

Innovative Business Models for Energy Efficiency Financing

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The Global Market for Energy Efficiency Financing Holds Enormous Potential

However, financing can be difficult to secure or just too expensive because modest project size, high transaction costs, and lack of a recoverable asset.

What is needed? New business models that overcome these chronic roadblocks.

Today we will hear from two private sector innovators, each pursuing a different strategy to open up the market.

- **Bruce Schlein** will describe how Citi is warehousing and aggregating unsecured consumer energy efficiency loans, to sell into the secondary market.
- **Jonathan Maxwell** will describe energy efficiency investment funds he is managing in the UK, Ireland and Singapore, in which modest amounts of public investment are leveraging greater amounts of private investment.