



Financing: a lever for improving energy efficiency of industrial processes

MISSION
**ACCELERATING THE
ENVIRONMENTAL, SOCIETAL
AND ENERGY TRANSITION**



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

There are **many barriers** to investment



Technical complexity and poor knowledge of the low-carbon projects



Difficulty for industrial companies to identify appropriate financing offers



Lack of interaction between supply and demand, leading to a **lack of trust**



Projects considered **risky**, damaging the **debt-to-equity ratio** or offering **long payback periods**

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 assess the return on investment**

...while it is a driver for competitiveness of European industry



Cost reduction

- Investing in energy efficiency reduces **energy bills** and maintenance costs

Risk management



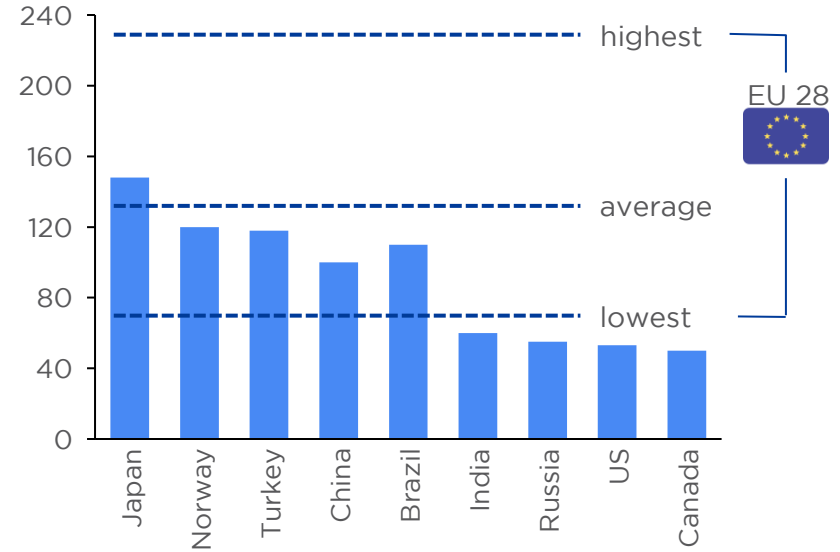
- Energy and carbon regulations are expected to strengthen → **1 858 climate laws** in the world

Added value improvement



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

Prices for electricity for industrial consumers (€/MWh) reference year 2012



An example of low-carbon financing project: *Cold production solution for agri-food industry*

The challenge

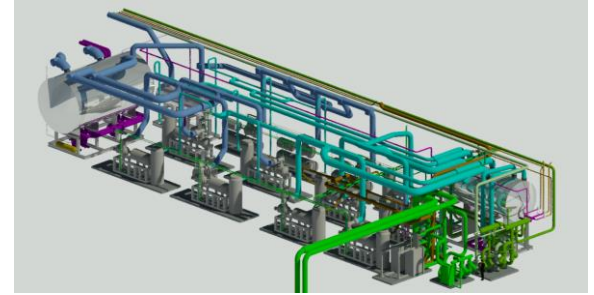
A food manufacturer wants to increase its freezing capacity from 35kT to 55kT/year and improve the energy performance of the factory.

The solution

A global turnkey project to modernize the cold unit with heat recovery (Capex €12M), coupled with white certificates (CEE) and an Energy Performance Contract.

The results

- Energy savings: 500 k€/an (elec. + gas)
- CEE (white certificates) > 60% of CAPEX
- Payback period < 8 years



INVEEST: a program to accelerate the financing of energy efficiency and low carbon projects in the industry

INVEEST is a skills development program dedicated to the industry finance community aimed at raising awareness and training them in the financing of energy efficiency.

It aims to train **1000** financing actors by the end of 2021.

Project leader:



Supervisors:



Financing entities:



Why does INVEEST target 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,



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

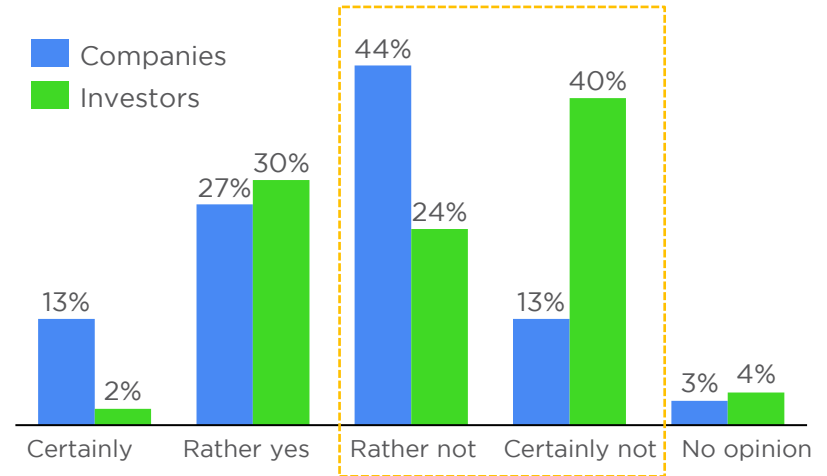


Industries use mainly **private financing** (commercial debt, equity) for their energy efficiency projects.



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

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



INVEEST is based on three pillars

Personnalised training program and support

A hub of tools and best practices

A community favouring exchanges and networking

1

E-learning

Introductory module on the fundamentals of financing energy efficiency and low-carbon projects



Analysis and barometers

- Collaborative space and interprofessional discussion forum

2

2 days training

In-depth technical and financial training designed for those involved in financing the industry



Case studies

- Regular meetings between industry financing players

3

Coaching

Individual technical, legal and financial support in setting-up energy efficiency projects



Decision making tools

- Knowledge sharing and quality feedback



Methodologies inspired by best practices



Which industrial projects are concerned?

UTILITIES

- Extension or replacement of chillers, boilers, air compressors...
- Heat recovery

PROCESS

- Installation or replacement of equipment: sterilizers, ovens, presses...
- High performance IE4 engines

RENEWABLES

- Remplacement d'une chaudière gaz par une chaufferie biomasse

INVEEST gives you the keys to identify the best financing solutions for each project.



INVEEST fees are supported up to 100% for industrial companies

The program is financed by White Certificates and LIFE grants for industrial companies:

- **100** training programs (e-learning + 2 days training) **100%** supported by the program and **100** training programs **50%** supported
- **110** coaching **100%** supported

Program full price:

1 077 € HT





Thank you

<https://invest.org>

invest@greenflex.org



Follow us on:



Noémie Papon, Project manager
npapon@greenflex.com

