



Energie Sprong

> ENERGIESPRONG

The aim of Energiesprong is to bring about desirable, viable net-zero energy refurbishment solutions to the mass market by 2020. Energiesprong transforms neighbourhoods and enhances people's quality of life

Originating in the Netherlands, Energiesprong is taking a market transformation approach, which delivers fully integrated refurbishment packages with long-term guarantees that make the solution commercially financeable and scalable. The retrofit is non-intrusive and can usually be completed within one week, and without the resident needing to move out. The result is a warm, comfortable and affordable home that is modern and attractive with a long-term quality guarantee.

For further information about Energiesprong, please visit:

www.energiesprong.eu

> NET-ZERO ENERGY HOMES ARE DESIRABLE AND FUN

Energiesprong works because it delivers results whilst being an attractive offer for industry, housing providers and residents. Unlike existing retrofit models, Energiesprong uses an energy performance contract to guarantee the performance of the improvements over a long-term (minimum 30-year) period. This provides financial security to the property owner as they know that it will perform at the expected level. A guaranteed volume of properties that are delivered through the programme secures a first market to develop the product for solution providers. A procurement approach based on outcomes, available investment and defined energy parameters encourages suppliers to design and engineer completely new solutions with their supply chains. The resulting innovation drives down the cost of the solution.

The Energiesprong model is a radical transformation - both practically and conceptually - as it focuses on creating a volume market for solutions that satisfy four key criteria:

1. **Guaranteed performance for 30 years.** This ensures that the quality of the product (with high indoor climate and energy performance standards) is locked in and guaranteed.
2. **Hassle-free, one-week implementation.** This means that there is no need for residents to move out during the refurbishment.
3. **Affordability.** The investment is paid for by the reduced maintenance, resulting energy cost savings and further motivated by the increased value of the property.
4. **Attractiveness.** Quality design makes Energiesprong properties a fun, lifestyle choice, providing upgraded properties that occupants aspire to. What's more, they help to regenerate and improve the local neighbourhood.
5. **From tendering to purchasing.** The traditional way of procuring - based on detailed specifications and drawings - is replaced by purchasing well-developed housing concepts with guaranteed energy and (indoor) quality performance.

> WHAT DOES ENERGIESPRONG MEAN FOR HOUSING PROVIDERS?

- A commercially viable opportunity to future-proof their building stock.
- An opportunity for closer tenant engagement as Energiesprong is customer-focused and residents need to be involved in the process.
- Delivery of guaranteed net-zero energy refurbishments at scale.
- Increased comfort levels of existing buildings: warmer and healthier homes.
- Decrease of fuel poverty through structural and sustained investment in better-performing homes, leading to houses with extended lifespans and increased values.
- A hassle-free solution installed within a week and with a minimum of work done on-site, without the need for the occupants to move out.

> WHAT DOES ENERGIESPRONG MEAN FOR INDUSTRY?

- Significant new market opportunity as a result of the large number of renovations, resulting in more jobs and investment (energy bills is reallocated to construction).
- A different way of working and the option to establish a new competitive position in the market through taking a different role in the sector.
- Product development instead of piecemeal projects. Opportunity to differentiate based on product quality and innovative capabilities.

- A different business model based on long-term engagement and relationships between all involved partners

> WHAT DOES ENERGIESPRONG MEAN FOR RESIDENTS?

- Nicer homes to live in as net-zero Energy refurbishments result in houses that are they are similar to innovative newbuild homes (under current building standards).
- Residents are protected against rising energy costs as they benefit from an affordable, fixed monthly cost backed up by the energy performance warranty.
- Better control of their 'total cost of living' outgoings due to the fixed Energy Service Plan.
- Improved indoor air quality, which means healthier and comfier homes.

> WHAT DOES ENERGIESPRONG MEAN FOR LOCAL AUTHORITIES?

- Improves the streetscape, regenerates neighbourhoods and have a wider positive social impact.
- An opportunity to make headway with sustainability.
- The ability to enhance relationships with housing providers and industry by supporting them on the project.
- Wider urban renewal opportunities and design upgrades to their local communities.

> KEY ASPECTS OF THE HOLISTIC ENERGIESPRONG REFURBISHMENT

01. Comfortable and affordable living with Net Zero Energy

- > The social housing association offers tenants affordable living with more home comfort.

02. Legislation Energy Performance Remuneration

- > In order to make this financially, legislation allows the conversion of the monthly energy bill into an Energy Performance Remuneration to the housing association.

03. New business model for associations with Net Zero Energy

- > The association uses this revenue to finance the renovation of the houses.
- > This extra cash flow is typically not available in case of renovation with label steps.

04. From contracting to supplying

- > Product innovation is essential for a viable business case. Innovation is not stimulated when working in a traditional way.
- > Suppliers need to develop concepts, scale-up and develop mass-customised production to reduce the costs per property.
- > The supplier must provide a performance guarantee on its product.
- > The market moves towards offering mass customised concepts with product guarantees on performance.

05. From tendering to purchasing

- > The traditional way of procuring based on detailed specifications and drawings is replaced by purchasing developed housing concepts based on guaranteed energy and (indoor) quality performance.
- > If there is insufficient choice (early market), the housing association can enter an innovation-oriented competitive dialogue with selected market suppliers in order to come to joint concept development.

06. Performance warranty

- > The association closes a product contract with the provider. As part of this contract, the provider guarantees that the property generates as much energy as an average household would use over the course of an average year.
- > The association also enters into a performance contract with the tenant. The contract includes agreements between the association and the tenant with regard to the guaranteed access to energy.

07. Energy plan for residents

- > The resident gets a more comfortable and better home for – essentially – the same housing costs. In the Dutch case, the housing costs (rent + energy) remain the same.

SOLUTION PROVIDER

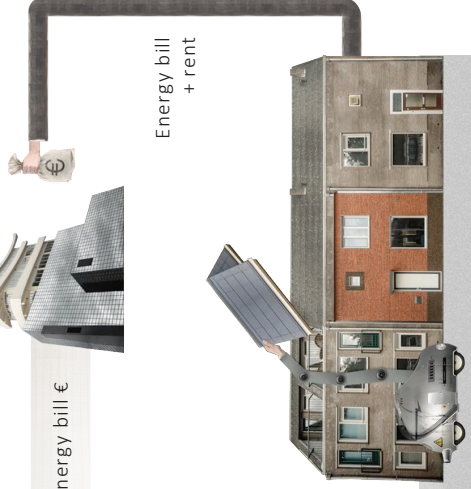
Integrated refurbishment packages



Energy bill €

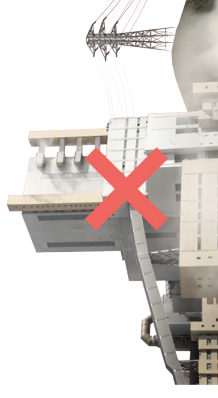


SOCIAL HOUSING ORGANISATION



Energy bill
+ rent

ENERGY UTILITY



> RESULTS

- Happy tenants
- Warm comfortable modern homes
- A business case for housing associations
- More jobs created in construction sector
- Future proof net zero energy house