

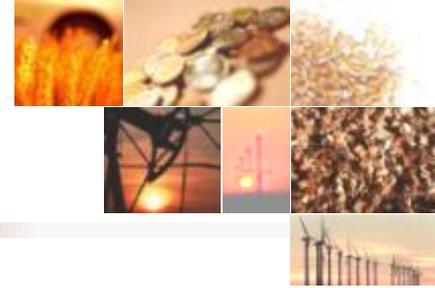


“Delivery Frameworks for Energy Efficiency”

- October 18, 2011-

Thailand ESCO Pilot since 1999
ESCO Excellence Award 2009-2010

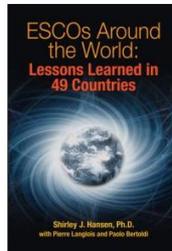
Speaker's Profile



MR. ARTHIT VECHAKIJ
Managing Director
Excellent Energy International Co., Ltd.



Mr. Arthit is one of EEI founders who developed the first, and the only ESCO business model in Thailand with success track record to implement Thailand first ESCO Pilot Project with excellent base of support from the Thai Government & the World Bank in 1999. In 2009, he was invited to be a co-author writing the book “ESCOs Around the World: Lesson learned in 49 Countries by Shirley J. Hansen, Ph.D. with Pierre Langlois and Paolo Bertoldi” for Thailand chapter. Furthermore, he was the representative of EEI to receive the “ESCO Excellent Award 2009-2010” which conducted by The Institute of Industrial Energy, The Federation of Thai Industries, supported by the Ministry of Energy.



Thailand ESCO Pilot since 1999



ESCO Excellence Award 2009-2010

Excellent Energy International Co., Ltd. (EEI):-

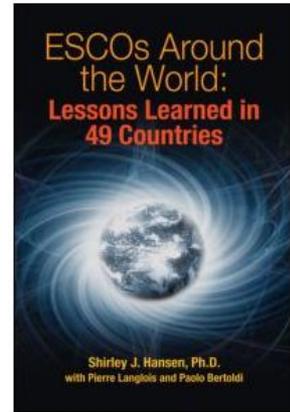


- ✓ A well-known **ESCO (Energy Service Company)** in Thailand established since 1999 with the registered capital of 25 MB
- ✓ An ESCO who **offers guaranteed-payback** on EE/RE/AE* projects for clients in various Industries and Commercial buildings
- ✓ One of a few ESCO in Thailand who can **structures B.O.O.T. investment** on EE/RE/AE projects for Client
**Energy Efficiency/ Renewable Energy/ Alternative Energy*

The first one, and only ESCO in Thailand who successfully implemented "Thailand ESCO Pilot Project" with excellent base of support from the Thai Government & the World Bank.

- ✓ An ESCO with Over **5,000 MB project portfolio** distributed over **Cogeneration system, Renewable Energy, Energy Management Information System (EMIS), Heat Recovery projects, etc**

- ✓ **The only ESCO in Thailand** whom was invited to contribute a regional perspective **as a Co-writer** in the new book of World-God Mother of ESCO, Dr. Shirley Hansen!!!
 Namely "**ESCOs Around The World: Lessons Learned in 49 Countries**"

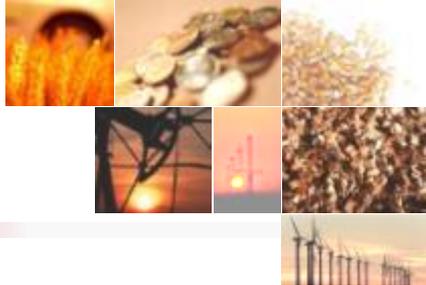


Awarded 2 consecutive years of "ESCO Excellence Award 2009 and 2010", by The Federation of Thai Industries, supported by the Ministry of Energy, to the leading ESCO of Thailand.

Some of EEI Clients

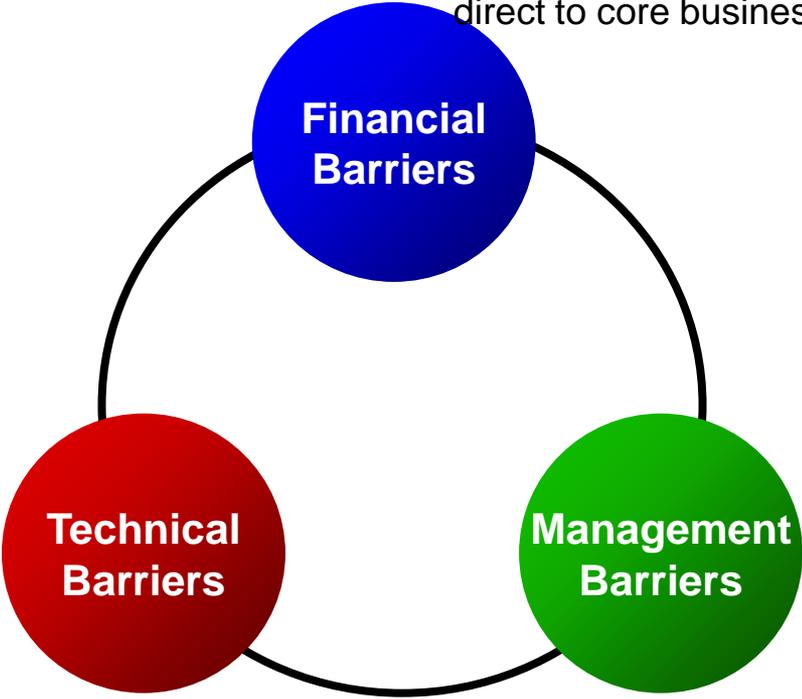


Barriers to invest in Energy Savings and Renewable Energy Projects



Common barriers that prohibit many companies to invest in Energy Efficiency Project can be categorized in three categories; Financial Barriers, Technical Barriers, and Management Barriers

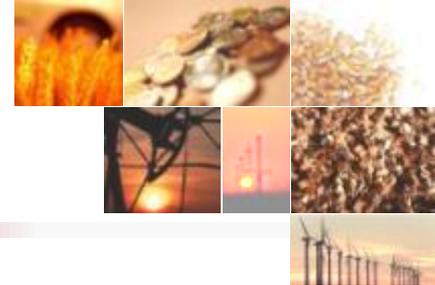
- Unfamiliar to Energy Efficiency Technologies
- Lack of confidence in the unfamiliar technology
- Lack of manpower to develop the project
- Bad experience from the previous project (Non-Quality Consultant/EPC)
- A short list of technology owners domestically. Imported technologies are more difficult to do O&M. Costly after-sale services.



- Accessibility to financial resources
 - Limited Credit line
 - Concern on Liquidity
- Financial source was reserved and/or delegated to other projects which are direct to core business

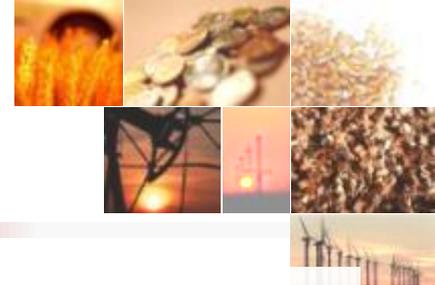
- Lack of time and focus to initiate/ oversee the project
- Company policy not to invest in non-core business project
- Misunderstand the energy consumption profile in their factories
- Unable to acquire professional service from qualified consultant due to lack of budget
- Lack of internal capability to manage an Energy Saving Projects

EEI 10 Key Success Factors for Energy Efficiency/ Renewable Energy Project



1. Overall **System Efficiency**
2. Emission Control under **Environmental Regulation**
3. **Optimization Design** (on client point of view, not on supplier point of view)
4. **Feasibility** on all necessary factor under the fact basis
5. Long-term **Price Performance** Evaluation Basis
6. Competitive & **Transparent Procurement** Process
7. Qualified **Measurement & Verification** System
8. Rigid **Commissioning** Procedures
9. Good **Contract** Management
10. Good **Investment Option**

Our EEI Value Proposition



Sit back and Relax



**Share Risk, Share Loss,
Share Benefit**



One Stop Service



**Performance
Guaranteed**



**Experienced
Partner
You can Trust**



**Plenty of Savings Pay back
Track Record**

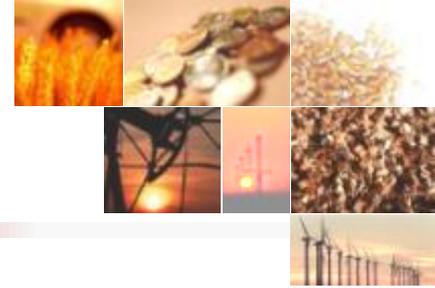


**360° Project
Point of View**

1. Overall System Efficiency
2. Emission Control under Environmental Regulation
3. Cost Optimization Design (on a long-term point of view, not just a short-term point of view)
4. Feasibility on all necessary aspects
5. Long-term Price Performance on a fact basis
6. Competitive & Transparent Procurement Process
7. Cost Measurement & Control System
8. Rigorous Commissioning Procedures
9. Good Contract Management
10. Good Investment Options



Thank You



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