

March 2026

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## WELCOME

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to issue No.1 of the LEVERAGE Accelerator Newsletter!

In this first issue, we're excited to share the first highlights from the LEVERAGE Accelerator and give you a glimpse of what's been happening. We start with an update from our last in-person team meeting in Madrid and our first Strategic Advisory Forum. You'll also find insights into the process of designing the Accelerator, along with the best practice example of the ELECTRA programme in Greece. To round it off, we invite our readers to participate at the European ESCO conference in Frankfurt to meet some of the team.

The **LEVERAGE Accelerator** is a European initiative designed to unlock private finance for public-sector decarbonisation and energy efficiency investments. We connect municipalities and public bodies with capital markets, investment partners, and tailored advisory support to transform climate ambitions into investment-ready portfolios.

Public authorities often face structural barriers when seeking to finance capital-intensive renovation and decarbonisation

measures, from limited internal capacity and fragmented project pipelines to misalignment with investor expectations. The LEVERAGE Accelerator addresses these challenges by strengthening project preparation, structuring blended financing models, and aligning investments with sustainable finance frameworks. By bridging the gap between public climate objectives and private capital, the LEVERAGE Accelerator enables scalable, bankable solutions that accelerate the implementation of sustainable infrastructure across Europe.

We encourage you to share this newsletter with colleagues who might be interested!

To keep up with the latest news and be part of our development, follow us on our [LinkedIn channel](#) and our [website](#).

Kind regards,

The LEVERAGE Accelerator Team

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## Meet the Team

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The LEVERAGE Accelerator is made up of 11 partners with fields of expertise ranging from crowd financing, regulatory analysis, energy efficiency and decarbonisation financing. It spans **10 countries** with a team that has not only supported over **300 public bodies**, but has over **140 years** combined **experience** mobilising private finance, having successfully mobilising over **100 million Euros** for deep renovation and decarbonisation investments. This combination makes the LEVERAGE Accelerator uniquely well positioned to bring together private finance partners and public bodies to accelerate the implementation of capital-intensive investments in decarbonization and energy efficiency.

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## Accelerator News

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### LEVERAGE Team Meeting in Madrid

Last November, the LEVERAGE team gathered in Madrid, hosted by our partners from [Creara Energy Experts](#), for an intensive working session to further develop and operationalise the LEVERAGE Accelerator. Over two days, the team refined the Accelerator’s structure, documentation and service tools, ensuring a unified understanding of how we support public bodies and private finance partners moving forwards.



The LEVERAGE Team in Madrid, Nov 2025

A central focus of the meeting was strengthening engagement strategies for municipalities and investment stakeholders, as well as aligning internal processes to deliver investment-ready, bankable decarbonisation and energy efficiency portfolios. The sessions marked an important step in positioning LEVERAGE as a market-facing Accelerator that effectively connects public-sector climate ambitions with private capital.

The next LEVERAGE Team Meeting will take place in Igoumenitsa, Greece in early May, hosted by our partners from [CRES](#).

### Strategic Advisory Forum

The first LEVERAGE Strategic Advisory Forum, hosted by our partner [LABEEF \(Latvian Building Energy Efficiency Facility\)](#) in November 2025, brought together leading investors and financial partners to address a central question:

***“How to turn municipal decarbonisation and energy efficiency projects into truly bankable investments?”***

The forum focused on testing and refining the LEVERAGE bankability framework, covering due diligence screening, concept review documentation, investor-facing assessment memoranda, and a standardised preparation process guiding interaction between municipalities and financiers.

Discussions highlighted that mobilising private capital requires early collaboration, transparent risk allocation, simplified contractual structures, and long-term municipal commitment. The insights gathered will further strengthen the LEVERAGE Accelerator’s approach, ensuring that public-sector projects are structured to meet investor expectations for risk, return, and governance and are ready to attract private finance at scale.

#### Key Takeaways

- Standardised contracts & procurement templates are essential
- Municipalities need to demonstrate long-term commitment
- Early and continuous engagement with investors builds confidence
- Blended finance can diversify funding and enhance impact

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## Designing the LEVERAGE Accelerator

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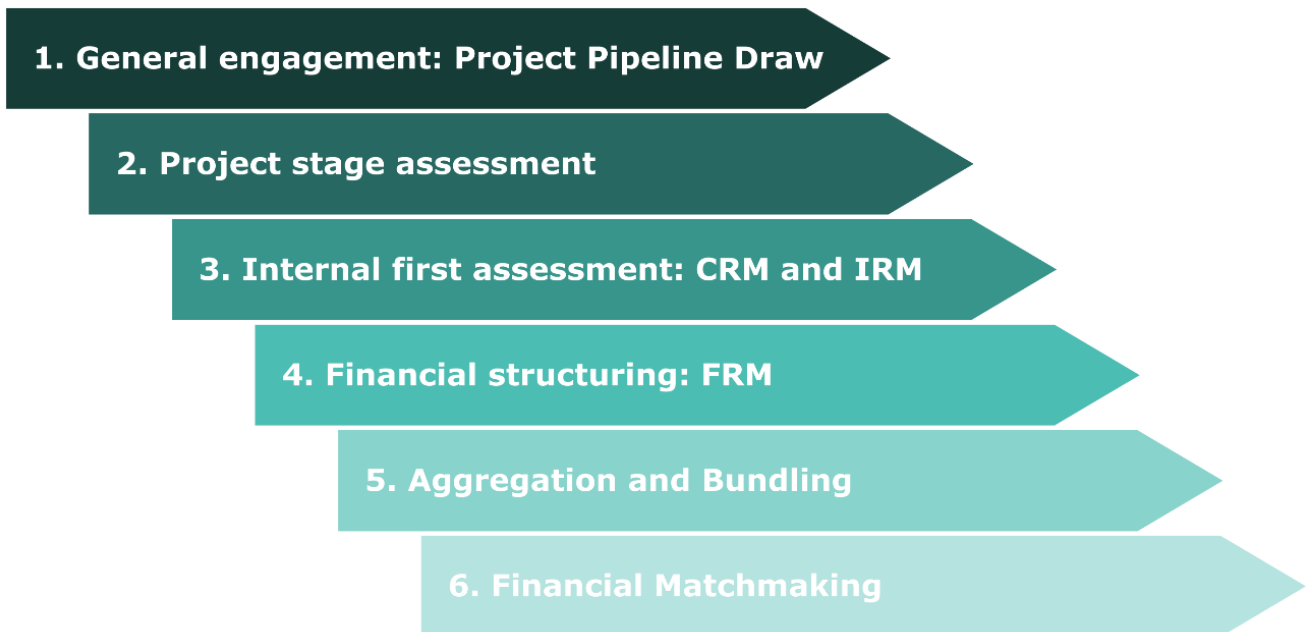
To ensure that municipal decarbonisation projects meet real market expectations, the LEVERAGE team has developed a clear operational roadmap for how the Accelerator brings public-sector investments to financial close.

The model starts with proactive pipeline building, positioning LEVERAGE as the go-to entry point for municipalities seeking private finance partners. Through structured engagement and early-stage screening, projects are assessed using a standardised review framework that quickly determines their maturity and financing potential.

From there, viable opportunities move through a disciplined investment preparation process. Technical, financial, legal and ESG aspects are analysed in depth and translated into clear, investor-oriented documentation, from initial concept memoranda to a fully structured Final Review Memorandum outlining risk allocation, deal structure and funding sources. This ensures that each opportunity is presented in a format aligned with private capital requirements.

Where relevant, smaller projects are strategically bundled to improve scale and risk-return dynamics. The process concludes with targeted financial matchmaking, aligning each investment case with the most suitable private finance partners and financial products.

The result is not just advisory support, but a market-driven pathway that transforms municipal climate ambitions into structured, finance-ready transactions.



*The 6 Stages of the LEVERAGE Accelerator*

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## A Role Model in Practice: ELECTRA in Greece

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Greece’s ELECTRA programme demonstrates how public-sector decarbonisation can move from ambition to implementation through structured, performance-based financing. By combining Recovery and Resilience Facility (RRF) grants with private capital mobilised via Energy Performance Contracting (EPC), ELECTRA reduces pressure on public budgets while guaranteeing measurable energy savings and emissions reductions.

With clear performance thresholds, minimum energy class “B”, at least 30% primary energy savings, and 30% CO<sub>2</sub> reduction, paired with tiered grant incentives of up to 85%, the programme creates strong financial and regulatory signals for deeper renovation. The additional bonus for EPC-based projects further reinforces a shift toward bankable, results-driven delivery models that align public and private interests.



*The Goals of ELECTRA Programme*

For the LEVERAGE Accelerator, ELECTRA is more than a national initiative. It is a practical example of the type of structured financing ecosystem needed to scale municipal decarbonisation across Europe. Its blend of grants, private co-financing, performance guarantees, and standardised processes reflects precisely the kind of framework LEVERAGE supports: preparing investment-ready portfolios, aligning risk allocation with investor expectations, and building confidence among financiers.

By strengthening project preparation, facilitating engagement with ESCOs and private capital providers, and ensuring robust documentation and due diligence, LEVERAGE contributes to replicating and scaling models like ELECTRA beyond national borders.

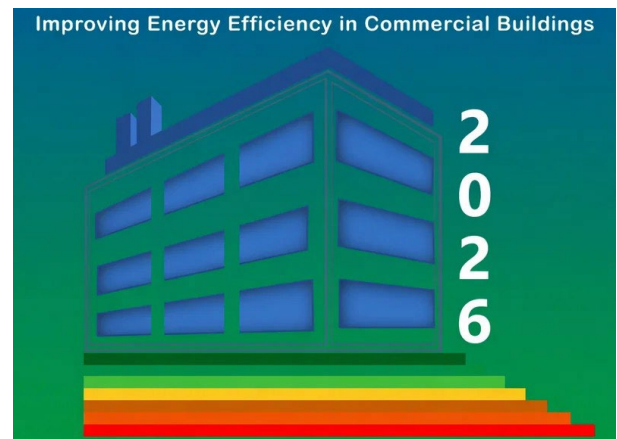
Read [the full blog article](#) to explore how EPC and structured financing can accelerate large-scale public building renovation.

## LEVERAGE at the European ESCO Conference 2026

On 11–12 March 2026, Frankfurt will host the 13th International Conference on Improving Energy Efficiency in Commercial Buildings and Smart Communities (IEECB&SC'26), held jointly with the [European ESCO Conference](#). The event brings together ESCOs, financiers, public authorities, researchers, technology providers and policy makers to discuss high-performance buildings, smart districts, digitalisation, renewables and, crucially, financing models for building decarbonisation.

For the LEVERAGE Accelerator, this conference represents an important platform. Day two's strong focus on EU policy, investment frameworks and Energy Performance Contracting (EPC) directly aligns with LEVERAGE's core mission.

The event gives the opportunity, to engage directly with ESCOs and financiers active in EPC markets and identifying emerging financing instruments and investor requirements.



As Europe accelerates building decarbonisation, platforms like the European ESCO Conference are essential for aligning technical innovation with financial structuring.

We encourage our readers to explore the conference programme and consider joining the discussion in Frankfurt. If you plan to attend, [get in touch](#) to meet members of the LEVERAGE team on site. We look forward to exchanging views on how to scale private finance for public-sector decarbonisation.



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Project  
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