



**ECONOLER**

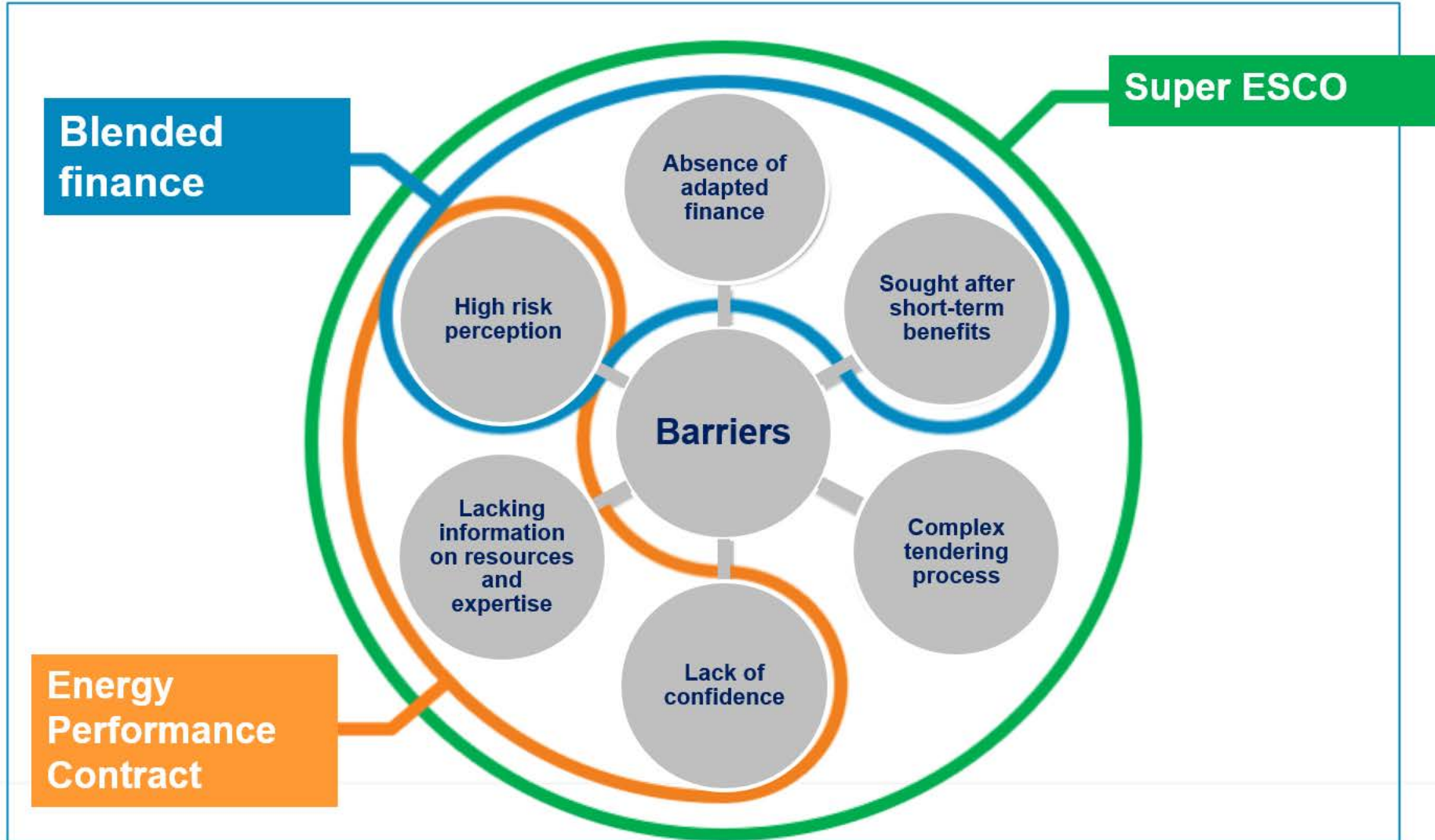
# **Super ESCO as a Tool for EPC Market Development**

**European ESCO Conference**

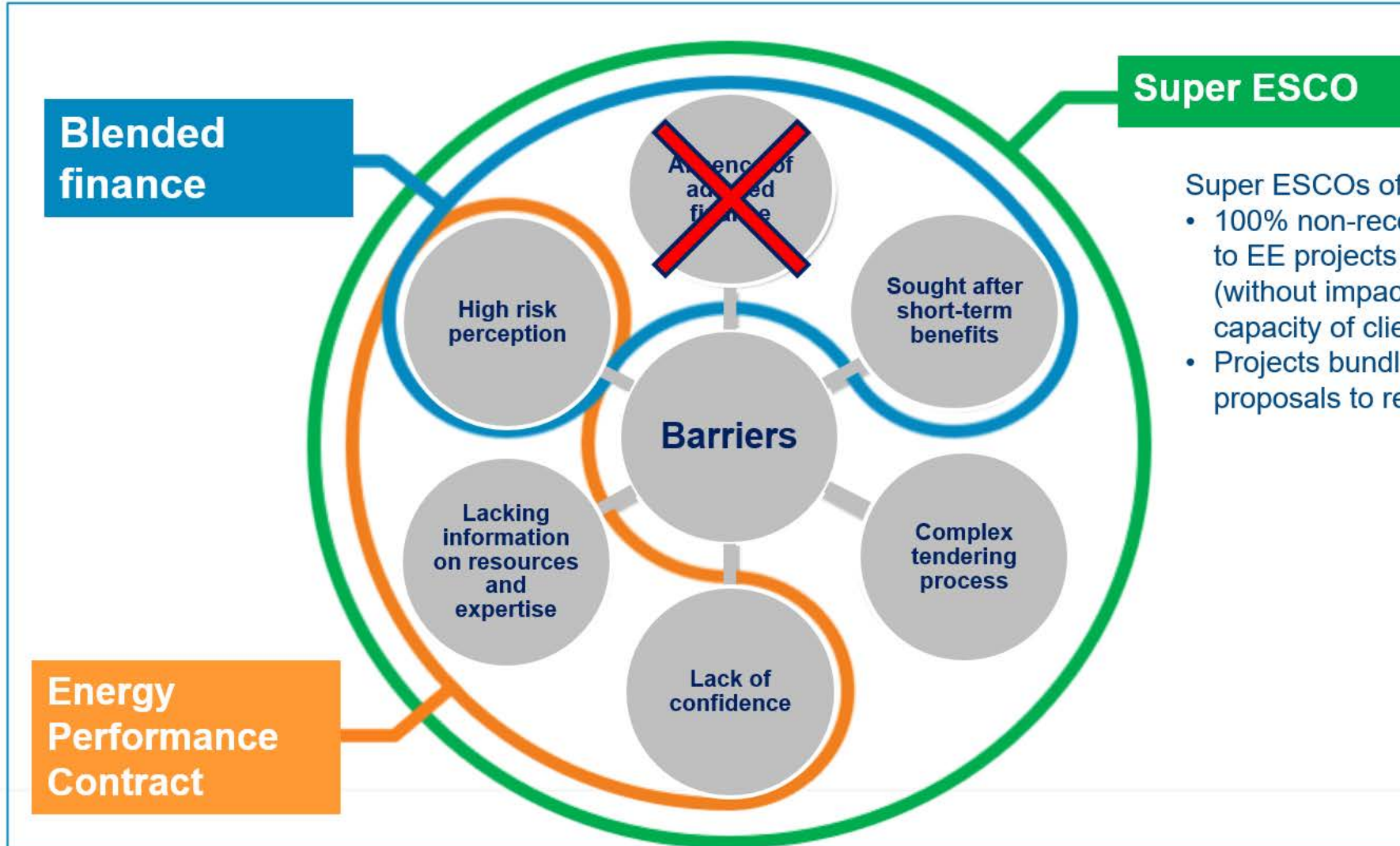
**Amandine Gal, Principal Advisor**

5 October 2022 - Frankfurt

# SINGLE WINDOW



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## Super ESCO

Super ESCOs offer:

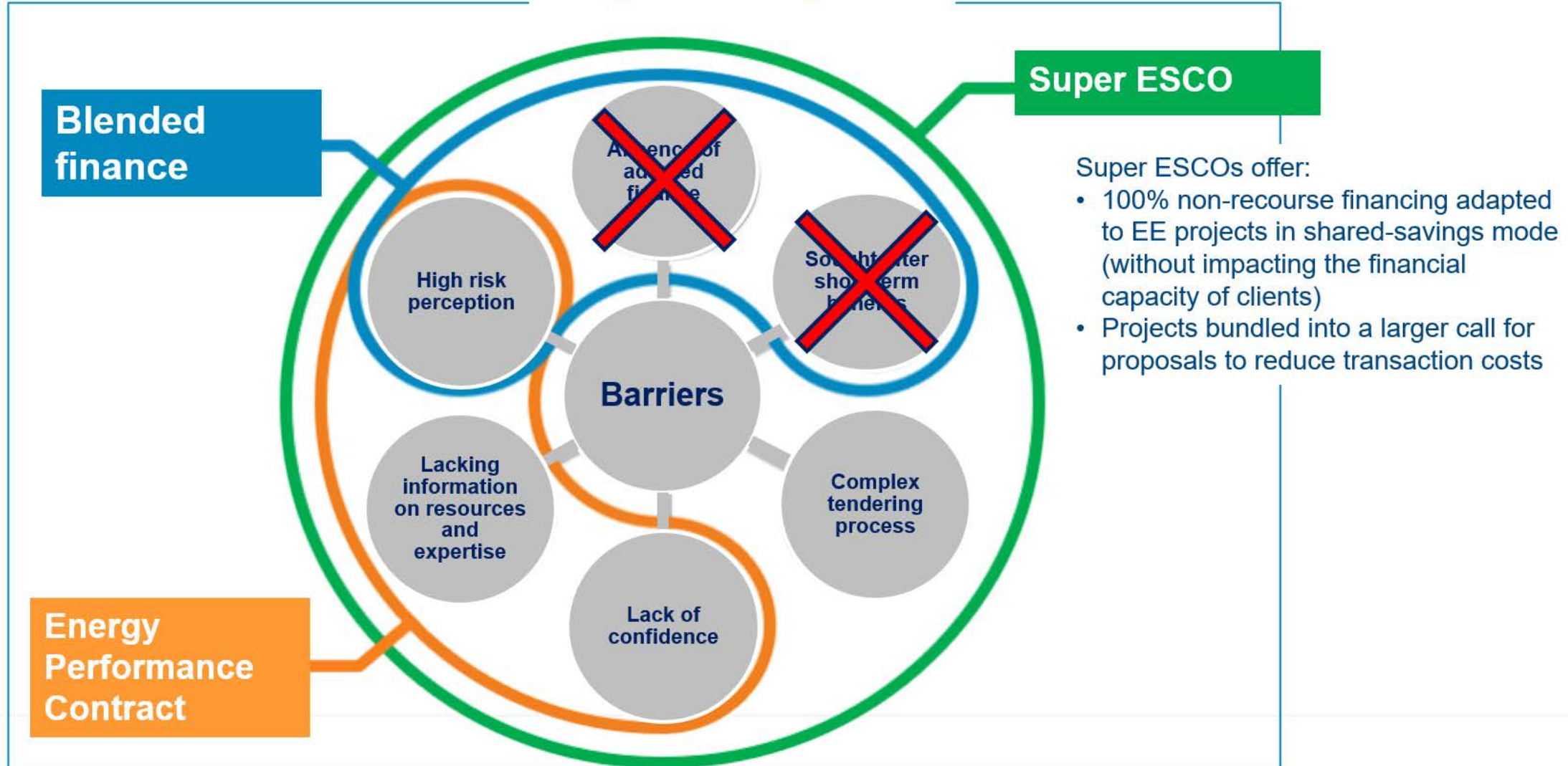
- 100% non-recourse financing adapted to EE projects in shared-savings mode (without impacting the financial capacity of clients)
- Projects bundled into a larger call for proposals to reduce transaction costs



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Super ESCOs offer:

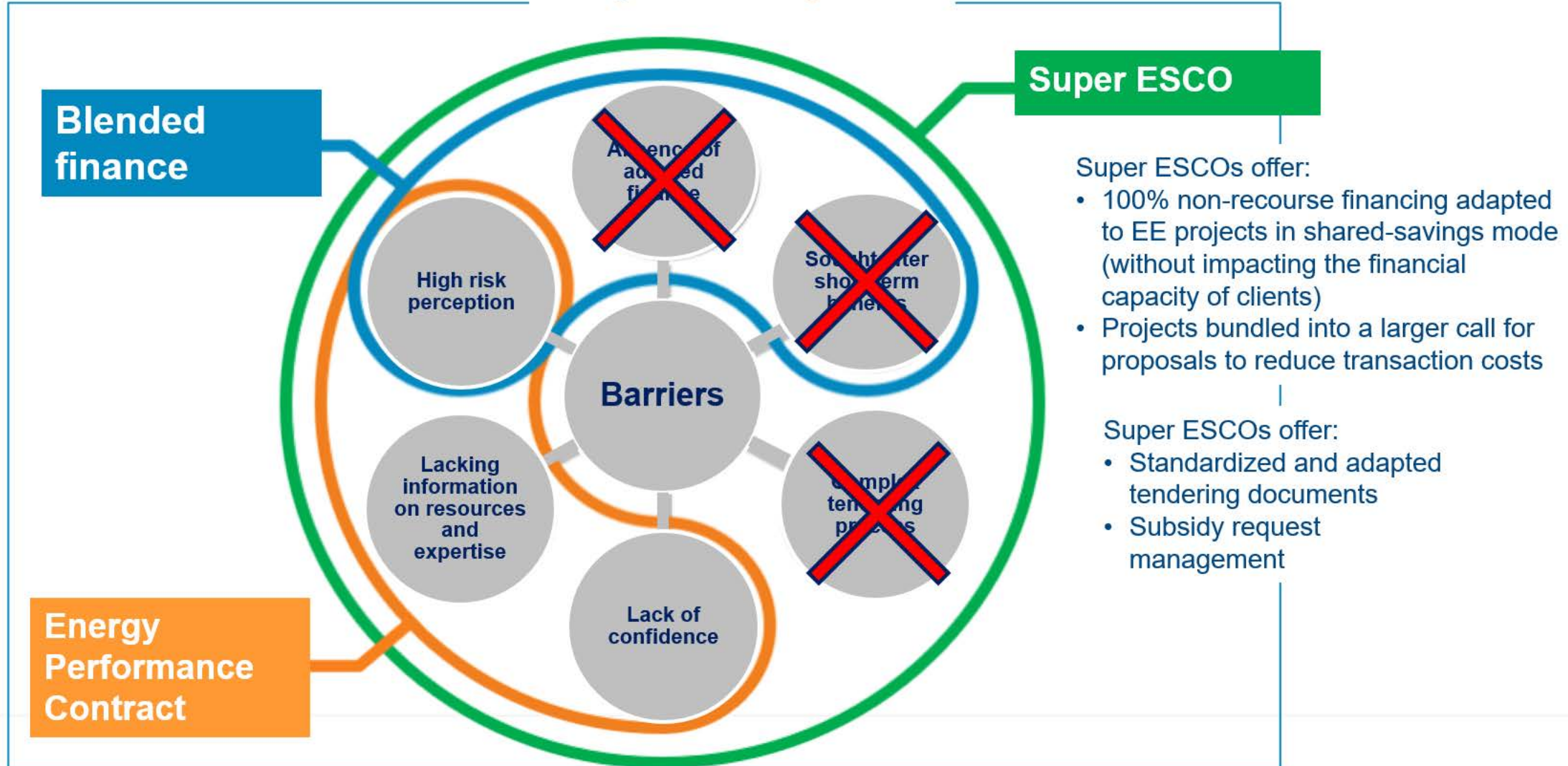
- Shared energy savings leading to benefits from day one
- Long-term finance agreement



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Super ESCOs offer:

- Shared energy savings leading to benefits from day one
- Long-term finance agreement

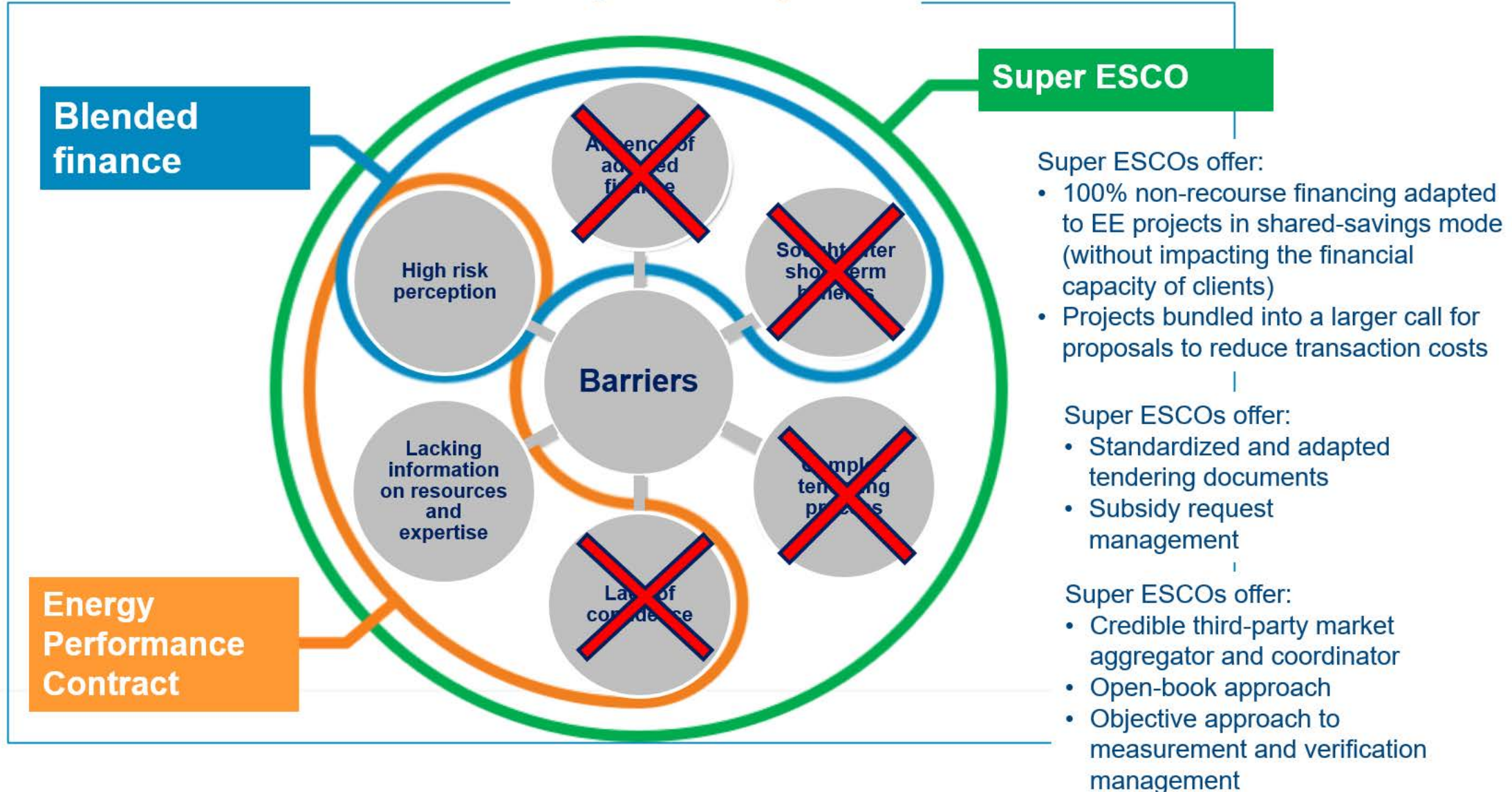




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Super ESCOs offer:

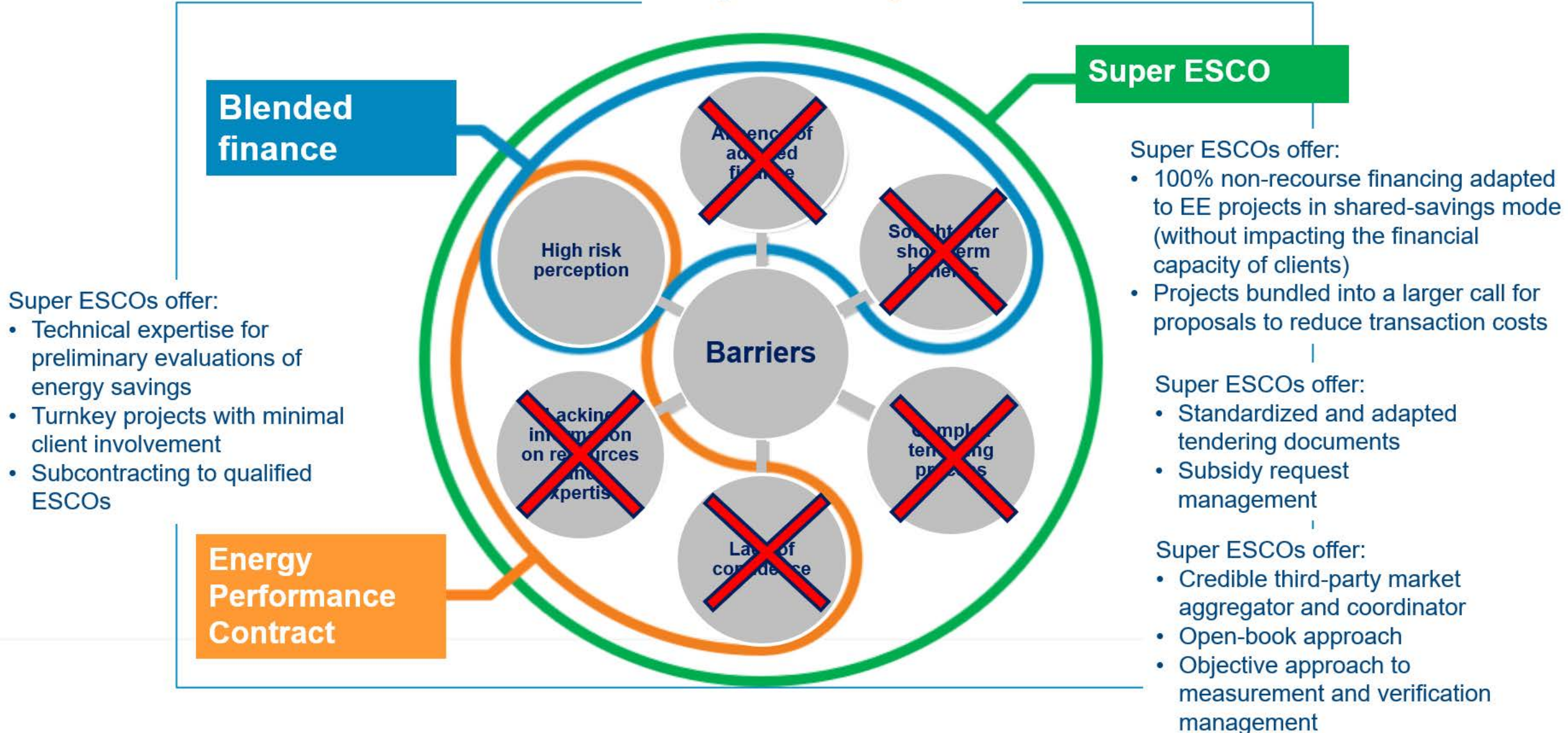
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Super ESCOs offer:

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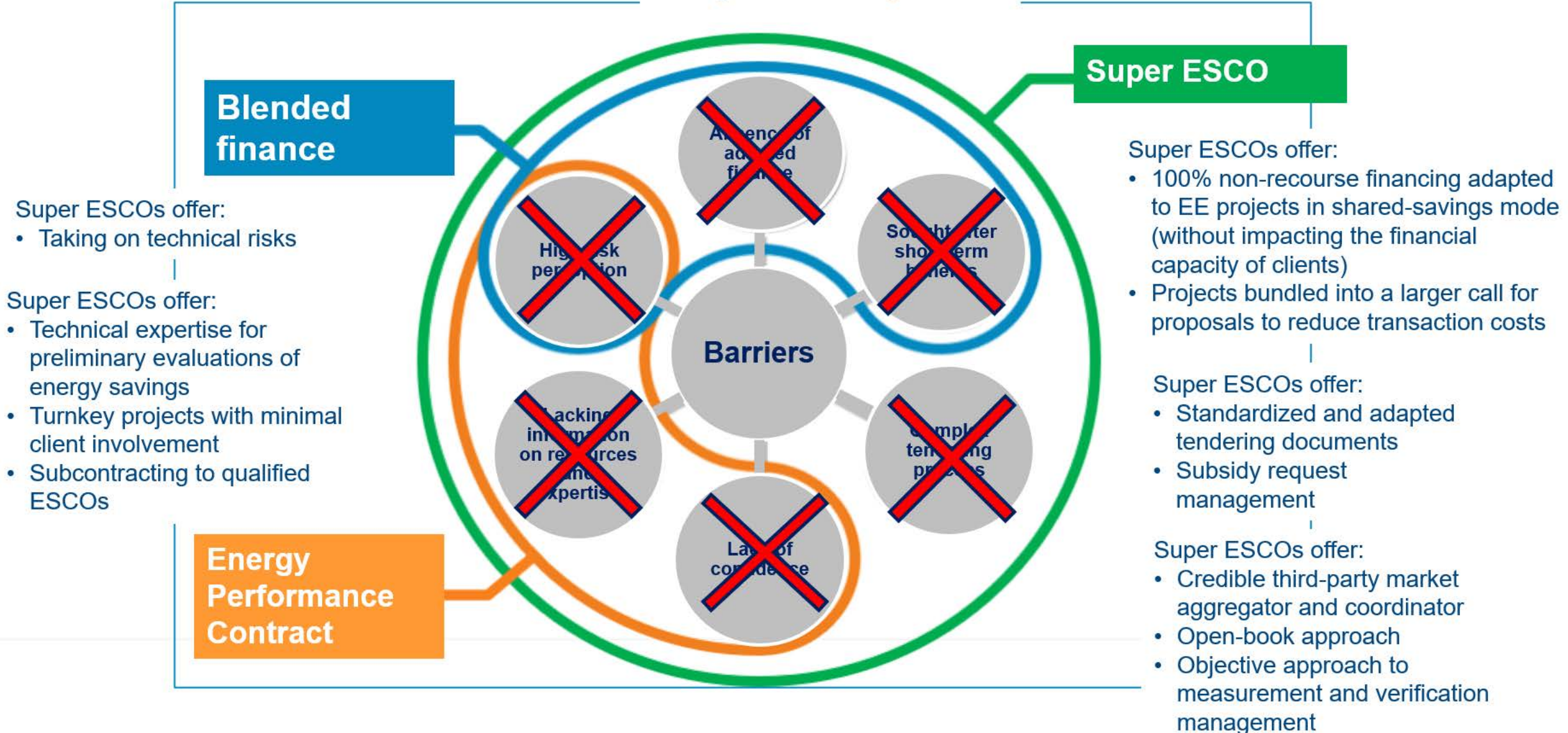




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Super ESCOs offer:

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# ADDED VALUE OF SUPER ESCO

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- › No investment needed from client (private sector)
- › Turnkey projects
- › Technical and financial risk free
- › Longer term contractual arrangements: 10 to 15 years

# ADDING VALUE TO THE ESCO BUSINESS MODEL

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## Local ESCO market is small

Super ESCO provides financing

- › No financial burden for small ESCOs
- › Super ESCO brings structure
- › Opportunity to attract bigger clients

## Strong ESCO market, mainly based on guaranteed savings

Super ESCO simplifies the model for the client

- › Deployment of shared savings
- › Simplification of technical aspects
- › Solutions for projects lacking financing

**The European countries are a suitable market for Super ESCOs**



# ADDITIONAL INFORMATION

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[www.econoler.com/publications/](http://www.econoler.com/publications/)

