

Global ESCO Network

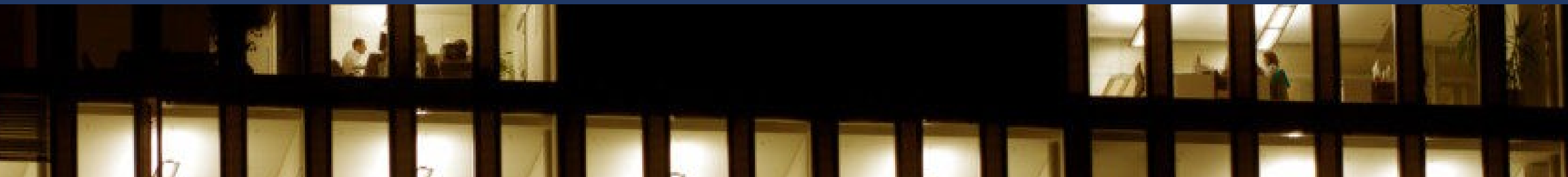
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Chairman

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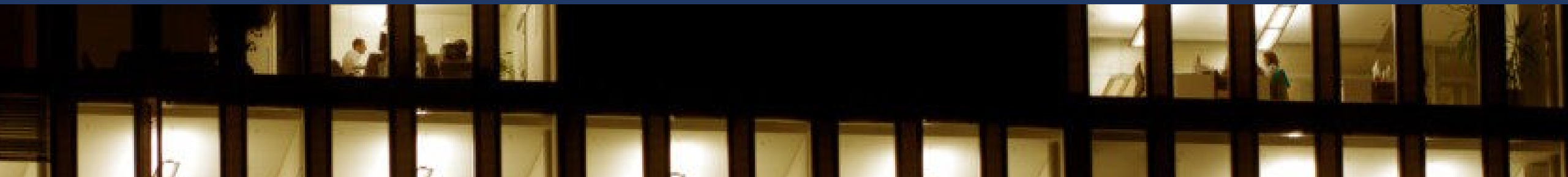




Don't counter the market – work with it



What is oftentimes smartly spoken of as ‘the first fuel’,
is commonly treated as the last

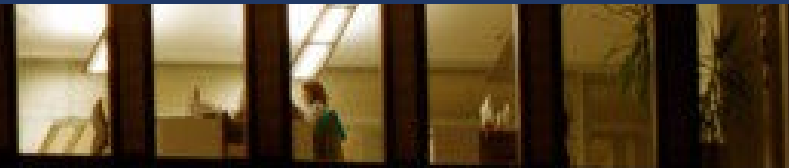


Regulatory Barriers for Energy Service Companies

Perspectives Based on Feedback from National
ESCO Associations



There are barriers in laws
and regulations that exist –
and barriers in those that
are missing.



Revised Energy Efficiency Directive Art. 27:

Member States shall *promote*:

- services contracts and closures,
- dedicated financial instruments,
- certified and qualified energy services providers (new), and
- monitoring and verification methodologies (new)

Member States shall *support* energy service market by:

- providing information,
- removing barriers, and
- promoting advisory services and market intermediaries like one-stop-shops (new)

And finally, member states shall *encourage* public bodies to

- use energy performance contracting for renovations of large buildings, and
- assess the feasibility of using an EnPC for renovations of non-residential buildings above 1000 m²



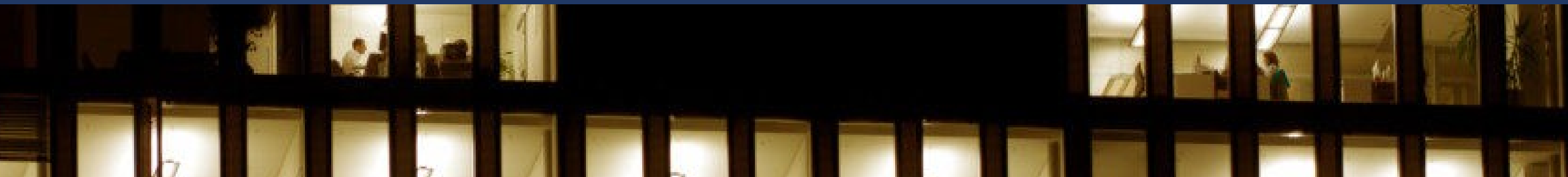
Central policy elements for an ESCO market to thrive

1. A definition of ESCOs
2. A government supported accreditation scheme
3. A standard contract
4. A national mandatory audit scheme
5. A financing facility to alleviate (payment) risks
6. A straightforward clarification of taxation
7. Conscious circumvention strategies for irremovable barriers
8. Individual metering requirements



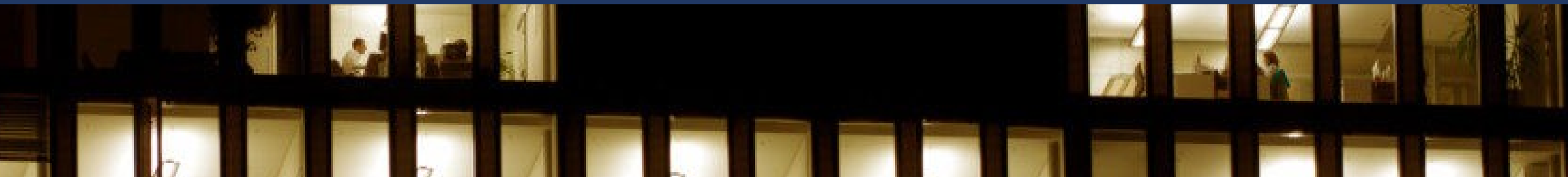


We are sugar coating the cherry and leave the pie untouched





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Thank you!

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