Overall Programme:

**Timeslots are an indication, actual schedule will differ*

Time	Topic	Who
09:55-10:00	Walk-in & Technology check	All
10:00-10:15	General introduction ICCEE, Triple-A & IEECP -> Institute for European Energy and Climate Policy	Erik (IEECP)
10:15-10:30	Introduction to Triple-A	Erik (IEECP)
10:30-11:00	The EU Taxonomy	Erik (IEECP)
11:00-11:20	Risk and Mitigation Strategies and their application from the Energie-Nederland Perspective	Reinout (Energie-Nederland)

11:20-11:40	Financial models for Energy Efficiency projects	Erik / All
11:40-12:00	Discussion & Wrap-up	All

Feedback:

- Attendees indicated to miss the practical application and/or need of this tool for their day-to-day need, though it could be a nice repository if database is extensive and remains public, though strong concerns surrounding privacy issues and validity of the information
- Attendees would like to have a more 'hands-on' session going through and working with the triple-A tools and applying it to some of their own cases. It was nice to receive the overview on the taxonomy and risk/mitigation strategies however. Strong indication that they'd be interested to join in on the 'Workshop' event planned for later in the year
- EU Taxonomy part was informative for some (not all) attendees – others indicated to be already well aware of the steps and criteria presented
- Guest speaker Energie-Nederland shared an interesting topic/case – however it was remarked that the relevance to the triple-A tools as they were presented during the webinar was unclear
- Attendees showed interest in receiving a copy of the Publicized final Triple-A deliverable(s) after the webinar as not all the Financial Models included in the presentation were presented but rather a selection was made based of a digital poll held during the webinar.
- Although most of the attendees were familiar with some if not all of the financial models it was very relevant for them to receive the 'helicopter' perspective, hence also the interest in receiving a copy of the source deliverable(s) which have been made available to the attendees after the webinar.
- (other) Guest speaker had some sound quality issues making parts of the presentation difficult to follow, however this issue was resolved quickly enough
- (other remark received through a personal email afterwards) Webinar was sometimes hard to follow as the presenter (Erik) kept mixing English and Dutch words on the fly speaking in Dutch though keeping slides in English and at times using the English terms in Dutch sentences.

Speaker Remarks on the template slidedeck (Erik/IEECP):

- Webinar was held in Dutch, translated the standard presenter 'script' from English to Dutch though kept the information on the slides in English, this at times caused difficulties for non 'native' English speakers – recommendation to translate both the presentation as well as the 'script'. – *I do think however this was only the case for a very select few (1) participant(s) ...*
- Skipped CaixaBank case example (slide: 30) with the intention of having the guest speaker present a case to make it more hands-on, unfortunately however the case presented was less relevant than originally envisioned. Host (Erik) failed to verify this before the start of the webinar.
- Skipped all financial instruments' part (slides 41-45) not the impression it was missed/needed, it is after all rather basic information
- Discussion afterward was limited to answering only a few questions not as much interaction as originally hoped for. Unfortunately, this appears to be often the case with webinars, perhaps adding more interaction in the presentation / webinar could help with this.
- Somewhat unhappy with the number of no-shows though still feel a group of 27 relevant external participants was 'good enough'

- Forgot to record the meeting – recommend having someone present during the meeting who can take care of these technicalities.

Feedback / Summary prepared by:



Erik Faassen | IEECP

Project Manager

Email: erik@ieecp.org

Website

aaa-h2020.eu

Tools

toolbox.aaa-h2020.eu

4.9 Greece

Date: 26 May 2021



Link to the main webinar event Page(s) with information:
[Triple-A Capacity Building Webinar in Greece | Triple-A \(aaa-h2020.eu\)](https://triple-a.eu/aaa-h2020.eu)

Approx. Webinar duration: 2 hours

of attendees at the webinar: 54 (optional: 103 registered; 49 no-show)

General Description / introduction of the webinar:

Energy efficiency finance is considered of outmost importance for the achievement of the EU's energy and climate objectives. However, it remains a challenge how to identify which investments can foster sustainable growth, while also having the capacity to meet their commitments from the first stages of investments generation.

This was be the main focus of the discussion that took place during the Greek Capacity Building Webinar “Triple-A Energy Efficiency Investments: Incorporating the Principles of Sustainable Financing and the EU Taxonomy”, which was organised on Wednesday 26 May 2021 at 11.00 CET, by the Horizon2020 project [Triple-A: “Enhancing at an Early Stage the Investment Value Chain of Energy Efficiency Projects”](#), supported by [Build Back Better Greece](#).

During the event the following topics were addressed:

- *The EU Taxonomy Regulation, setting the stage and allowing to discuss and compare projects through a uniform language.*
- *The Risk and Mitigation strategies to assess potential future investments.*
- *An overview of Financial Instruments available that minimise risk and maximize projects potential.*

Host(s) / Guest-Speaker(s):

Participants of the discussion:

1. Dr. Haris Doukas, Associate Professor NTUA, Member of the Steering Committee of TCG

2. Mr. Ioannis Georgizas, General Manager of the SUSTAINABLE CITY, Triple-A Advisory Board Member
3. Dr. Nikolaos Kakogiannis, Founder and General Manager of ABEC LP and ResNovae LP
4. Dr. Chara Karakosta, Triple-A Project Coordinator
5. Mr. Dimitris Kollias, Development Manager, GREENESCO Energy SA
6. Dr. Yannis Konsolas, Senior Manager at the Development & Sustainable Banking and Bank Relations Unit of Piraeus Bank

The discussion was moderated by Professor John Psarras (NTUA), Scientific Coordinator of Triple-A Project.

Feedback:

Participants expressed the following questions/ concerns and related answers have been given by the panelists:

Q: At which level have European countries adopted sustainable development principles?

- The central and northern European countries are pioneers in legislative initiatives.
- No country has developed a strictly binding framework with specific indicators.

Q: How has the Covid-19 pandemic affected energy efficiency investments?

- 38% of the budget of the Recovery plan for Europe has been directed towards promoting energy transition.
- Teleworking at the scale of 70%-80% has changed the energy needs in the workplace/buildings and the status quo of the real estate sector.

Q: How to deal with green washing?

- It is a difficult task since a great amount of money will be circulated at the next period, while respective indices for evaluating energy efficiency investments do not exist.
- A way should be found to evaluate effectively energy efficiency investments.

Q: How could the Triple-A Tools be used in the future?

- Private sector needs support due to the economic crisis from the pandemic, something that is one of the primary goals of financial institutions.
- An observatory should be created that assesses energy efficiency investments and their environmental footprint.
- Energy efficiency investments that achieve the greater savings should be rewarded.

Speaker personal remarks on the webinar:

- Many times, when projects are implemented through public energy efficiency funding, only the initial investment cost is examined and granted. There is no further responsibility or reward for the beneficiary for the achievement of the promised energy savings.
- Upscaling energy efficiency ensures that human activities will keep fostering but consuming less. This is beneficial for all humans and the planet.
- Our experience shows that although Triple-A proposes these “simple” steps, these steps are missing from the scope of energy efficiency project assessments and is, therefore, a huge opportunity for companies and financial institutions to improve upon, especially when taking into account the upcoming legislation changes.

- The EU Taxonomy, SDG and ESG criteria compile a green fraction, and if they are appropriately used, could lead to identifying sustainable and green investments.
- Covid-19 acts as an accelerator towards green energy recovery.
- In Greece, the 2020 energy efficiency target has not yet been achieved due to difficulties in financing such projects (less than 50% of the applications for energy efficiency investments are finally financed).
- There is an effort to incorporate and promote the ESG criteria in the Triple-A Tools and methodology in order for the companies to report their contribution in ESG factors.
- The new technical directive of the Technical Chamber of Greece (TCG) in cooperation with the Hellenic Ministry of Environment and Energy on the economic evaluation of energy investments takes into account what Triple-A examines, i.e. the EU Taxonomy, ESG criteria and the need for information homogenisation in the field of energy efficiency financing.
- Municipalities could benefit from European Programmes and be supported towards developing energy communities.
- With the assistance of European H2020 projects, sustainable city Network facilitates municipalities to establish Energy Communities and produce energy from renewable sources. Many aspects of these projects could be facilitated by the Triple-A project methodology (such as the installation of net metering systems).
- The Triple-A project could support municipalities by indicating which energy efficiency project ideas could be included in Sustainable Energy Action Plans and facilitating the procedure of financing matchmaking.
- Many similar to Triple-A projects provide high academic knowledge, but it cannot be applied in order to face real problems of the market.
- The Triple-A Tools could save time and money since they could be applied in several sectors.
- A typical evaluation framework should be adopted when a company is regarded as ESG ready.
- Through its synergies and wide engagement of stakeholders, the Triple-A project has a remarkable ability to find and promote good practices in energy efficiency financing that are useful for ESCO and other EE companies.
- The Triple-A Tools could also support energy efficiency promotion in public buildings, benchmarking projects and connecting them with the financing market.
- Triple-A Tools provide a standardised way of projects' evaluation which could be integrated into banks' and financing institutions' evaluation procedures, standards and policies.
- It is essential that Triple-A Tools be tested by market actors in order to ensure that they are correctly calibrated.

Photo's / media

Enhancing at an Early Stage the Investment Value Chain of Energy Efficiency Projects

Triple-A Capacity Building Webinar

Triple-A Επενδύσεις Ενεργειακής Απόδοσης:
Ενσωματώνοντας τις Αρχές της Βιώσιμης Χρηματοδότησης και τις Οδηγίες της
Ευρωπαϊκής Πράσινης Ταξινόμησης

Χαρά Καρακώστα
ΕΜΠ







TRIPLE-A ΠΡΟΣΕΓΓΙΣΗ (3/3)

Βήμα 3 – Assign (Αντιστοίχιση): Πιλοτικά έργα στις χώρες μελέτης, προτάσεις σχετικά με ρεαλιστικές και εφικτές επενδύσεις σε εθνικό επίπεδο και ανά τομέα, καθώς και για τη βραχυπρόθεσμη και μεσοπρόθεσμη χρηματοδότηση.

Οι μέθοδοι χρηματοδότησης **Πράσινα Δάνεια (Green Loans)**, **Πράσινα Στεγαστικά Δάνεια (Green Mortgages)** και **Πράσινα Ομόλογα (Green Bonds)** υποστηρίζονται από το Εργαλείο "Assign". Οι χρηματοδοτικοί φορείς επιλέγουν κερδοφόρα έργα και στέλνουν προτάσεις χρηματοδότησης σε υπεύθυνους ανάπτυξης έργων.



Ενοικιάσιμα
καινοτόμων
τρόπων
χρηματοδότησης

➔

Πράσινα Δάνεια
Πράσινα Στεγαστικά Δάνεια
Πράσινα Ομόλογα

➔

Χαρτοφυλάκιο
επενδύσεων
βασισμένο στις
ανάγκες του
επενδυτή
50 προσχέδια
έργων προς
χρηματοδότηση



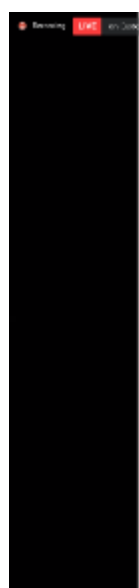
- ✓ 50 Τεχνικά Δελτία Έργων έως τον Ιούνιο 2021.
- ✓ Σχέδιο να συμπεριληφθούν και οι Ανταγωνιστικές Διαδικασίες Έργων Εξοικονόμησης Ενέργειας (Energy Efficiency Auctions).






Triple-A Capacity Building Webinars – Summary and feedback

Page | 57



ΕΠΙΣΚΟΠΗΣΗ TRIPLE-A ΕΡΓΑΛΕΙΩΝ

Εργαλείο Assess

Βήμα 1: Επιστημονική Ανάλυση των έργων

- Ποιότητα έργων
- Χρημ. Τομέας

Βήμα 2: Επιστημονική επαλήθευση στοιχείων του έργου

Βήμα 3: Ταξινόμηση με την Ευρωπαϊκή Ταξινόμηση

Βήμα 4: Ανάλυση Κόστους

Βήμα 5: Αποτίμηση-Αποδοτικότητα

Εργαλείο Agree

Βήμα 1: Επιστημονική αναγκασιότητα στοιχείων έργου

Βήμα 2: Επιλογή κριτηρίων για την αξιολόγηση του έργου


Βήμα 3: Αποσύνθεση έργου


Εργαλείο Assign

Επένδυση στις Αρθρώσεις


Επένδυση στην Εξοπλιστική

Επένδυση στην Ανάπτυξη






TRIPLE – A CAPACITY BUILDING WEBINAR




Triple-A Επενδύσεις Ενεργειακής Απόδοσης:
Ενσωματώνοντας τις Αρχές της Βιώσιμης Χρηματοδότησης
και της Ευρωπαϊκής Πράσινης Ταξινόμίας



Χάρης Δούκας
Αν. Καθ. ΕΜΠ
Μέλος Διοικούσας Επιτροπής ΤΕΕ

Με την υποστήριξη Build
Back Better Greece



Triple-A Capacity Building Webinars – Summary and feedback

Page | 58

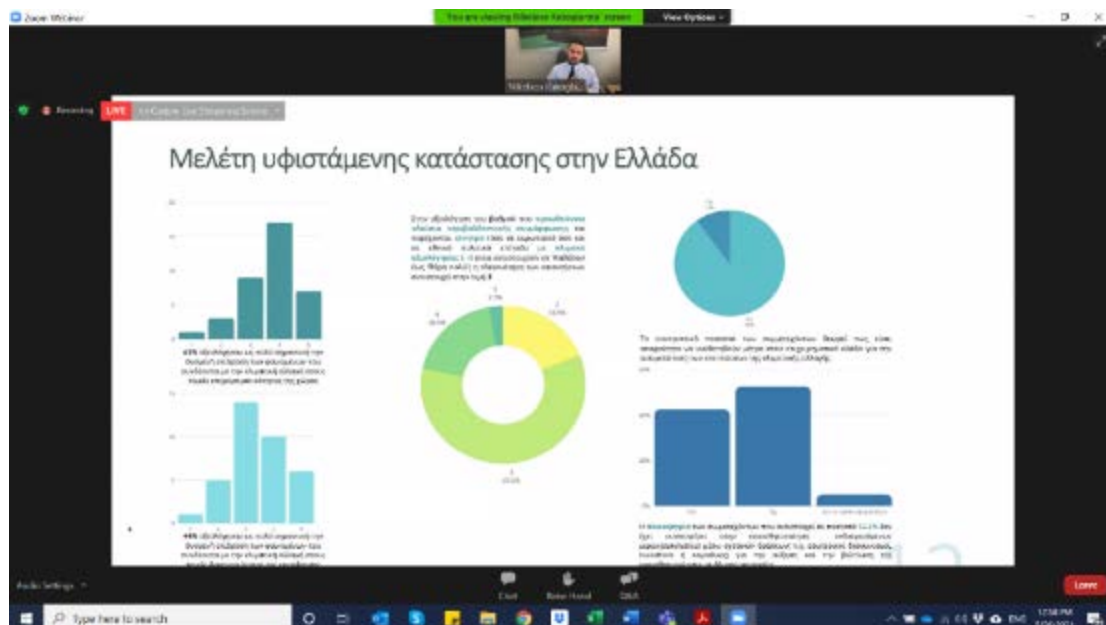
Εκθέσεις Βιωσιμότητας

Πρόταση νέας οδηγίας για υποβολή εκθέσεων βιωσιμότητας από εταιρείες

Ενισχύονται οι
υφιστάμενοι κανόνες
που θεσπίστηκαν με την
οδηγία για τη
δημοσιοποίηση μη
χρηματοοικονομικών
πληροφοριών

Επεκτείνεται η υποβολή
σε όλες τις μεγάλες
εταιρείες και όλες τις
εισηγμένες εταιρείες

**Συμπερι-
τρέπο με
ζητήματα**
όπως η κλιματική
αλλαγή, επηρεάζουν τις
επιχειρηματικές
δραστηριότητες και τον
αντίκτυπο των
δραστηριοτήτων τους
 στους ανθρώπους και το
περιβάλλον



Triple – A Scheme

Στόχος: Η βελτίωση σε πρώιμο στάδιο την επενδυτική αλυσίδα αξίας των έργων ενεργειακής απόδοσης

- Προβλεπόμενες επενδύσεις που μπορούν να θεωρηθούν ως επενδύσεις Triple A
- Εργασία προς αιολογία της επενδυτικής ιδέας, μέγιστη σχεδίαση για τους επενδυτές
- Προώθηση βιώσιμης ανάπτυξης
- Μείωση του χρόνου και προσπάθειας στην κάλυψη όλων των πτυχών των επενδύσεων
- Αύξηση της διαφάνειας, της αποτελεσματικότητας της διαδικασίας λήψης αποφάσεων

Οι επενδύσεις ενεργειακής απόδοσης γίνονται πιο διαφανείς, προβλέψιμες και ούτως ή άλλως / χρηματοδοτούμενες και project developers.

Triple-A Capacity Building Webinar


“Triple-A Energy Efficiency Investments: Incorporating the Principles of Sustainable Financing and the EU Taxonomy”

26 May 2021, 11:00 CET



Supported by: Build Back Better Greece



GREENESCO
ENERGY SERVICES

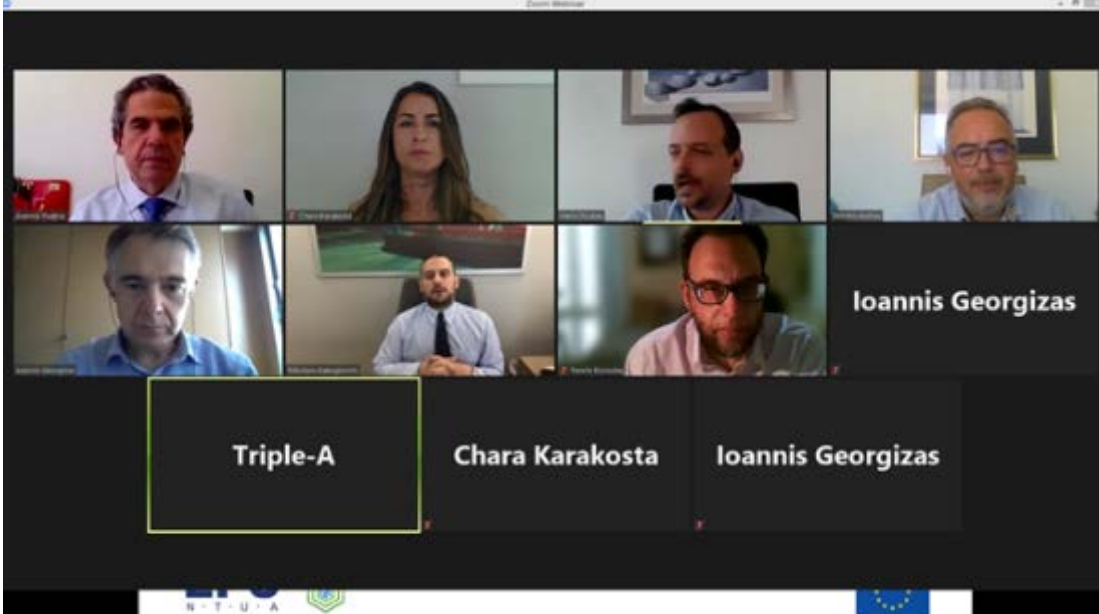
Δημήτρης Κόλλιας Διευθυντής Ανάπτυξης



- Εμπλοκή ενδιαφερομένων πλευρών
- Επισήμανση δυσκολιών
- Δημιουργία καίριων ερωτημάτων έρευνας
- Σε βάθος μελέτη
- Καλές πρακτικές
- Προτάσεις για δημιουργία δομών



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