



**International
Finance Corporation**
World Bank Group

Requirements for successful multi-family residential energy efficiency financing

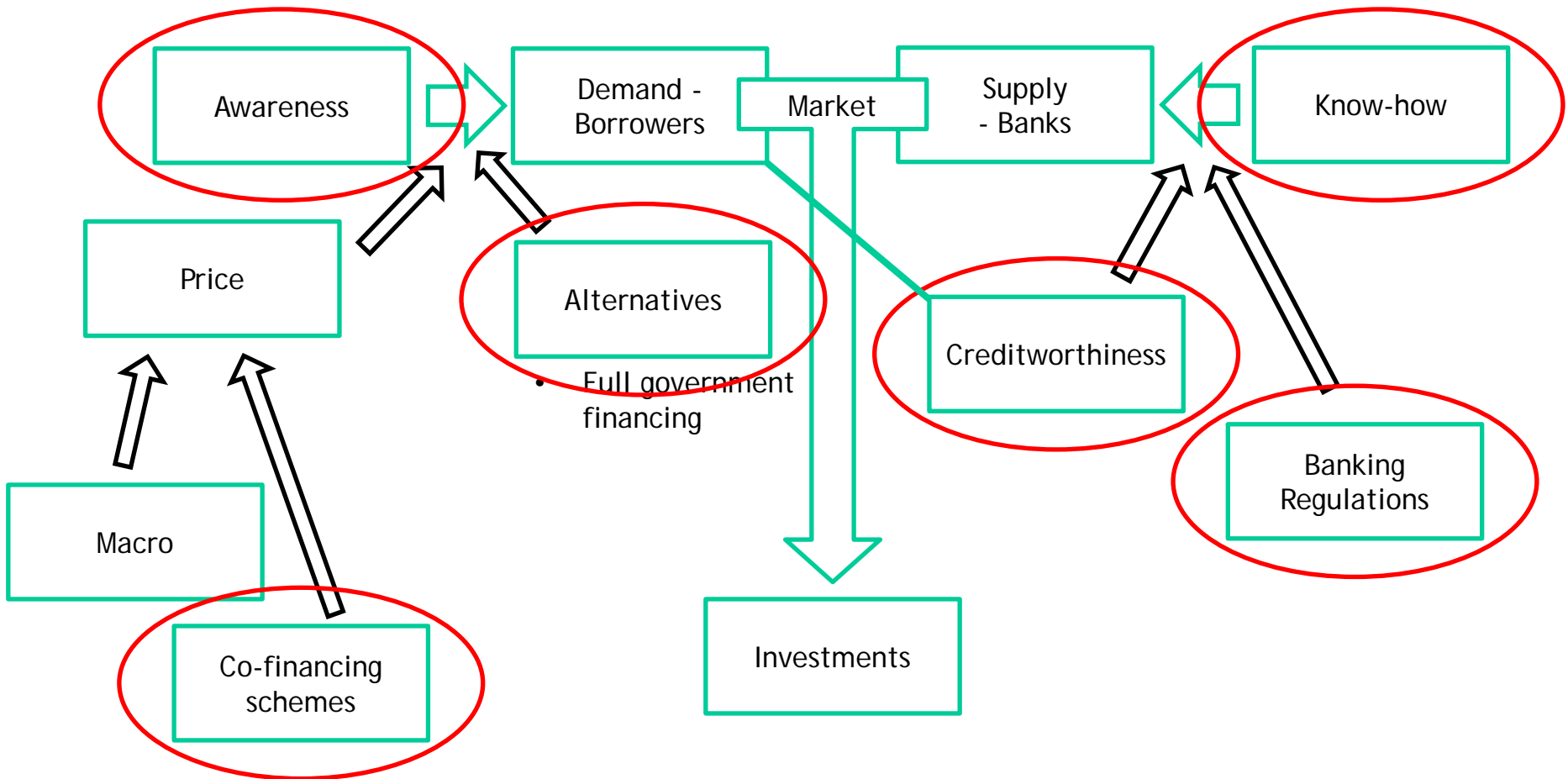
Fourth International Forum: Energy for Sustainable Development
Tbilisi, September 18, 2013

Residential Energy Efficiency (REE) Finance



| | | | | |
|-------------------|---|-----------------------------|---|--|
| Person | ← | Borrower | → | Homeowners Association |
| EE renovation | ← | Purpose | → | renovation of <i>common property</i> in a building |
| Personal income | ← | Source of Repayment | → | owners' payments and energy savings |
| Personal property | ← | Collateral/ Security | → | Future cash flows |

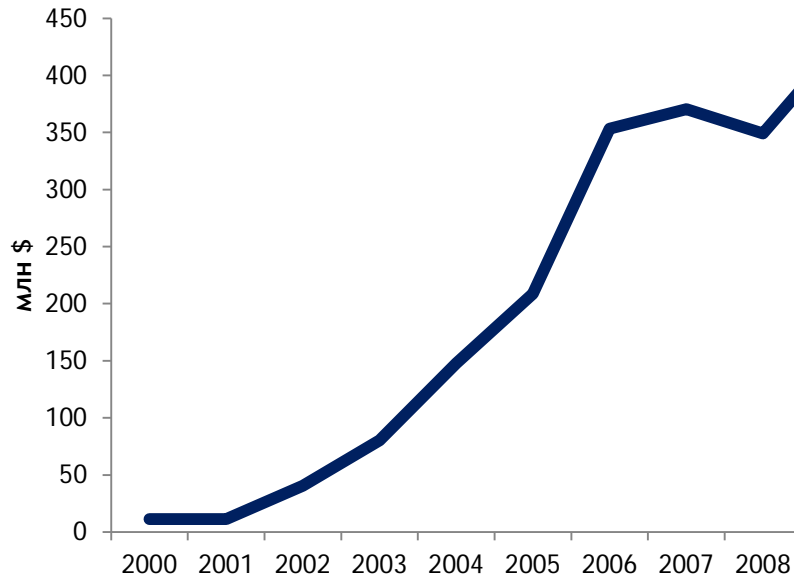
Barriers to Financing



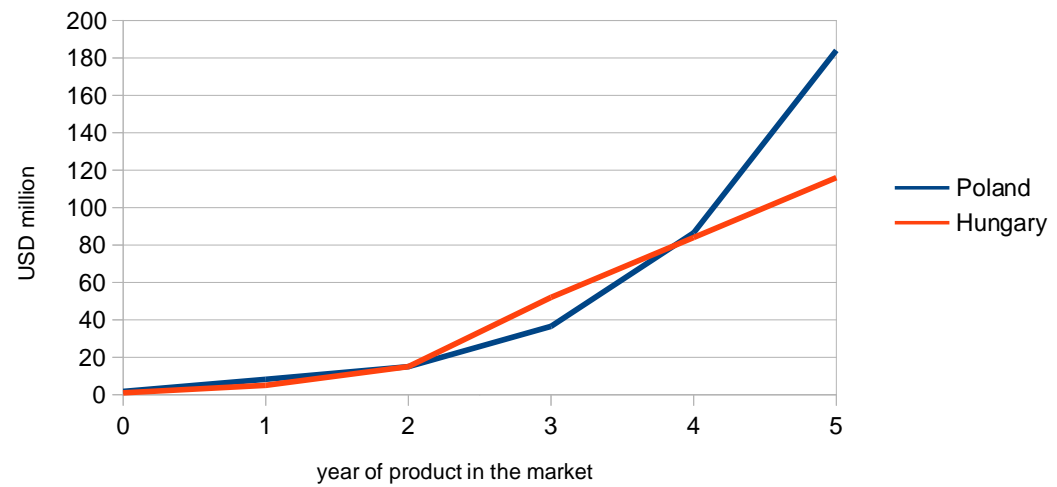
Dealing with Barriers

- Awareness and Know-How
 - Training & other outreach
- Banking regulations
 - Policy work with banking sector regulators
- Alternatives
 - Eliminate direct government financing through policy dialogue
- Co-financing schemes
 - Government and donors
 - Transparency
- Creditworthiness
 - Reform of the housing sector
 - Decision-making by majority, all owners responsible

Timing



REE loan portfolio ramp-up



Thank you!

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<http://www.facebook.com/SustainableHousingFinance>

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