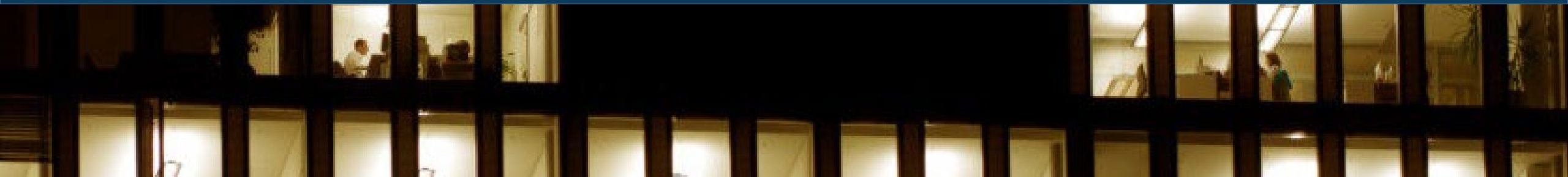
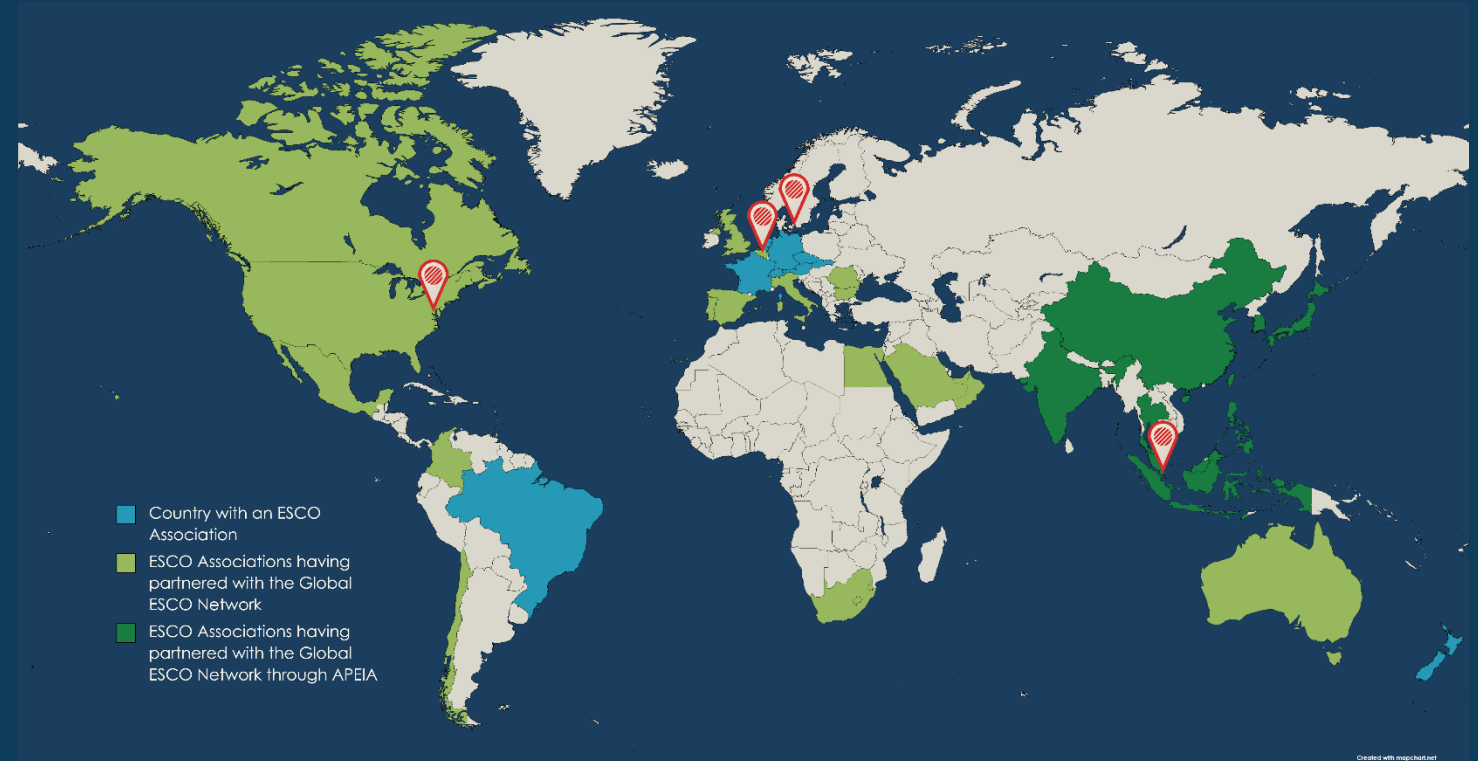
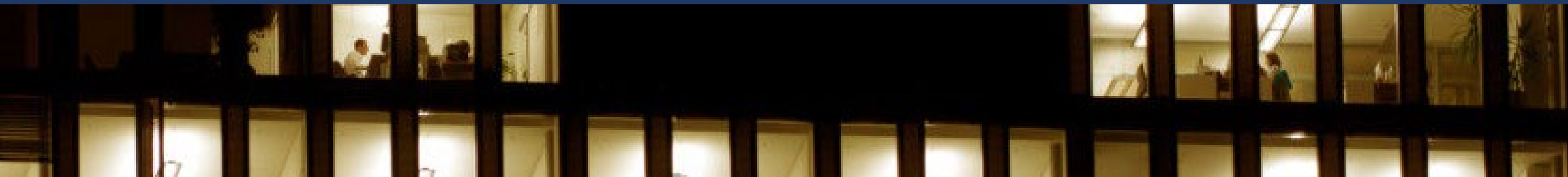


Learnings from the Global ESCO Network

- Established in 2020 (2019)
- 29 Partners
- 80% coverage
- Filling a gap - or two

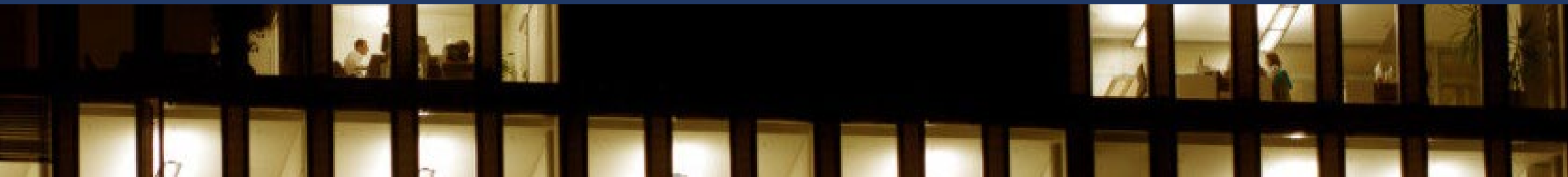


- ESCOs are not present on the global climate change agenda
- There was no forum for ESCO associations' exchanges
- No repository for authoritative literature on ESCOs



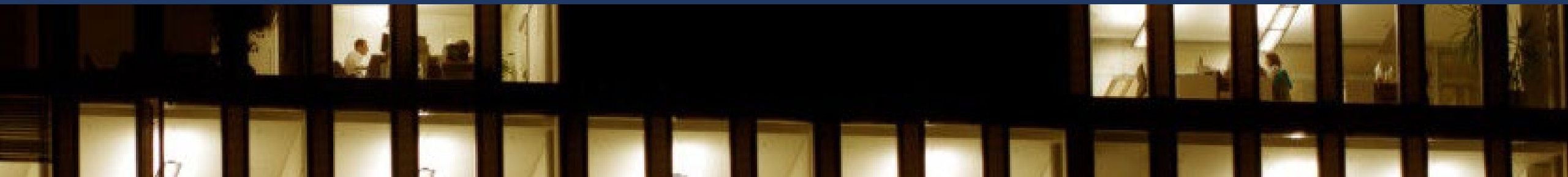
Current learnings (and we are still learning!):

- EE doesn't happen sufficiently quickly by itself and needs regulatory intervention
- Oftentimes such intervention works counter to ESCO involvement
- We see this in recovery programmes post-covid19 (at least in US, Japan and Chile) which exclude 3rd party financiers from support programmes
- Use the ESCO industry actively as implementation partner



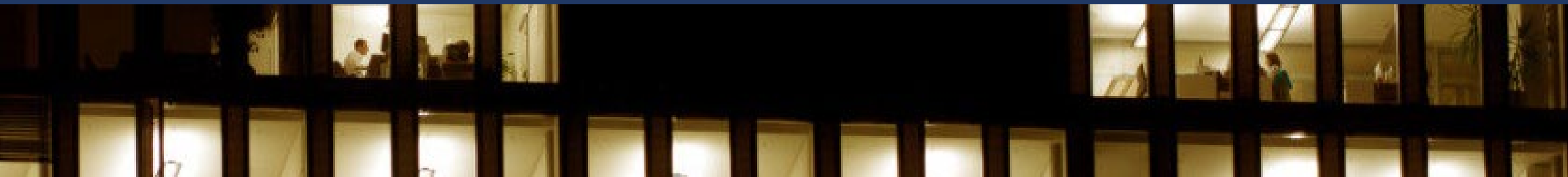
Current learning:

- EE government interventions are commonly isolated and programme based (and expensive)
- ESCOs require an entire ecosystem
- Incorporating ESCOs in EE interventions is therefore strategic - and thus suits the NDC processes, which are the focus of the Global ESCO Network



On-going learning:

- Regulatory barriers analysis through Network members
- Barriers in existing regulation
- Barriers in non-existing regulation (strategic regulation / ESCO ecosystem building)
- Super ESCOs seem to be a way to circumvent some of those regulatory barriers



Thank you for your attention!

Søren E. Lütken
Global ESCO Network
snlu@dtu.dk

