

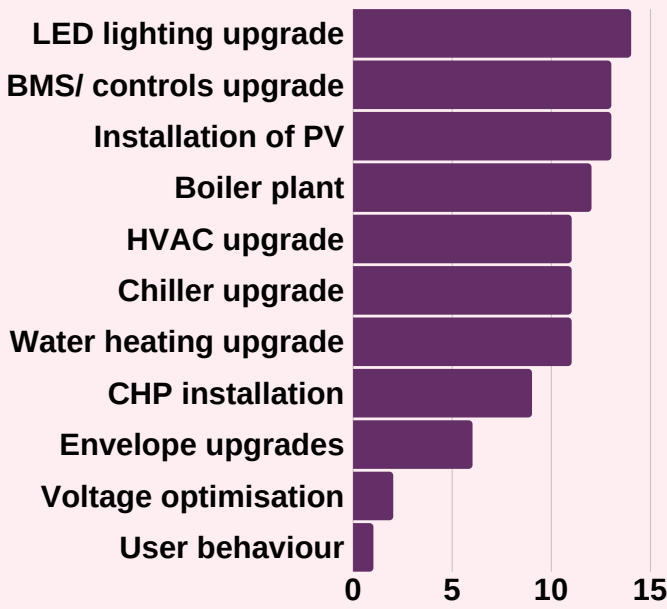


ESCO SURVEY

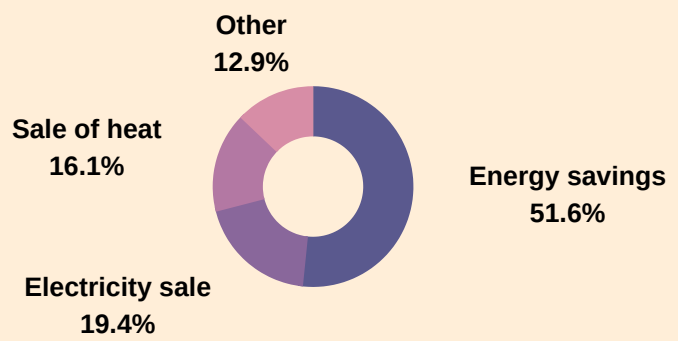
ENERGY SAVINGS POTENTIAL

A survey was performed to understand better the market structure and potential of a dual energy services scheme

Energy interventions undertaken



Revenue streams funding used for the ESCO model



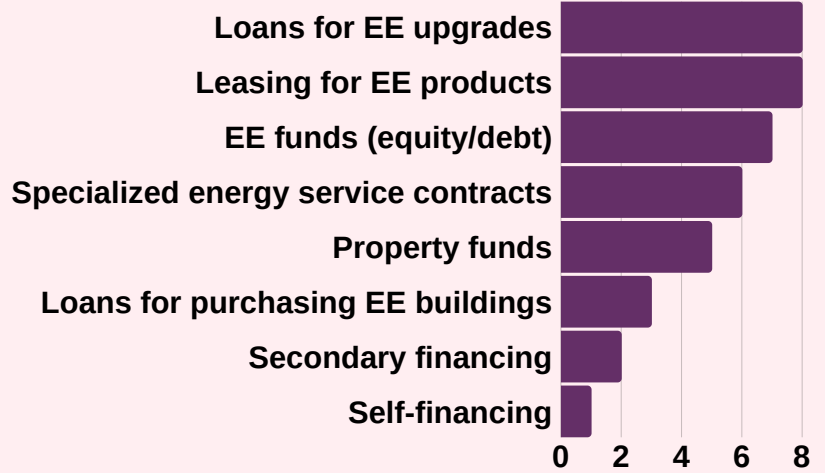
80 %

Use third party financing

47 %

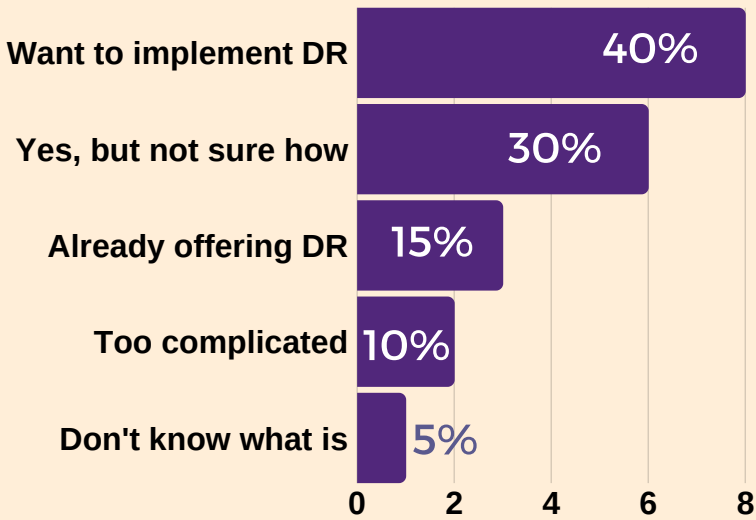
Found project finance to be a barrier to processing contracts

Types of financing used

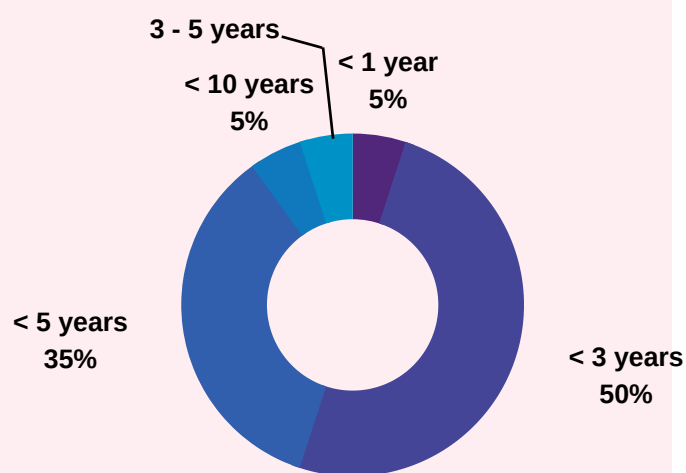


FLEXIBILITY POTENTIAL

Expansion of services to include DR



Expected maximum payback period



Which of the following do you plan to use to change the energy demand profiles in order to reduce their energy bills?

