

## Mobilising energy saving potential through energy efficiency services

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## HOW IS THE POTENTIAL FOR ENERGY EFFICIENCY TO BE FULFILLED?

- Potential for third party finance
- Realise Energy Efficiency Potential
- Overcome Technical Barriers
- Key Opportunity for meeting EU obligations
- Win Win situation



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## INTENTIONS

Benefits of an ESCO:

- The ESCO undertakes
  - To lower the client's energy costs by implementing/installing/operating energy saving measures
- And
  - To assume the full risk for the commercial success of the cost cutting measures



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## PURPOSE

- Clear description of why the two parties are co-operating on this project.
- “The parties intend that the client is able to pay for the investment with savings accrued during the target period”



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- It guarantees that its investments will be fully repaid by its share in the savings and therefore the client does not need to make an investment or raise funds.
- If the savings are not achieved the ESCO will pay the client compensation equal to the amount which would have been saved.



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## FINANCING OPTIONS

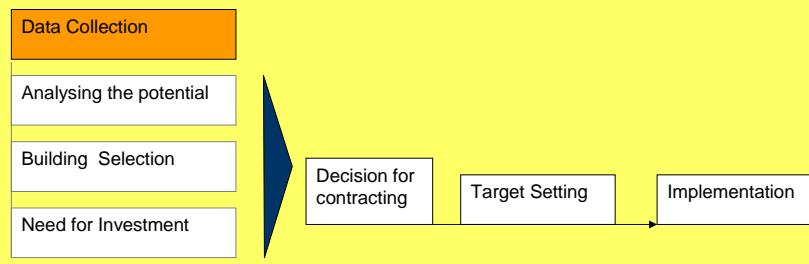
- Straight ESCO funding
- Client financing
- Joint financing
- Lease ownership



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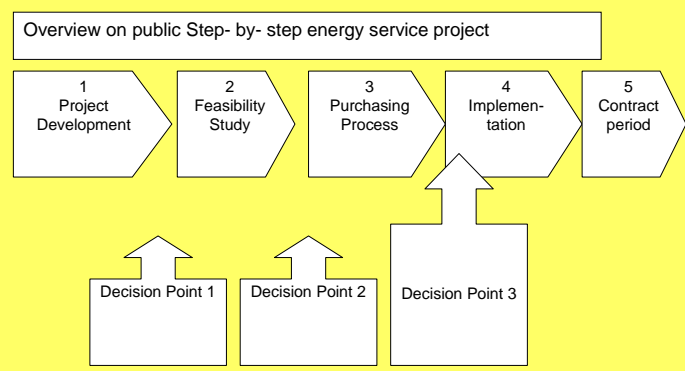
### STEPS TO A SUCCESSFUL IMPLEMENTATION



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### Implementing energy services projects



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## OTHER ISSUES TO CONSIDER

- Distribution networks
- Capacity building (suppliers)
- Capacity building (users)
- Financing instruments



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## TYPES OF ESCOs

- ENERGY PERFORMANCE CONTRACTS
  - TPF
  - DBFO
  - EXISTING
  - LEASING
- CONTRACT ENERGY MANAGEMENT
- ENERGY SUPPLY ONLY
- MAINTENANCE ONLY



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