

LAUNCH Investor Forum

Thinking BIG: Securitizing Sustainable Energy Assets in Europe

#LAUNCHInvestorForum #LAUNCH2020

27 November 2019

13:00-19:00 CET

BNP Paribas Fortis SA/NV – [1 rue de la Chancellerie, 1000 Brussels](#)

Energy Performance Contracting (EPC) has been in use in the European Union since the 1980s. However, the market remains splintered and underdeveloped. Despite political pledges, grant funding, and good will of market players to “aggregate” and “scale up”, the industry at large continues to think small - on a project-by-project basis. Unfortunately, small thinking is now proving to be a significant barrier to growth of the entire industry and to meeting EU climate targets. Speed and scale are not being reached. Energy Performance Contracting – including the assets attached to these contracts – has not become a securitizable asset class in its own right, such as residential or commercial mortgages.

Securitization is an **indicator** of market maturity and an **enabler**, reducing transaction time. To reach securitization – market forces must mobilize from across the value chain – from project development to finance to credit rating agencies.

The aim of the LAUNCH Investor Forum is **to think BIG** – by mobilizing industry forces and fostering dialogue between key market players on why EPC has not yet been securitized – and what is needed to achieve securitization of Sustainable Energy Assets under EPC contracts.

The **November 27** event will take place at the headquarters of BNP Paris Fortis in Brussels and will feature:

- **Presentation of the LAUNCH H2020 project** which aims to securitize Sustainable Energy Assets
- **Plenary session** including representatives from DG Energy, EASME, AFME Association for Financial Markets in Europe and leading experts from the energy and finance markets.
- **“Lighting raise” session** – project developers, project financiers and equity capital providers will have the opportunity to pitch to each other and provide feedback in front of a live audience.

The agenda will allow ample opportunity for interactive exchange between project developers, project financiers and providers of growth capital, with a focus on discussion and problem solving. The day will end with a networking drink for participants.

Agenda

- 13:00** **Registration and coffee**
- 13:30** **Welcome and introduction**
Jessica Stromback, Managing Director, *Joule Assets Europe*
- 13:40** **Plenary session – “Thinking BIG: Securitizing Sustainable Energy Assets in Europe”**
- **Carlos Sanchez-Rivero**, Policy Officer, *DG Energy, European Commission*
“2030 and beyond - promoting energy efficiency as the “first fuel””
 - **Björn Zapfel**, Senior Project Adviser, *EASME, European Commission*
“Standardisation as key to mainstreaming energy efficiency finance”
 - **Anna Bak**, Associate Director, Securitization, *AFME Association for Financial Markets in Europe*
“Securitizing Sustainable Energy Assets for Europe’s financial markets”
 - **Csaba de Csiky**, Chairman, *EnerSave Capital*
“The need for standardized contracts to finance sustainable energy projects”
 - **John O’Rourke**, CEO, *New Energy Group*
“Why efficient sales processes are essential to make energy service company grow”
- 15:00** **Lighting raise session – What does “Engaging with finance” mean in practice?**
During this session, Energy Service Companies (ESCOs) will pitch for growth capital or project finance to a panel of investors who will provide live feedback.

Investors

- Philippe Detours, *Demeter Partners* (France)
- Csaba de Csiky, *Enersave Capital* (Luxembourg)
- Letizia Coradeschi, *SUSI Partners* (Switzerland)
- Evarist Granata, *Alternative Capital Partners* (Italy)
- Franco Hauri, *Aquila Group* (Switzerland)
- Luk Verdonck, *Bluepath Finance* (United Kingdom)

Companies pitching

- Miguel Matias, *Optimeyes Energy* (United Kingdom)
- Kaspars Osis, *RCG Lighthouse* (Latvia)
- Gianluigi Mele, *White Energy* (Italy)
- Anastasios Vasilopoulos, *Energineering Solutions* (Greece)

16:30 Coffee break

17:00 Companies pitching

- Stefano Lupo, *Finance Energy Institute* (Ireland)
- Roy Osinga, *Flower Turbines* (Netherlands)
- Alan Dodd, *GET Solutions* (United Kingdom)
- Bartłomiej Steczowicz, *Airgonomy* (Poland)


18:15 Closing remarks

Jessica Stromback, Managing Director, *Joule Assets Europe*

18:30 Networking cocktail



About the organiser:

 LAUNCH is an EU-funded project under the H2020 Programme that aim to accelerate deal closure and pipeline growth for Sustainable Energy Assets through standardised, investor grade Energy Performance Contracts, standardised risk assessment protocols for investors, a roadmap for project developers towards accessing growth capital, and market-tested value propositions for developers' end-clients. The project consortium is composed by [Joule Assets Europe](#) (Italy), leading the consortium, research institution [TNO](#) (Netherlands), [BNP Paribas Fortis](#) (Belgium), [EnerSave Capital](#) (Luxembourg) and [New Energy Group](#) (Ireland). Additionally, twenty financial firms have agreed to join the LAUNCH Board, which will play a key role in reviewing and testing project deliverables.