

ENERGY SAVINGS INSURANCE PROGRAM

Brazilian Context for Energy Efficiency and ESI Concepts

Workshop in Brazil

Sep, 2018



Brazilian GDP Profile

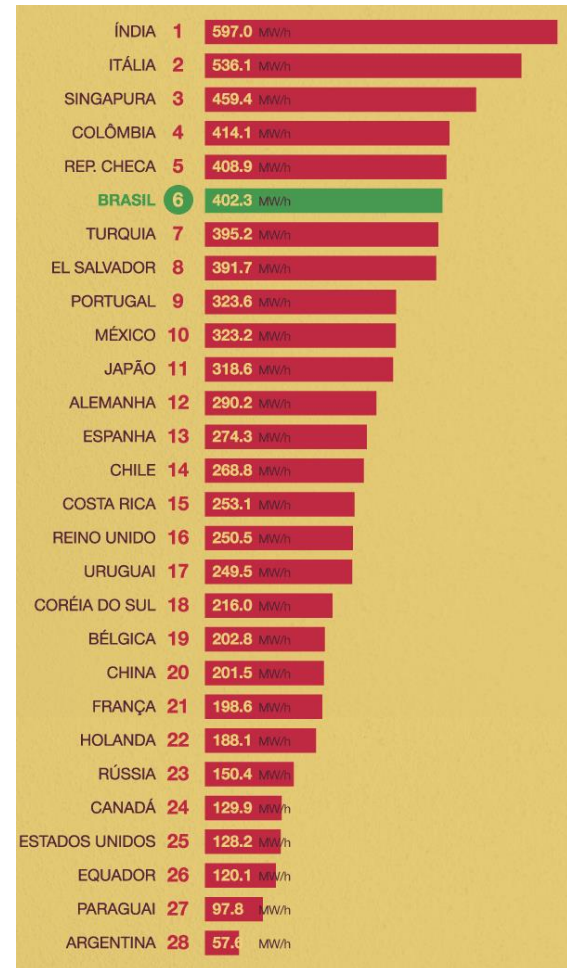
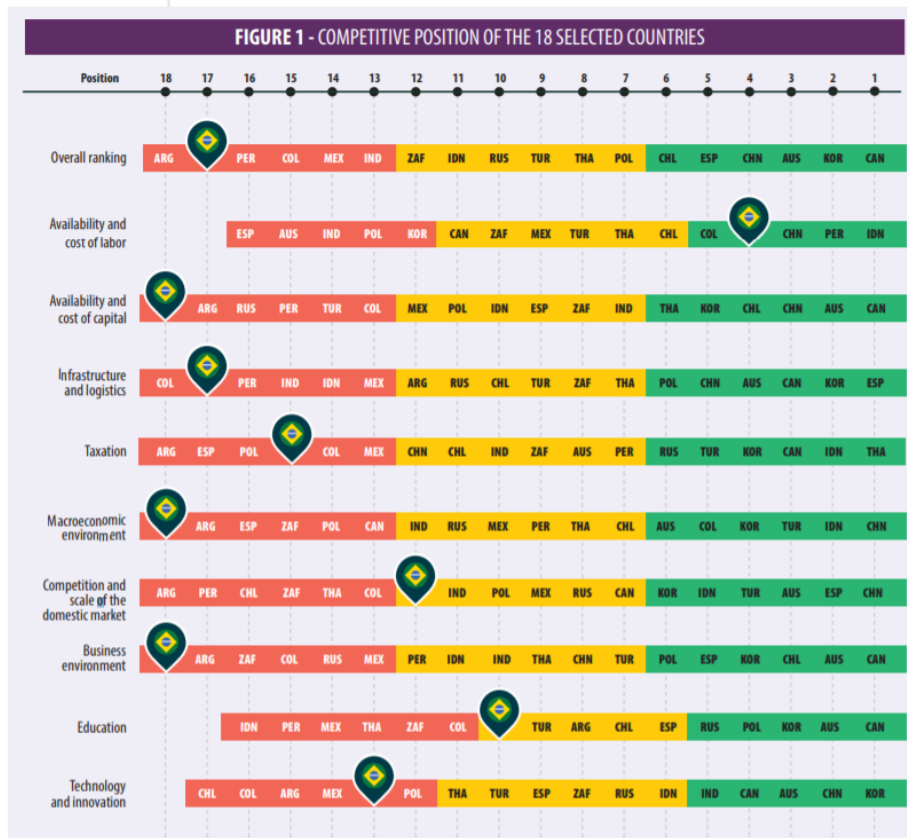
A importância da indústria no Brasil



O poder da indústria de gerar crescimento

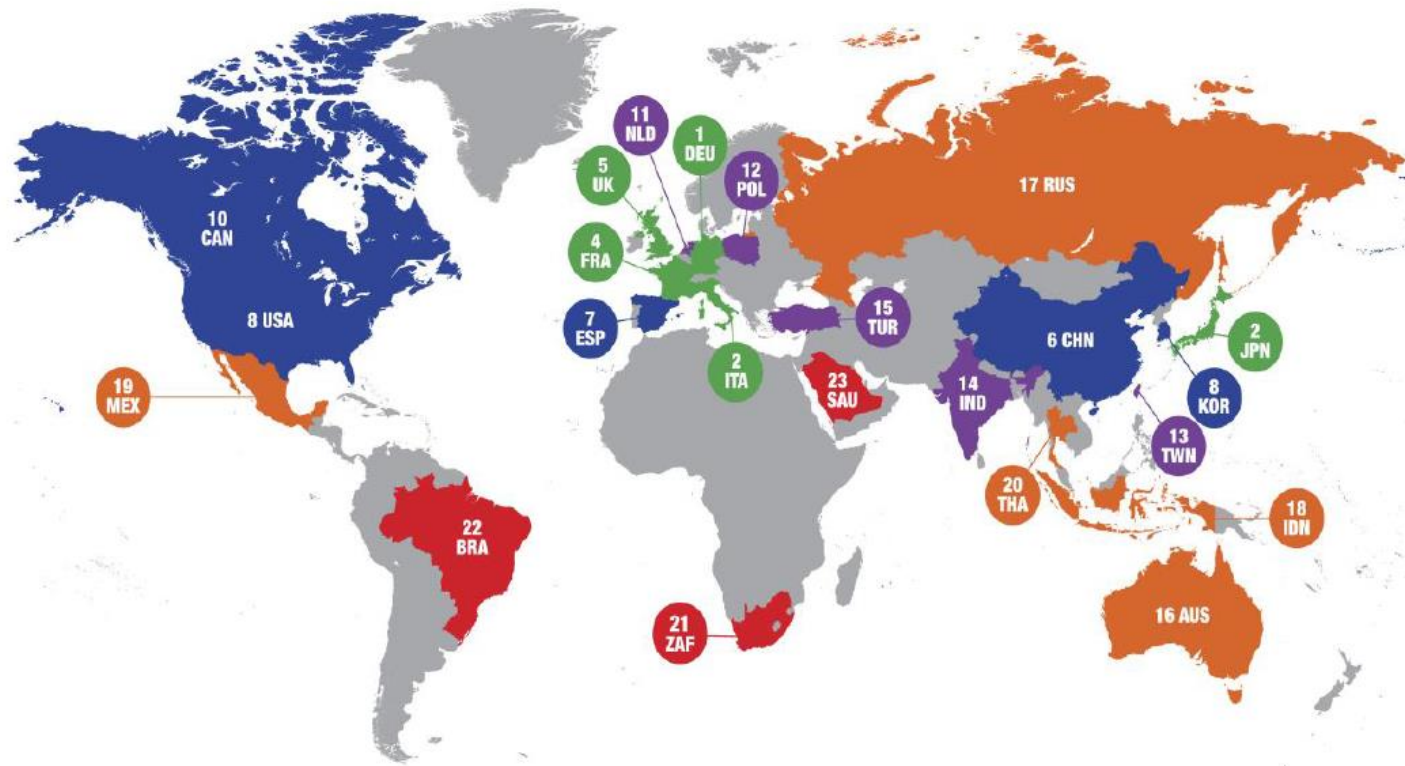


Energy Cost in Brazil

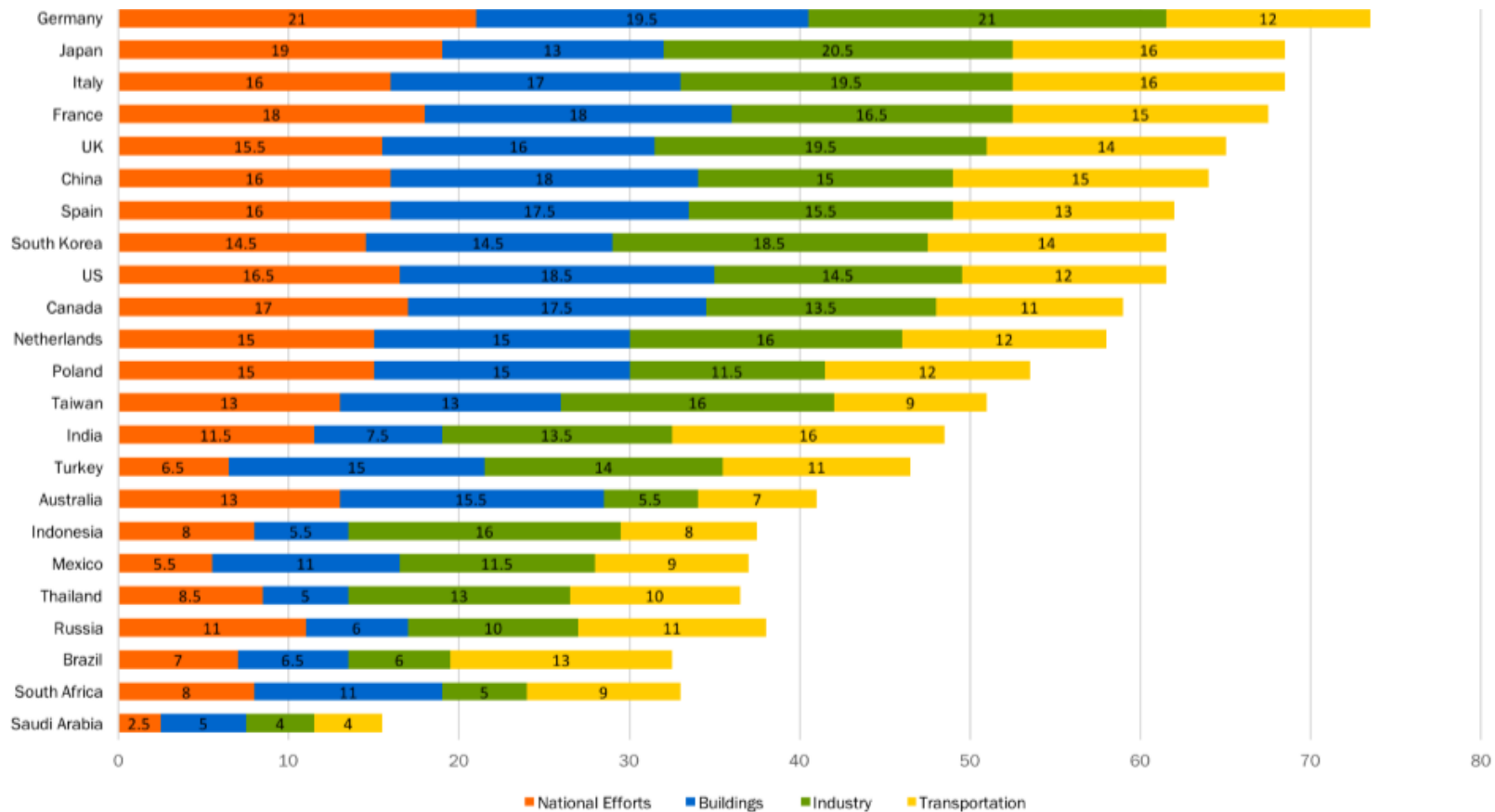


International Energy Efficiency Competitiveness

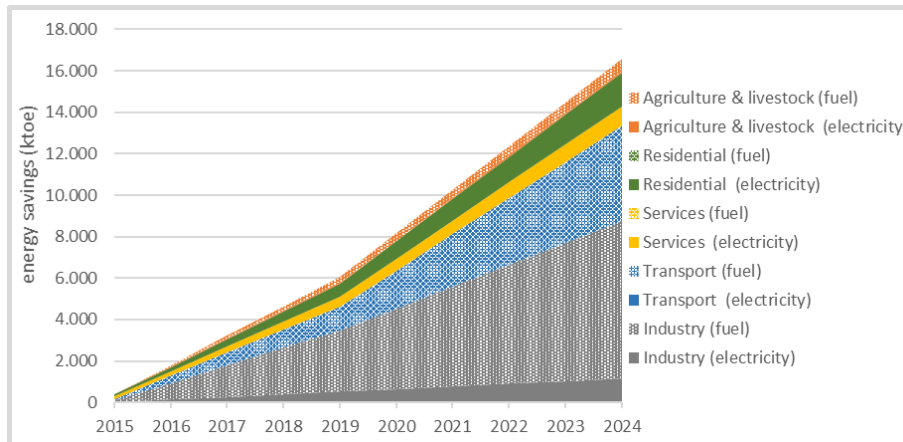
2016 INTERNATIONAL ENERGY EFFICIENCY SCORECARD © ACEEE



International Energy Efficiency Competitiveness

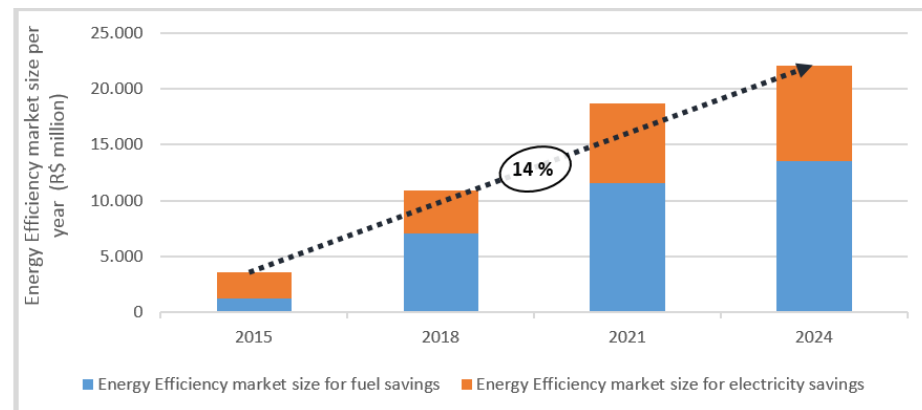


Potential Energy Savings



- Industry has the highest energy savings potential (fuel and electricity)

- Potential of R\$ 22 bi within 5 years



Barriers & Opportunities

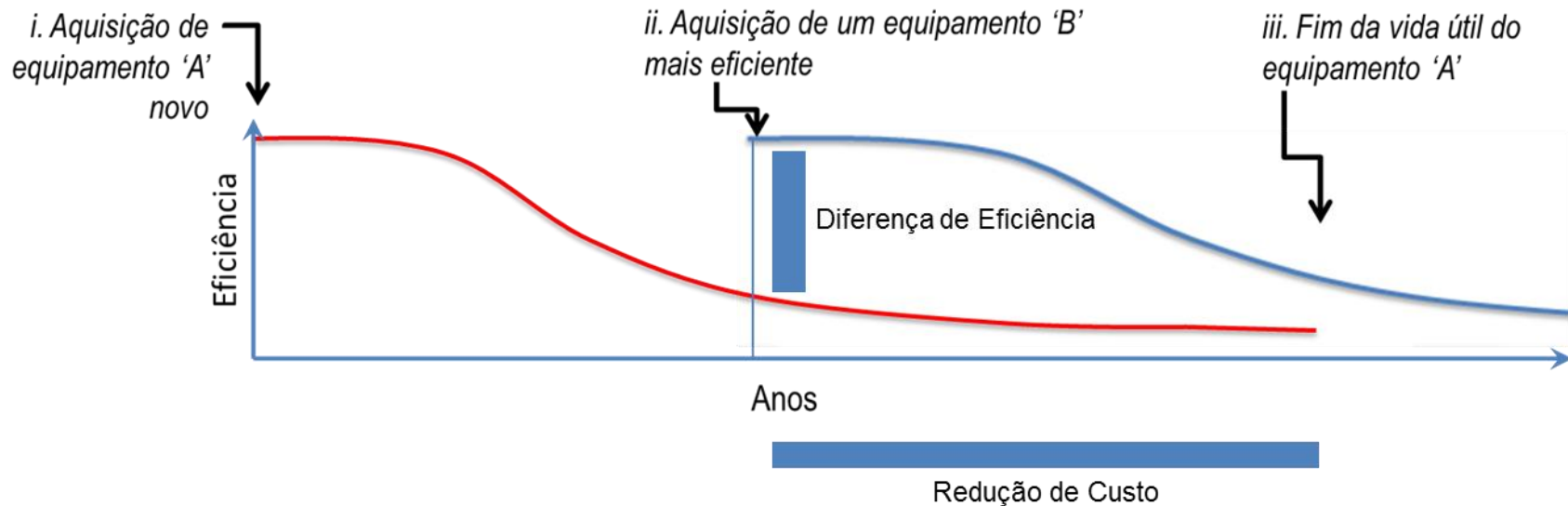
- TSPs market size (balance sheet limitations);
- Insurance market for small projects;
- LFIs sales force;
- Use of performance contracts;
- Guaranties for financings;
- Information system learning;
- Relation SME-TSPs in Brazil;



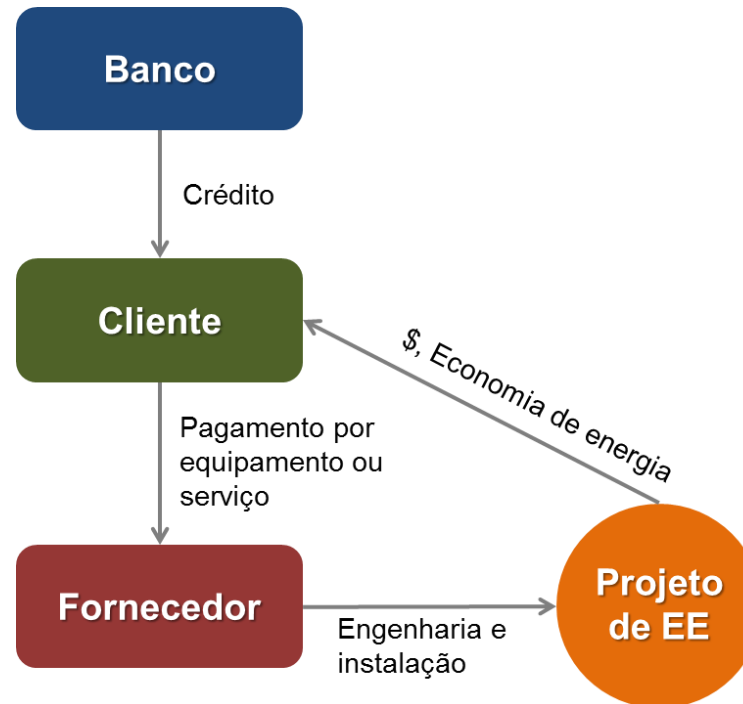
ESI PROGRAM

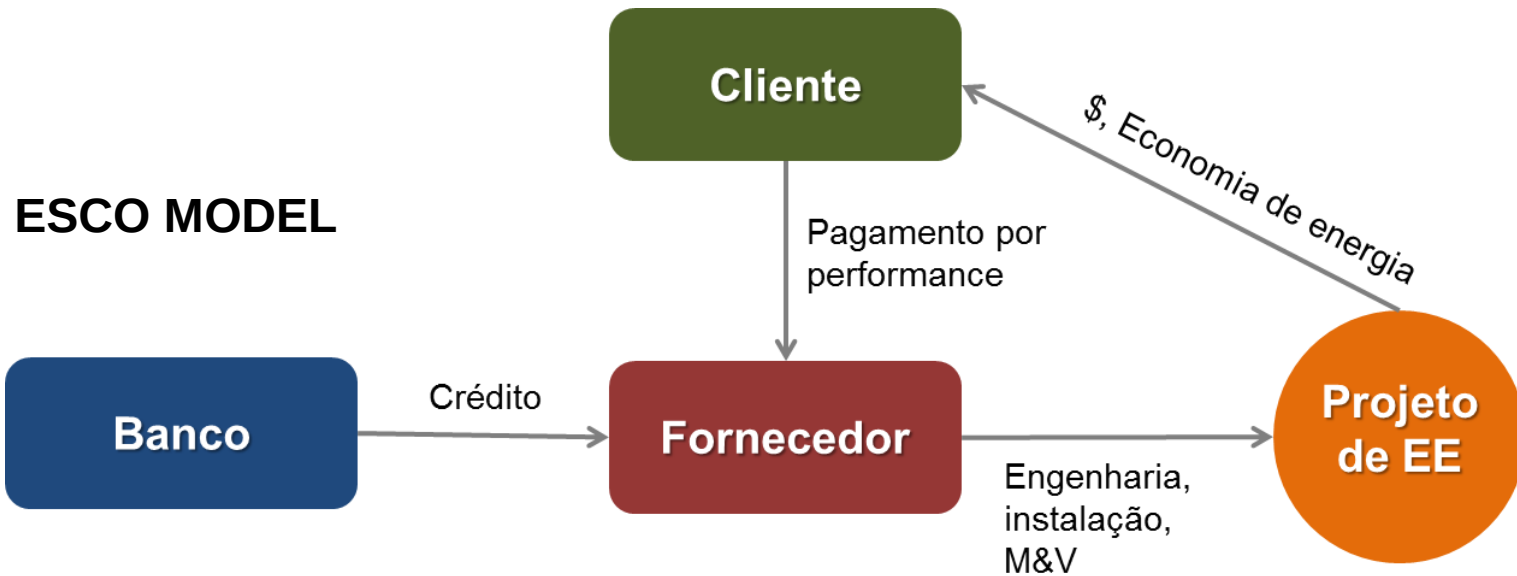


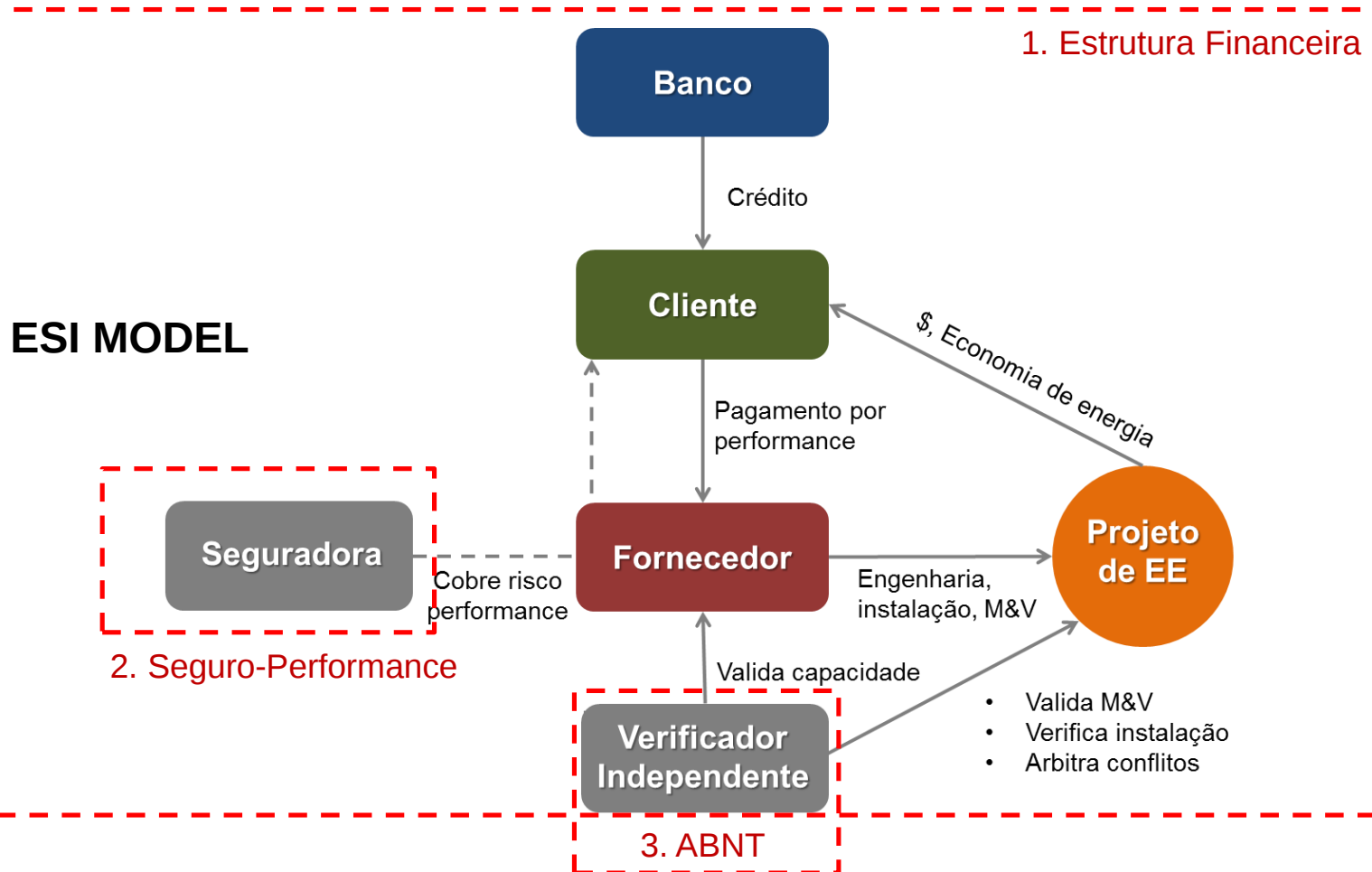
Typical Energy Efficiency Project



TRADITIONAL
>90% of the sales

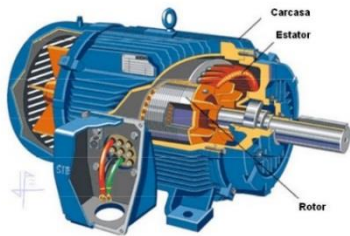






Selected Technologies

Motors



Photovoltaic



Compressed Air



Air Conditioning



Cogen



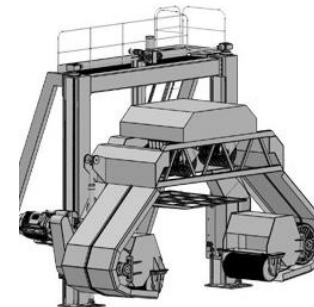
Cooling



Steam and boilers



Multitear



Heater Exchangers



Activities Performed



- Market study for Tech Providers for each State
 - Market study for small and medium companies
 - IDB consultants training sessions and meetings
 - ABNT training sessions
 - Insurance alignment with banks
 - Standard contract review
 - Information system sessions
 - Pilot projects identification



Documents

#	Name of document	Description
1	PG-20 – Metodologia para validação de provedores de tecnologia	Guidelines for the validation of TSPs
2	PG-21 – Metodologia para para validação de projetos de EE	Guidelines for the validation of projects
3	PG-22 - Metodologia de resolução de controvérsia	Guidelines for the dispute settlement process
4	RQ-188.01- Formulário de reporte de Projeto de Eficiência	Efficiency reporting form
5	RQ-189.01 - Formulário de Validação de Fornecedor de Tecnologia	TSPs Validation Form
6	RQ-190.01 - Formulário de resultado de validação de fornecedor	TSPs Validation Results Form
7	RQ-191.01 - Formulário de Validação de Projeto	Project Validation Form
8	RQ-192.01 - Formulário dos resultados de Validação de Projeto	Project Validation Results Form
9	RQ-193.01 - Formulário de Verificação de Instalação	Installation Verification Form
10	RQ-194.01 - Formulário de Resultados de Verificação de Instalação	Installation Verification Results Form
11	RQ-195.01 - Formulário de solicitação de resolução de controvérsia	Dispute Resolution Request Form
12	RQ-196.01 - Formulário de resultado de resolução de controvérsia	Dispute Settlement Outcome Form
13	PE-401.01 – Cogeração	Methodology for co-generation
14	PE-402.01 - Preaquecimento solar	Methodology for solar heating
15	PE-403.01 - Caldeiras	Methodology for boilers
16	PE-404.01 - Ar condicionado	Methodology for air conditioning
17	PE-405.01 - Ar comprimido	Methodology for compressed air
18	PE-406.01 - Motores	Methodology for motors
19	PE-407.01 - Energia solar fotovoltaica	Methodology for solar fotovoltaic
20	PE-408.01 - Fio Diamantado	Methodology for multitier
21	PE-409.01 -Trocador de calor	Methodology for heat exchanger



Other Documents

Documents

- ESI and energy efficiency presentations
- Insurance contract
- Performance contract and its annexes
- Market studies
- Information system presentations

Special Events

- Sessions and trainings with associations
- Face to face meetings with TSPs and companies (clients)



Main Lessons Learned

From feedback of TSPs, LFIs and Companies:

- Model is based on perception of risk (risk sharing);
- Keeping the program simple is essential;
- Retention (original model) could be a barrier;
- Insurance is key;
- Sales force is a concern (training necessary);
- Performance contract needs to be simple;
- ABNT has great credibility;
- Guaranties continues being an issue;



Obrigado

