

## **Trust-EPC-South: How to build “trust” in financial institutions in order to support the development of energy efficiency projects in southern European countries**

*Trust-EPC-South is a European project created with the idea of developing EPC (Energy Performance Contracting) contracts, in order to promote projects of energy efficiency in the tertiary sectors of countries of Southern Europe.*

**Paris, May 2015** – The Green Rating Alliance (GRA) announced today it’s participating in the Trust-EPC-South Consortium.

To achieve the Union’s 2020 targets on energy efficiency by reducing its dependency on energy imports at the same time is a huge task that requires new innovative tools - as for example the Trust-EPC-South wants to provide. The Trust-EPC-South project aims to unleash the market’s potential for private energy efficiency investments (EEI) in Southern Europe by developing new financial instruments which are backed by an established rating methodology. These instruments shall not only allow tearing down barriers in energy efficiency investments through a standardized methodology, further it shall support energy service companies (ESCOs) and link to the financial markets.

Trust-EPC-South, a project financed by the European Union’s Horizon 2020 program, poses itself the ambitious objective to support companies that operate in the energy services sector in Portugal, Spain, France, Italy, Croatia and Greece.

Trust-EPC-South pursues the objective of offering hands-on support to the development of ESCOs in those countries of Southern Europe that find themselves in need of structural improvements in levels of energy efficiency of their tertiary sectors (for example, for heating/cooling systems). According to the European Commission, this gap must be filled as soon as possible to meet the Commission’s aim in its long-term strategy to encourage these companies to play a decisive role in stimulating local economies, which are still embedded in a challenging economical context.

The interdisciplinary project consortium is representing the participating countries as well as the international non-profit organization “Green Rating Alliance”; the partners are united through the common goal to stimulate energy performance contracting in the target markets, which are offering great opportunities for ESCOs, EEIs as well energy performance contracting.

As a consortium member the Green Rating Alliance will contribute to this great project by its existing structure, brand as well as the collective knowledge and ability of its members providing an existing platform to launch and promote the new instruments. GRA looks forward to contribute a relevant share in this project that allows us to achieve the overall goal of enhancing and connecting the financial and economic sectors by improving the sustainability performance of the built environment. “This project will support and connect various industries involved in the emerging market for green financing through flattening barriers. This shall be facilitated by an innovative methodology, backed by ongoing monitoring and absolute transparency in this important issue”, states Paul Lensing, CBRE Global Investors and CEO of the Green Rating Alliance.

The cardinal activities of the project include:

- Creation of a platform for exchange at national levels involving financial institutions, technicians/specialists, political representatives, national regulation authorities and tertiary sector companies;
- Elaboration of a standardisation methodology and financial evaluation of projects within a reference framework shared in order to build trust in financial institutions;
- Analysis of the tertiary sector and identification of financial mechanisms and solutions geared towards facing obstacles to the implementation of EPC (Energy Performance Contracting) present in individual countries;
- Realisation of activities aimed at developing national level competencies; scalability and international diffusion of the project’s results.

A consortium composed of the following organisations will develop the project:

- **CREARA S.L. (ES)**, a Spanish company specialised in consulting services, project design, training and management in the sectors of energy efficiency and sustainability, coordinator of the project and leader of national activities in Spain;
- **Ambiente Italia (IT)**, company that operates in the field of research, consulting and project design for environmental sustainability, project leader in analysis activities in relation to the energy efficiency market in the Italian tertiary sector;
- **Bureau Veritas (ES)**, certification body active in all participating countries that has developed the Green Rating™ methodology and that will coordinate its adaptation to become a standardisation and financial evaluation tool;
- **Green Rating Alliance (FR)**, a non-profit association that connects leading real estate owners & investors, banks, auditing companies, industry bodies, measurement organisations and technology solution providers from across Europe. Leader in optimising the process of learning from the project’s results;
- **LifeGate (IT)**, specialist in consultancy on sustainability and communications, leader in the diffusion and communication of the project;

- **Technical University of Crete (GR)**, one of Greece's higher education institutions, which places emphasis both on education and research, leader in Capacity Building activities in the principle project and national activities in Greece;
- **Energia Própria (PT)**, a Portuguese company specialised in creating, selecting, supporting, implementing and monitoring new technologies for energy saving in all kinds of constructions, leader of national activities in Portugal;
- **Energies 2050 (FR)**, a private non-profit organisation based in France and active internationally that aims to drive environmental and societal change and implement and scale up replicable, concrete projects, leader of national activities in France;
- **Energy Institute Hrvoje Požar - EIHP (HR)**, a Croatian public institute built upon half a century of tradition in scientific research in energy, leader of national activities in Croatia;
- **Officinae Verdi (IT)**, a joint venture between UniCredit & WWF Italy, a unique company that sustainably integrates technological, environmental and financial solutions, supporting the consortium thanks to its competencies in financial evaluation of energy investments.

### **About Green Rating Alliance**

The Green Rating Alliance, a not-for-profit association, brings together leading real estate investors and consultancies from across Europe. Sharing knowledge and best practices at European and country level, the Green Rating Alliance is focused on using and enhancing Green Rating assessment tools and its benchmarking platform in order to make a positive change in commercial real estate assets and portfolios.

Over the last years, the Green Rating Alliance has developed a cross-border measurement and decision making methodology on sustainability performance of existing buildings. Green Rating certified auditors have assessed more than nine million square meters of office, logistics and retail assets in more than 14 countries.

Launched in March 2011, the association counts among its members: AEW Europe, Allianz Real Estate, AXA Real Estate, CBRE Global Investors, CeGeReal, Gecina, Invesco, KanAm Grund, LaSalle Investment Management and Valad. Certified auditing companies are: Arcadis, Bureau Veritas, Elan and Valteq.

[www.green-rating.com](http://www.green-rating.com)

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