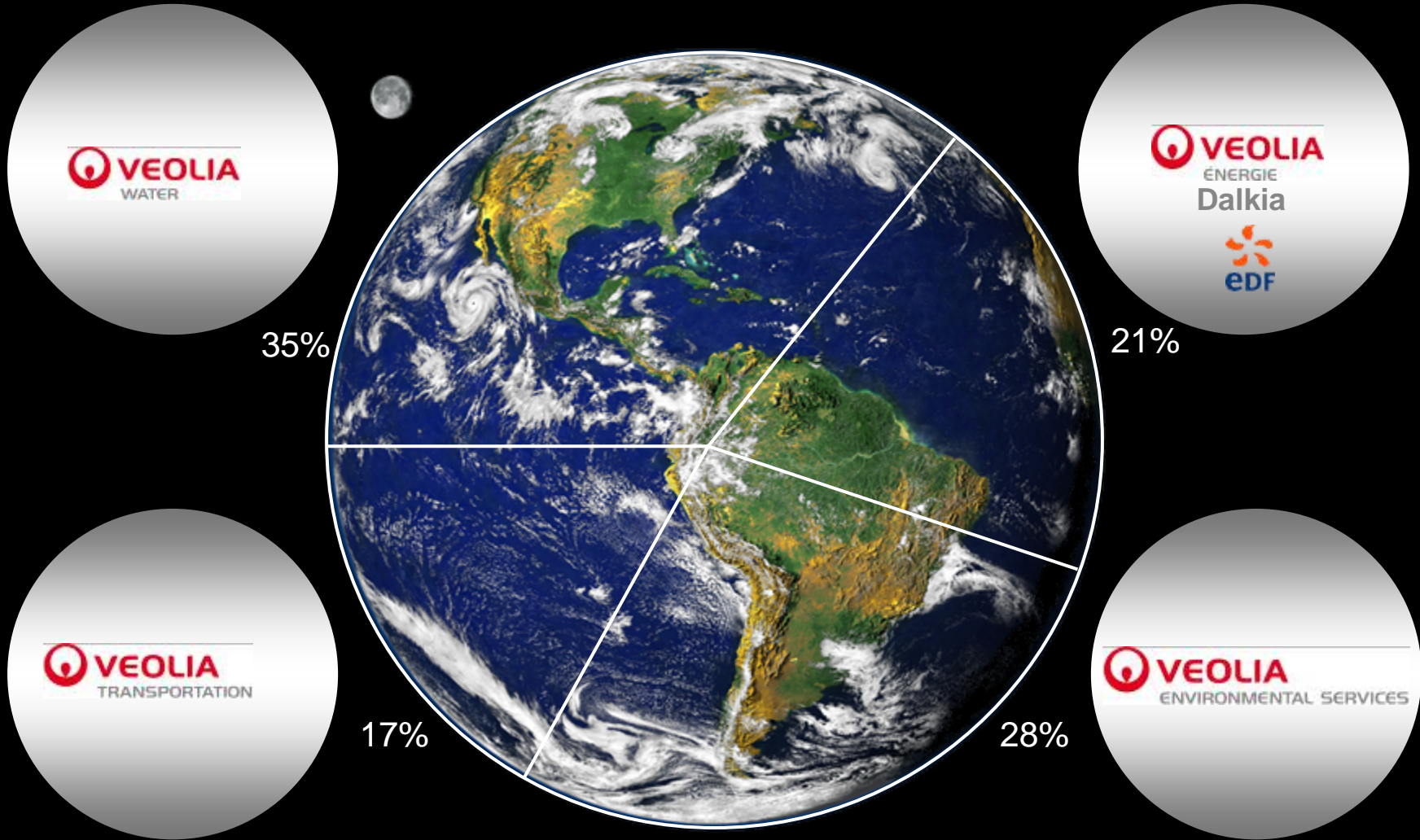




The role of the Private Sector in fighting climate change – The London Action Plan and beyond

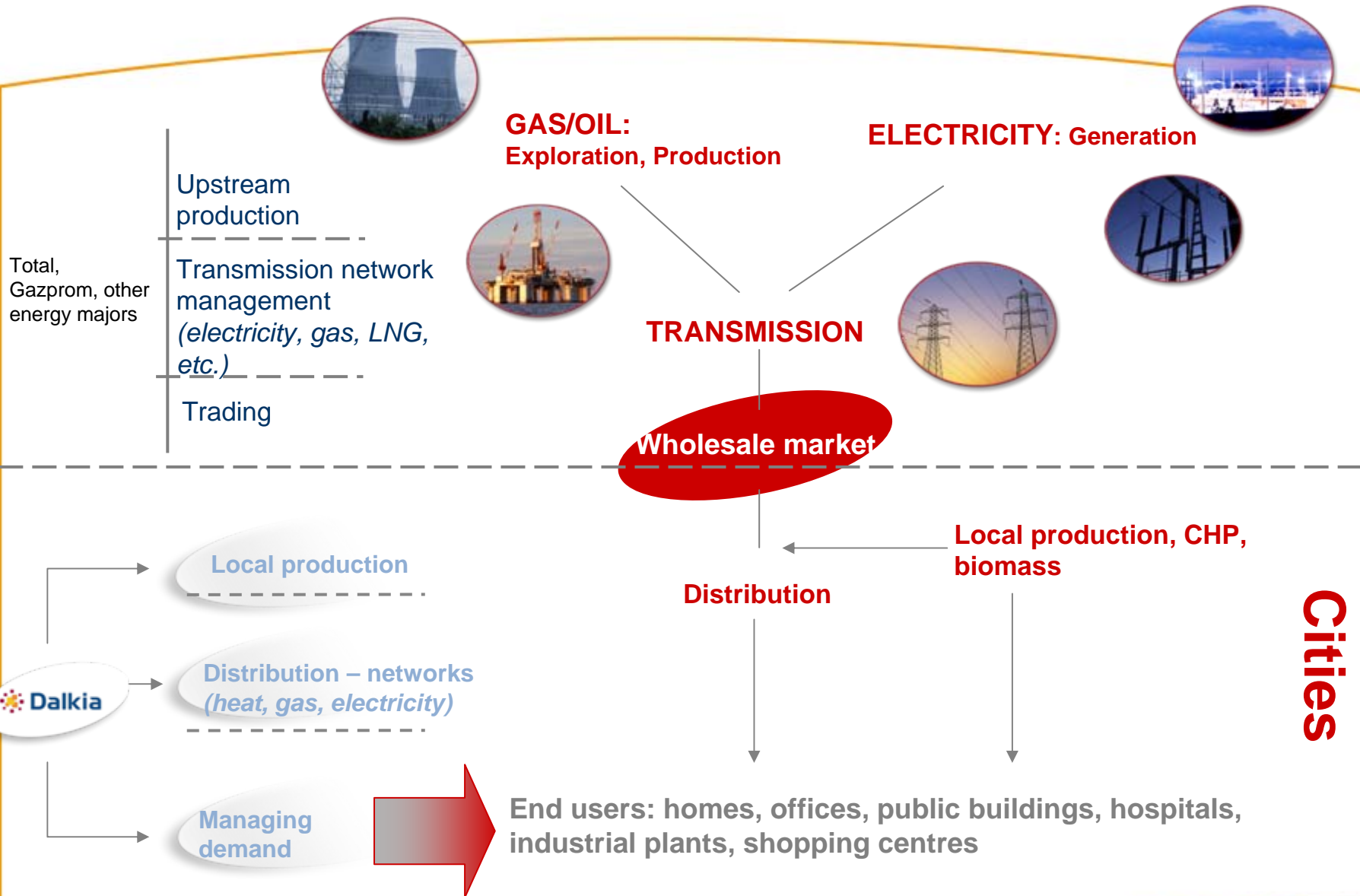
**Luis Pais Correia
Chief Executive Officer
Dalkia International Northern Europe Zone**

A Private sector environmental business



36,2 billion Euros
336,013 employees

Dalkia in the energy chain



The challenge in figures...

- By 2030, 60% of people will live in cities ¹
- 75% of greenhouse gas emissions come from Cities ²
- 50% of CO₂ comes from buildings (30/20 domestic/commercial) ³
- 80% of city buildings are old. Offices are replaced at 2% a year and homes at 1% a year. ⁴
- Cities are the future carbon battleground

REFERENCES

1. UN – State of the World's Cities Report 2005
2. C40 Cities document
3. The Carbon Trust
4. BBC Science Report

What is an ESCo?

- Energy Services Company
- EU Directive on Energy End-Use Efficiency and ES (April 2006) definition:

“ An Energy Service Company is “a natural or legal person that delivers ES and/or energy efficiency improvement measures in a user’s facility or premises, and accepts some degree of financial risk in doing so. The payment for the services delivered is based (either wholly or in part) on the achievement of energy efficient improvements and on the meeting of the other agreed performance criteria.”

Different ESCo models with private sector involvement



London, building retrofit

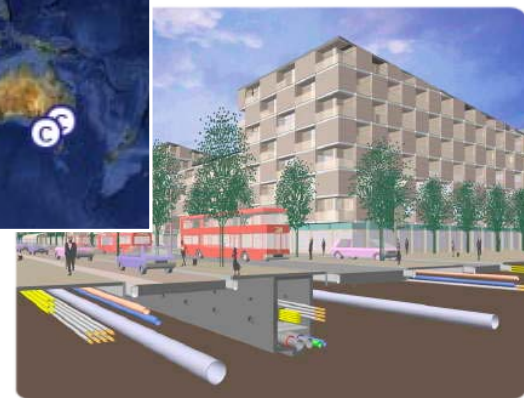


Budapest, new build



C40 cities

Hungary, transfer to private ownership



London, Multi-utility hybrid

- **Clinton Climate Initiative and the C40 City Climate Leadership Group conceived a plan to deliver action**
 - Reduce cost of technology
 - Accelerate development of new technologies and solutions
 - Mobilise world experts in energy management
 - Share information and best practice
- **The first C40 project was instigated by the London Mayor**
 - Retrofit commercial buildings with energy efficiency measures
 - Reduce energy/CO2 emissions by at least 25%,
 - Create a commercial model attractive to building owners
 - Employed a Performance contract
 - Cost neutral – savings pay back over a period of 10 years
 - A model which could be replicated across London's public sector and transfer earnings to private sector

Dalkia/MITIE* solution

Dalkia/MITIE

10 buildings



**METROPOLITAN
POLICE**

Working together for a safer London

10 buildings



LONDON FIRE BRIGADE
making London a safer city

■ 5 step approach solution

- Awareness
- Benchmarking
- Reduce consumption
- Renewable energy
- Carbon Legislation and Compliance

- Set sustainability goals
- Understand current energy use and emissions output
- Implement energy consumption reduction programme
- Invest in renewable energy solutions
- Set a vision, formulate a plan and deliver it

MITIE

* Dalkia FM in UK sold to MITIE on the 12th of August 2009

CO₂ Reality check – the real world

■ Simple quick wins:

- old buildings
- inadequate insulation
- old plant and equipment
- poor practices
- windows open while heating fully ON
- lights ON during the day in areas where daylight is enough
- warming cupboards left on 24 hours
- heating time clocks over-ridden
- over-ride switches in hand

■ It's not all rocket science!



People make the difference

CO₂ Reality check – the rhetoric

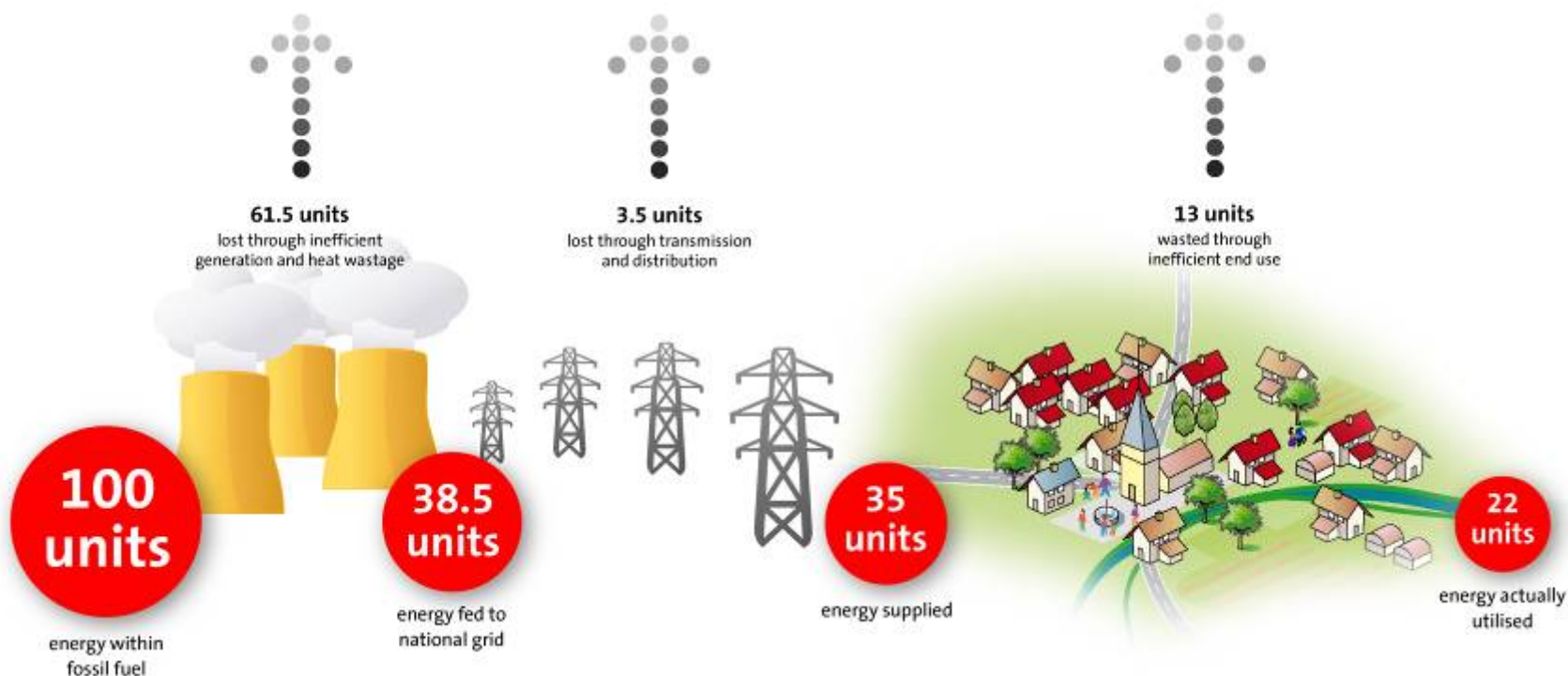
- According to the survey, most (54%) of the UK's bosses have not yet considered whether their organisation should modify its processes to prepare for climate change
- One in three (30%) decision makers say their organisation does not do anything on climate change
- One in five (21%) frankly admits that climate change is not even on the agenda
- 78% of workers fail to transfer basic energy saving behaviours learnt at home into their places of work ¹



Reference: Business in the Community
May Day Carbon in the UK Report 2009

1. ICM Poll 2008

Decentralised energy vs. Grid distribution



- Over 60% of energy in coal-fired power stations is wasted¹
- 30% of UK CO₂ emissions come from coal-fired power stations¹
- Cogeneration (CHP) is up to 90% efficient in terms of energy consumed

1. Source: Greenpeace

Vision of the future – Elephant & Castle

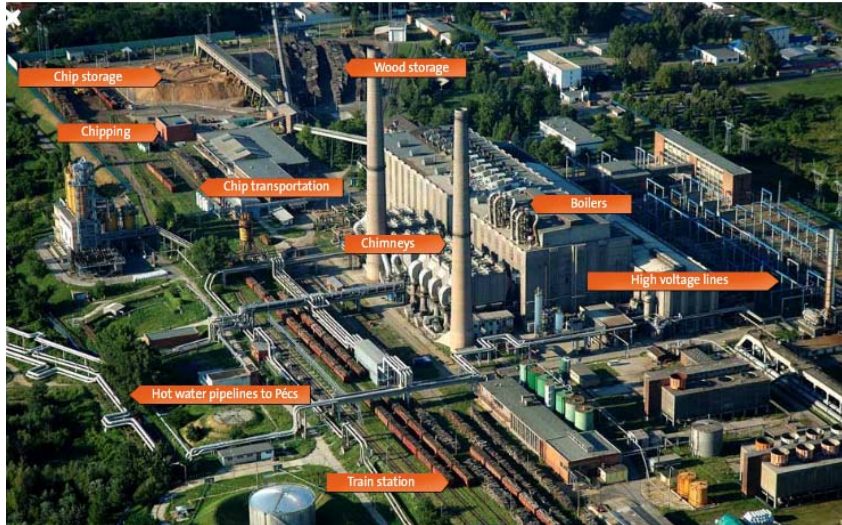
- Sustainable solution for Southwark Council, London
- Dalkia is preferred bidder leading a MUSCO (Multi-Utility Services Company): consortium
 - Heating
 - Cooling
 - Electricity
 - Water
 - Fibre-optics



- Dalkia's heat, power and cooling services will be based on gas-fired combined heat and power with integrated absorption cooling.
- The consortium will play an essential role in achieving the green objectives for the development: zero growth in carbon emissions

Other examples

Pannonpower biomass District Heating solution, Pecs, Hungary



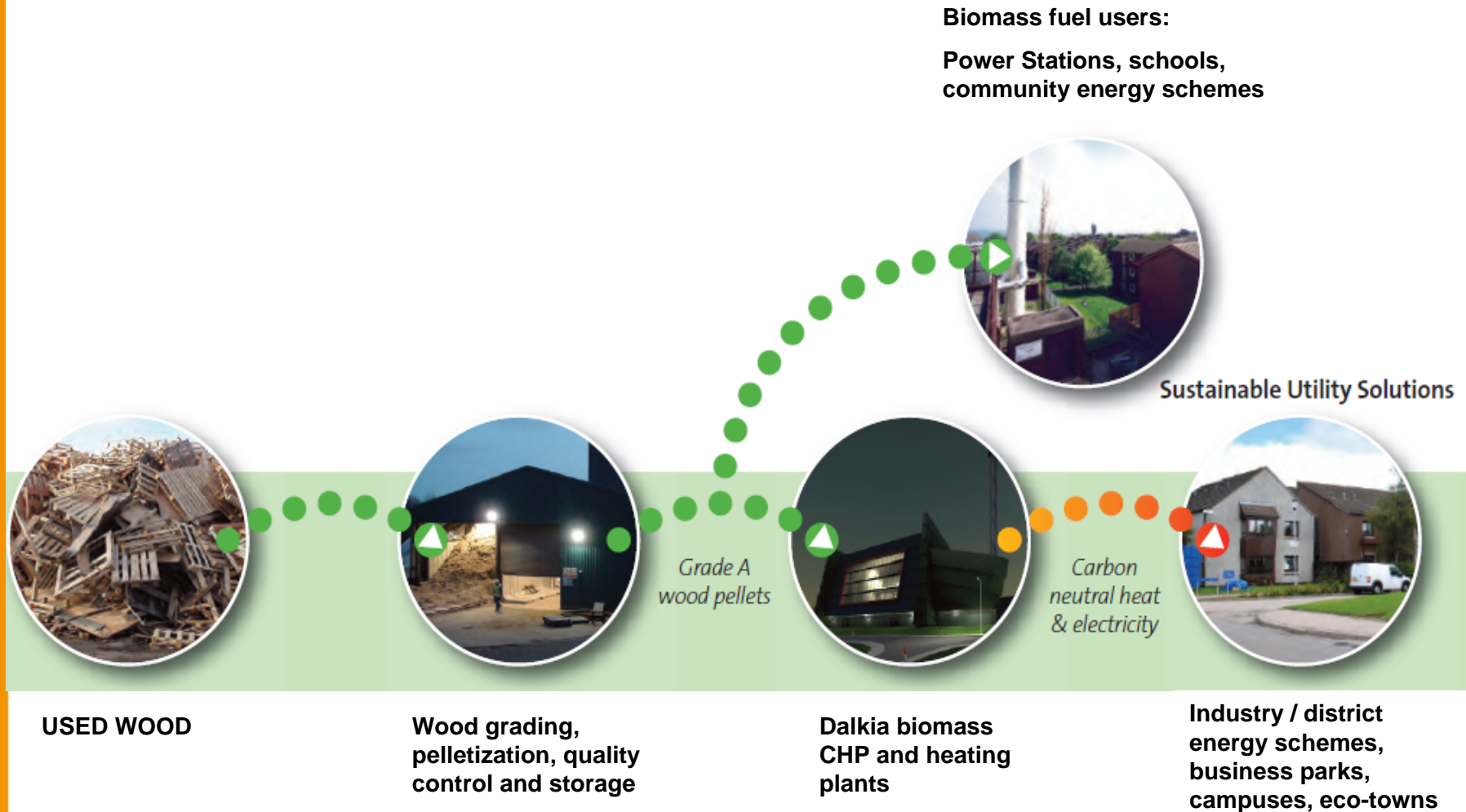
<http://biomass-pannonpower.dalkia.com/>

CHP District Heating scheme, Budapest

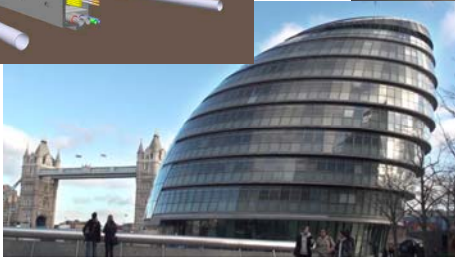


www.dalkia.com

Vision for the future – Bio Energy



The role of the Private Sector in fighting climate change...



The ideas, the ingenuity
the expertise and the
technology are there...

...we just need to do it



Thank you

