



# Singapore Energy Efficiency Investment Forum

## Guaranteed Energy Savings Model – Successful Application in Asia

Ms Sarah Montgomery  
Regional Energy Solutions Manager  
Johnson Controls Pte Ltd

Organised by:



Supported by:



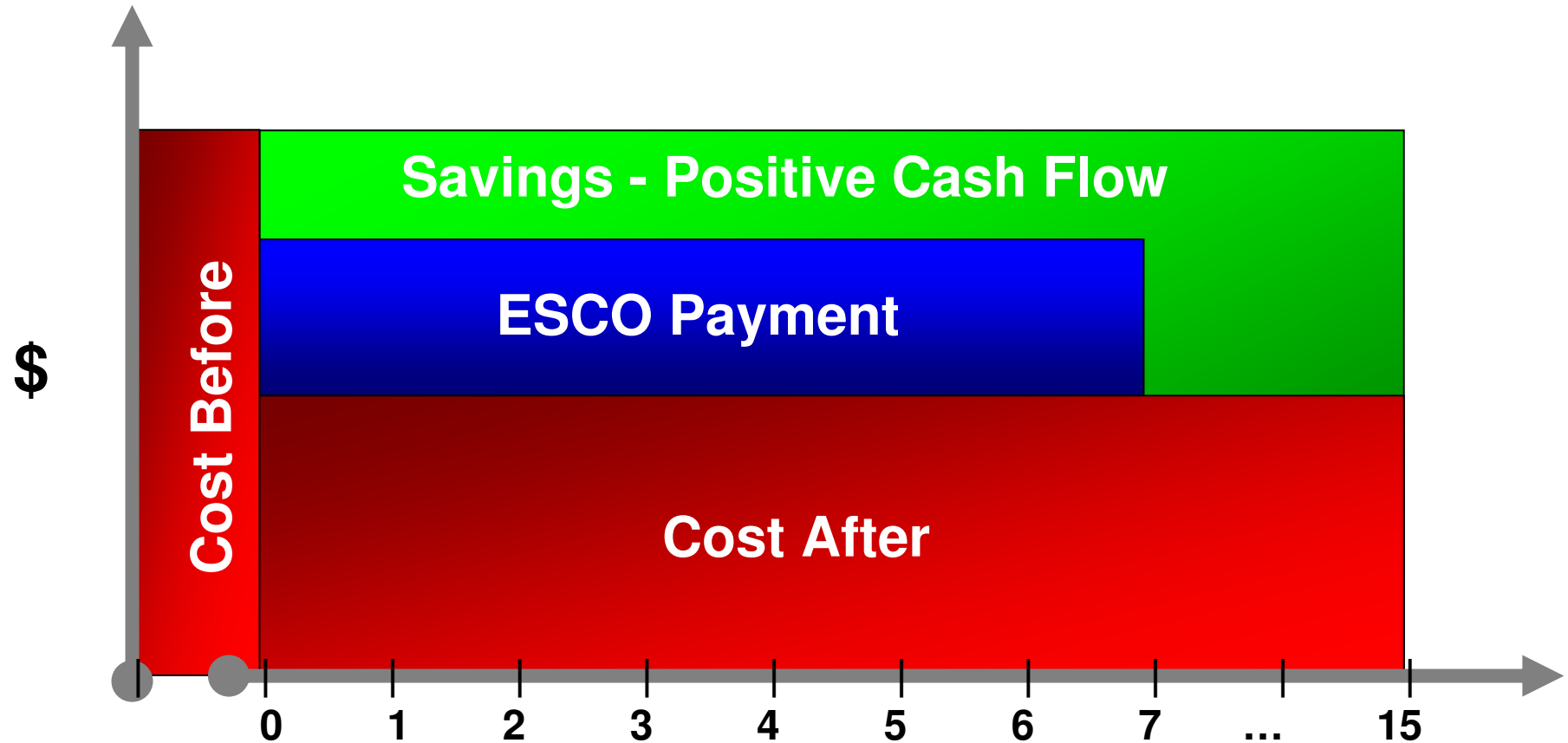
Part of:

# Key Components

---

- ESCO Role:
  - design, engineer, and implement the facility improvement measures
  - measure, verify and guarantee the savings
- Energy Savings exceed current utility expenditures + program cost
- Often include 3<sup>rd</sup> party financing

# Paid From Savings Concept



# Challenges of Applying it in Asia

---

- Diverse market drivers / various levels of industrialization
- Energy Services is in its infancy
  - Requires talented pool of energy design, engineering, project management, and measurement and verification
- Banks must provide reasonable and efficient access to capital

# Success Factors

---

- Risk (cost/performance) mitigation through savings guarantee and measurement and verification program
- Integrated holistic approach to building management
- Follows standard international protocols
- Increased awareness and support
  - Clinton Climate Initiative, Banking Partners, ESCOs with strong financial wherewithal