

# **ENERCOM<sup>®</sup>**

**CREATING LEADERS IN ENERGY EFFICIENCY**

**Financial and technical solutions for full-scale energy efficiency based on global best practices**

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**UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION**

**We turn lighting, heating, and other energy  
consumption expenses**

**into powerful sources of saving –**

**By super-effective modernization**

**Of the corresponding systems**

**Without diversion of your own finances**



**ENERCOM is the inventor of the term “energy engineering”**  
and the leading expert in energy efficiency  
for industrial companies

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**230**

Successfully  
realized projects  
in Russia and abroad

over **1,5** Bn  
Roubles saved for  
clients in 7 years

From **15-70%**  
savings on resources  
on each project

since **2010**  
Own production  
of highly economical  
industrial LED  
luminaries

More than **5** Bn  
roubles of leveraged  
financing for 2018–2019

**500** Mln  
million kilowatt  
hours saved for  
the clients

# The main saving sources within the scope of energy engineering by ENERCOM

Lighting  
60-80%

HVAC\*  
30-40%

Other  
Energy  
consumers  
20-30%

Implementation of energy management: additional 5-15%

**Overall decrease in energy consumption  
in total energy balance: from 20%\*\***

\*Heating, ventilation, and air conditioning

\*\* verified by UNIDO

# The general contractor of ENERCOM on energy audit and development of the energy management system – UNIDO



**UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION**

**UNIDO is a specialized agency of the  
United Nations that is the world's leader in energy  
efficiency methodology**

# OUR DIFFERENCE

## An integrated approach to energy saving:

- Detection of all the significant energy consumers by conducting an energy efficiency audit
- Development and implementation of a systematic approach to efficient resources usage and establishment a culture of energy efficiency
- Implementation of complex modernization projects on energy-consuming systems based on the best technologies and hardware on the market
- Execution of the project to meet guaranteed figures/percentage of savings without diversion of the client's own finances

**BEST IN THE  
WORLD**  
methodology on  
Energy saving

+

**UNIQUE**  
Financial solution

+

**GLOBAL** expertise  
in energy  
engineering  
by ENERCOM

+

**BEST** suppliers of  
hardware  
– world leaders  
in their niches

**= The leading energy saving solution on the market**

## ● WHY DO ENERGY SAVING MEASURES GET POSTPONED?

Limited CAPEX budget

Unclear effectiveness of the budget usage

Uncertainty in real economy figures

**But the most frequent reason – energy savings is not the priority cost item**



# THE ONLY IN RUSSIA SPECIAL PURPOSE PROGRAM ON FINANCING ENERGY SAVING PROJECTS BY ENERCOM

Collaborative project with VTB bank

Up to 5 bn roubles

Up to 7 years payback period

Without security deposit and down payment

**THIS PROGRAM ALLOWS OUR CLIENTS TO IMPLEMENT ENERGY EFFICIENCY PROGRAMS WITHOUT THE NEED TO INVEST THEIR OWN FUNDS, AND ALL THE PAYMENTS FOR THE BORROWED FINANCES ARE DEDUCTED FROM THE GENERATED SAVINGS**

# NLMK group



Industry: metallurgy

Locations:

Altay-Koks (Altay)

Novolipetzsk plant (Lipetzsk)

Stoylensk MPP (Stary Oskol)

VIZ-Stal (Ekaterinburg)

NLMK-Ural (Revda)

NLMK-Kaluga (Kaluga area)

Verona (Italy)

Installations of ENERCOM

LED luminaires:

Production shops

Under-crane lighting

Offices

Outdoor lighting

Results:

Illumination of work areas complies with regulatory standards

More than 80 000 ENERCOM LED luminaires installed

Pulsation factor <5%

Luminaires' maintenance costs decreased

Savings on lighting – up to 80% compared to the period prior to the modernization

**11** Examples of realised projects

# CARLSBERG group



## 12 Examples of realised projects

Industry: beer production

Locations:

Voronezh

Tula

Yaroslavl

St. Petersburg

Rostov

Samara

Installations of ENERCOM LED luminaires:

Modernization of lighting of production  
and office premises

Scenario prior to the modernization:

Illumination level – 30% below  
the Building Regulations (SNIP)

Pulsation factor – from 15 to 30%

Operation mode – 365/24

Results:

Illumination level increased by 30%

Pulsation factor <5%

Energy consumption decreased by 68%

Luminaires' maintenance costs decreased

Light emission level degradation

over 3 years in round-the-clock

mode – max. 15%