

What's the Role of ESCOs in energy efficiency?

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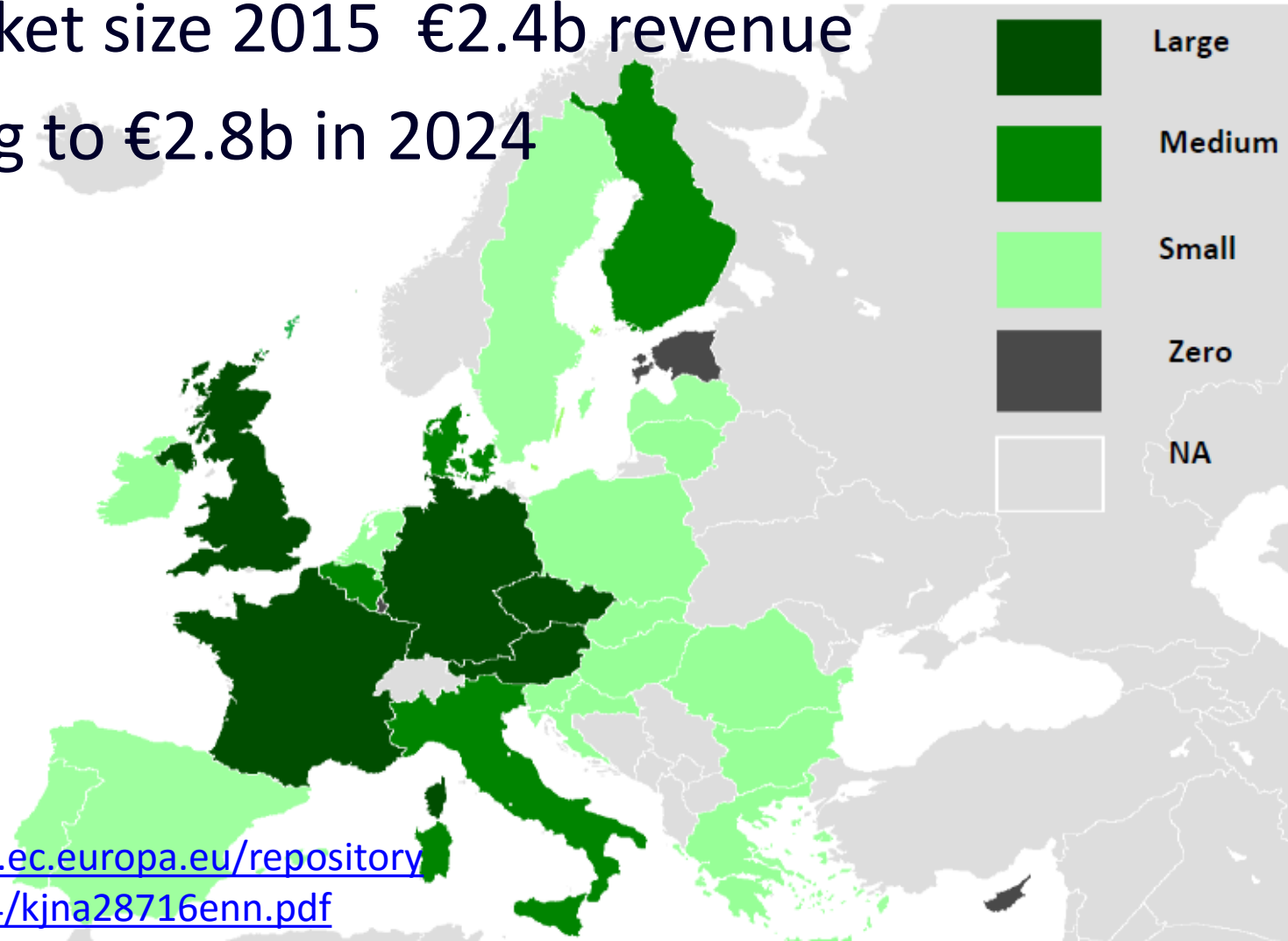


Key messages

- ESCO business models are very variable
- Facilitator models are market enablers
- Scale up investments with financing
- Make energy efficiency investments strategic

ESCOs in Europe

- EU market size 2015 €2.4b revenue
- Growing to €2.8b in 2024



New business models

- [IEA Task 25 – Business Models for a more effective market uptake of DSM energy services](#)
- http://www.ieadsm.org/wp/files/IEA-Task25_D2_Switzerland-country-report1.pdf
- [IEA Task 16 – Innovative Energy Services](#)

Facilitator models

- Trusted intermediary
- Independent
- Valuable network
- Technical, procurement , financing and communication expertise
- Commercial and service focussed
- Examples
 - Berlin Energy Saving Partnership
 - CEF UK, RE:FIT UK
 - Energy Agencies
- Source of funding – government/EU funds

[Cityinvest - Increasing capacities for innovating financing in energy efficiency](#)

Scale up Energy Efficiency with financing

- Overcoming barriers to investing in energy efficiency - UNECE & Copenhagen Energy Centre

- CENELEC - Financing tools for energy efficiency

[‘Final Report of the CEN-CENELEC Sector Forum Energy Management Working Group on Financing Tools for Energy Efficiency’](#)



Green Building Councils

- <http://buildupon.eu/innovation/financial-economic-innovation/>

Make it Strategic !

- Strategic approach to energy investments
 - Diagnostic essential
 - Operational analysis
 - Financial Analysis
 - Multiple benefits



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- <https://www.unige.ch/formcont/managementenergie/>
- Canton de Vaud - programme for large consumers
<https://www.vd.ch/themes/environnement/energie/actions-specifiques/programme-des-audits-energetiques/grands-consommateurs/>



[World Green Building Council](#)

[Building the Business Case: Health, Wellbeing and Productivity in Green Offices](#)

https://www.unece.org/fileadmin/DAM/energy/se/pp/geee/ws_ind.ee_jan_2017/2.6_HSLU_M.Santoro.pdf

