

# Financing for Energy Efficiency

Energy Finance for a New Era

12<sup>th</sup> April 2018

# SMEs

No. in Ireland	~200,000
Energy use	41,000 GWh
Estimate energy cost	€2.2billion
No. of workers	~1 million

Energy costs can vary from  
€5,000 to >€300,000

## Targets

- NEEAP Targets (GWh)
- 134 > 2016
- 241 > 2020

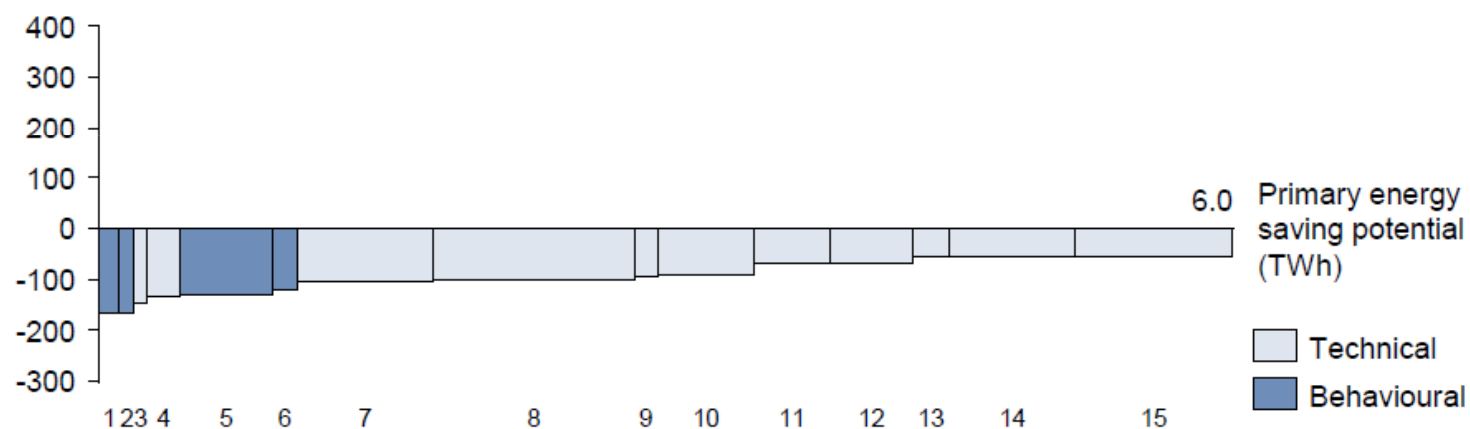
## SEAI AMAs

Savings average 7%  
Others 30% to 50%

# Market opportunity

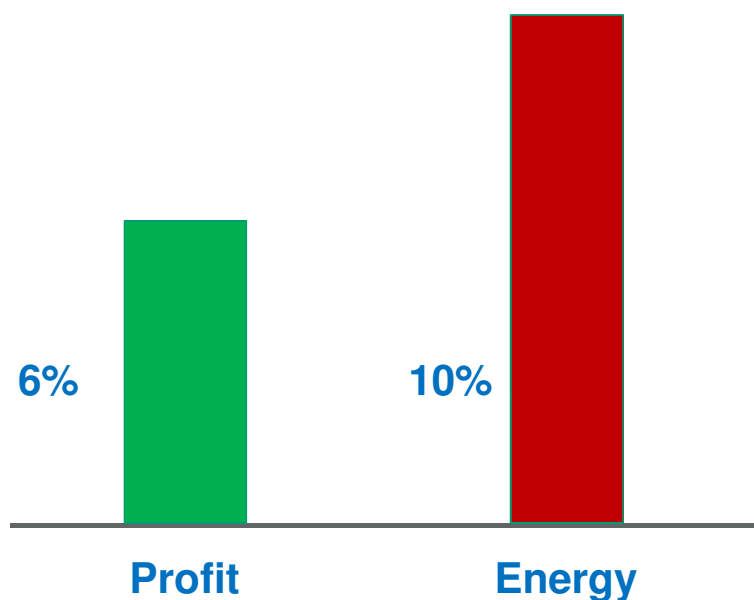
Lifetime cost of savings (€/MWh)

Primary energy consumption in this sector in 2013:  $\approx 17$  TWh

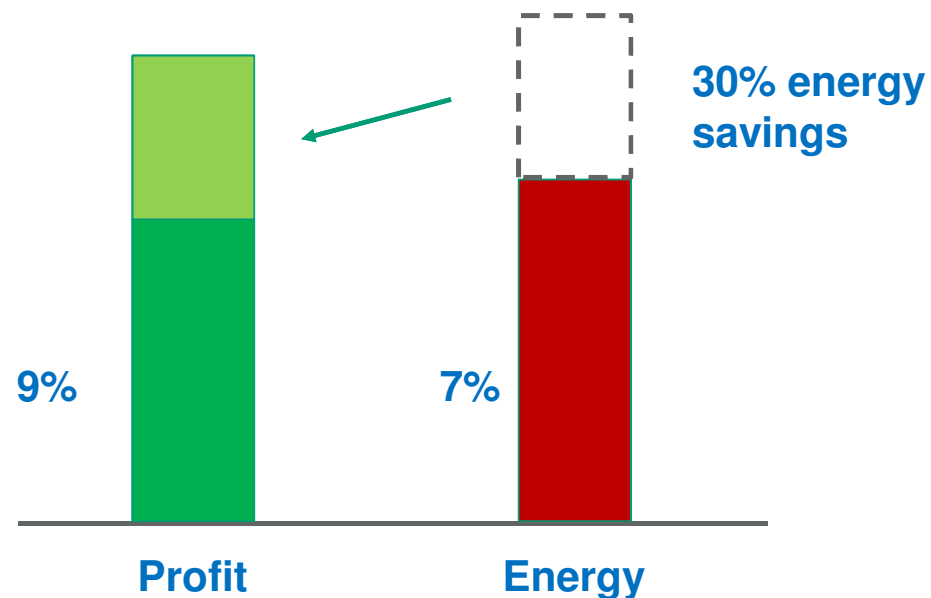


Measure	PE saving (TWh)
<b>Total technical measures</b>	<b>5.15</b>
3. Energy efficient appliances - Refrigeration	0.07
4. Draught proofing	0.17
7. Roof insulation	0.71
8. Energy efficient lighting with lighting control	1.11
9. Cavity wall insulation	0.12
10. More efficient air conditioning	0.51
11. More efficient boiler with heating control	0.39
12. Solid wall insulation	0.44
13. Energy efficient appliances - Office equipment	0.19
14. Energy efficient glazing	0.67
15. Heat pump	0.82
<b>Total behavioural measures</b>	<b>0.80</b>
1. Turn off lights for extra hours	0.10
2. Enable standby features on all PCs and monitors	0.08
5. Reducing room temperature	0.49
6. Reducing hot water use	0.13
<b>Total</b>	<b>5.95</b>

## Energy savings impact



Typical energy costs <10% of operation  
Typical profit is 6% for SME



Reduce energy costs 30%  
**Increase profitability by 50%**

Example a LED lighting project reduces light costs by 60-75%.

# Awareness and Engagement

- A. Consumers who do not think they need to reduce energy use as **energy is not a top priority**
- B. Consumers who think they have **already put in place all possible measures**
- C. Consumers who think they can reduce energy use but they **need more information**
- D. Consumers who **consider energy efficiency options.**



# Decision making frequency

Small company decision-making frequency (yrs)



Large company decision-making frequency (yrs)



# Potential exists

Why is not being delivered?

## Why not happening



Money - Lack of funds or financing facilities,



Landlord - Tenant / landlord split incentives



Value of Money - Relatively long pay-back periods of the energy efficiency measures



Information - Lack of technical know-how to identify and implement energy efficiency measures,



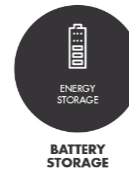
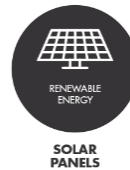
Busy - Focus is on core business needs



Perceived low value - Energy may also account for a minor part of overall costs.



## Models



Bank of Ireland



.....and many more



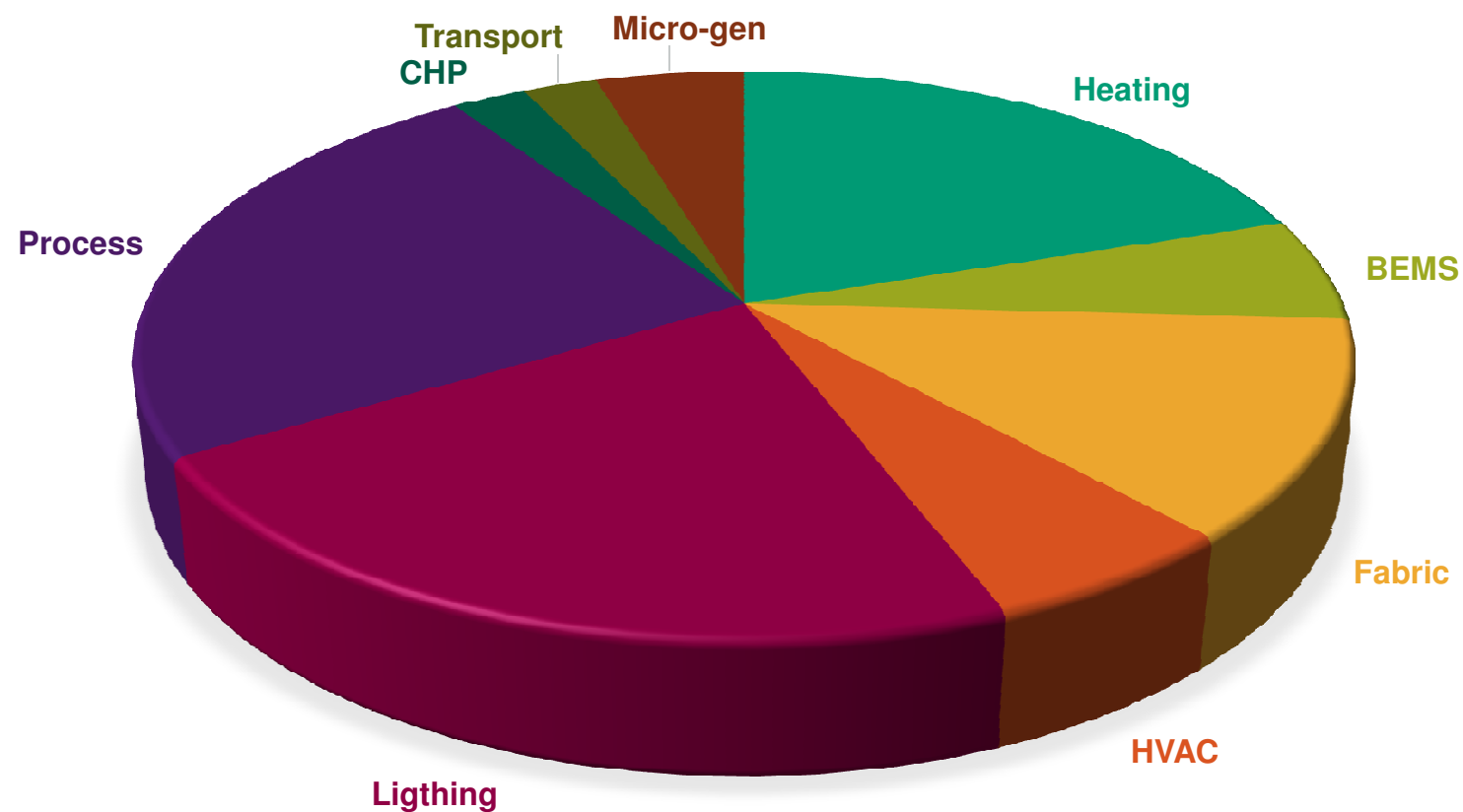
## Who can help?



Green Start



## SEAI supported project types



SME PROJECT TYPES

# Smart Lighting 2018

SMEs

All sectors

Individual or Aggregators

Grant

30% - like for like replacement

35% - w/ smart metering, groups, photometric design

Closing 31<sup>st</sup> May 2018

Works complete 28<sup>th</sup> Sept 2018

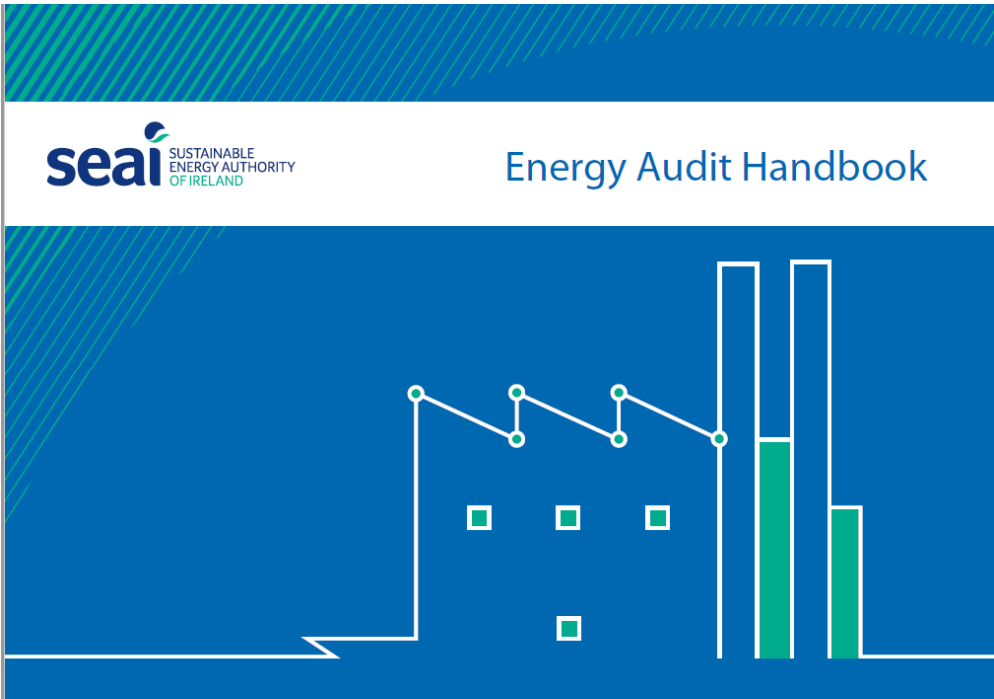
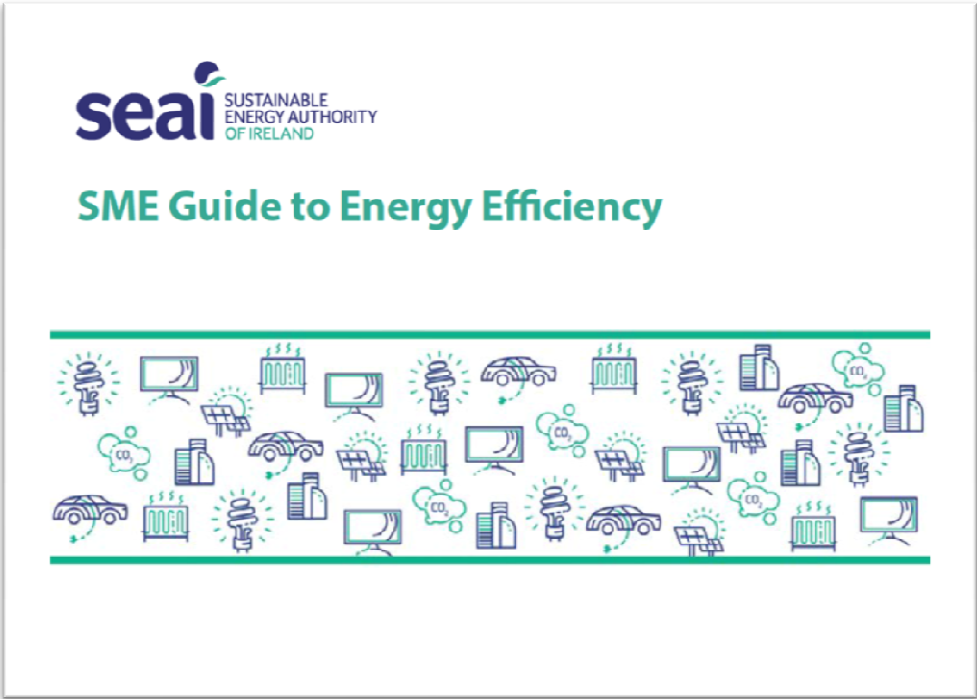


# Training courses - FREE

Name of Course	Small Business training	Energy MAP training	Energy in Education
Suitable for:	SMEs < €250K annual energy spend	Organisations > €250K annual energy spend	Schools
Duration:	3 <b>half</b> day workshops	3 <b>full</b> day training course	2 <b>half</b> day workshops
Delivered by:	SEAI	SEAI	SEAI
Difficulty level:	Beginner	Beginner/intermediate	Beginner
Further info:	<a href="mailto:business@seai.ie">business@seai.ie</a>	<a href="mailto:business@seai.ie">business@seai.ie</a>	<a href="mailto:energyinEducation@seai.ie">energyinEducation@seai.ie</a>



# Resources





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