One-stop-shop for Low energy refurbishment of condominiums in Île-de-France Region
Residential buildings in IDF region: State of play

In Île-de-France Region

- **4.7M** dwellings of which **72%** are collective buildings
- Priority target of **1M rated in** energy classes **E, F, G**

Working for Condoniums:

- Non-professional management of buildings (co-owners)
- Diversity of situations
- Long decision-making processes
- Lack of trust of companies
- Financing schemes not adapted to long-term payback investments (over 15 years)
IDF ENERGIES
SHAREHOLDERS

JOINT ENTERPRISE:
- 85% public shareholders
- 15% private shareholders

SOCIAL CAPITAL DISTRIBUTION
5,3235 M€

- City of Paris 0,5 M€
- Department council 94 0,5 M€
- Deposit and Consignment Office 0,5 M€

Other shares:
- Department Council 77 0,10 M€
- SIPPEREC 0,10 M€
- Est Ensemble 0,10 M€
- Cergy-Pontoise 0,05 M€
- Hauts-de-Bièvre 0,045 M€
- Plaine-Commune 0,036 M€
- ValNe-Sud 0,036 M€
- SDESM 0,03 M€
- City of Créteil 0,0225 M€
- Paris Saclay 0,01 M€
- SGEIF 0,01 M€

Ile-de-France region 3,02 M€
Caisse d'Épargne Ile-de-France 0,3 M€
Objectives

- Increase condominium confidence and expertise
  - Stimulate investment in renovation projects
  - Support high standards in thermal retrofitting: min. 40% energy saving

- Business based on 3 innovations
  - One-stop shop for energy renovation
  - Tailored financing solutions
  - Third-party financing

2017
10 000 dwellings renovated

2020
€ 250M investment
OUR OFFER TO CONDOMINIUMS

1. Architectural, energy and financial audit
   - Identify the energy saving opportunities
     - Survey of data and investigation
     - Condition of the built site
     - Data analysis and processing
     - Recommendations on improvements and work scenarios
     - Provisional finance plan
     - Final audit report

2. Project management
   - Project development
     - Additional diagnosis
     - Preliminary project design and details
     - Project
     - Consultation with companies
     - Analysis of quotes received
     - Finance plan

3. Renovation works
   - Construction site management
     - Construction site supervision
     - Work delivered

4. New facilities’ uses
   - Take charge of the renovated building
     - Monitor energy consumption
     - Familiarise the homeowners with the facilities
Is the renovation of a collective building profitable?

Payback time between 15 and 40 years
Average residency 7 years
Is the renovation of a collective building profitable?

How to finance the renovation project?

Energy savings

“Green value” of real estate

An A/B-rated apartment is worth an average of 12% more than a F/G-rated one.

This is an average €30k increase in the value of a €250k apartment.
How to finance the renovation project?

Collective grants
- Region council subsidy (Copro durable)
- White certificates

Individual grants
- Tax credits
- Direct subsidies from national / local authorities, etc.

Remainder
- Loans
- Third-party financing

How to finance it?
Third-party financing consists of financing the cost of the energy retrofitting through the energy savings generated in the long run.

- The third-party financing company realises the project and provides the investment needed to implement the renovation works. After the works, the condominium repays the company over the long term, making it possible to have almost zero extra costs for the household.
Path towards the implementation of the third-party financing

March 2014 - **Third-party financing** approved under French law

May 2015 - **IEB framework programme of € 400 million loan to support TPF vehicles** in the context of the Juncker Plan: € 400 million for French regions of which **€ 100M** to renovate 8000 to 10 000 dwellings over the next four years in Ile-de-France

August 2015 - The Energy Transition law allows third companies to operate thanks to an **exception to the**

December 2018

Capital increase

March 2019

- **Obtention of ACPR (bank and insurance regulator) autorisation**
Results to date...

We signed contracts with 52 condominiums = 6500 apartments of which 2800 have approved the works.

The work programmes lead to an average of 48% of energy saving.

25% of the families we work for are considered low or very low income.
Thanks for your attention

Île de France Energies
RÉNOVATION ÉNERGÉTIQUE ET ÉNERGIES RENOUVELABLES

90-92, avenue du Général Leclerc - 93 500 PANTIN
01 83 65 36 36 – contact@idf-energies.fr - www.ilededefranceenergies.fr
résidence du parc In Soisy
Ventilation and heat distribution improvements
- New condensing boiler
- Solar thermal panels for hot water
- Renovation of the heat distribution system
- Humidity-sensitive ventilation

Insulation and architectural improvement
- External thermal insulation
- Roof insulation
- Double glazing of windows and shutter replacement for all apartments

48 co-owners / apartments
Global cost: 1 233 937 € TTC
Energy consumption before:
223 kWhep/m². an
Energy consumption after:
104 kWhep/m². an

53 % savings

Renovation programme
Financing plan - example

1. A family eligible for ANAH grants for a very low income household
   - Monthly repayment on a joint loan over 15 years: €99

2. A family not eligible for ANAH grants
   - Monthly repayment on a joint loan over 15 years: €170
   - It becomes €85 after deducting the subsidies and energy savings
Appartement T1
Modeste

<table>
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<tr>
<th>Propriétaire</th>
<th>N° Lot</th>
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<tbody>
<tr>
<td>Occupant</td>
<td>106</td>
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<tr>
<td>Logement type</td>
<td>Etage</td>
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<td>C</td>
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**Proposition de plan de financement individuel**

**Plan de financement prévisionnel - synthèse**

<table>
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<tr>
<th></th>
<th>Sans fenêtre</th>
<th>Avec fenêtres</th>
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</thead>
<tbody>
<tr>
<td>Quote part travaux collectifs, privatifs et coûts induits TTC</td>
<td>22 037 €</td>
<td>26 405 €</td>
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<tr>
<td>Remboursement mensuel avec souscription à un eco-prêt à taux zéro complété par un prêt bancaire classique</td>
<td>98 €/mois</td>
<td>117 €/mois</td>
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<tr>
<td>Subventions versées après travaux</td>
<td>2 037 €</td>
<td>2 689 €</td>
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**Economies d'énergies pour le logement**

42 €/mois

**Effort après aides et économies d'énergie**

39 €/mois

**Quand mobiliser les financements?**

PV AG Travaux → Devis individuels → Déblocage des fonds → Préparation de chantier → Travaux → Livraison
Le Tiers Financement en France