

Energy Output Performance Protect

EOPP

What is EOPP?

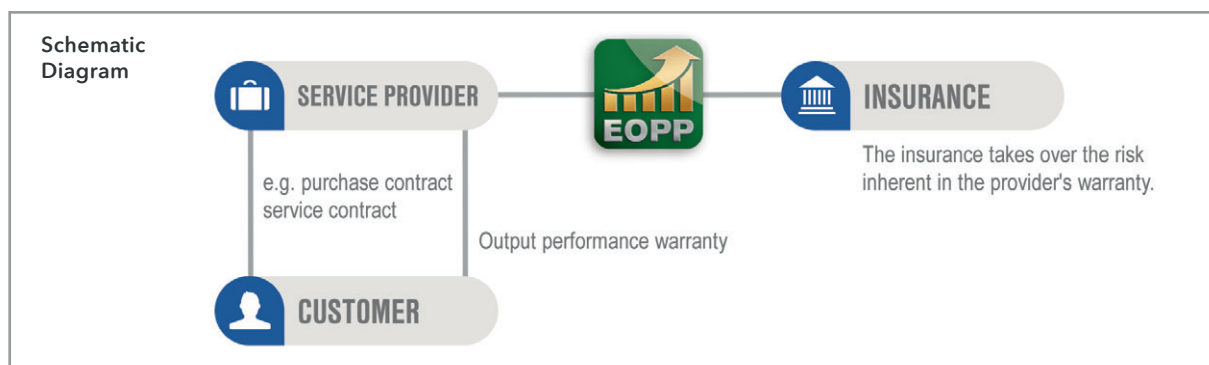
EOPP (Energy Output Performance Protect) – an energy service provider can use this insurance product to insure the economic efficiency guarantee in the field of renewable energy production that he has declared to his customers.

The end customer receives a compensation payment if the energy volume guaranteed by the energy service provider is not produced. This guarantee risk is covered by an insurer.

Who is the target group of EOPP?

EOPP targets all energy service providers who not only want to offer but also guarantee the success of an investment to their customers: "If you implement our measure, we guarantee that the new CHP plant shall run for at least 8200 hours in a year and yield an output of 2.4 million kWh!"

- ▶ Contractors
- ▶ Planning offices
- ▶ Innovators
- ▶ Manufacturers



What are the benefits of EOPP?

EOPP offers numerous benefits to providers of technical measures as well as customers:

- ▶ It builds confidence in customers because of the guarantee bond of the provider.
- ▶ This confidence increases the customer's willingness to invest and expedites the selling process.
- ▶ Investment security.
- ▶ Value of guarantee: the customer can be sure that in some years, a renowned insurer, will still be able to pay in the event of loss.
- ▶ By insuring the guarantee, the provider no longer needs to make any provisions.
- ▶ The provider can differentiate himself from his competitors

Examples of insurable measures

- CHP plants
- Heat pump plants
- Wood Incineration Plants
- Energy Contracting Projects
- Energy Processing Plants with multiple components

Analysis of performance

The basis of each EOPP insurance is an initial analysis of the expected energy production. This is an intensive examination of the measure to be implemented and the provider. Technical components, implementation, and calculation methods as well as already successfully implemented projects are verified during this examination.

At the end of an initial analysis, there is a clarity about whether output performance guarantees can be insured via EOPP, and if yes, to what extent and under which conditions.

