LEARNINGS FROM STAKEHOLDER PILOT ASSESSMENT ACTIVITIES

ITALY

CHALLENGES TO THE FINANCING OF ENERGY EFFICIENCY RENOVATIONS

1. **Reactive rather than proactive approach among building owners and end-users, with limited readiness to invest in energy-efficiency measures and digital solutions.** The difficulty in translating long-term benefits into immediate decisions remains a relevant challenge.

2. Improving dialogue between technical operators and financial stakeholders, stressing the need for mechanisms that support risk assessment and project bankability in the energy-efficiency sector. Indeed, **investors' typical financial KPI are very often too challenging for energy retrofit interventions.**

3. **Companies often prioritise core business operations over energy efficiency,** especially when payback times are long or benefits are intangible.

4. **Availability of data is not the problem—rather, it is the capacity to interpret and use them effectively.**

5. There is a significant **challenge in publishing or sharing data when organizational policies prohibit the use of web-based non-proprietary tools.** As a result, despite a genuine interest in doing so, companies are often unwilling to publicly disclose their data or information.

6. **Stakeholders need tailored guidance and active support to use digital platforms** in order to be motivated to actually use them.

7. The separation between design, execution, and facility management leads to inefficiencies and **suboptimal post-installation performance.**

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OPPORTUNITIES FOR ENERGATE PLATFORM MARKET UPTAKE

1. ENERGATE's structured data collection and ex-post evaluation can become a **driver for standardisation, transparency, and the creation of comparable KPIs.**

2. Integrating information on public funding schemes and financiers' profiles within a single platform can **enhance building owners' and implementers' awareness about possible options for combining public and private financing mechanisms.**

3. There is a need for t**ools capable of assisting local actors in navigating regulatory developments and market opportunities** related to the energy transition.

4. Having a **platform with simplified user experience and offering local-language support and onboarding** will help foster engagement and data completeness.

5. **Interoperability with existing digital and monitoring tools for ex-post evaluation of intervention** could help to bridge the gap between design phase KPIs and actual performances. This feature can **strengthen trust for investing** in energy efficiency interventions.

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