

Outlook for energy efficiency sector remains positive as suppliers report second quarter of order book strength

04 December 2018, London – The 3Q 2018 *Energy Efficiency Trends* report, published today by EEVS Insight and BloombergNEF (BNEF), reports that supplier order books remain strong within the energy efficiency sector, leading to a second quarter of positive market sentiment.

Following a pessimistic trend in the 18 months leading to 1Q 2018, the 2Q and 3Q market monitor results show an increasingly optimistic outlook (see Figure 1 below). Following a much needed uptick (to 62 points) in 2Q, the third quarter results are slightly reduced (to 44 points) but still indicate a welcome positive trajectory for the final quarter of the 2018.

Figure 1: Market Monitor – tracking industry confidence



Source: EEVS, BloombergNEF. Note: based on weighted confidence indicators from Figures 3, 4, 5, 6, and 9. Zero represents neutrality.

The strengthening order volumes seen by energy efficiency suppliers in 2Q were largely sustained. In fact an almost identical set of results were reported this time, with eight out of 10 suppliers reporting stable or growing order books.

Ian Jeffries, Director at EEVS Insight commented:

“As you might imagine we were keen to see whether results in 3Q would show a sustained increase in both the order books and order values reported in the previous quarter. Whilst not quite as strong as the previous three months, many of the gains have been sustained, which is good news for the sector”.

In addition, the third quarterly report of 2018 revealed:

- Solid levels of consumer procurement during 3Q 2018, with around seven out of 10 consumers reporting projects in the last three months.
- Lighting retained its leading position at the top of the technologies commissioned list, followed by lighting controls and boiler controls/optimisation.
- Energy efficiency consumer spending has returned to the higher end of the normal range (at around 250,000 pounds (\$320,000) per project) this quarter, following a significant uptick in project spend for 2Q.

For detailed analysis of quarterly *Energy Efficiency Trends* in the UK view the latest full report here: <http://www.eevs.co.uk/media/trends318.pdf>

About the report

Compiled from the results of a confidential, quarterly consumer and supplier survey, the UK *Energy Efficiency Trends* report evidences industry trends and has become one of the sector's leading sources of market intelligence.

The report is delivered by a research partnership between EEVS and BloombergNEF, and is supported by international law firm Bird & Bird, APC Lighting and the Environmental Industries Commission.

Download the Volume 25, 3Q 2018 report here: <http://www.eevs.co.uk/media/trends318.pdf>

Call for new respondents

New respondents are always needed to complete the survey. The ideal respondents fall into two categories:

- Directors within energy efficiency supply, consultancy and finance organisations
- Those responsible for reducing energy consumption within their own organisations

There is no restriction on size of organisation. Those interested in taking part in the next survey can register using this link: <http://www.energyefficiencytrends.com>

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To find out more, please visit www.energyefficiencytrends.com or follow the EEVS team on Twitter @EEVSInsight. Alternatively, please contact Lara Slavin at APC Technology Group plc:

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Editors' Notes

The Energy Efficiency Trends Survey 3Q 2018 (Vol.25) was conducted between 09 October and 09 November 2018 and completed by 102 UK-based respondents.

The insight it provides is helping to transform levels of transparency and understanding within the sector – as well as supporting better, faster, more confident decision making in relation to commercial energy saving investments.

The analysis is produced quarterly, based on survey feedback from a wide range of commercial consumers and suppliers of energy efficiency.

The survey is delivered by EEVS and Bloomberg NEF and is supported by:

- Bird & Bird – international law firm with a robust energy and utilities sector group.
- Environmental Industries Commission (EIC) – trade and lobbying association representing the voice of the green economy.
- APC Lighting – specialises in lighting products and services for the purpose of maximising energy and operational efficiency in buildings.

EEVS is a leading global provider of performance assurance, analysis and information in relation to energy efficiency. This includes working with clients to devise and develop: performance management systems and strategies; procurement policies and tender evaluations; due diligence on performance contracts and guarantees; performance and financial risk analysis. Alongside this, an established team of energy analysts provides high quality, independent Measurement and Verification (M&V) services for all sizes and types of energy saving project. Since 2011 this team has evaluated the savings performance of hundreds of energy efficiency projects to the global good practice standard, IPMVP. www.eevs.co.uk

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