



Energoserviss.lv © – the brand and platform created by LATEA to serve as a basis for energy service business activities based on ESCO – energy service (*energoserviss* in Latvian) principles. The business of ESCO is characterized by the interest of commercial company to work under the idea of ESCO – provide certain services within the EPC (energy performance contracting) - starting from energy audit and technical project until the long term financing. Any company who can guarantee a certain level of energy efficiency for 15 – 25 years can become the ESCO company. Usually, the savings are around 50% from the previous costs. As for the client there are no any changes and it continues to pay the bills like it did, but the money saved by ESCO company are expected to cover the initial investments and revenues.

Overall status quo.

The EU funding was the main source of financing renovation in Latvia, but it will be available just some more years. The financial investment fund LABEEF (Latvian Baltic Energy Efficiency Facility) was recently established to guarantee an alternative solution as there are no other similar funds available yet. LABEEF aims to create an investment platform and guarantee the renovation in Latvia for a long term. Also the European Bank of Reconstruction and Development (EBRD) has confirmed its interest to participate there, allocate a certain financing and it also has the interest to become a minority shareholder of ESCO businesses if certain level is reached (as from 10 mio EUR).

Energoserviss.lv status quo

Energoserviss.lv brand was created in 2011, gathering all LATEA companies under it to deal with energy efficiency services from A-Z, ensuring quality, building and supervising services and it created a huge interest. However, the legislation was not ready that time so the activities were suspended. The situation has changed this year and Latvian Parliament has adapted the Law on Energy Efficiency where the regulation of energy service and ESCO is included. Thanks to LATEA, the proposal allowing long term borrowing for municipalities (up to 30 years) is also included in the Law providing a clear potential for ESCO business in Latvia.

The plans.

Taking into account the clear business opportunity created now, energoserviss.lv brand and platform has been renewed, raising the interest in media because of local character and LATEA support. The main issue now is to attract the strategic partner to whom hand over the brand and domain name while ensuring the support of LATEA as leading organization in energy efficiency in Latvia. It can be used either as a business tool or a one stop agency supported by LATEA for.

The opportunities.

Taking over the brand and platform of energoserviss.lv, the company get an advantage in the booming market of ESCO – the direct link with energy services and its name, the internet domain for its web portal, the brand in 3 languages and the direct support from LATEA dealing with main issues along with other ESCO players and acting as a partner for government.

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