



*The role of a Solution Providers  
for a global approach to energy efficiency*

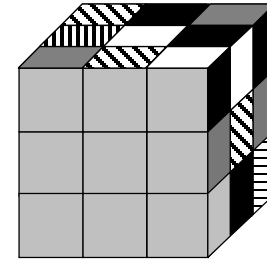
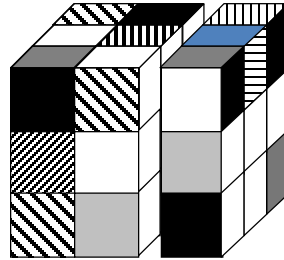
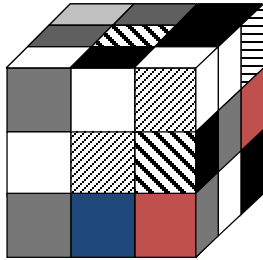


Milano 10-7-2015 - Eros Nanni CEO Cefla

# A global and sustainability approach to the energy efficiency market

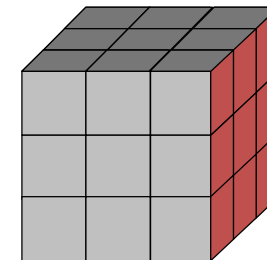
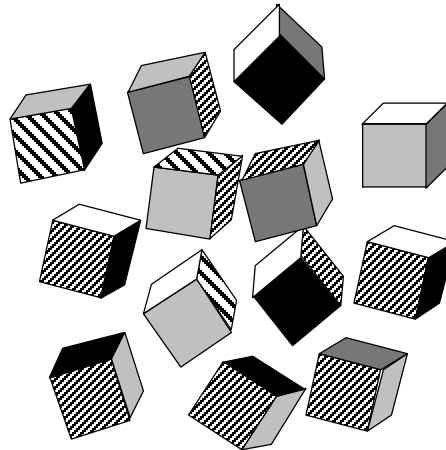
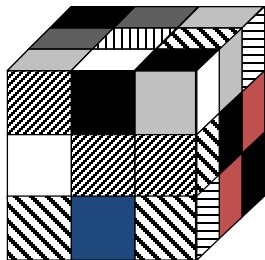
Redesign does not mean:

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Solving individual problems

But:



Creating a global solution for the Customer

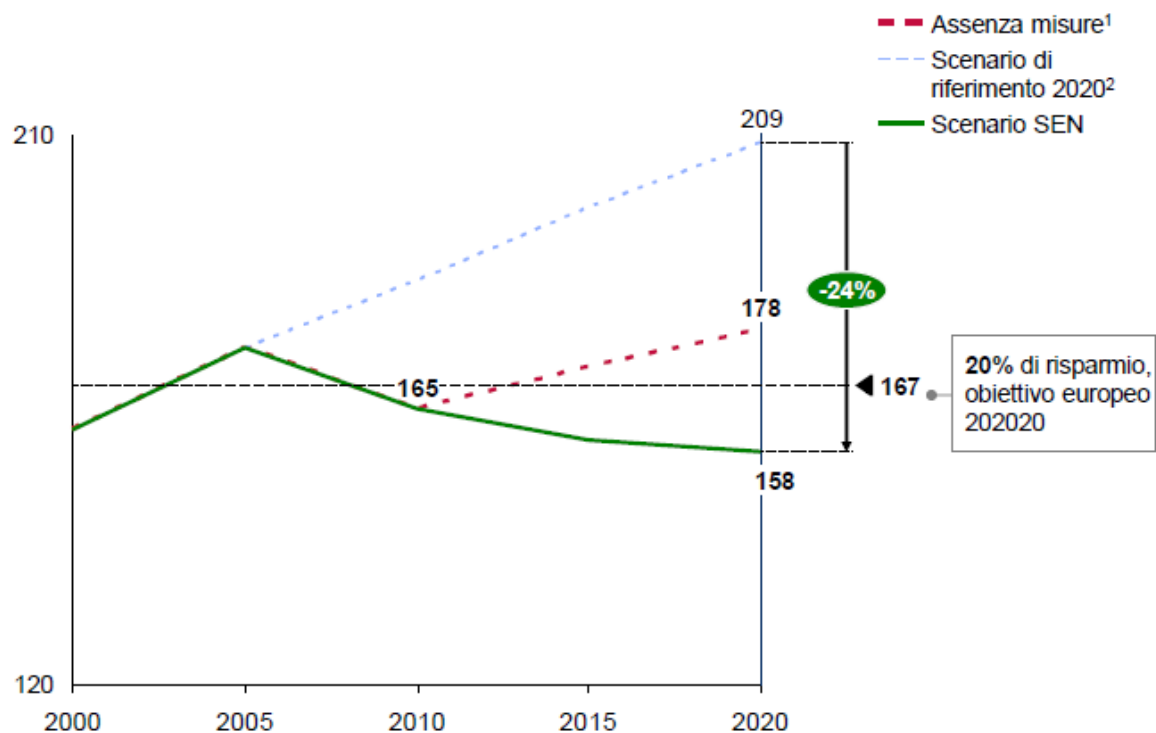
# Regulatory framework

From SEN (strategia Energetica Nazionale) 2013

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## Obiettivo di risparmio energetico 2020 – Consumi primari

Consumi primari di energia escluso usi non energetici, Mtep



<sup>1</sup> Interruzione di tutte le misure di supporto all'efficienza energetica (non contabilizza nessuno dei risparmi attesi in PAEE successivi al 2010)

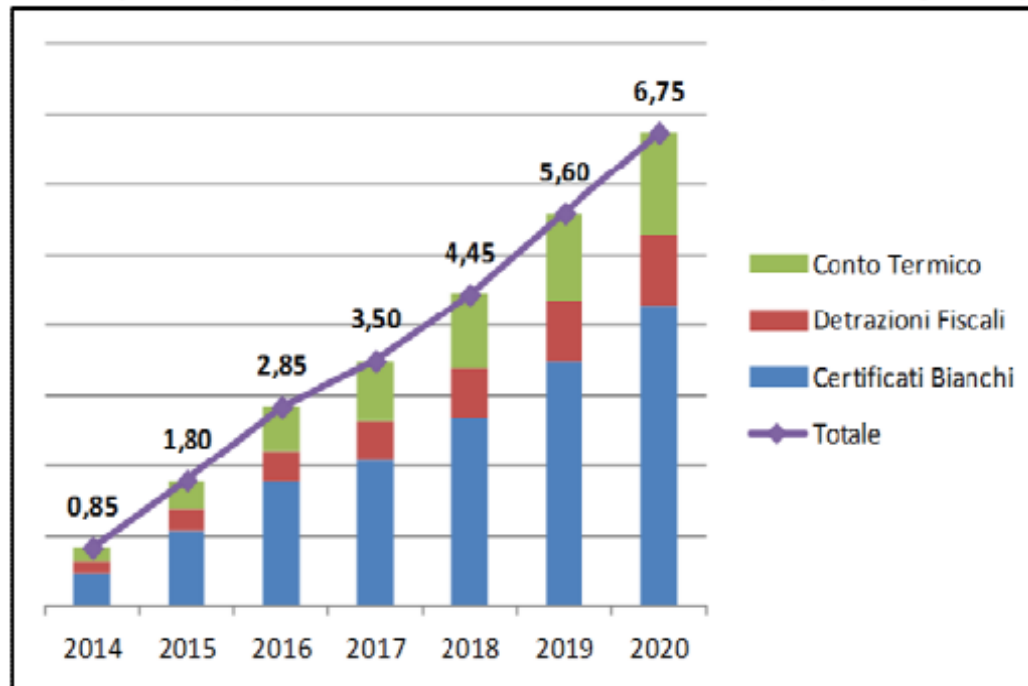
<sup>2</sup> Primes 2008

Fonte: MiSE; ENEA

## Incentive framework – in Italy

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Expected Contribution for each Incentive to the Energy Efficiency in Mtep / y



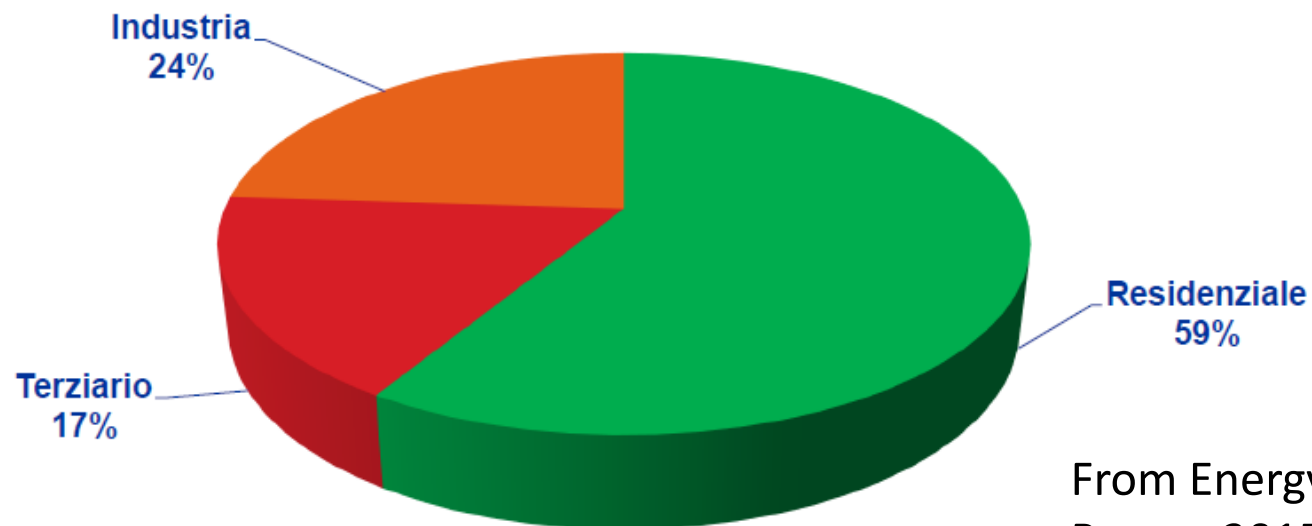
(Fonte: Elaborazione MSE- ENEA)

From PAEE 2014  
(Piano Azione Efficienza  
Energetica)

# The Energy Efficiency Market in Italy

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The Value of the Italian market in 2014 is estimated in 5,2 Billion Euro



From Energy Efficiency  
Report 2015  
(Politecnico di Milano)

# The Main Players and their rules

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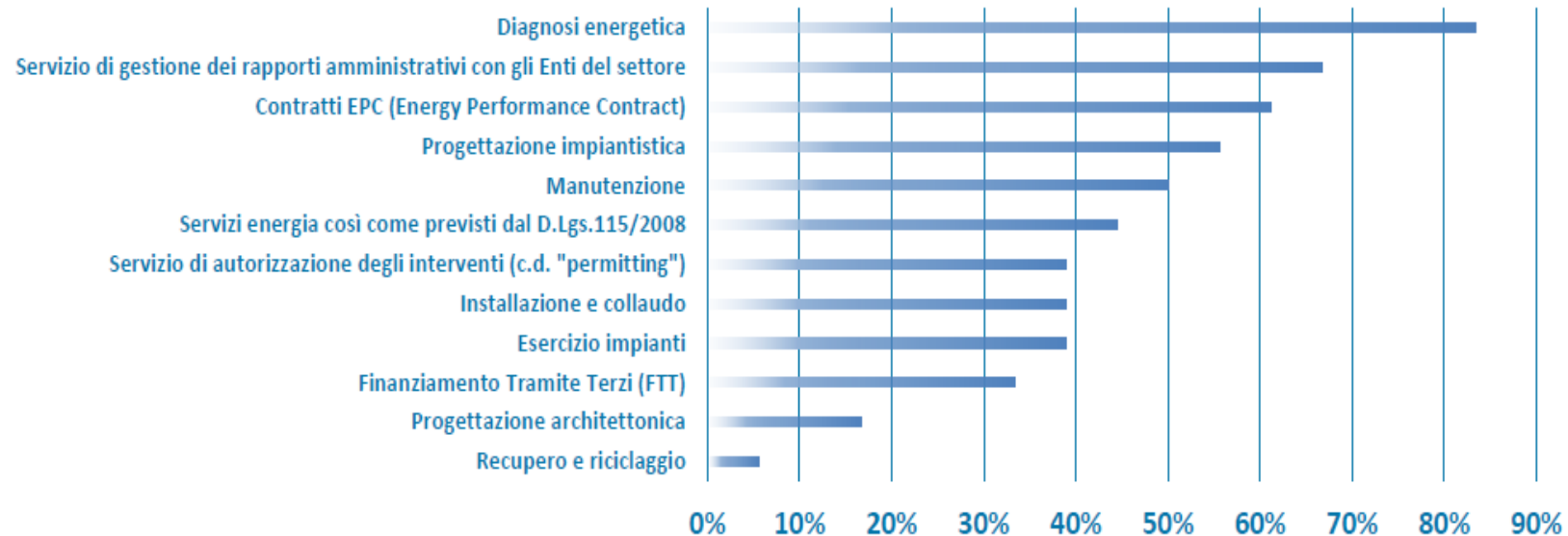
	Audit	Solution Design	Product Manufacture	Installation (with Turn-Key Contract)	Finance	Maintenance	Energy Performance Contract	Monitoring and incentive application
<b>OEM (Equipment Manufacturer)</b>	X	X	XX	X		X		
<b>Energy Efficiency</b>	XX	XX	Buy	XX	X	XX	X	X
<b>ESCO</b>	XX	XX	Buy	Buy	XX	X (Buy)	XX	XX

XX	very usual
X	unusual

# The Main Players and their rules

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## Main activities of a ESCO



Fonte: ENEA

# Case History

## Anaerobic digestion plant

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# Case History

## Cogeneration plant in food-industry application

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# Case History

## Energy Efficiency in civil sector

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