

# EP**CO**NNNECT

 ESC**CO**-in-a-box<sup>®</sup>

**Support for local businesses on energy costs and net zero**

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# We are EP Group



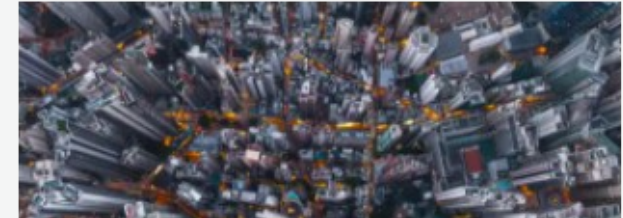
consultancy, research and development



project design, planning and development



asset management






ep group brings global experience to businesses, investors and governments to deliver net zero and regenerative infrastructure



# ESCO-in-a-box in a nutshell

## ESCO-in-a-box<sup>®</sup>

-  A new operating system for delivering de-risked, impactful energy-saving projects for businesses
-  ESCO Partners establish a local one-stop-shop and recruit local contractors to deliver projects
-  Fee-earning services allow the ESCO to reach break-even in 2-3 years



ESCO-in-a-box has been developed with the support of the **Department for Business, Energy and Industrial Strategy**, as part of the BASEE (Boosting Access for SMEs to Energy Efficiency) programme.



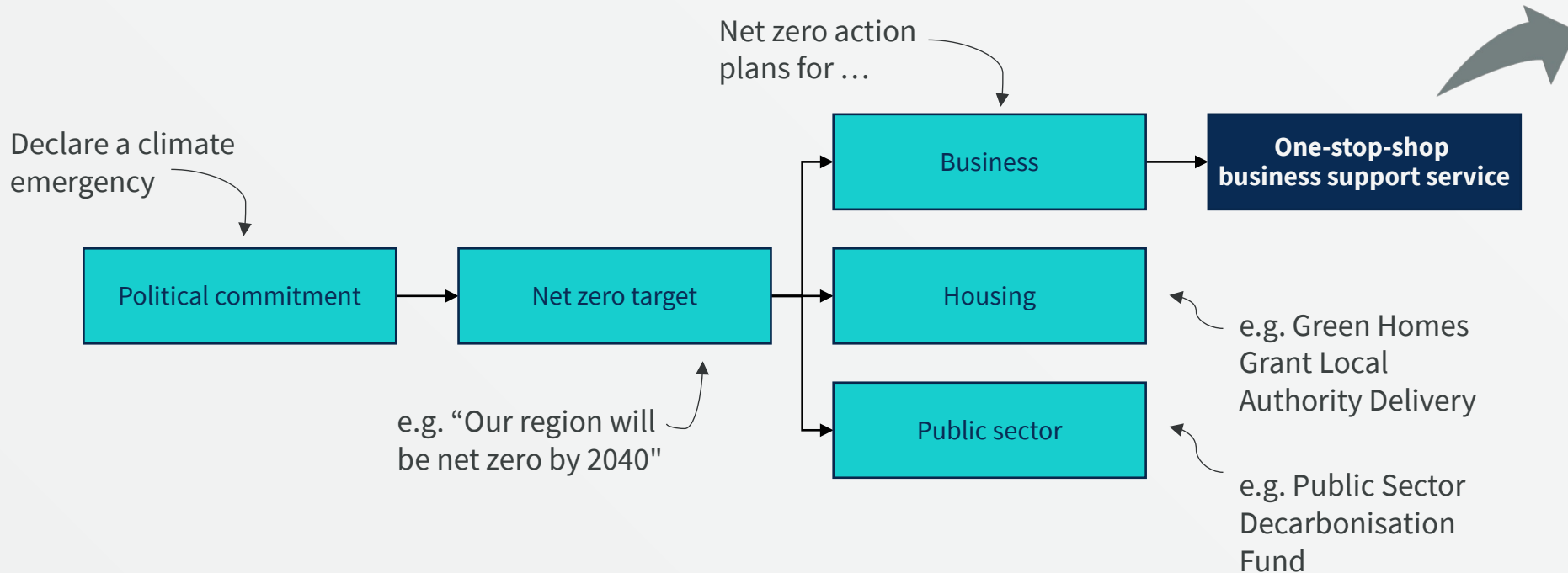
Department for  
Business, Energy  
& Industrial Strategy



# Our solution

Cities and regions need to reduce emissions while growing the economy, and cannot rely on grant funding

ESCO-in-a-box provides ‘one-stop-shop’ net zero support to businesses. It delivers projects that reduce emissions, increase profitability and increase resilience.



- Deliver efficiency and clean energy projects:
  - Emissions reductions
  - Cost savings => improve profitability
- Employ local contractors:
  - Create a local low-carbon pipeline
  - Sustain and create local jobs
- Engage businesses for the long term:
  - Help them play their part
  - Support them all the way to net zero

ESCO-in-a-box®



# How it works in theory



- Local market research and comms channels
- Simple messaging, related to local priorities
- Tailored value proposition

- Trusted, dedicated, patient
- Local client base and contractor framework, retain economic value
- Pay-from-savings proposition

- Standardised workflow and contracts
- Quality assurance system
- Access to finance from Partner Lenders

5

M&V, O&M

4

Project Implementation

3

Energy Services Agreement

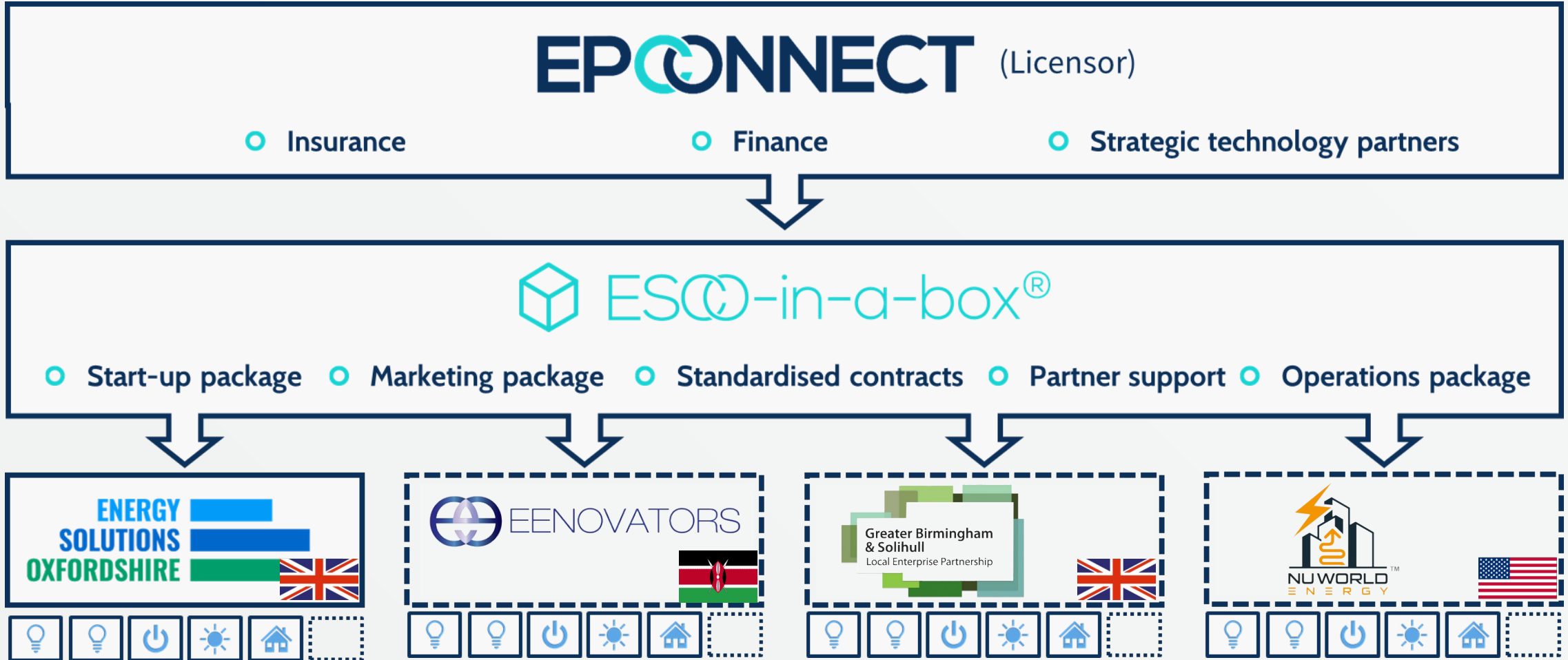
1

Feasibility Study (audit)

2

Implementation Report

# How it works in practice





# Case study: Energy Solutions Oxfordshire

## The first regional one-stop-shop based on ESCO-in-a-box

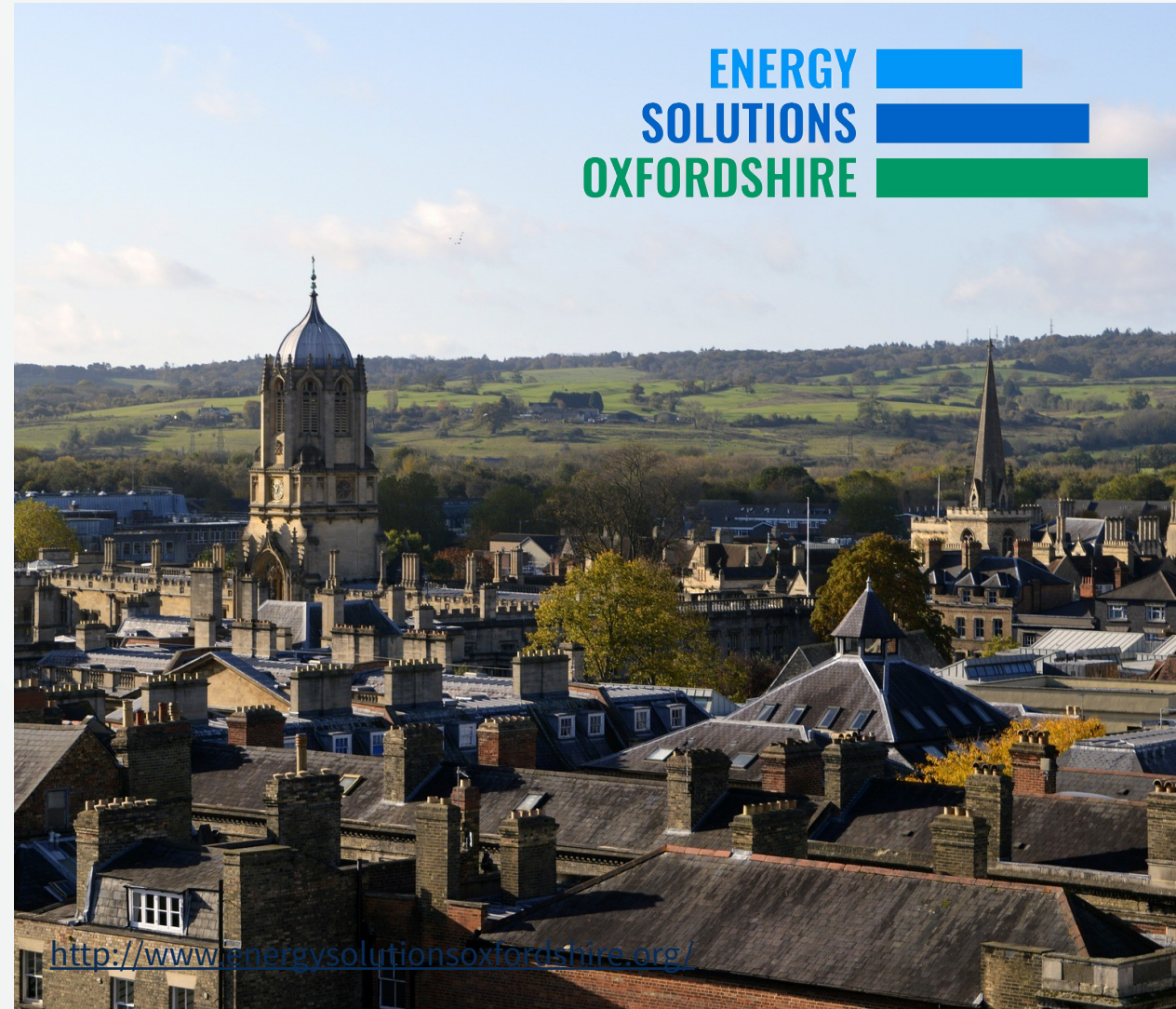
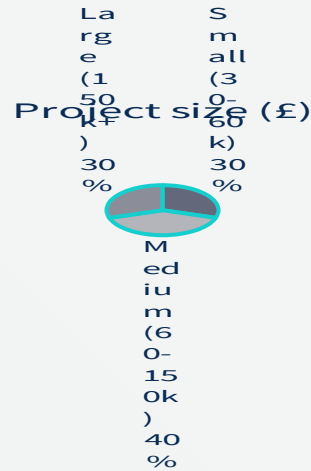


### Energy projects for Oxfordshire businesses

- 2,000 businesses reached in first year
- 98 opportunities in pipeline
- 34 active projects

### Key technologies:

- LED lighting (100% of projects)
- Air source heat pump (78%)
- Controls and building management systems (66%)
- Solar PV (56%)
- Wall insulation (44%)
- Loft insulation (33%)
- Double glazing (22%)



**ENERGY SOLUTIONS OXFORDSHIRE**



# Case Study: an AgriFood ESCO in Kenya

A new ESCO has been developed through a partnership between EPConnect, EnSo Impact and **Eenovators**, funded by GIZ. The ESCO takes a holistic approach to address the national strategic issues of food insecurity, energy costs and water scarcity.

The ESCO has been addressing issues of youth unemployment, and a lack of low-carbon skills and gender equality across the region via the **Young Energy Efficiency Professionals program**.

2022: launching a new finance solution for ESCO clients in the region, and expanding into neighbouring countries







# Case study: South East Asia



ENERGY  
TRANSITION  
PARTNERSHIP

## Scalable investment into energy efficiency, powered by ESCO-in-a-box

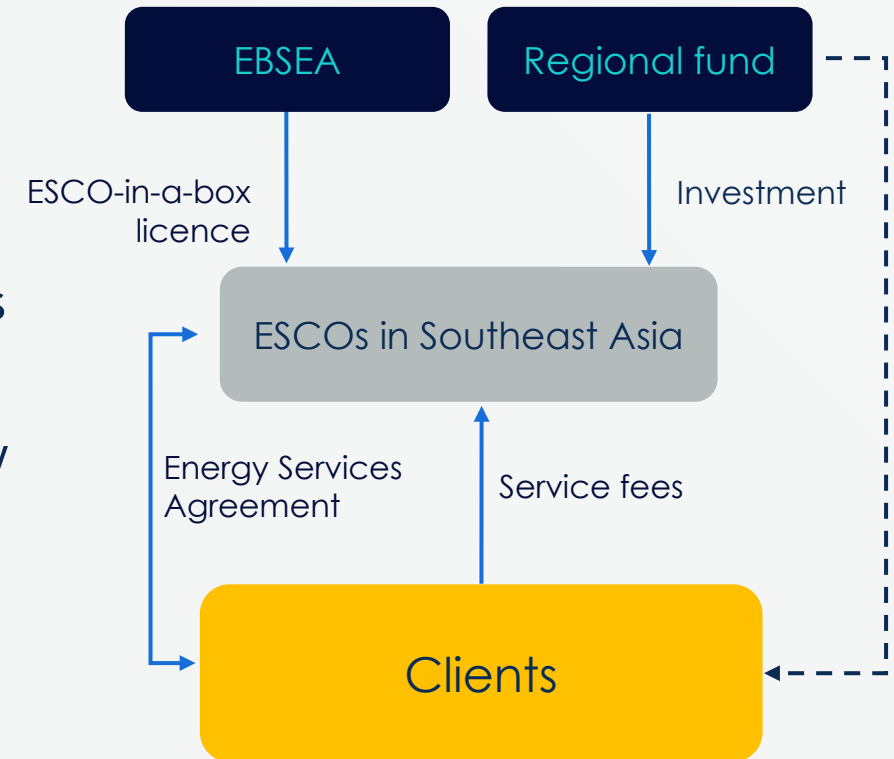


ClimeCapital

Many energy efficiency funds around the world have trouble deploying capital because of a shortage of well developed bankable projects.

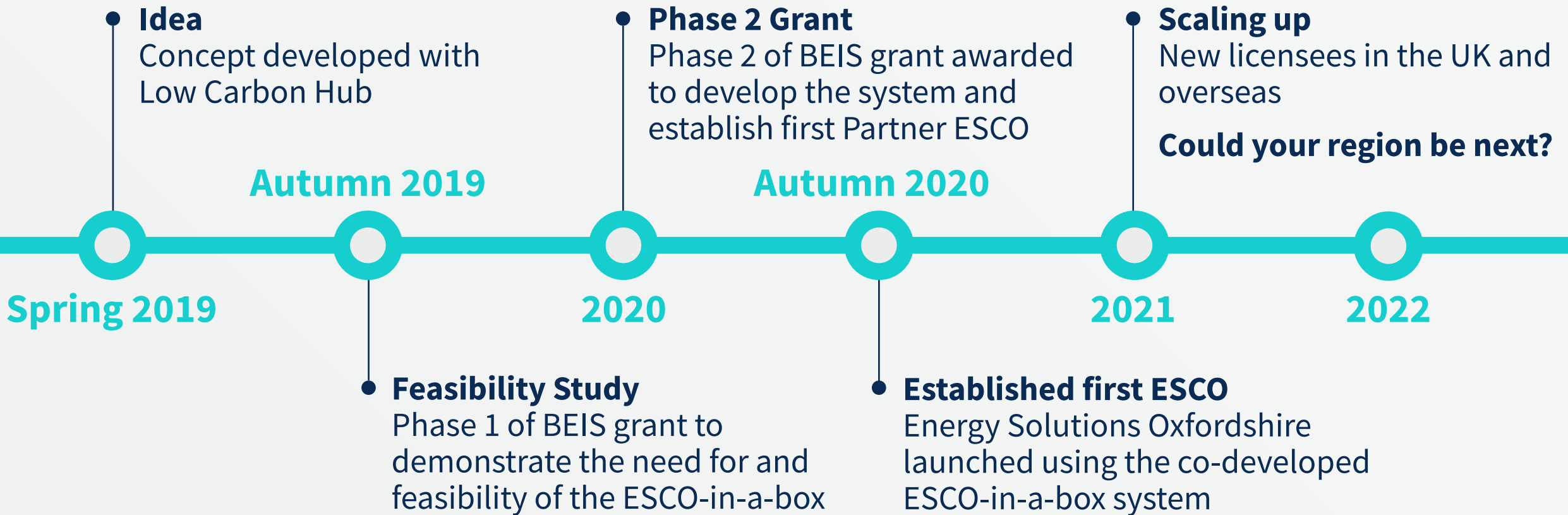
- ESCO-in-a-box can provide a flow of investable projects by developing a network of partner ESCOs using the system
- Combining ESCO-in-a-box and an energy efficiency project fund provides a comprehensive solution.

The solution overcomes financing barriers by providing standardisation and quality assurance.



# Where we are so far

We are looking for cities and regions ready to help local businesses save energy and reduce emissions.



# EP<sup>CO</sup>CONNECT

 ESCO-in-a-box<sup>®</sup>

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