



ESCO
partners

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“ESCO model, a win-win total solution for the efficient energy upgrade of buildings and applications with zero CAPEX from the customer”

COMPANY PRESENTATION

- ESCO Partners has been established in 2022 by **Sirec Energy**, manager of the **first Greek energy fund (EuSIF)** and **MES Energy** a leading technical company in Greece.
- Sirec Energy SA is a Private Equity firm focusing on Sustainable Investments in the areas of Energy Saving, Energy Production from RES & Circular Economy.
- **EUSIF** (European Sustainable Investments Fund) established in June 2021 with 70 million € of capital for investments in sustainability projects with strong ESG impact and a time horizon up to 30 years.
- ESCO Partners is the first **fully capitalized** ESCO company in **Greece**.
- Company's **goal** is to provide **Energy Services** for energy saving systems in the sectors of :
 - Photovoltaic systems
 - Combined Heat Power Systems(CHP)
 - Energy upgrades of Heating, Ventilation, Air-Conditioning (HVAC) systems
 - Power Quality
 - LED lighting

Energy as a
Service



AGENDA

01

CHALLENGES

02

ESCO MODEL



CHALLENGES

AGENDA

CHALLENGES



CHALLENGES

Energy Crisis



CHALLENGES

Energy Crisis

1

Geopolitical Instability

Conflicts and tensions impact energy supply chains.

2

Supply Chain Disruptions

Global events hinder the smooth flow of energy resources.

3

Increased Energy Demand

Economic growth and population increase energy needs.

4

Climate Change Policies

Transition to renewables involves costs and challenges.



CHALLENGES

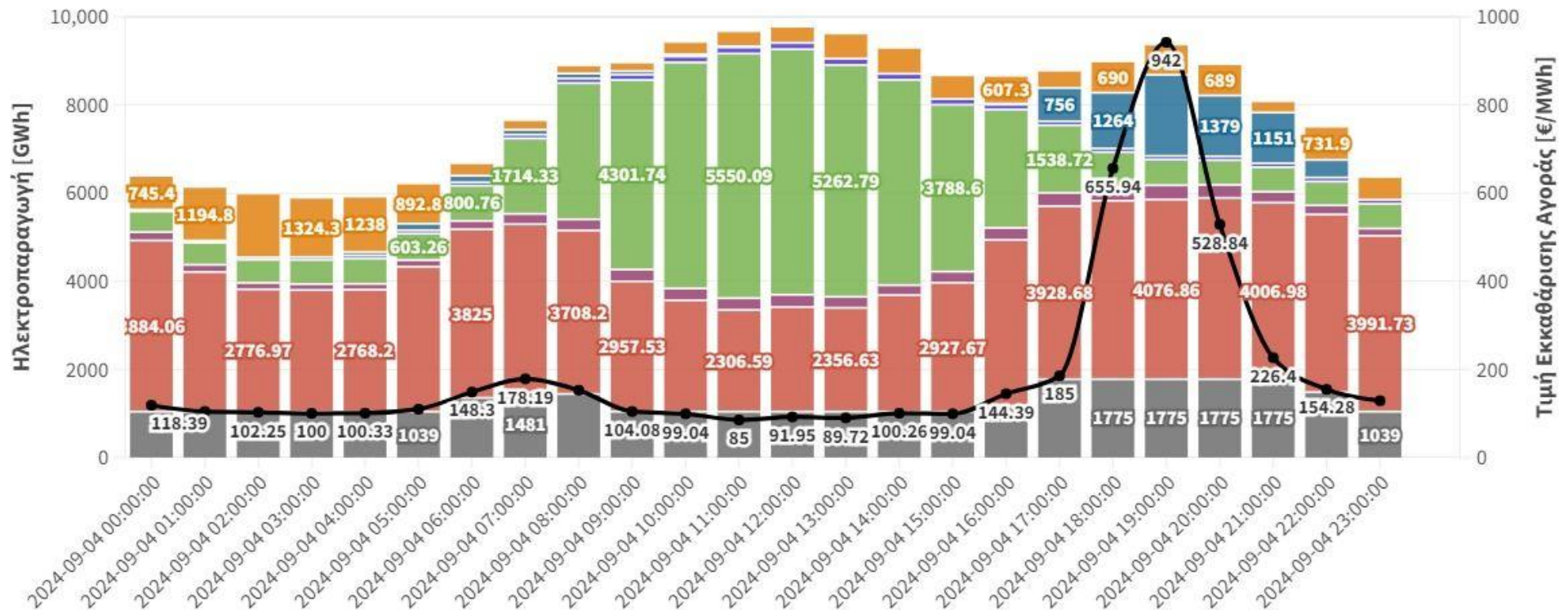
Energy Crisis

High Electricity Cost

Ενεργειακό μείγμα ανά ώρα στην Αγορά Επόμενης Μέρας

4 Σεπτεμβρίου 2024

■ Τιμή Εκκαθάρισης Αγοράς ■ Λιγνίτης ■ Ορυκτό Αέριο ■ Κρήτη-πετρέλαιο ■ ΑΠΕ ■ Κρήτη-ΑΠΕ ■ Μεγάλα ΥΗ ■ Καθαρές εισαγωγές



Πηγή: PAEEY

CHALLENGES

Legislation



CHALLENGES

Legislation

EPBD
Energy
Performance
of Buildings

Revised Directive
on the Energy
Performance of
Buildings

New buildings
with 0 emissions
by 2030



EU's ambitious
program to meet
new greenhouse
gas emissions
targets

Reduce carbon
footprint by 55%
by 2030

REPowerEU

Plan to end the
EU's dependence
on fossil fuels



Regulation for
the management
of Fluorinated
Gases which
cause global
warming and
contribute to
climate change

CHALLENGES

Sustainability



CHALLENGES

Sustainability

In Greece, companies, especially large and listed ones, have obligations regarding the data reporting of :

- ESG (Environmental, Social, and Governance)
- Sustainability

mainly through legislative arrangements harmonized with European directives.

Failure to comply with this reporting obligations can lead to :

- Penalties (Ex. fines or negative publicity)
- Reputation reduction
- Difficulty accessing funds and investments

CHALLENGES

Sustainability

Corporate Sustainability Reporting Directive (CSRD)

The new Corporate Sustainability Reporting Directive (CSRD), which replaces the NFRD, strengthens the requirements for sustainability reporting.

- It will apply to more companies.
- It will require more detailed and standardized reporting, in line with the European Sustainability Reporting Standards (ESRS).
- Its implementation started from 2024 for large companies and will gradually be extended to smaller companies.

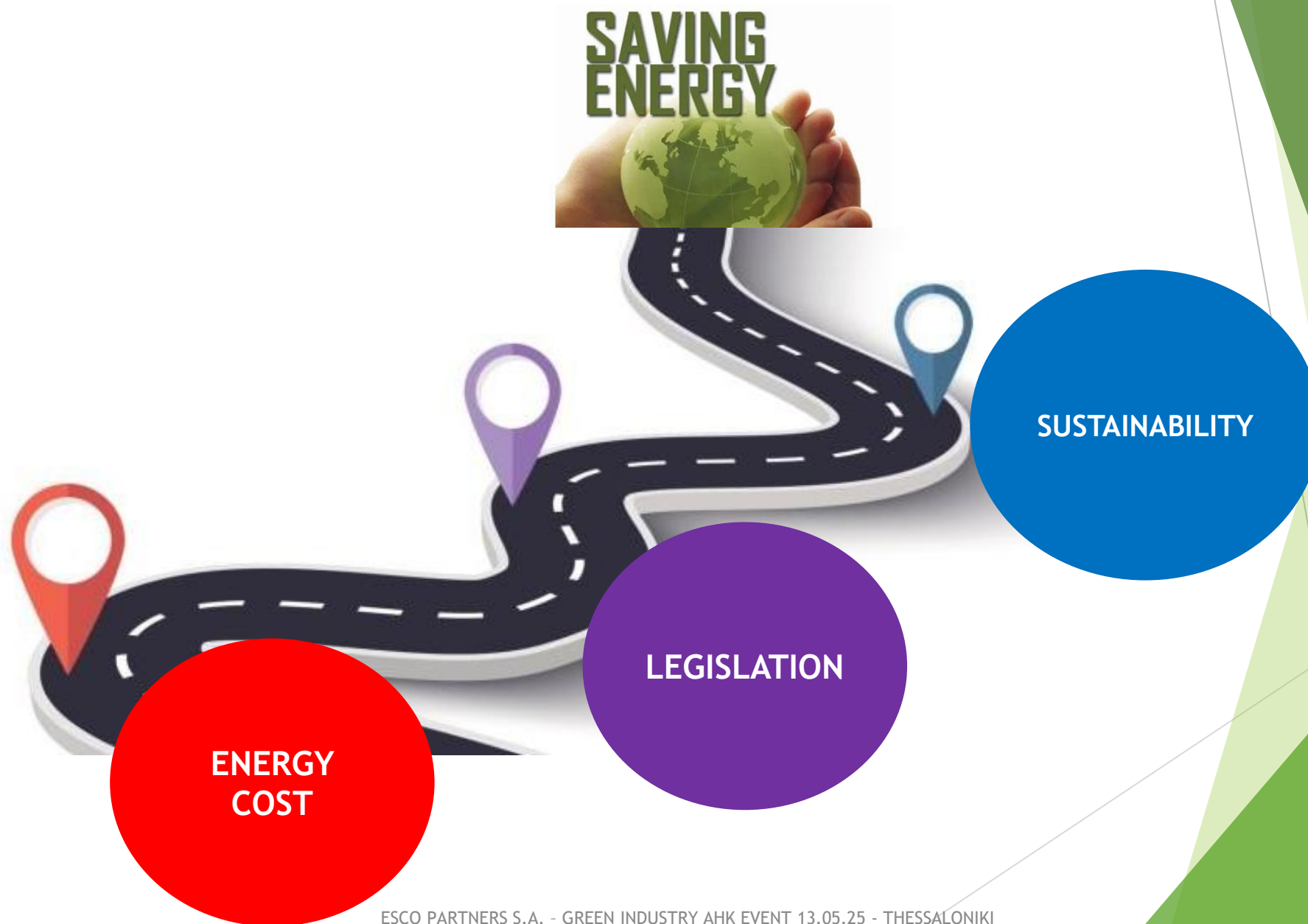


Expansion of The Corporate Sustainability Reporting Directive (CSRD)

EU CSRD



CHALLENGES



CHALLENGES

Challenges as
opportunities





AGENDA

02

ESCO MODEL

ESCO MODEL

Challenge :

Energy is today one of the most important **operating cost** factors in any commercial or industrial application.

Additional issues :

- Capital restrictions
- Energy adequacy
- Challenging environmental goals
- Maintenance increased needs
- Manpower availability

Solution :

“Energy as a Service” provided with energy upgrade and energy saving solutions.



ESCO MODEL

What is an ESCO?

It is a **holistic project approach** to provide energy services following these steps:

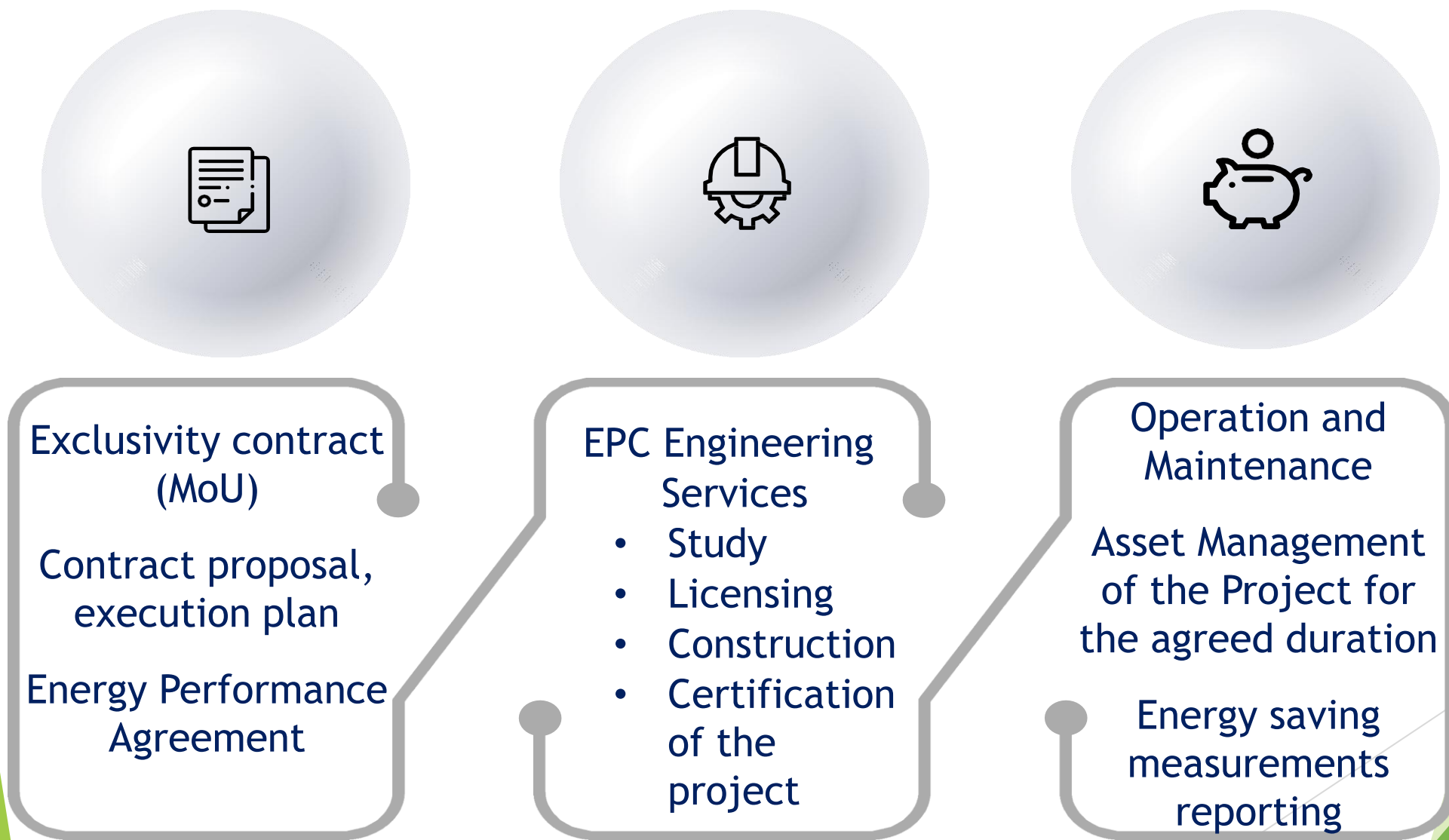


What are its main benefits?

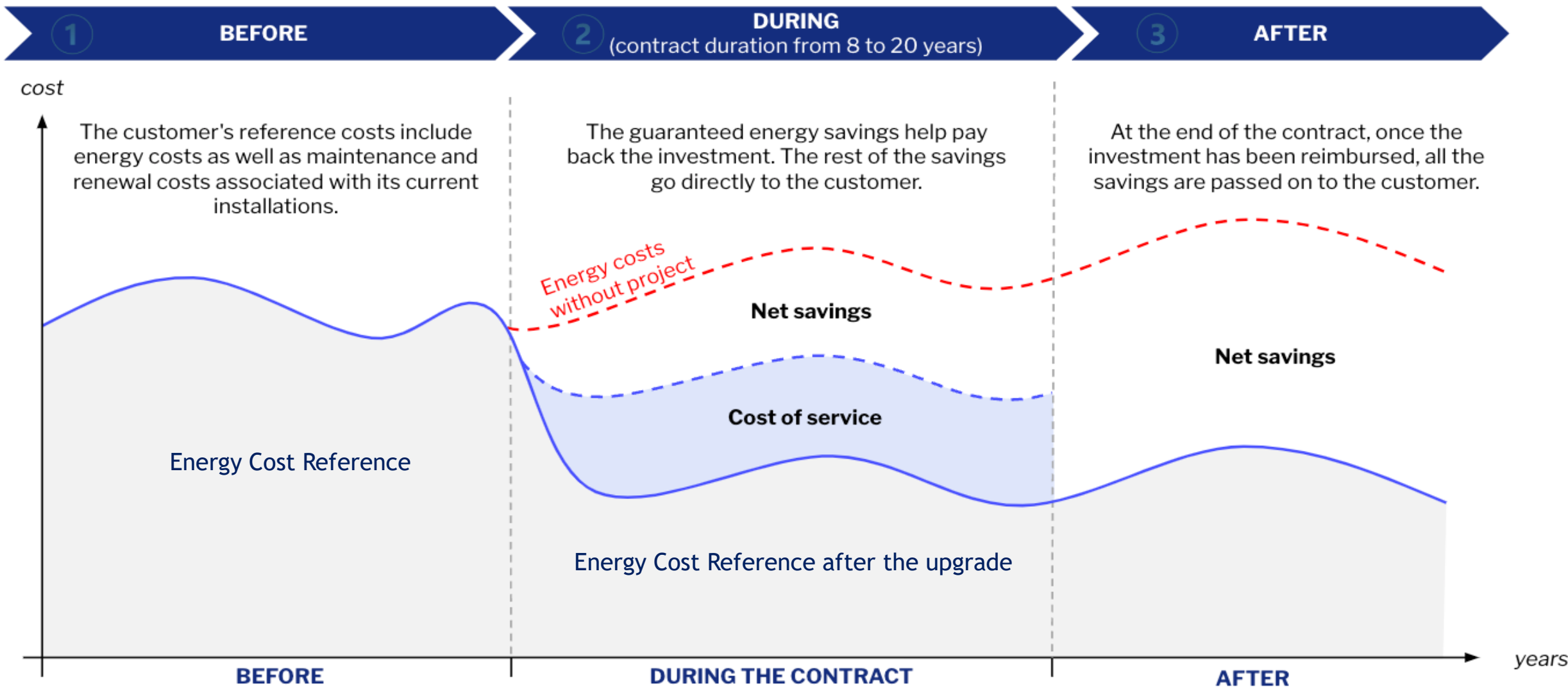
1. Full coverage of project's CAPEX
2. Release customers capitals and resources to be invested in their core business
3. Taking performance risk and guaranteeing the benefit of energy savings
4. Tool for achieving sustainable development goals and reducing energy and environmental footprint
5. Turnkey solution with instant results

ESCO MODEL

What are the basic steps of the ESCO model?



ESCO MODEL



SUMMARY

CHALLENGES

- Increased Energy Cost
- Strict Legislation
- Demanding Sustainability targets
- Low efficiency buildings

SERVICES

- Photovoltaic Systems
- Combined Heat Power Systems
- Energy Upgrades HVAC systems all with the model : Energy As A Service

BENEFITS

- Full project's CAPEX coverage
- Release customers capitals and resources
- Tool for achieving sustainable goals
- Asset Manag.

SUMMARY

ESCO model is a **win-win** total solution



for Customers

- Industry
- Building
- Hotel

Owners

for Partners

- ESCO companies
- Technology Solution Providers
- EPCs

for converting challenges to opportunities!



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**Thank you
for your time!**

