

ENERGY EFFICIENCY WITH GUARANTEED SAVINGS

General Information

as of January 2021



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



THE ENERGY EFFICIENCY SOLUTION

GoSafe with ESI is an integrated solution designed by ESI Europe to help companies from multiple sectors use energy more efficiently with guaranteed savings.



The ESI Europe project has received funding from the European Union's Horizon 2020 research and innovation programme to roll out the successful ESI Model developed in Latin America and under study in many other countries.

Learn more at www.esi-europe.org

ESI Europe Project



GOAL: Development of the **Energy Savings Insurance (ESI)** Model in Italy, Portugal, and Spain

➤ The expected outputs of the project are:

✓ Setting up the mechanisms that compose the model, and training and up skilling of market stakeholders.

✓ Development of marketing material, an ESI Europe toolkit and video to promote the uptake and replication of the ESI model in other European countries.

➤ Consortium partners:



www.energy-base.org (coordinator)



www.fire-italia.org



www.bcsdportugal.org



www.energylab.es

Supporting
actions

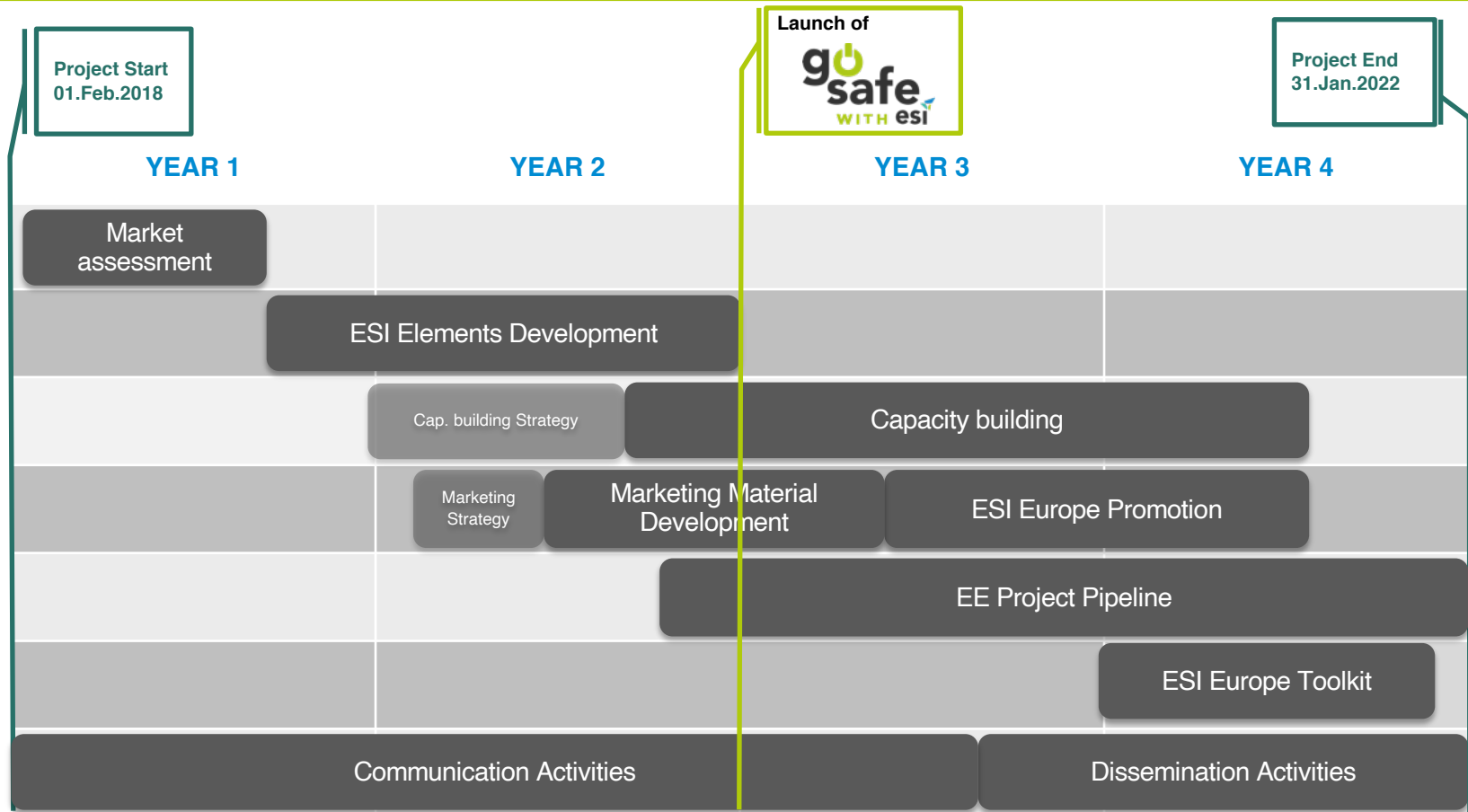
Market
assessment

Capacity
building

Implementation

Promotion
strategy

Project Overview and Timeline



Why GoSafe with ESI?



By investing in projects with GoSafe with ESI, energy efficiency (EE) clients **benefits** from:



Trust in future energy savings with independent validation and insurance coverage



Reduced energy bills, maintenance costs and downtime



Improved efficiency, productivity and competitiveness

Why GoSafe with ESI?



Taylor-made projects

Each project is adapted and engineered according to the needs of each energy efficiency client



On-going Support

Preventive maintenance and energy savings monitoring are included in each project



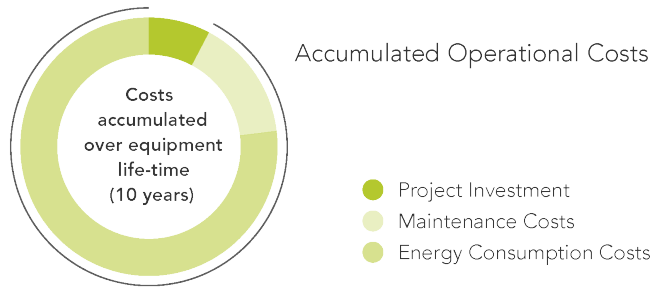
State-of-the-art technology

Installation of the most energy efficient technologies available in the market

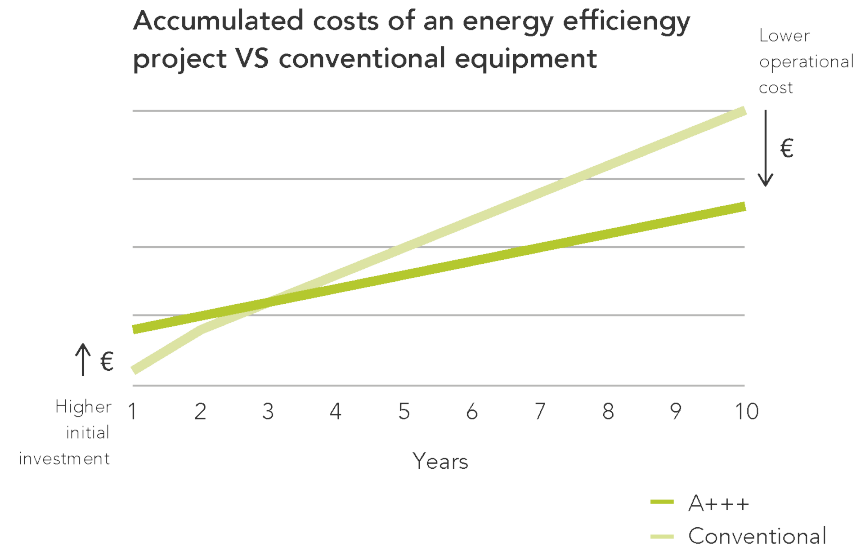
Why GoSafe with ESI?



Energy efficiency systems require usually higher initial investments. However, operating costs are lower in the long run thus resulting in significant energy savings.



Investments with GoSafe with ESI have a reduced risks due to savings guaranteed covered by an insurance.



GoSafe with ESI tools



GoSafe with ESI contract

An agreement between technology provider and client with guaranteed energy savings clause.



Energy Savings Insurance

Coverage of the guaranteed energy saving provided by an insurance for up to 5 years.



Technical Validation

The project and the guaranteed savings are validated by an third party validation entity that also act as an arbiter in case of disagreement.



Green Financing

Facilitated access to green credit lines with competitive conditions by financial institutions to customers.

How it works



1. PREPARATION PHASE

An energy efficiency technology provider offers a project with guaranteed energy savings.



2. CONTRACT ACTIVATION

A third-party validation entity evaluates the project's energy savings.

The insurance company covers the validated energy savings and the contract is activated.

3. IMPLEMENTATION PHASE

The technology provider installs the energy efficient equipment and the validation entity validates it is according to the contract.



How it works



4. OPERATION PHASE

The operation of the new equipment results in reduced energy costs and improved productivity.

Maintenance services by the technology provider ensures that the equipment is operating optimally.



5. SAVINGS MONITORING

The energy savings are measured and reported by the technology provider via a simple online system where they are checked and can be approved.



6. INSURANCE COVERAGE

In case of disagreements on the savings achieved, the validation entity steps in as an arbiter.

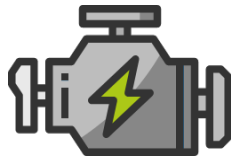
If the savings are not achieved, and the technology provider is not able to respond, the insurance covers the guaranteed savings.



Participating technologies



Lighting



Motors



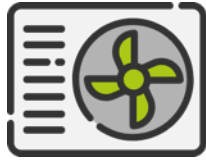
Air Compressors



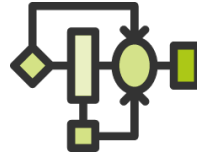
Boilers



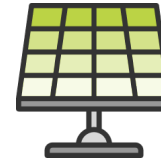
Refrigeration



HVAC



Co-generation



Photovoltaic Panels



Solar water
heaters

For more information on technologies and technology providers offering GoSafe with ESI in your country, contact us!

GoSafe with ESI Contract



Structured on a standard supply, installation and maintenance contract model.

The main characteristics are:



✓ **CREATES TRUST**

It generates trust and credibility between client and the technology provider

✓ **EASY-TO-UNDERSTAND**

It provides an easy-to-understand contractual framework to facilitate contract negotiations

✓ **SAVINGS GUARANTEED**

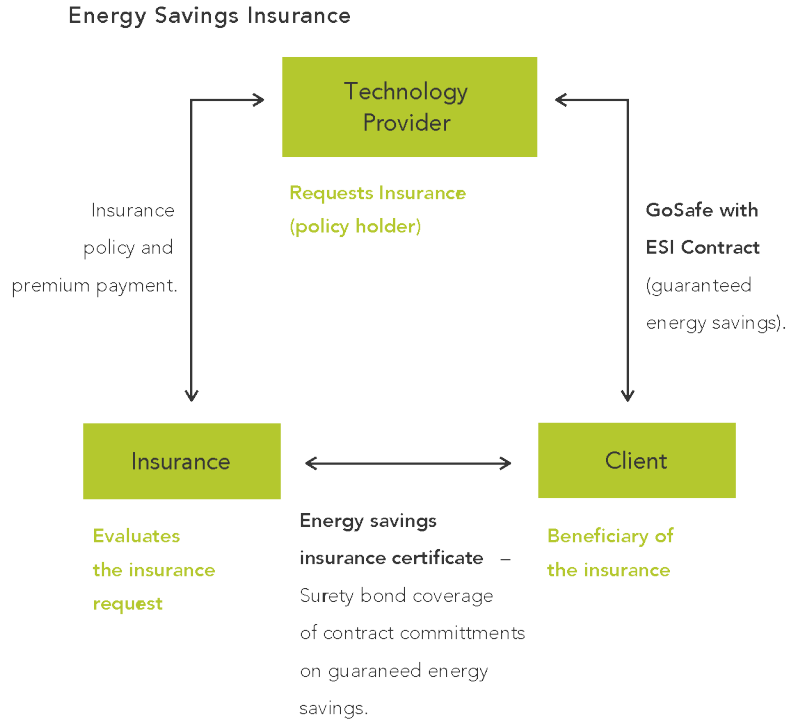
It mitigates the performance risk of the energy efficiency project by guaranteeing the estimated energy savings

✓ **VALIDATION AND INSURANCE**

It assigns additional responsibilities to key actors: the independent validation entity and the third party insurance coverage, to mitigate respectively technical and financial risk for the client

Prepared and adapted to the country regulations and practices – It is also known by the insurance companies participating in the ESI Europe implementation in each country.

Energy Savings Insurance



A policy to cover clients in the event promised energy savings are not achieved, and the TP cannot fulfil its commitments.

The goals are to:

- ✓ **GUARANTEE**
Provide a guarantee that reduces the energy efficiency investment risk for clients by insuring TP's savings guarantee commitment.
- ✓ **DE-RISK**
Increase the commercial banks' willingness to lend to the clients for these project types given the reduced default risk.

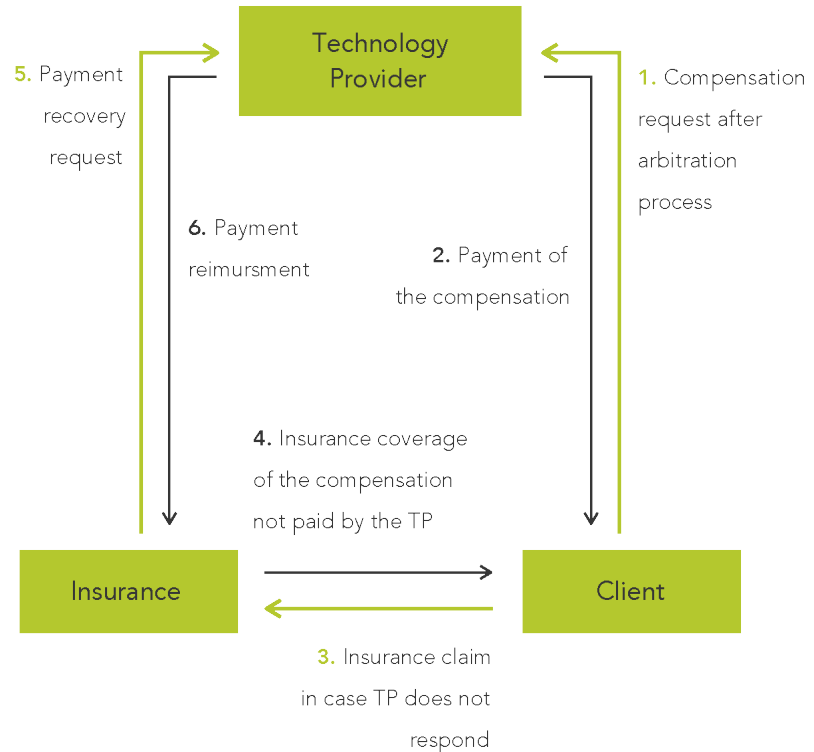
Is a surety bond type of insurance, a contractual agreement among three parties: TP, insurance company and client.

Energy Savings Insurance



- ✓ Is linked to the **GoSafe with ESI** contract and triggered if specific clauses of the contract are not met.
- ✓ In case of the reported energy savings are not agreed by Client and TP, an arbitration process is initiated.
- ✓ The Validation Entity carries out the arbitration procedure, assessing potential energy savings defaults to be compensated to the Client.

Insurance Claim



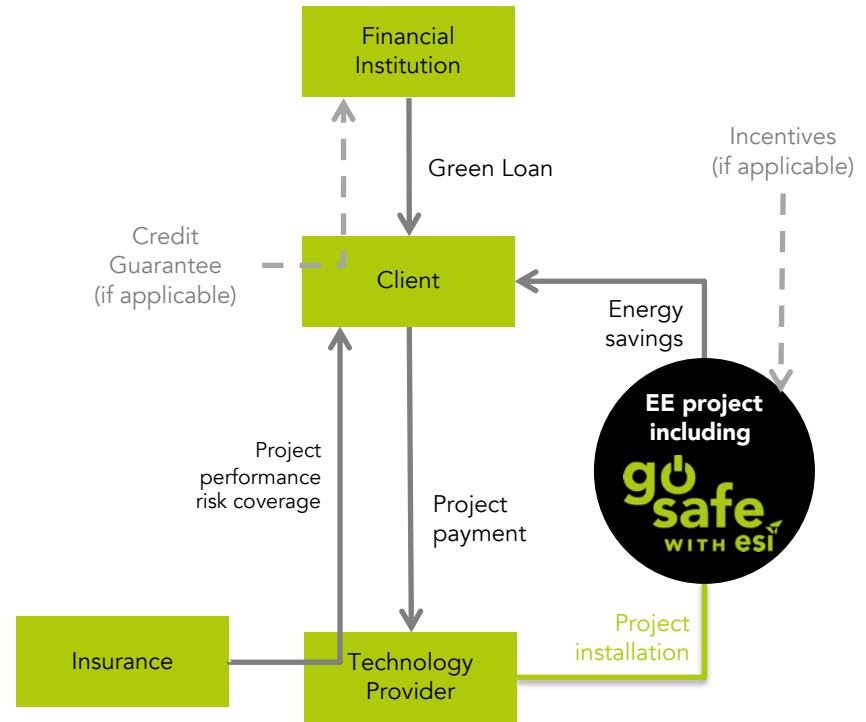
Financing Structure



- ✓ Client as investor and credit taker for EE project with **GoSafe with ESI**.
- ✓ Banks mobilise their green credit lines (or create new products) for EE projects using **GoSafe with ESI**.
- ✓ Links existing supporting financial mechanism (e.g. incentives, credit guarantees, etc.).
- ✓ FIs are engaged and trained to understand the functioning and interaction of **GoSafe with ESI** EE project.

Contact us to learn more about financing EE project that count with GoSafe with ESI in your country.

Financing Structure



→ Financial flow
--> Financial flow, if existing instrument available in the country

Validation Process



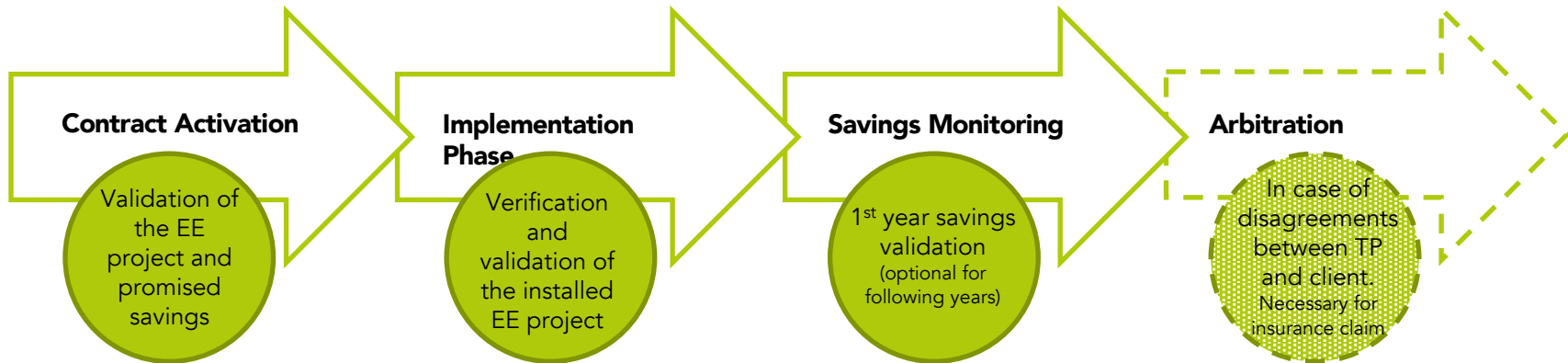
Builds trust and provides certainty of energy efficiency technical aspects to **clients, insurance companies** and **financial institutions**.

Main characteristics are:

- ✓ it is conducted by an independent technical validation entity
- ✓ the technology-based methodology for the evaluation of the projects is based on Option A – Methodology of the IPMVP® protocol

SGS

- ✓ Validation Entity of the ESI Europe project



The validation process increases transparency and creates trust that energy savings will be delivered by the project.

Online Platform



A functional interface developed to facilitate the workflow and information access of the different key actors of the energy efficiency project.



The main characteristics are:

✓ **SECURE**

It is accessed on a login and password, secured area

✓ **TAILORED ACCESS**

Accessed by TPs, Clients, Validation Entity, Insurance companies and Financial Institutions

✓ **PROJECT PROCESS**

It registers information and actions of the project: proposal validation, contract activation, installation validation and monitoring reports

✓ **DEVELOPED IN BLOCKCHAIN**

Increased transparency, trust, traceability and reliability of information




Soon available via www.esi-europe.org website.

JOIN AND SUPPORT SUSTAINABILITY!




GoSafe with ESI projects contribute significantly to environmental sustainability and reduce climate change impact due to the decrease of energy consumption and consequent decrease of greenhouse gas emissions.

Contact us to learn more how to participate!






 GoSafe_ES
 GoSafe with ESI España
 GoSafe with ESI España



 GoSafe_IT
 GoSafe with ESI Italia
 GoSafe with ESI Italia



 GoSafe_PT
 GoSafe with ESI Portugal
 GoSafe with ESI Portugal

Visit www.gosafe-esi.com



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Programme coordinator:



National coordinator in Italy, Portugal and Spain:

