



FÉDÉRATION
DES
SERVICES
ÉNERGIE
ENVIRONNEMENT

Fedene

LES OPÉRATEURS D'EFFICACITÉ ÉNERGÉTIQUE
ET DE CHALEUR RENOUVELABLE

Ways to bring appliances to the market ESCO Approach

Workshop Brussels, March 9th, 2016
P.Roger – Chairman Fédène



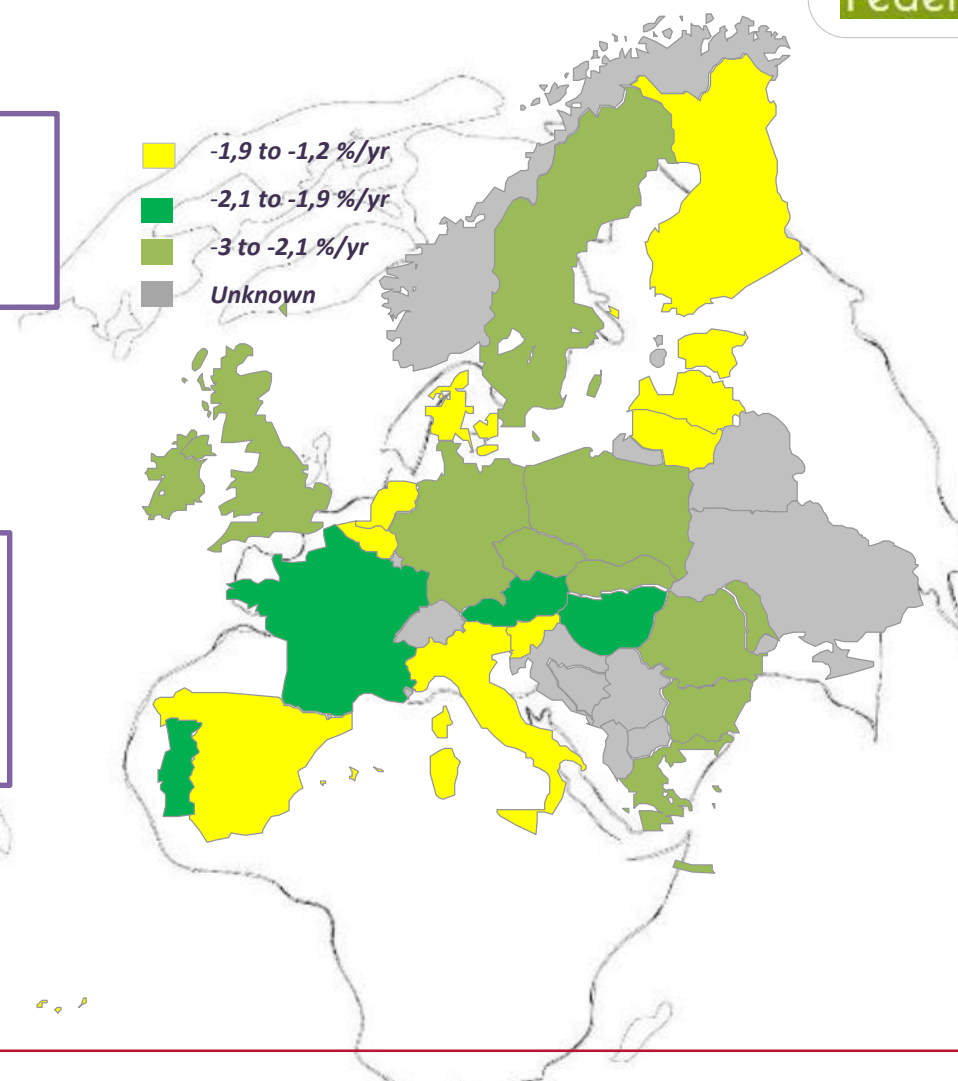
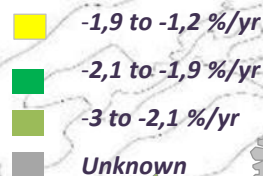
European voluntary targets to reduce energy intensity expected in every sector



Forecasted improvement in energy intensity (per unit of GDP) by country between 2010 and 2020⁽¹⁾

Among the most ambitious country in energy efficiency:

- ❖ **Germany**
- ❖ **United Kingdom**



(1) Source : European Scenarios, Directorate General for Energy, European Commission



3 components to commit in global energy & environment performance



ENERGY MIX & SOURCING

- *Designing, operating, and distributing local production with renewable energy*



ENERGY EFFICIENCY

- *Supervising and optimizing the energy performance of buildings and equipment*



Reduction of final consumption

- *Educating occupants while providing high quality service and comfort every day*



A presence across the entire energy efficiency chain to optimise every factor of performance & allow real guarantees on savings



ENERGY ENGINEERING



- diagnostics, audits
- subsidy searches

01

PROJECT DESIGN, FINANCING, AND CONSTRUCTION



- Energy Management System, Automation
- energy systems
- building renovation

02

SMART SUPERVISION AND TRACKING OF ENERGY PERFORMANCE AND COMFORT



- facility operation and maintenance
- management and optimisation of the energy mix and supply
- support for occupants in adopting resource-saving habits

03

CUSTOMER SUPPORT



- consulting and improvement plans
- feedback platforms

COFELYdirect  VERTUOZ  

04



Solutions tailored to the needs of each Market Segment



PRIVATE OFFICES



*Facility performance and environmental initiatives
CPE, FM, PIV,*

PUBLIC OFFICES



*Reduced building operation and improvement costs
GM, CPE*

LOCAL GOVERNMENT



*Energy transition and regional development
CPE, CPPE, MPPE, Heating / cooling network*

INDUSTRY



Competitiveness and operational performance of utilities and services

RESIDENTIAL



Reasonable service charges and comfort for residents



Gas innovative solutions



◆ Classical:

- Boilers with condensation
- Cogenerations, Trigeneration
- Heat pumps

◆ Under development

- Storage of heat / cold
- Biogases
- Power to gas
- H₂, methanation



ESCO can develop & promote pilot industrial projects

ESCO will search economical global cost business models and feasibility

