



EeMMIP

Energy efficient
Mortgage Market
Implementation
Plan

Market Demonstrator Project

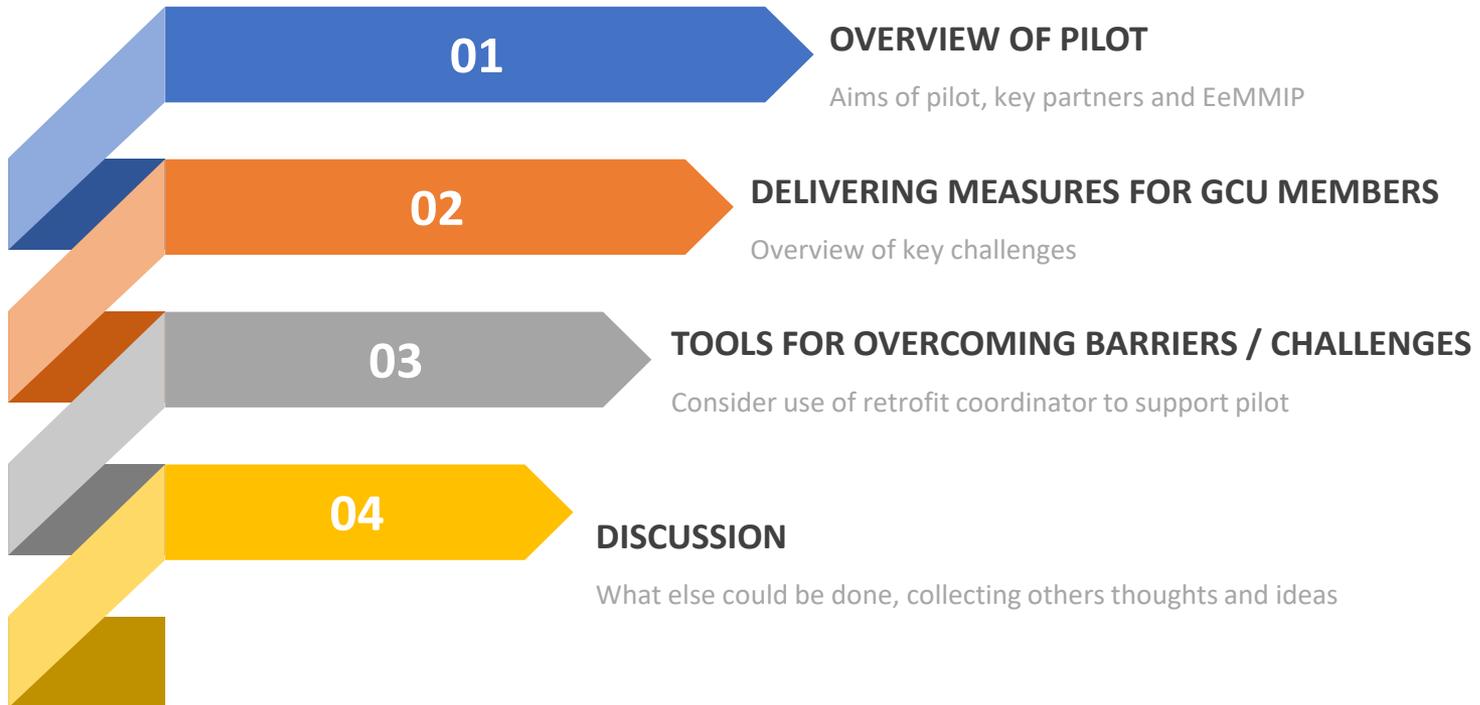
Overview of financing pilot being delivered in
Scotland as part of the EeMMiP Initiative.



The EeMMIP project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No. 894117



Introduction





Pilot Objectives

**Contribute to promoting
EE measure uptake**

In the absence of regulation, the pilot provides an opportunity to develop a 'one stop shop' type service.

**Test 'novel' financing
tools**

The finance products are unique and differ from current offerings.



**Financing to support
lower income households**

Particularly challenging demographic for lending and this may help provide support in this area

**Use pilot as platform for
scaling wider finance in
OO market**

Establishing commercial agreements and principles with socially minded partner can allow future participation with other market lenders



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Project Partners



Scottish
Government
gov.scot

Pilot to support action from HiBS
under Green Heat Finance Taskforce

Scottish Government

Initial idea for pilot considered c. 2 years ago through our participation with EEMI initiative. Together, we have secured H2020 funding to support delivery of the pilot over the next 2-3 years. 1 year to establish and 1-2 years to operate.



Largest credit union in the UK with
other 50,000 members

Glasgow Credit Union

Offer loans, savings and mortgages exclusively to people who live or work within the Glasgow 'G' postcode area. A financial mutual, owned by GCU members. Aim of financially empowering members and their communities



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European partners including over 40
Banks, European Commission and
others

EeMMIP project

The Pilot is a market demonstrator project within a larger European wide initiative that includes E.On, University of Venice, Copenhagen Economics, Province of Trento, and CRIF



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The Initiative

Advisory Council

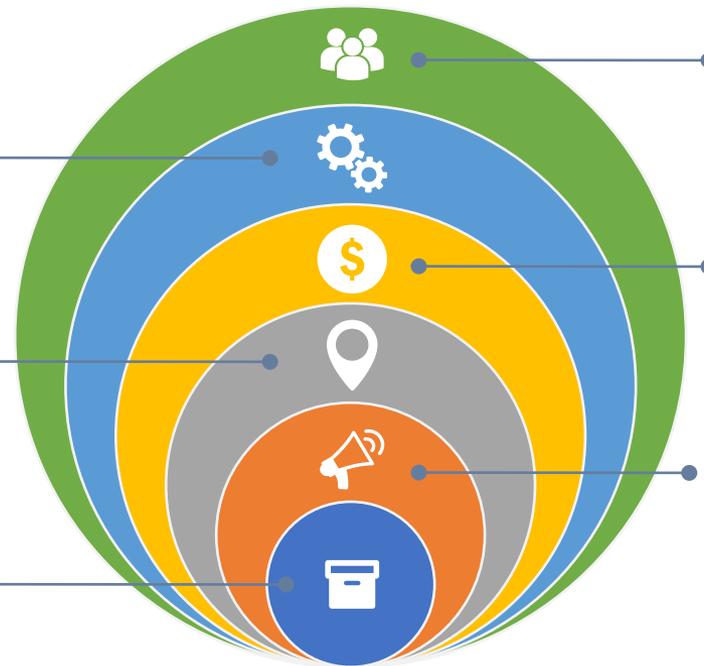
Scottish Government sit on advisory Council providing policy and advisory support to initiative.

EeMMIP

Energy Efficiency Mortgage Implementation Plan – consumer research, loan risk guidance, institutional co-operation.

GCU Pilot

Market demonstrator alongside Trento in Italy.



EMF - ECBC

European Mortgage Federation and European Covered Bond Council lead the initiative with support from European Commission

3rd Phase of EEMI

Phase 1 (EeDaPP) and 2 (EeMAP) looked at data and definition of a Green Mortgage

Development of Green Mortgage Label

Aim to have a label that is used across Europe to attract private market actors in financing the energy transition



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Challenges & Barriers

1



Available routes to market

3



Crowding in private
sector investment

2



Encouraging EE
measure deployment

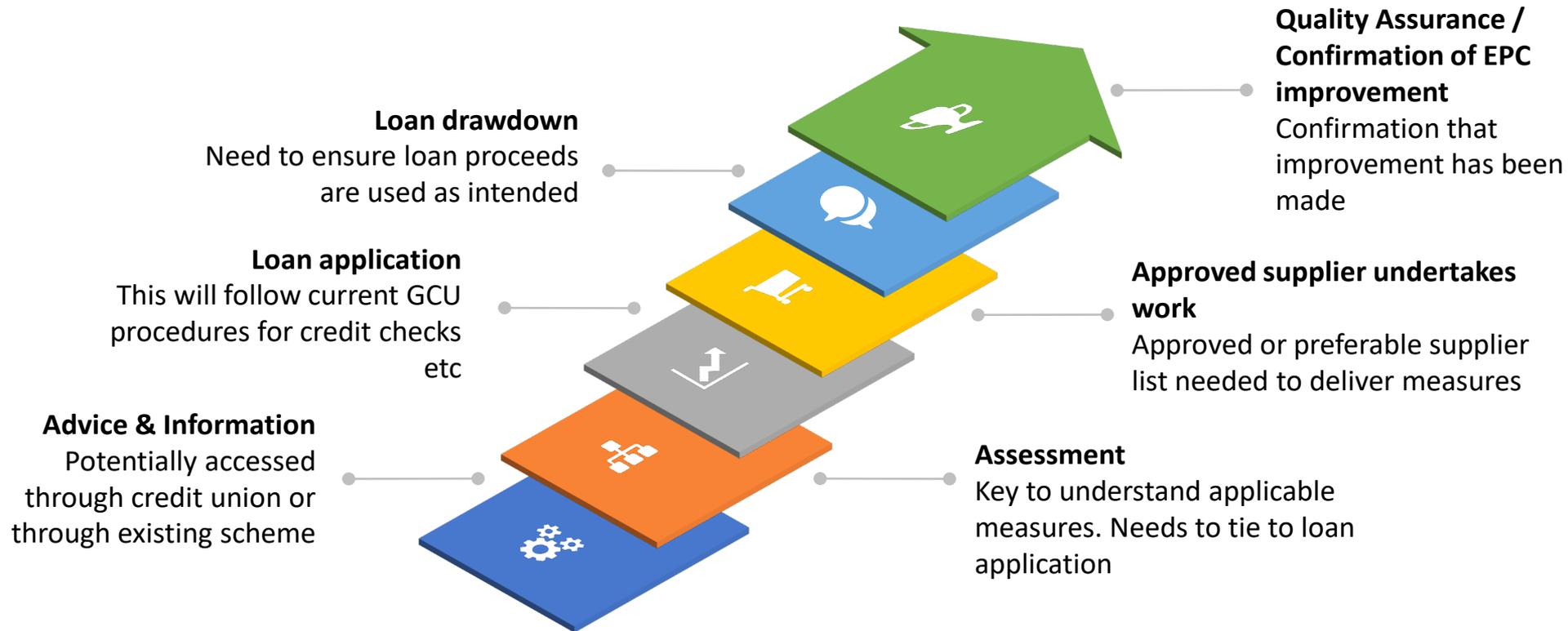
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Scaling to meet
emission reduction
targets

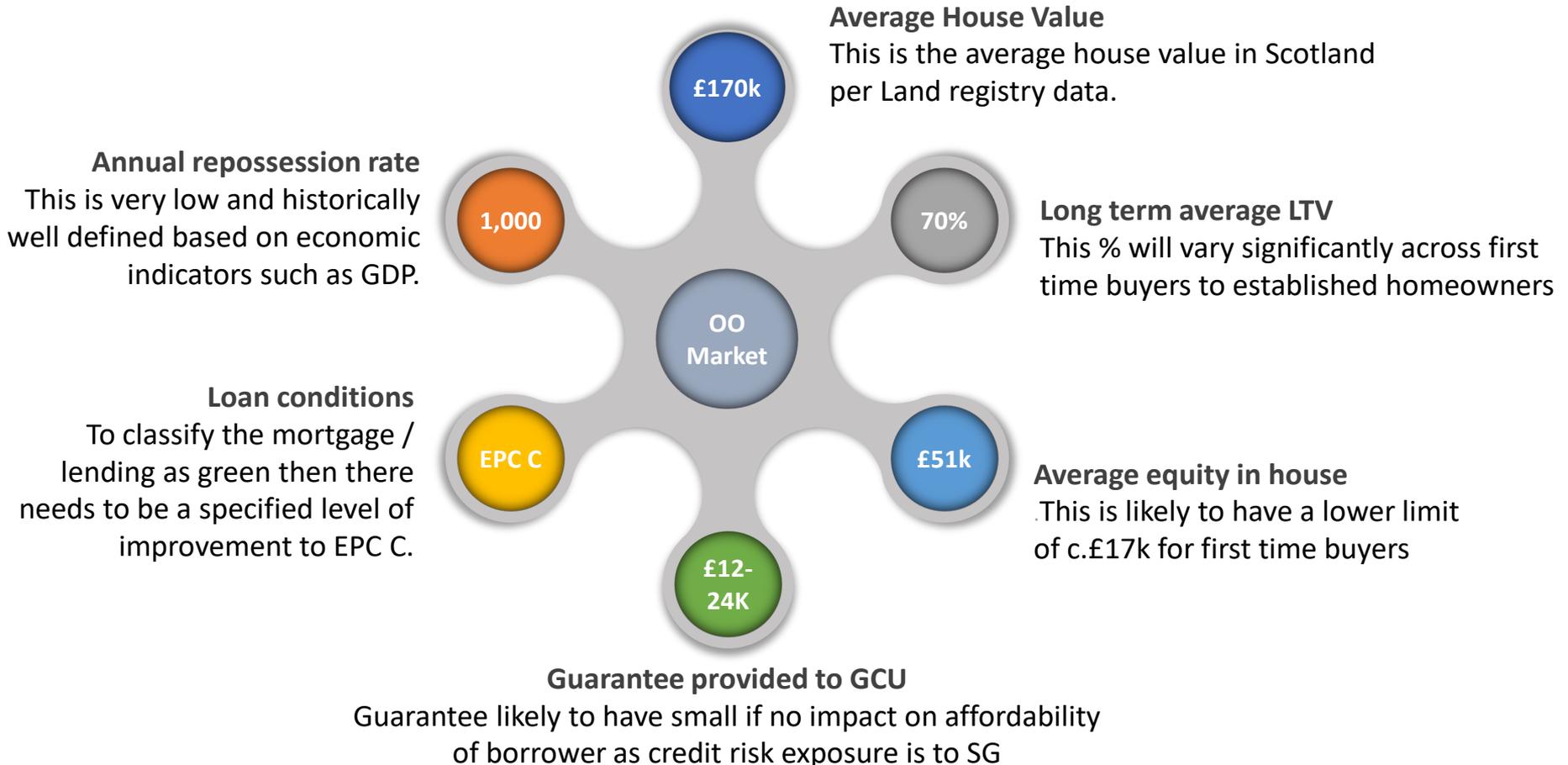


Customer Journey





Guarantee





Benefits of Guarantee

Crowds in private money

Capital provided by GCU and so SG's balance sheet is protected

Route to market

GCU can engage with members that would not occur ordinarily

Low Risk

For mortgage top-ups, there is likely to be a very low rate of default



Low / no interest cost

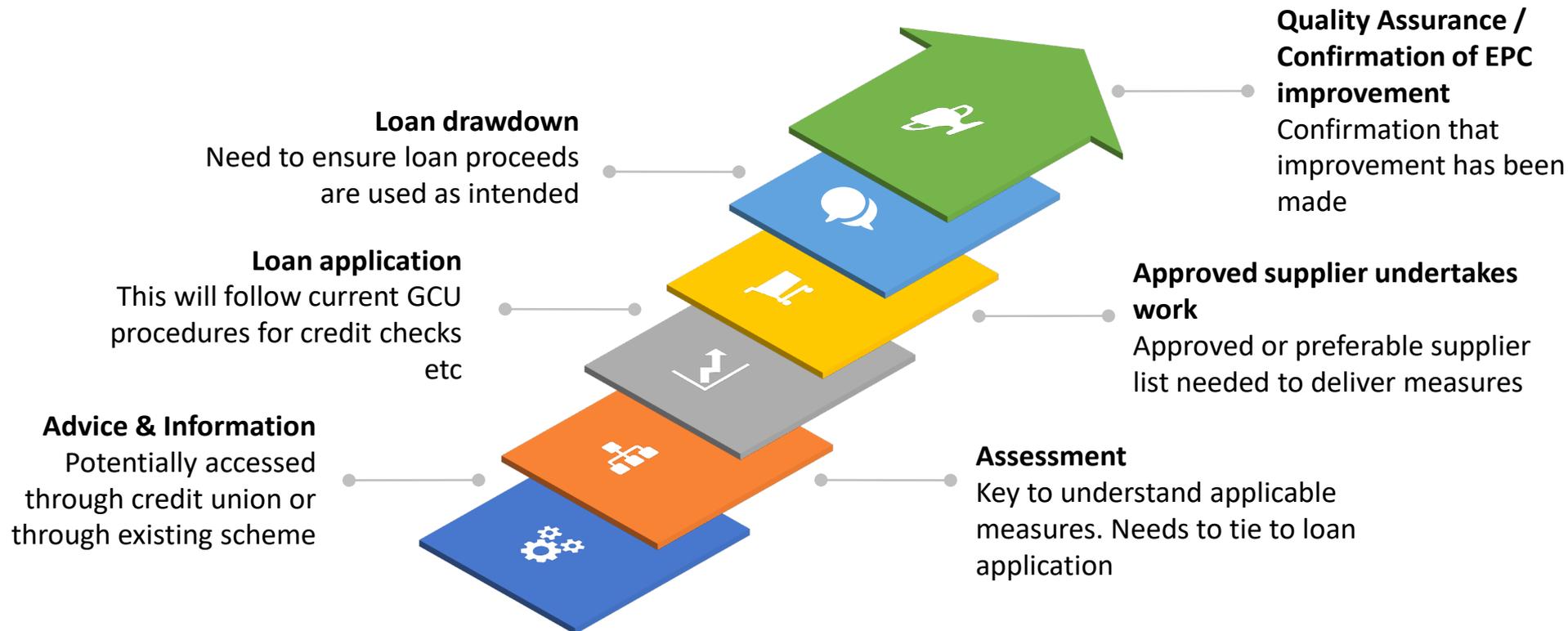
Potentially provide heavily discounted or 0% top up lending

Scaleable

creation of 'boiler' documentation will permit expansion to other national institutes



Customer Journey





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PAS 2035



TRUSTMARK

Government Endorsed Quality

01



Intended Outcomes



Understanding what the homeowner wants to achieve and how they plan to pay for it, captured in the form of an *Intended Outcomes* statement.

04



Design and Coordination



Using the data gathered to create a plan for retrofitting the property over the next 30 years, deciding what to do in what order. Followed by creating an appropriate design.

02



Risk Assessment



Deciding how much risk is involved in the project, which determines how it will be managed moving forwards.

05



Installation



The measures are installed, tested, and handed over to the resident so they know what's happened and how to adapt.

03



Whole Dwelling Assessment



Providing accurate data about the property so that the right decisions can be made about it.

06



Monitoring and
Evaluating



Ensuring the owner is satisfied with the project and that they have not experienced any snags.



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Retrofit Co-ordinator

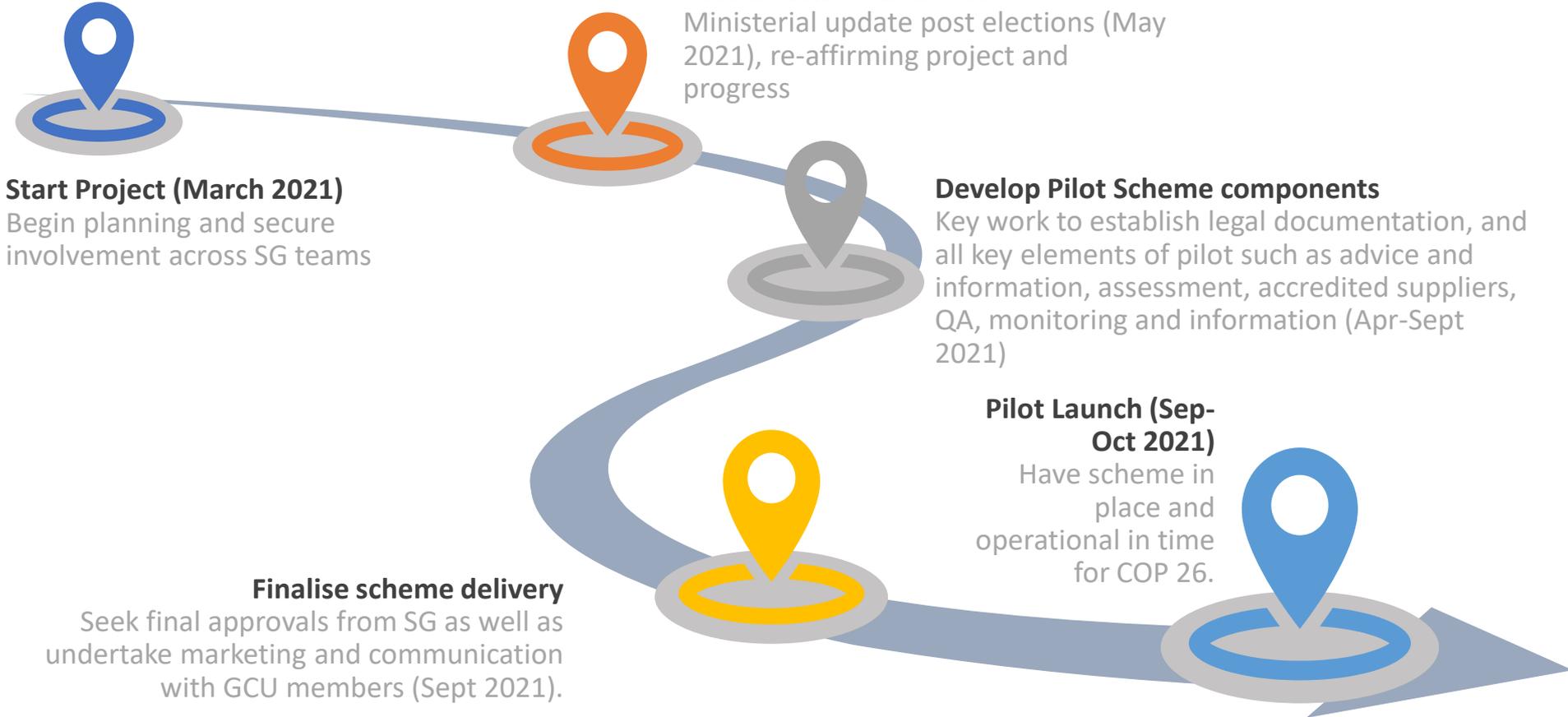
-  **Key role for oversight and management of pilot**
Responsible for overseeing the assessment of dwellings as well as the subsequent specification, monitoring, and evaluation of energy efficiency measures, in accordance with PAS 2035
-  **Key contact for GCU member**
The RFC may have a role that can involve project management of the works undertaken
-  **Intelligent agent for Scottish Government**
The RFC can feedback useful intelligence and information arising from the pilot to government officials that can be used to support ongoing policy development eg in developing the assessment process.
-  **Understand potential for scaling use of PAS 2035 Trustmark standards**
RFC may provide useful insights into the scope and limitations of the various PAS2035 roles in larger scale deployment.
-  **Support delivery of 'one stop shop' service**
An RFC would help join and co-ordinate the various aspects of the project and provide robustness to the pilot for future scaling.



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Timeline





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Consortium partners



e.on



Copenhagen
Economics **CE**



**The Scottish
Government**
Riaghaltas na h-Alba



PROVINCIA AUTONOMA DI TRENTO

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