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# **New business model EPC Netherlands**

IEA-EBC Annex 61  
Copenhagen, March 17, 2014  
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[www.escoplan.nl](http://www.escoplan.nl)



| who we are | organization | approach | next steps |

## mission & vision



escoplan<sup>tm</sup> 's mission is to  
*upcycle* buildings



escoplan<sup>tm</sup> wants to realize this through  
offering energy saving, renewable and  
efficiency *technology, as a managed  
service*



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## value proposition

with our track record in energy savings and financing we



help building owners to  
optimize thermal comfort and  
save energy, at lower cost

**esco**

develop and manage  
energy service companies



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## assumptions

- Comprehensive Refurbishment
- Need for integrated knowledge building envelope and installation
- Guarantees on performance
  - to the client
  - to the bank
- Financing
  - own equity
  - other funding through bank



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## roles & responsibilities

managing  
the whole chain, with two roles:

Project  
Facilitator



'limited'

ESCO



'cooperative'

the cooperative takes integration risk,  
mitigates performance risks, and  
creates scale



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# comprehensive knowledge in the coöperative



**escoplan™**

project facilitator

**ISOVER**  
SAINT-GOBAIN

wall insulation (Saint Gobain)

**weber**  
SAINT-GOBAIN

**BEAMIX**

outside insulation (Saint Gobain)

**Gyproc**  
SAINT-GOBAIN

Inside insulation (Saint Gobain)



HE Lighting

**remeha**

HE boiler, heatpumps (gas)

**NATHAN GROUP**

heatpumps (elektrical) , cold heat storage



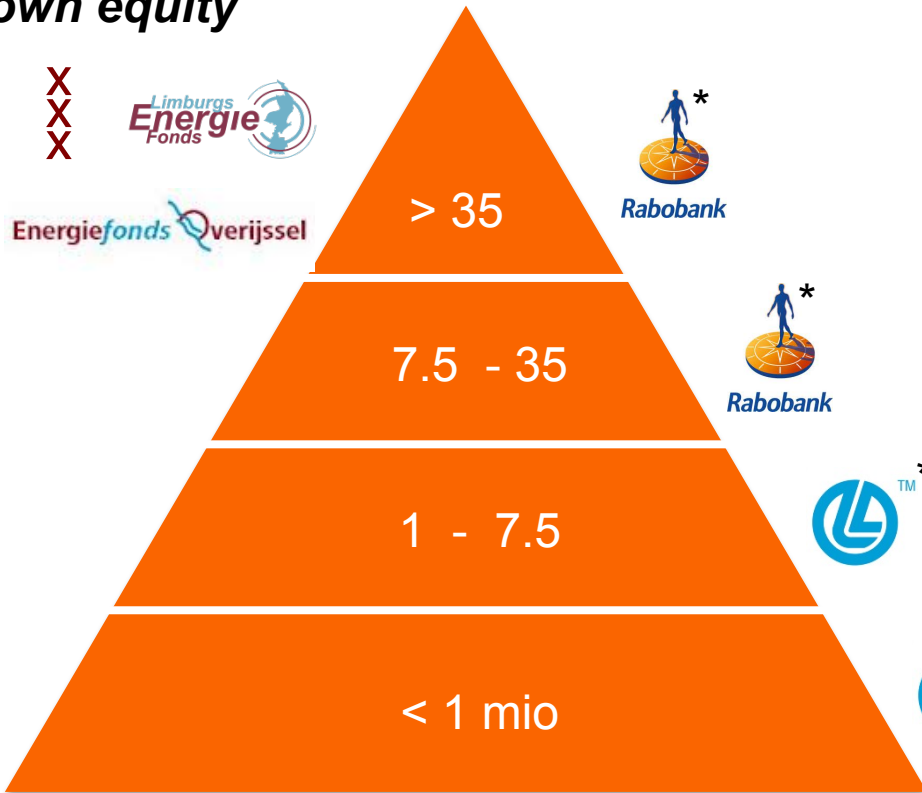
installers



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# potential funders

## own equity



## debt



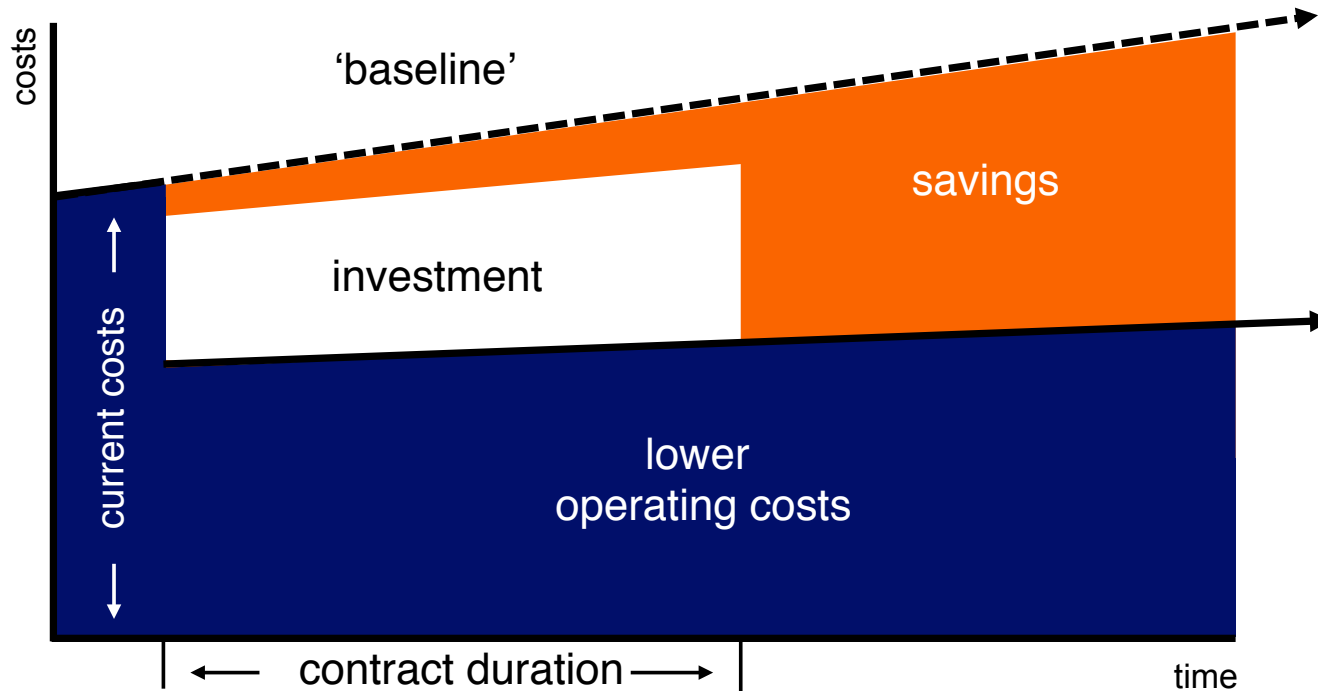
\*) enables Energie Investerings Aftrek (EIA)



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# energy efficiency as a service?

service = assets + finance + savings







## Monitoring & Verification

### **Simplified Monitoring & Verification**

“DSM IEA Task 16 Competitive Energy Services”

- ① simplified
- ② standardized methodology and quality assurance
- ③ cost reduction M&V 5-6% --- >1-2% of baseline
- ④ transparent



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## STARTING WITH THE BUILDING ENEVELOPE!



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## focus: deep retrofit

### **commercial & public utility**

1. commercial real estate
  - offices
  - sport
2. public real estate
3. care
4. schools

### **residential**

1. social housing corporations
2. through regional stakeholders

*EUR 500 – 900 MIO  
market*





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## in 2015 another issue at schools

- ① deferred maintenance  
building envelope
- ② August 2015, budget  
municipality -- > school

- ③ indoor climate issues
- ④ energy in-efficiency



municipality

+



**ESCO**



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# total investment = budget municipality ...



*Deferred maintenance  
building envelope*



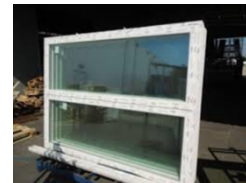
## **MAATREGELEN** *(examples)*



*Exterior painting*



*Renovation of the roof*



*HE glass*

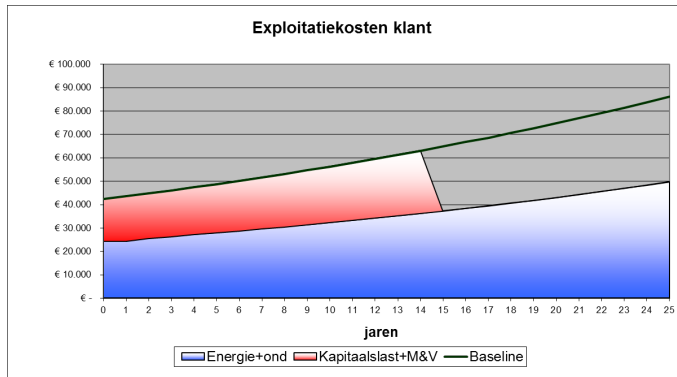


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# ... plus investment ESCo



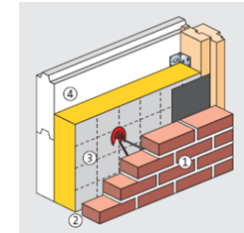
*Budget ESCo  
Indoor climate and energy efficiency  
for instance contractperiod 15 years*



## EXTRA MAATREGELEN (outside the budget)



*HE lighting*



*Facade insulation*



*Heat pump*



*Healthy indoor*



*PV cells*



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## the results of the deep retrofit

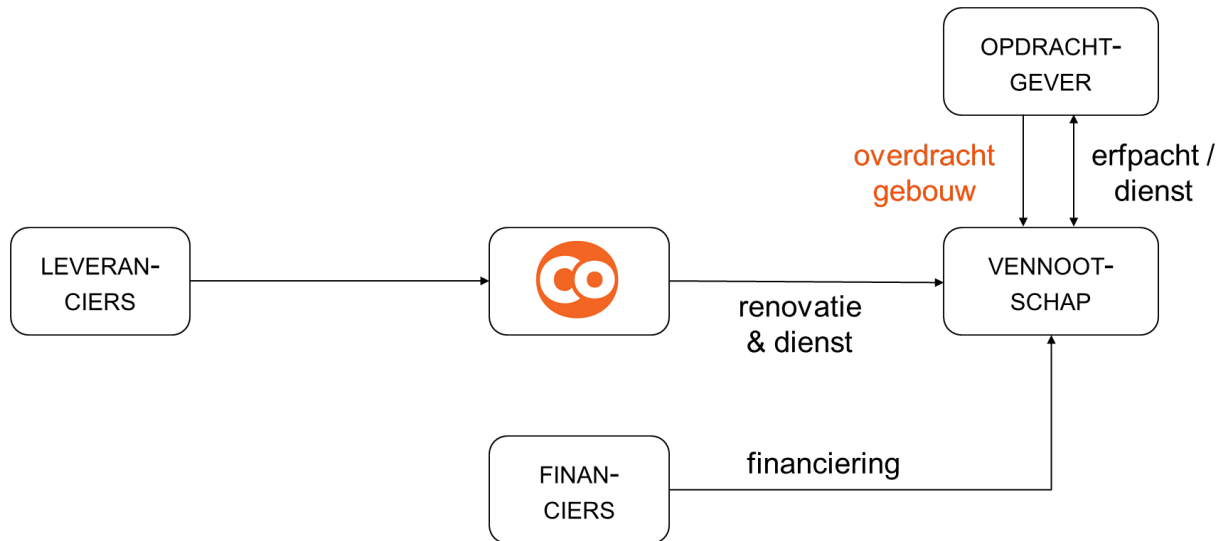


- ① up to + 20 years building lifetime
- ② label A+
- ③ up to 50% CO<sub>2</sub> reduction



# monitizing assets

1. Municipality sells building to a company, which will be managed and funded in agreement
2. After the deep retrofit, the building complies with taks requirements (BREEAM, GPR...)
3. The company provides the majority of the taks benefits to the user
4. In a long-term agreement the building including energy services will be made available to the client







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## de pilot

### **Start a pilot project with 3 schools**

1. In 2014 we will start a pilot  
Researching grant opportunities
1. In 2015 scale up within the Netherlands
2. The market is 500-900 MIO



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