
The Energy Savings Insurance Model

ESI Europe – Driving Investment in Energy Efficiency through Energy Savings Insurance in Europe

Covenant of Mayors Investment Forum
Energy Efficiency Finance Market Place

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Brussels, Belgium



This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 785061





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1. Opportunity vs. Challenge in EU

- 32,5% of energy savings compared 1990 net-zero GHG emission by 2050.
- Annual investment gap €150-200 billion
- Industry and Commercial sectors use 40% of total energy
- 99% of the enterprises are SMEs in Europe
- More than 25 million SMEs in Europe
- EE is a good business!





1. Opportunity vs. Challenge

- Small projects
- Lack of TRUST (no accountability)
- EE require high upfront investments
- EE compete with other investment priorities





1. Opportunity vs. Challenge

- Energy Savings Insurance – Latin-America





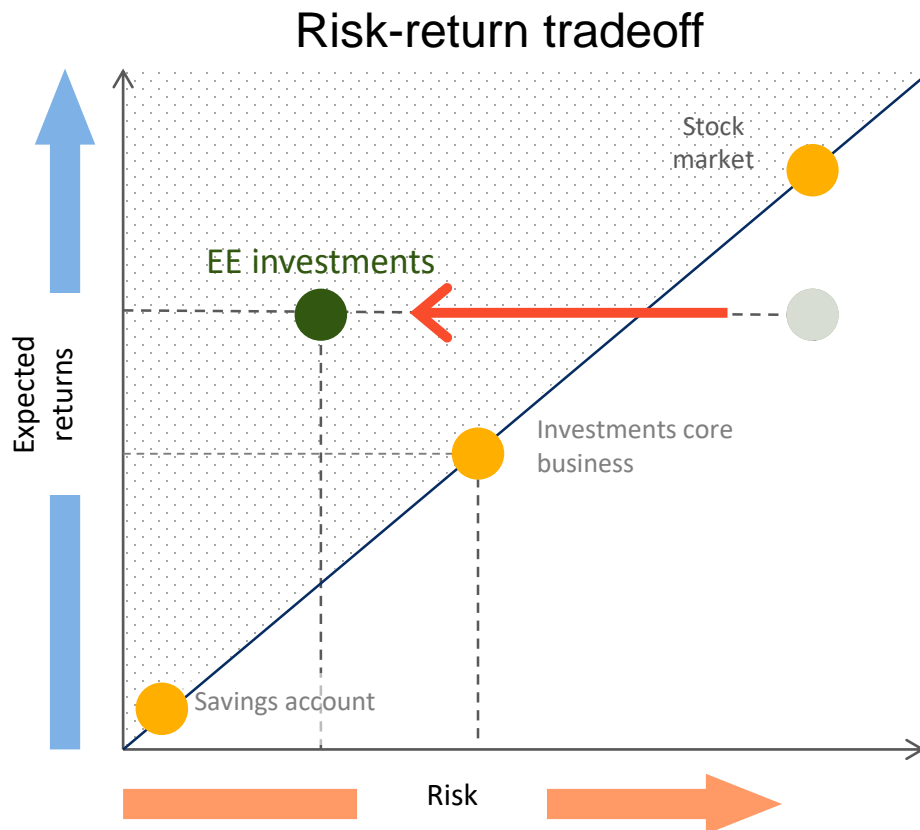
1. Opportunity vs. Challenge

- Energy Savings Insurance – Latin-America
- H2020 - Horizon 2020 research and innovation programme – 2018
- Development of the **Energy Savings Insurance (ESI)**





2. Rationale Energy Savings Insurance



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2. Rationale Energy Savings Insurance

ESI Components



Contract

Technology provider - SMEs



Energy Savings Insurance

Guarantee the guarantee



Technical Validation

Referee



Green Financing

Funding



2. Rationale Energy Savings Insurance



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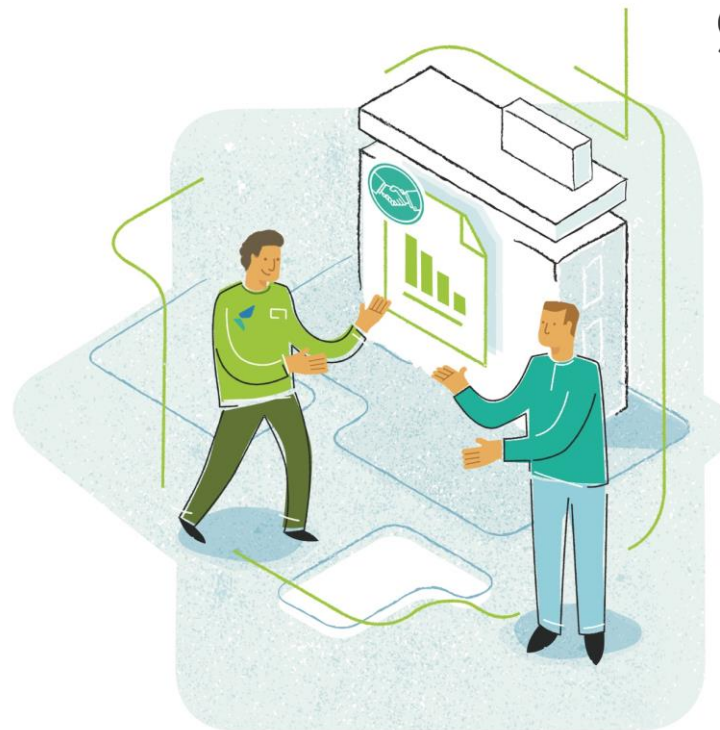


3. How it works?



Contract

- ✓ SUPPLY & INTALLATION
- ✓ SAVINGS GUARANTEED
- ✓ INSAURANCE
- ✓ MONITORING & REPORTING
- ✓ MAINTENANCE
- ✓ VALIDATION/ARBITRATION
- ✓ SIMPLE AND WELL BALANCED



BUILD TRUST

be
energy
efficient
go safe
WITH esi



3. How it works?



Energy Savings Insurance

Insurance policy for SME on not achieved energy savings , and when Provider cannot fulfil commitments.

Guarantee the guarantee



BUILD TRUST





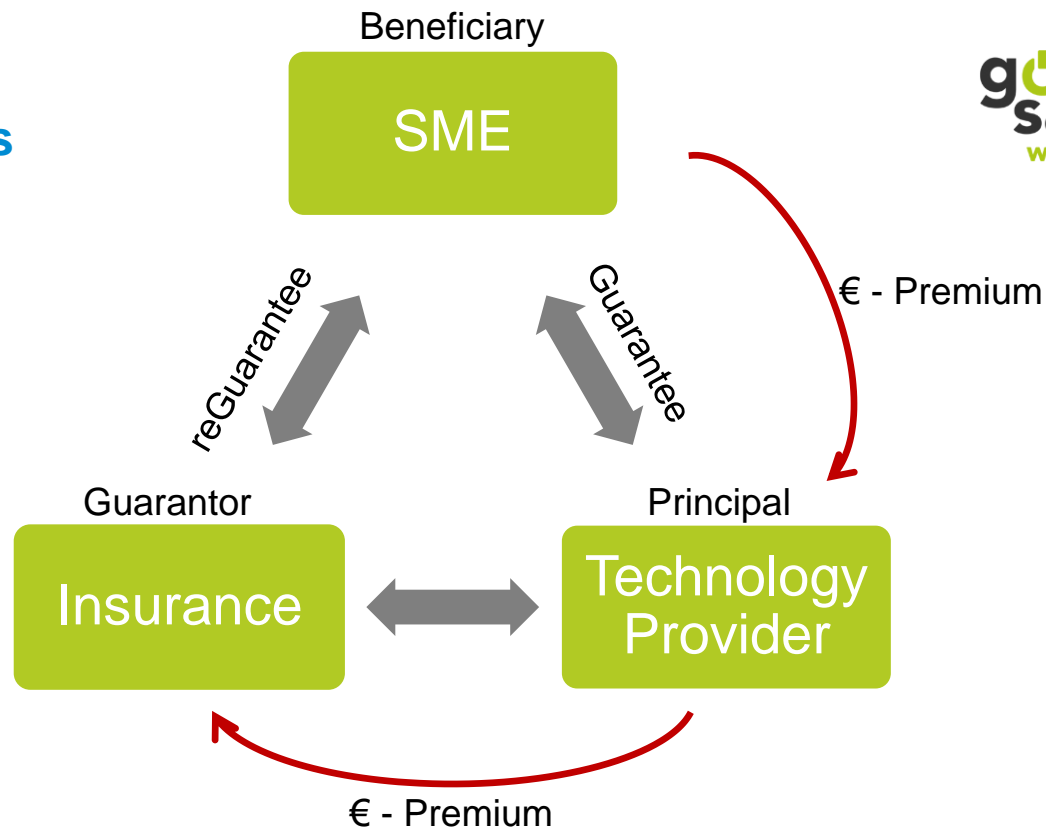
3. How it works?



Energy Savings Insurance



✓ SURETY BOND



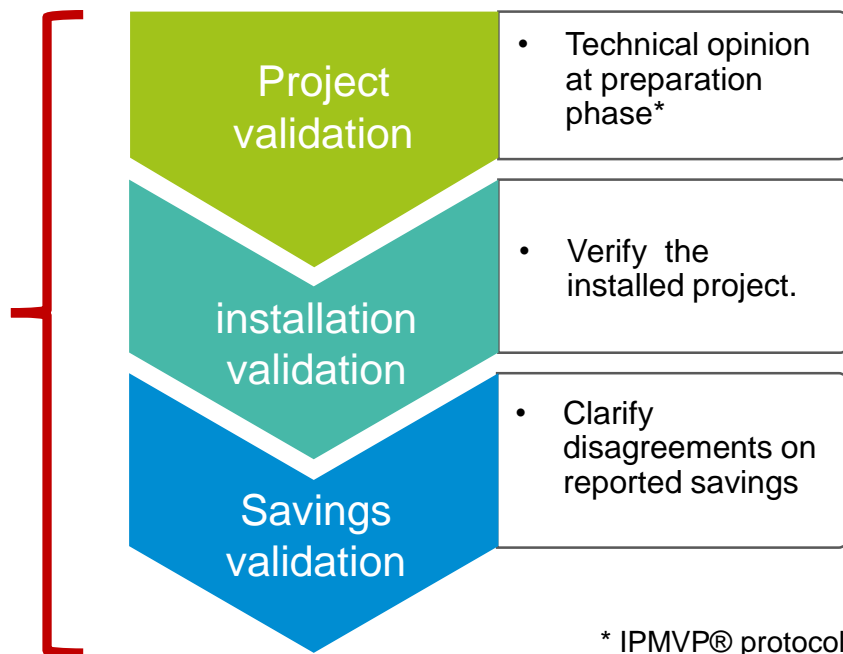
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3. How it works?



Technical Validation



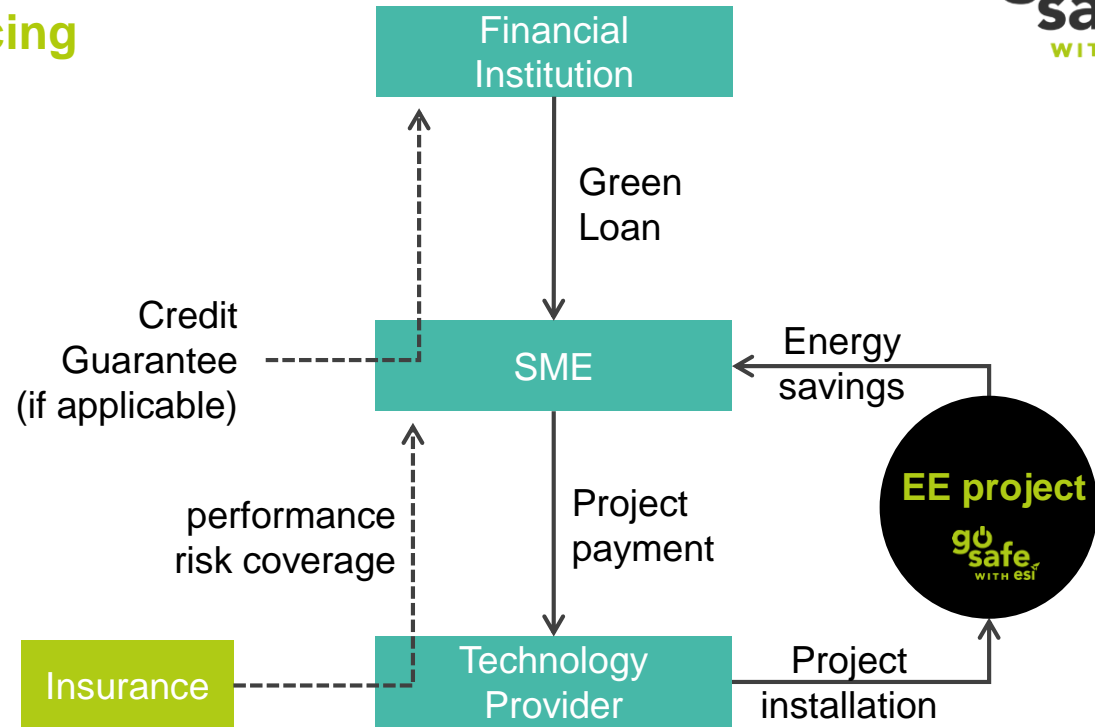
* IPMVP® protocol





3. How it works?

Green Financing Financial flow





3. How it works?

1. PREPARATION PHASE

- Sourcing
- Offering
- Contract



2. CONTRACT ACTIVATION

- Project validation
- Policy insurance - ESI

3. IMPLEMENTATION PHASE

- Supply and installation
- Installation validation





3. How it works?

4. OPERATION PHASE

- Operation
- Maintenance



5. SAVINGS MONITORING

- Reporting
- Approval



6. INSURANCE COVERAGE

- Disagreement
- Savings validation (arbitration)
- Provider compensates damage
- If not, insurance is claimed





3. How it works?



Online Platform

- ✓ FACILITATE WORKFLOW
- ✓ INFORMATION ACCESS
STAKEHOLKDERS
- ✓ DEVELOPED IN BLOCKCHAIN
- ✓ TAILORED ACCESS
- ✓ REPORTING

Beneficios Tecnologías Cómo funciona Éxitos Video Contacto **Proveedor Tecnológico**

¡Actualízate y Ahorra Energía de forma Garantizada!

¿Necesitas mejorar la productividad de tu empresa? ¿Te preocupa la creciente regulación del cambio climático? ¿No estás seguro de la rentabilidad de tu inversión en eficiencia energética y de que tu negocio ahorre?

Descubre la Solución Inteligente para Garantizar tus Inversiones en Eficiencia Energética

GoSafe with ESI es una solución que se incluye a tus proyectos de eficiencia energética para garantizar los ahorros prometidos por tu proveedor tecnológico a la hora de ser más eficiente en el uso de energía.

Sabemos que los proyectos de alta eficiencia energética pueden requerir una inversión inicial mayor a la de equipos convencionales, pero sus costes operativos son mucho menores a la larga, por lo que obtienes un gran ahorro.

Al incluir GoSafe with ESI en tu proyecto de eficiencia energética adquieres una solución integral y única que te garantiza los ahorros energéticos.

¡No arriesgues tu inversión y solicita a tu proveedor que incorpore GoSafe with ESI a tu proyecto!

Coordinador Nacional

Italia **FIRE**
PORTAFIRE
INFORMAZIONE PUBBLICA DEL
CORPO NAZIONALE DI ESTERMINAZIONE

Portugal **BCSD**
CENTRO NACIONAL DE ESTUDIOS E
INVESTIGACAO

España **energyLab**

Coordinador del Programa

BASE

El proyecto ESI Europe ha recibido financiación del programa de investigación e innovación Horizonte 2020 de la Unión Europea en virtud del acuerdo de subvención n.º 785061.

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4. ESI Italy, Spain and Portugal

Market Potential

- ✓ Around **343,600** SMEs (3 countries)*
- ✓ EE market potential in prioritized sectors - **EUR 1'200 million**

Country	Subsector	Number of companies	EE market size potential (M€)
Italy	Hotels	3 000	210
	Food retail and wholesale	900	72
	Food processing	1 350	162
Portugal	Hotels	680	50
	Textile	1 980	200
Spain	Hotels	1 600	205
	Food processing	2 120	300

* Excluding micro

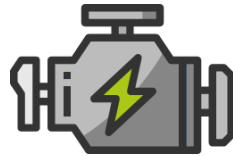


4. ESI Italy, Spain and Portugal

Pre-selected technologies



Lighting



Motors



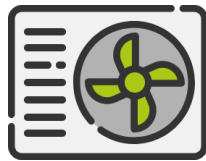
Air Compressors



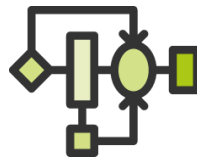
Boilers



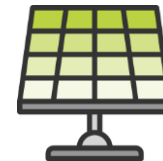
Refrigeration



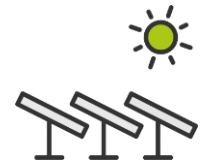
HVAC



Co-generation



Photovoltaic Panels



Solar water heaters



4. ESI Italy, Spain and Portugal



Insurance companies

✧ Italy:



✧ Portugal:



✧ Spain:





4. ESI Italy, Spain and Portugal



Green Financing

- Italy:**
- Banco BPM
 - Civibank

- Portugal:**
- Crédito Agrícola
 - Santander
 - Novo Banco
 - BPI
 - Millennium BCP
 - Signatories of “Line for Decarbonisation”

- Spain:**
- ABANCA
 - Santander (PF4EE)
 - iberCaja
 - Triodos Bank
 - Unicaja Banco

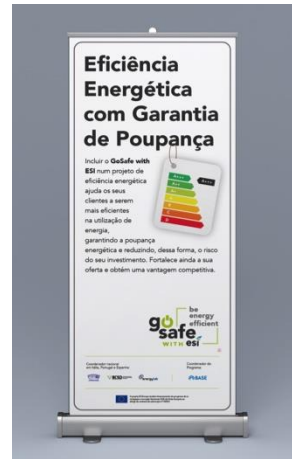


4. ESI Italy, Spain and Portugal

Marketing Material

Roll-ups for events

Brochure for Providers



Brochure for EE Customers



Digital Providers Manual



Cardboard Folder





4. ESI Italy, Spain and Portugal

Video for providers



Italian (<https://youtu.be/nU02CxGbjsk>),
Portuguese
(https://youtu.be/_Z9RhyxjhYQ) and
Spanish (<https://youtu.be/J9cmq81sQk0>)

Video for Energy Efficiency Costumers



Italian (<https://youtu.be/Hpo8mcw5ioM>),
Portuguese
(<https://youtu.be/EAHpPod0tgg>) and
Spanish (<https://youtu.be/RG7Ysl2ZSo4>)





5. Next steps - 2020

Project Pipeline Strategy

1. Alliances with Technology Providers.
2. Participation key events and engaging key associations - textile, food industry, hospitality and tourism,
3. Complementary marketing actions:
 - Webinars
 - Publishing reports on specialized magazines (currently under analysis)
 - Social networks: promotion through linkedin and twiter
 - Others: tailored mailing campaigns, radio interviews ...



5. Next steps - 2020

Funnel – some activities Feb/Mar.

Portugal:

- Workshops Textile Industries- Ecoinside (February);
- Financial session Banks and Abarca (February).
- Moditissimo tradeshow – textile exposition (February),
- Sibab Food and Beverage industry tradeshow (March),
- Bolsa Turismo Lisboa – tradeshow (March)
- Ongoing efforts technology providers: e.g. Ecoinside, Trane, Bosch, GoParity, Schneider Electric, Engie and Veolia
- Ongoing efforts Associations: Hotel Association of Portugal and the Portuguese Banks Association

Italy:

- Hospitality Sud trade show (February)
- MCE Expoconfort trade show HVAC industry (March)
- Financial Institution workshop (February);
- RiConstruire - building sector tradeshow (February);
- ProgettoFuocco Exhibition on woodburning equipment (February)
- Refrigerera tradeshow (March).
- Ongoing efforts technology providers: Kaeser, Daikin.
- Ongoing efforts Associations: Assocold, AssofoodTechood.



5. Next steps - 2020

Funnel – some activities Feb/Mar.

Spain:

- Workshops at Genera - energy industry sector (February)
- FIMA - agroindustry trade show (February);
- ENERXETIKA2020 - energy industry trade show (March);
- Workshop with Banco Santander, ACLUXEGA; CLUSAGA ; Cluster de Turismo de Galicia
- Salón de Innovación Hostelería trade show (February);
- Maderalia furniture industry trade show (March)
- Futurmoda textile industry trade show (March)
- Alimentaria 2020 food industry trade show
- Ongoing efforts Associations : Aefyt (Cold Technologies industry association), Cluster de Turismo de Galicia, ACLUXEGA (cluster of GeoThermal energy), CLUSAGA (Food Industry Association)



6. Challenges

- TRUST TRUST TRUST -
SMEs, Providers, insurances,
Banks.
- Engage Associations/ Federations
- Providers try to avoid liability
- Big effort raising awareness SMEs
- Communicating success

Thank you!

Visit our website
www.gosafe-esi.com

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Daniel Magallón
daniel.magallon@energy-base.org
Managing Director, BASE



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Programme coordinator:



National coordinator in Italy, Portugal and Spain:

