



Thailand ESCO Fair 2014

“Create more Saving with
Professional ESCO”

Exhibition Hall 106, Bitec Bangna : July 16th ,2014

Thai
ESCO Association
สมาคมบริษัทจัดการพลังงานไทย

Speaker



Mr. Arthit Vechakij

President of Thai ESCO Association

Thailand, Thai ESCO Association was established at the end of 2012 to play a central role to conduct projects. Commendation system for excellent ESCO projects is performed by government, and in Thailand, Ministry of Energy has been doing this. The role of nucleus organizations of ESCO promotion is greatly important.

Thai ESCO Association

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Content

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3.

ESCO : 1 Stop Service



Why ESCO?

A number of economies believe that promoting ESCO industry leads to promote energy conservation. This is due to the fact that ESCO has the following features.

- ❑ It guarantees the energy savings.
- ❑ It makes a reliable proposal which is based on energy audit.
- ❑ It can sustain the energy-saving performance over a long period of time by providing M&V
- ❑ It makes a financial arrangement, and sometime it provides funding.
- ❑ Although energy services have been traditionally provided by the supply side, ESCO represents the interests of customers by providing a service from the demand side.

By performing M&V, ESCO can not only verify whether the effect of energy saving achieves the guaranteed level, but can also detect a failure and deterioration of implemented equipment or management, and the workarounds applied to each found trouble will lead to a long-lasting energy saving effect.

ESCO Business Model

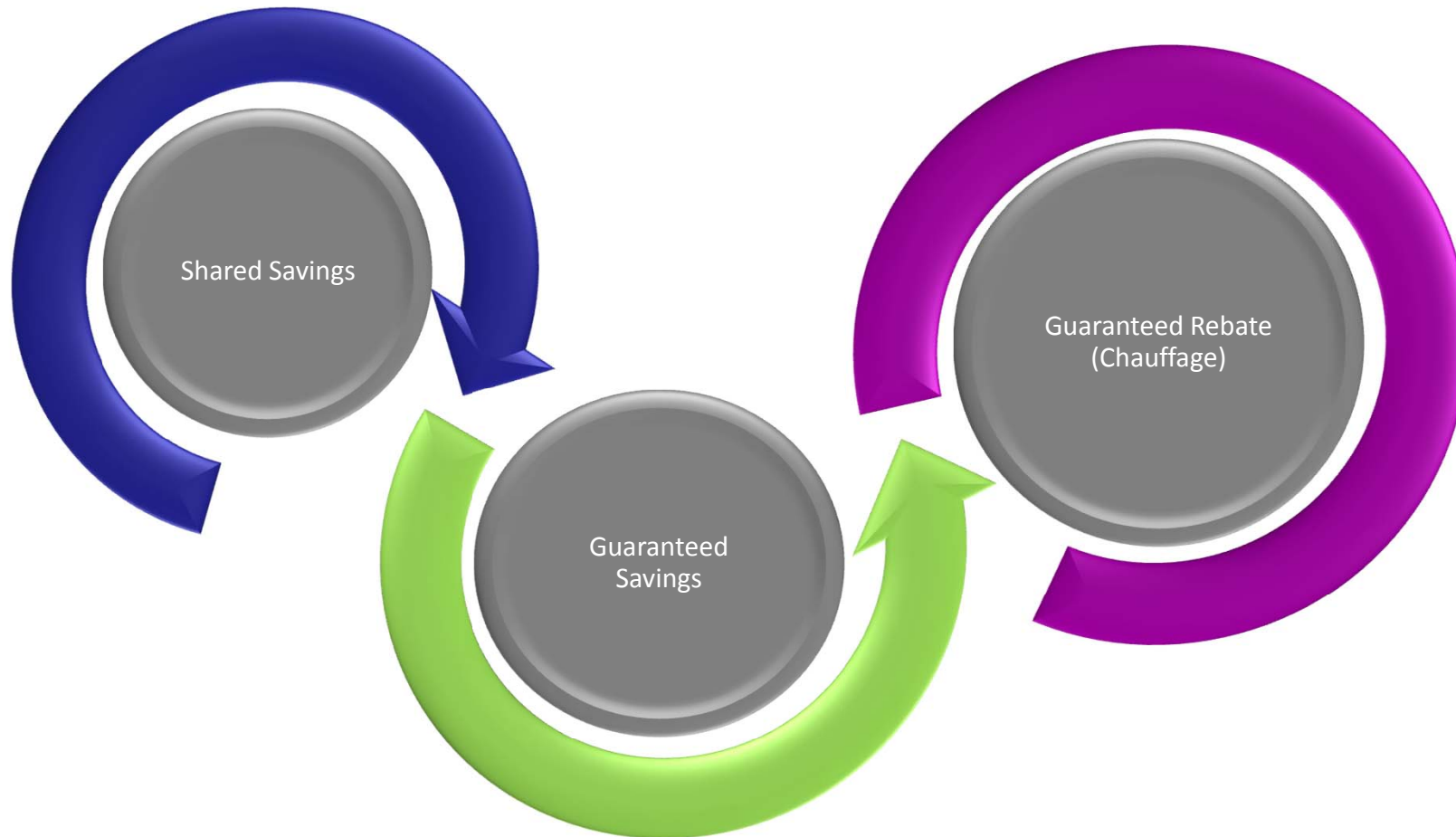
Range of ESCO Business Services



Additional ESCO Services

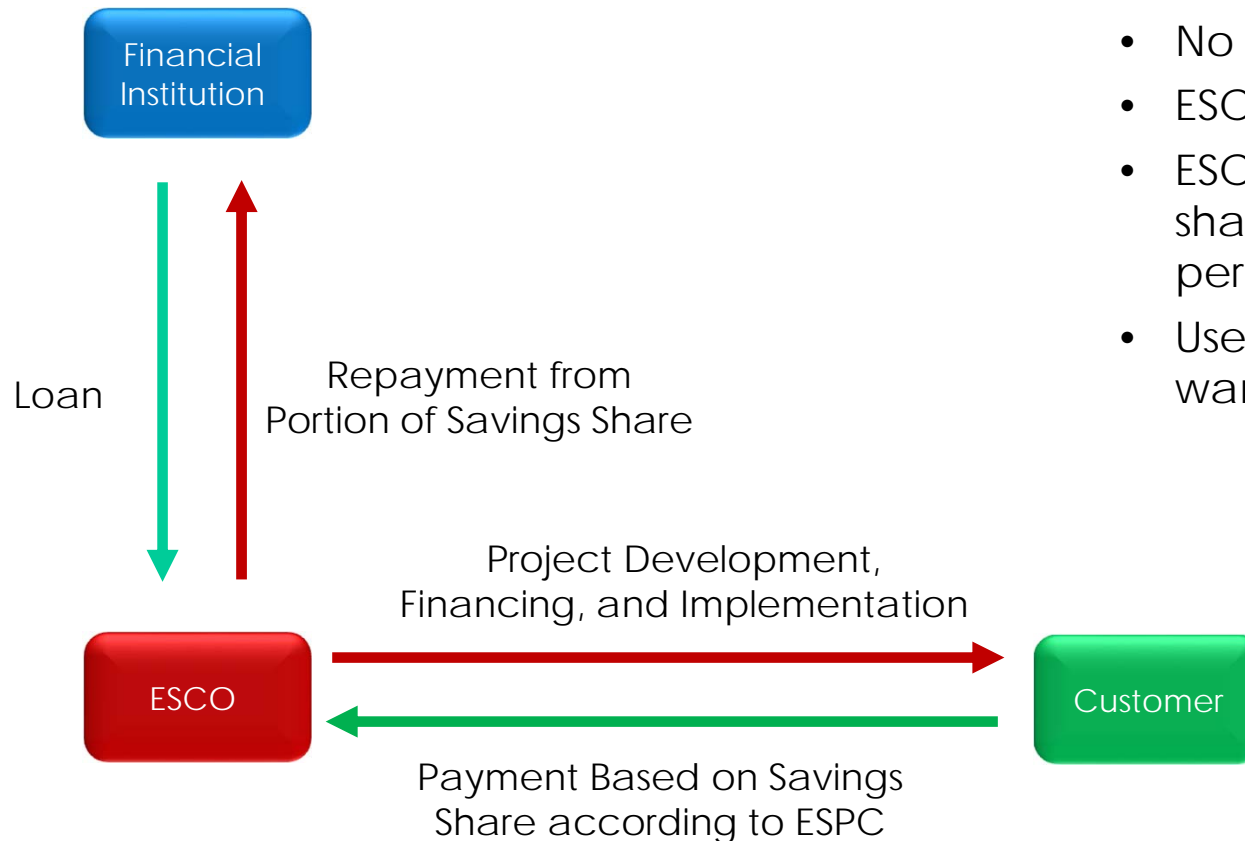
-  Providing or Arranging Financing
-  Operations and Maintenance
-  Training

ESCO Business Model



EPC Contract Types

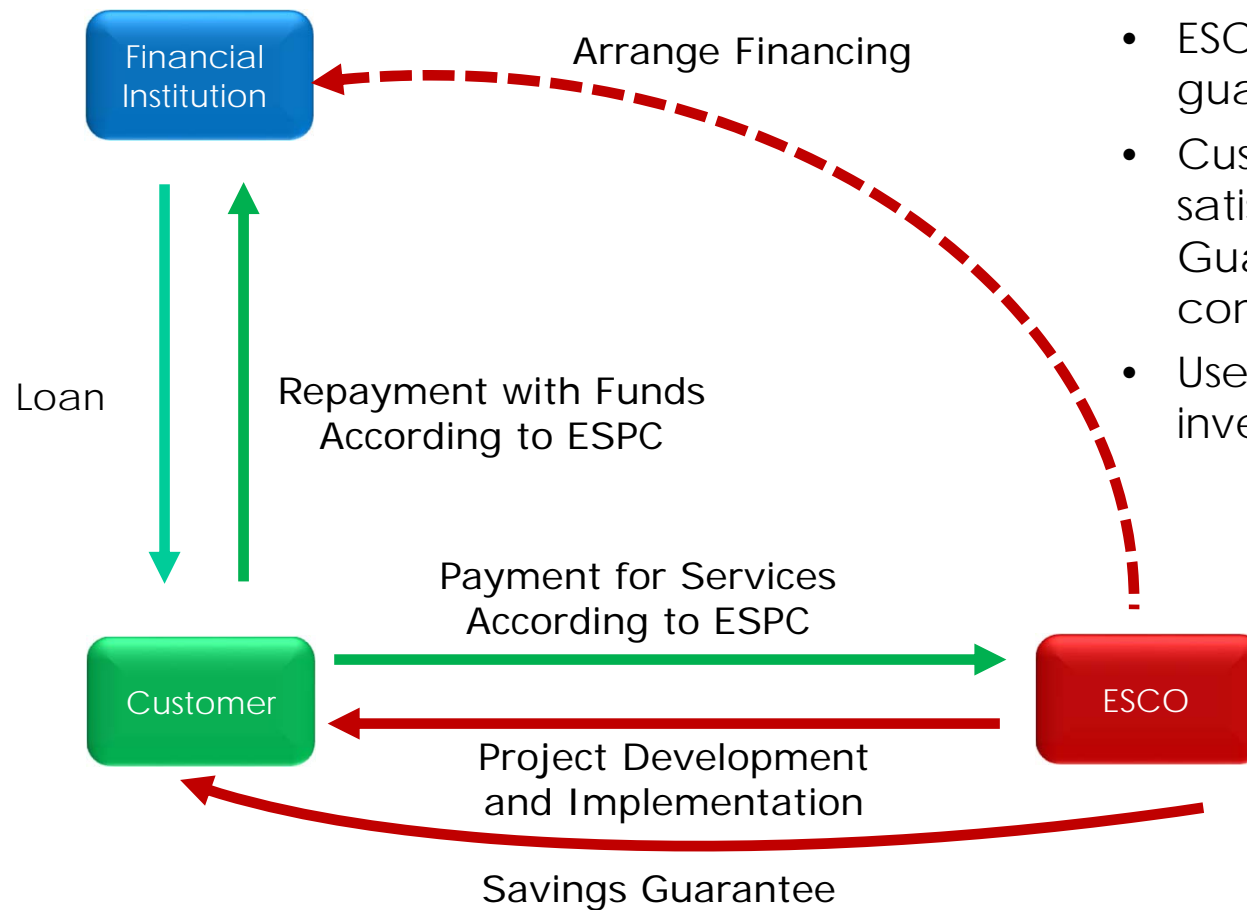
Shared Savings Model



- ESCO finances project
- No customer investment needed
- ESCO borrows funds from FI
- ESCO and customer defined share savings over contract period
- Useful when customer does not want to invest own funds

EPC Contract Types

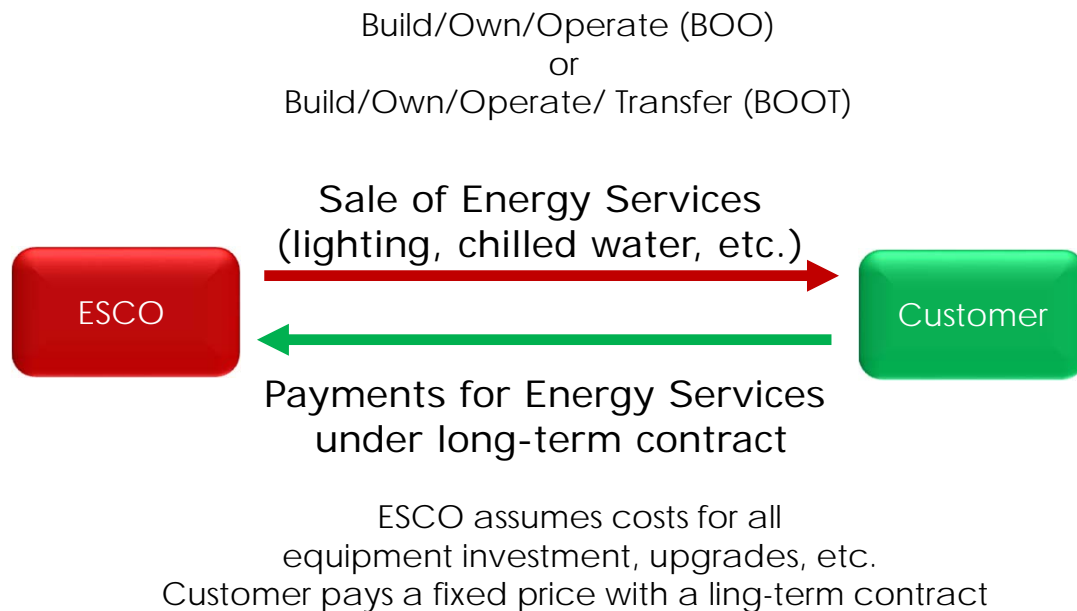
Guarantee Savings Model



- Customer finances project
- ESCO provides performance guarantees
- Customer pays ESCO upon satisfying performance Guarantees (one-time or over contract period)
- Useful when customer can invest/borrow funds at lower cost

EPC Contract Types

Guaranteed Rebate (Chauffage)



- Customer outsources energy management for entire facility
- ESCO invests in equipment/efficiency
- Customer signs long-term contract for payments at fixed price
- Useful when expert help is needed for efficient energy management

Thank you



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