



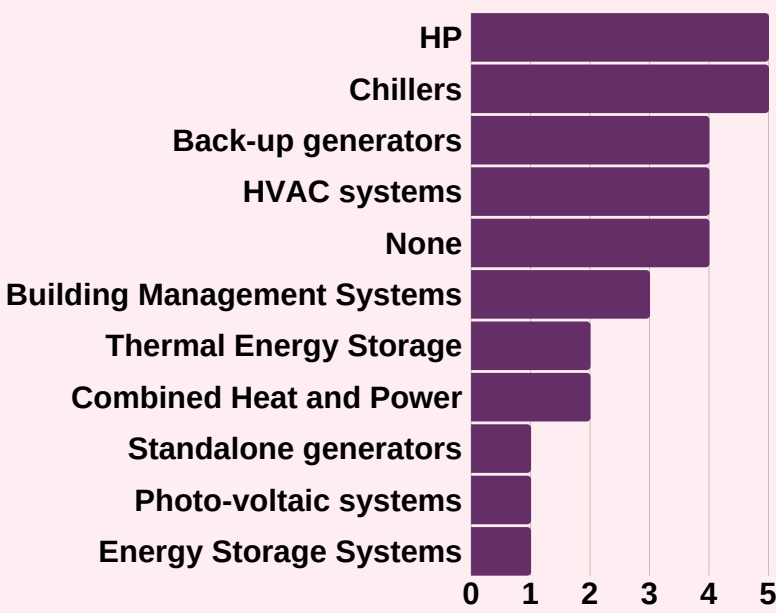
END - USER SURVEY

ENERGY SAVINGS POTENTIAL

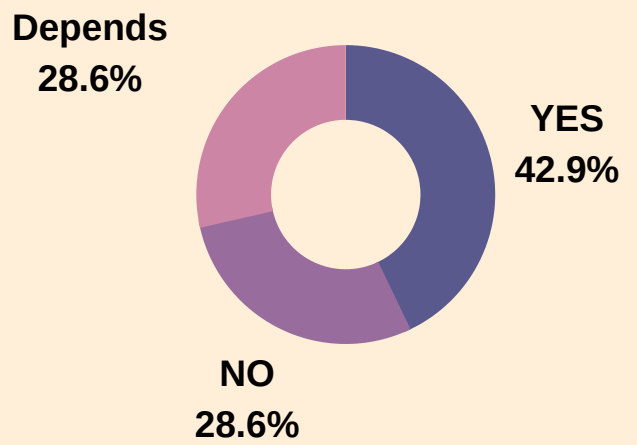
A survey was performed to understand better the market structure and potential of a dual energy services scheme



Current EPC projects:



Are data confidentiality & security an issue?



43 % See optimization potential

64 % Have monitoring systems with real-time data

Barriers to implementing the energy savings potential

32 %
Lack of finance

32 %
Poor ROI

27 %
Lack of interest

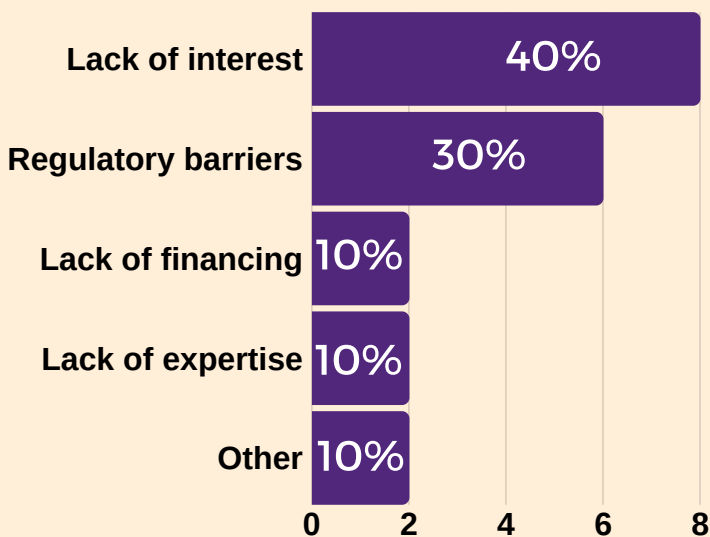
9 %
Lack of expertise

FLEXIBILITY POTENTIAL

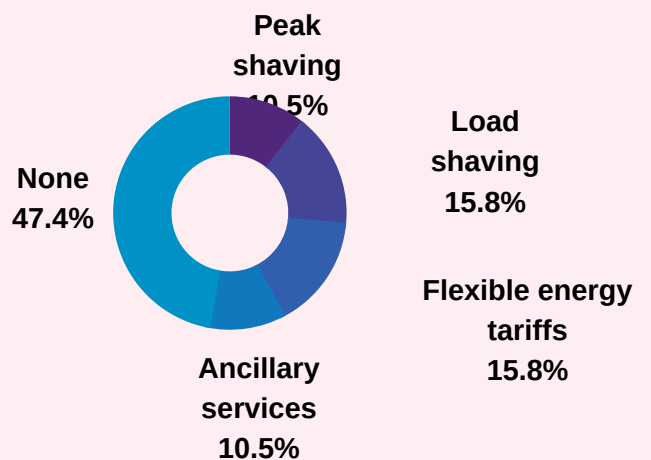
57% Cannot flexibly manage thier systems

28% Participate in flexible electricity procurement

DR implementation barriers



Current DR activities



Interest in DR activities or flexible energy tariffs

