



The role of energy managers and other stakeholders in Italy's white certificates scheme

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Do you need a hand in energy management?



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The main stakeholders
in the Italian white
certificate scheme

WhC scheme basics: EEO + certificates trade



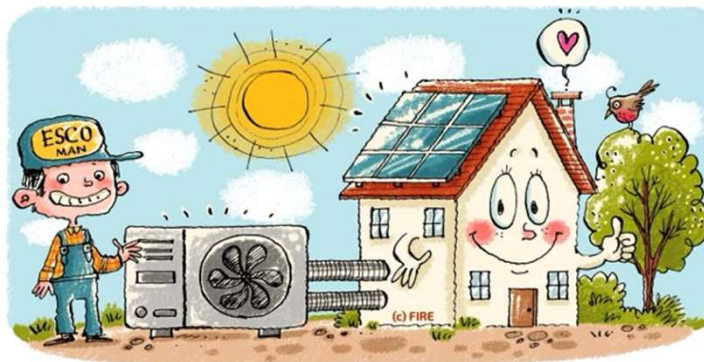
White certificates are obtained for a period of time that varies from 3 to 10 years according to the complexity of the implemented energy efficiency action. All sectors are virtually eligible. 1 WhC = 1 primary energy toe saved.

The role of distributors in WhC



Under Italian law, electricity and gas distributors are **obligated parties in WhC scheme**.

Distributors present few projects directly because they **cannot implement energy efficiency measures beyond the meter** (they are focused on grid efficiency).

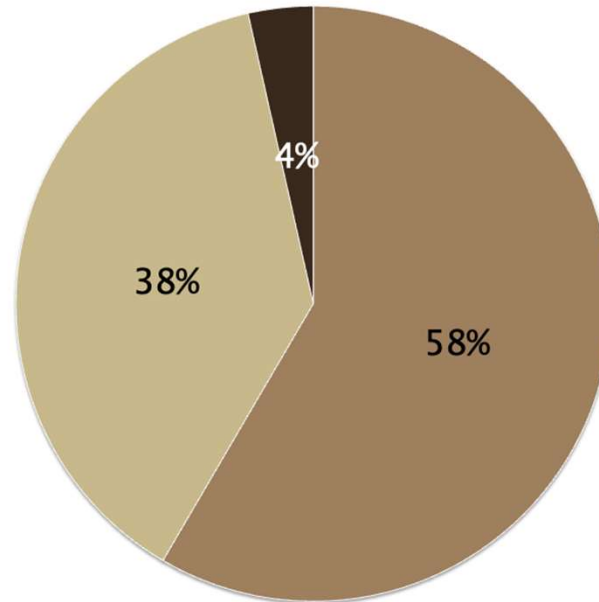


Some distributors are part of **corporate groups** in which ESCOs are also present, therefore the business model in which the group's ESCO presents the project and then sells the white certificates to the distributor is used by the largest groups.

The role of ESCOs in WhC



■ ESCOs ■ Companies ■ Distributors



- ▶ ESCOs has played the main role in terms of project presented and savings achieved (data refers to 2022).
- ▶ Some projects are presented as EPC or other forms of energy services.
- ▶ Most projects are presented as consultant (with various business models, sometimes limited to the preparation of the application).
- ▶ Since 2016 obligation of certification according to Italian standard UNI CEI 11352 (≈1,000 certified ESCOs).



Energy managers in Italy: the obligation and the results



Since 1991 industries over 10,000 toe/year and other consumers over 1,000 toe/year have to appoint annually an energy manager.

FIRE is in charge to manage energy managers appointments and to promote the role of energy managers through various actions.

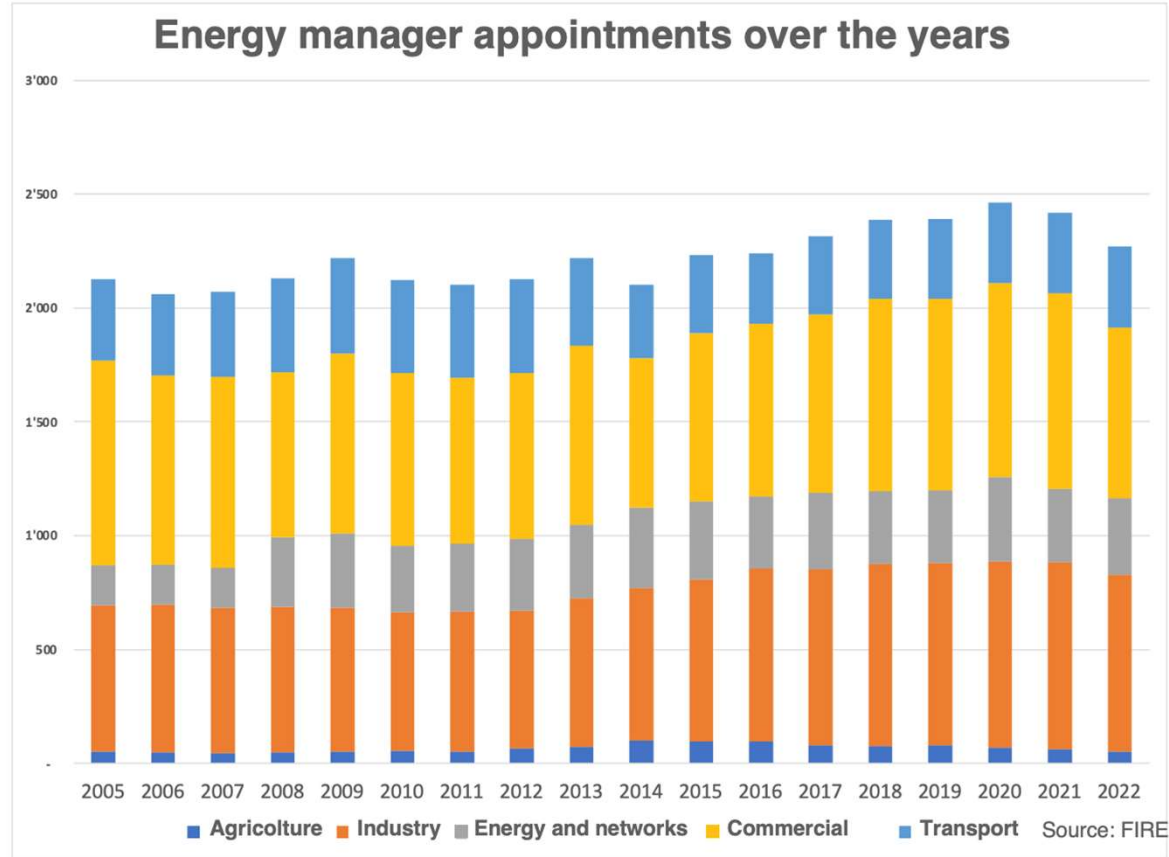
Toe (ton of oil equivalent) are referred to the energy managed by each consumers (i.e. consumed for every energy use or used to produce electricity, heat, or other energy means).

Key points about the appointment

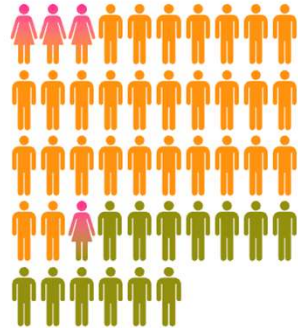


- The appointment must be made every year by April 30 through a web platform.
- Energy managers can be employee or external consultant.
- It is necessary to communicate the consumption of all the energy carriers used, including generated power and the energy supplied through energy service contracts.
- Clarifications and guides on how to operate are available on the FIRE portal dedicated to energy managers.
- There are no particular requirements for the appointed energy managers.

Energy manager appointments trend



Energy manager: some data



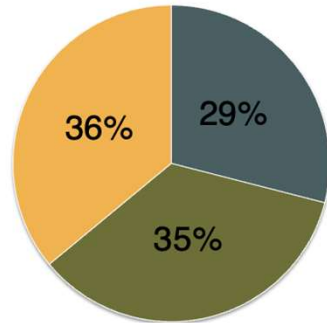
1,582 appointments from obliged parties
 +15% 2014-2020 // -7% 2020-2022

2,269 total appointments
 +18% 2014-2020 // -8% 2020-2022

225 women
 ≈10% of appointed energy managers

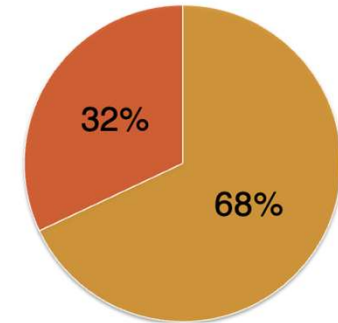
Caption:

- Energy manager women
- Energy manager "obliged"
- Energy manager "voluntary"



- Top manager
- Middle manager
- Other

- Employee
- Consultant



Source: FIRE

The energy managed by organisations with an appointed energy manager is ≈ 84 Mtoe (86% related to industrial consumers).



Energy managers and WhC in Italy



Energy managers and WhC



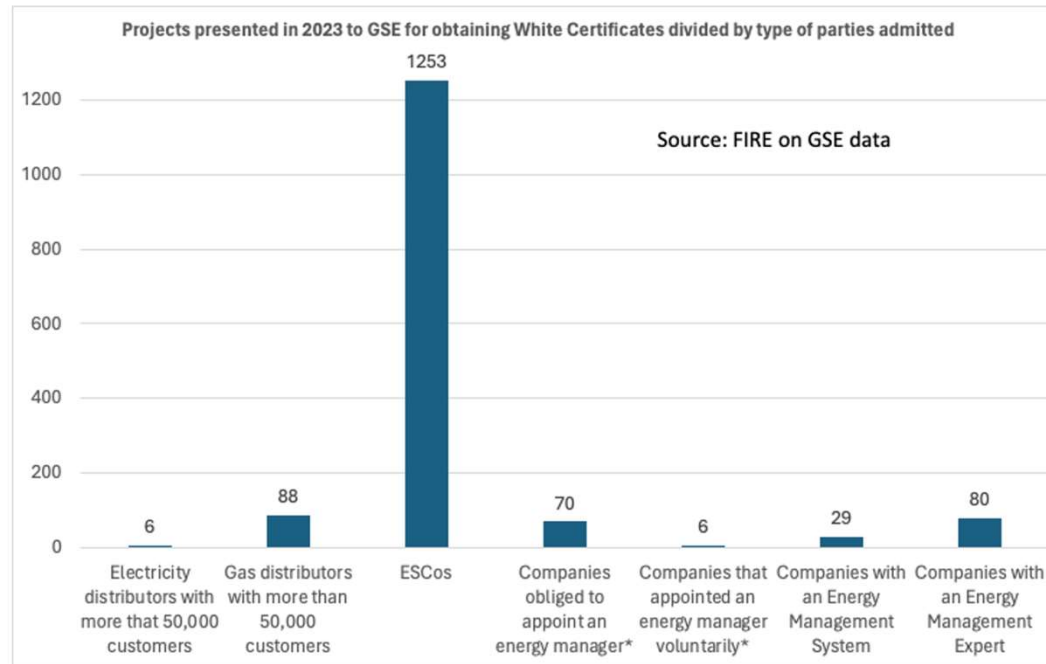
Since 2017, in Italy, if the organisation proposing a project for obtaining WhC is also obliged to annually appoint the energy manager and has not done so, **access to the scheme is prevented!**

This decision was taken to make organisations understand that energy manager appointment is a **serious obligation** which if not respected has serious **effects on business opportunities** (in addition to economic sanctions)

The role played by different stakeholders



In 2023, companies obliged to appoint an energy manager and companies that voluntarily appointed an energy manager presented **76 energy efficiency projects** to obtain WhC from GSE.

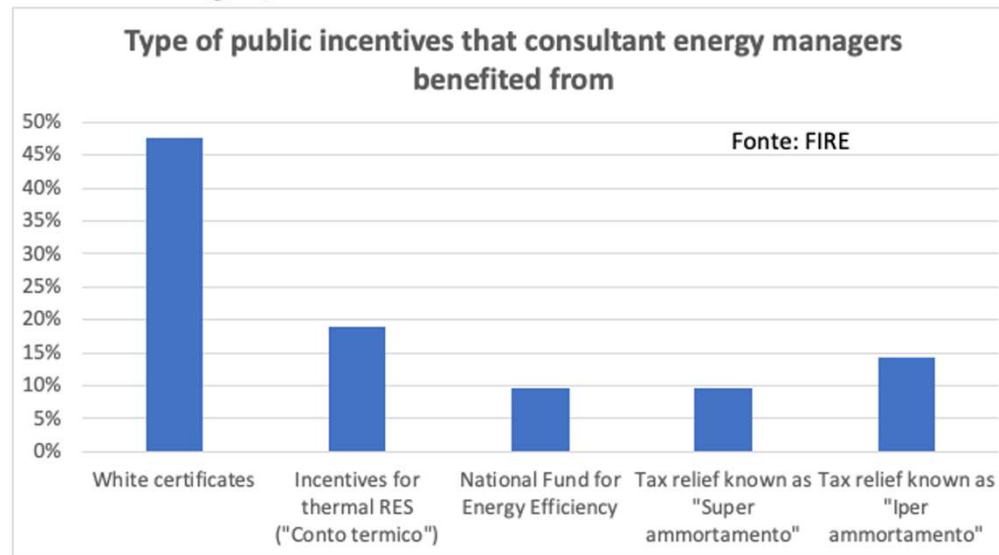


* In these companies, the appointed energy manager is also a certified Energy Management Expert

Energy managers and WhC



In 2023, FIRE carried out a **survey to analyse the situation of energy managers** in Italy, based on a statistical sample of 123 energy managers. **35% of consultant energy managers have benefited from public incentives** for their projects in the previous 12 months and the large part of these incentives where WhC.



Energy managers and WhC



If the number of appointed energy managers increases, the number of energy efficiency projects presented to obtain **WhC** also **increases**

Organisations need to understand the **importance of appointing an energy manager** (even if they are not obliged to do so) and the **benefits they can have from it**



WhC scheme in Italy is pretty complex so it is necessary for **energy managers to be adequately trained.**

Organisations that appoint one of their own employees as energy managers must **train them on how the scheme works** while those who act as external consultants must **acquire knowledge to be able to present high-level projects**

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