A LITTLE BIT OF HISTORY

• EPC concept started in the early 1980s
• Basic concept developed in France early 1900
• Real launch through parallel initiatives in Canada, USA in the 1980 and Europe and Asia (mid-end 1980s)
• Important focus on the public market (government buildings)
A LITTLE BIT OF HISTORY (2)

- 1990’s: shift to the guaranteed savings in North American and Europe
- Limited growth:
  - Non adapted working legal system
  - Absence of Government leadership
  - Lack of customer awareness
  - Limited access to adapted Financing mechanisms.
  - Issues with Measurement and verification
TYPE OF ESCOS: PRIVATE AND PUBLIC

• Private sector
  - Independent ESCOs
  - Equipment manufacturers
  - Utility companies
  - Energy or engineering companies
TYPE OF ESCOS: PRIVATE AND PUBLIC (2)

- Public sector
  - Internal ESCO
    - structure to enable the realization of EE projects for different public sector facilities
  - Super ESCOs,
    - that facilitates the development and implementation of EE projects (including the financing) but that subcontracts the implementation to private sector ESCOs
CONTRACTUAL RELATIONS PUBLIC & PRIVATE SECTORS

• Public sector
  
  o Internal ESCO
    ➢ structure to enable the realization of EE projects for different public sector facilities
  
  o Super ESCOs,
    ➢ that facilitates the development and implementation of EE projects (including the financing) but that subcontracts the implementation to private sector ESCOs
MODEL FOR CONTRACTUAL RELATIONS

• Private ESCO - Public Client
  o Through national tendering program

• Private ESCO - Private Client
  o Growing but lack of adapted financing still a barrier

• Public ESCO - Public Sector
  o Limited structure, would favor Super ESCO model

• Public ESCO - Private sector
  o Limited structure, would favor Super ESCO model
CONCLUSION

• Context
  o need to addressed climate change mitigation
  o recognized role of EE to achieve such goals,
  o important financial crisis that will emerged from the COVID

• Interest in the use of EPC will grow and ESCOs should play an increased role in many countries in the years to come
THANK YOU

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