

41st ANNUAL HOTEL CONFERENCE

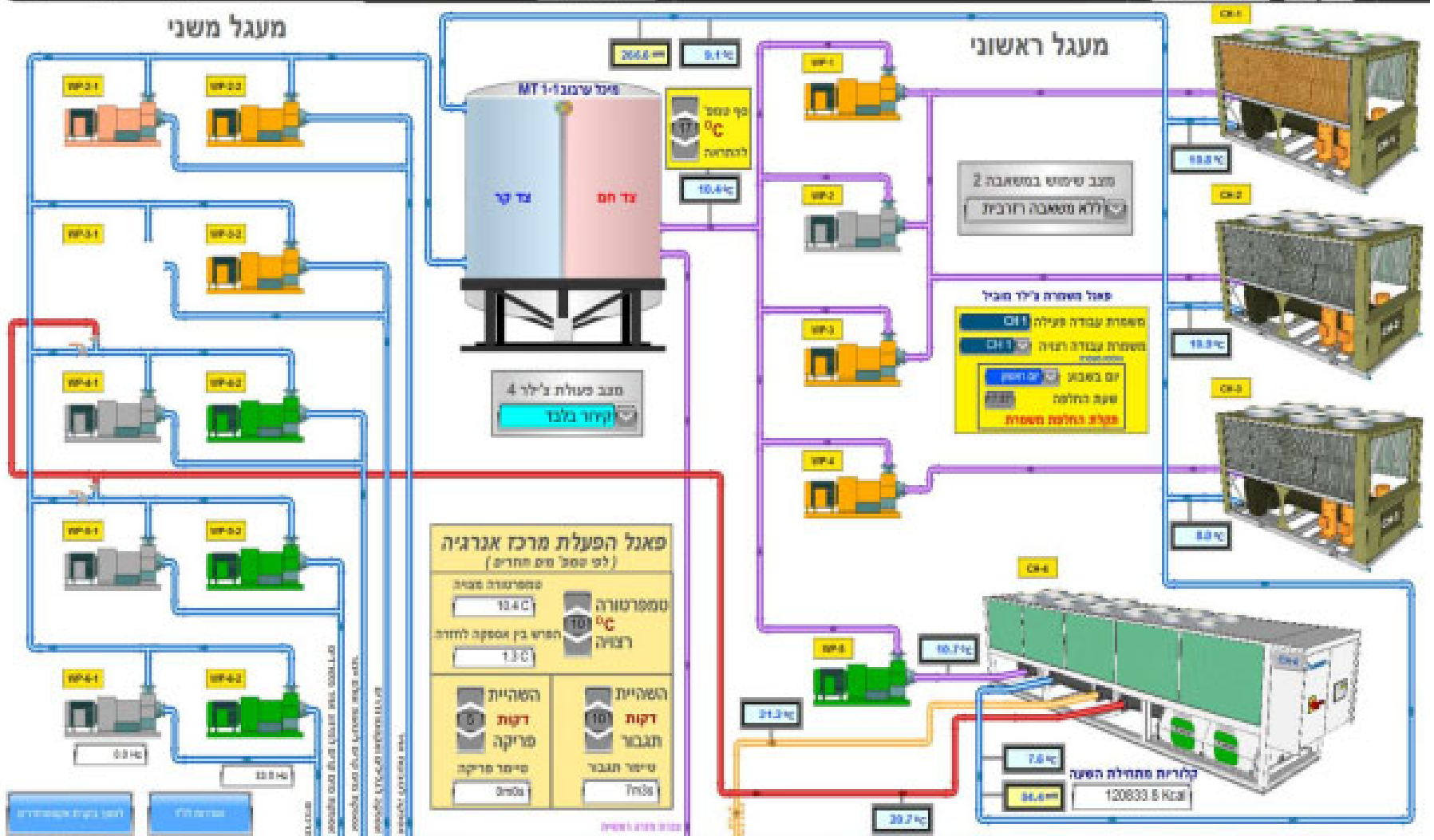
"VALUE FOR MONEY
FROM A SLOGAN TO WORD OF MOUTH"



Energy Efficiency Challenges

Eitan Parnass, Director General
Green Energy Association of Israel





Hotels Energy – let's keep it simple

- Customer satisfaction
- Reception nightmare:
 - No AC / No Hot Water (Wi-Fi)
- B-IOT – Guest learning & E-monitoring
- Electro-mechanical Systems
- AC is ~30% of the electricity bill
- **Main Challenge – securing efficiency**



Hotels Energy – let's keep it simple

- Customer satisfaction
- Reception nightmare:
No AC / No Hot Water (Wi-Fi)
- B-IOT – Guest learning & E-monitoring
- Electro-mechanical Systems
- AC is ~30% of the electricity bill
- **Main Challenge – securing efficiency**

ESCO – DBOT

Topic	Hotel	ESCO – DBOT
Investment in Equipment & maintenance	0%	100%
Technological Risk	0%	100%
Financial Risk (Energy costs)	0%	100%
Using you bank Obligo/Credit	0%	100%
Extending Equip. life-time	100%	0%
Environmental	100%	0%
Green Branding	100%	0%

Israeli Government

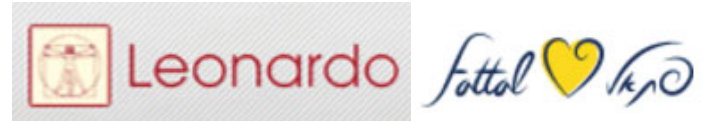


- EE national goal - 17% by 2030
- 20% Grant for EE projects
- Bank Loans Up to 80%
- Encouraging ESCO model
- Compulsory energy survey
- Most of the surveys are executed



Smart Energy Optimiz

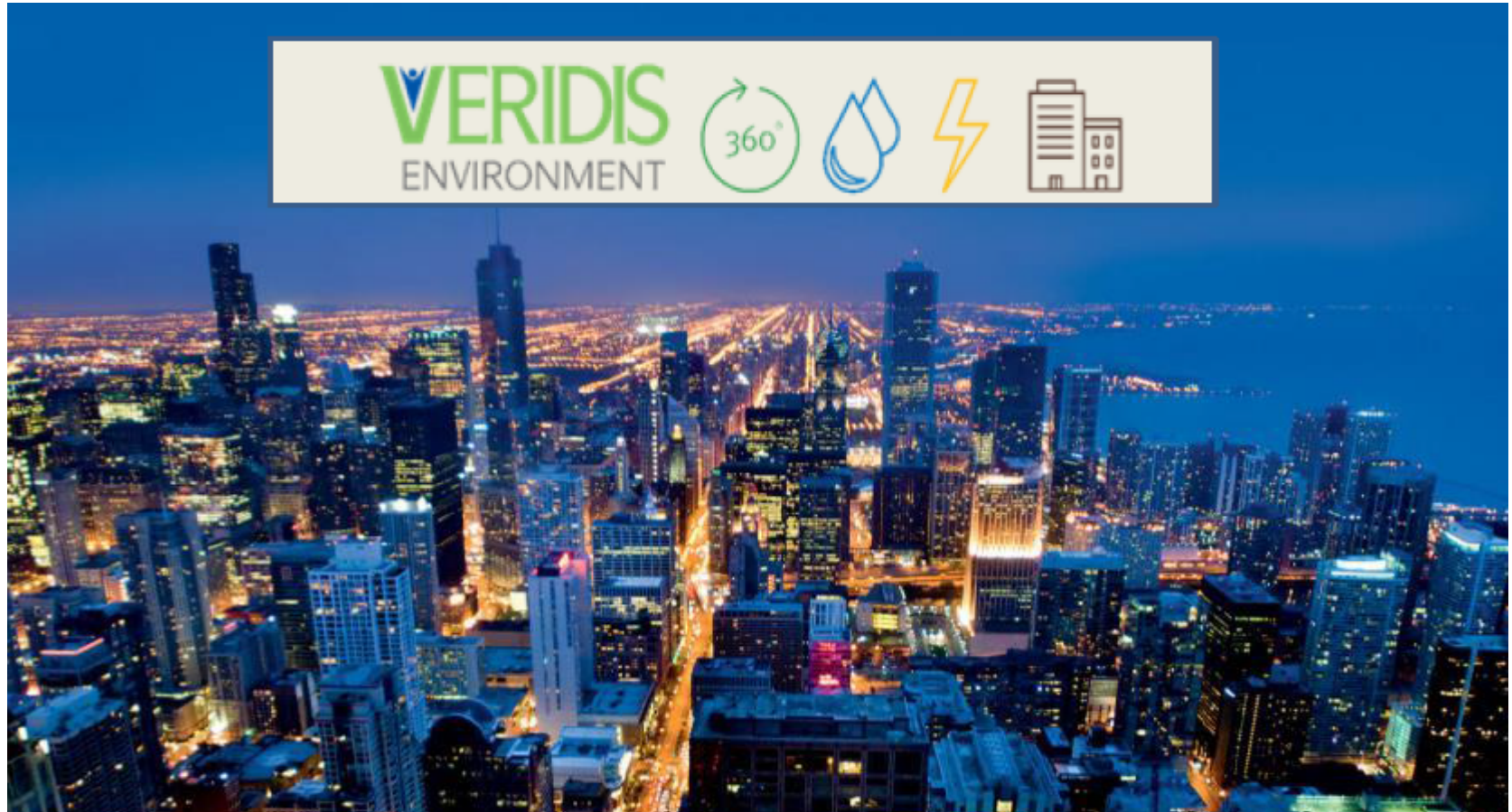
Leonardo CityTower TLV



- 167 Rooms
- DBOT energy center
- A-I (algorithms) automated
- AC / Hot water
- Saving **>240K € Ann.**



VERIDIS
ENVIRONMENT



David Dead Sea

- 600 Rooms
- DBOT energy center
- >0.5Mil Guests ann.
- 1.5M € invested
- AC / Hot water
- LPG to H-VAC, Co-Gen
- Saving 27% of energy costs - **500K € Ann.**
- Grid Transformers canceled





ESCO ISRAEL



Jerusalem Gardens



- 250 Rooms
- BOT Chiller replaced
- AC monitoring system
- 30% cut in Elect. Bill
- Saving 40K € Ann.
- 2019 extended to hot water (heat pumps)





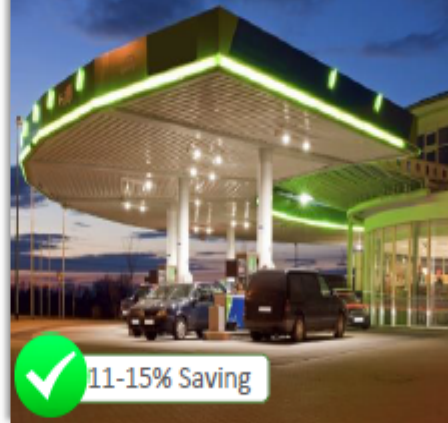
Restaurants & Fast Food



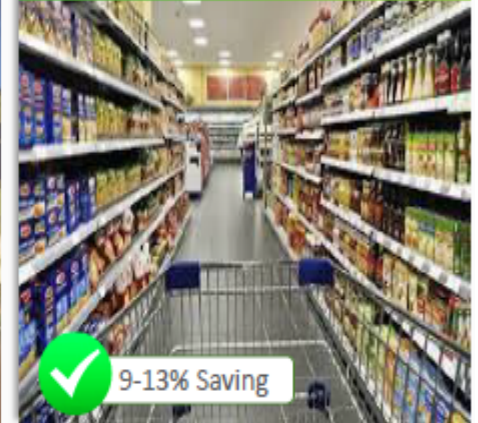
Hotels



Petrol, Retail and Stores



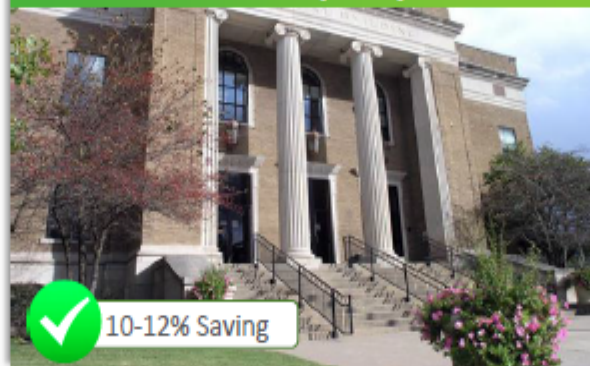
Supermarkets



Hospitals



Municipality



Law Enforcement





המשרד לבטחון פנים



Herods Dead Sea

- System Owner
- 600 Rooms
- 10-12% off Elc.
- 2-3Y IRR
- Saving 75 € Ann.
- 15Y lifetime



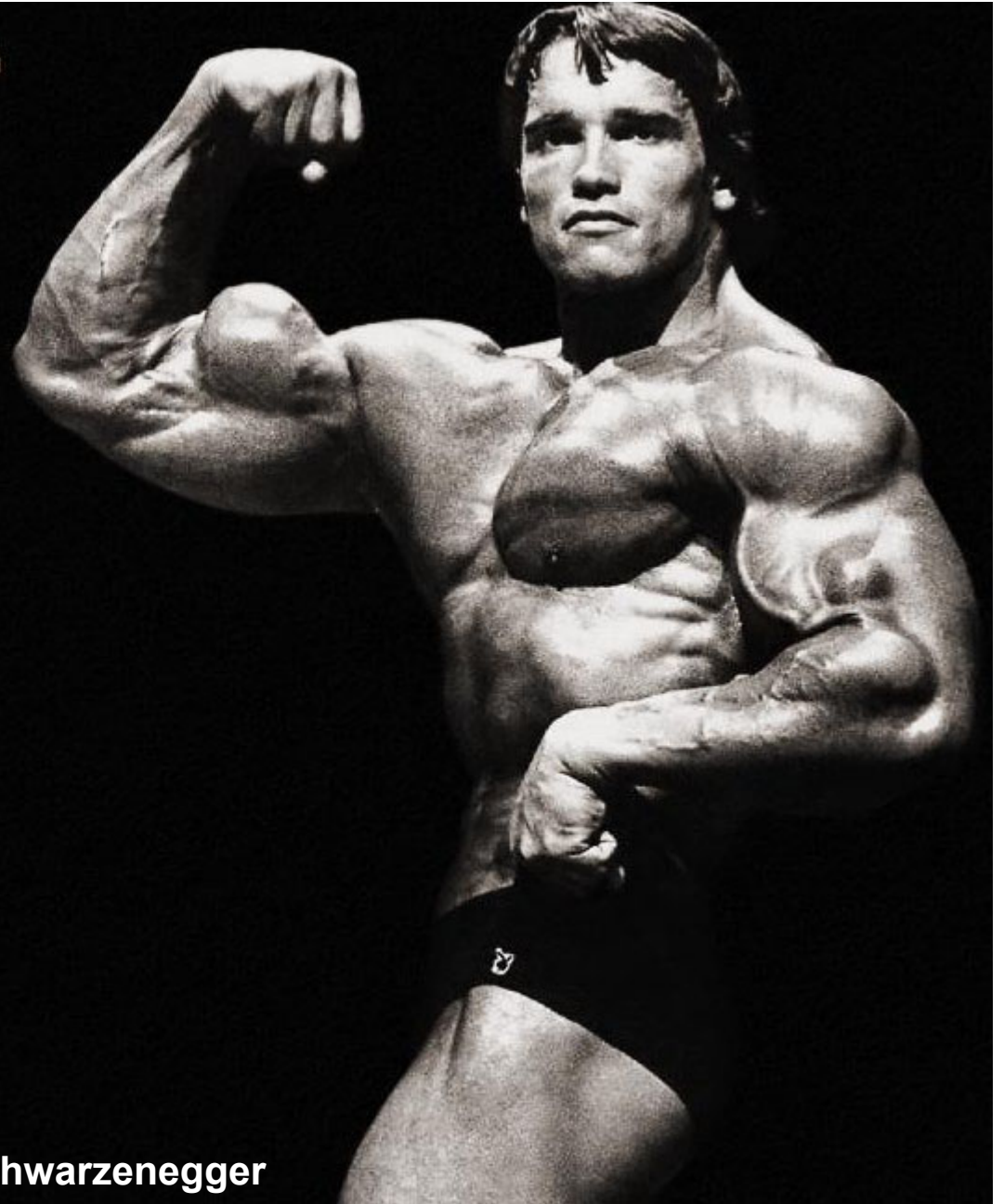
Fattal ♥ *شركة*

From Slogans to... actions

- Get your hands out of your pockets (A.S.)
- Understand you are loosing money
2-3 IRR Business (IL) / ESCO from Day1
- Get an Energy Survey
- Choose your model / partner
- **Come for a visit**

**"YOU CAN'T
CLIMB THE
LADDER OF
SUCCESS
WITH YOUR
HANDS IN
YOUR
POCKETS "**

Arnold Schwarzenegger



From Slogans to... actions

- Get your hands out of your pockets (A.S.)
- Understand you are loosing money
2-3 IRR Business (IL) / ESCO from Day1
- Get an Energy Survey
- Choose your model / partner
- **Come for a visit**

Επισκεφτείτε μας στο Ισραήλ



Thank you !



info@greenrg.org.il