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sustainable renovation of buildings

Adaptation of the one-stop-shop model in Hungary

Date: 18 April 2024

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- Home energy retrofit ecosystem in Hungary
- RenoHUb project
- What has been achieved?



One-stop shop approach (1/2)



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- A business model originated in the United States in the late 1920s or early 1930s
- Adopted by public bodies to offer multiple services to citizens
- For sustainable energy investments complex knowledge is required:
 - ✓ engineers/energy experts (diagnosis, project design, work supervision)
 - ✓ technology/equipment providers
 - ✓ banking/ESCO/grant application (financial planning and financing solution)
 - ✓ renovation work (general contractors, installers, crafts people)
 - ✓ project management incl. quality assurance
 - ✓ public procurement (in public projects).

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Save your time-Save your money."**



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COMPANY**
"ONE STOP SHOP"
Established 1916.
**Auto Body and
Fender Repairing
Tops Recovered
Automobile Glass
and Welding**

Better Automomobile Painting

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Save your time—Save your money.

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One-stop shop approach (2/2)

- Types of one-stop shops (OSSs):
 - ❖ Government-driven (local or regional) OSS
 - ❖ Industry driven OSS
 - ❖ ESCO-based OSS
 - ❖ Facilitator OSS
 - ❖ Cooperative type OSS
 - ❖ Store OSS

(Source: file:///C:/Users/Your-Computer/Downloads/oss_report_updated_template_2.pdf)

- Forms of OSSs:
 - ❖ Online platform
 - ❖ Local advisory units/network of advisory units
 - ❖ Hybrid (online and physical)



Home energy retrofit landscape in Hungary

- Residential sector is the largest GHG emitter
- Two distinct segments: single family and multi-apartment buildings

Key aspect	Single family houses	Multi-apartment buildings
Market	80% (rather fragmented)	20% (sizeable projects)
Driving force	comfort/less energy focus	cost reduction in common areas
Decision-making	individual	collective
Customer journey	several retrofit scenarios higher transaction costs	better standardisable process strong support to collective decision-making required

- Non-financial barriers
 - lack of awareness and personal motivation to undertake to a complex energy retrofit process
 - lack of trust/miscommunication between homeowners and contractors/private financiers
 - lack of information sources and independent advisory services
 - limited capacities of the construction sector coupled with increasing material and equipment prices
- Financial barriers
 - subsidised energy prices in the residential sector → long payback
 - lack of easy access to finance
 - transition from grants to market-driven solutions



RenoHUb project

- RenoHUb: Integrated Services to Boost Energy Renovation in Hungarian Homes
- Funded by the European Union's Horizon 2020 research and innovation programme
- Lifetime: November 2019 - May 2023
- Overall objective: to trigger a significant upscale of the energy retrofits in the Hungarian residential building stock by launching a tailored OSS
- Key focuses of the OSS:
 - ✓ facilitation of the elimination of non-technical barriers
 - ✓ hybrid organizational solution
 - ✓ advisory support to the selection of renovation contractor
- Customer journey:
 - conceptualization
 - technical and financial design
 - selection of renovation contractor and financial solution
 - technical supervision of the renovation work
 - verification of the energy saving/GHG reduction

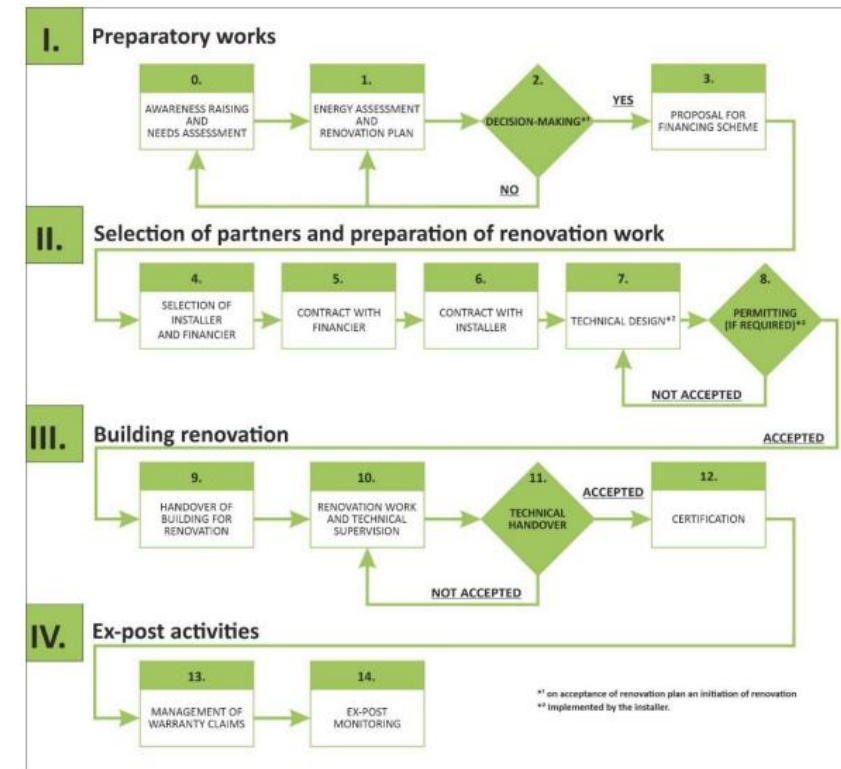
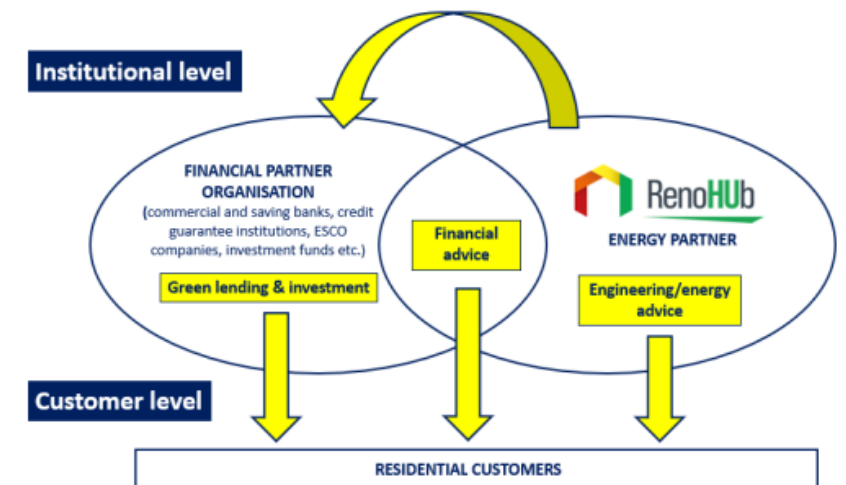
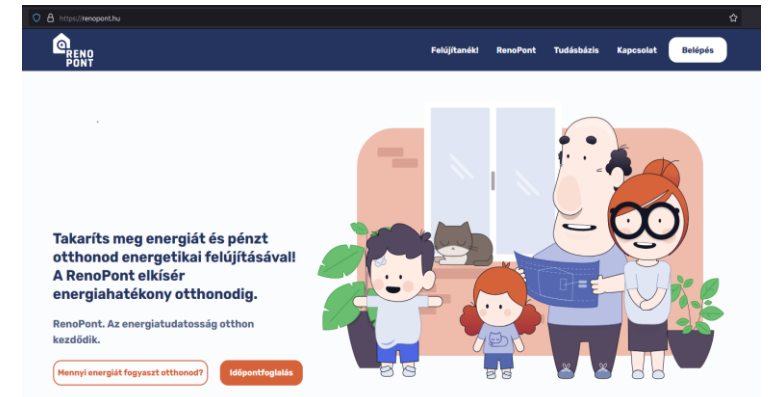


Figure 1. Flow chart of the renovation process regarding the multi-apartment building segment

What has been achieved? (1/2)

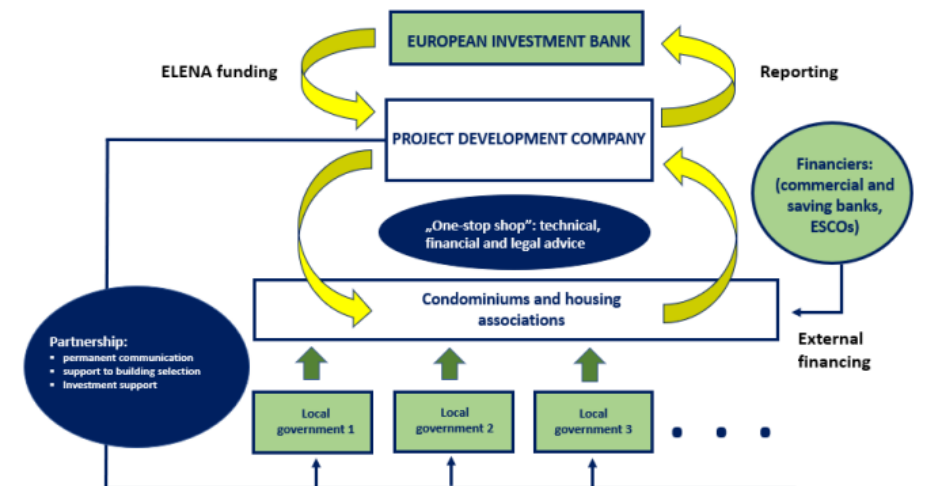
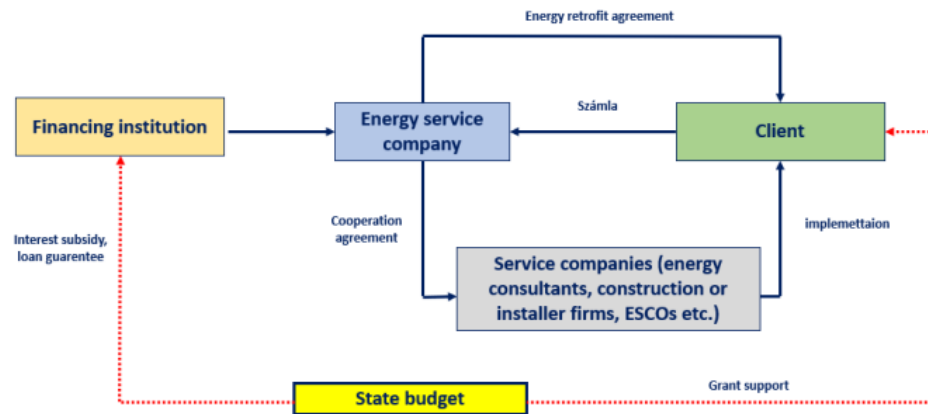
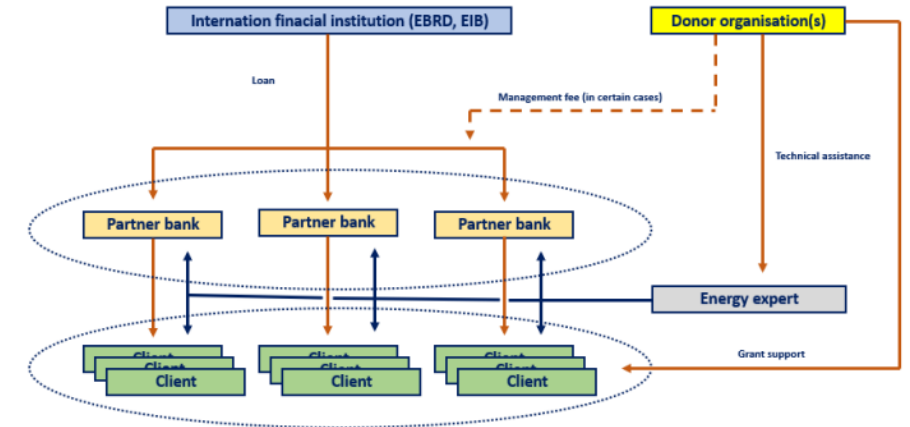
- Development of RenoPont brand
- RenoPont online platform operating and being developed beyond the project lifetime
- Growing network of RenoPont offices
- Development of a sustainable pipeline of residential energy renovation projects
- Market analysis of the energy performance versus market price of residential buildings
- Cooperation framework with financiers



What has been achieved? (2/2)

Assessment of deployable financial schemes

- Revitalisation of loan-grant schemes developed by IFIs
- Mobilisation of ELENA funding in the multi-apartment building segment
- Energy efficiency mortgage (EEM)
- On-bill finance
- Façade leasing





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**Thank you
for your attention!**

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