

Energy Upgrade with **ZERO** CapEx & Risk!



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Who We Are

ESCO Partners S.A is the first **fully capitalized** ESCO (Energy Service Company) in Greece.

It runs under a strict quality management system and is ISO 9001  certified to design and implement energy upgrade projects through **ESCO** model.

ESCO Partners S.A has been established by **Sirec Energy S.A**, manager of the first energy fund (EuSiF) in Greece and **MES Energy S.A**.



SirecEnergy
Energy Sustainability Investments



EuSiF



MES
ENERGY

Sirec Energy SA is a Private Equity firm focusing on Sustainability Investments on :

- Energy Saving
- Energy Production from Renewable Sources
- Circular Economy

European Sustainable Investments Fund

- Is the 1st Greek Energy Fund
- Established in June 2021
- Manages €70m of capital for investments on energy and sustainability

MES Energy is a technical company with :

- Team of 40 members
- Projects Development >25GW
- Consulting Engineering Projects >1GW

Challenges

- 1 Increased Energy Cost
- 2 Capital Restrictions
- 3 Demanding Legislation
- 4 Environmental Goals
- 5 Maintenance Increased Needs
- 6 Staff Availability

Solution : “Energy as a Service” combined with energy upgrade and energy saving packages.



ENERGY UPGRADE

Reducing Energy Operating Costs is an extremely important improvement to achieve :

- ✓ increased profitability
- ✓ improved competitiveness
- ✓ development of a business or organization



Energy Upgrade Solutions



Green Energy (PV) as a Service
Production of Clean and Green Energy from Photovoltaics



Power Quality as a Service
Power Quality Improvement with voltage stabilization and harmonic distortion filters



Battery Energy Storage as a Service
Storage of electric energy stand alone or connected to Photovoltaics



Electric Charging as a Service
Application of Electric Charging Systems for cars and other vehicles



HVAC-R as a Service
Upgrading of Heating, Air Conditioning, Ventilation, Commercial/Industrial Refrigeration Systems



Heat Recovery as a Service
Heat Recovery and reform as Thermal or Electrical Energy



Steam as a Service
Upgrading Steam Production Systems with high-efficiency technologies



Lighting as a Service
Upgrading Lighting Systems in professional and industrial applications

How does the ESCO contract work?

What is ESCO?

The ESCO (Energy Service Contract) is an Energy Performance Contract in which ESCO Partners undertakes to **cover the entire initial investment cost (CapEx)** of the energy upgrade project and to complete all its necessary steps such as design, licensing, procurement, construction and operation, while continuing to **offer energy services** such as insurance, maintenance, energy monitoring and maintaining overall responsibility for the project **throughout the duration of the contract** with the client.

How is the ESCO company paid?

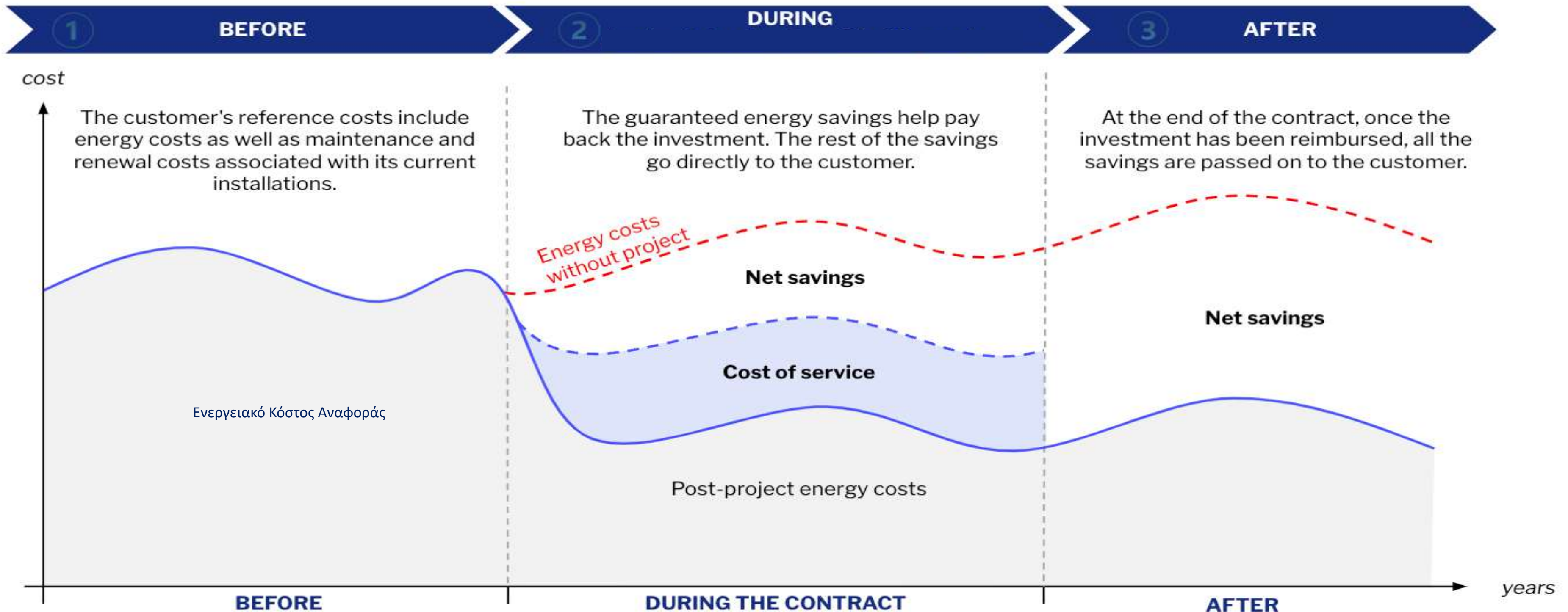
ESCO Partners is **paid** by the client on a monthly basis **from the benefit derived from the energy savings** achieved through the energy upgrade project and its energy services. It is a mutually beneficial agreement from which both parties benefit, both the client and the ESCO company as an energy investor, while the remuneration arises exclusively from the energy savings.

What does the customer gain?

The customer **benefits directly from energy savings**, reduces its operating costs, improves the operation of its systems, ensures energy security and autonomy, optimizes sustainability and ESG data, increases the competitiveness of its business and all this with **ZERO** initial capital and investment risk, thus freeing up resources (time, money, people) to invest in its core business activity.

How does the ESCO contract work?

▶ ESCO MODEL ▶



10 Key Benefits for the customer

1

CapEx free

Full funding of the initial cost of the project

2

Resources free

Freeing up customer's resources (time, money, people)

3

Risk free

Undertaking performance risk and guaranteeing energy saving benefits

4

Sustainability

Useful tool for Sustainability Goals (SDG & ESG) achievement

5

Turn-Key

Turnkey solution and direct benefit sharing

6

Core Business

Customer's focus on their core business activity

7

OpEx Cut

Immediate reduction in energy operating costs

8

Competitiveness

Increase of customer's business competitiveness

9

Green Transition

Green transition of the business towards sustainable development

10

Brand Upgrade

Upgrading corporate identity through green investment



Reference ESCO Projects

Clean Electricity Production Projects from
Photovoltaics through ESCO model with
ZERO initial investment cost and customer
risk!



Corinth Pipeworks Factory
(VIOCHALKO group) 7.100KWp
The largest PV on industrial roof in Greece



Waste Treatment Unit (WTP) of
Alexandroupolis 700KWp + 200KWh
storage (BESS)



Pierce – The American College of
Greece (East Campus) 499KWp



Adam Pack Factory 461KWp



Thank you for your time!

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