

# Energy Services Market in the EU Workshop

Room AB-3B, Albert Borschette Building  
Rue Froissart 36, 1040 Brussels, Belgium  
22 October 2015, Brussels

08:45 – 09:00 Registration of participants

## Opening session

**Chaired by Paolo Bertoldi, DG JRC**

09:00 – 09:15 Opening speech by DG ENER, Claudia Canevari

09:15 – 09:30 Overview of EU energy services market by DG JRC, Marina Economidou

09:30 – 09:45 ESCO project summary by EASME, Vincent Berruto

## Session 1 Status of energy services and use of model contracts in the public sector

**Chaired by Paolo Bertoldi, DG JRC**

09:50 – 10:10 Financing, procurement and energy contracting practices by the Danish municipalities  
Nils Daugaard, Energy Consulting Network (ECNet)

10:10 – 10:30 Sharing different strategies & models in delivering EPC contracts in the UK public sector  
Robert McKinnon, Local Partnerships

10:30 – 10:50 Procurement rules and energy contracting in the German public sector  
Rüdiger Lohse, Climate protection and energy agency for Baden-Württemberg

**10:50 – 11:10 Discussion: Ensuring an active ESCO involvement in the public sector**

11:10 – 11:30 Coffee break

## Session 2 Promoting energy services in the private sector

**Chaired by Marina Economidou, DG JRC**

11:30 – 11:50 Thermal renovation of residential buildings in Hungary through ESCOs  
Enrique Grosser, Energosys Corporation & Benigna Boza-Kiss, Sustainable Energy Expert

11:50 – 12:10 Engaging the UK commercial sector in energy efficiency using the EPC model  
Alex Rathmell, EEVS

12:10 – 12:30 ESCO business in the industrial sector in Italy  
Dario Di Santo, FIRE

**12:30 – 13:00 Discussion: Can ESCOs tap into the energy saving potential of the private sector?**

13:00 – 14:00 Lunch break

## Session 3 Financing and policy measures to support ESCOs and EPCs

**Chaired by Marina Economidou, DG JRC**

14:00 – 14:20 EIB role in financing and supporting the EE market in Europe including ESCOs  
Reinhard Six, European Investment Bank

14:20 – 14:40 Co-financing and guarantees for ESCO services in Bulgaria  
Ivan Gerginov, Econoler

- 14:40 – 15:00 Innovative financing for ESCOs  
Miguel A. Sanz, SUSI Partners – Sustainable Investments
- 15:00 – 15:30 Discussion: Stimulating the role of the financial sector in energy services market**
- 15:30 – 16:00 Coffee break

**Session 4 M&V, certification, facilitators and databases; accounting**

**Chaired by Paolo Bertoldi, DG JRC**

- 16:00 – 16:20 Accounting treatment of EPC - guidance [EUROSTAT]  
Mr Denis Besnard, Eurostat
- 16:20 – 16:40 Financial pre-feasibility check & Facilitators as Enablers  
Jan W. Bleyl, Energetic Solutions & IEA DSM Task 16
- 16:40 – 17:00 Concepts and Options for standardising M&V protocols, IPMVP  
Pierre Langlois, Efficiency Valuation Organization (EVO)
- 17:00 – 17:20 Strengthening energy services via the European Code of Conduct & ESCO certification  
Jana Szomolanyiova, SEVEN

**Session 5 Discussion and summary**

**Chaired by Paolo Bertoldi, DG JRC**

- 17:20 – 17:50 Hurdles and opportunities for standardising the use of EPCs and their accounting treatment.

- 18:00 Summary and closing remarks**