



Joan Vidal
27 March 2019

EPC MARKET IN SPAIN

Honeywell
THE POWER OF **CONNECTED**

EPC Market in Spain

- According to ANESE⁽¹⁾ ESCOs revenue is about €1,170M although those responding to the survey represent €400M revenue.
- Approximately two-thirds of the energy services contracts are for street lighting.
- The vast majority of the public sector is using the P1..5 *Chauffage* model led by energy supply and maintenance services.
- In the public sector, the number of tenders including some level of EE scope and their tender value have been as follows:

	2014	2015	2016
# of tenders	272	278	159
Average tender value	2,476,254 €	1,550,777 €	1,256,071 €

1) Spanish ESCO Association. 2016 survey including 59 ESCOs

Contract Models in the Public Sector: ICAEN Catalonia

- EPC model for public buildings in Catalonia
http://icaen.gencat.cat/web/.content/10_ICAEN/17_publicacions_informes/04_coleccio_QuadernPractic/quadern_practic/arxius/12_contractesRendimentEnergetics_pdf.pdf
- Originally developed in 2013 and updated in March 2018 to align to Eurostat's guidance
- Service contract up to 12 years
- Structured with two main deliverables: Efficiency and Maintenance annual installments
- Savings have a cap and floor in the tender to achieve goals but also avoid unrealistic proposals
- Annual M&V following IPMVP with Retrofit Isolation technique (Options A & B)

Contracte de rendiment energètic amb estalvis garantits Març 2017

Eficiència energètica als edificis i equipaments de la Generalitat de Catalunya i del sector públic.

- Contracte de serveis energètics amb durada de fins a 12 anys improrrogables
- La retribució de l'empresa contractada prové de l'estalvi energètic assolit.
- Amb informe preceptiu de l'Institut Català d'Energia (ICAEN).

Objectius

- Reduir el consum d'energia
- Augmentar l'eficiència energètica
- Disminuir la factura d'energia i d'aigua
- Incrementar l'ús de les energies renovables

Àmbits d'actuació

Mesura i verificació anual dels estalvis
Demostrar els estalvis a partir de protocols internacionals de mesura i verificació M&V

#energianeta Consell de Catalunya Institut Català d'Energia

ICAEN led EPCs to date

Facility	Tender Year	Duration (years)	Investment (€)	Annual Maintenance (€)
High Performance Sports Center	2013/2014	10	1,200,000	58,828 €/y
Catalan Institute of Oncology ⁽¹⁾	2014	4	700,000	650,000 €/y
12 High School Institutes ⁽²⁾	2014	4	-	40,000 €/y
Agri-food Lab	2015	5	40,000	45,000 €/y
National Museum of Contemporary Art ⁽¹⁾	2016	4	250,000	500,000 €/y

- 1) Maintenance contracts with some ECM scope on them
- 2) Energy management contracts with savings M&V

Upcoming tenders in 2019:

- Hospital Vall d'Hebron (largest hospital in Catalonia)
- Police school of Catalonia

Honeywell is building a smarter, safer,
and more sustainable world

THAT'S THE POWER OF **CONNECTED**
THAT'S THE POWER OF **HONEYWELL**

Connected Aircraft • Connected Automobile • Connected Home • Connected Building
Connected Plant • Connected Supply Chain • Connected Worker

Joan Vidal
European Energy Solutions Director

Honeywell

THE POWER OF **CONNECTED**