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Newsletter- Issue n.4

ENERGATE
ENERGY EFFICIENCY MARKETPLACE

www. energate-project.eu

ENERGATE Energy Efficiency Marketplace: Explore the New Features

Are you a **Building Owner, Implementor, Financier, or Public Body** looking to drive energy efficiency projects forward? **ENERGATE is your solution!**

ENERGATE revolutionises energy efficiency financing through its **cutting-edge digital marketplace**, connecting building owners, implementors, and financiers seamlessly.

Why Join ENERGATE?

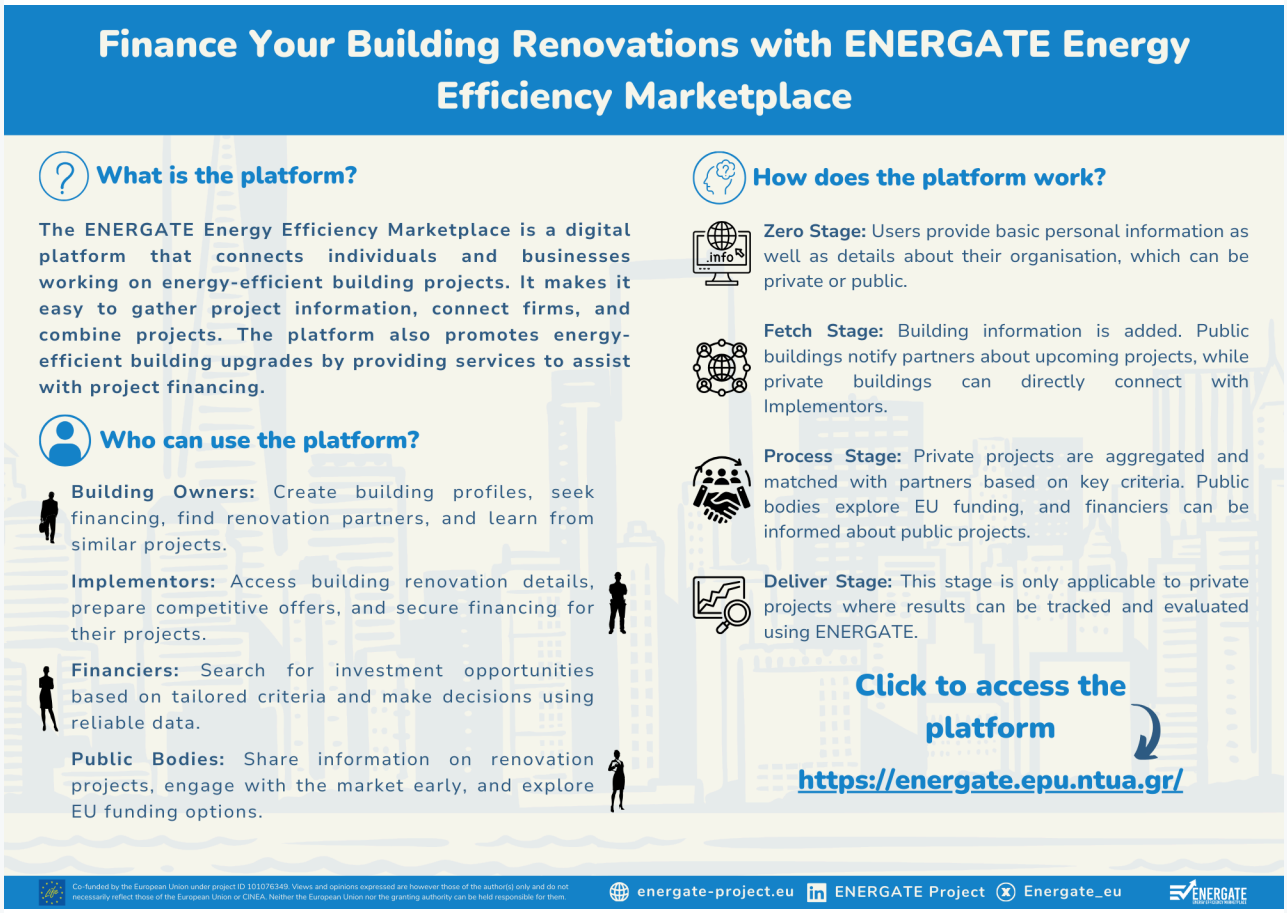
- **Effortless Matchmaking:** Find the right partners and funding fast.
- **Smarter Financing:** Aggregates smaller projects into investment-ready packages.
- **Transparency & Trust:** Standardised data ensures confidence and accountability.
- **AI-Powered Insights:** Data-driven decisions for better investments.

New features:

- **Automated Financing Calculations**: Get instant insights on key financing indicators.
- **Savings estimations & similar buildings:** Projections and comparisons to measure impact.
- **Investment potential:** Machine learning services to support decision making for financiers.
- **User Performance:** Track progress, monitor results, and optimise activity.

Upcoming services:

- **Risk assessment:** Simplified process to evaluate risk and optimise project aggregation.
- **New functionality for banks:** Promoting financing options.
- **New functionalities for public bodies:** Financial instruments filtering and matchmaking with financiers.
- **Measurement & verification:** Evaluation of the projects after their completion, including predictions, simulations, assessment of non-energy benefits.



Make your ENERGATE profile here



ENERGATE Project won the Greek Green Award "Best European Project for the Environment" at the Verde.Tec International Exhibition in Athens, Greece, on the 22nd February 2025.

As a dedicated team, we remain committed to advancing energy efficiency and building a more sustainable future.

For more information about the event, visit our page here.

ENERGATE Publications

Highlights from the 3rd ENERGATE Regional Training Workshop in Turin

The **ENERGATE Workshop in Turin** gathered industry experts, financial institutions, and key stakeholders to tackle the pressing challenges and opportunities in energy efficiency. The event focused on critical issues such as the role of **ESCos**, **financing barriers**, **regulatory alignment**, and strategies for **sustainable investments**. This factsheet outlines the key insights and discussions, highlighting how **ENERGATE is bridging market gaps** and driving impactful energy efficiency solutions across Europe.

Download the factsheet **here**.

Key Outcomes from ENERGATE Workshop in Turin

ESCos as solution providers for incentive schemes

- Providing financial and technical support tailored to the needs of customers through Energy Performance Contracts (EPCs).
- Providing flexible solutions that advance sustainability goals and encourage data-driven decision-making for energy efficiency and environmental impact.
- Italy's Superbonus revision limits ESCo incentives, but ESCos remain key players in energy savings & sustainability.



Need for ESCos consolidation & investment in energy efficiency

Fragmented market:

The ESCo sector is fragmented and struggles to attract large-scale investors. Consolidation could help appeal to them.

Market challenges:

SMEs & ESCos face financing barriers, as banks hesitate to fund non-standardised energy projects.

Scaling for finance and collaboration:

By joining forces with other companies, the sector could increase market presence and raise more capital.

Aligning regulations:

Better EU-national regulation alignment needed to empower ESCos & reduce inefficiencies.



ENERGATE driving sustainable investments

- Optimised project selection - Standardised criteria, simplifying selection based on returns, technology, and timing.
- Strong ESCo & asset owners partnerships for tailored energy efficiency solutions across regions.
- Scalability & multi-country alignment – Supports expansion across Europe with attractive investment pipeline.

Sustainability & energy efficiency in the face of global population growth



- Population growth and urban demand cause increasing pressure on resources, housing, and infrastructure.
- Over 2 billion people currently live in inadequate living conditions, underscoring the need for sustainable solutions.
- Innovative approach to address the above issues: Focus on integrating sustainability across four pillars: Energy & Ecosystem Resources, Built Environment, Technology, Social Innovation.
- EPBD compliance remains a challenge, especially in Italy—long-term investments in future technologies are essential.
- CO_2-focused incentives & standardised criteria are crucial for sustainable energy progress.



How the ENERGATE Platform ensures flexibility to accommodate the unique needs of its users

- Benchmarking functionality unlocks strategic insights & informed decisions.
- Flexible, modular services with potential for enhanced usability through vertical and geographic features.
- Regional filters for better matchmaking, especially in countries with diverse regulations and market conditions.
- Keyword-based search can improve project selection and connectivity.
- Connecting stakeholders, bridging market fragmentation, creating opportunities for scaling and driving impactful change.

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ENERGATE ENERGY EFFICIENCY MARKETPLACE

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Highlights from the National Greek Workshop in Athens

This **factsheet** summarises the key outcomes from the **ENERGATE Greek Workshop**, which focused on the challenges and opportunities of **energy-efficient building renovations** in Greece. It highlights the need for **innovative financing mechanisms**, the alignment of **national guidelines** with EU goals, and the importance of **ESCO models** and Energy Performance Contracts (EPCs) for large-scale renovations. The workshop also addressed the need to improve financial tools and foster collaboration among stakeholders, with the **ENERGATE platform** recognised as a valuable tool for driving progress in the sector.

Download the factsheet **here**.

ENERGATE
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Key takeaways from ENERGATE Greek Workshop

Discussion topics on energy-efficient building renovation in Greece

Current Challenges & Priorities

The energy-efficient building renovation sector in Greece faces several challenges and priorities that must be addressed to meet ambitious EU and national targets.

- Municipalities play a key role in energy-saving initiatives but are hindered by **bureaucratic obstacles and limitations within the energy sector.**



- Strengthening financial tools, establishing energy communities, enhancing production capacity, and fostering collaboration between municipalities, the state, and academia are **critical steps toward progress.**
- **Mobilising the mass renovation of energy-vulnerable households is also a priority**, emphasising the necessity of a well-organised energy-saving market, the implementation of deep building renovations to address energy poverty, and complementary set of tools, such as energy communities and Energy Performance Contracts.



Policy & Financial Needs

- **Innovative financing mechanisms** for mobilising the mass renovation of energy vulnerable households are essential to accelerate energy efficiency efforts in buildings.
- **National guidelines** should be further developed to align with EU goals while also considering Greece's socio-economic conditions.
- A significant **investment of €25 billion** is estimated to **upgrade buildings in category E or below by 2035**, with **another €25 billion allocated for phasing out boilers by 2040**.
- **Eliminating gaps in technical expertise and improving vocational education** are crucial for successfully implementing these initiatives.

ESCO Model & Energy Performance Contracts (EPCs)

The Energy Service Company (ESCo) model and Energy Performance Contracts (EPCs) are vital for financing large-scale retrofits. However, the lack of historical energy data prevents ESCos from engaging in efficiency projects, as proven energy savings are required for funding. **EPCs offer a model where ESCos invest in upgrades and recover costs through financial savings**, making them particularly useful for businesses and public buildings. Despite their benefits, **EPC contracts face barriers such as low familiarity, financing difficulties, and a shortage of skilled personnel.** These challenges can be mitigated by leveraging EU programmes, simplifying administrative processes, and promoting public-private cooperation.



- Andreoulaki, I.; Papapostolou, A.; Stoian, D.; Stavrakaki, A.; Marinakis, V. System Design of a Decision Support Tool for Aggregation and Prioritisation of Energy Efficiency Investments in Buildings. *Proceedings of the 15th International Conference on Information, Intelligence, Systems & Applications (IISA)*, Chania, Crete, Greece, 2024, pp. 1-8. https://doi.org/10.1109/IISA62523.2024.10786624.
- Andreoulaki, I.; Papapostolou, A.; Stoian, D.; Kefalas, K.; Marinakis, V. System Design of an Online Marketplace Towards the Standardisation of Sustainable Energy Efficiency Investments in Buildings. Eng **2025**, 6, 13. https://doi.org/10.3390/eng6010013
- *Report on Joint Activities with Other Projects and Initiatives*: The report showcases the successful collaboration between ENERGATE and other key projects and initiatives, highlighting major achievements in meeting performance indicators. It emphasises the effective communication strategies and the significant progress made in the first year of the project. Download the full report here.
- *Report on Specifications for Project Entries, User Profiles, Use Cases and User Ranks*: The report highlights the platform's advanced functionalities and upcoming services, designed to enhance the marketplace and meet market needs. It also outlines the next steps to finalise the ENERGATE marketplace, driving sustainable investment and innovation. Download the full report here.
- ENERGATE article at Enlit website: Project ENERGATE: Streamlining energy efficiency investments in Europe's building sector.

Explore ENERGATE results

See all ENERGATE Publications

UPCOMING EVENTS



MIPIM 2025

ENERGATE is excited to participate in MIPIM 2025 from March 10-14, 2025 in Cannes, France, the premier event for the global real estate community. This gathering of investors, developers, operators, and cities is the ideal platform to showcase how the ENERGATE Marketplace connects financiers, implementors, and building owners to accelerate energy efficiency financing in buildings. Meet us and

discover how ENERGATE is driving sustainable investment and creating opportunities for collaboration.

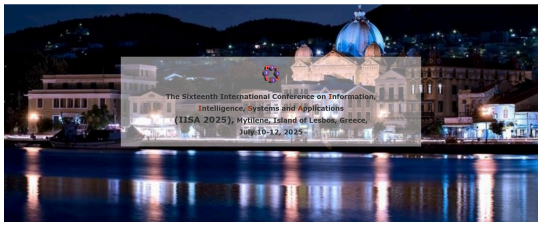
Learn more about the event here: MIPIM 2025.



World Sustainable Energy Days

ENERGATE is excited to be part of the 2025 World Sustainable Energy Days (WSED) in Wels, Austria, from March 4-7, 2025! This major event will gather over 650 participants from 60+ countries, focusing on eliminating fossil fuels and achieving climate neutrality. ENERGATE will have a **stand at the Poster Presentation hall**, providing the perfect space to explore sustainable energy solutions and showcase our innovative energy efficiency marketplace. Join us to learn how ENERGATE is driving the energy transition and facilitating the path to a climate-neutral future.

Find more about the event **here**.



International Conference on Information, Intelligence, Systems and Applications (IISA 2025)

ENERGATE is pleased to co-organise a groundbreaking workshop at the 16th International Conference on Information, Intelligence, Systems and Applications (IISA 2025), taking place from 10-12 July 2025 in Mytilene, Greece. This workshop, in collaboration with leading Smart Energy Cluster projects such as Crete Valley, BuildON, ENPOWER, and others, will explore the next-generation AI technologies transforming the energy sector. Topics include AI-driven energy optimisation, decentralised energy trading, quantum machine learning, and much more. Don't miss out on the opportunity to be part of this innovative event! Visit the event page for important deadlines, paper submissions, and more. Find more about the event **here**.

PAST EVENTS

ENERGATE at 7th International Verde.tec Exhibition in Athens

The European projects InEExS and ENERGATE participated in Verde.tec Forum 2025, which was held as part of the 7th International Verde.tec / Environmental Technologies



Exhibition from 21-23 February 2025, MEC Paiania, Greece. Both projects organised a dedicated workshop titled: "*From Innovation to Market: New, Advanced Services for Energy Efficiency in Buildings*", on 21 February from 13:30-15:30 EET. During this three-day event exhibition, we welcomed visitors at Stand D33 in the LIFE EU Programmes zone from February 21 to 23. Find more about the event and download the presentations **here**.



Datamite MeetUp Event

On 6 February 2025, the IT Innovation Center of OTE Group organised the DATAMITE Meetup 2025 in Athens, Greece on behalf of the DATAMITE project. This dynamic event brought together researchers and industry professionals from EU-funded projects for engaging discussions, networking, and collaboration. ENERGATE was proudly represented at the event, alongside other projects from the Smart Energy Cluster including Crete Valley, DEDALUS, DigiBUILD, Enpower, FORTESIE, HedgeIoT, and META BUILD. We had the opportunity to showcase our work through a poster stand in the poster area, where attendees could explore the innovative solutions and advancements in energy efficiency and digital tools that ENERGATE is helping to promote. Find more about the event **here**.



ENERGATE 3rd Regional Training Workshop in Turin

On November 26, 2024, ENERGATE organised the 3rd Regional Training Workshop in Turin, Italy. The event, hosted by Enerbain, focused on how the intersection of finance, technology, and energy services can drive energy efficiency in buildings and transform them into sustainable assets. Discussions highlighted innovative energy solutions, sustainable financing models, and strategies for decarbonisation. Experts from energy service companies, real estate managers, and public bodies shared insights on overcoming regional challenges and advancing greener buildings.

Find more about the event and download the key takeaways **here**.



Enlit Europe 2024

ENERGATE proudly participated in ENLIT Europe 2024 (October 22-24, Milan, Italy), where we had an exciting stand at the exhibition area alongside Hedge-IoT, WeForming, META BUILD, and other #SmartEnergyCluster projects!

Alexandra Hedesiu (EnerSave Capital) represented ENERGATE having a presentation in the “Smart Buildings” session on October 24th to discuss how the ENERGATE smart energy marketplace accelerates energy efficiency, facilitates financial closure, and mitigates risks in the energy sector.

With 700+ exhibitors and 15,000 attendees, ENLIT Europe was the perfect platform to connect with industry leaders and drive forward the transition to a decarbonised and digitalised energy system. Find more about the event **here**.

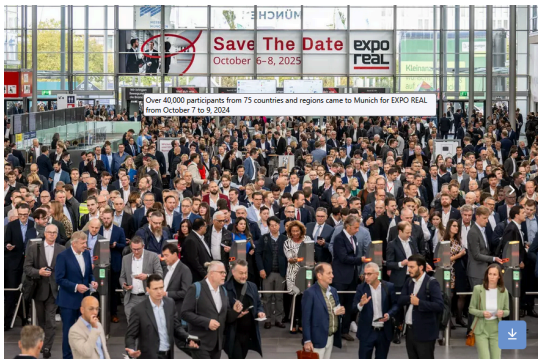


ENERGIA.TEC Exhibition

ENERGATE Project was present at the ENERGIA.TEC event held in Athens, Greece, from October 11-13, 2024. ENERGIA.TEC is a major exhibition that brings together leaders from the energy, technology, and construction sectors to drive innovation in sustainable development. During the exhibition, ENERGATE established strong connections with companies as key implementors, ensuring the ongoing success of the ENERGATE Platform in bridging relationships between Building Owners, Financiers, Implementors, and Public Bodies. Find more about the event **here**.

EXPO REAL 2024: Slight sense of confidence in a changing market

ENERGATE partners, Csaba de Csiky (EnerSave Capital) and José Antonio De Pedro Cuadrado (COMMUTY) were present in EXPO REAL 2024, one of the most significant real estate events held annually at Messe München. The event took place from 7-9 October, and we had the opportunity to engage with key industry players, investors, and thought leaders, exchanging ideas and discussing the critical role of energy transition in shaping the future of real estate. Find more about the event **here**.



Check all ENERGATE events

#SMARTENERGYCLUSTER NEWS

Smart Energy Cluster at Enlit Europe 2024

The Smart Energy Cluster, comprising seven innovative projects (FORTESIE, InEExS, DigiBUILD, RESONANCE, DEDALUS, EU-MORE, and ReSCHOOL), hosted a session on October 24th in Milan as part of Enlit Europe, showcasing Europe's commitment to the energy transition through advanced technology and collaboration. The session highlighted the transformative potential of digital tools like AI, blockchain, predictive analysis, and digital twins.

The Smart Energy Cluster, an initiative of the InEExS project, managed by IEECP and NTUA will continue addressing regulatory, financial, and behavioral barriers while fostering knowledge-sharing and policy alignment to drive a sustainable, community-oriented energy future in Europe.

Find more about the event **here**.

Read our article at Enlit world website **here**.



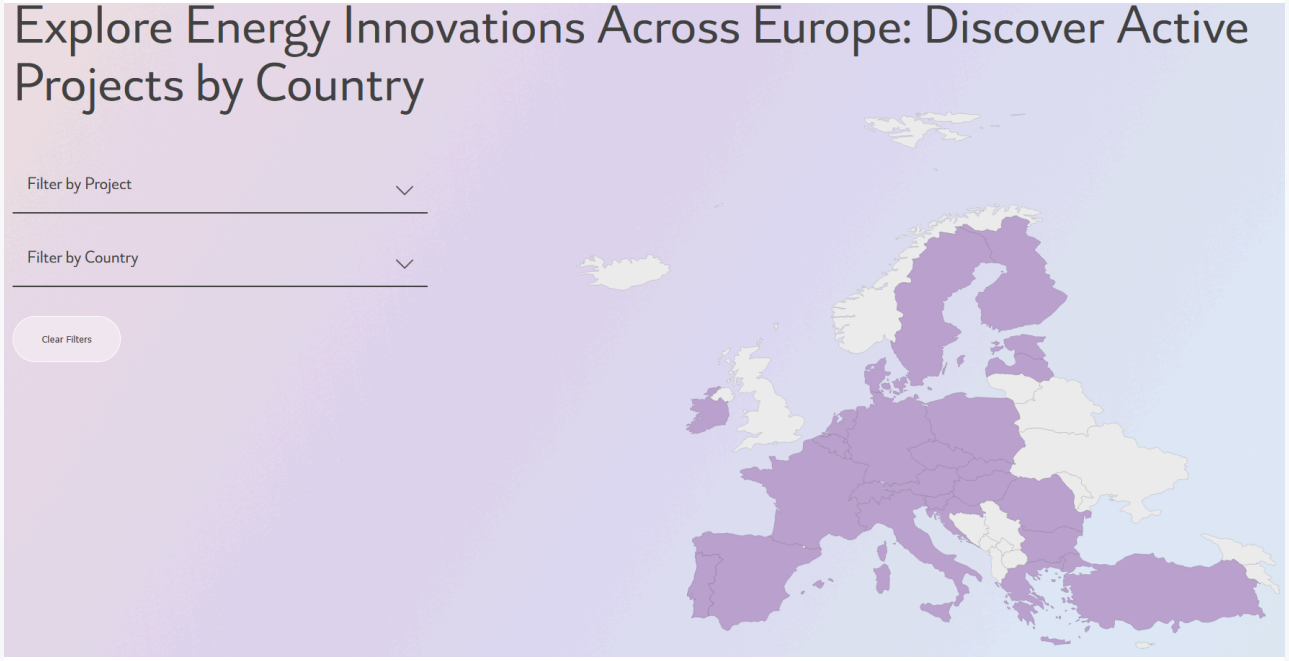


Smart Energy Cluster New Pilots Map Featured On the Website

Discover the new *Pilots Map* feature of the Smart Energy Cluster! This powerful tool lets you easily find the countries where cluster projects are being piloted, enabling you to explore synergies, identify commonalities, and uncover exciting collaboration opportunities. With filters for both projects and countries, you can quickly pinpoint key areas of innovation and connect with ongoing initiatives.

To learn more and get involved, visit the Smart Energy Cluster website.

Stay connected and up-to-date by following #SmartEnergyCluster on X and LinkedIn.



Open Pilots Map

Stay tuned for more ENERGATE's news

Visit our website:

http://energate-project.eu/

Project Coordinator

Stay connected with us:

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