

# Workshop Agenda

Time	Subject	Speaker
14:00	Review of the afternoon's agenda and welcoming remarks	Jeffrey Beyer, Director, Beyond C
14:05	Remarks from the British Embassy	British Embassy representative
14:15	Overview of the project and report on key findings	Gurkan Bayraktar, Managing Partner, Gaia Carbon Finance; and Jeffrey Beyer, Director, Beyond C
14:35	Ethad ESCO: Reflections, activities and the way forward	Mustapha Aanzi, Energy Efficiency Expert, Ethad ESCO
15:05	Financing energy efficiency: Ways that work for ESCOs	Ioannis Orfanos, Energy Transformation Commercial and Corporate Finance Advisory, UK Department of Business, Energy and Industrial Strategy.
15:30	Comfort break	
15:40	From policy to action: practical considerations for ESCO markets	Nick Gibbins, Co-founder and Director, New Resource Partners
16:00	Establishing a Super ESCO: key considerations	Ivan Gerginov, Energy Efficiency Financing Expert, Econoler
16:30	Facilitated discussion	All
17:00	Event close	



British Embassy  
Ankara

## Super ESCO Workshop Agenda

Information for the workshop at  
Turkey's General Directorate of  
Renewable Energy



## Background

Thank you for agreeing to participate in the upcoming workshop with the Turkish General Directorate of Renewable Energy (GDRE), supported by the British Embassy Ankara's Prosperity Fund. This workshop caps an eight-month project that has been jointly delivered by Beyond C, a London-based climate policy consultancy, and Gaia Carbon Finance, an Istanbul-based climate finance consultancy.

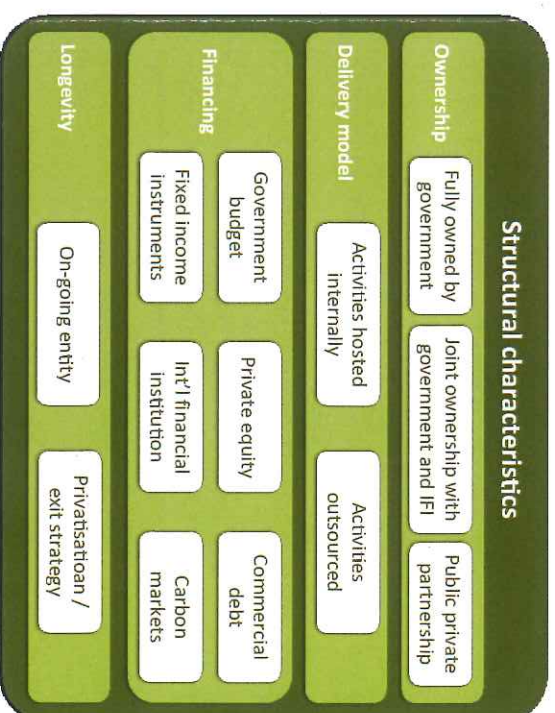
The project has reviewed the energy efficiency (EE) situation in Turkey, outlined barriers to both EE and ESCO markets, and has considered how a Super ESCO might overcome these barriers. We define a Super ESCO as a government-established entity that facilitates implementation of public sector energy efficiency projects, and works to stimulate the private sector ESCO market through activities like financing, capacity building, standard setting, and information sharing.

We reviewed international examples of Super ESCOs that have been successful (e.g. Dubai's Ethad ESCO) as well as less successful examples (including Ukraine's UkrESCO and the defunct Philippines Energy Efficiency Programme Super ESCO).

The purpose of this workshop is to present the findings of the project's final report and to share the experience of experts in the field so that the GDRE can make a more informed decision about its preferred path forward.

## Summary

**A Super ESCO can help advance Turkey's energy efficiency agenda.** Typically, Super ESCOs support public sector energy efficiency implementation and work to stimulate the private ESCO market. The structure and activities of a Super ESCO are flexible and depend on the government's specific goals, assets, and existing initiatives. Since there are many different ways to support energy efficiency, it is up to the government to determine whether a Super ESCO is preferred over other options like an energy efficiency revolving fund.



**This report outlines a menu of options that the government may wish consider as it assesses the opportunities and limitations of a Super ESCO.** Since there are only a small handful of operational Super ESCOs internationally, there is no standard structure or typical set of activities that govern Super ESCOs. As such, this report outlines the major considerations and their pros and cons to help inform decision makers, and supports them with international examples where appropriate.

## Key questions to consider

The report shows that a well-designed Super ESCO can overcome many barriers to energy efficiency and the ESCO market. To achieve these results and initiate the process, a number of key questions should be considered. Some of these questions are outlined in the report,



and while this list is not exhaustive, it is intended to stimulate discussion that supports the next phase of development.