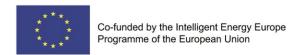


Press book – Documentation of media coverings

United Kingdom





Transparense project

This document has been conducted within the framework of project "Transparense – Increasing Transparency of Energy Service Markets" supported by the EU program "Intelligent Energy Europe"

www.transparense.eu

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Overview of the articles

No.	Date	Publisher	Title of the article	No. of readers /visitors	Web link to the article (if available)
1	2014-04-08	ESTA Website	EEVS: Saving energy costs without capital costs Energy Performance Contracting (EPC) – an unexploited possibility	5000	http://esta.org.uk/MAIN_MENU/NEWS/NEWS_IT EMS/2014_04_08_EEVS.php
2	2014-04-08	EEVS Website	EEVS: Saving energy costs without capital costs Energy Performance Contracting (EPC) – an unexploited possibility	500	http://www.eevs.co.uk/media/transparense0414.p
3	2014-04-07	Industry Today Website	EEVS: Saving energy costs without capital costs Energy Performance Contracting (EPC) – an unexploited possibility	5000	http://industrytoday.co.uk/energy and environme nt/saving-energy-costs-without-capital- costs/29101
4	2015-03-06	Water, Energy & Environment / Energyst Media Ltd	A European Code for EPCs	12500	http://issuu.com/energymagazines/docs/we e fe b- mar digital smaller issue/28?e=6762315/11773 468
5	2014-12-05	Energy Live News	British Gas Business signs up to EU energy code	30000	http://www.energylivenews.com/2014/12/05/britis h-gas-business-signs-up-to-eu-energy-code/
6	2014-12-09	ESTA Website	British Gas Business becomes first UK Company to sign the European Code of Conduct for Energy Performance	5000	http://www.esta.org.uk/MAIN_MENU/NEWS/NEW



			Contracting		S ITEMS/2014 12 09 EEVS.php
7	2014-12-05	The Energy Consortium Website	british gas business signs up to eu energy code	unknown	http://www.tec.ac.uk/news/430
8	2015-01-05	Fireplace Website	British Gas sign the European Code of Conduct for EPC's	unknown	http://www.fireplace.co.uk/blog/British+Gas+sign+the+European+Code+of+Conduct+for+EPC%27s/4569
9	2014-12-05	E-PO Website	British Gas Business signs up to EU energy code	unknown	http://e-po.co.uk/british-gas-business-signs-up-to- eu-energy-code/
10	2015-06-01	Skanska Website	Skanska becomes signatory of the European Code of Conduct for Energy Performance Contracting	unknown	http://www.skanska.co.uk/newspress/display- news/?nid=YEjlf9f9
11	2015-06-01	ESTA Website	Skanska becomes signatory of the European Code of Conduct for Energy Performance Contracting	5000	http://connect.esta.org.uk/wp- content/uploads/2015/06/European-EPC-Code- of-Conduct-release-SKANSKA.pdf



EEVS: Saving energy costs without capital costs Energy Performance Contracting (EPC) - an unexploited possibility



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Energy Performance Contracting (EPC) has the potential to provide substantial energy savings by enabling building owners to finance the upgrading of ageing and inefficient facilities. The basic principle is that energy efficiency improvement investments are financed directly from saved energy costs. But while the EPC business model makes these investments much more feasible, the number and size of projects is still limited. The EU project Transparense, aiming at supporting the development of the EPC market, has found that lack of trust in the industry, the complexity of the EPC concept, regulatory barriers and lack of governmental support are key reasons.

What is Energy Performance Contracting (EPC) and why is it important?

Energy Performance Contracting (EPC) is an energy service allowing the client to save energy without capital costs as the investments are being repaid directly from the saved energy costs. The key advantage of the EPC method is that technical and financial risks are taken over by the Energy Services Providers (ESCOs) as energy savings are guaranteed by ESCOs who will compensate financially for any shortfalls in the contracted savings.

There is a great potential for EPC projects within the EU, but most of it is not utilised. This is a paradox in the time of financial crisis when organisations - especially in the public sector - lack the necessary capital to renovate their buildings.

An initial Transparense survey has shown that there is a lack of transparency within the energy efficiency markets in Europe; as well as poor knowledge and understanding of EPC and its potential energy saving benefits. The EPC concept is complex and the industry faces a distinct trust issue and low customer demand. Furthermore, energy policies from individual European governments are seen as ineffective, particularly with regards to specific EPC policies. Regulatory barriers include ineffective regulation, lack of support from the government and uncertainty regarding subsidies and policies.

Obtaining finance to fund an EPC project is a major stumbling block for EPC clients across many (though not all) European countries. Finance houses and banks struggle to provide adequate finance for EPC projects due to a lack of knowledge on the characteristics of such projects. Interestingly enough, the financial crisis is also viewed as a driver of the EPC market due to increasing energy prices and the necessity to reduce costs.

For more information download the national and European reports at www.transparense.eu/eu/epc-databases/reports and view the EPC databases which are already online in



2 EEVS: Saving energy costs without capital costs Energy Performance Contracting (EPC) – an unexploited possibility (2)





PRESS RELEASE

London, 04/04/2014

Saving energy costs without capital costs Energy Performance Contracting (EPC) – an unexploited possibility

Energy Performance Contracting (EPC) has the potential to provide substantial energy savings by enabling building owners to finance the upgrading of ageing and inefficient facilities. The basic principle is that energy efficiency improvement investments are financed directly from saved energy costs. But while the EPC business model makes these investments much more feasible, the number and size of projects is still limited. The EU project Transparense, aiming at supporting the development of the EPC market, has found that lack of trust in the industry, the complexity of the EPC concept, regulatory barriers and lack of governmental support are key reasons.

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EPC has not reached its full potential

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The Transparense project - achieving transparency to the EPC market

Transparense is funded by the Intelligent Energy Europe Programme of the European Commission and aims at supporting the development of a trustworthy EPC market by creating a European Code of Conduct and national implementation strategies. Main target groups are existing and potential EPC providers and their clients.



3 EEVS: Saving energy costs without capital costs Energy Performance Contracting (EPC) - an unexploited possibility (3)



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Saving energy costs without capital costs

Energy Performance Contracting (EPC) - an unexploited possibility

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"The Codes of Conduct will efficiently address the issue of lack of transparency on the market and aim to improve the understanding, awareness and quality of EPC" says Jana Szomolányiová, coordinator of the Transparense project. "We are developing policy recommendation on how to remove these barriers, thus supporting the implementation of the EU Energy

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5 British Gas Business signs up to EU energy code





6 British Gas Business becomes first UK Company to sign the European Code of Conduct for Energy Performance Contracting



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British Gas Business becomes first UK Company to sign the European Code of Conduct for Energy Performance Contracting

The UK's leading energy supplier is the first UK signatory to the Code of Conduct developed by the Transparense project. Transparense is a pan-European initiative funded by the Intelligent Energy Europe Programme of the European Commission and aims at creating a more transparent and more efficient market for Energy Performance Contracting.

British Gas, who provide EPCs to a wide portfolio of UK organisations, including hospitals and universities, join over 40 others throughout Europe who have signed the Code of Conduct since its launch in September 2014. The Code was launched to support high-quality EPC energy services and transparency on European energy service markets. It has been developed within the Intelligent Energy Europe project Transparense in cooperation with inter alia European ESCO associations, EPC providers and clients; and defines the basic values and principles that are considered fundamental for the successful preparation and implementation of EPC projects.

Valérie Plainemaison, EFIEES (European Federation of Intelligent Energy Efficiency Services) Secretary General said: "The Code of Conduct reflects the values and principles which our members consider essential to the development of high-quality energy-efficiency service markets in Europe".

An initial survey within the Transparense project showed that there was a lack of transparency within the energy efficiency markets in Europe and that many potential clients had poor knowledge and understanding of EPC and its potential to generate energy savings. "The Code of Conduct will efficiently address the issue of lack of transparency on the market and aims to improve the understanding, awareness and quality of EPC in the UK and in Europe" said Olivier Garnier, UK Lead on the Transparense Project.

By becoming signatories, EPC providers such as British Gas Business undertake to conduct EPC's in compliance with the EPC Code and position themselves as leading providers of best practice EPC in the UK.

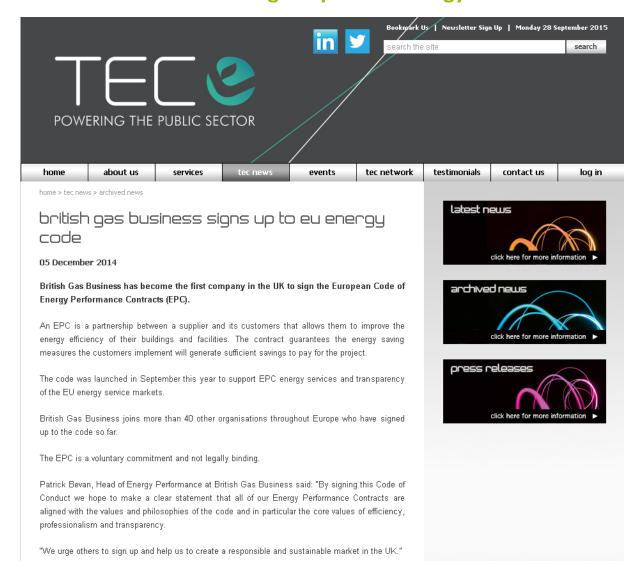
The EPC Code is a voluntary commitment and is not legally binding. Patrick Bevan, Head of Energy Performance at British Gas Business said: "Our customers value open and honest information about their EPC's, which helps them to demonstrate the cost-effectiveness to their organisation. By signing this Code of Conduct we hope to make a clear statement that all of our Energy Performance Contracts are aligned with the values and philosophies of the code and in particular the core values of efficiency, rofessionalism and transparency. We urge others to sign up and help us to create a responsible and sustainable market in the UK."



More information on the European Code of Conduct for Energy Performance Contracting and how to become a UK signatory is available on the Transparense website: http://www.transparense.eu/uk/uk-codes-of-conduct/uk-eu-code-of-conduct

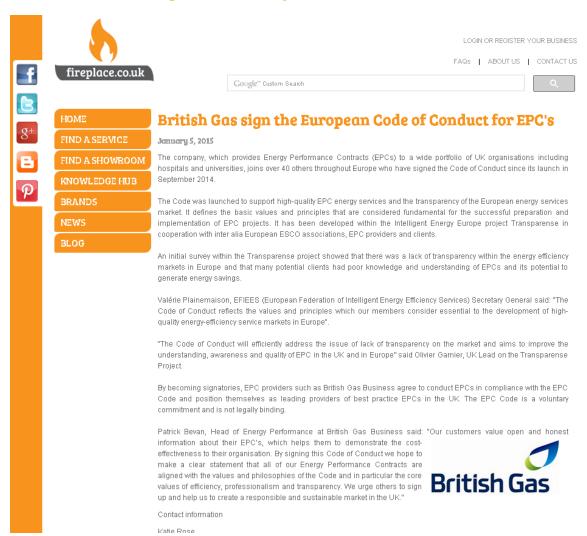


7 British Gas business signs up to EU energy code





8 British Gas sign the European Code of Conduct for EPC's





you don't use

Delvin Lane,

Head of Energy

360, British Gas

9 British Gas Business signs up to EU energy code



British Gas Business has become the first company in the UK to sign the European Code of Energy Performance



10 Skanska becomes signatory of the European Code of Conduct for Energy Performance Contracting



Skanska has recently become a signatory of the Code of Conduct developed by the Transparense project, demonstrating its commitment to best practice. Transparense is a pan-European initiative funded by the Intelligent Energy Europe Programme of the European Commission and aims at creating a more transparent and efficient market for Energy Performance Contracting (EPC).



Skanska is a leading provider of EPCs in the UK, and across the globe, delivering projects for clients in sectors such as healthcare, central and local Government and education. They join the Energy Services and Technology Association, Energy Managers Association, British Gas Business, COFELY, Breathe, ENERG-G, BAM FM and over 70 others throughout Europe who have signed the Code of Conduct since its launch in September 2014. The Code was launched to support high-quality EPC energy services and transparency on European energy service markets. It has been developed within the Intelligent Energy Europe project Transparense in cooperation with inter alia European ESCO associations, EPC providers and clients; and defines the basic values and principles that are considered fundamental for the successful preparation and implementation of EPC projects.



11 Skanska becomes signatory of the European Code of Conduct for Energy Performance Contracting



London, 1st June 2015

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Olivier Garnier (EEVS Insight - Transparense) and Richard Byers (Skanska – Head of Green Business)

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principles that are considered fundamental for the successful preparation and implementation of EPC projects.

An initial survey within the Transparense project showed that there was a lack of trust within EPC markets and that many potential clients had poor knowledge and understanding of what to expect from their suppliers:

"With long contractual terms in EPC typically between 5-15 years it is imperative to form a strong partnership between supplier and consumer built on trust and transparency. The Code of Conduct