

Engaging Energy Service Companies  
(ESCOs)  
Case Study – Fedesco Belgium

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## Fedesco's play ground at Federal level (The laboratory!)



± 1 400 buildings

± 7 500 000 m<sup>2</sup>

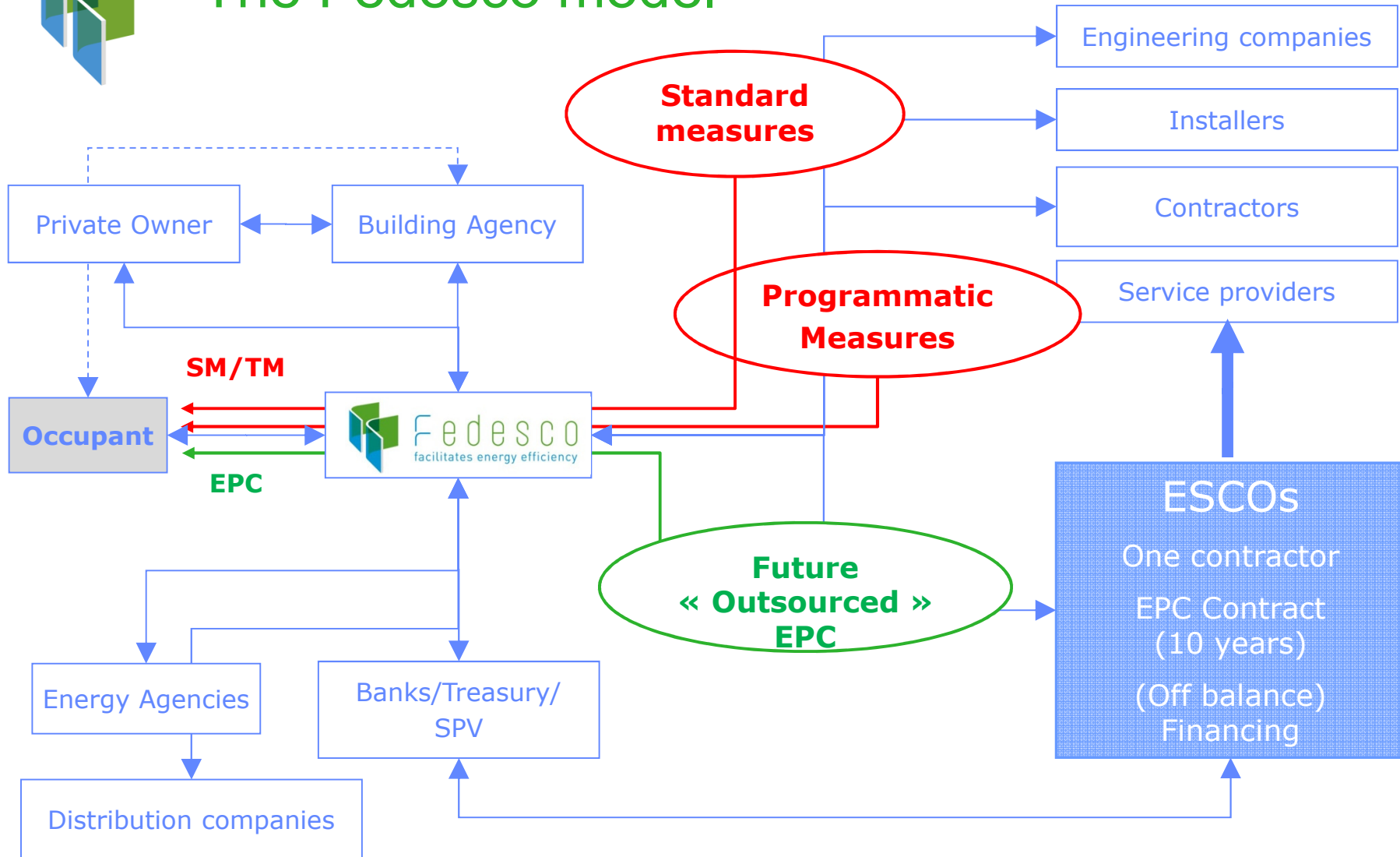
Energy & water bill:  
> 75 000 000 €/year

Energy Consumption =  
> 1,7 Billion kWh/year

CO<sub>2</sub> emissions=  
> 500 000 tons/year



# The Fedesco model



**With budget guarantees**

**With performance guarantees**



## Key figures of Fedesco

### • Engineering

- 450 energy audits
- 23 CHP technical specifications
- 75 Relighting Specs
- 70 Insulation Specs
- 150 HVAC Specs

2005-2013:

Expenses: 2.000.000 euro

### • Works

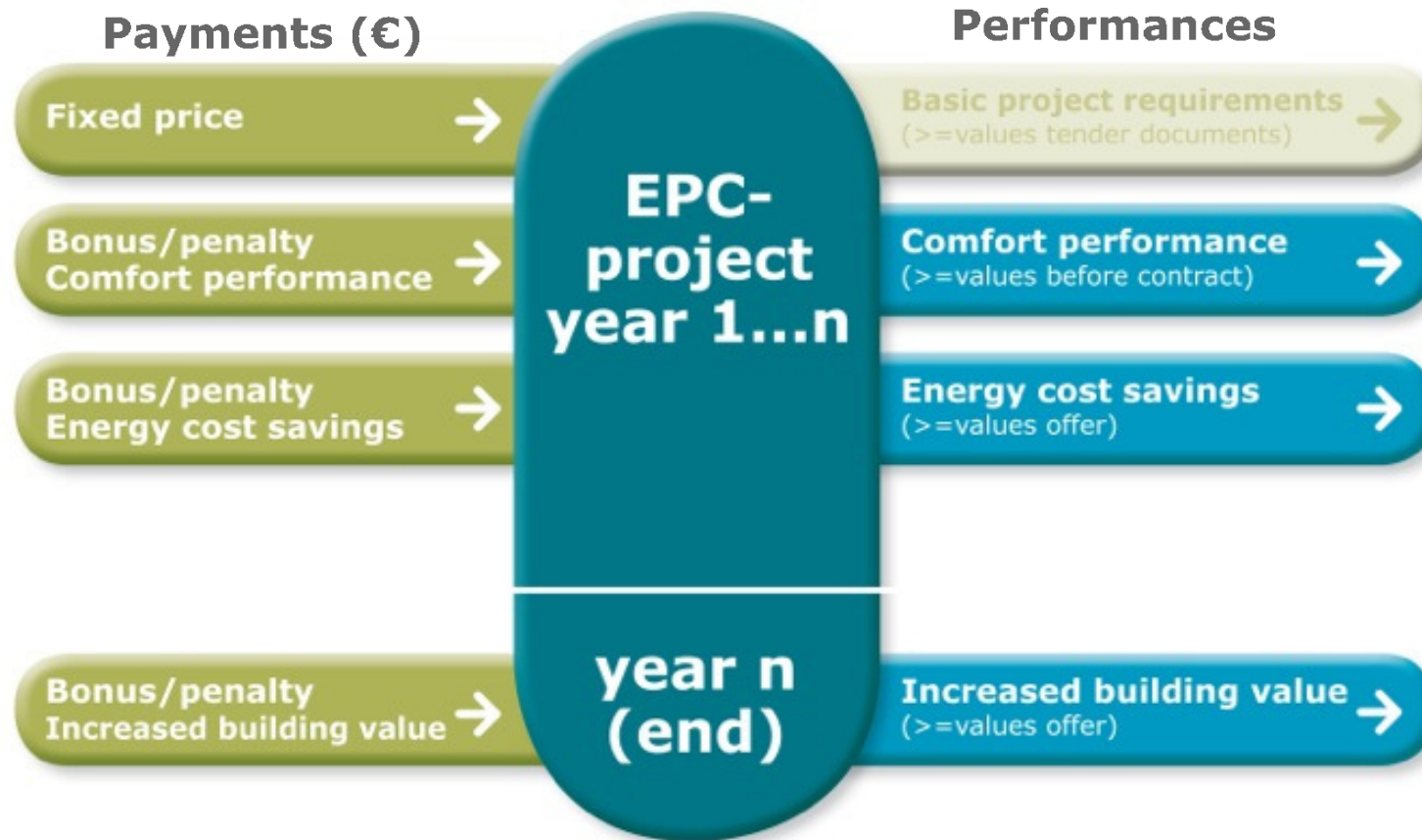
- 6 CHP
- 45 relighting projects
- 32 insulation projects
- 43 HVAC projects (boiler replacement)
- 8 solar panels projects (4000m<sup>2</sup>)
- 35 HVAC optimisation projects
- 600 complete energy monitored buildings

2005-2013:

Expenses: 20.500.000 euro

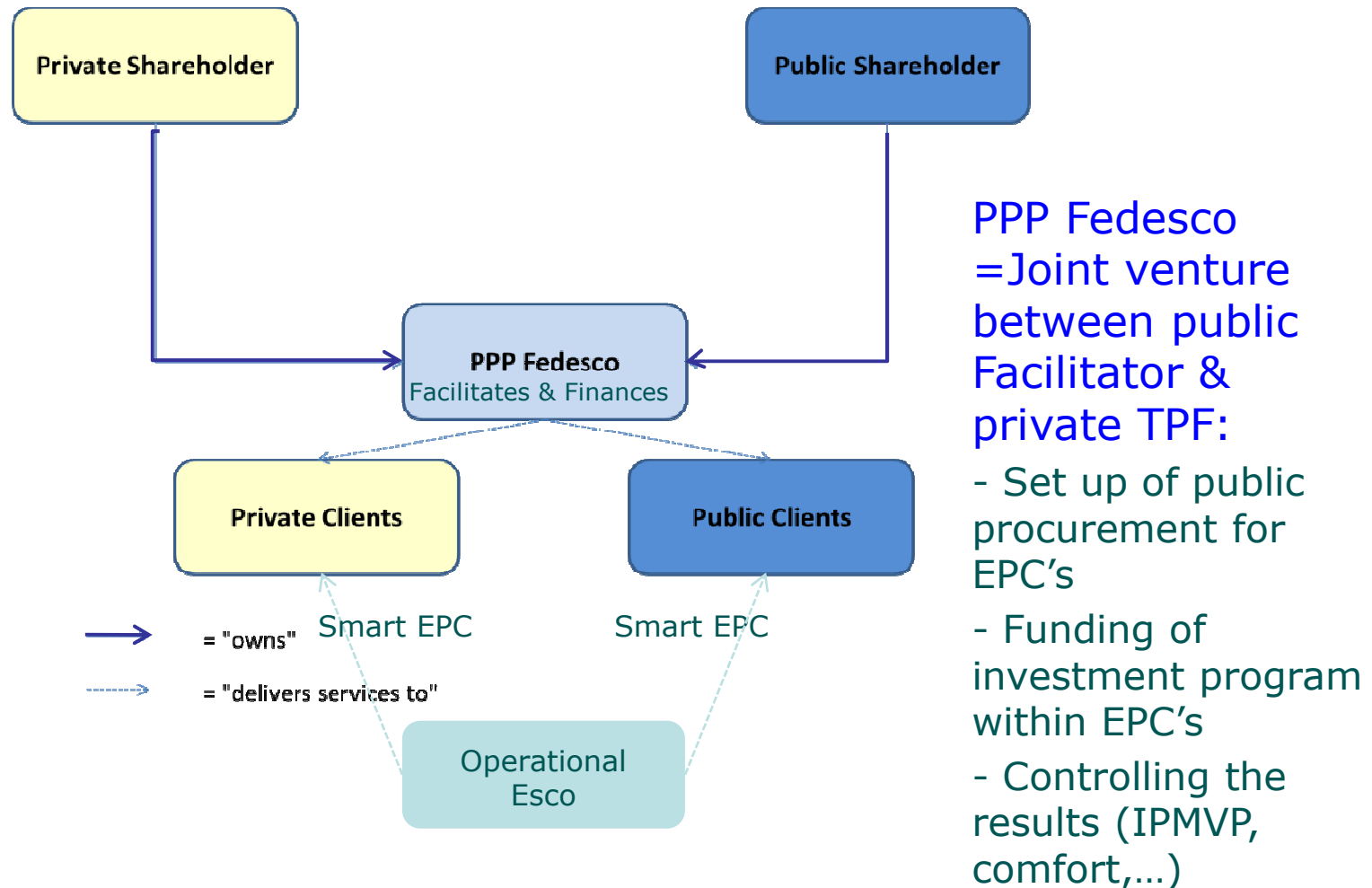


# Summary of the SmartEPC - model





# Future opportunity: Integrated energy-services company





## Some of the recent lessons learned and key issues



The role of public aggregators

Complexity and length EPC project facilitation &  
EPC project tendering

- “Buying center” as a solution?

Barriers to adoption of the EPC model in Belgium

- Institutional barriers
- Human barriers

If the project facilitator model is key, how can we  
develop the project facilitator market as well as  
the ESCO market?

- Public and/or private?



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