



## Hauts-de-France Pass Rénovation

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# Hauts-de-France Pass Rénovation

An all-inclusive one-stop-shop



# Context



The one-stop-shop SPEE is one of the new operators which two French laws (2014 and 2015) have authorised:

- A public sector entity deploying a one-stop-shop model to foster energy efficiency in buildings of all types, with a specific focus on comprehensive renovations.
- They can become credit institutions under simplified rules ("*tiers financement*"). This deviation to traditional bank regulation has its origin in commercial banks' unwillingness to offer flexible financing for energy-efficient renovations.

In France, these activities have developed under the leadership of regions and metropoles.





# The customer journey



# A project follow-up during all the phases



1

## Before the works – work program definition

Energy savings  $\geq 35\%$



2

## During works Consultation / Selection / Works supervision

Architects & work companies  
Quality / Schedules



3

## After the works, follow up during 3 years / Eco coaching

Limit rebound effect  
Limit financial risk



# Financial product

EUR 50m of energy efficient renovations over 2016-2021.

Enabled by multiple resources: own funds and revenue, subsidies and an EIB loan of EUR 35.5m.

Unsecured “small loans” (around EUR 20,000) with a maturity of up to 25 years and, generally, a grace period corresponding to the works period. Interest rates around 1.5 to 2%.

**Typical financing package (on average):**

**18% grant (national and regional subsidies)**

**23% own contribution by housing owner**

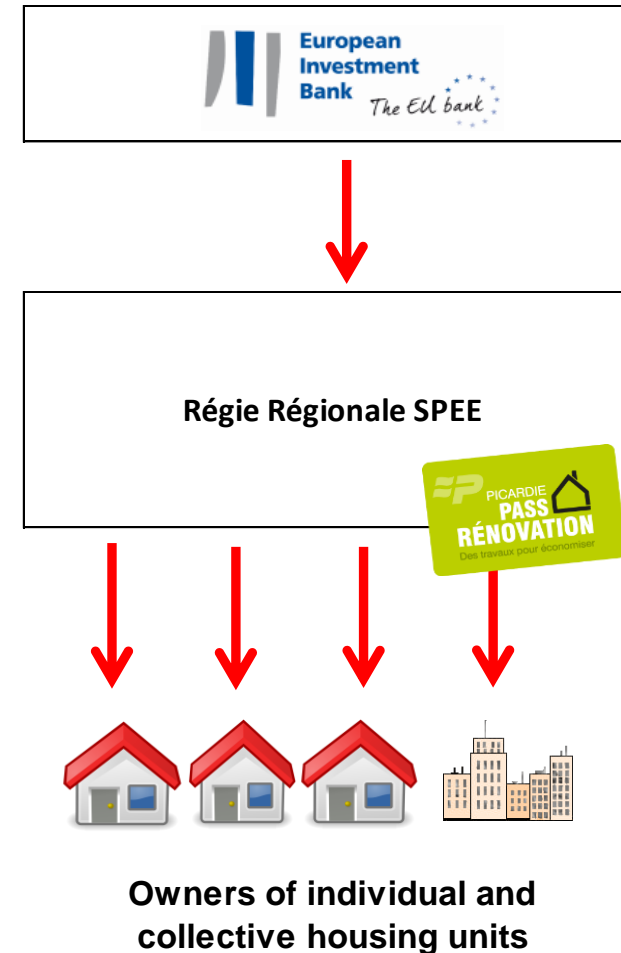
**60% financing from ones-stop-shop (repaid by building owner thanks to the savings)**

**The financing package offered depends on:**

**Households' available income,**

**Loan-to-income and loan-to-value ratios appreciated in a flexible way.**

**Expected energy savings: 45%, covering 62% of the loan installments.**



EIB Loan : 35.5 m€.

Allocation : until Dec. 2021

Objective of the loan;  
renovation expenses.

Started in 2013.

Capital injected: EUR 8.0m  
(Region). Subsidies: 4.7m  
(ERDF, Region, ELENA) .

Objectives:

about 1,400 loans  
financed for up to 75% by  
the EIB loan, the rest being  
covered by the borrower's  
own fund, and a portion of  
the subsidies received by  
SPEE.



**Thank you!**

Contact: [a.kauffmann@eib.org](mailto:a.kauffmann@eib.org)

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