



EMCA

ESCO Development in China

China-America EE Forum

2011.5.6, S.F



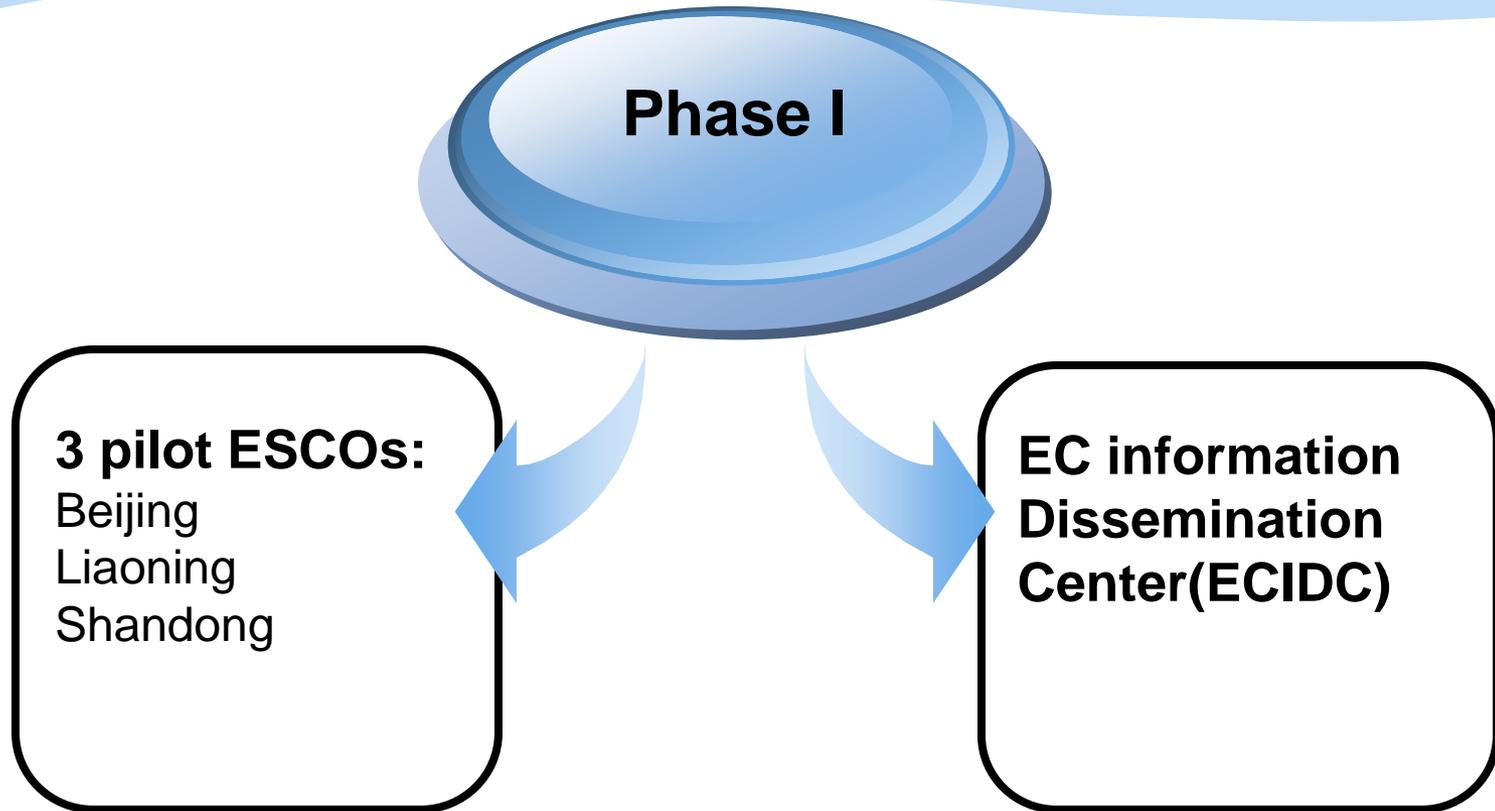
Contents

-  1 Fast development
-  2 Great potential
-  3 Opportunities & Challenges
-  4 Function of EMCA

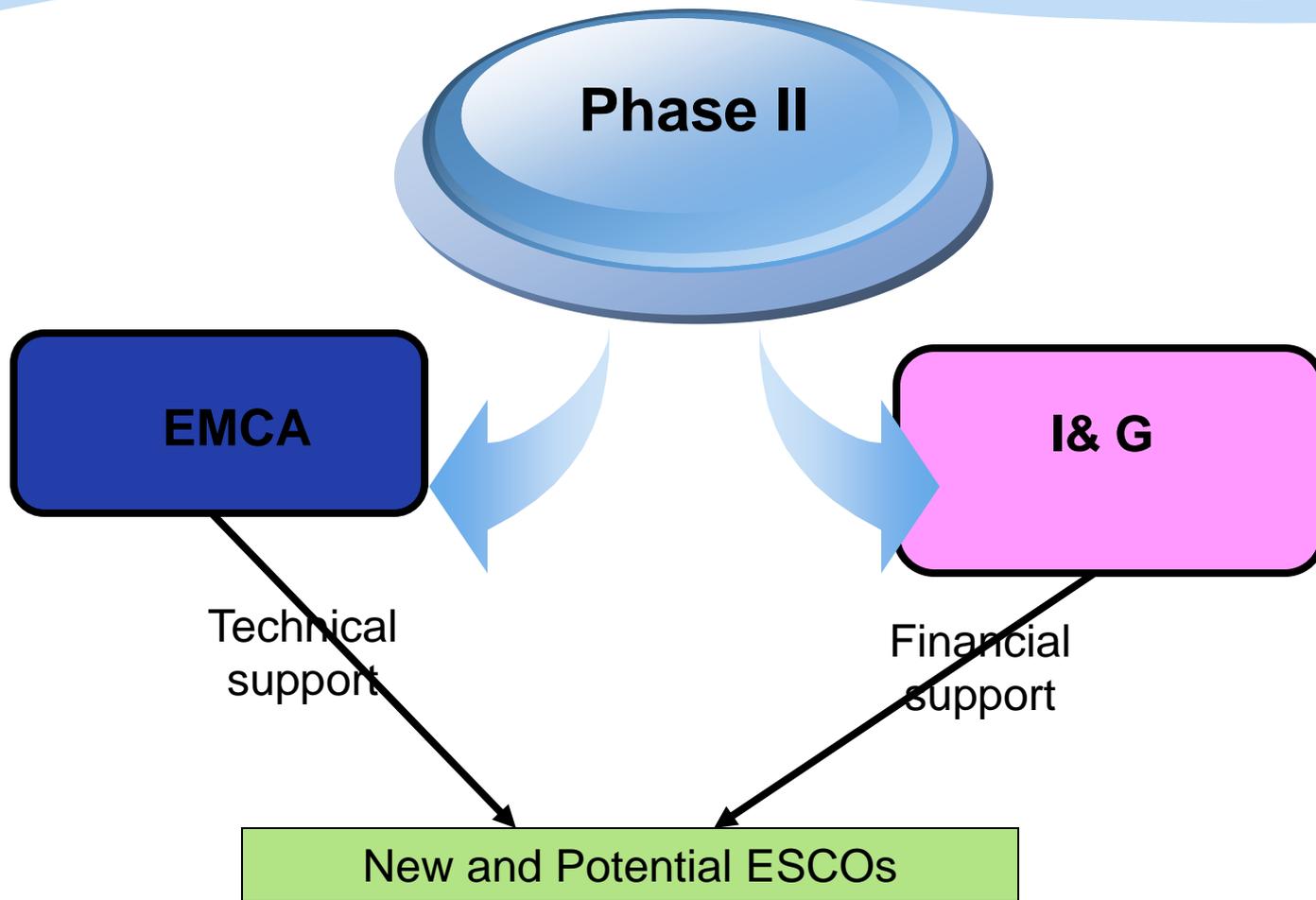
China Energy Conservation project

- Officially started in 1998;
- It is a key international cooperation project in the field of energy conservation by Chinese government and World Bank/GEF;
- The main purpose of the project is to promote Energy Performance Contracting (EPC) mechanism and develop ESCO industry in China

Project progress-1st phase



Project progress-2nd phase



Project Progress- 2nd Phase

- ❖ EMCA---provide practical technical assistance and services to emerging ESCOs and potential ESCOs and to foster their rapid growth.

Project Progress- 2nd Phase

- ❖ I&G---ESCOs Loan Guarantee Program, offer effective financing assistance to new ESCOs by using limited amount of guarantee fund to provide loan guarantee for ESCOs.

Project achievement-1st phase

475 EE projects

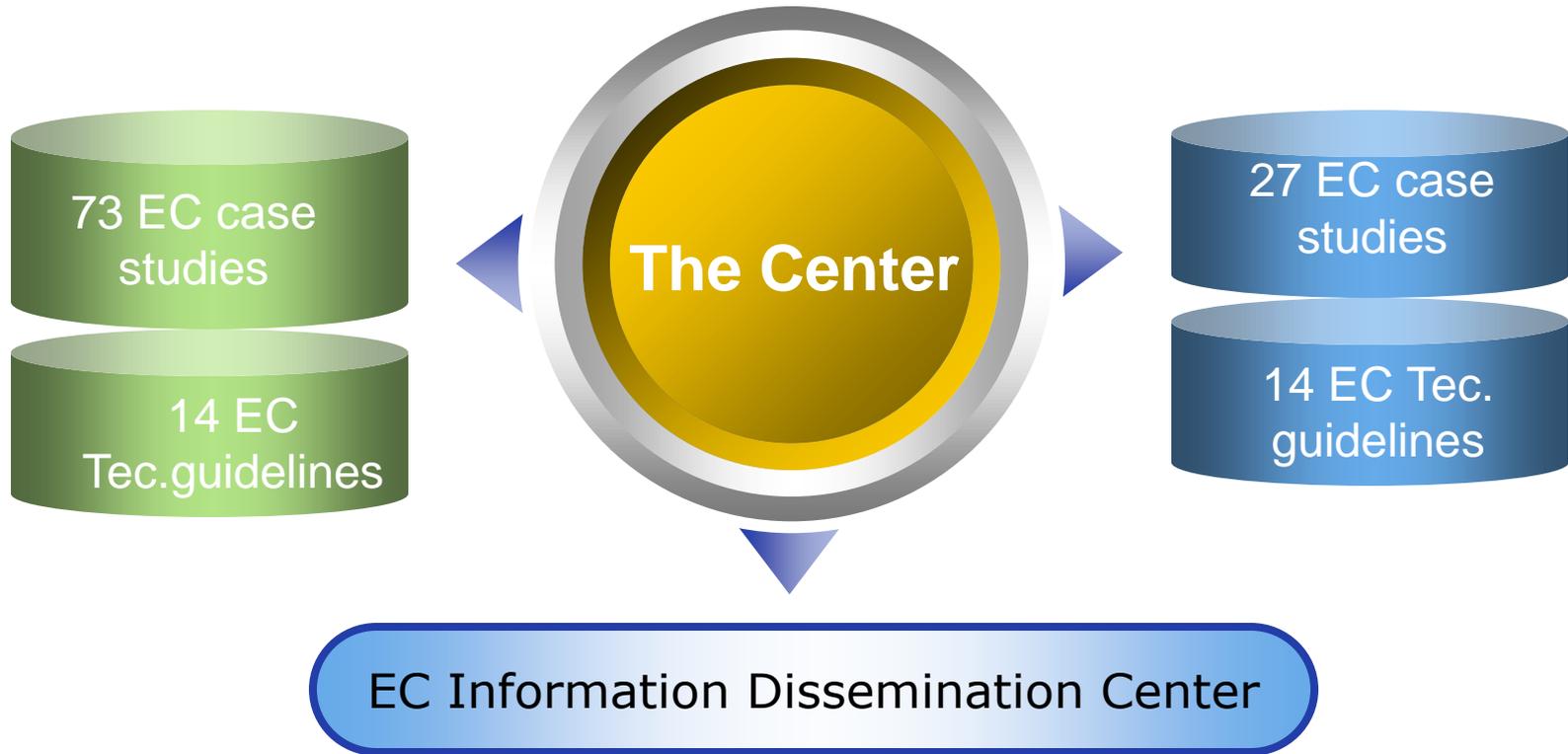
EE project investment:\$170million

Energy Conservation Capacity:
1.51 million tce/year

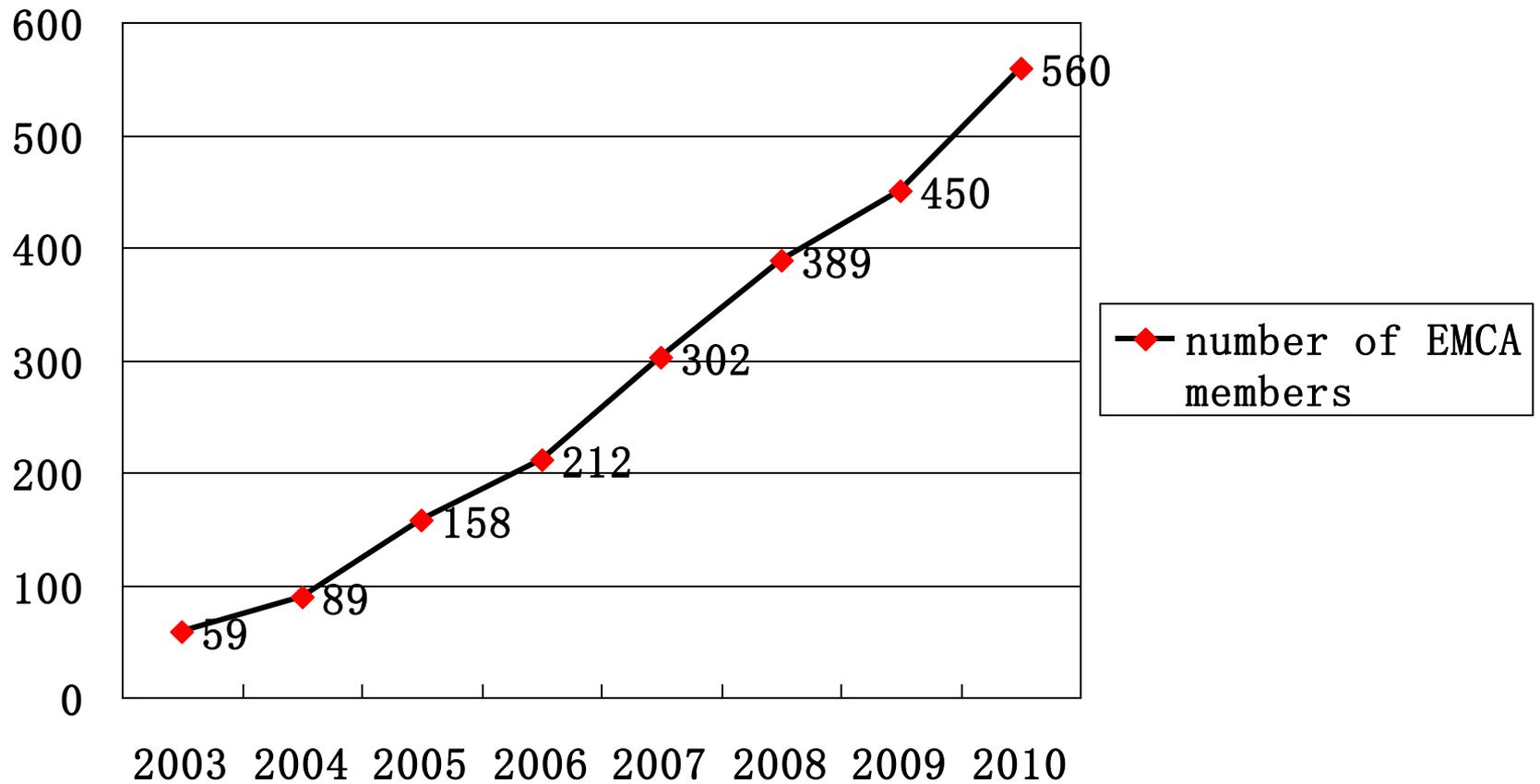
CO2 emission reduction capacity:
1.45million tc/year

Achieved project objectives

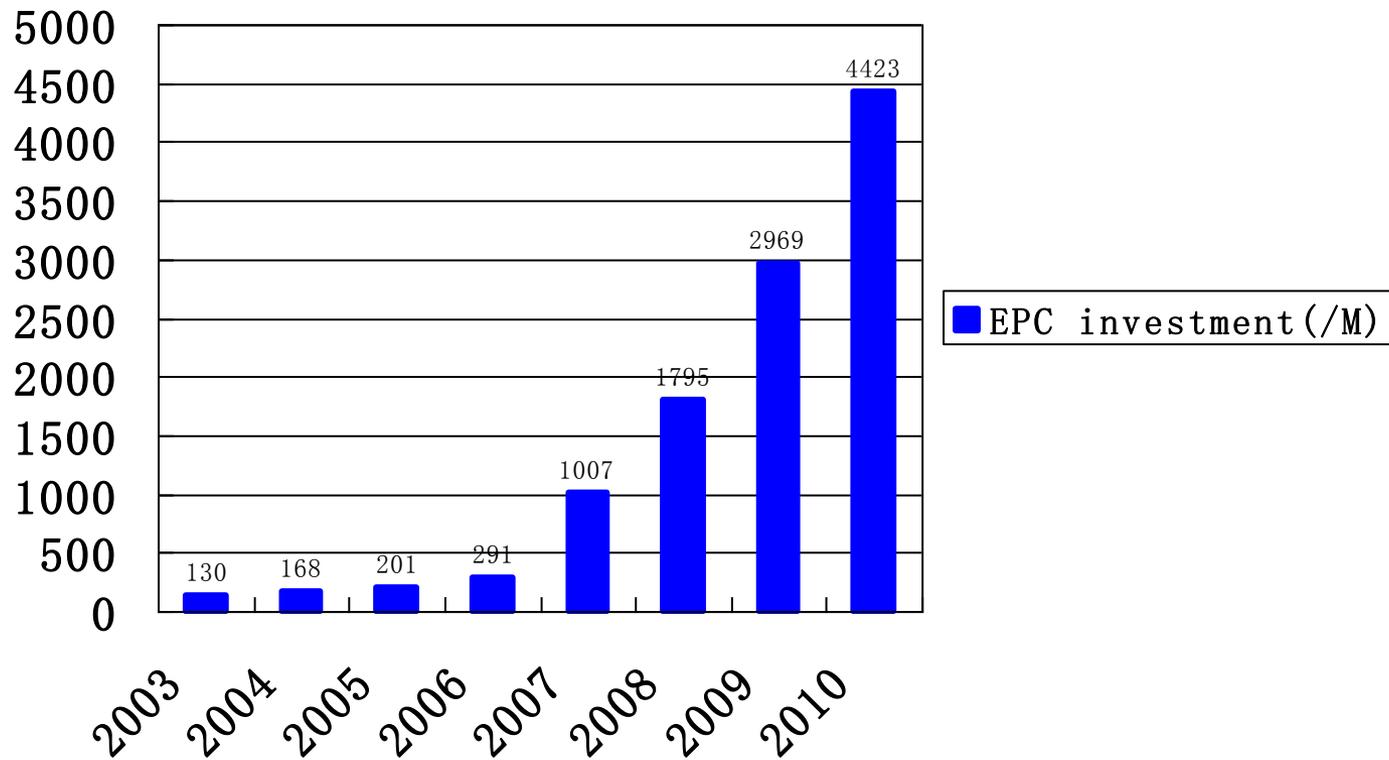
Project achievement-1st phase



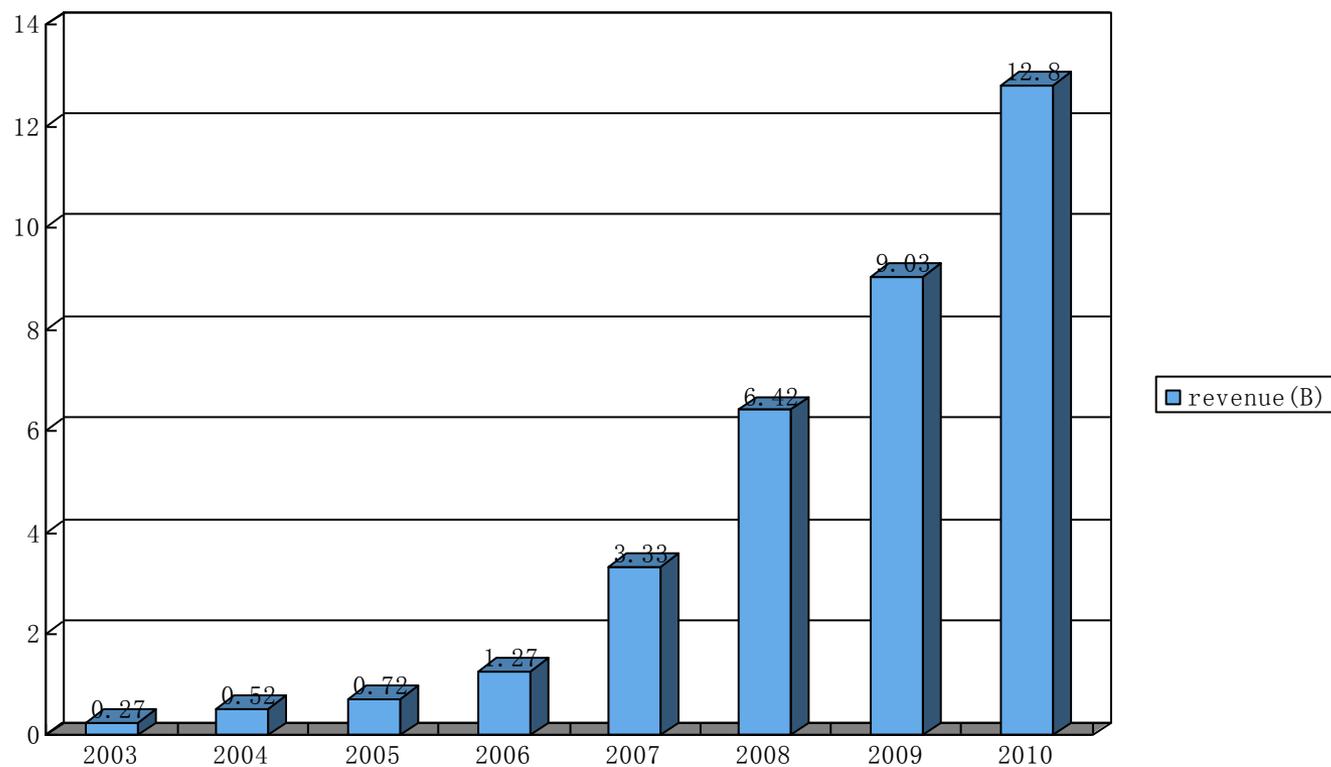
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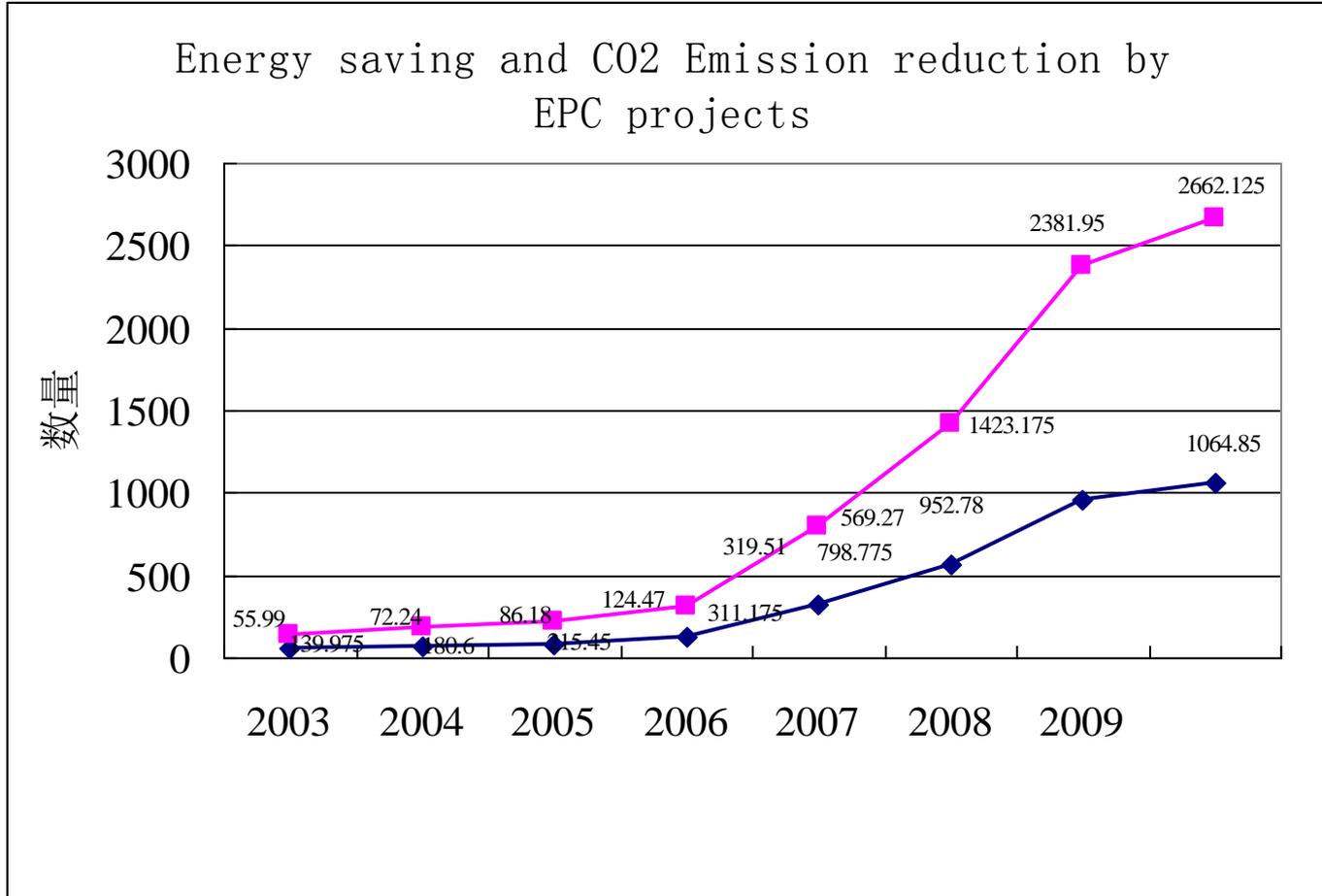
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ESCO Development in China



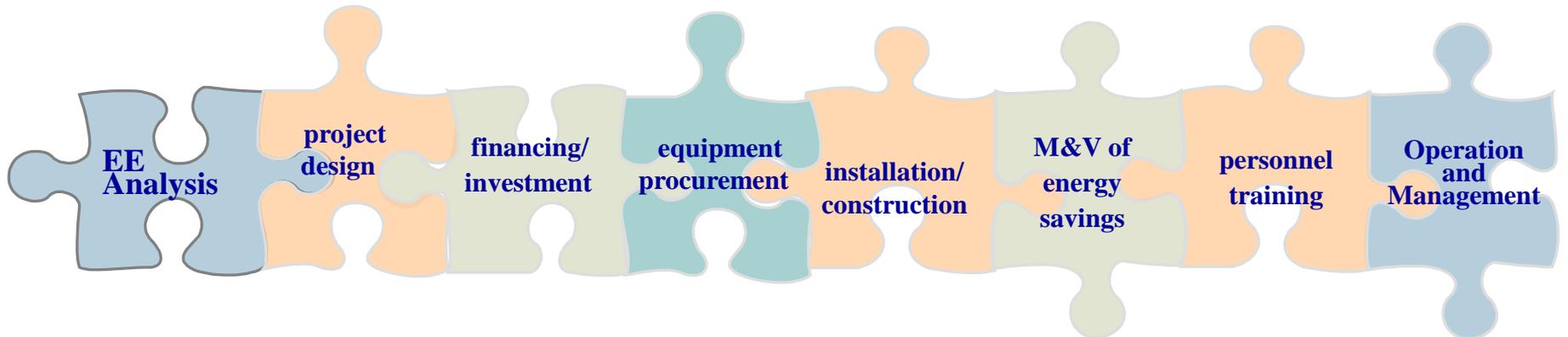
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★ESCO ---Energy Service Company



EMCA ESCO Development in China

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❖ types of EPC contract in China

- Shared Savings
- Guaranteed Energy Savings
- Outsourcing of energy management





ESCO Development in China

Development trend:

- (1) **shared savings: keeps as main stream**
- (2) **energy saving guarantee: increasing**
- (3) **outsourcing energy management: HUSH market**



ESCO Industry Development in China

Market distribution:

- (1) Shared savings: buildings and industries
- (2) Energy saving guarantee: industries
- (3) Outsourcing energy management: commercial buildings such as hospital, hotel and market etc.

ESCO Industry Development in China

- ❖ *Some characteristics:*
- Shared savings: average 4.5+y, 20y max
- Outsourcing energy management: : average 10y, 30y max.
- combination of 3 types
- Equipment leasing & project financing: started

❖ 3 types of ESCOs in China

- Technology oriented:
- Market oriented
- Capital oriented

Technology oriented ESCO:

- Based on specific technologies (patent) to gain the core competence
- Supported by financial institutions, grows very quickly
- Very specific and clear market segment, risk controlled
- Keep on innovation and cooperation with financial institutions carefully

❖ Market oriented ESCO:

- Good relation with energy consumers
- Better understanding about market demand for technology
- Solution provider
- Selection of best practice technologies, investors and risk control

ESCO Industry Development in China

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❖ Capital oriented ESCO

- Abundant investment is the key advantages
- Led by market demand
- Flexible in technology and market
- Selection of technology and operation of project esp. risk control are critical

EMCA's Launching Ceremony:

April, 3rd, 2004, Beijing



Mission of EMCA

Our mission:

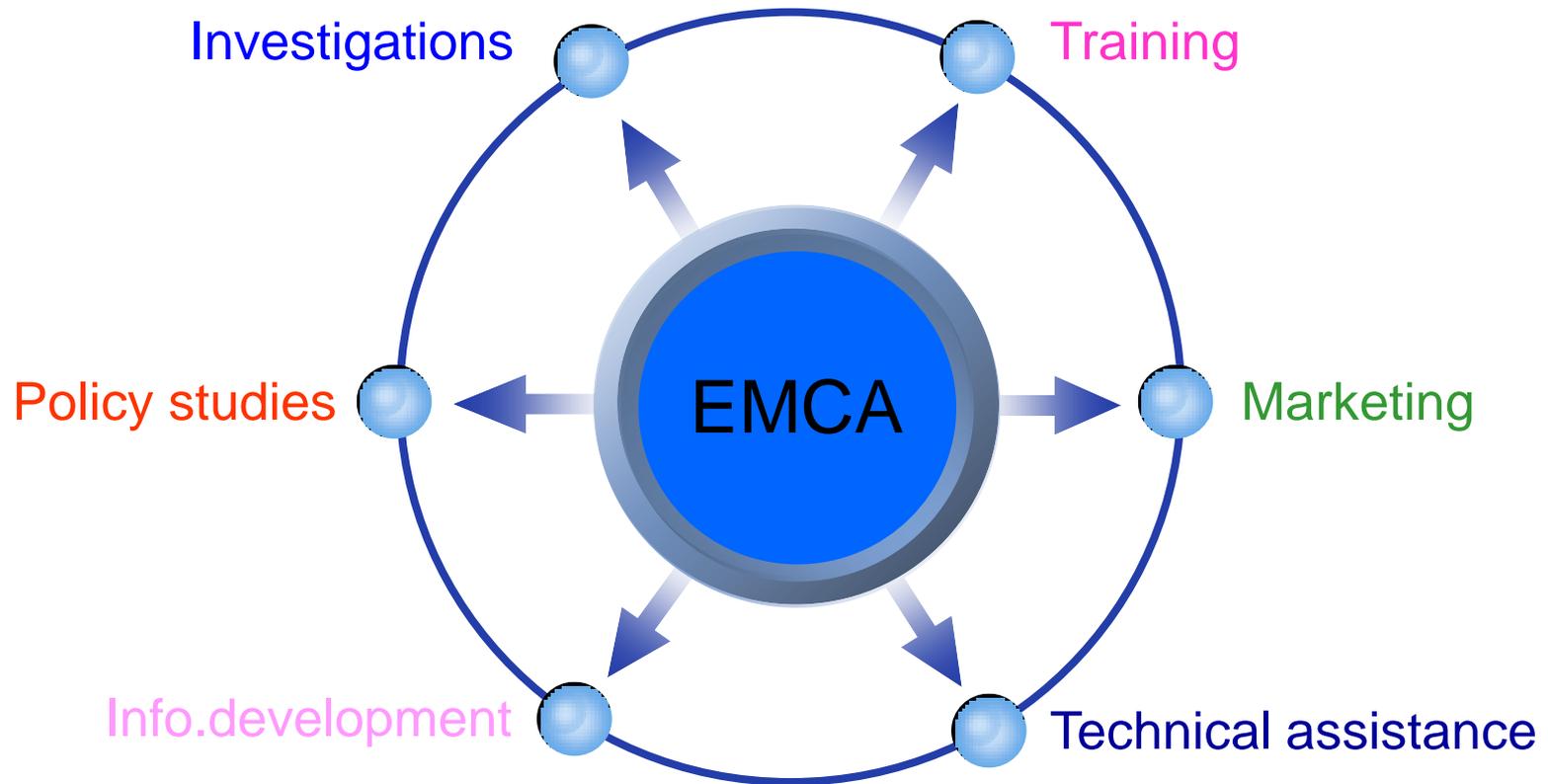
To promote the sustainable development ESCO industry;
To support the fast and healthy growth ESCOs

EMCA---function & activities

Our tasks:

- ❖ Promote and disseminate EPC mechanism in China
- ❖ Work closely with government to disseminate energy conservation policy and regulations
- ❖ Conduct trainings and marketing activities, enhance communication and cooperation
- ❖ Set up EMCA information platform and display key features of ESCO industry development to the whole society
- ❖ Conduct policy study to build up friendly external environment for ESCO industry
- ❖ Advocate self-discipline of the industry and achieve the sustainable development

EMCA function & activities



EMCA

EMCA function & activities

Our Main Activities

Dissemination
and
Promotion



EMCA function & activities

Training

100+ Training courses

10000+ people trained

Basic training

Senior training

Thematic training

Other

EMCA

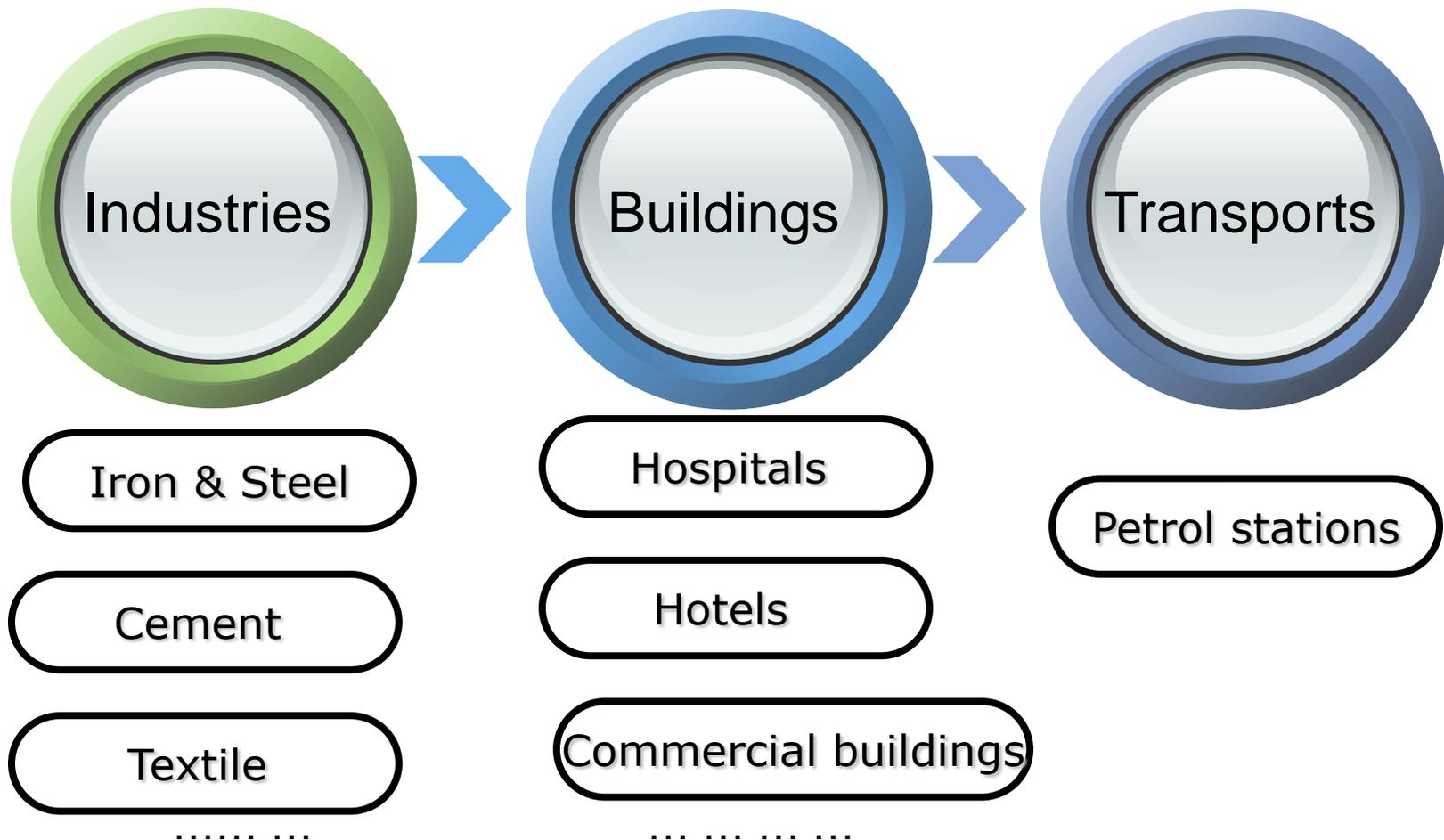
EMCA function & activities

training



EMCA function & activities

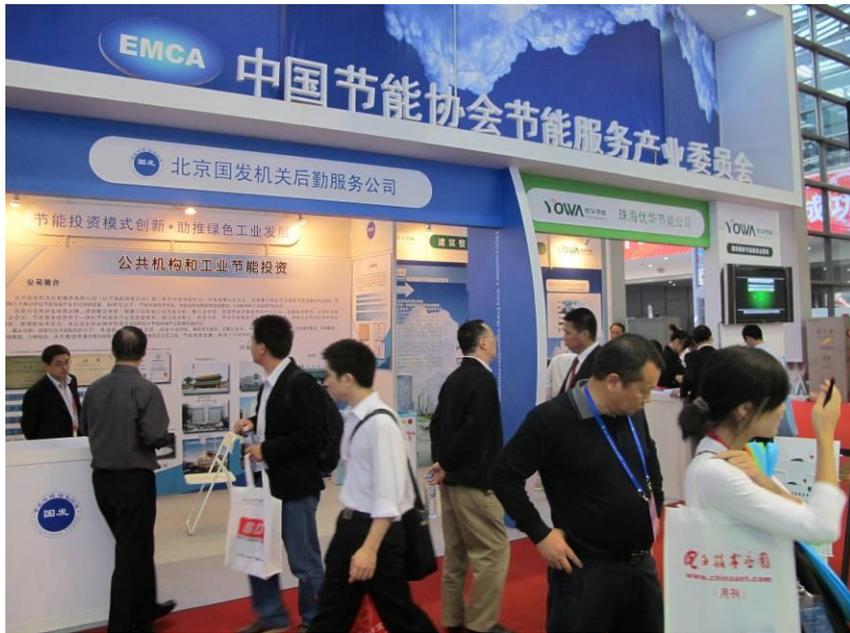
Marketing



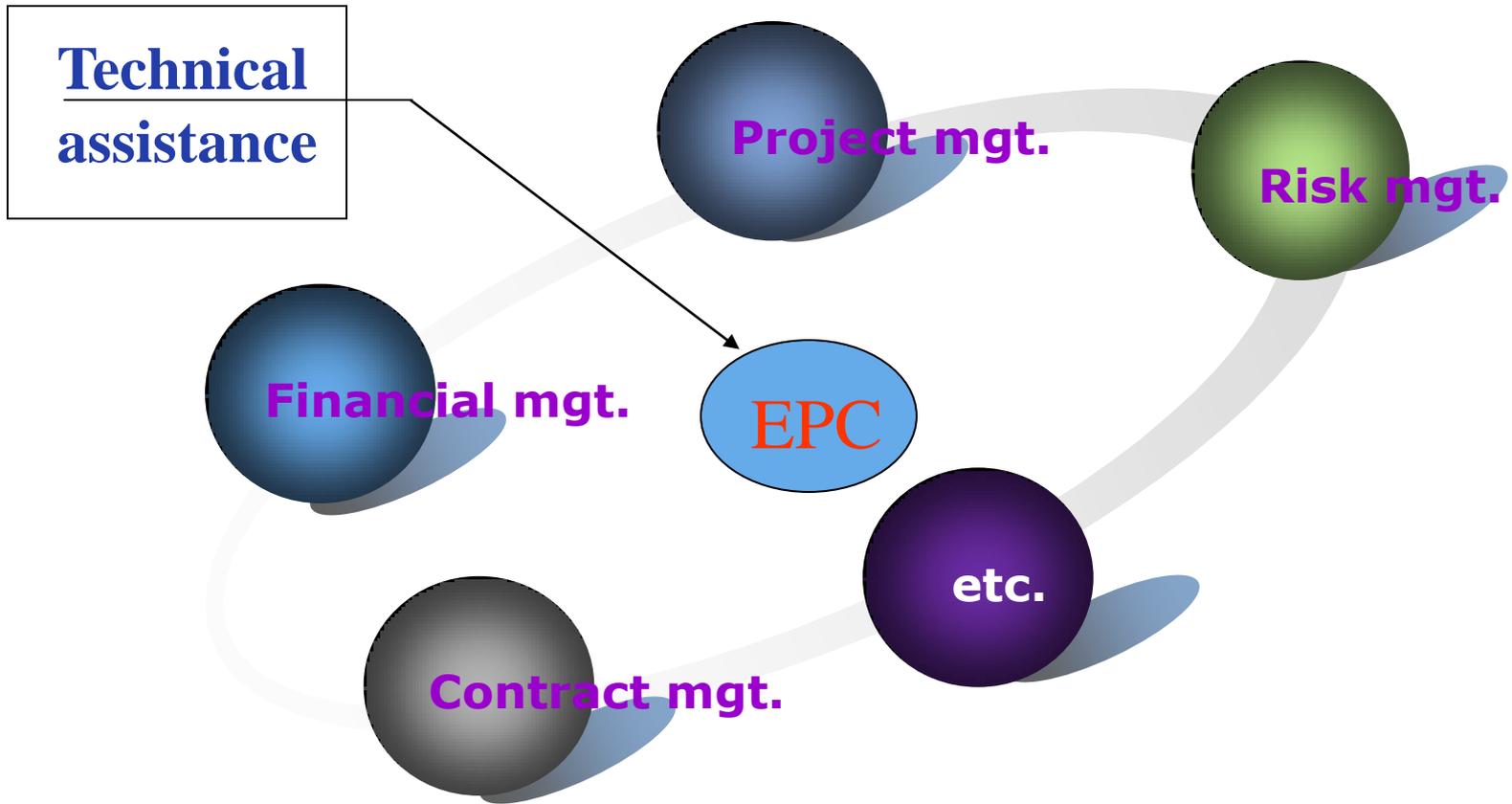
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EMCA function & activities

Exhibition



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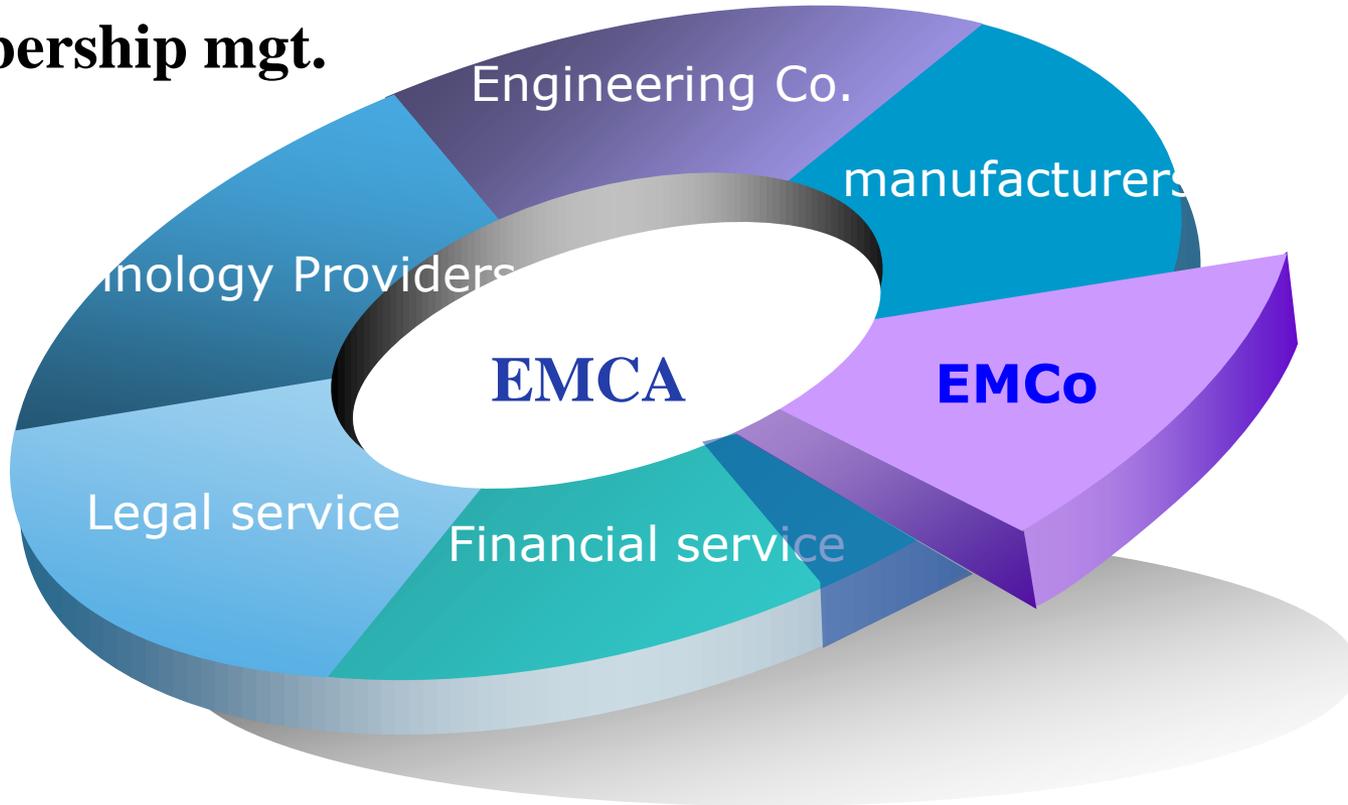
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Technical Assistance



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Membership mgt.



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International Cooperation
and exchange



EMCA function & activities

Policy studies

1

EPC for industries-
barriers and
opportunities

2

EPC for public
funded
facilities-
barriers and
challenges

3

Guide to
promote
energy service
industry

EMCA function & activities

❖ Website: www.emca.cn



The image shows a screenshot of the EMCA website homepage. The header features the EMCA logo and the text '中国节能服务网 www.emca.cn' and '促进中国节能服务产业持续发展 ESCO Committee of China Energy Conservation Association'. A navigation menu includes links for English, Home, EMCA Introduction, Contract Energy Management, Policy and Regulations, Member天地, Training Center, Exhibition Conference, Video Interview, Technical Products, Industry News, Corporate Profile, Expert Views, Overseas News, Financing Services, Green Action, Tender Information, Local News, and Supply Platform. A search bar and a '论坛' (Forum) link are also present. The main content area has a red banner for a notice from the State Development and Reform Commission regarding the review and filing of energy service companies. Below this, there are sections for '特别关注' (Special Attention) with articles on the energy service market and industrial energy conservation, and a '地方导航' (Local Navigation) section with links to various provinces. A '诚聘英才' (Recruiting Talents) section for Southern Power Grid is also visible, along with a '诚邀加盟 共创伟业' (Inviting Partnerships, Creating Great Deeds) banner at the bottom.

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中国节能服务网
www.emca.cn

促进中国节能服务产业持续发展
ESCO Committee of China Energy Conservation Association

English 首页 | EMCA简介 | 合同能源管理 | 政策法规 | 会员天地 | 培训中心 | 展览会议 | 视频访谈 | 技术产品
行业新闻 | 企业风采 | 专家观点 | 海外传真 | 融资服务 | 绿色行动 | 招标信息 | 地方资讯 | 供销平台

站内搜索: 确定
○ 文章 ○ 证书 论坛

欢迎您, 来到中国节能服务网 [请登录] [注册]

国家发展改革委办公厅
关于组织第二批节能服务公司审核备案有关事项的通知

特别关注

抢滩节能市场: 节能服务产业将呈...
中国节能服务产业年度峰会: 抢滩节能市场, 节能服务产业将呈井喷式发展

工信部: “十二五”工业节能减排...
在12月25日召开的全国工业和信息化工作会议上, 时任工业和信息化部部长李毅中表示...

地方导航
北京 | 辽宁 | 上海 | 吉林 | 河北
河南 | 山东 | 山西 | 江苏 | 浙江 更多>>

诚聘英才
南方电网综合能源有限公司
关于开展2010全国节能服务公司
年度普查的通知

诚邀加盟 共创伟业

EMCA function & activities

- ❖ Internal Journal<ESCO IN CHINA>: 30000 copies 65 issues to members, government agencies, ESCOs, energy users, other stakeholders



ESCO Industry Development in China

❖ Barriers:

- Financing
- Standard
- Technical capacity: EA, M&V etc.
- Policy support
- Customer awareness and acceptance on EPC

❖ Opportunities

- Government set target for energy conservation
- Enterprises: reduction of production cost
- Great market appears
- More investor involved: banks, investment company, fund, WB, ADB, etc.



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Thank You !

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