
PIRAEUS BANK



Green Banking & Development Programs

Energy Efficiency & Finance sector

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EU energy strategy

The EU energy policies aim to:

- (1) boost energy security
- (2) create a fully integrated internal energy market
- (3) improve energy efficiency
- (4) decarbonise the economy and
- (5) support research, innovation and competitiveness

International Energy Agency (IEA): energy efficiency potential represents 49% of the total measures needed to limit the increase of the global average temperature to 2°C.



Energy Efficiency benefits

- Local jobs creation
- Improvement of competitiveness of businesses due to the reduction of their operation cost
- Reduction of air pollution and thus protecting public health
- Easier access to energy, which in addition to commercial is a social good
- Improvement of energy security, reduce needs of energy production facilities and possibly grid, easier penetration of RES and decentralized energy production



Timeline of Green Banking & Development Programmes

| | | | | | | |
|--|--|--|--|-----------------------------|---|---|
| <p>Approval of the Environmental Management Policy by the BoD</p> <p>Establishment of Development Programmes</p> | <p>The first LIFE co-funded European project of Piraeus Bank. For environmental management</p> | <p>Environmental clauses incorporated in the Bank's amended Articles of Association</p> <p>Establishment of the first green banking branch in SE Europe in Athens</p> | <p>Appointment of a BoD member as responsible for environmental issues</p> | <p>Green Banking Portal</p> | <p>Develop collaborations with stakeholders</p> | <p>Cooperation with EBRD</p> <p>ESMS Environmental & Social Mngmnt system</p> |
|--|--|--|--|-----------------------------|---|---|

2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018

| | | | | | | |
|---------------------------------------|--|--|--|--|--|---|
| <p>Final Beneficiary of third CSF</p> | <p>Creation Environmental Management System</p> <p>First Green Banking product for private individuals and businesses</p> | <p>Intermediary Management Body</p> <p>Establishment of Green Banking</p> <p>Evolution of Piraeus Bank's subsidiary, ETVA VIPE, to an R&D center for green investments and practices.</p> | <p>Certification of the Bank's Environmental Management System (EMS) under ISO 14001 and EMAS.</p> | <p>Creation of new Green products and Services for enterprises</p> | <p>New Businesses loans: Green businesses for Energy Saving and Net-metering</p> | <p>360° funding</p> <p>The only Greek bank that participates in the program PF4EE</p> <p>Piraeus bank loans in corporation with EIB under the covered bond issuance</p> |
|---------------------------------------|--|--|--|--|--|---|





Green Products & Services for Energy Efficiency

Since 2006 Piraeus Bank actively supports energy efficiency projects by providing appropriate financing tools (Green Products), which focus on:

- Buildings, for high energy efficiency HVAC equipment
- Outdoor spaces, for installation and/or replacement of high energy efficiency lamps and luminaires
- Industrial production processes, mainly for the installation of waste heat recovery systems, high-efficiency CHP systems, installation and/or replacement of other equipment which achieves significant energy efficiency improvement



Green products for individuals & businesses

| Name | Description | Features |
|---|---|---|
| Green Mortgage for individuals | Financing individuals to purchase or build an energy efficient house | Discount margin depending on building's energy classification (residential buildings only) |
| Green Home Improvement Loan (with collateral) | Financing individuals for i) buying & installing PV systems (net-metering) ii) repairing a home or business roof | Loan from €10.000 up to € 200,000 |
| Green Consumer Loan | Private financing for i) purchase and installation of PV systems (net-metering) ii) implementation of green technical interventions iii) purchase of green appliances iv) purchase of eco friendly vehicles | Loan from €1.500 up to €20.000 |
| Piraeus Green Business - Small Businesses Energy Retrofitting | SME financing for equipment and interventions for energy upgrading buildings' of the tertiary sector | Medium-term loan up to €200.000 |
| Piraeus Green Business - Loans for SME that wish to invest in Net metering | SME financing for the purchase and installation of PV systems (exclusively net metering) | Medium-term loan up to €200.000 |
| Green Services "Going Green" | Design studies and certifications for SMEs and organizations | Environmental performance schemes Energy design studies Carbon footprint Green Key & Travelife |



NEW SUBSIDY & GRANTS PROGRAM ENERGY EFFICIENCY FOR HOUSEHOLDS

ΕΞΟΙΚΟΝΟΜΗΣΗ ΚΑΤ' ΟΙΚΟΝ ΙΙ

Energy Efficiency Programme II for households



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Με τη συγχρηματοδότηση της Ελλάδας και της Ευρωπαϊκής Ένωσης
στο πλαίσιο των Επιχειρησιακών Προγραμμάτων ΕΠΑΝΕΚ και των ΠΕΠ Ηπείρου, Ιονίων Νήσων, Δυτικής Ελλάδας,
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Energy Efficiency Programme II for households

Income criteria – Grant percentage



| Category | Individual taxable income | Family taxable income | Basic grant percentage | Grant's increase per child in percentage | Maximum grant percentage |
|----------|---------------------------|-----------------------|------------------------|--|--------------------------|
| 1 | up to 10.000 | up to 20.000 | 60% | 5% | 70% |
| 2 | > 10.000 up to 15.000 | > 20.000 up to 25.000 | 50% | 5% | 70% |
| 3 | > 15.000 up to 20.000 | > 25.000 up to 30.000 | 40% | 5% | 70% |
| 4 | > 20.000 up to 25.000 | > 30.000 up to 35.000 | 35% | 5% | 70% |
| 5 | > 25.000 up to 30.000 | > 35.000 up to 40.000 | 30% | 5% | 50% |
| 6 | > 30.000 up to 35.000 | > 40.000 up to 45.000 | 25% | 5% | 50% |
| 7 | > 35.000 up to 40.000 | > 45.000 up to 50.000 | 0% | 0% | 0% |



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Eligibility criteria



- ✦ *It is a primary residence*
- ✦ *It has a building permit or other legal document*
- ✦ *It has Energy Performance Certificate which has been issued after the 26/11/2017 and belongs to Energy Class D or lower*
- ✦ *It has not been judged to be demolished*



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Eligible interventions & budget

| Category | Eligible interventions |
|----------|---|
| 1 | Replacement of fenestrations (glazing, frame, roller or shutters) |
| 2 | Improvement of heat insulation |
| 3 | Replacement and/or installation of high energy efficiency heating / cooling equipment |
| 4 | Water heating installation with Renewable Energy Sources |

Maximum CAPEX: €25,000

The total cost of the interventions should be up to **€250 per sqm, including VAT**



info

Piraeus Bank could provide support deeper energy efficiency renovations by providing financing through our Green consumer and home improvements loans



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ΕΣΠΑ
2014-2020
ανάπτυξη - εργασία - αλληλεγγύη

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Benefits of the programme

- ✓ Grants up to the 70% of the CAPEX
- ✓ Zero interest rate (100% subsidized interest rate) and no managing loan file cost
- ✓ No Energy Performance Certification issuance cost
- ✓ Free consultancy Services
- ✓ No cost for additional required design studies, in accordance to the existing legislation framework



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Loan characteristics

Characteristics

- Loan amount: up to **€25.000**, depending on the income criteria of the program
- Interest rate: Fixed 4,00%, 100% subsidized for the entire duration of the loan except from the contribution of Law 128/75 (0,08%), as long as the loan is performing
- Loan disbursement: lump sum or gradually (down payment 70% of the loan)
- No collaterals
- No loan cost

Duration

- 4 or 5 or 6 years



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Private Finance for Energy Efficiency (PF4EE) is a special purpose tool which aims to mobilize Energy Efficiency investments for individuals, businesses and the public sector.

Piraeus Bank, the only bank in Greece that takes advantage of the PF4EE, will be able to provide energy efficiency loans with favourable terms and reduced risk

PF4EE

- **Pilot programme**
- **10 contracts in Europe**
- **1 contract in Greece**
- ✓ ***Financing agreement***
- ✓ ***Collateral agreement***
- ✓ ***Technical assistance***



European Investment Bank





PF4EE: Loan characteristics

Beneficiaries

- Businesses of any legal form and size or organizations for implementing an Energy Efficiency investment

Characteristics

- Liquidity EIB (favorable interest rate & exemption Law 128/1975 levy)
- Loan amount: **€40,000 – €5,000,000** (buildings or SMEs)
- Loan amount: **€40,000 – €1,125,000** (outdoor lighting or water pumps)
- CAPEX: up to €10 mn

Duration

- Up to **20 years**



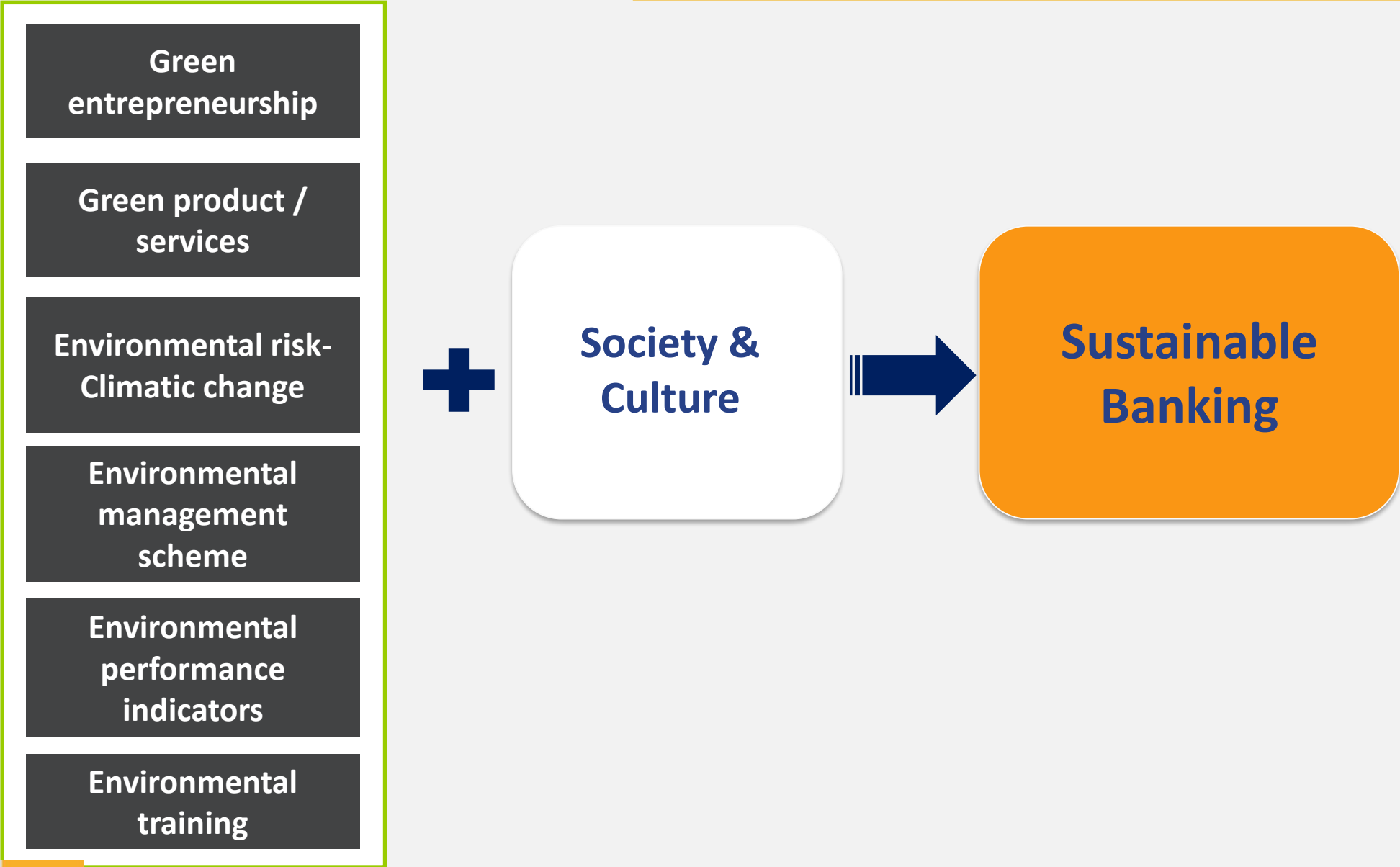


JESSICA ("Joint European Support for Sustainable Investment in Urban Areas")

Piraeus Bank has managed EUR 40 million of JESSICA funds ("Joint European Support for Sustainable Investment in Urban Areas") to finance urban development projects in its capacity as Urban Development Fund for the regions of Central Macedonia and Thessaly.

Piraeus Bank's objectives were to enforce private and public sector to adapt to new, cleaner technologies, which includes all the special features both for the creation of a multiplier effect for the residents and the living conditions in the cities, as well as for the exploitation of European development funds, which contribute to leveraging private capital and maximizing socio-economic benefits.

Conclusions



Thank you for your attention !