

IEECB&SC'26

and

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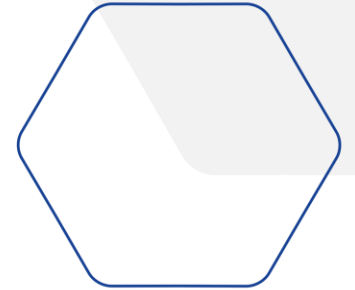


Krajowa Agencja
Poszanowania Energii S.A.

Model EPC/ESCO as the Key to Improving Energy Efficiency in Public Buildings in Poland –

The Role of Commercial Financing and Effective Organizational Procedures

The presentation uses Poland as an example to show how the application of the Key Success Factors (KSF) concept can support the development of the public market for EPC/ESCO



Institution abbreviations:

MKiŚ – Ministry of Climate and Environment

NFOŚiGW – National Fund for Environmental Protection and Water Management

KAPE – The Polish National Energy Conservation Agency

CLF – Cieślak Law Firm

BOŚ – Bank Ochrony Środowiska (Bank for Environmental Protection)



Agenda

1. Key success factors (KSF)
2. Development of the public EPC/ESCO market in Poland – identification of KSF
3. Market development plan for 2023–2030 based on KSF
4. Summary



Key Success Factors (KSF)

Key Success Factor (KSF) definition, useful for the development of public EPC/ESCO projects, is like below:

‘Key Success Factor (KSF) is a strategic element that supports the achievement of a specific desired outcome or objective.’

Development of the public EPC/ESCO market in Poland – identification of KSF

In 2022–2023, during work on the **FinEERGo-Dom** project, in which KAPE and NFOŚiGW prepared a pilot grant programme for EPC/ESCO projects, **seven Key Success Factors (KSFs)** were identified that were assessed as necessary to strongly support the development of this model in the public sector:

KSF1: Basic regulation

KSF2: Guide for public entities on how to organise EPC projects

KSF3: Subsidy for EPC/ESCO projects, supplementing the coverage of costs from energy savings



Development of the public EPC/ESCO market in Poland – identification of KSF

- KSF4:** Provision of professional advice for the preparation of EPC projects and the selection of ESCOs
- KSF5:** Concluding the first EPC agreements as soon as possible, serving as an encouraging example for public entities
- KSF6:** Facilitating ESCO lending by banks through a performance risk mitigation system
- KSF7:** Establishing a permanent programme for subsidising EPC/ESCO projects, with a large allocation and a long availability horizon

During this period, only **KSF1** was implemented, i.e. the Energy Efficiency Act, describing EPC contracts for public entities.



KSF1: Energy Efficiency Act

Energy Efficiency Act:

- specifies the scope and rules for concluding EPC contracts,
- requires ESCO remuneration to be linked to energy performance,
- sets out the conditions under which an EPC contract does not increase public debt (risk sharing),
- stipulates that the EPC/ESCO model should be the standard method of modernising buildings larger than 750 m².

DYREKTYWA PARLAMENTU EUROPEJSKIEGO I RADY (UE) 2023/1791

z dnia 13 września 2023 r.

w sprawie efektywności energetycznej oraz zmieniająca rozporządzenie (UE) 2023/955 (wersja przekształcona)



KSF2: EPC guidelines from the Ministry of Climate and Environment

The EPC guidelines (March 2023) present:

- general characteristics of EPC project
- show to prepare EPC projects from a technical, organisational and legal perspective
- the ESCO selection procedure
- the structure of an EPC contract, including templates
- rules for managing an EPC contract during the investment phase and the obtaining Guaranteed Energy Savings



KSF3: Subsidy for the EPC/ESCO model for public entities – lessons learned

As part of the pilot programme, between the Połczyn Zdrój Municipal Office and Baltcap ESCO, an EPC agreement worth EUR 1.2 million was concluded **in 2023** for the modernisation of two multi-family buildings, which allowed the assumptions for the next edition of the **EPC Plus subsidy programme** to be optimised.

Renowacja z gwarancją
oszczędności EPC (Energy
Performance Contract) Plus. Nabór
II



KSF4: Facylitator EPC – special advisor to public entities

In 2024, a consortium comprising the **Krajowa Agencja Poszanowania Energii KAPE** and **Cieślak Law Firm** received funding from the LIFE Programme for the implementation of the project "**OSS Facilitator EPC – Integrated services for public entities in a process of preparing and concluding EPC projects in public buildings**".

The project, with the acronym 'LIFE23-CET-FEPC', aims to provide comprehensive support to public entities in improving the energy efficiency of buildings based on EPC contracts.



KSF5: Concluded EPC agreements as an example for public entities

In 2025, EPC contracts were concluded for the modernisation of educational facilities:

- **Szczecin City Hall**, value EUR 5.2 million, 2 facilities, 10 years
- **Gorzów Wielkopolski City Hall**, value EUR 45.2 million, 15 facilities, 15 years



KSF6: Guarantee mechanism – performance risk mitigation for financing institutions

In 2026, a consortium comprising **the Krajowa Agencja Poszanowania Energii KAPE, Bank Ochrony Środowiska** and **Cieślak Law Firm** received funding from the LIFE Programme for the implementation of the project "Performance risk mitigation green light for ESCO financing through certification and guarantee fund".

The project, with the acronym 'LIFE25-CET-CERT-ESCO-FIN', aims to develop and test a guarantee mechanism for use in Poland.



LIFE-2025-CET GRANT AGREEMENT PREPARATION (GAP)



KSF7: Subsidies programme for local government schools, kindergartens and hospitals 2026-2030 – total allocation for the EPC/ESCO model over EUR 150 million

In January 2026, the National Fund for Environmental Protection and Water Management presented the assumptions of programmes to improve the energy efficiency of schools, kindergartens and hospitals, addressed to local government units.

The planned total value of co-financing for modernisation in the EPC/ESCO model for subsequent editions in 2026-2030 is over EUR 150 million. The level of co-financing depends on the reduction in final energy consumption and amounts to a maximum of 49% for a reduction in Ek of over 60%.



Summary

The presented methodology for developing the public market for EPC/ESCO projects can be effectively adapted in other European Union member states.

Below is a current list of EPC projects in Poland – in preparation, in the process of selecting an ESCO, and concluded agreements:

1. Faculty of Environmental Engineering,
2. Proszowice Hospital
3. City Council Iława
4. City Council Wrocław
5. University of Economics
6. National Institute of Oncology, Gliwice
7. Łomianki Town Hall
8. Połczyn Zdrój Municipal Office
9. PGW Wody Polskie (Polish Waters Authority)
10. Gorzów Wielkopolski Town Hall
11. Szczecin Town Hall
12. Włocławek Town Hall

The projects mentioned cover **108 buildings**, with the total value of EPC contracts amounting to approximately **EUR 120 million**.



Thank you for your attention.

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