Inclusive Financing in practice: How Onesto bridges Social Equity and Energy Renovation

Co-funded by
the European Union

Joris (Onesto)

COO Onesto since 2023
- **Projects**
- **People**
- **Communication**

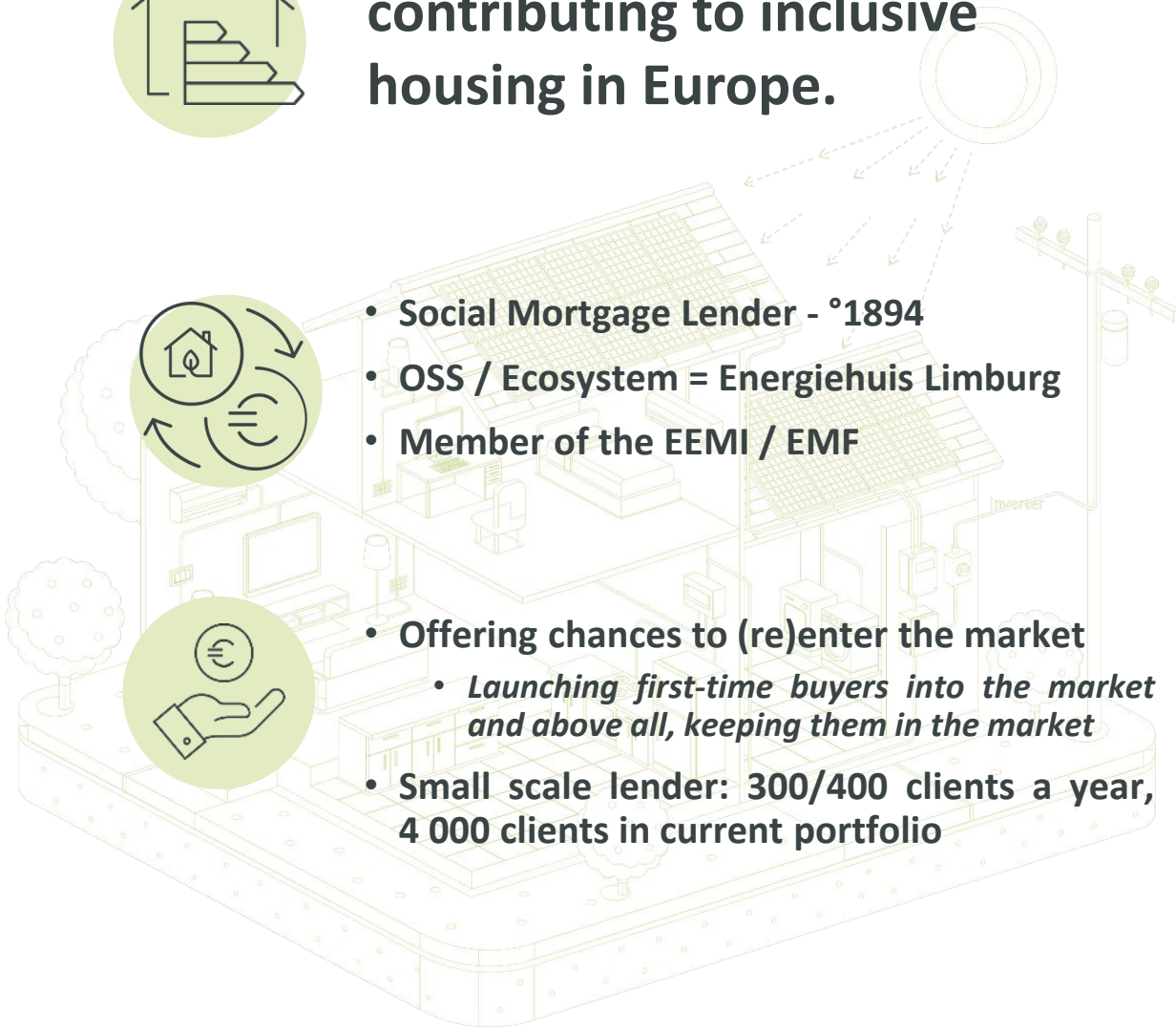
Professional Puzzle Solver
- **Connecting Renovation with Financial Advice**
- **Connecting OSS with Financing**

Passionate about
- **Sports**
- **Family**
- **Affordable housing**

"Comfortable housing as key in combating structural poverty"

onesto

Onesto: Supporting first-time buyers in Belgium and contributing to inclusive housing in Europe.



- Social Mortgage Lender - °1894
- OSS / Ecosystem = Energiehuis Limburg
- Member of the EEMI / EMF

- Offering chances to (re)enter the market
  - *Launching first-time buyers into the market and above all, keeping them in the market*
- Small scale lender: 300/400 clients a year, 4 000 clients in current portfolio

"With Onesto we show how inclusive financing can work – by supporting households with limited budgets in both the purchase and the renovation process."

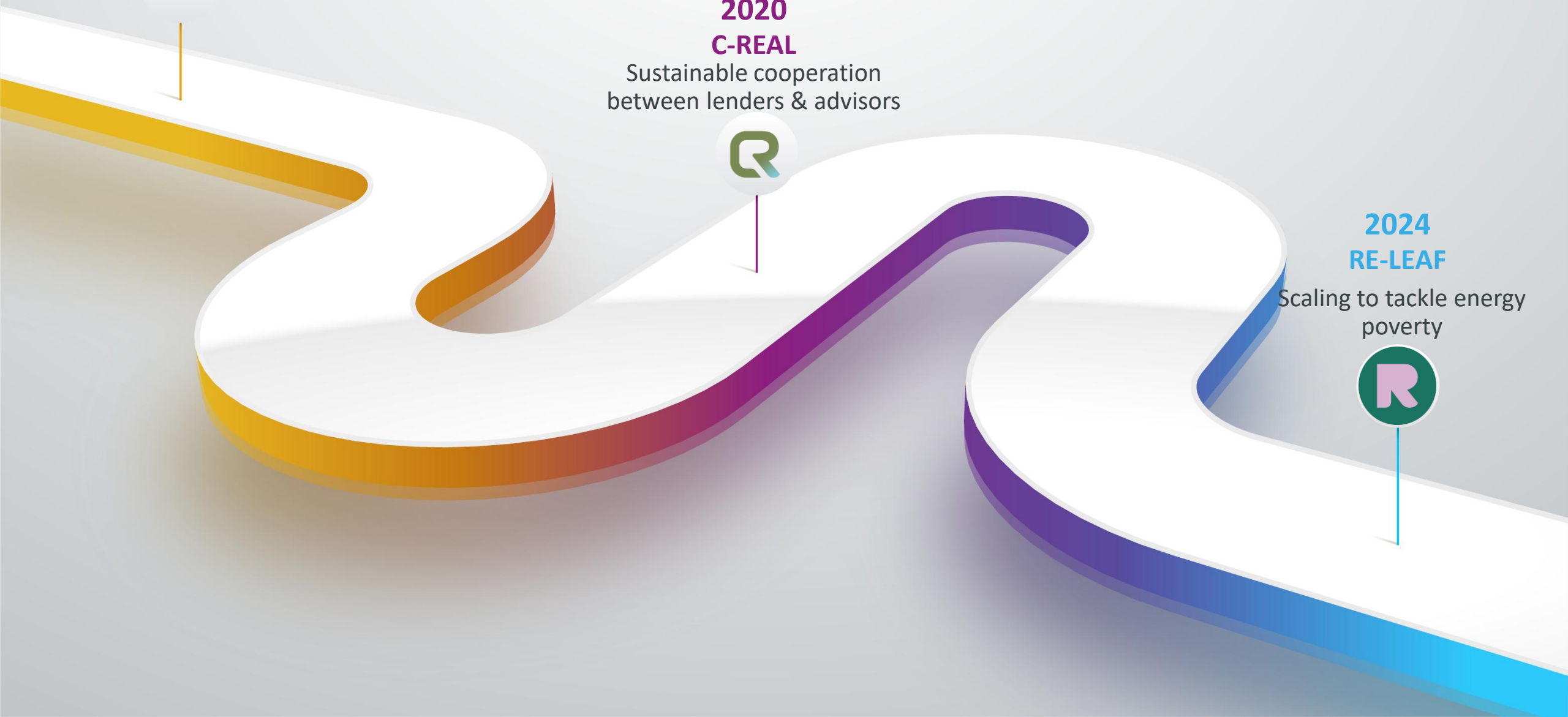
LEG-UP

ONESTO'S ROADMAP SINCE 2008

2008
Energiehuis Limburg
First One-Stop Shop (OSS) in Flanders

2020
C-REAL
Sustainable cooperation between lenders & advisors

2024
RE-LEAF
Scaling to tackle energy poverty



onesto

Onesto: From Social Lender to Inclusive Renovation

- Onesto's Fundament
  - Social Mortgage Lender
- Onesto's Transformation
  - OSS / Ecosystem
- Onesto's Holistic Approach
  - Integrated (personal) financial advice and (technical) renovation advice

Key Enablers so far…

Social

Trust is crucial

Combination of independent financial and renovation advice lowers thresholds

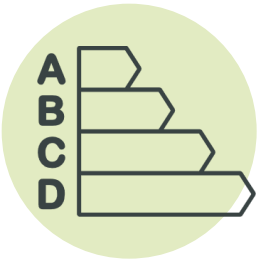
Administrative and Financial support are equally important

Economic/financial

Social Safeguards in action

Free advice

No renovation without social guidance



Environmental

Inclusive housing finance

Can only work when social and green goals align

LEG-UP

Onesto's Roadmap to the Just Transition

Scaling Inclusive Retrofit Finance Across Europe

LEG-UP

LEG-UP

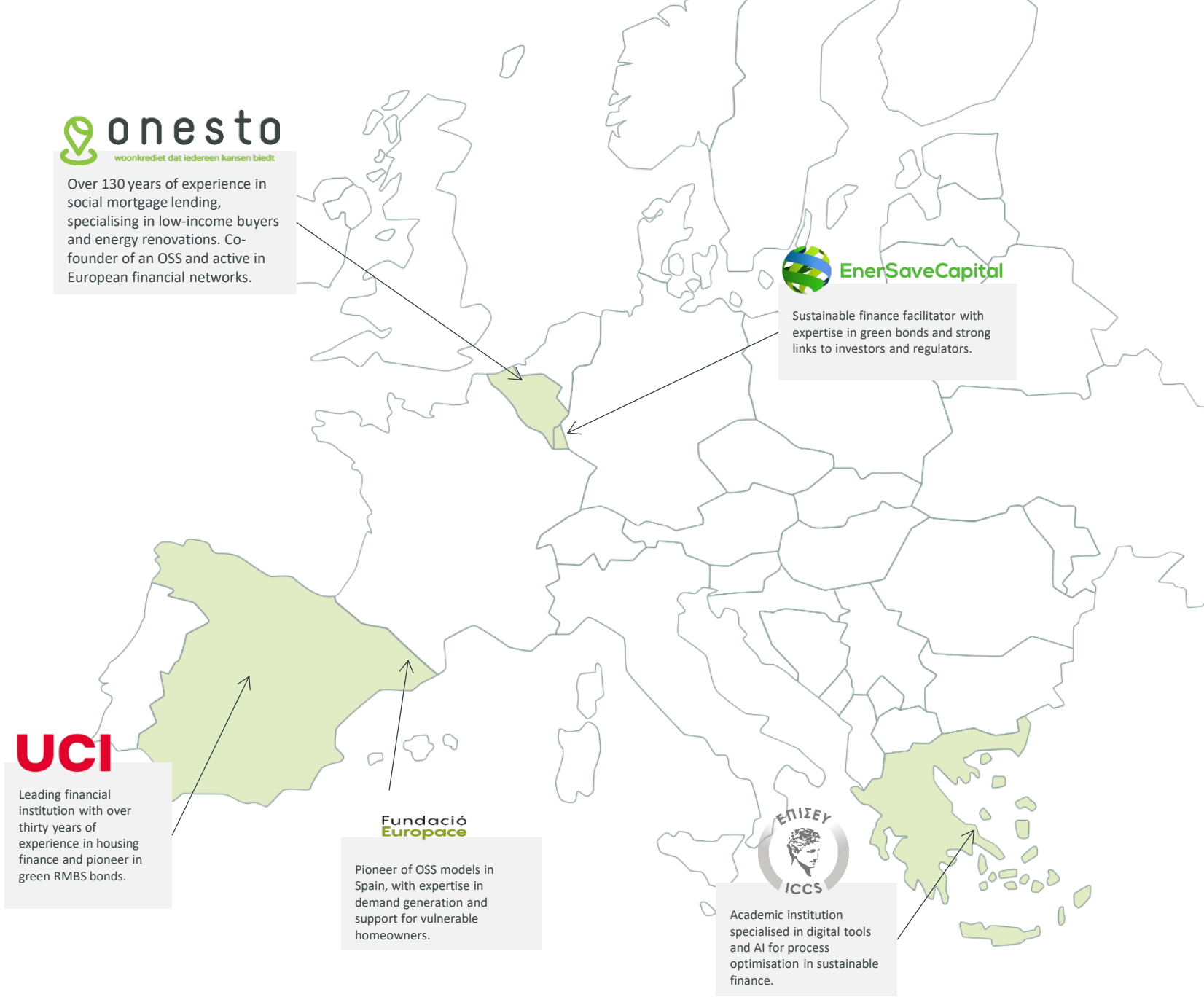
LINKING ENERGY-EFFICIENT GREEN UPGRADES WITH PRIVATE INVESTMENTS

Co-funded by the European Union

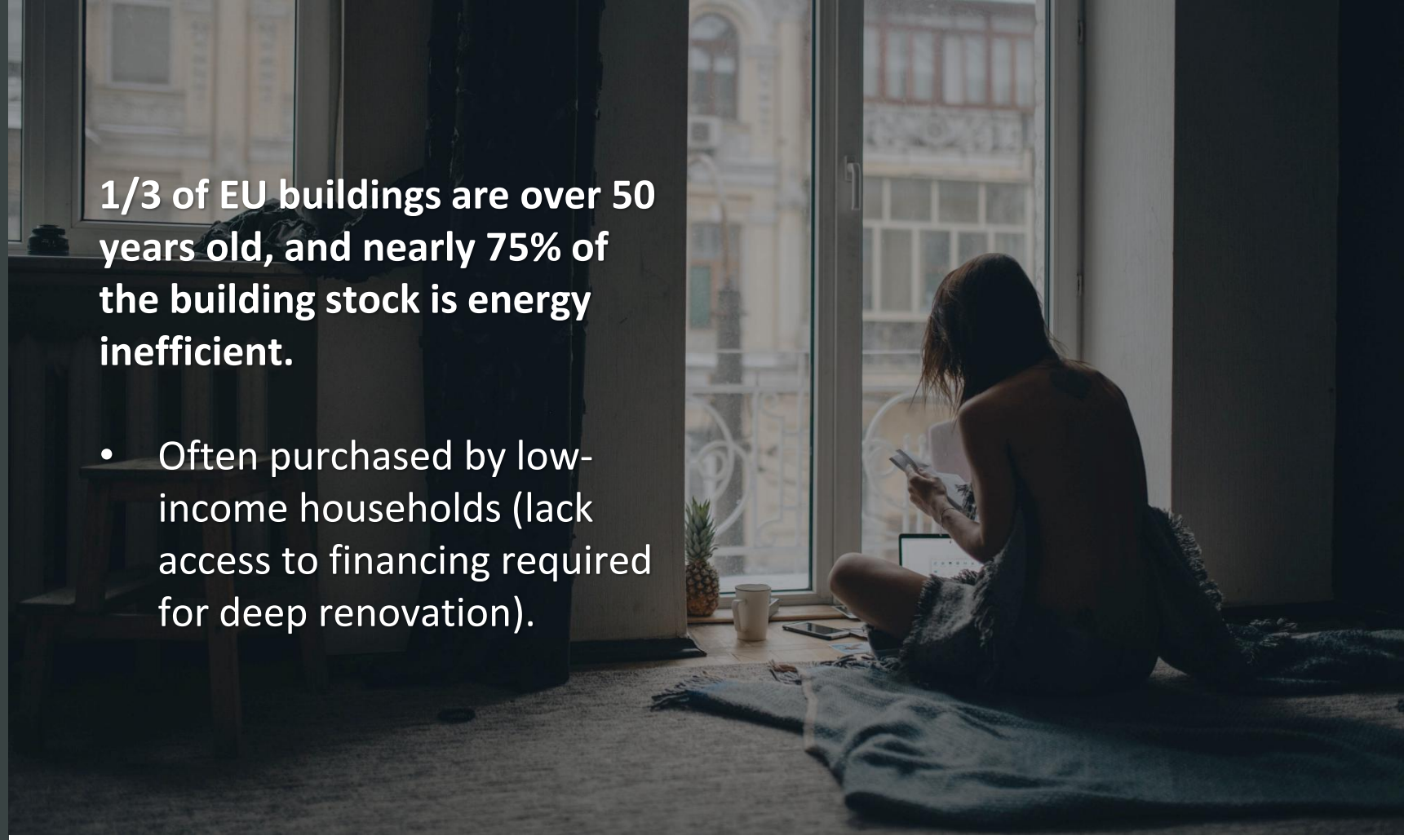
Project ID no. 101215313. Funded by the European Union. Views and opinions expressed are however those of the author(s) only and do not necessarily reflect those of the European Union or CINEA. Neither the European Union nor the granting authority can be held responsible for them.

The LEG-UP consortium

brings together organisations with complementary expertise in finance, technological innovation and social support.



Critical Need



1/3 of EU buildings are over 50 years old, and nearly 75% of the building stock is energy inefficient.

- Often purchased by low-income households (lack access to financing required for deep renovation).

The project tackles the pressing need for affordable and energy-efficient housing for low-income buyers in Europe.

LEG-UP

Innovative Financial Model and Investment Opportunity

Blended Financing

LEG-UP

Leveraging societal value to secure public support (guarantee schemes) and attract private capital.

This ensures households acquire homes that meet modern energy efficiency standards.

THE OSS APPROACH

CONNECT AFFORDABLE FINANCE WITH LOCAL OSS ADVICE

LEG-UP

A lender inside a OSS = key towards success

Ideal OSS = IHRS, available for first-time buyers too!

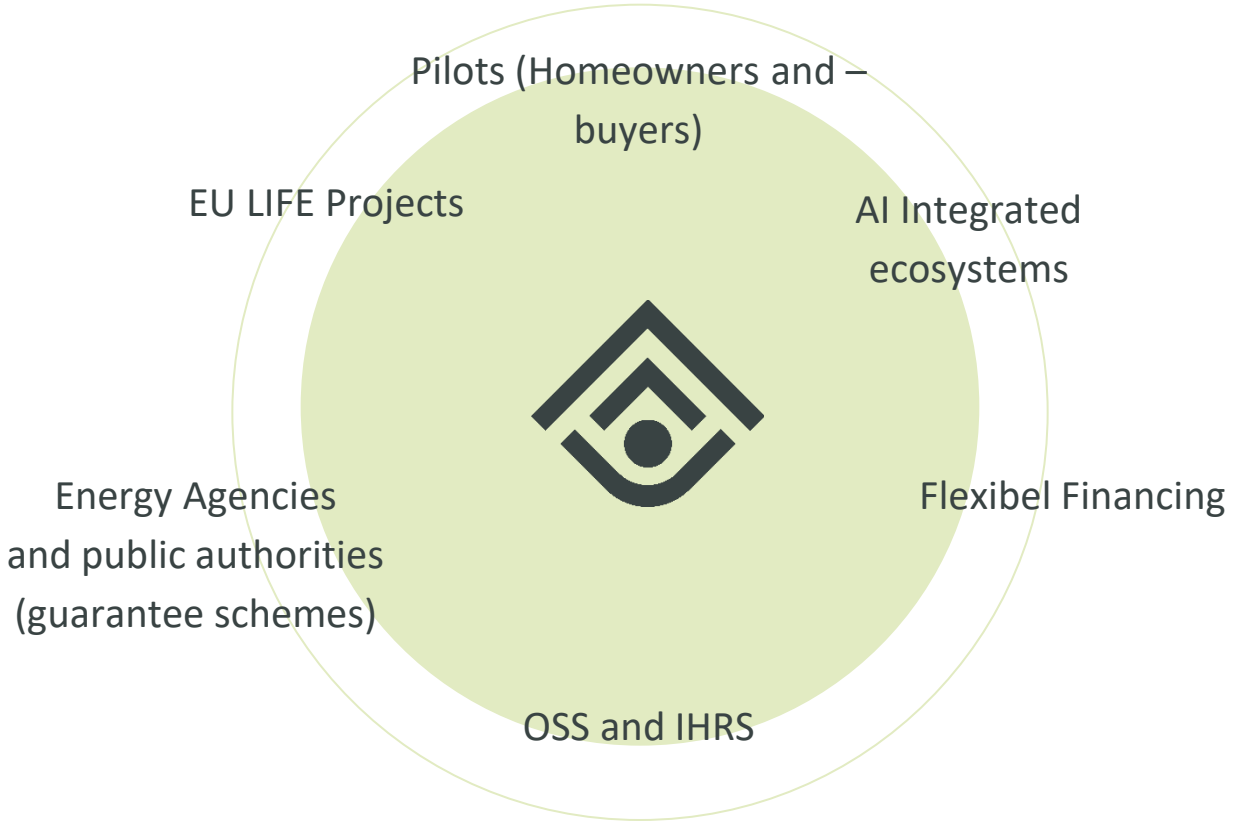
Planning the renovation during the purchasing process = preventing energy poverty and stranded assets

Through ecosystems we make sure the product is aligned with investors needs and ESG criteria from the very beginning

Without AI-integrated digital solutions we are unable to scale up

Key Enablers of Success

to make sustainable homeownership truly accessible



LEG-UP

Suggestions for NBRP's

From Fair Plans to Fair Practice

- Premiums and subsidies should be income-based
- Structural integration of finance and guidance – Ecosystems / OSS approach (Holistic approach)
- Governments should build trust by sharing risks and providing guarantees – to attract private capital for social goals
- Communicate Possibility, not paralysis – Shift the narrative from *"what must be done"* to *"what can be achieved"*
- Recognise energy poverty as a financial and structural problem

LEG-UP

Inclusive Financing?

"It isn't just about who can pay – it's about who gets the chance to participate."

Thank you very much!

LEG-UP

Co-funded by the European Union

For more information contact me at: