

»» Mobilizing Resources and Engaging with the Private Sector The Perspective of a Development Financier

Dr. R. Hennes/LEb2

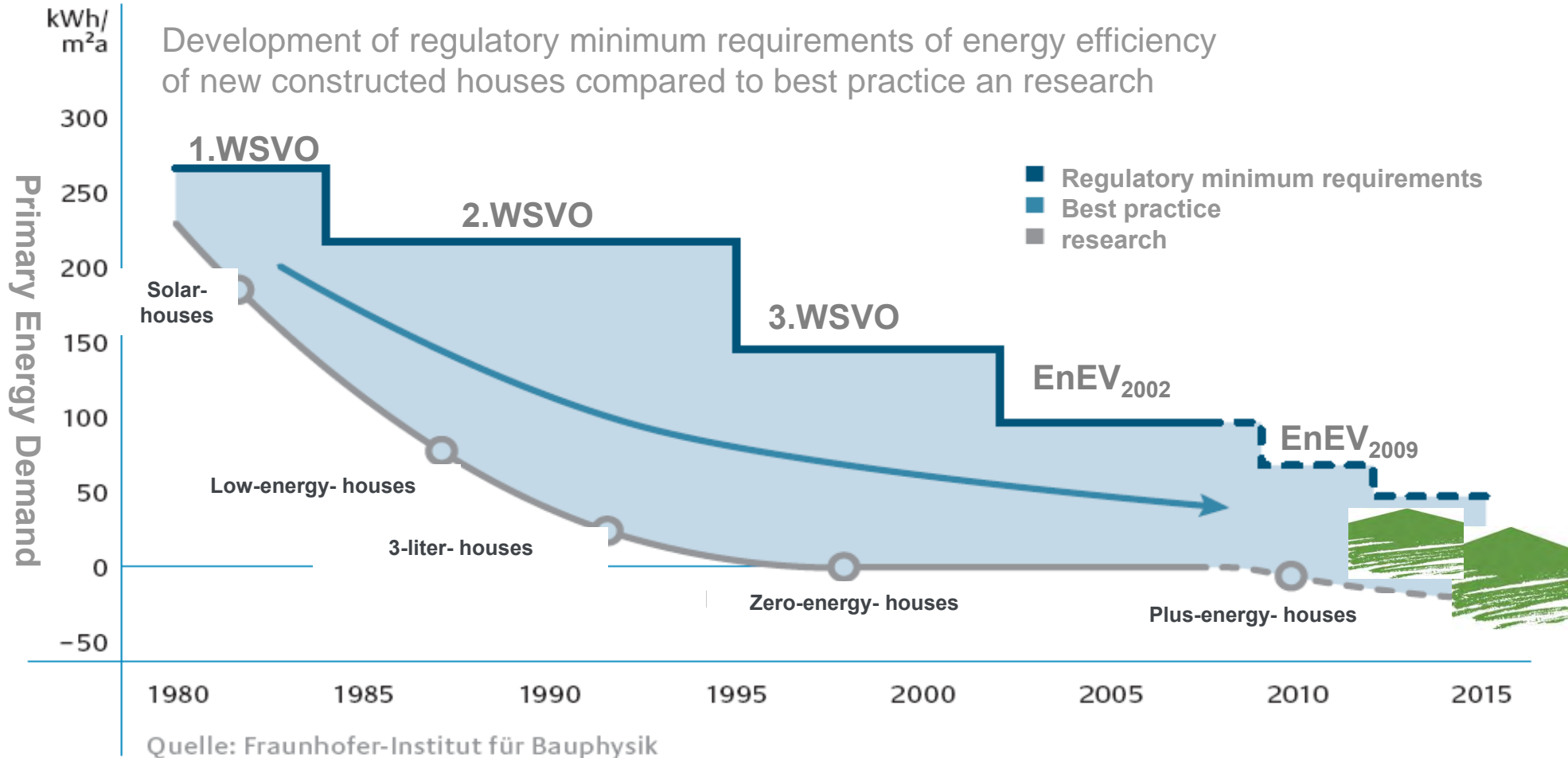
ESMAP Knowledge Exchange Forum

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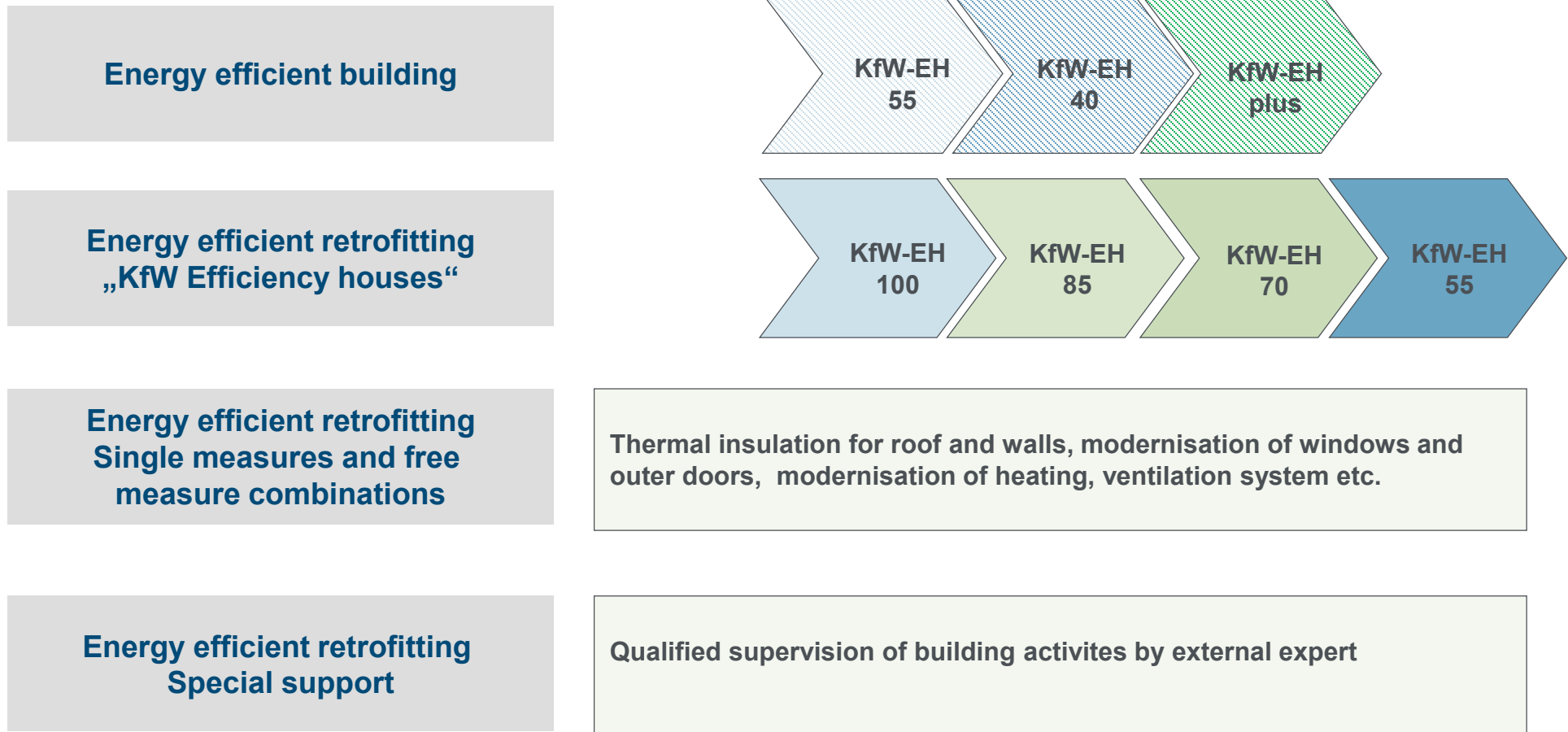
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The logo for KFW, consisting of the letters 'KFW' in a bold, blue, sans-serif font.

»» Development of Energy Efficiency in Buildings

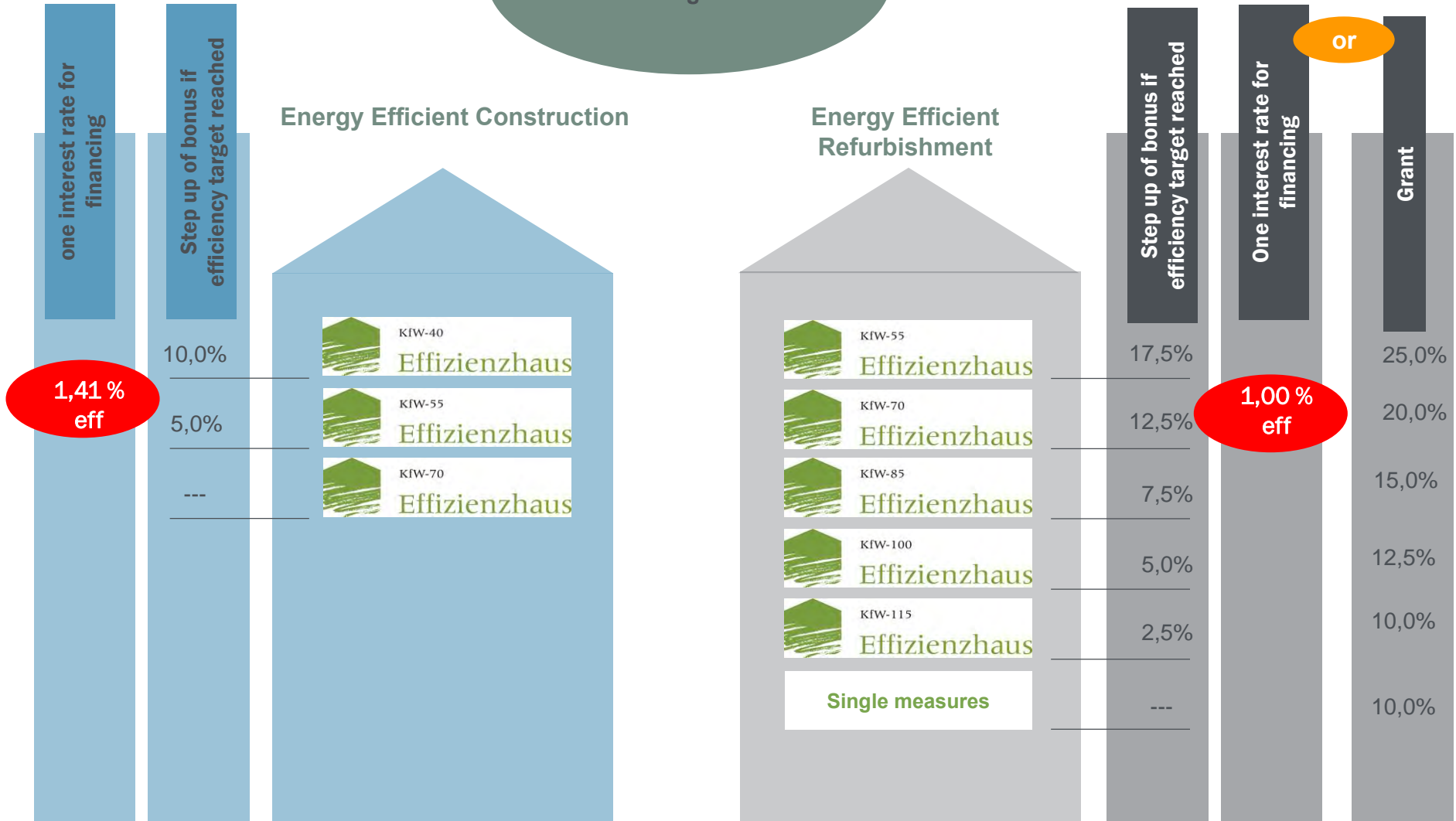


Programs for energy saving and CO₂-reduction in housing



»» Promotional Incentives

Higher energy efficiency means a higher bonus



»» 4. Energy efficient construction and refurbishment promotional effects leveraging limited public funds

	2010	2011	2012	2013	2014
Public funds (in million Euro)	1.400	950	1.420	1.500	1.500
Commitment volume (million. EUR)	8.746	6.510	9.886	10.368	9.320
CO₂-reduction (tons per year)	999.000	542.100	767.100	744.100	683.400
No. of housing units reached with promotion	952.802*	282.006	358.367	409.170	340.517
(no. of jobs created or preserved for 1 year)	286.000	251.200	367.900**	421.200	397.900
Volume of investment triggered (million Euro)	21.330	18.427	26.978	34,249	32.359

**Economic stimulus package for
small and medium sized
enterprises (apply to 83% of jobs)**

*incl. small investive measures
** estimation

**Positive effect for public budget
due to taxes and social security
contribution (partial self
financing due to backflow of
funds)**

»» Overcoming of barriers

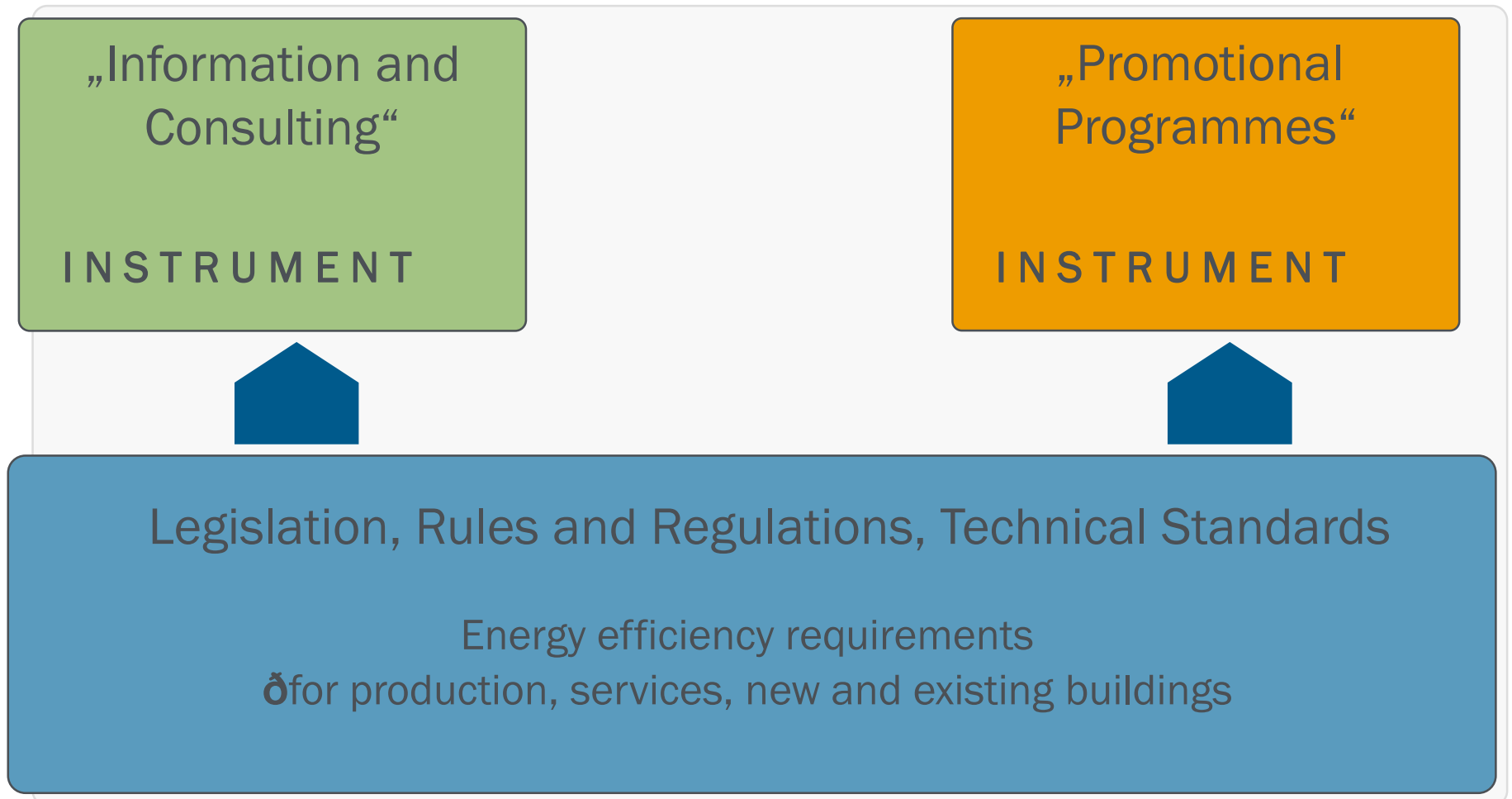
Tambourine



Carrot

Stick

»» Regulatory Framework Forms the Foundation for Other Instruments



»» The 10 most important lessons to involve private capital in EE measures

1. Create confidence and trust in EE measures!
2. Develop standards in line with long-term strategy (thinking from the end)!
3. Approach should reflect local conditions and target groups!
4. Keep it simple!
5. Carrot should be sweet enough to raise the attention of the markets!
6. Allow markets to develop by starting with low-hanging fruits!
7. Support the development of an enabling environment (multipliers, stakeholders, lobbyists)!
8. Play a number of different tunes on your tambourine (information on terms → nudges)!
9. Ensure quality!
10. Monitor and adjust!

»» Thank you very much!

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