



ELENA Completed Project Factsheet

Picardie Pass Renovation

Location	Picardie region, France
Beneficiary	Régie Régionale du Service Public de l'Efficacité Energétique (SPEE) en Picardie (Regional Public Service Company for Energy Efficiency in Picardie)
CoM signatory	No
Sector	Energy efficiency and renewable energies in private homes and multi-apartment buildings
Total PDS costs	EUR 2,027,690
Elena contribution	EUR 1,674,971 (83%)
Project development services financed by ELENA	<ul style="list-style-type: none"> • Support for the development of a public service company for EE implementing an investment program with private individual or collective homeowners to improve the energy performance of their homes (SPEE); • Set up of the SPEE operational team comprising 14 employees: a director/technical manager, one finance manager, one territorial manager, one energy renovation technical expert, three technicians in energy renovation, one controlling manager for the lending operations, four third-party financing operations administrators (one of them part-time) and one administrative assistant (part-time); • External assistance to support each homeowner in the works implementation phase: selection of companies, review of quotes and supervision; • Cooperation with partners in view of promoting the service, identifying potential homeowners and preparing contract signature for public EE service.
Description of ELENA operation	The public service company for EE assisted 1,240 individual and collective homeowners in the implementation of EE measures by acting as a one-stop-shop, from the start with initial advice, further on an energy audit, defining the optimal set of EE measures, contracting and overseeing the works, provide long-term funding (either directly through third-party financing or in cooperation with commercial banks) and monitoring energy consumption for five years after implementation. The annual repayments of the loan are designed in such a way that the amount is more or less equivalent to the energy cost savings (in practice the monthly energy savings covered 77% of the loan repayment on average).
Timeframe	October 2014– September 2018
Basis for investment identification	Establishment of a building typology of the concerned region including the potential EE measures and cost estimations, a business plan for public service for EE targeting private homes, legal and financial feasibility studies, regional public service company founded by Regional Council end of 2013.
Investment programme description	Final investments were determined by the energy audits and the final choices of the homeowners. The set of measures generally implemented included envelope internal or external wall insulation, loft or roof terrace, and floor insulation, window replacement through double-glazing, heating systems replacement with or without energy conversion and installation of highly efficient ventilation systems. Investment cost estimates show an average EUR 42,691 for individual houses and EUR 15,350 per apartment for collective buildings.

Investment in implementation phase	EUR 33,499,419
Results expected to be achieved	<ul style="list-style-type: none"> • Energy savings: 18.25 GWh/y (53% savings on average) • RE heat and electricity generation: 1.34 GWh/y • CO₂ reduction: 3,400 t/y • Jobs created: 178 FTE
Leverage factor achieved	20
Lessons learnt	<p>SPEE Picardie experienced some challenges explaining the lower leverage factor achieved:</p> <ul style="list-style-type: none"> • Local operators in charge of a specific territory needed adaptation time (from 6 months to 1 year) to be able to sell and implement SPEE's services offer and having contracts signed with final users; • Some political-uncertainty (linked to the fusion of the Picardie and Nord-Pas-de-Calais regions) affected communication to the public and signed contracts; • The focus on multi-apartment buildings for which decisions processes are lengthier than for individual homeowners also affected the final leverage factor. SPEE Picardie has currently in his portfolio an additional investment potential of EUR 4m that will be possibly implemented in the next two years. <p>Third-party financing: The Hauts de France Region fully assumes the development of the activity and the financial risks inherent to third-party financing. Even if the current results of the experiment show that these risks are under control, it remains important to optimise the financial structuring of Picardie Pass Rénovation, in order to limit the potential impact of the portfolio of receivables and the refinancing loan taken out with the EIB, which could be taken into account by the rating agencies. This can be done in two ways:</p> <ul style="list-style-type: none"> • By limiting the use of third-party financing: this then requires recourse to conventional bank financing; • By working on a debt assignment mechanism to limit borrowing from the EIB.
Further information sources	https://www.pass-renovation.picardie.fr
Contact person at Beneficiary	M. Laurent Gayral, laurent.gayral@picardie-spee.fr

Some of the investments projects:

Multi-apartment building: Résidence Hélène



Individual Home: Ailly-sur-Noye

