

It's a deal!

Connecting stakeholders to enable
energy efficiency investments

Final project report

Key results, activities, and insights for the
future of energy efficiency financing in
buildings

November 2025



Co-funded by
the European Union

“We all know, making buildings more energy efficient is indispensable in the fight against climate change. Now we’re learning the lesson that renovation will also help build an independent Europe”

Ursula von der Leyen,
November 2022

Introduction

As Europe strives to meet its ambitious climate goals, the building sector, one of the largest contributors to emissions, plays a crucial role in achieving decarbonisation. However, many energy efficiency projects face significant challenges in securing financing, especially due to the fragmented nature of the sector, complex stakeholder dynamics, and the lack of standardised, reliable project data. Smaller projects often miss out on large-scale investment opportunities, hindering the pace of building renovations and slowing progress toward Europe's climate targets.

The ENERGATE project, an EU initiative co-funded under the LIFE Programme, offers a cutting-edge solution to these challenges. Through its ICT-enabled Energy Efficiency Marketplace for sustainable investments, ENERGATE connects private and public building owners, implementors, and financiers, streamlining the aggregation process that offers bundles of attractive energy efficiency projects in buildings ready to finance and the matchmaking process that matches the projects with implementors and financiers through AI-driven and decision support methodologies. This platform simplifies the path to financing sustainable building renovations, making investments more accessible, risk-weighted, and effective, and ultimately accelerating the energy transition across Europe.

The ENERGATE platform offers numerous advantages that facilitate a seamless, efficient process for energy efficiency projects. These benefits help overcome traditional barriers to financing and accelerate the adoption of energy-efficient solutions across Europe.

Fostering Cross-Sector Collaboration: The platform promotes stronger collaboration between private and public building owners, implementors, and financiers, accelerating the energy transition by aligning the interests and capabilities of all parties involved.

Streamlined Financing: ENERGATE aggregates smaller projects into larger, attractive packages, making it easier for financiers to invest in multiple energy efficiency projects at once, reducing risk and achieving sustainability goals.

Enhanced Transparency and Trust: Standardised data collection and post-project validation ensure clear, reliable information for all stakeholders, fostering confidence and accountability.

Data-Driven Decision-Making: Aggregated project data, multi-criteria matchmaking and AI processes help financiers make more informed, strategic investment choices.

The ENERGATE project develops and validates financeable packages for energy efficiency investments through a network of five pilot partners in the following countries Greece, Italy, Latvia, France and

Spain, while additional pilot cases have been gathered from Hungary. These pilot partners were strategically selected to ensure diversity in market conditions, building typologies, and stakeholder profiles, thereby strengthening the applicability and robustness of the project's outcomes. The pilots collectively represent all major market actors involved in the energy efficiency value chain - from supply-side entities such as building owners private or public, to demand-side actors including banks, investors, public funds, as well as ESCOs, technology providers, contractors and project developers who bridge both sides.

Through the pilot activities, the ENERGATE platform is being deployed, tested, and refined to effectively support decision-making for the successful implementation of energy efficiency investments. The first financeable packages emerging from the ENERGATE marketplace have been shaped using data and insights gathered from these pilots via a pre-selection process of energy efficiency projects across Europe. In turn, the same pilot partners actively use the marketplace, providing structured feedback to fine-tune its tools and functionalities. This iterative process ensures that the ENERGATE platform evolves in line with real market needs, delivering practical, finance-ready solutions that facilitate the uptake of energy efficiency investments throughout Europe.

This report constitutes the final publishable report of the ENERGATE project. It provides a comprehensive overview of the project's objectives, activities, and key outcomes, summarising the knowledge, methodologies, and tools developed throughout its implementation, while it presents the sustainability plan of the platform.



Hindering the pace of building renovations and slowing progress toward Europe's climate targets.

Understanding the financing of building renovations

The key actors in a renovation

The value chain of building renovations can engage several actors – each performing a distinct role in the success of a renovation project. These stakeholders usually come into action at different stages of the renovation, and therefore can be divided into three groups:

Building Owners (including asset or property managers, building administrators, and real estate developers) are those who manage or own buildings that need to improve their energy performance. This group includes also public bodies (mainly municipalities), which are subject to public procurement procedures that aim to increase the energy efficiency of one or multiple buildings at once.

Implementors (including ESCOs, project developers, engineering companies, architect & design companies, installers, maintenance companies, and real estate companies with technical teams in-house) are those who implement energy efficiency projects in buildings – either by designing new layouts, installing new technologies, or changing construction materials.

Financiers (including financing institutions, private equity investors, funds, and banks) are those who look for investment opportunities in the area of energy efficiency – such as renovation projects that need funding to be carried out.

Put simply, a renovation project needs at least three entities: the owner/manager of the building to be renovated, the one performing the renovation work, and the one providing the funds for the renovation to take place.

Despite all the above-mentioned groups collaborating towards the same goal in a renovation project, they face different challenges in the energy efficiency market:

Building owners want to upgrade their buildings, to improve the indoor air quality and comfort and to increase the market value of their properties, while also saving energy, money, and ensuring a positive environmental impact. However, they are discouraged by the **high upfront costs** of energy efficiency interventions, are **not sufficiently informed about the impacts of different measures**, and their **awareness of available financing options is limited**. The process of energy efficiency renovations, from collection of data to implementation of measures and financing, is therefore complex for most of them.

Implementors of energy efficiency renovations **look to expand their market** and inform potential clients about the services they provide. However, despite having technical expertise in designing and deploying projects, they are seldomly able to mediate the interaction between building owners and financiers, therefore finding themselves in situations where **the client is there, the business opportunity is real, but there**

is no funding available to go forward. They need to close the gap by learning to communicate investment opportunities to financial actors in a transparent, indicator-oriented, and attractive manner.

Financiers interested in deploying capital to energy efficiency projects – such as banks and financing institutions – also face significant challenges: during the evaluation process of investment opportunities, they often deal with **unstructured, non-standardised data**. Consequently, they need to engage in **lengthy and costly due diligence procedures** that are cost-effective only when applied to large-scale investments – which automatically **excludes small-scale building renovation projects**. Financiers look, therefore, to increase the demand for financing products, loans, subsidies, grants or other tools that they may offer, in a scale that is relevant for their business practice.

Parallel to the mentioned groups, **public bodies** – such as municipalities and regions – make a segment of their own. They not only tend to own several buildings (posing aggregation opportunities), but they also **need to speed up the energy efficiency upgrades** of their building stock to comply with EU-level and national targets and action plans, as well as their own goals towards sustainability and positive environmental impact. However, **they often face delays due to strict bureaucratic procedures** (especially when buildings of historical or cultural significance are concerned), complex ownership and management status, public procurement laws, split incentives, lack of experts, and fragmented responsibilities, which complicates their interaction with both implementors and financiers. Moreover, frequent **over-reliance on public financing schemes, such as grants, hinders the engagement of private investors**, leading to a notable investment gap that ends up delaying the whole project of renovating public building stock.

To complement the extensive desk research on the challenges faced by renovation actors, ENERGATE invested in the active involvement of stakeholders from an early stage. To that end, a variety of key stakeholders of all groups were mapped across pilot countries and selected according to their influence and interest in the ambitious project results.

Throughout the project, the engagement of stakeholders pursued three main objectives:

- To co-create the ENERGATE platform through workshops and feedback loops, ensuring it addressed the needs of the market.
- To test the ENERGATE platform in its beta version, providing feedback and suggestions for improvement.
- To disseminate the ENERGATE project across the market, increasing awareness and attracting new users.

Listening to the market



Overall, the stakeholder engagement plan relied on a series of activities:

Semi-structured interviews with the pilot partners allowed the consortium to establish user requirements for the ENERGATE platform. This ensured that the platform was developed with real and relevant market needs in mind, improving its usability, usefulness, and potential relevance in the building renovation market.

Surveys with external stakeholders gathered complementary information on user requirements for the ENERGATE platform – this time in a less detailed, yet more broadly collected and consortium-independent manner.

Regional training workshops allowed the consortium to present the developments and outcomes of the project to the potential end-users of the ENERGATE platform, increasing awareness and encouraging adoption by going into detail on the platform's functionalities. Four Regional Training Workshops were successfully held in the pilot countries, in Madrid, Turin, Riga, and Budapest, gathering more than 100 participants. These workshops focused on each region's specific needs, opportunities, and challenges, thus presenting the platform as a tailored solution for each geography.

A final event showcased the project's results – including (but not limited to) the ENERGATE platform – to a broader audience, which included potential end-users of the platform but also professionals who can encourage or facilitate its use (e.g. representatives of national authorities and regulatory institutions).

EU-level workshops and national-level interviews across stakeholder groups outside the consortium allowed the team to validate use-cases and test early versions of the platform with those who should be its key users. ENERGATE has been actively engaged in organising and participating in numerous events to promote knowledge exchange and enhance the project's visibility. ENERGATE participated in several major events, including Enlit Europe, the REHVA Brussels Summit, the CLIMA Congress, the World Sustainable Energy Days, the European Sustainable Energy Week, and the MIPIM.

Notably, during the **Verde.tec International Exhibition 2025**, the top meeting in Greece for Environment, Circular Economy, and Smart Cities, ENERGATE was awarded first place as the Best European Project, a distinction that highlights its impact and innovation within the European energy and sustainability community. This recognition stands as a meaningful acknowledgment of the consortium's collective efforts and ongoing commitment to advancing sustainable energy solutions and innovative financing models across Europe.

A support campaign invited key stakeholders to sign a letter of support to the ENERGATE platform, confirming interest in becoming active users of the platform once the final version was released. This expression of interest, together with the consent to use institutional logos in ENERGATE promotional materials, reinforced the impact of communication campaigns by building trust and credibility.

Complementarily to stakeholder engagement activities, the project's **Advisory Board** – composed of 8 experts in the fields of energy, finance, research, and policy development – played a central role in



The ENERGATE team of NTUA received the Greek Green Award in 2025 at the Verde.tec exhibition

Learnings from stakeholders

guiding the development of the platform and providing regular and structured feedback on the strategic direction of the platform and its features. Their active involvement in core activities added credibility to the overall project and ensured alignment with real market needs.

Engagement activities provided valuable feedback to ENERGATE, starting with the proof that **different stakeholders have different needs** and views on the platform, even though they share similar objectives. While building owners wanted the platform to be **user-friendly**, implementors emphasised the need for **standardised and transparent data** inputs and outputs. Financiers, on the other hand, focused more on **project aggregation and financial risks**, while public authorities demanded for **policy alignment** with emphasis on public procurement process. It became clear that a functional and reliable platform would have to address a wide variety of demands while preserving a consistent user experience – in other words, it would have to combine intuitive, low-expertise input methods with tailored, high-expertise outputs.

Another important lesson learnt was about the **need to build trust and show transparency** at every stage of development of a platform like ENERGATE. The confidence of users in the data and results provided by the platform was indexed to the perceived reliability of the datasets and the clarity of the validation mechanisms in place.

Standardisation also appeared as a crucial element of the platform, as only harmonised datasets, evaluation criteria, and alignment with EU frameworks (EU Taxonomy and Smart Readiness Indicator) will enable the aggregation of projects and attract the desired large-scale financing.

Lastly, stakeholder engagement activities showed that **technology itself is not a sufficient driver of energy efficiency** actions: even when interested in the benefits promised by the ENERGATE platform, users need proper knowledge, practice, and information to feel confident in using the technology and trusting its outputs.



The building sector is one of the largest contributors to greenhouse gases emissions in the EU.

The ENERGATE energy efficiency marketplace

Following the learnings from desk research and stakeholder engagement, **the ENERGATE energy efficiency marketplace was designed to address specific challenges** of the renovation market:

The communication and knowledge gap between different stakeholders: through standardisation of workflows and matchmaking processes, the platform guides the users through the different steps of energy efficiency renovations and financing, facilitating communication between them.

The lack of standardisation and reliability of project data: the platform provides standardised templates in each step of inputs, ensuring uniformity in the definition of energy efficiency projects.

The lack of attractive investment opportunities in the energy efficiency sector: the platform puts forward an aggregation business model, encouraging implementors to create larger financeable project packages that may be more attractive to large-scale investors.

The lack of awareness about energy efficiency measures and financing options available: the platform helps building owners to explore the different options and effectively connects them with implementors and financiers.

The untapped potential of the ESCO model: the platform encourages this model as it helps implementors to create a complete offer containing both energy-related and financial indicators, which enables the matchmaking and negotiation with both the financiers and the building owners.

In their journey through the platform, users complete a four-stage process:

Zero Stage – User Registration

Users pick a profile (building owner, implementor, financier, or public body) and fill in basic information, both personal (e. g. name, surname, role etc.) and about the company they represent.

Fetch Stage – Data Collection

Users (building owners, public bodies, and implementors) insert information on their buildings, which will have unique input fields depending on their nature (private or public).

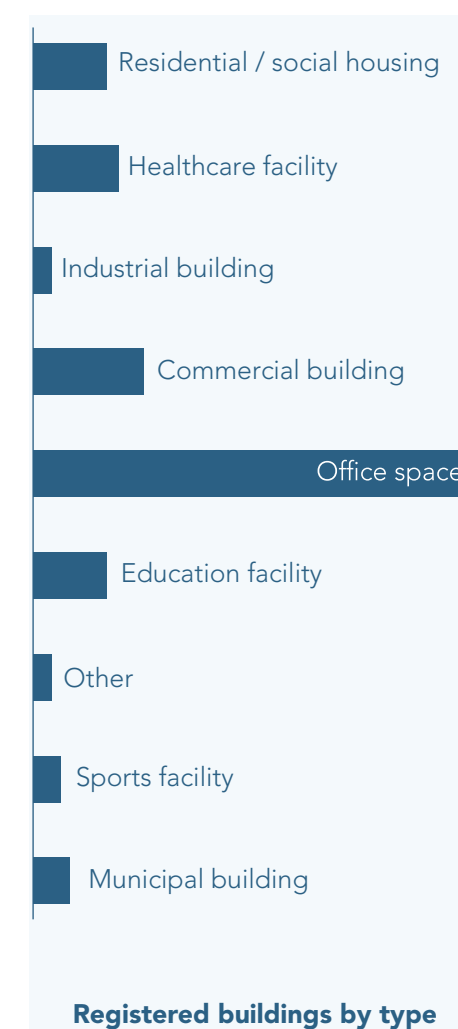
For building owners and public bodies, ENERGATE will find similar buildings in the database to help them learn from best practices.

For implementors, ENERGATE will present buildings of interest to help them report energy-related and financial indicators, calculate performance, and thus formulate complete and attractive projects.

For public bodies, the platform allows the direct matching with an implementor or the launch of calls for upcoming renovation projects over a certain cost threshold (thus aligning with public procurement requirements).

Process Stage – Aggregation and Matchmaking

In this stage, the platform gives implementors a set of filters to group projects in clusters (aggregation), and matches financiers with projects



Building owners

Private owners, building administrators, building managers, asset managers, property managers, and real estate developers can create building profiles, select energy efficiency measures to be applied and preferred type of financing, and search for renovation experts to help them execute their renovation projects.

Financiers

Funds, investors, banks, financing bodies, and financial institutions can determine financial and non-financial criteria to be matched with projects and see them ranked accordingly. They can also see the projects' information, provide financial support, and promote financial products (in the case of banks).

Implementors

Project developers, ESCO, architecture and design companies, engineering and real estate companies with engineering teams can register buildings or be matched with relevant renovation projects. They can extract well-structured offers with project details, aggregate projects, and find financial support for their endeavours.

Public bodies

Municipalities, cities, regions, communities, and public procurement bodies can announce upcoming projects. They can also explore EU and national funding, notify users about needs based on project stage and budget, match with financiers for KPI-defined projects, and directly engage implementors for small-scale, non-tendered projects.

according to their profile and preferences in terms of performance indicators (matchmaking). When matched with projects, financiers can provide term sheets to express their willingness to invest in them.

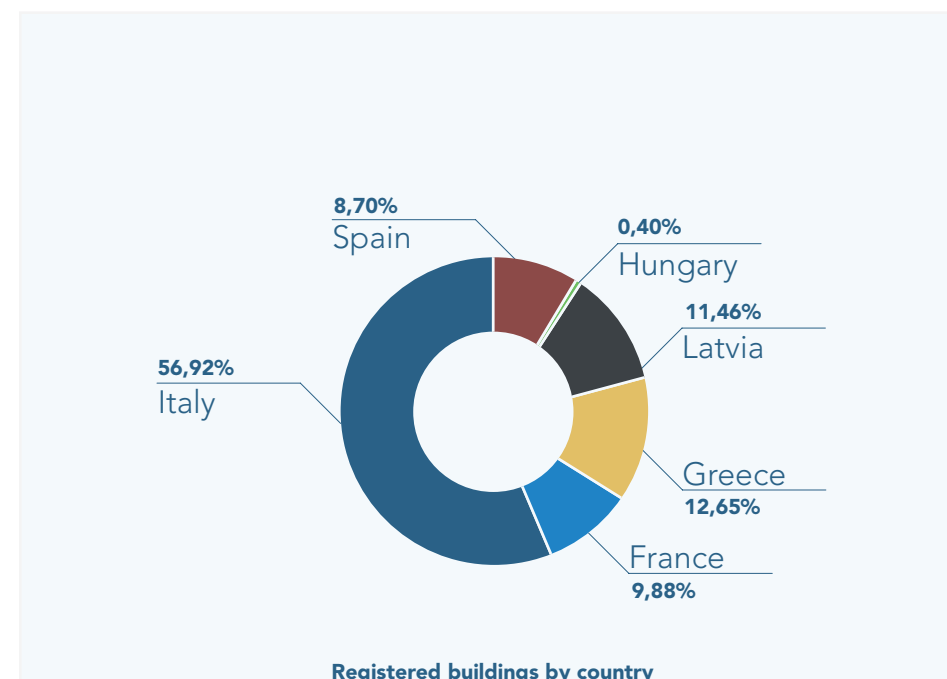
Owners of private buildings can explore the available financing options that are added in the platform by the financiers. When a building owner signals interest in one of the financing options, the financier will receive a notification.

Public bodies can explore available funding mechanisms that might be suitable for their projects, either by searching the platform's repository or by learning from financing options offered by financiers for projects in public buildings.

Deliver Stage – Feedback and Validation

At this stage, users have access to statistics and visualisations to better understand the impact of their renovation projects. The visualisations are based on the available information on energy consumption and energy savings, while additional benefits are also monitored such as comfort and indoor air quality.

From a very early stage of the ENERGATE platform, various stakeholders of different fields of expertise were encouraged to test the marketplace and start using it in their everyday work. Many organisations recognised the need for a platform like this, and they are now part of a diverse pool of users – public bodies, energy agencies, ESCOs, technology providers, banks and other financial institutions, academia, and building owners – that continuously support the updating of the platform with inputs and feedback.



Attracting supporters and building a community

The ENERGATE marketplace currently counts with **252 buildings**, with the potential to trigger **65 GWh of final energy savings** and approximately **137 million euros investments**.

Functionality / service	Description	User	Stage
User registration	Selection of the type of profile and provision of initial information to set up the account	   	
Building registration	Entry of data related to the location, technical characteristics, energy performance of the building and needs of the client	  	
Savings estimator	The buildings registered in the platform are compared to those stored in the database, so that the impact of different energy efficiency measures can be estimated.	 	
Matching buildings with Implementors	Depending on the geographical coverage of the Implementor and the services they can provide, a list of potential buildings is presented to them		
Calculation of economic indicators and bench marking	While structuring an offer for a project, Implementors can cross-check the values of several indicators so as to ensure realistic metrics		
Risk assessment	The platform provides an optional protocol which allows Implementors to estimate the risk of an energy efficiency project and increase its readiness to be financed.		
Project aggregation	The platform offers financeable packages to attract investors.		
Matchmaking between projects and Financiers	Through specific criteria, the platform can detect and prioritise the projects that fit the Financiers' needs in terms of financial and environmental indicators.		
Entry of financing products	Financiers can add their financing products in the platform in a specific format, allowing Building Owners and Public Bodies to declare their interest for them.		
Library of EU funding mechanisms	Public Bodies can access summarised information about available EU grants for energy efficiency projects.		
User performance feature	The feature provides badges, achievements and notifications encouraging the users to be active in the platform.		
Monitoring project results	The platform provides dashboards demonstrating results regarding comfort and indoor air quality, financial insights and energy – related outcomes, among other aspects.	   	

 Building owners

 Financiers

 Implementors

 Public bodies

 Zero

 Fetch

 Process

 Deliver

Overview of the ENERGATE platform features



Along the duration of the project, 28 companies, municipalities, and other institutions chose to publicly endorse the ENERGATE platform.

As interest grew, many organisations chose to publicly endorse the platform by signing the Letter of Support and agreeing with the use of their logo in dissemination activities and communication campaigns. This approach reinforced the project credibility and gathered more users, encouraged by the presence of recognisable organisations.

The validation and refinement of the ENERGATE platform's features were carried out through an iterative process involving close collaboration with pilot partners and stakeholders. The pilots played a crucial role in ensuring that the platform's design, functionalities, and user experience were firmly grounded in real market needs and operational realities. Their continuous feedback throughout the development cycle allowed for the gradual fine-tuning of the platform, from the initial definition of use cases and workflows to the testing of prototype interfaces and the final integration of improvements into the operational system. This process ensured that ENERGATE evolved as a user-centric, functional, and market-ready solution, capable of addressing the complex requirements of energy efficiency financing and project implementation.

DEVELOPING THE ENERGATE MARKETPLACE

01



DEFINITION

First definition of the platform use cases and work flow.

...

02



PROTOTYPE

Prototyping the graphical user interface (GUI) based on the determined work

...

03



FEEDBACK

First round of feedback collection from stakeholders on the workflow and the GUI

...

04



IMPROVEMENT

Enhancement of the use cases and workflow, considering the received feedback

...

05



FINETUNING

Finetuning the graphic user interface to accommodate new features and feedback.

...

06



INTEGRATION

Integration of the GUI in the platforms, along with the features resulting from feedback.

...

It's a match

Since its public launch, the ENERGATE platform has been growing and bringing together more than 100 stakeholders of the energy efficiency market. It has also made its first matches - projects registered in the platform that were successful in finding collaborators and financing options.



14 buildings
matched



2 GWh/year
of energy savings



2,839,000.00€
of investments

Designing the future

Within the framework of ENERGATE, various stakeholders from different types of organisations and bodies, and from different countries, have been consulted and actively engaged. As a result, various findings have emerged, and different recommendations have been formulated per country.

Simplify and centralise access to funding instruments

For national policy makers	Platform-related
Develop (or support the development of) a streamlined national digital access point that consolidates diverse funding opportunities to enable more effective matchmaking between building owners and funding opportunities, for instance through platforms like ENERGATE. It is important to ensure that the funding opportunities included in this access point go beyond national programmes and funding schemes, and include different types of financial instruments and mechanisms, such as low-interest loans, green banking products, financial guarantees, or other credit enhancement mechanisms to boost energy efficiency investments.	

Enable project aggregation and financing

For national policy makers	Platform-related
Develop (or support) a national matchmaking and aggregation tool that can successfully trigger investments for energy efficiency projects, for instance platforms like ENERGATE or other one-stop-shops. To ensure that such tool is effective, it is imperative to provide investors and financial institutions with reliable and secure data for evaluating potential energy renovation projects. In particular, consider: - Developing standardised digital protocols and forms for integrating building information, especially key data required for assessing the energy performance of buildings, evaluating energy efficiency interventions including their financial feasibility and profitability. - Providing guidance on the inclusion of critical building documentation, such as urban planning documents, ownership titles, energy performance certificates and maintenance records. - Putting measures in place to ensure the interoperability with other relevant tools and platforms, for instance tools used for energy performance audits and certifications and for obtaining permits for construction works. - Defining validation protocols to ensure that all data and information included in such a tool are valid, increase the credibility of the tool and win key stakeholders' trust. Although the importance of having matchmaking and aggregation tools is acknowledged it is equally important to combine these with supporting structures that aim to aggregate energy renovation projects and secure their financing. This could be in the form of an InfoPoint that provides guidance and support in designing, implementing and financing energy renovations of buildings, or one-stop-shops that offer integrated services for the energy renovation of buildings, bringing different communities together and removing barriers. These structures could also support the use of the aggregation and matchmaking tools.	

Facilitate and support deep renovations

For national policy makers	Energy efficiency-related
Prioritise deep renovations of buildings in policy and financing by establishing regulatory frameworks and financial schemes that offer significantly higher incentives conditional on achieving deep renovation standards. Different tools, like the ENERGATE platform, can be used to facilitate deep renovations, by helping building owners find the higher upfront investment required for these. Design finance mechanisms, e.g. dedicated grant schemes, subsidised loans, or tax incentives that are conditional on achieving deep renovation standards. Update building codes to require more strict minimum energy performance standards for existing buildings, especially at trigger points (sale, rental, major renovation) and introduce mandatory renovation requirements for the worst-performing buildings (e.g., EPC classes G and F) with support tied to deep renovation outcomes.	

Enable key stakeholders that can support the energy transition of buildings

For national policy makers	Energy efficiency-related
Enact supportive policy frameworks and market-based mechanisms that de-risk the market and incentivise key stakeholders, particularly implementors, such as ESCOs, to design, finance and implement retrofitting projects at scale. Well-designed policy and financial mechanisms aimed at supporting implementors could stimulate these actors to proactively seek out energy efficiency opportunities, use digital platforms that aggregate building portfolios, and drive down upfront costs through economies of scale, acting as implementation catalysts.	

Facilitate the measurement and verification of data from public buildings

For national policy makers	For the public sector
Design and implement a robust measurement and verification system to monitor and verify energy savings from the renovation of public buildings. This will build market confidence, mobilise private finance and trigger further investments. In addition, explore whether this can be made mandatory. Reliable data on actual energy savings builds trust among investors, financial institutions, and building owners, helps de-risk investment decisions and enables the uptake of performance-based financing models, such as Energy Performance Contracts (EPCs) or Pay-for-Performance schemes, paving the way to scalable renovation programs.	

The ENERGATE platform's exploitation and long-term vision

The sustainability of the ENERGATE platform following the conclusion of EU funding in December 2025 is ensured through a carefully designed after-LIFE Programme strategy. The consortium has examined several possible pathways for continuation, assessing their feasibility in terms of technical maintenance, governance, and financial viability.

The goal is to establish a structure that can support the platform's continued operation and gradual evolution, while preserving its core mission and functionalities. This approach aims to ensure the ongoing provision of services and the lasting impact of ENERGATE in facilitating energy renovation financing.

The ENERGATE sustainability plan also foresees that the knowledge, methodologies, and technical developments achieved will be capitalised upon in other ongoing or upcoming initiatives. It is already explored how the platform's assets can be aligned with related EU-funded projects in the areas of digitalisation, renovation support, and green finance. In the following EU projects a preliminary work has been undertaken to identify the particular ENERGATE services to be integrated:

- [LEG-UP](#) will leverage ENERGATE's successful methodologies and technical services to streamline the digital client onboarding process for its innovative financial model combining mortgage financing with energy renovation services.
- [ReLIFE](#) is exploiting ENERGATE's expertise in financial analysis, specifically utilising the lessons learnt in calculating economic indicators and creating user-friendly finance and investment simulation environments.

- [LiveBETTER](#), where ENERGATE is included as a core contributor to the Common European Digital Buildings Hub (LiveBetter Hub), providing valuable insights into green finance, innovative business models, and sharing its matchmaking and aggregation tools to foster connections among service providers, building owners, and financiers across Europe.

This will ensure that ENERGATE's legacy continues to generate impact, either through direct technical integration or through knowledge transfer to complementary activities.

It is worth mentioning that ENERGATE has been an active member of the **Smart Energy Cluster** that comprises more than 30 projects and is continuously evolving to foster collaboration and innovation within the energy sector. The Cluster covers 21 key topics centered around energy efficiency and it connects pilot projects across 30 countries. It strengthens a European community of practice around building renovation, financing, and smart energy through partnership events, common newsletters and other joint activities. Through this collaborative environment ENERGATE established synergies with relevant projects ensuring that its outcomes will be continuously exploited after the end of the project.

In summary, ENERGATE's continuation strategy is grounded on realistic and pragmatic principles: maintaining functionality, leveraging results, and ensuring that the value created during the project remains accessible and useful to the community beyond its formal end.

In renovations there is no "one size fits all". Different buildings, different climates, and different means of ownership dictate a heterogeneous market.



Conclusion

The ENERGATE project made significant contribution in bridging the gap between the needs of building owners and expectations of investors. By developing a digital marketplace, ENERGATE addressed the long-standing fragmentation of energy efficiency projects, enabling communication transparency, data standardisation and project aggregation. This led to more effective collaboration among actors and acceleration in deployment of energy efficient renovations across Europe.

The project's development was based on continuous stakeholder engagement through meetings, events, interviews, webinars, surveys and regional training workshops. There, ENERGATE partners gathered real and relevant feedback from market actors that directly improved platform's functionalities, making it more reliable and people oriented. Implementors highlighted the importance of standardised and transparent data, financiers prioritised financial risk assessment, project aggregation and investment transparency, while building owners and public authorities stressed the need for user-friendly interfaces and availability of funding sources. The platform successfully incorporated these needs, thus becoming a coherent, functional tool aligned with real market dynamics.

Validation process of ENERGATE platform was achieved through iterative testing process with different pilot countries which provided real use cases that confirmed the platform's technical robustness and market readiness. The continuous feedback loop allowed constant update and fine-tuning of the platform functionalities, making it more mature, scalable and market-validated solution.

Finally, the ENERGATE project developed a solid strategy for the continuation of the platform beyond projects lifetime. The After-LIFE plan envisions a sustainable framework that will allow the platform to remain operational and relevant, while preserving its core mission: to make energy renovation financing simpler, faster, and more accessible. By combining long-term maintenance, knowledge sharing, and alignment with other EU initiatives, ENERGATE ensures that its results will continue to support Europe's energy transition towards a decarbonised and energy-efficient building stock.



Transparency is key: financiers demand it to make informed decisions; building owners and implementors need it to plan properly.

Recognition

The ENERGATE Project has been strengthened by a wide community of municipalities, companies, and organisations that share our mission to accelerate Europe's energy transition through sustainable, data-driven innovation. Their support has enhanced the visibility, credibility, and real-world relevance of our platform, ensuring that ENERGATE can better connect building owners, implementors, and financiers.

We warmly acknowledge the following supporters: Cash de Nanterre, CE Delft, City of Athens-DAEM, Comune di Pomaretto, Delta KK Development, domX, Ekodoma, Elix, ESCO partners, Green Fund, Green Liberty, Hellenic Passive House Institute, KRV² Energy Projects, La Foresta Scrl, Latvian Chamber of Commerce and Industry (LCCI), Latvian Environmental Investment Fund (LEIF), Living-Z Capital, Municipality of Chalki, Municipality of Kalamata, Municipality of Messini, MVM Optimum, Onesto, Putetto Srl, Rīgas Metropole, sAtt, SEFA, SERTEC, Unione Montana Valli Chisone e Germanasca.

The ENERGATE Project gratefully acknowledges the support and collaboration of the **Smart Energy Cluster**, an initiative of the EU LIFE project InEEExS managed by IEECP and EPU NTUA. Bringing together more than 30 EU-funded projects in the fields of energy efficiency and smart energy services, the Cluster enhances synergies, knowledge exchange, and joint dissemination across Europe. Through its events, pilot map, and networking activities, the Smart Energy Cluster provides valuable visibility and cooperation opportunities that strengthen ENERGATE's outreach and impact.

About

Project coordination

Katerina Papapostolou (kpapap@epu.ntua.gr)

Project contacts

(Website) <https://energate-project.eu/>

(LinkedIn) [energate-project](https://www.linkedin.com/company/energate-project)

(X) [Energate_eu](https://twitter.com/Energate_eu)

(Youtube) [@ENERGATEproject](https://www.youtube.com/channel/UCENERGATEproject)

ENERGATE marketplace

energate.epu.ntua.gr/

Smart Energy Cluster

smartenergycluster.eu

ENERGATE consortium



Co-funded by
the European Union

Co-funded by the European Union under project ID 101076349. Views and opinions expressed are however those of the author(s) only and do not necessarily reflect those of the European Union or CINEA. Neither the European Union nor the granting authority can be held responsible for them.

