ENERGATE
ENERGY EFFICIENCY MARKETPLACE

LEARNINGS FROM STAKEHOLDER PILOT ASSESSMENT ACTIVITIES

GREECE

STATE OF PLAY WITHIN THE ENERGY EFFICIENT BUILDING RENOVATION FIELD

1. Project success depends on both energy efficiency measures and, subsequently, energy generation solutions, prioritising comfort and quality of life.

2. ESCOs can be very helpful, but their involvement may complicate direct contracts between banks and clients.

3. Banks consider creditworthiness / financial reliability as the primary criterion, with energy savings influencing green loan classification rather than loan approval.

4. There is strong demand for sustainability-focused financing products, and banks are open to developing new offerings.

5. Updated ESG reporting directives pave the way for creating a wide range of energy efficiency-linked retail and wholesale banking products to reduce ESG scope 3 financed emissions from lending / investment portfolios in Greece.

6. High upfront costs for preparatory studies, mainly for monitoring and collecting energy consumption data in public buildings are key barriers that need to be addressed through targeted national grants and schemes

7. Collaboration among stakeholders from different sectors (public authorities, implementors, owners, and financiers) provides valuable insights and helps overcome practical challenges.

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FEEDBACK AND RECOMMENDATIONS FOR THE ENERGATE PLATFORM

1. The platform allows users to view all available funding instruments, promoting transparency and enabling informed decision-making.

2. Smaller projects (up to ~€30,000) are easier for municipalities to engage with, while larger projects require more complex procedures and coordination.

3. Post-implementation monitoring and measurable data are essential for assessing project quality and success.

4. The platform supports standardisation of metrics and indices, making results comprehensible and comparable for all stakeholders.

5. Coordination among municipalities (e.g., forming hubs) can help access financing from larger institutions or IFIs.

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