



*The European trade association for  
the sustainable energy industry*



**We are accelerating the transition to a  
zero net carbon economy  
by advancing the  
development and financing of sustainable  
energy across Europe's built environment.**

# Members and Partners

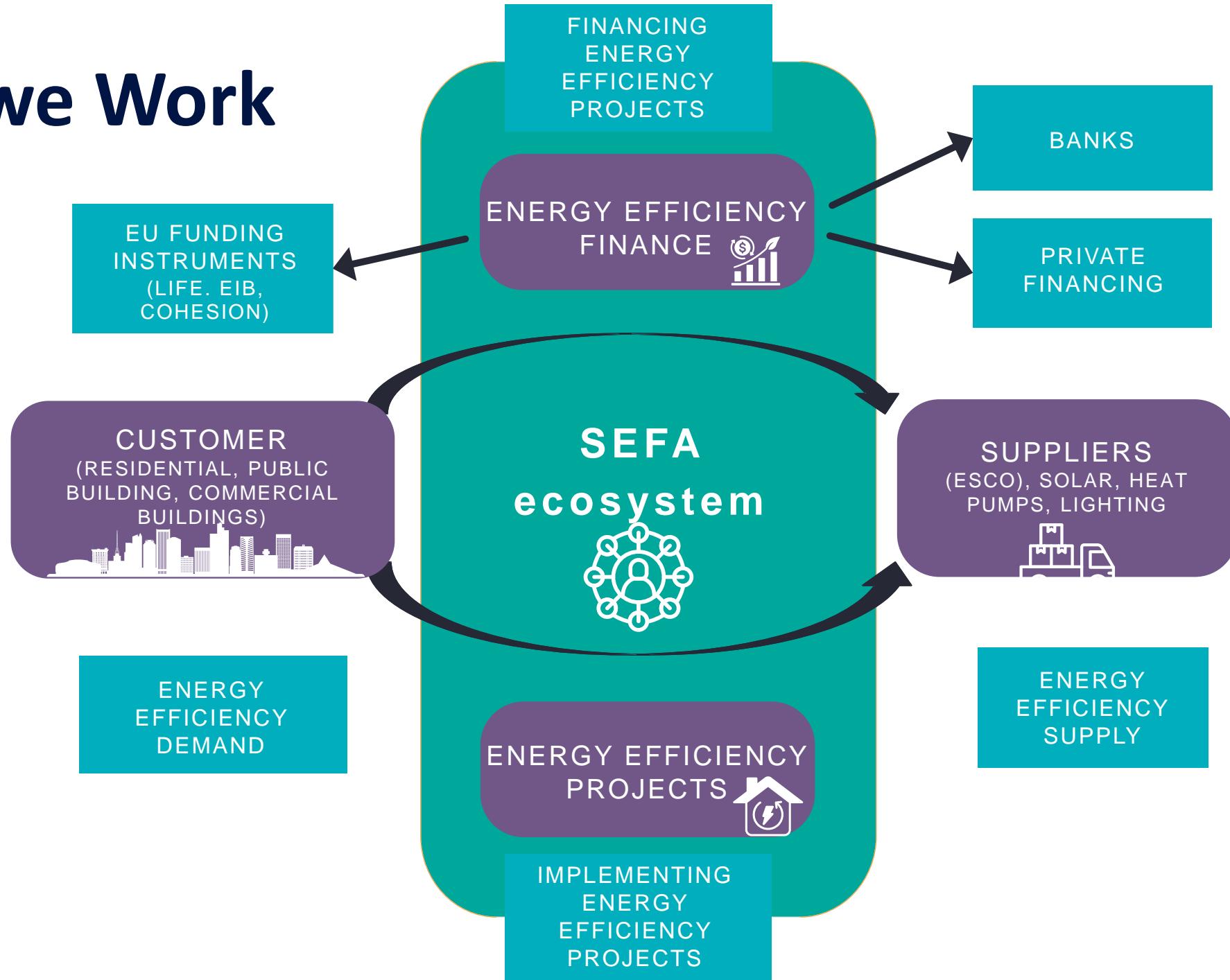


SEFA membership



*Financial institutions participating in the creation and deployment of SEFA collateral*

# How we Work



# Our Service Pillars

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## Finance

We facilitate the flow of project finance into the sector, accelerating investment with investor matchmaking, project aggregation and standardisation services.

We help members:  
Access capital  
Scale portfolios  
Increase funding success.

## Capacity Building

We strengthen organisations with training, accreditation and education, equipping members with standardised, market-tested tools and modules to grow their business and fast-track success.

We help members:  
Bolster capabilities  
Achieve targets  
Transform buildings into sustainable assets.

## Communication

We foster a culture of cross sector communication and collaboration to increase understanding across finance, sustainable energy, policy and management of the built environment.

We help members with:  
Authoritative research and guidance  
Sector networking.

## Policy

We communicate the benefits of sustainable energy to national governments, policy makers and international institutions; enabling them to make informed investment and policy decisions.

We advance legislation and policy by developing innovative policy recommendations for European and national governments.

# Our Training

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**Training**  
SAVE THE DATE

## Smart Financing Solutions for Energy Efficiency in SMEs - Deep Dive for Trainers and Financial Experts

Thursday 18 September 2025  
14:00 – 15:00

In part two of our two part webinar series we dive deeper offering advanced insights into practical guidance, tools, and insights to adopting sustainable practices and securing the financial resources needed for energy-efficient transformations for SMEs



**Training**  
SAVE THE DATE

## Smart Financing Solutions for Energy Efficiency in SMEs

Thursday 15 May 2025  
14:00 – 15:30

In this two part webinar series we aim to empower SMEs by providing practical guidance, tools, and insights to adopting sustainable practices and securing the financial resources needed for energy-efficient transformations



**Training**  
SAVE THE DATE

## Financing Energy Efficiency in Public Buildings: Public Procurement Challenges

Thursday 24 April 2025  
14:00 – 15:00

The webinar will focus on addressing the unique challenges of financing energy efficiency projects in public buildings through effective procurement strategies. Participants will gain insights into the roles of municipal leaders, building managers, and sustainability officers in driving energy-efficient initiatives. The session will explore financing mechanisms such as ...

[View Event →](#)

# Our Project Involvement

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GearUP is pioneering a transformative market for energy efficiency (EE), positioning it alongside renewable energy like solar and wind.

GearUP tackles this by creating a **scalable framework to commercialize saved energy (kWh)**, addressing key barriers like split incentives, limited retrofitting, and capital access.



CROSSFIT seeks to revolutionize energy efficiency projects in the public sector by establishing a **one-stop shop guidance framework that simplifies procurement complexities and maximizes new opportunities.**

Drawing inspiration from the successful Vlaams EnergieBedrijf (VEB) OSS model in Belgium



INCENTEU Project is dedicated to supporting municipalities and key stakeholders in the **development of investment plans for new district heating and cooling networks** that are fully powered by low-temperature renewable energy or waste heat.



**NEWPACE**

NEW-PACE (New European Way for Property-Linked FinAnCE solutions) is an ambitious project led to **address the critical challenge of energy inefficiency in Europe's aging building stock** by introducing a **novel innovative Property Linked Finance (PLF) model**

# Financing Energy Efficiency for Commercial Buildings



# Generating efficiency energy as a resource

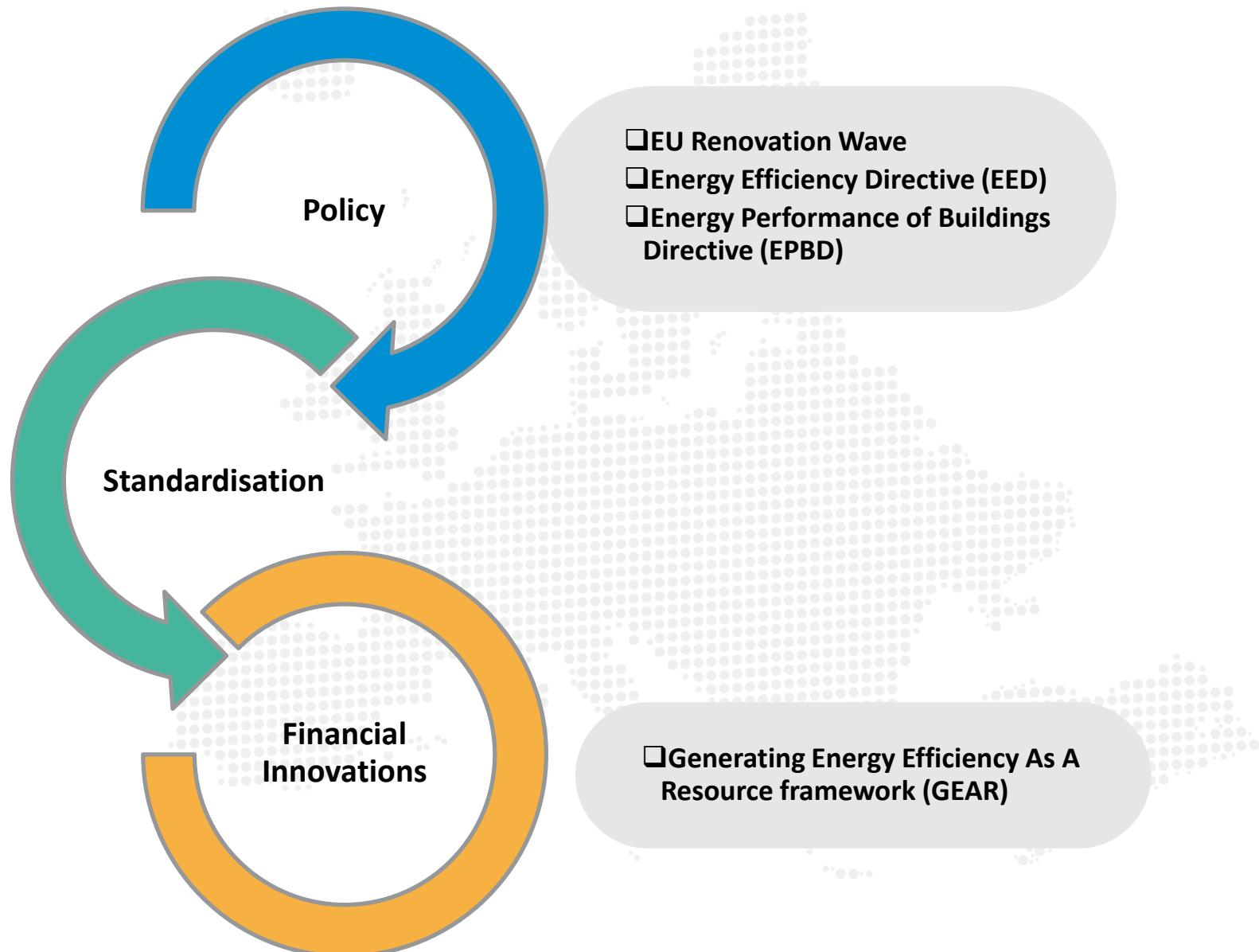
A framework for decarbonisation of real estate portfolios



This project has received co-funding from the European Union's Programme for the Environment and Climate Action (LIFE) under grant agreement No 101167702.

## Policy Context

- European Commission Implementing Regulation (EU) 2023/1162 - Smart Readiness Indicator
- Common European Energy Data Space
- Mandate M/480



## What is the GEAR-UP project?

GEAR-UP stands for Generating Efficiency as a Resource.

It is a groundbreaking market structure that transforms building energy efficiency into a measurable, tradable asset.

It allows energy savings to be metered and monetised, similar to how renewable energy from solar or wind is measured and sold.

This innovative approach, developed by the LIFE GEAR-UP project, aims to create a large-scale market for energy efficiency comparable to established renewable energy markets.

It aims to overcome key market barriers in energy efficiency:

Addresses split incentives between owner & tenant

Improves access to data-driven measured savings

Accelerates deep retrofits

Facilitates access to institutional capital

Addresses the €275 trillion investment gap to meet 2030 energy efficiency targets.

**GEAR-UP is funded by the European Commission under its LIFE funding programme, the EU's funding instrument for the environment & climate action.**

## Key aspects of GEAR-UP include:

- 1 It aims to overcome barriers to scaling energy efficiency, such as split incentives, lack of deep retrofits, limited data-driven savings, and restricted access to long-term capital.
- 2 GEAR-UP aligns stakeholder incentives, enables the measurement of EE (Efficiency Energy), and mitigates financial risks to scale investment in energy efficiency.
- 3 Seeks to accelerate building retrofitting in the commercial sector, contributing to the EU's climate and energy goals.
- 4 The project aims to create a new asset class capable of attracting large institutional investors.
- 5 GEAR-UP incorporates advanced metering technologies, robust data protocols, stakeholder alignment, and structured financing instruments to elevate EE (Efficiency Energy) to a transactable and investable resource.
- 6 It shifts the market towards multi-technology, metered, long-term deep retrofit solutions, moving away from short-term, deemed savings approaches.

Duration

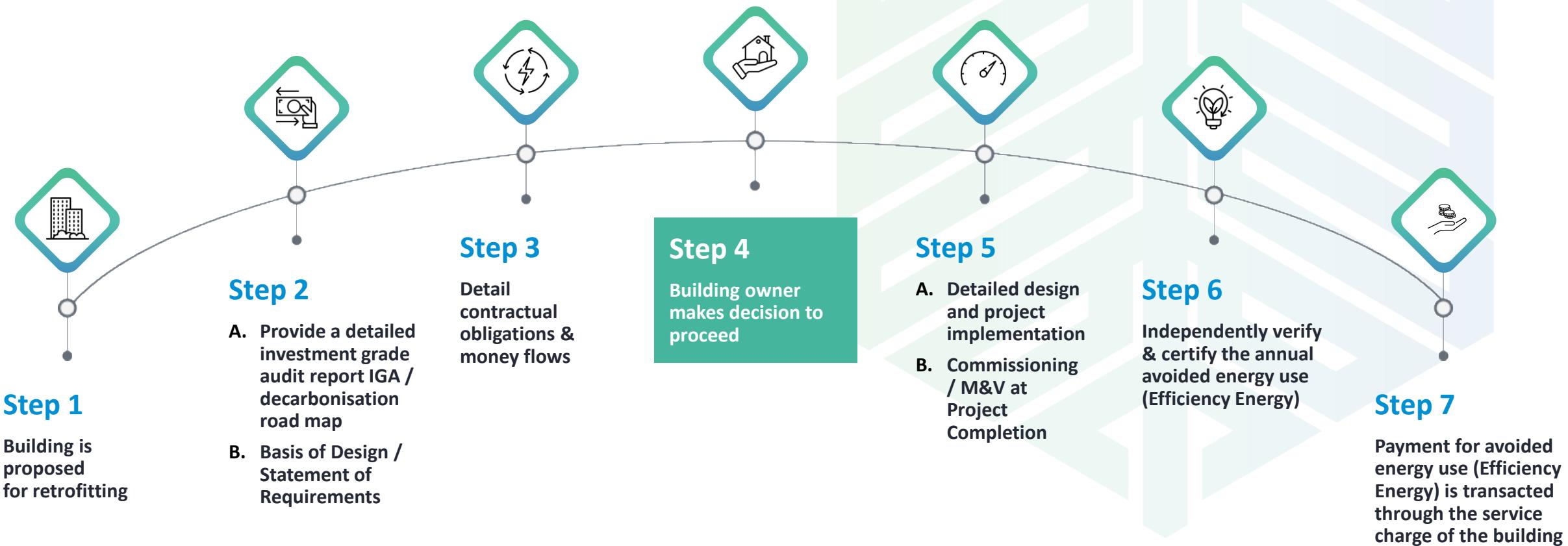
3 years –

August 2024 to July 2027

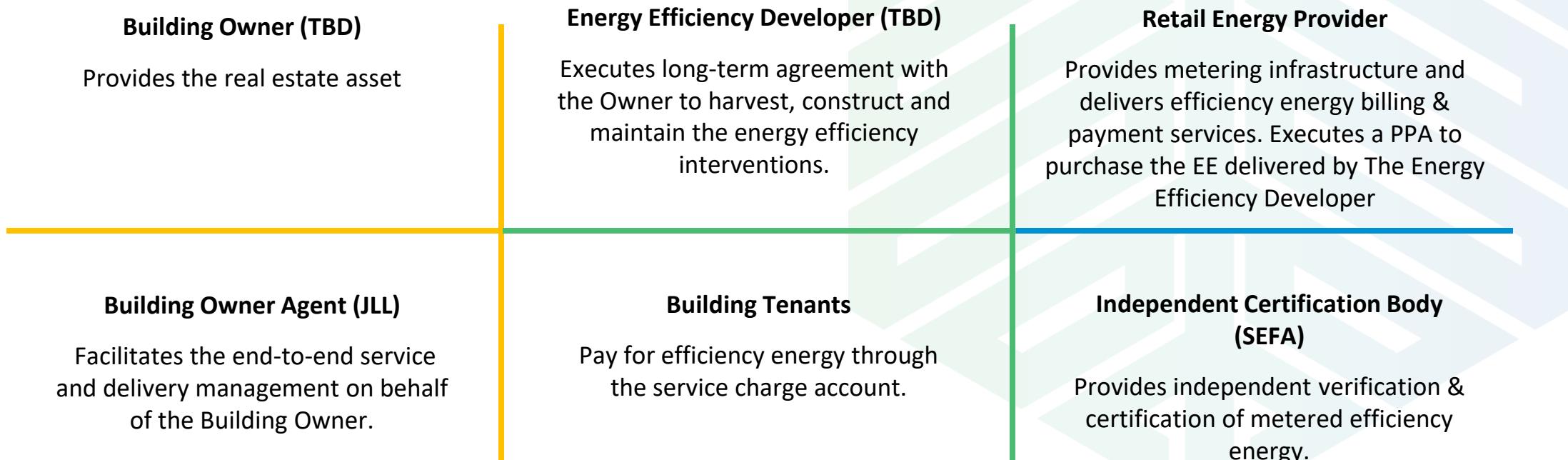
Budget

€2 million

## The GEAR-UP pilot project: Fundamental outline



## Pilot Project Participants



## Key benefits



Higher yield  
post-intervention



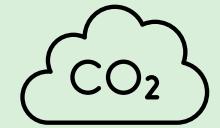
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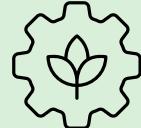
Stranded  
asset de-risking



Improved  
operating asset



Significant reduction  
in CO2 emissions



Energy  
infrastructure upgrade



Significant improvement  
in tenant comfort



Minimum impact  
on tenants



Continuous monitoring  
& reporting of the asset

# Project Team



Aristotle University  
of Thessaloniki



# Financing Energy Efficiency for Public Buildings



This project has received co-funding from the European Union's Programme for the Environment and Climate Action (LIFE) under grant agreement No 101167702.

# Decarbonizing Public Buildings: Challenges & Solutions

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- *"As we move toward the EU's ambitious Renovation Wave goal of **deeply renovating 35 million buildings by 2030**, we must recognize the obstacles ahead. Public buildings remain a major challenge due to:"*
  - **Aging Infrastructure** – Many buildings require **deep energy renovations**.
  - **High Upfront Costs** – Retrofitting is **capital-intensive**.
  - **Funding Barriers** – Access to **EU grants and subsidies** is **limited**.
  - **Regulatory Compliance** – Cities face complex, evolving **EU climate policies**.
  - **Technical Shortages** – There is a lack of **skilled workforce** to implement solutions.
  - **Stakeholder Engagement** – Collaboration is essential but **often fragmented**.
- *"One promising approach to overcoming these barriers is the **One-Stop-Shop (OSS) model**, which provides municipalities with an integrated framework for technical, financial, and administrative support in energy renovations."*

# The Role of One-Stop-Shops (OSS) in Public Sector Energy Renovation

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*"An OSS is a centralized service hub designed to **simplify the energy renovation process**. It streamlines project development, from technical planning to securing financing, making it easier for municipalities to implement energy-efficient upgrades. The **Energy Performance of Buildings Directive (EPBD)** explicitly calls for the **establishment of transparent advisory tools**, like OSS, to assist public sector stakeholders in achieving their energy goals."*

## Key EU Directives Driving Change

- ✓ European Energy Efficiency Directive (EED) → Requires 3% annual renovation of public buildings to achieve zero emissions by 2040.
- ✓ Revised EPBD → Public buildings must reach Energy Performance Class D by 2030.
- ✓ EPBD Assistance Instruments → Calls for **One-Stop-Shops (OSS)** to provide integrated renovation services.

- *"SEFA is actively working to scale up the OSS model for public buildings across European cities, making energy renovations more efficient, cost-effective, and community-driven."*



CROSSFIT seeks to revolutionize energy efficiency projects in the public sector by establishing a one-stop shop guidance framework that simplifies procurement complexities and maximizes new opportunities.

## Project Partners





Contractor A



City Authority  
Public Building



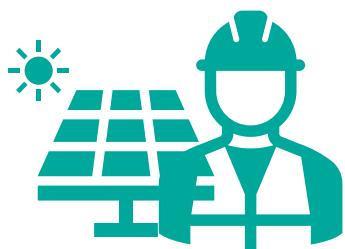
Financial provider



OSS Service



Tendering process



Contractor B



Contractor C

**Simplified process:** OSS takes over the organisation and the management of the renovation project from the city; Tailored information on the current and potential energy consumption and energy savings;

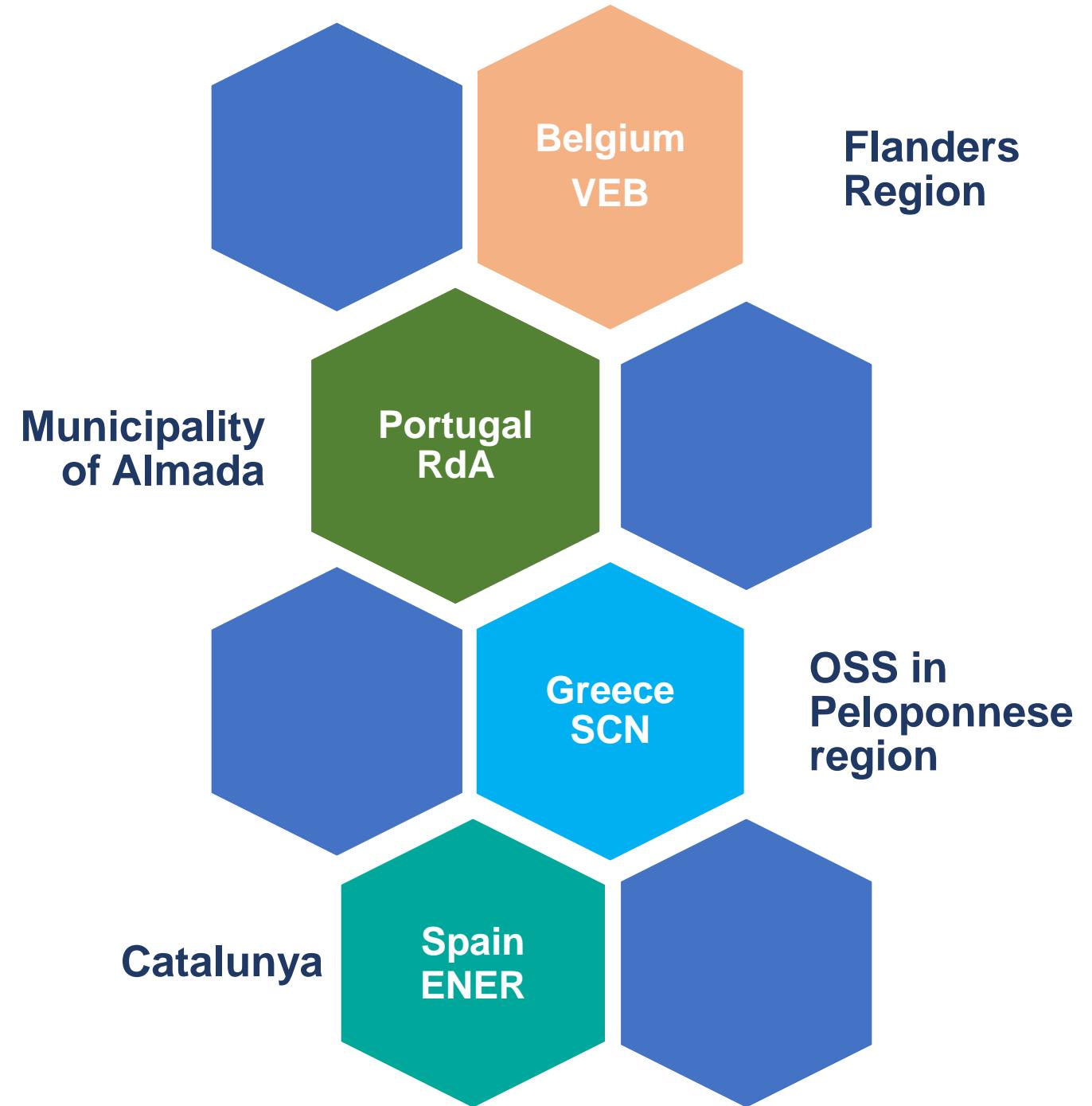
**Simplified Tendering:** OSS is a single point of contact, a single point for payment, the client does not need to arrange with numerous service/contractors

**Tailored financing package:** the OSS often establishes partnerships with financing organizations' or help to plan the financing structure of the project

**Finance Community:** Financiers have access to pools of clients with similar conditions and requirements, which enables the development of standardized products

**Access to small projects:** Projects that are normally financially not viable become accessible for contractors, because the OSS takes over much of the transaction costs (e.g. project preparation, feasibility study)

**Cost Savings:** Bundling multiple projects in a tender framework agreement negotiate better prices



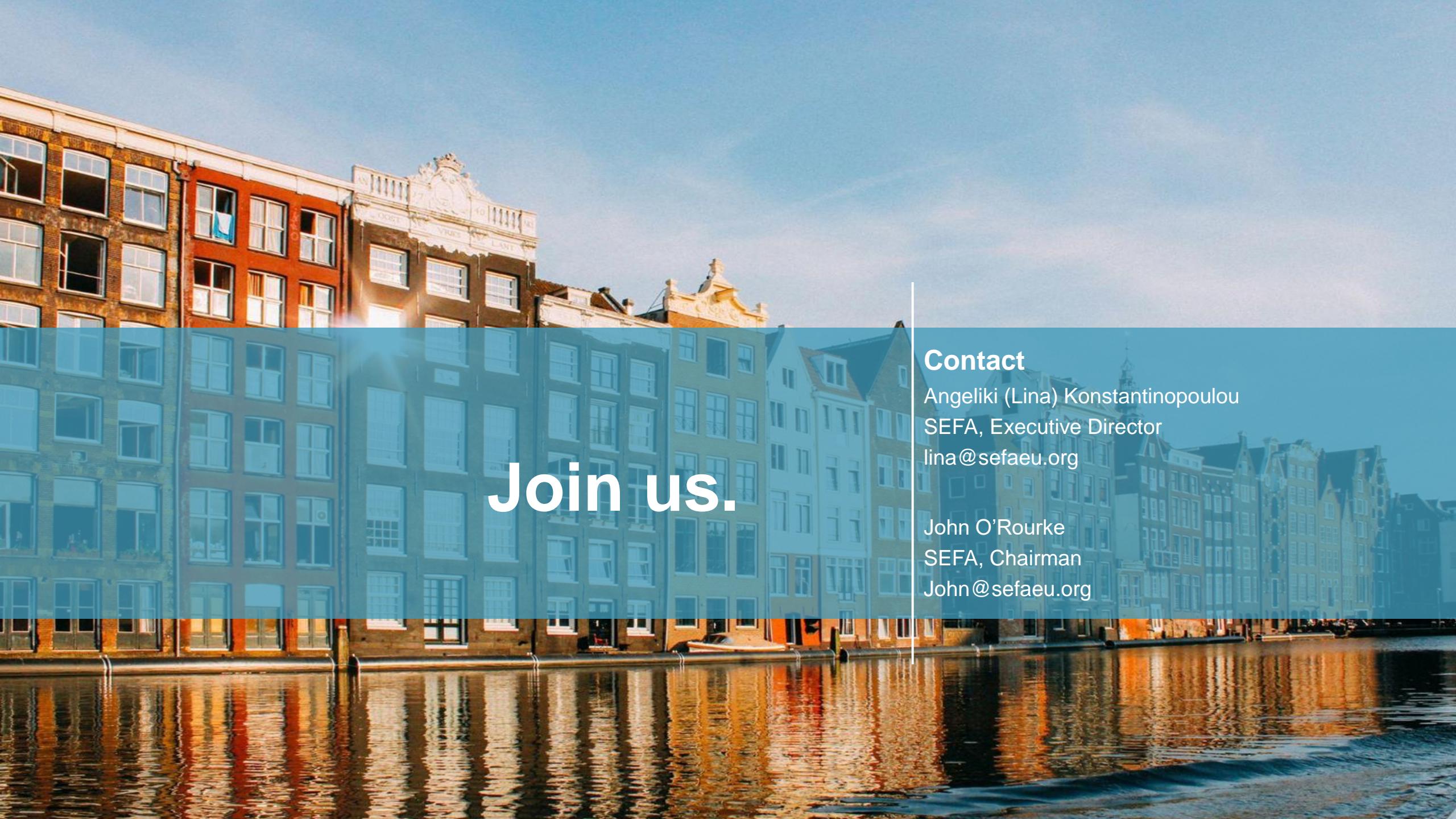
**CROSSFIT**

# Future Recommendations

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- *"For cities looking to establish and operate an OSS, we recommend focusing on five key areas:"*
  - **Governance** → Develop **transparent, accountable frameworks** aligned with EU policies.
  - **Financing** → Secure diverse funding sources, including **grants, subsidies, and private investment**.
  - **Technical Expertise** → Build **internal capacity** through training programs.
  - **Stakeholder Engagement** → Establish strong partnerships with **investors, communities, and other public bodies**.
  - **Digital Integration** → Implement **smart platforms for tracking energy performance** and streamlining processes.

*"By taking these steps, public authorities can create **scalable, community-driven energy solutions** that accelerate Europe's transition to a **carbon-neutral built environment**."*

A scenic view of a canal in Amsterdam, featuring traditional Dutch houses with gabled roofs and colorful facades (red, brown, blue, yellow) reflected in the water. The sky is clear and blue.

Join us.

## Contact

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