

# Korean Association for ESCOS





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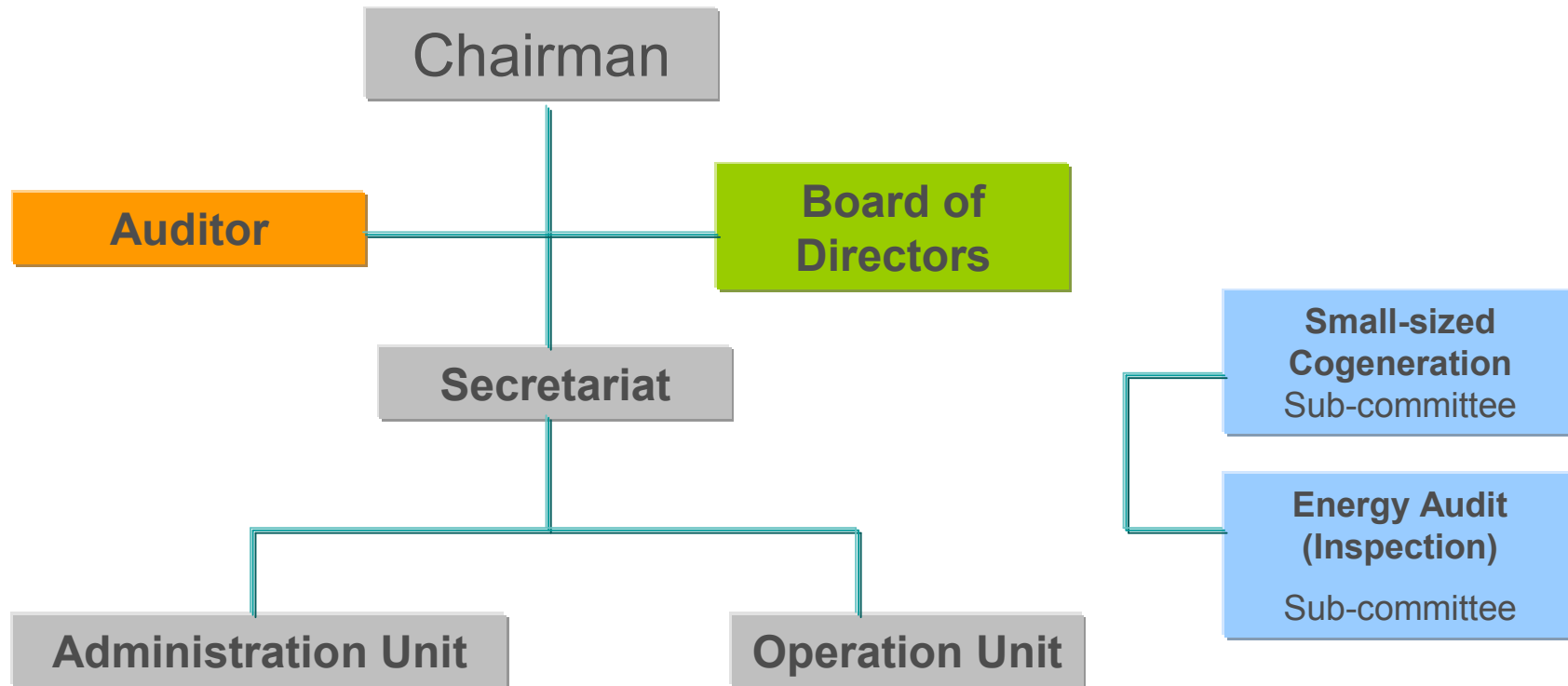
# 1-1. KAESCO Mission Statement



- Establishment : 1999. 4. 30
- Foundation of KAESCO stipulated on Article 32 of the Civil Law
- Mission: Contributing to economic growth of nation and Climate Change Convention and Facilitating energy saving markets by pursuing mutual interests with ESCO through cooperation and by coping with changes of ESCO Business for sustainable development



# 1-2. Organizational Structure



## 2. What KAESCO Does





## 2-1. KAESCO Activities

KAESCO performs the following activities of each stipulation

1. To build stronger relationships with companies under KAESCO
2. To communicate with members under KAESCO Association upon all matters concerning their professional duties and interests
3. Dissemination and advise members of the Association upon good practices of information, technology and operation.
4. To establish training, workshops and seminars promoting advanced energy saving technology
5. To prepare documents, pamphlets and publications dealing with the energy saving work, interests or functions pertaining to energy saving business
6. To work with government officials for energy saving related standards and systems and identify improvement plans
7. To provide advertising and PR service for the development of the ESCO industry
8. To provide a comprehensive professional service for government R&D development related to energy saving
9. To collaborate with educational, industrial, commercial, professional or other bodies
10. To exercise new initiatives related to Climate Change
11. To support other works related to the objectives of Association

## 2-2. Confirmation Service

### Ref: Qualified Standard for Energy Saving Business

(Delegate work of Ministry of Knowledge Economy, from Established Act #12 of Ministry of Commerce, Industry and Energy)

에너지절약전문기업 투자실적 확인서			
신청인	업체명(상호)	대표자	
	영업소재지	전화번호	
	사업자번호	ESCO등록번호	
증명서용도	에너지절약용역사업 실적조사 신청용		
유효기간			
투자실적	실적기간		
	실적금액		
에너지절약전문기업 투자실적을 위와 같이 확인하여 주시기 바랍니다. 년 월 일 신청인 (서명 또는 인)			
<b>(사)에너지절약전문기업협회 귀하</b>			
확인자	사업장소재지	담당자	
	전화번호		
위의 투자실적 기간 및 금액을 확인합니다. 년 월 일 (사)에너지절약전문기업협회			
※ [주] ① 본 투자실적확인서는 에너지절약용역사업 실적조사서무기준(산업자원부 예규 제17호 2005.1.11)에 의거하여 발급됩니다. ② 투자실적란은 기재후 부정청탁제외표를 붙여 증명을 받아야 합니다.			

■ ESCO Investment Performance Confirmation

No. 0222-07-043 경영상태 확인서			
신청인	업체명(상호)	대표자	
	영업소재지	전화번호	
	사업자번호	ESCO등록번호	
증명서용도	에너지절약 용역사업 실적조사 신청용		
확인내용	2005년도	주체비율	미출액순이익률
	2006년도	주체비율	미출액순이익률
	2개년 평균	주체비율	미출액순이익률
결산 세무대리인			
05.06.연계 평균	주체비율	148.137%	미출액순이익률 4.882%
확인서 발급기관	사단법인 에너지절약 전문기업 협회(담당자 : ) 서울특별시 강남구 역삼동 537-25 삼일프라자 702호 전화: 02-2052-5777 팩스: 02-2052-5779		
※ [주] ① 본 확인서는 신청업체가 제출한 결산자료에 근거하여 작성된 것입니다. ② 주체비율 및 미출액순이익률은 소수점 넷째자리에서 반올림하였습니다. ③ 미출액순이익률은 세무기준입니다. ④ 주체비율 등 확인내용은 기재 후 부정청탁제외표를 붙여 증명을 받아야 합니다. ⑤ 2005년 및 2006년도 결산 자료에 근거한 경영확인서입니다.			
위의 사실을 확인합니다. 년 월 일 (사)에너지절약전문기업협회			

■ ESCO Business Status Confirmation

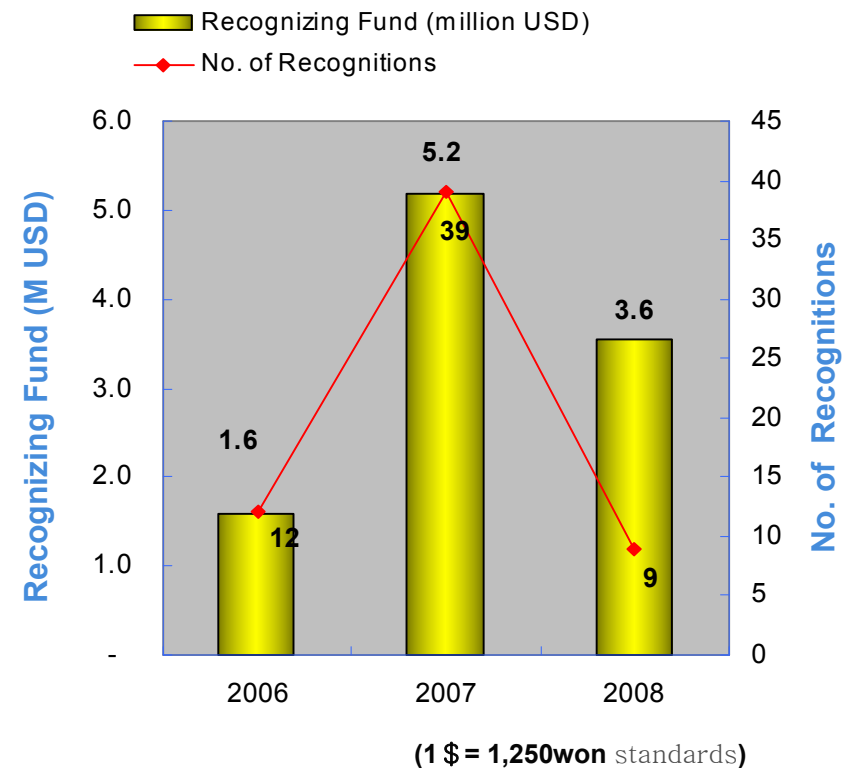
## 2-3. ESCO Self-investment Performance Recognition Service

● KAESCO acknowledges in document of recognition of self-investment performance to ESCO that applied for recognition of self-investment performance and recognizes it as investment performance In “ESCO Investment Performance Confirmation” at the end of every quarter (delegated work of Ministry of Knowledge Economy)

● It's expected to facilitate private money and encourage sound growth of ESCO industry by recognizing ESCO business as self-investment projects leveraging private money

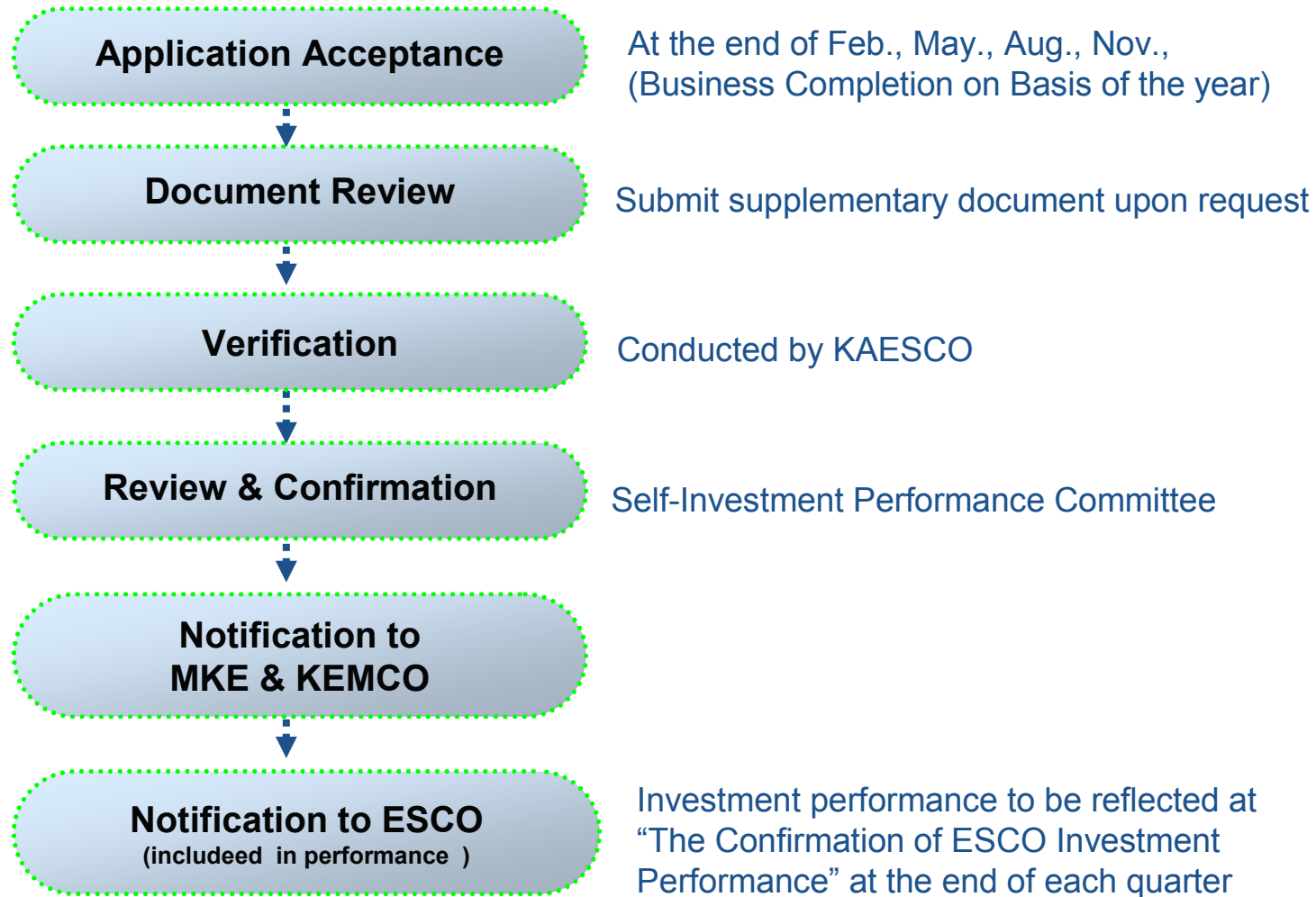
● As a result, Self-investment Performance Recognition enacted as result in Aug. 2006.

### < ESCO Financing Trend by Year >





## 2-3. Self-Investment Performance Recognition Procedure



## 2-4. ESCO Service-bidding Qualification Evaluation



### Project References

- Seoul National Univ. Cogeneration Project ('06.Jun)
- Jeki Hanshin Daerim Plus Apartment Small Size Cogeneration System ('07.Jan)
- SH Corp. District Cooling Boiler-Gas Waste Heat Recovery Project ('07.Apr)
- Kunkuk University: Social Science Bldg. Retrofit Project ('07.Jun)
- Seong-dong Gu Juvenile Training Center Heat Pump System ('08.Apr)
- InCheon City Medical Center Energy Conservation Project ('09.Jan)
- Universiad Leports Building ESCO Project ('09.Apr)



## 2-5. Training Service



MOU Agreement  
with  
Korea  
Polytechnics  
University  
&  
Seoul National  
University of  
Technology



### Practical Training Course for ESCO Professionals




- Small sized Cogeneration system management Training Course ('07.May)
- ESCO Project Manager Course ('08.1Jan)
- ESCO Working Level Course (Lighting, Boiler, Process Improve & Waster Heat Recovery) ('08.May/Sep)
- ESCO Project Manager Course (including Int'l Seminar) ('09.Mar)
- ESCO Factoring Course ('09.May)



## 2-6. The Climate Change Related Service



**MOU Agreement with  
Ecoeye Co. for connecting  
ESCO and CDM ('09.May)**

-  Laying the groundwork of Energy Saving Business for coping with climate change
-  Training course of how to reduce CO<sub>2</sub> and to connect ESCO to CDM'course (Mar.2009)
-  Supporting the course of <Strategy for Next Generation Business of Carbon Emission> (All employees at KAESCO completed course)



## 2-7. Building Retrofits Projects Development



Cooperation Agreement with  
Seoul City, Kocham, KFB  
( '08.Apr)

- Agreement for Building Retrofit Projects (Apr 2<sup>nd</sup> , 2008)
- Building Retrofit pilot projects of 31 Schools under SEN
- Leading climate change problem by focusing on Building Retrofit and Energy Saving as the city holding C40 Summit
- Building ESCO Projects under development in Kang Nam Gu



## 2-7. Hosting Client Meetings



Briefing Session of ESCO inKang Nam Gu Government Office

Holding briefing session of ESCO projects by determining buildings under projects in priority of age of buildings and improvements based on the results of energy pre-audit

(Mar 19, 2008)



Briefing Sessions of ESCO in Seoul City

Provide detailed process of implementing building retrofit programs (building selection criteria, case studies, energy audit process, etc)  
Introduction of policy for Energy Rationalization Projects , plan for selection of pilot projects, good projects of ESCO, energy audit guideline of participant of pilot projects, etc.

(Apr 17, 2008)



## 2-8. Energy Saving Project (ESP) on Local Governments

- Establishments of ESP in 246 local governments under Ministry Of Public Administration and Security (MOPAS) (May)
- Verification of current energy consumption and analysis of consumption unit on local governments (Jun.20<sup>th</sup>-Jul.15<sup>th</sup>)
- Analysis on Preliminary Audit and pre-questionnaire (Jul.-Aug.)
- Detailed Audit on energy usage of local governments (Sep.-Oct.)
- Establishment of energy reduction target and plan of each local governments (Nov.-Dec.)

Energy Saving  
Of local  
government

MOPAS with KEMCO and ESCO being scheduled to audit performances of ESP in all local governments on Nov. of every year



## 2-9. International Events



Organized by KAESCO

Energy Saving Service Seminar in '2007  
Jinta, China

Korea-China ESCO Partnership MOU Agreement  
(Jun 15, 2007)



MOU Agreement with NAESCO (Feb 18, 2009)

MOU with JAESCO, EMCA in progress





## 2-10. ESCO Policy Advocacy





## 2-11. PR/Seminar/Information Sharing

### **Newsletter Publication (free for member companies)**

- Introduction of ESCO activities
- Provide on technical information and industry news update
- Data collection & case study

### **ESCO Service – bidding information sharing**

- Updating bid announcement at KAESCO website
- Email notification for members companies

### **Seminar/Social Gathering for Member Companies**

- Case study, Technical, Funding  
Information sharing

### **ESCO case review with KEMCO ESCO-Mart**

- Providing presentation opportunity  
on ESCO member companies

## 2-12. Informal Gathering among Member Companies

Building up teamwork/networking among companies under KAESCO

- Member's exclusive communication website in KAESCO homepage
- Hosting working-level workshop for facilitating ESCO



10<sup>th</sup> Anniversary of Founding Event ('09.Apr)

▲ Anniversary of Foundation (Every Year)

- Build up social network among companies under KAESCO
- Develop relationship with government-associated partners

# 3. Member Companies





# # of Member Companies

<b>Member Type</b>	<b>Standard</b>	<b>Special</b>
<b># of companies</b>	<b>64</b>	<b>5</b>

- **126 companies registered as of Nov. '09**



Thank you !



**KAESCO**

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