## ELENA Project Factsheet

**HEALTHY HOMES - SCALING FINANCIALLY SUSTAINABLE ZERO-ENERGY RENOVATIONS**

<table>
<thead>
<tr>
<th>Location of planned investments</th>
<th>The Netherlands</th>
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<tbody>
<tr>
<td>Final Beneficiary</td>
<td>Achmea Services N.V.</td>
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| Final Beneficiary’s address     | Handelsweg 2  
                                  3707 NH Zeist  
                                  Netherlands |
| Sector(s) of investment         | Energy Efficiency in Residential Buildings  
                                  Renewable Energy Sources |
| Total Project Development Services (PDS) cost | EUR 2 961 000 |
| ELENA co- financing            | EUR 2 664 900 |

The ELENA PDS activities provided by Achmea Services N.V. will support HOAs to perform a deep energy renovation of their buildings to reach NZEB standard after the renovation. To deliver on this target, Achmea Services N.V. will perform an extensive outreach campaign to inform and to mobilise around 5,800 HOAs, to implement such renovation. This ELENA PDS project will also provide important information and lessons learned for Achmea Services N.V., as Achmea Services N.V. wants to expand and to establish in the future its own sustainable financial services to HOAs in the Netherlands.

**Project Development Services (PDS) financed by ELENA**

- WP1 Delivery Management
- WP2 Quick Scans
- WP3 Deep Scans
- WP4 Quotation
- WP5 Monitoring (after implementation)
- WP6 Communication
- WP7 Project Management

Achmea Services N.V. will manage and coordinate the ELENA PDS activities and the implementation of the Investment Programme. The required technical expertise will be hired externally.

| PDS Timeframe | August 2022– July 2025 |
**Investment programme description**

The Investment Programme relates to the renovation of least 40 HOAs located in the Netherlands, with the objective to achieve the Nearly Zero Energy Building (NZEB) standard after a successful renovation. The measures to improve the energy performance of the buildings can cover the following measures:

- envelope insulation and improvements (facades, walls and roof);
- heating & ventilation upgrades;
- electric installations upgrades & lighting;
- window replacements;
- renewable energy sources (solar panels and heat pumps).

The programme targets renovations of at least 1,200 apartments, across an estimated number of 40 HOAs (average of 30 apartments per HOA).

**Investment amount to be mobilized**

EUR 67.2m

**Description of the approach to implement the Investment Programme**

After the initial contact between Achmea Services N.V. and HOAs, the final beneficiary adopts a hands-on approach to encourage quick HOA decision-making. On the path to applying for Dutch National Energy Savings Fund (NEF) loan, HOAs have to make the following successive decisions:

- The HOA agrees to conduct a Quick Scan to evaluate the energy performance, the planned investment costs, the energy consumption and potential savings etc. This study provides an overview of the benefits the HOA within a short timeframe. This study aims to convince HOAs (and their tenants) at an early stage and to include them in the renovation process.
- The HOA agrees to conduct a Deep Scan that will provide more detailed information on the deep energy renovation measures and it will deliver a business case for the HOA. Tenants will be involved in the decision-making process on what measures will be taken and what the costs and/or benefits they will entail.
- The HOA applies for NEF funding based on the documentation of the Deep Scan. The conditions for obtaining such a loan from NEF are often a major obstacle, so ELENA PDS will provide support on legal, financial, energy and architectural aspects. Through the ELENA PDS the HOAs will be supported in the preparation of all required documents and in the process of applying for the NEF loan. The HOA will also be supported in drawing up a multi-year maintenance plan that is part of the financial documentation requested by the NEF.

**Expected results of investments planned**

The total estimated contributions are:

- Energy Efficiency - Annual total energy saved 21.58 GWh representing a reduction of 78% compared to the baseline.
- Renewable Energy - Annual total 2.9 GWh
- CO₂ reductions - Annual total reductions of 5,100 t CO₂ eq representing a reduction of 89% compared to the baseline.
- Jobs retained or created - in 190 equivalent FTE

**Leverage factor (Minimum 20)**

25
<table>
<thead>
<tr>
<th>Status</th>
<th>Contract signed on 27/07/2022</th>
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<tbody>
<tr>
<td>Contact person at ELENA beneficiary</td>
<td>Erik Petersen - <a href="mailto:erik.petersen@achmea.nl">erik.petersen@achmea.nl</a></td>
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