

# Financing Innovation in DH

## - *the ReUseHeat experiences*



May 14, webinar, DHC+ Talks

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This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 768936.

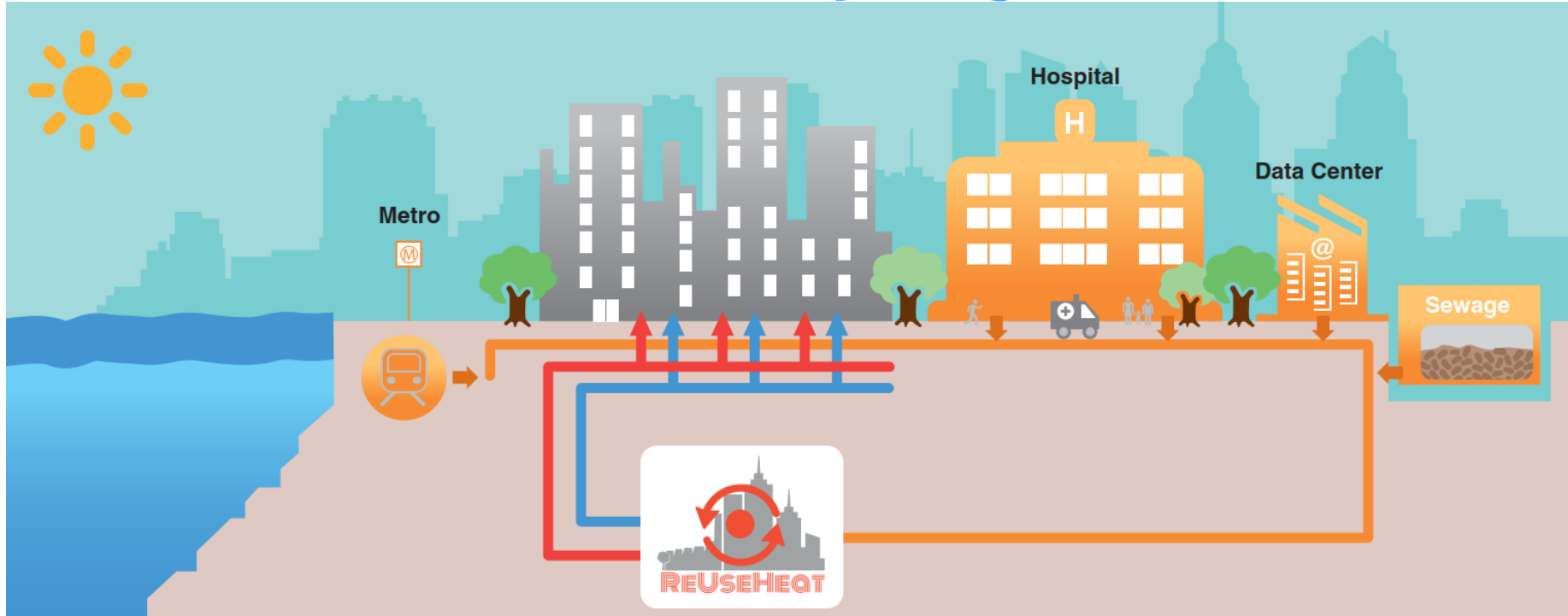
[www.reuseheat.eu](http://www.reuseheat.eu)

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# The ReUseHeat experience

- 1. There is interest amongst investors to invest in DHC**
- 2. The DHC industry must understand the investor demand**
- 3. The financing innovation in DHC**

# The ReUseHeat project



**4 system innovations in focus: METRO- DATA CENTER- SEWAGE- HOSPITAL**

# The ReUseHeat project

## Expected results:

- Identify the urban waste heat **potential & what happens if we use it**
- **Stakeholder analysis**: Who? Needs? How?
- Validated **technologies** for 4 system innovations
- Identify necessary adjustments to existing **business models and contracts**
- Address the financing constraints: **investment risk & bankability**

# 1. There is interest to invest in DHC

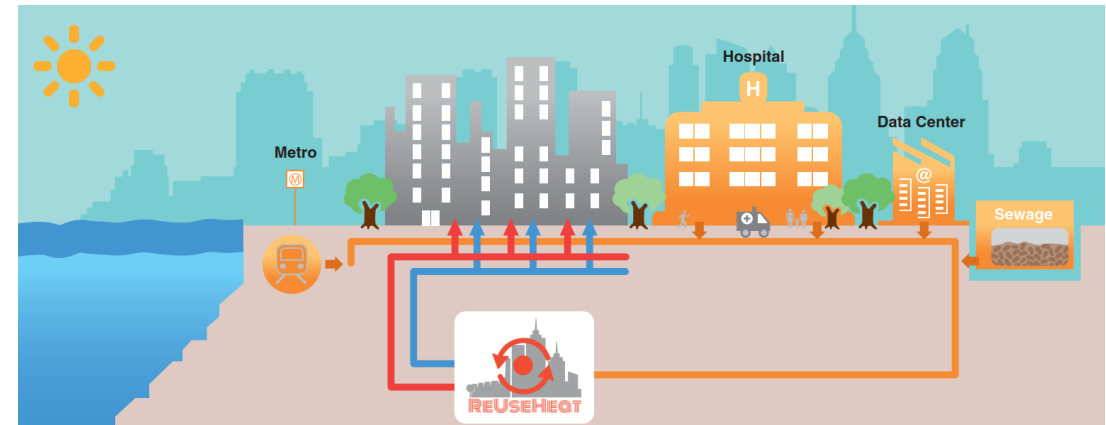
## GREEN FINANCING

Sustainable development projects/  
initiatives



## DHC

Heating & cooling of buildings  
Sustainable projects  
Funds wanted for expansion



# 1. There is interest to invest in DHC

*“We don’t lack money, but we lack good projects to lend money to”*

*(ReUseHeat D2.1, RINA-G, Giorgio Bonvincini)*

## 2. The investor demand



### Investment KPI's

- NPV
- IRR
- Paybacktime
- Size of investment (+5MEuro)

...the value of green is relevant

## 2. The investor demand

### Investor

- No previous DHC investment
- Payback- too long?
- What is the risk?
- Unclear legal framework
- Competes with more established, green technologies



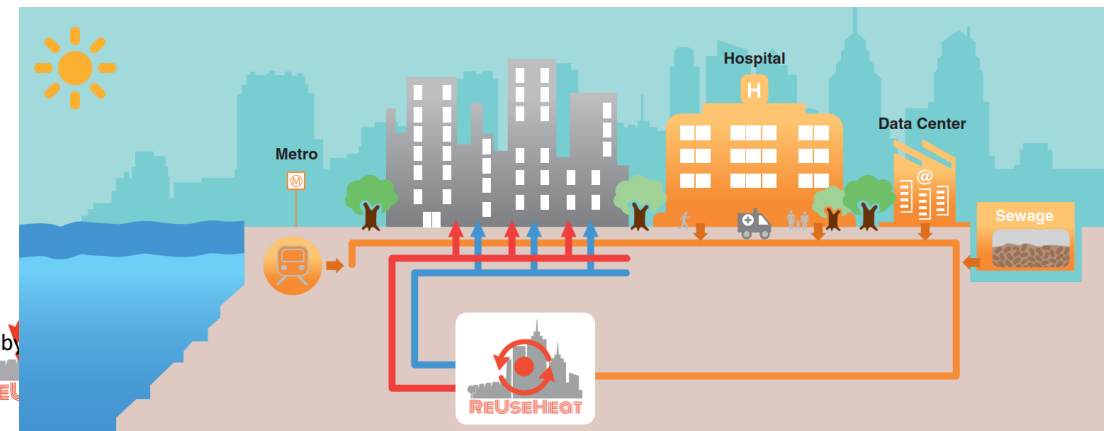
### DHC

- Who should we address?
- What should we prepare?

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# 3. The financing innovation in DHC



# Policy Event- ReUseHeat



Policy Event 20191002, Brussels

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