

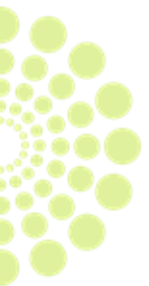
WELCOME TO OUR EVENT



THE EENOVA PROJECT PRESENTS:

THE TASTE *of energy efficiency*





AGENDA

10:30- 11:00	Registration & Welcome Coffee
11:00- 11:15	Opening & Welcome
11:15- 12:00	I. The Big Picture – Policy & Strategy Keynotes Speeches
12:00- 13:00	II. The Taste of Energy Efficiency EENOVA and Pilot regions Overview
13:00- 14:00	Lunch Break
14:00- 14:50	III. Bringing Energy Efficiency to LIFE LIFE CET sister projects implementation and experiences
14:50- 15:30	Panel Discussion
15:30- 15:45	Closing Remarks

I. THE BIG PICTURE

Keynotes from CINEA

Oronzo Daloiso, LIFE CET



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I. THE BIG PICTURE

Overview on policy developments

Nikolai Pushkarev, AGORA Agriculture



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Food and land use in a climate neutral EU

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The big picture – EENOVA

- Nikolai Pushkarev
- 7 October 2026

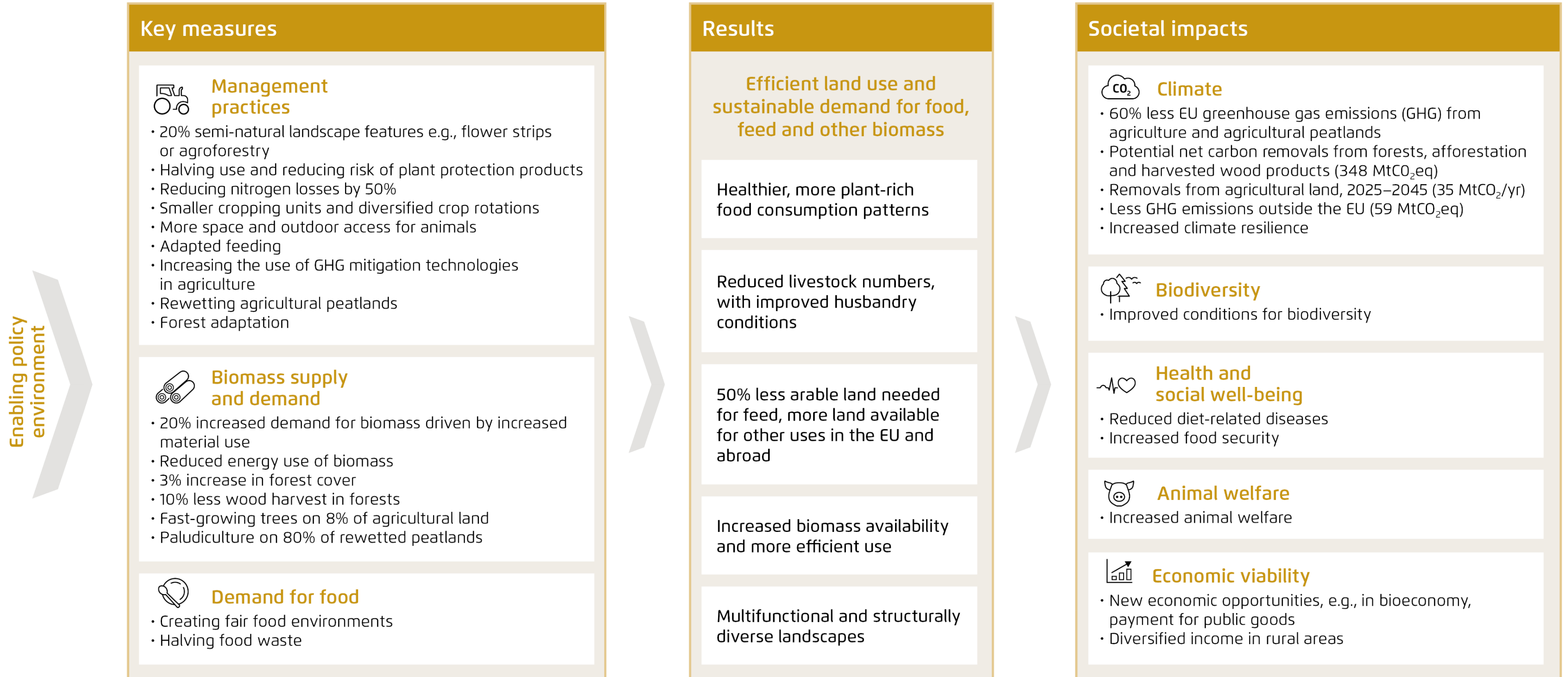
Greenhouse gas emissions of a representative German food basket



Increasing demands on land

- **Food production** under increasing climate stress
- **Biomass** for a sustainable and circular bioeconomy
- **Renewable energies** production
- **Carbon sequestration** and emissions reduction
- **Nature** restoration
- **Economic** opportunities in rural areas

Scenario: efficient land use and sustainable demand for biomass

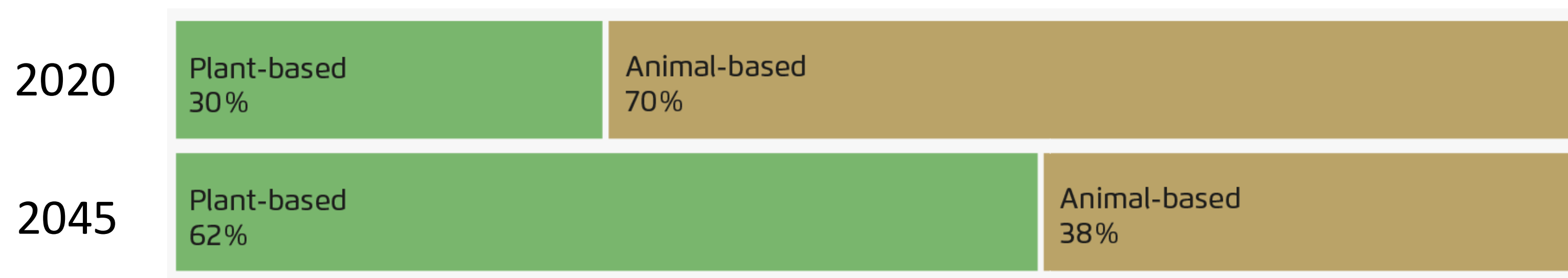


Average EU food consumption in 2020 and 2045/2050

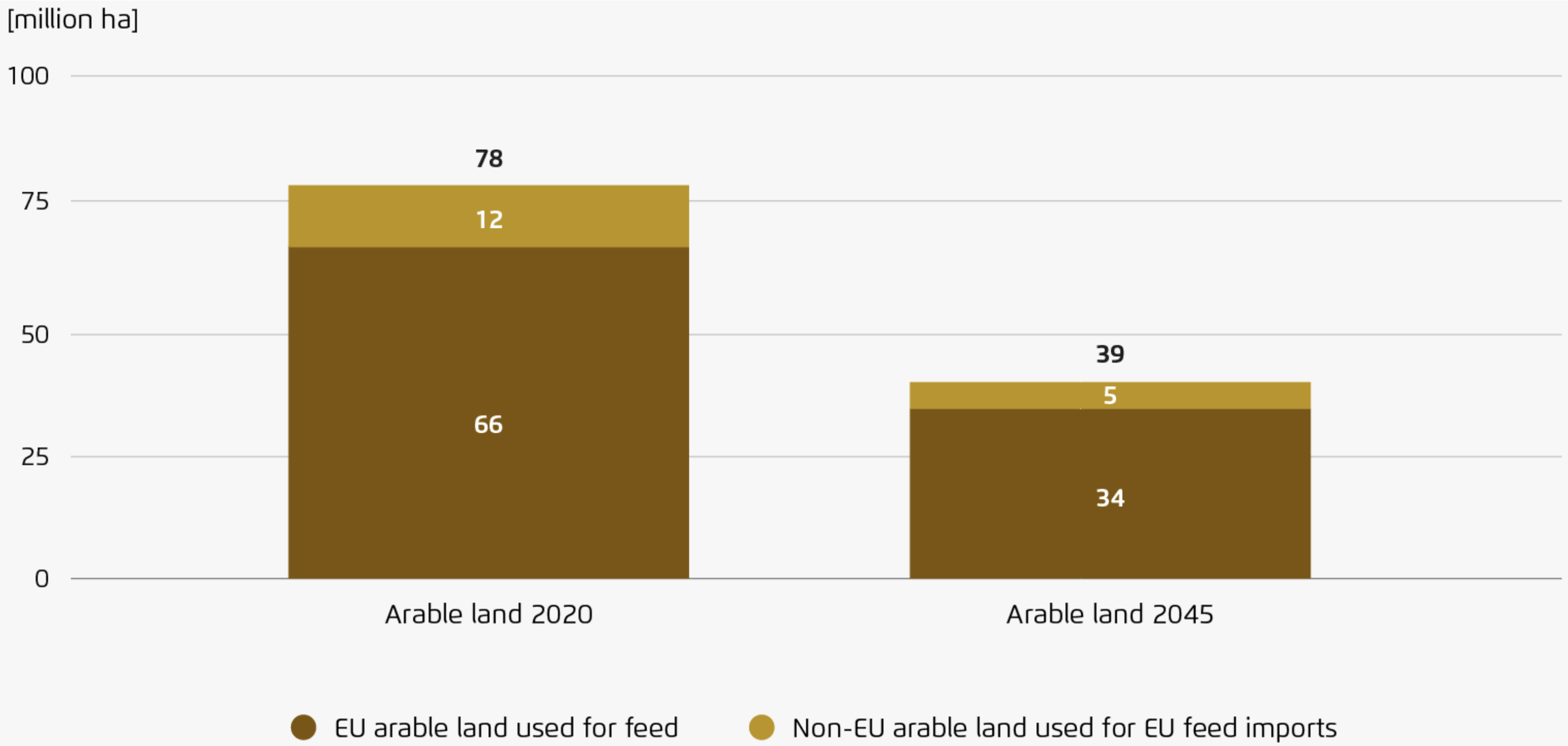
- **Calorie shares**



Protein content (gram per day per person)



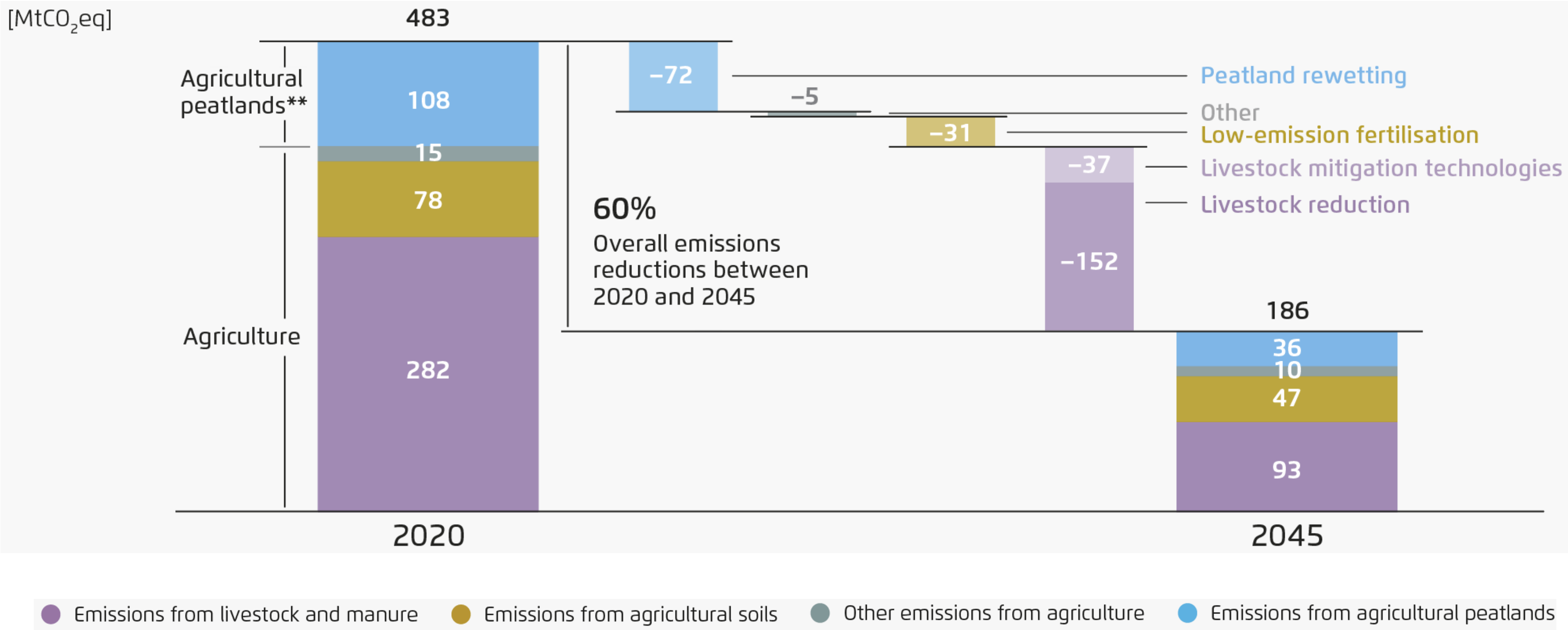
Global arable land used for EU feed in 2020 and 2045/2050



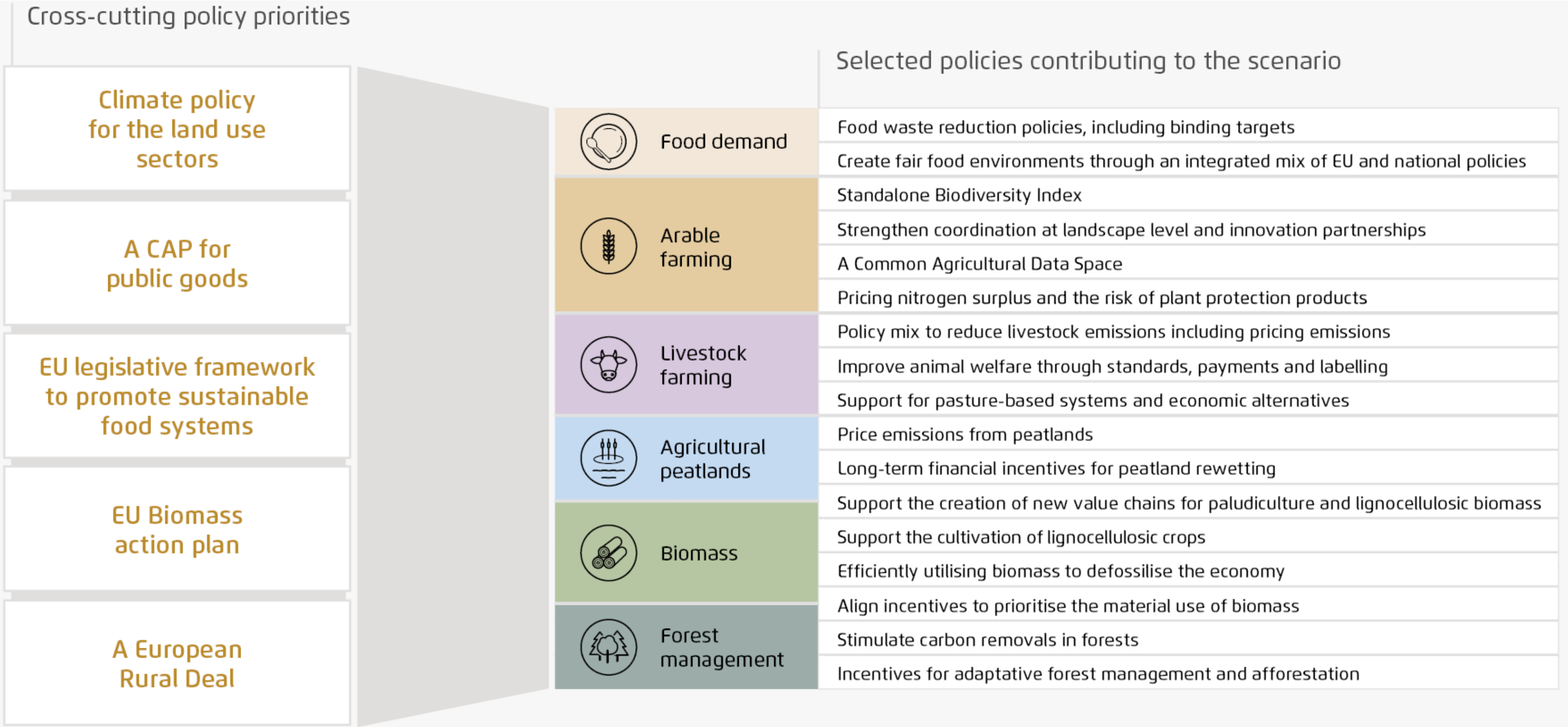
EU net virtual land trade based on world average yields



Greenhouse gas emissions reductions from EU agriculture and agricultural peatlands between 2020 and 2045/2050



Key policy measures



Thank you for your attention!

- Do you have any questions or comments?
- nikolai.pushkarev@agora-agriculture.org
- [www. agora-agriculture.org](http://www.agora-agriculture.org)

I. THE BIG PICTURE

Food & drinks market

Sermuksnyte-Alesiuniene,
Agrifood Lithuania, EIT Food



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What is a field worth?

Food and drinks market
Creating lasting value

Dr. Kristina Šermukšnytė-Alešiūnienė

EIT Food Country Representative, Lithuania
CEO, AgriFood Lithuania



EENOVA Final Event
7 October 2026

“Food is becoming strategic.”

Robert Kiyosaki

The asset is our ability
to keep producing food.



Europe's biggest manufacturing industry

€1.5tn

annual turnover

4.8m

people employed

99.2%

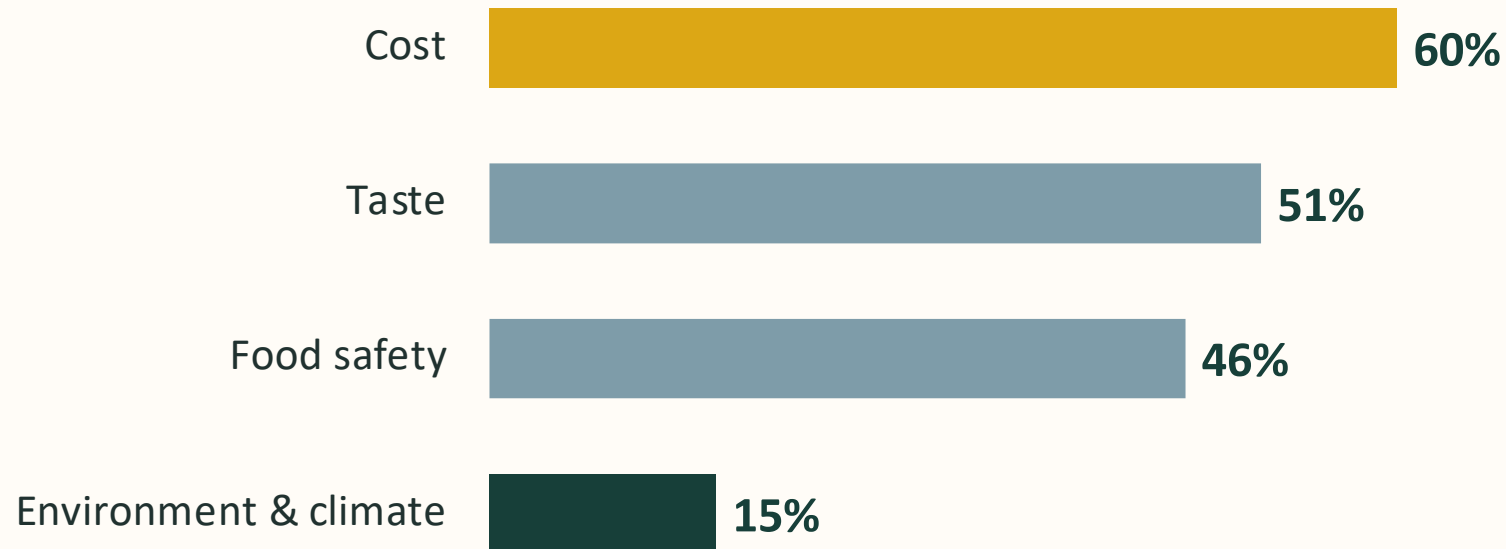
of companies are SMEs

The transition has to work inside everyday businesses.

EU-27 food and drink manufacturing. 2023 data, reported in FoodDrinkEurope Data & Trends 2026.

The market starts at the checkout

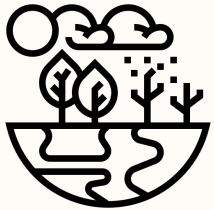
Most important factors when buying food



**Sustainability
has to work
at the checkout.**

EFSA Eurobarometer 2025. Selected factors, multiple responses. EU-27, n = 26,374.

Where businesses can create value



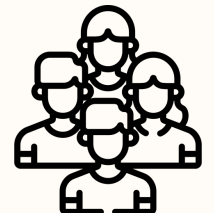
A more efficient operation

Less energy and product loss per saleable unit



A product people choose

Nutrition, quality and convenience customers value



A supply chain people can rely on

Better planning and coordination across partners

Energy savings can strengthen profit

ILLUSTRATIVE ANNUAL COMPANY FIGURES

€10m

sales

5%

operating margin

€500,000 operating profit

€1m

energy bill

10% lower energy bill

€100,000 annual gross saving

+20%

operating profit*

Equivalent to €2m in extra sales at a 5% margin.

*Same output and quality. Before implementation, financing and additional maintenance costs and taxes.

Efficiency across the food value chain



**Decisions in one business
shape costs in the next.**

Shared planning
More value from resources
Solutions others can adopt

EENOVA: five regional value chains

Bakery / Wine / Meat / Dairy / Water & soft drinks

EIT Food turns ambition into action

An EU-supported community connecting business, research and education

Healthier lives through food

Better outcomes
for people

Net zero food system

A smaller
environmental footprint

Food system resilience

A reliable, trusted
food supply

Innovation projects Entrepreneurship support Education

AgriFood Lithuania connects the next step

CLUSTER

**Partners around
a shared challenge**

Companies, research
and the wider ecosystem

DIGITAL INNOVATION HUB

**Test before
investing**

Technology, expertise
and practical pilots

EIT FOOD COUNTRY REPRESENTATIVE

**Lithuania connected
to Europe**

Startup and learner pathways
into EIT Food opportunities

A clear next step for a real business need

A harvest can have a second market



Vegetable baskets

Unsold produce becomes sauces and seasonings

Knowledge creates another route to market.

Eglė Valuckaitė-Stašauskienė
Lithuanian farmer and EWA programme prize winner

A practical commitment for the next 90 days

01

One loss to measure

Establish a baseline that the business understands

02

One solution to test

Agree the cost, quality and performance criteria

03

One partnership to make it happen

Put expertise and responsibility around the next step

The real return on innovation

A future we can still feed.

Stronger businesses today. Productive foundations for tomorrow.

Dr. Kristina Šermukšnytė-Alešiūnienė
kristina@agrifood.lt

AgriFood Forum 2026

25 November 2026, Vilnius, Lithuania

BEYOND THE HARVEST - New Value from Land, Food and Forests

This year's Forum will explore today's questions in greater depth.

How can we create more value with fewer resources?

How can innovation strengthen food businesses and the food system?

Everyone is welcome to join the discussion.

II. THE TASTE OF ENERGY EFFICIENCY

EENOVA Overview

Harald Grill, ConPlusUltra

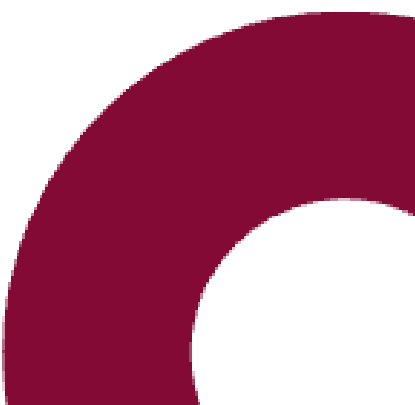
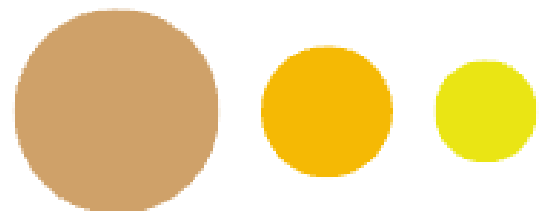


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EENOVA project's objectives

- **E**nergy **E**fficiency in regio**N**al f**O**od processing **V**alue ch**A**ins
- uptake of energy audit results at the company level and beyond through an **independent and service-oriented caretaker** (not necessarily energy related)
 - Not preaching to the already converted
- **sector neutral methodology** of common steps for awareness-raising, cooperation and implementation between individual companies being part of the (food processing) value chain.
 - derive a widely applicable replication model



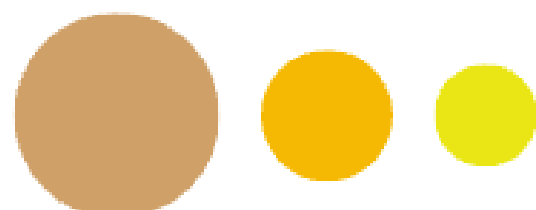
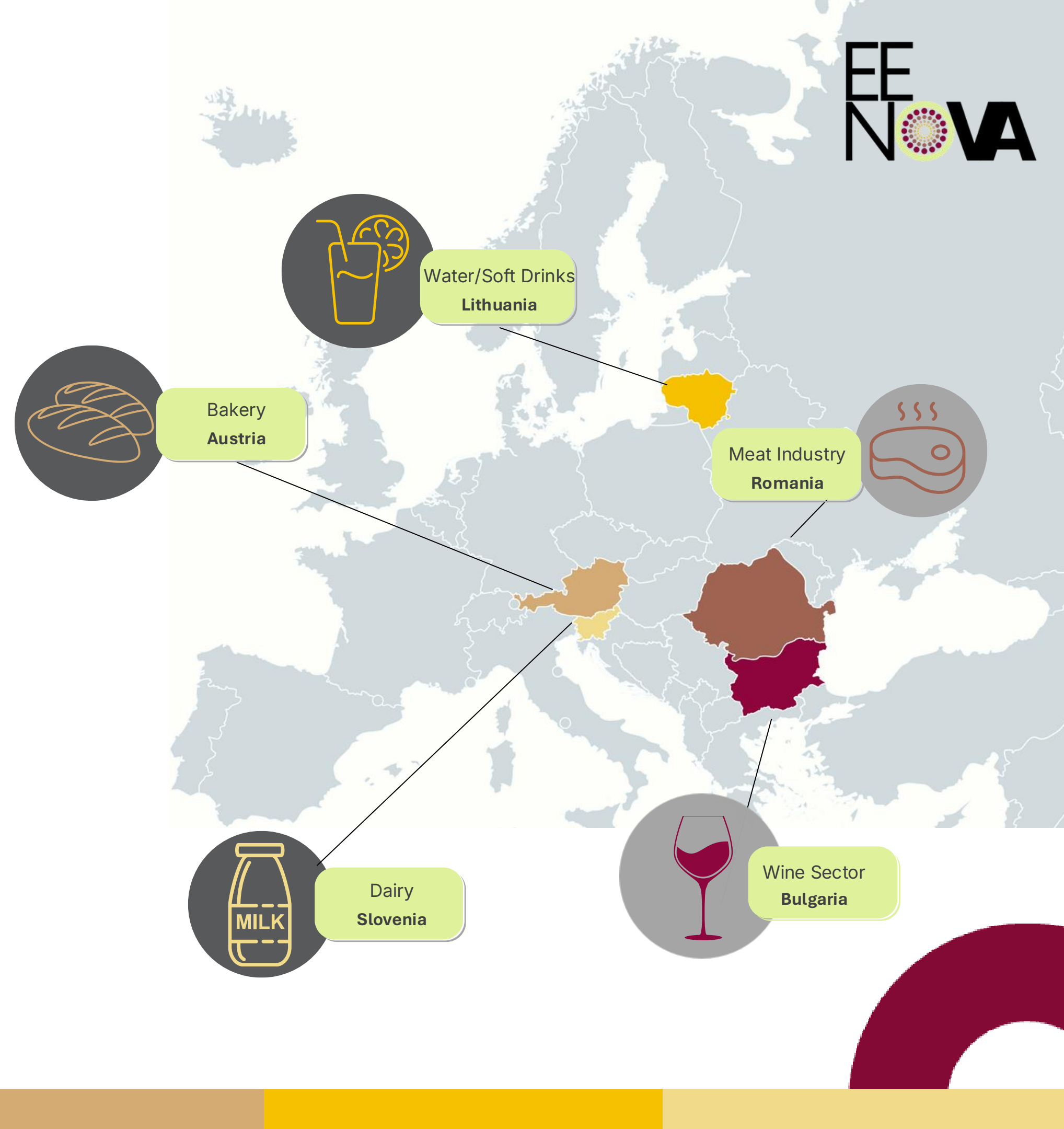
The project's objectives

EENOVA addresses the key challenges of the food chain's heavy reliance on fossil fuels.

Our primary goals include:

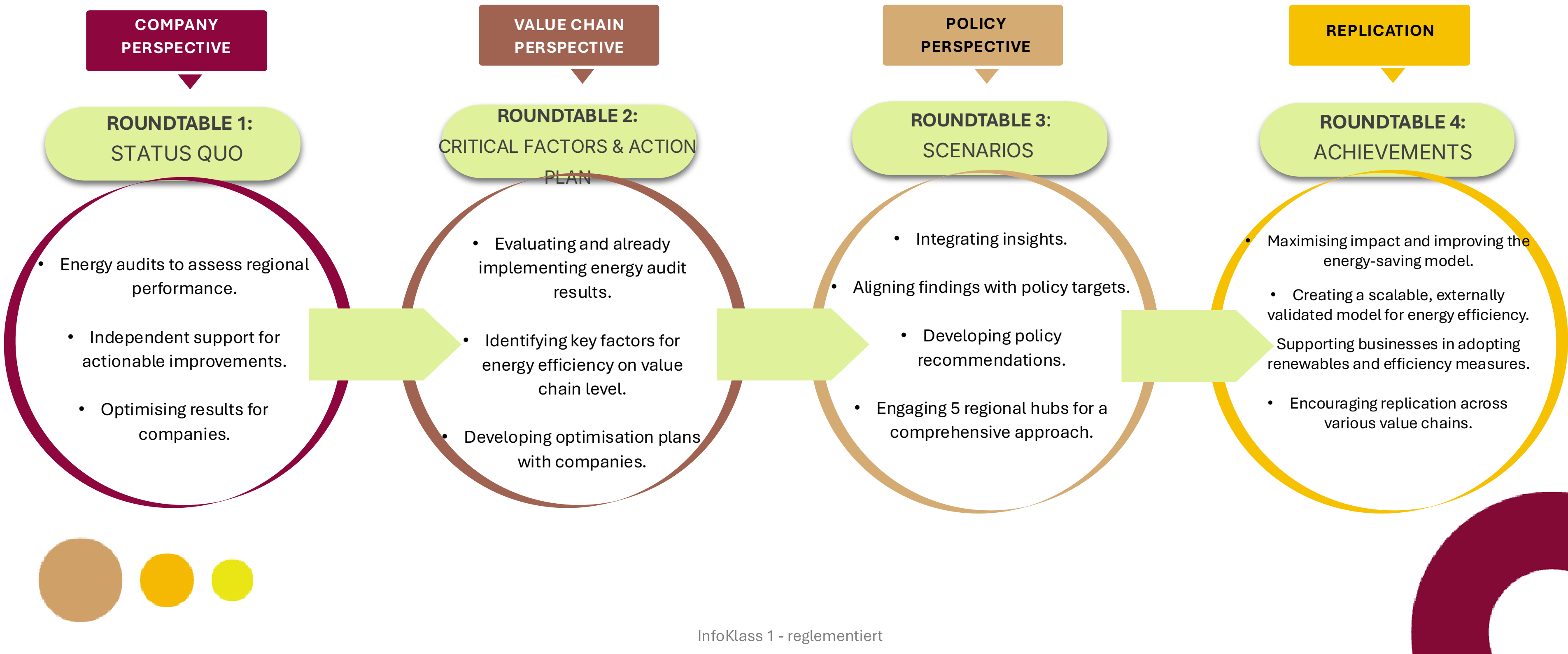
- **promoting energy-smart solutions,**
- **enhancing energy efficiency,**
- **increasing renewable energy use,**
- **and reducing the carbon footprint**

in five regional value chains across different food processing subsectors and countries.





Roundtable Methodology

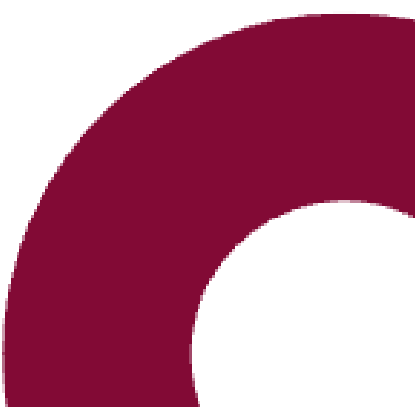




Preliminary quantitative results

- Total energy consumption 76.5 GWh for the 15 companies
- 15 Energy Audits with a total of 74 identified measures
 - During project implementation 38 in progress with 19 already implemented

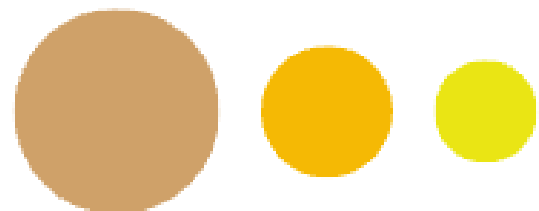
EENOVA Results	Final energy savings, GWh	Renewable energy generation, GWh	Investment in sustainable energy, mio. €
Data gathered so far during project duration	10.6	3.91	15.1
Overfullfillment to propsal estimation	10X	3,5X	25X





Preliminary EENOVA content results

- “governance-first methodology” for energy optimisation on value chain level a prerequisite
- EENOVA
 - treats governance, trust-building and role clarification as preconditions for value-chain energy optimisation rather than as secondary implementation issues
 - Operationalised by neutral intermediary-led process
 - practical mechanism for translating company-level energy audits into joint value-chain measures
 - Further not finalised content
 - scenarios and policy learning
 - Validation of sector agnostic methodology



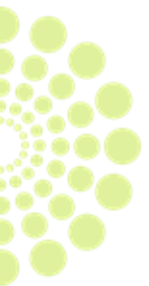
II. THE TASTE OF ENERGY EFFICIENCY

Austria Pilot Region

Lukas Knoll, Knollmühle GmbH



Co-funded by
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Lukas Knoll – Knollmühle GmbH



Austrian family-owned milling company based in Upper Austria

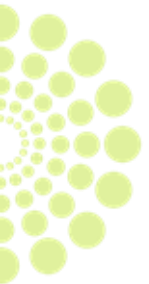
Milling tradition dating back **several centuries**

Produces **80+ products** for bakeries, food processors and retail

Focus on **quality, innovation and sustainability**



Source: [Knollmühle – Gutes Handwerk bleibt.](#)



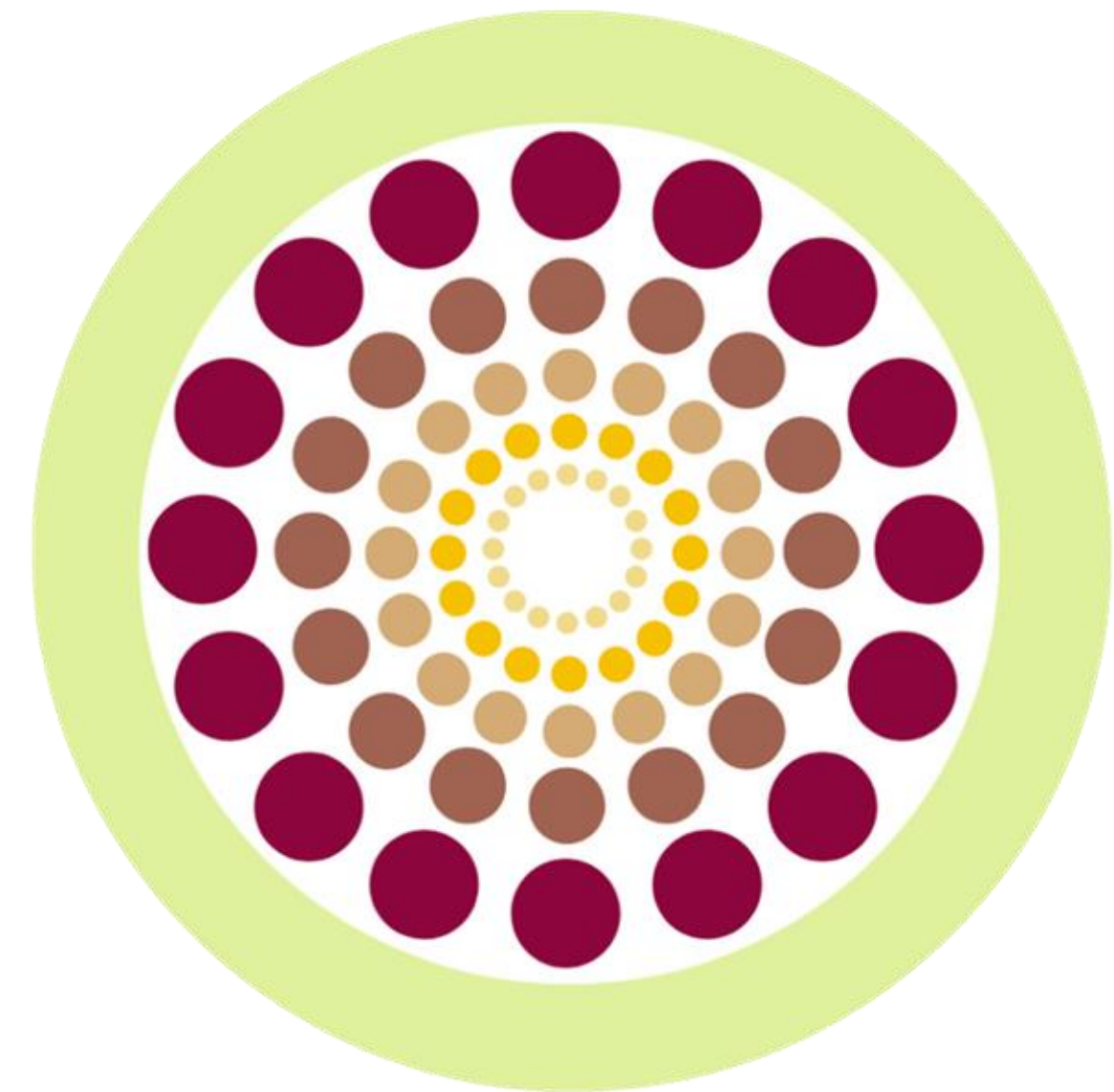
Motivation for conducting an energy audit

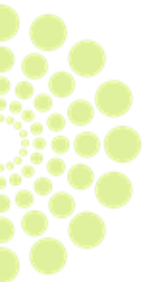
Proactive investment in energy efficiency for existing and future customers

Energy consumption is a **key factor for competitiveness** in the industry

The audit provided an opportunity to identify **concrete potential for improvement**

Strong focus on **improving energy efficiency** within the company





Effort and resources required

Approximately **1–2 weeks of working time** for one employee and the project team

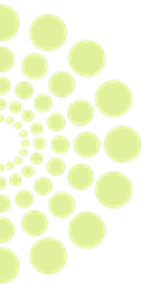
The main effort involved:

- **Documentation and data collection**
- **Research and analysis**
- **Administrative and bureaucratic tasks**

The audit itself was **highly practical and insightful**, supported by an experienced auditor



Source: [Knollmühle – Gutes Handwerk bleibt.](#)



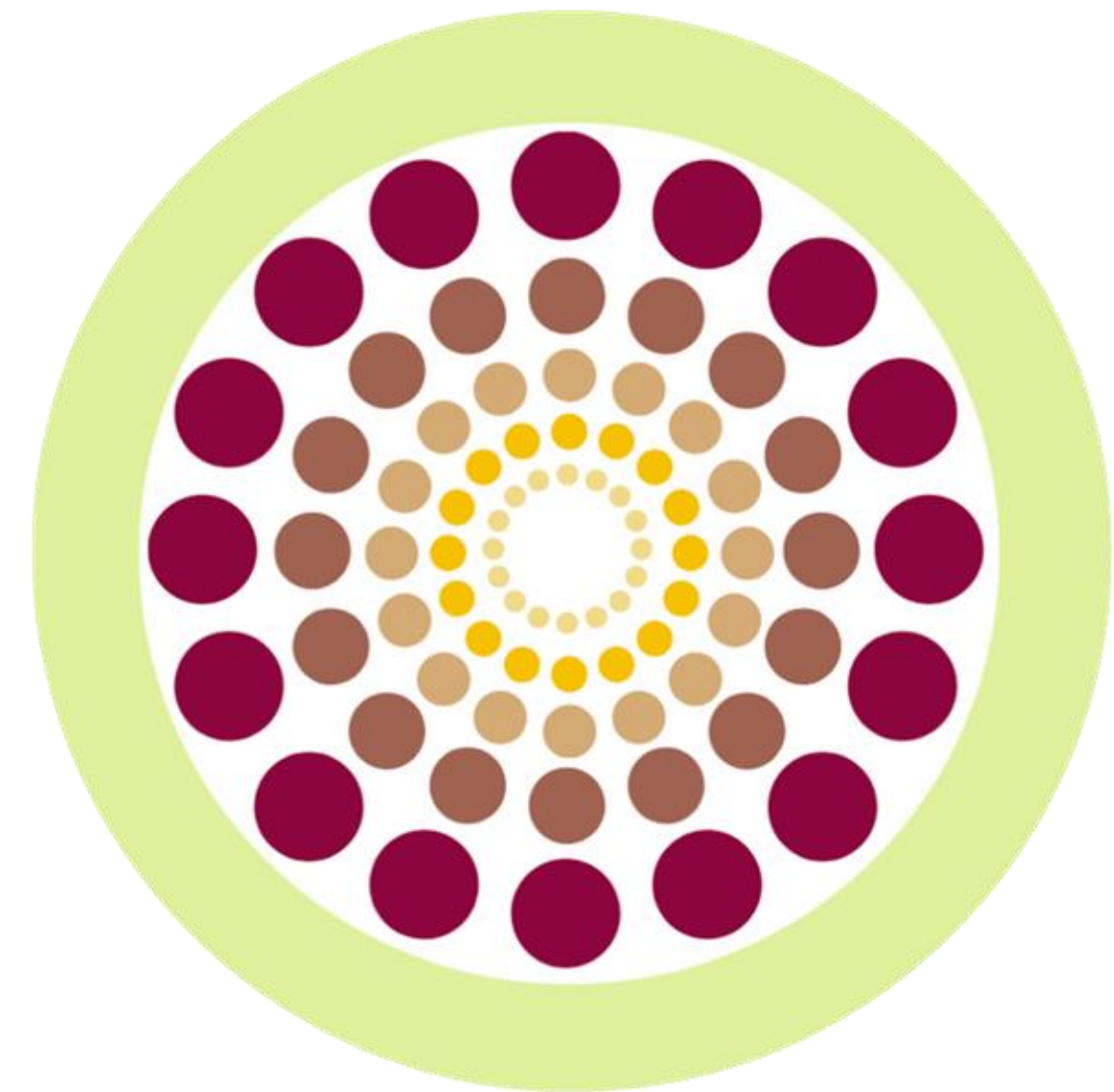
Key findings and insights

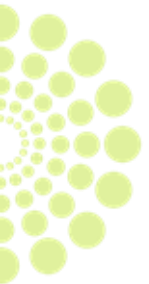
The audit provided a **practical and comprehensive assessment** of the company

An external perspective helped to create an **objective view of the current situation**

Existing processes and energy consumption were assessed from a **new perspective**

The audit revealed **concrete opportunities for further optimization**





Identified optimization potential

Pneumatic conveying systems

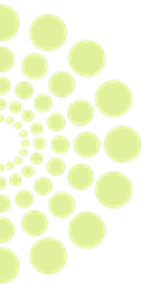
Photovoltaic systems (PV) combined with energy storage to cover peak demand

Further **electrification of the vehicle fleet**, particularly heavy-duty vehicles

Pneumatic conveying was prioritized due to the company's **24/7 operation**



Source: Bild von [andreas160578](#) auf [Pixabay](#)



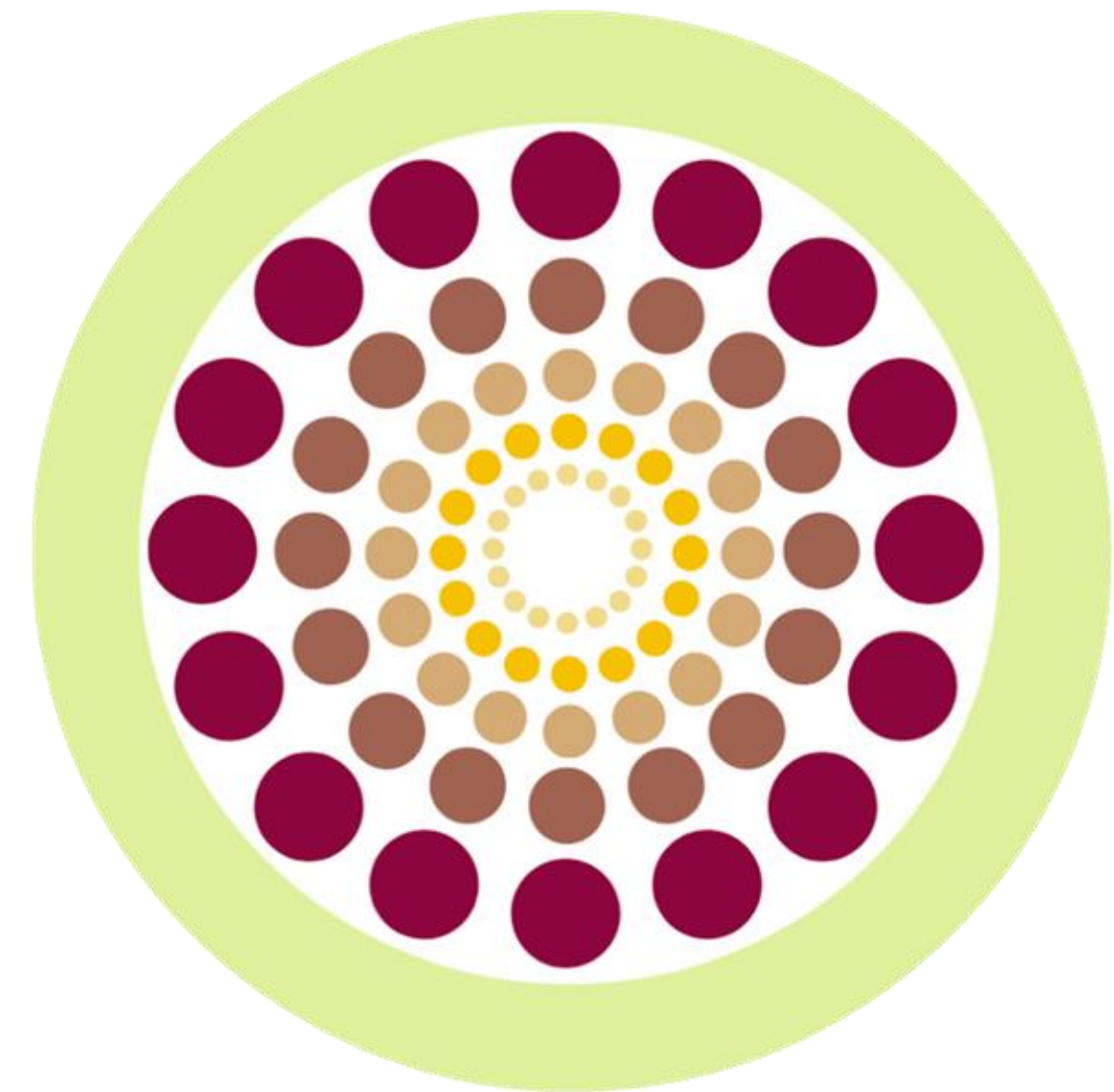
Implementation of measures

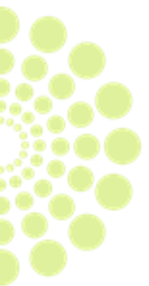
Initial measures focused on the **optimization of pneumatic conveying systems**

Implementation was **relatively straightforward**

The main challenge was coordinating and integrating **several different technical disciplines**

As a result, implementation took **longer than initially expected**





Benefits of long-term support through EENOVA



Development of a **strong knowledge advantage** through three years of continuous support

Honest and objective **actual vs. target analysis**

Measurable improvements in energy efficiency

Continuous identification of **further optimization potential**

Expansion of the **professional network** and exchange with other companies



Source: [Knollmühle – Gutes Handwerk bleibt.](#)

II. THE TASTE OF ENERGY EFFICIENCY

Slovenia Pilot Region

Nina Pirih, Planika Dairy



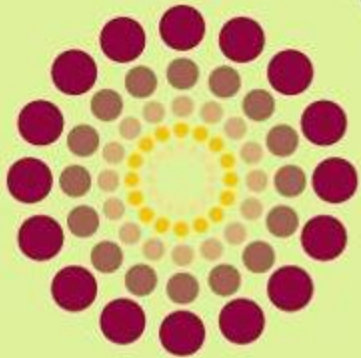
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Nina Pirih, Head of Development and Technology
Mlekarna Planika d.o.o., Kobarid

EE NVA

ENERGY EFFICIENCY
IN REGIONAL
FOOD PROCESSING
VALUE CHAINS



PRACTICAL EXAMPLE

**How did Mlekarna Planika
design its energy
transition?**

*From an energy audit to
tangible financial impacts.*



Slovenian dairy company based in Kobarid, known for producing high-quality dairy products from locally sourced fresh milk, with a strong focus on tradition, local farmers, and sustainable practices.

7 million liters of fresh milk processed annually, sourced from approximately **90 local farms** and transformed into a diverse range of dairy products, including milk, fermented dairy products, cheese, butter, and more.



Who are we monitoring?

PRODUCTION:

Mlekarna Planika:

It purchases **7 million liters** of raw milk annually from approximately **90 local farms** and produces a variety of dairy products.



PACKAGING:



MICA d.o.o.:

Mlekarna Planika annually uses **720,000** packaging units, equivalent to **13.68** tonnes of **PET bottles** for packaging fermented dairy products.

TRANSPORT & LOGISTICS:

Munih d.o.o. collects milk daily from farms in the Kobarid and Tolmin areas. Milk from the Idrija area is delivered to the dairy every other day. The daily transport distance ranges from 100 to 180 km.





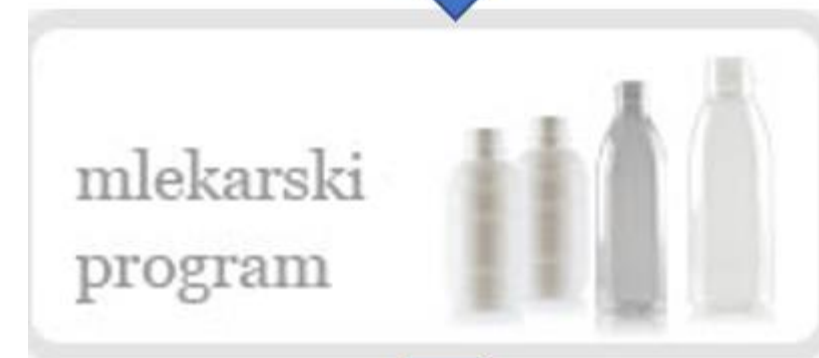
Energy profile of the dairy sector

- The sector's sensitivity to changes in electricity prices, particularly during periods of high winter demand.
- Companies are modernising their production processes and optimising energy consumption.
- The energy transition is also linked to packaging, transport, and the circular economy.

Munih d.o.o. (transport & logistics)

Mica d.o.o. (packaging production)

Mlekarna Planika d.o.o. (production of milk and dairy products)





Key measures

- Improving insulation (roofs, façades), replacing windows and thermostatic valves, and replacing old boilers and machinery
- Reactive power compensation
- Use of waste heat from condensate
- Centralised cooling and compressor optimization
- Waste heat recovery from production processes
- Expansion of photovoltaic systems and development of cooperative energy self-consumption models



Importance of Collaboration



- Interest in exploring photovoltaic (PV) solutions and improving energy efficiency → community-based (cooperative) energy self-sufficiency
- Collaboration on packaging optimization, circular solutions, and transport à in cooperation with Mica

Main Challenges

- **Administrative:** obtaining permits for the P2P energy community, new electricity cost billing tariffs
- **Organizational:** lack of awareness and understanding of the benefits of energy efficiency (EE), employee resistance to change, lack of support and commitment
- **Financial challenges:** high initial investment costs, uncertain return on investment (ROI) and limited funding, insufficient use of external financing mechanisms and funding opportunities
- **Technical and regulatory:** complex systems, limited space for PV installations, challenges related to packaging reuse, limited data availability, lack of incentives, complex or unclear regulations, and uncertainty regarding future regulations and network charges
- **Market & Consumer Paradox:** Consumers demand green, eco-friendly packaging, but often reject recycled plastic (rPET) due to slight visual defects or perceived lower quality.
 - **rPET:** migration safety concerns, variable quality, high costs
 - **Glass reuse:** high logistics and washing costs
 - **Whey:** small quantities, high processing costs, unclear optimal use



MAIN TAKEAWAYS

- **Review of potential measures to improve energy efficiency within the company**
- **Energy audits and process optimisation** can deliver quick and measurable energy savings
- **Strengthening collaboration across the value chain:** the greatest potential for further improvements lies in cooperation between companies within the chain
- **Regulatory barriers, investment costs and material constraints** continue to slow down the implementation of certain solutions

Energy efficiency and the proposed solutions will be key considerations in the company's future investment decisions and implementation of new measures.

We started by implementing measures that require relatively low financial investment, such as replacing thermostatic valves.



II. THE TASTE OF ENERGY EFFICIENCY

Bulgaria Pilot Region

Nataliya Dicheva,
Cleantech Bulgaria



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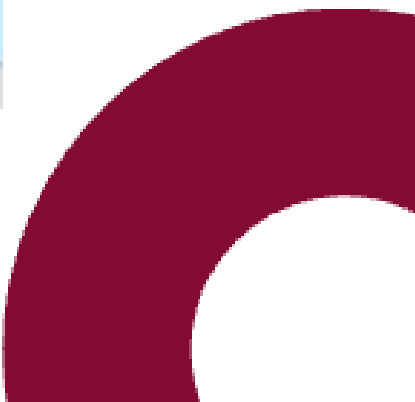
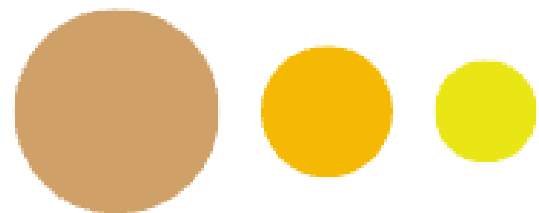
Pilot region

ENOVA pilot project in Bulgaria focuses on the wine production value chain in the Burgas Region/Pomorie

Burgas



Pomorie



Companies

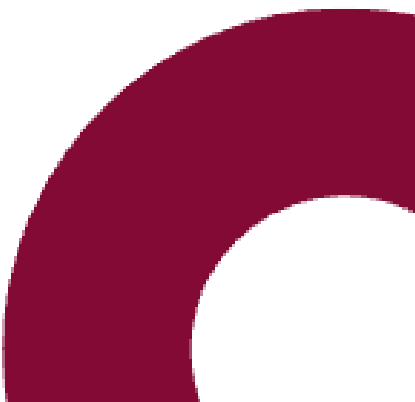
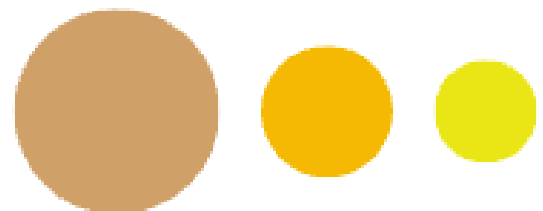


Black Sea Gold - wine production



Bata 2002 - viticulture and irrigation

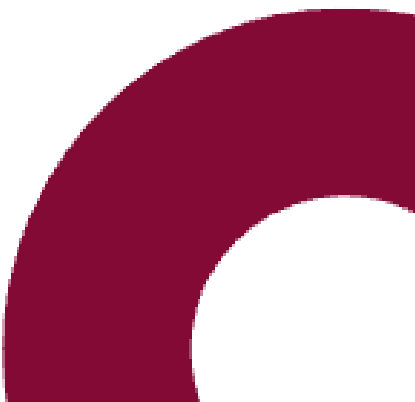
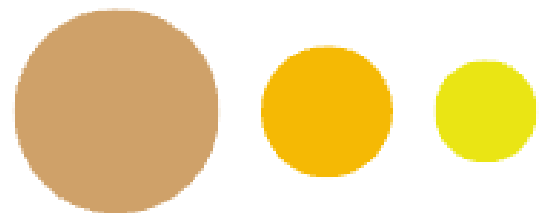
POPKOMERS - logistics and distribution





Energy audits - challenges

- **Electricity accounts for more than 70% of total energy use in the participating companies.**
- **Main energy-intensive activities:**
 - irrigation and pumping
 - cooling and cellar operations
 - lighting, HVAC and logistics
- **Main barriers to transition:**
 - high investment needs and limited access to external financing
 - complex permitting and administrative procedures
 - shortage of skilled and seasonal labour
 - climate risks: droughts, heatwaves and frosts
 - grid and infrastructure constraints
- **At the same time, companies demonstrate strong interest in modernisation, digitalisation and renewable energy.**
- **Priority measures in short and long term identified**



Roadmap to a Sustainable Winery



2025–2030 | Implement & digitalise

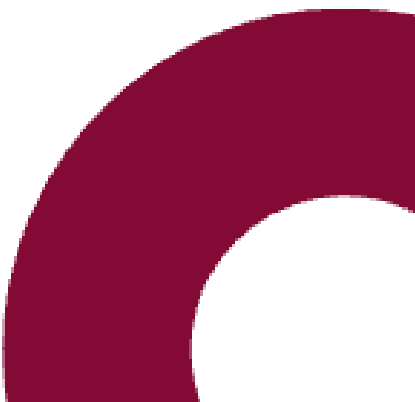
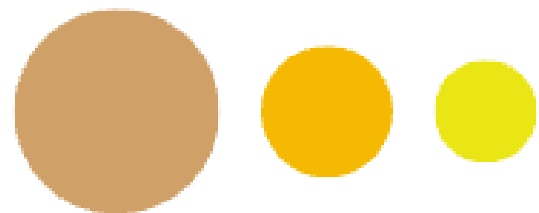
- Deploy top-priority efficiency measures
- Expand renewable generation and storage
- Increase renewable self-consumption
- Electrify parts of logistics
- Scale precision agriculture and AI-based monitoring
- Strengthen circular use of winery by-products

2030–2040 | Scale & integrate

Expand renewable generation and storage
Increase renewable self-consumption
Electrify parts of logistics
Scale precision agriculture and AI-based monitoring
Strengthen circular use of winery by-products

2040–2050 | Decarbonise & become circular

High renewable electricity penetration
Electrification of transport and operations where feasible
Advanced circular use of organic residues
Predictive maintenance and digital-twin solutions
Integration into regional energy/circular-economy systems



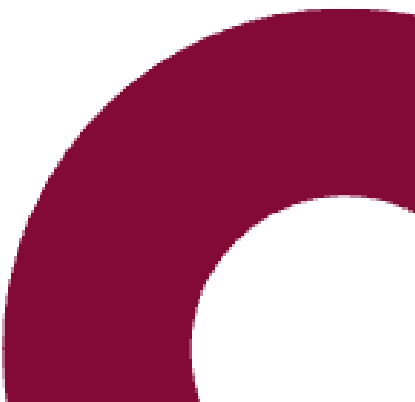
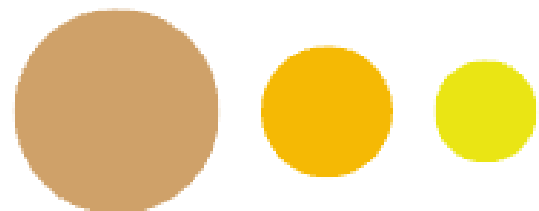


Implemented measures

- Group I - Infrastructure machines (pumps, air heating units, water heaters, water treatment systems, lighting protection systems)
- Group II - Production machines (Packaging & Cartoning Equipment; Filling & Bottling Equipment; Robotic Systems; Laboratory Equipment; Winery / Production Equipment; Storage Tanks)
- Group III - Renewable energy (PV) Photovoltaic Panels, Inverters, Monitoring & Control Equipment

Total cost: 2 662 297EUR

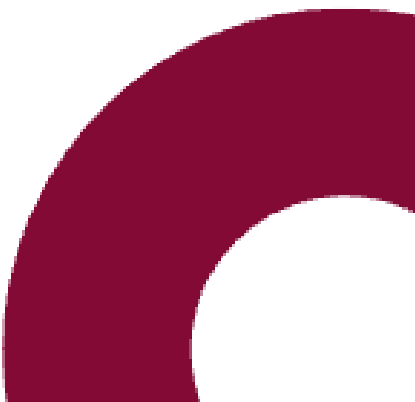
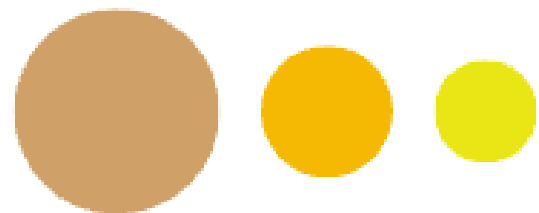
Energy savings: 30 % from the energy consumption





EENOVA Model: Strong Relevance and Replication Potential

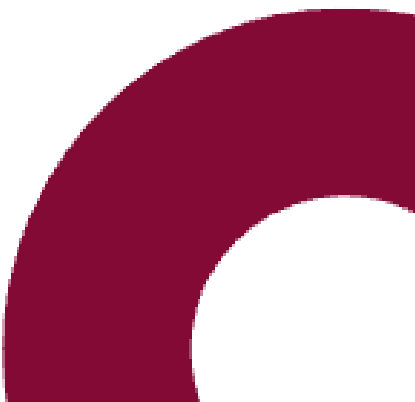
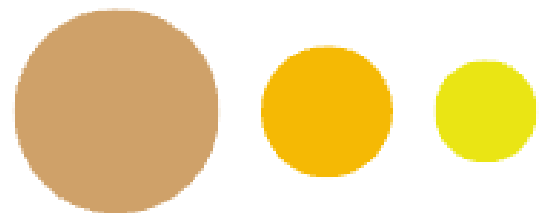
- **70–80% of the EENOVA methodology can be directly transferred** to the building and construction sector.
- The model's **overall process, logic and structure remain fully applicable**, with adaptations needed mainly for technical topics, value-chain configuration and sector-specific regulation.
- Participants confirmed that the **value-chain approach creates clear added value** compared with working with individual companies in isolation.
- Cooperation across the value chain can reveal opportunities for **joint renewable energy solutions, shared infrastructure, coordinated investments and more efficient resource use**.
- The model responds well to growing needs related to **energy efficiency, decarbonisation, ESG requirements, financing and stronger links between companies and policy frameworks**.



EENOVA Model: Clear Potential for Replication and Further Development



- Participants confirmed that the EENOVA model is **relevant, practical and well suited for further application in the building and construction sector.**
- The discussion highlighted **strong potential for the EENOVA approach to be transferred and adapted to other sectors and regions.**
- Participants identified clear opportunities to strengthen the model through **digital tools, benchmarking, financing instruments, policy integration and training resources.**
- **Associations, clusters, chambers of commerce, universities and research institutions** were identified as strong potential facilitators for future replication.
- The identified challenges are primarily organisational rather than technical, creating a **clear roadmap for further development, stronger partnerships and institutional support.**



II. THE TASTE OF ENERGY EFFICIENCY

Romania Pilot Region

Anastasia Gorobivski,
AgroTransilvania Cluster



Co-funded by
the European Union

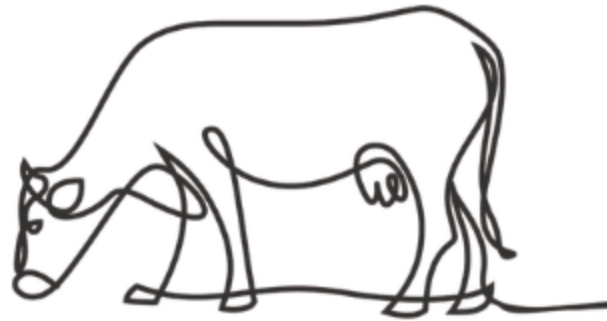
EENOVA IN ROMANIA

three companies across the meat value chain



Livestock production & raw meat

**AGRO
COSM
FAN**



responsible for the primary production stage and the supply of raw material into the value chain



Meat processing



transforms the raw material into final meat products



Distribution & retail

MOLDOVAN
- MĂCELĂRIE DE FAMILIE -



brings the products to market through distribution and commercialisation



**COMMON
CHALLENGES**



Limited
energy monitoring



Fragmented
data



No shared
access to information



No joint
efficiency plan

18 identified measures



1

Renewable energy integration

On-site photovoltaic systems for self-consumption, tailored to each production site

2

Heating & energy supply optimisation

Heat pumps and trigeneration solutions to improve energy generation and use

3

Energy management & monitoring

ISO 50001 and BEMS to support monitoring, control and continuous improvement

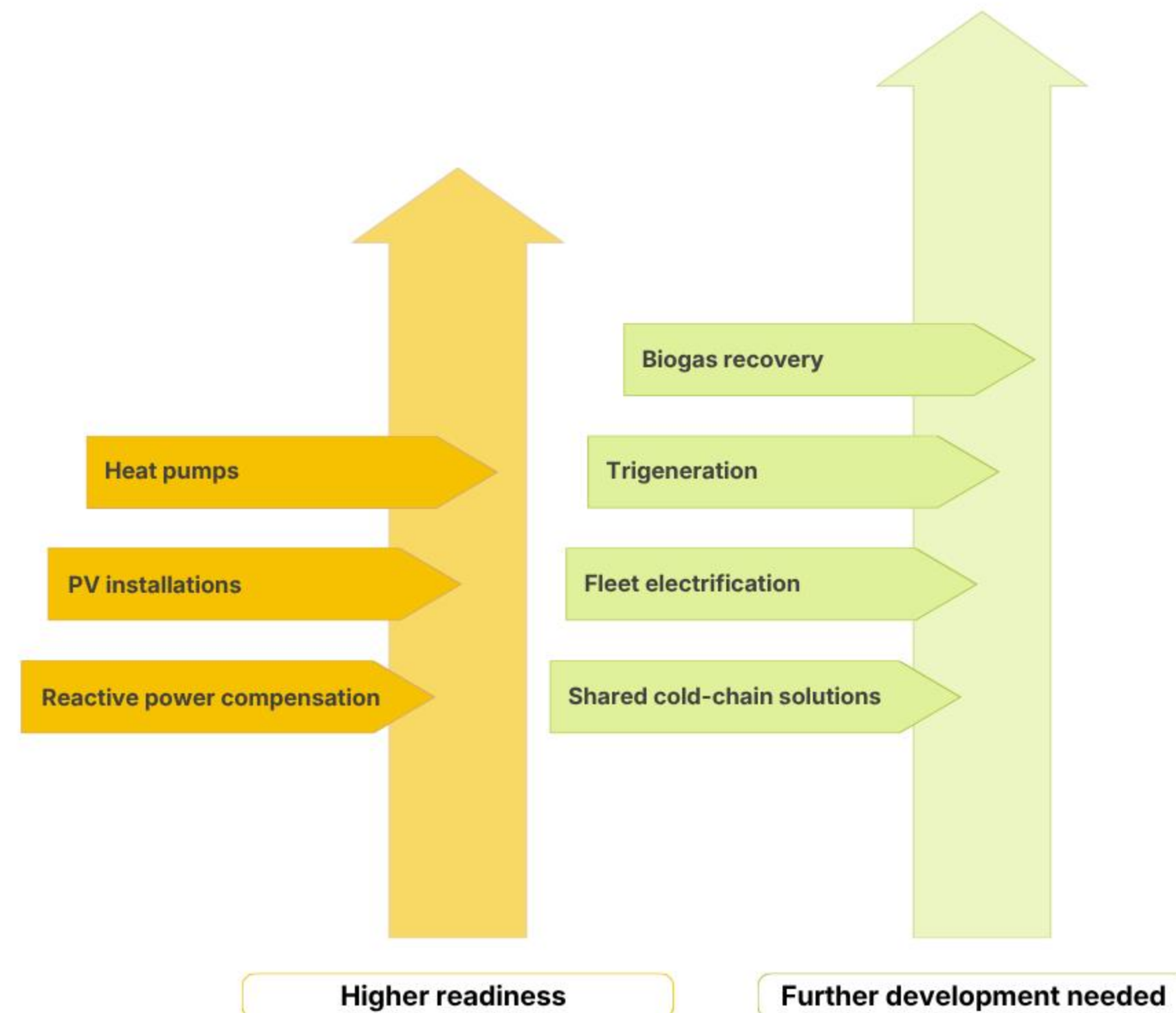
4

Electrical system optimisation

Reactive power compensation to improve electrical efficiency and performance

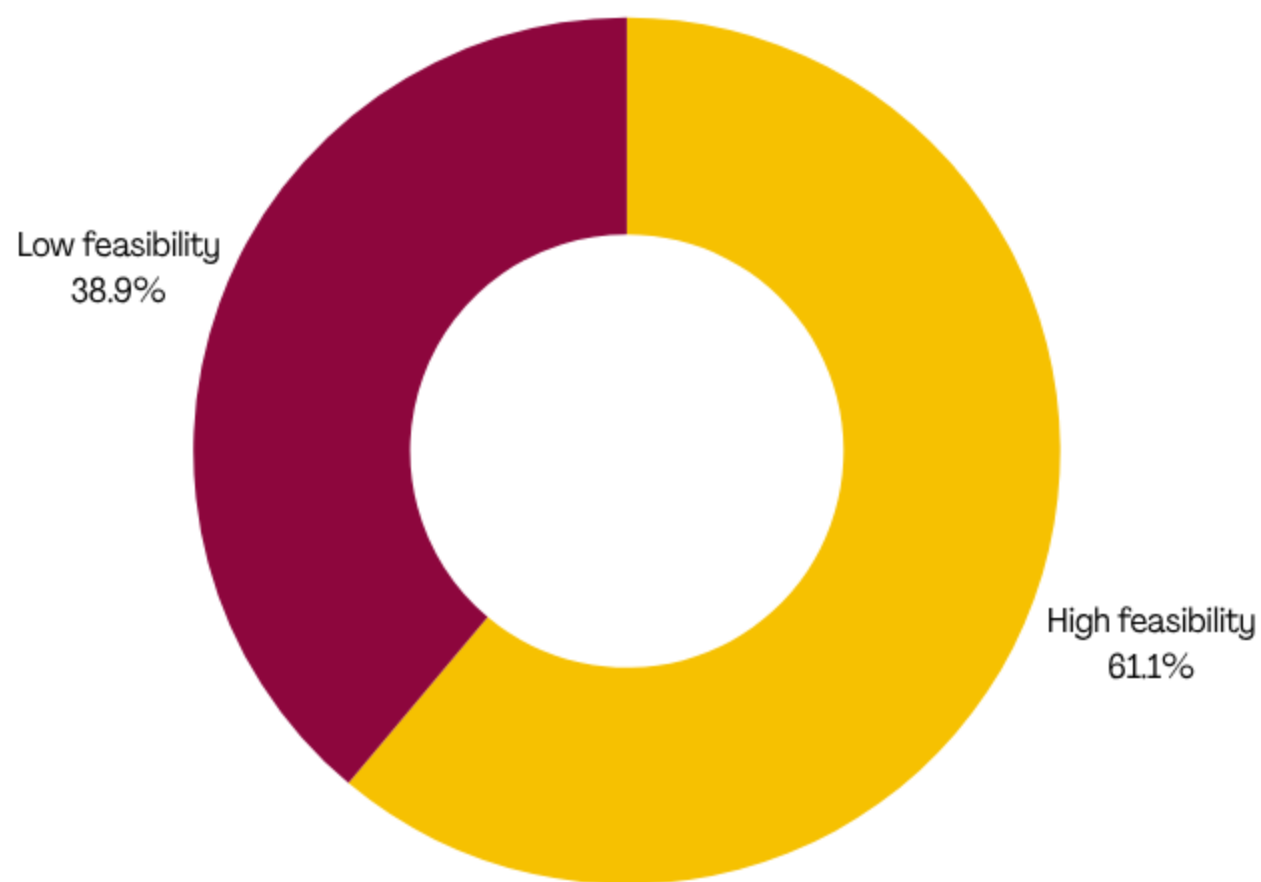
THE TURNING POINT

energy audits

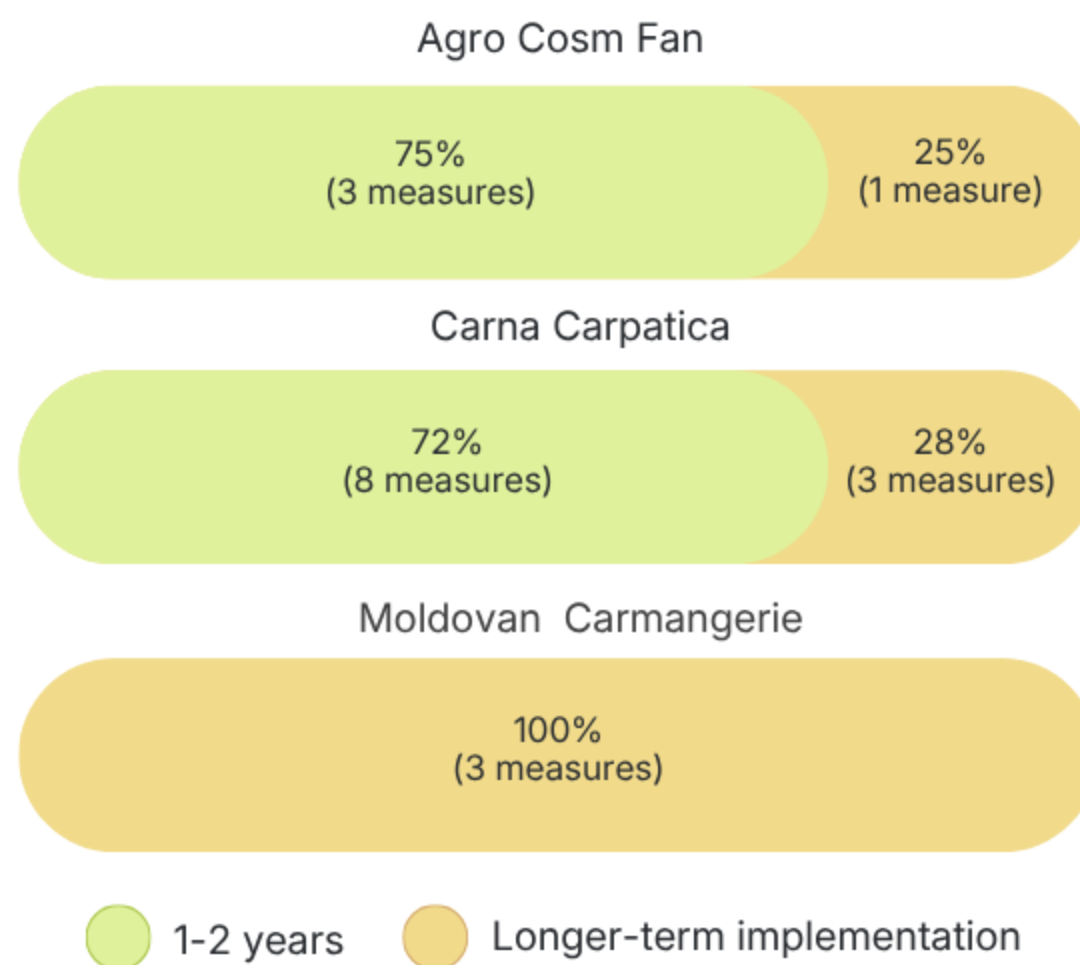


WHAT THE PROPOSED MEASURES meant in practice

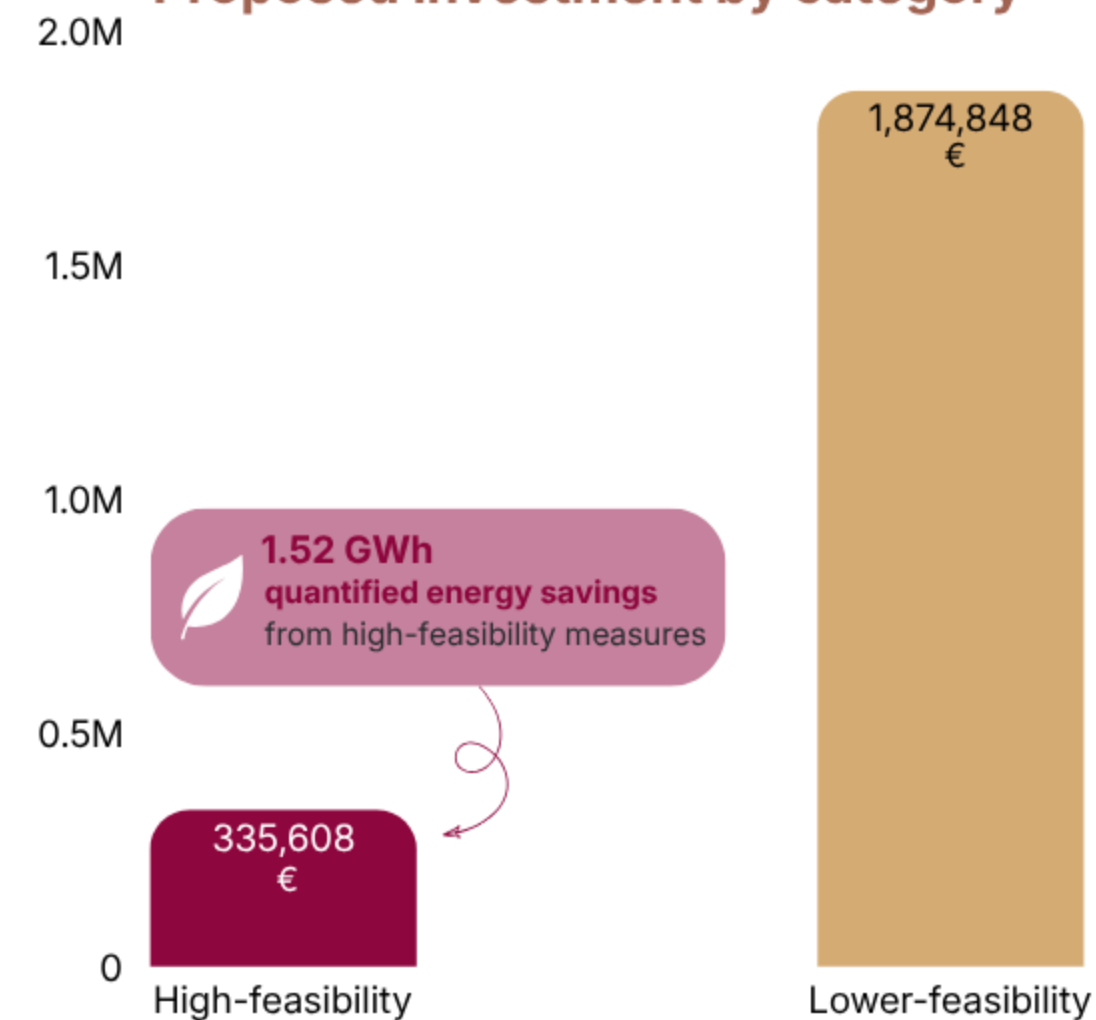
Feasibility of proposed measures



Implementation horizon by company



Proposed investment by category



Most proposed measures are ready for short-term implementation, while the total proposed investment of **€2,210,456** reflects a broader pathway for longer-term energy efficiency improvements

FROM RECOMMENDATIONS TO REALITY

the implementation gap

FINANCIAL CONSTRAINTS	REGULATORY BARRIERS	LIMITED CAPACITY	DATA & COLLABORATION
Limited investment capacity	Permitting delays for PV installations	Lack of in-house technical expertise	Different data systems and formats
Funding schemes not fully accessible for all measures	Inconsistent procedures across municipalities	No certified energy managers	Limited data sharing across companies
High upfront costs for larger solutions	Complex administrative requirements	Dependence on external specialists and support	Lack of incentives for joint procurement and shared logistics



Technical feasibility does not automatically mean implementation readiness

Turning good ideas into real projects requires the right financial, regulatory, organisational and collaborative conditions

SUPPORTING CHANGE THROUGH

policy proposals



Ministry of Energy

Current permitting for rooftop solar and storage is slow and inconsistent across regions, delaying ready-to-invest companies

Set approval times to a **30-day limit** for installations under **1 MW**, unlocking over **€100M** in private investments

Remove double grid fees for battery storage and allow companies to share solar power across multiple facilities



Ministry of Investments and European Projects

Public funding programmes currently evaluate projects on paper assumptions rather than verified energy audit data

Allocate up to **5–10%** of the total score in funding calls to investment projects backed by certified energy audits

Finance in-house energy management training to ensure long-term savings instead of paper compliance



Ministry of Agriculture

Agricultural subsidies still reward production volume alone, with no incentives for reducing energy and carbon intensity per ton of food

Support an estimated **20–30%** reduction in sector energy intensity and emissions through on-site renewables

Link agricultural subsidies and eco-schemes directly to energy and carbon efficiency per ton of product



FROM RECOMMENDATIONS to action

01

EENOVA ENGAGEMENT



Active participation in the Romanian pilot provided tailored technical expertise and feasibility insights for agri-food operations.

02

COMPANY ACTION



Carna Carpatica invested in an air-to-air heat pump for the administrative building, using its own funds.

03

CONCRETE RESULT



Fully operational since 2025, the system optimises heating/cooling efficiency, cutting energy costs and reducing building emissions.



Air-to-air heat pump
Administrative building
Carna Carpatica



€ 6,467.79
investment value



2025
year of implementation



Own funds
financing source



0.034 GWh
estimated primary
energy saving



0.016 GWh
estimated final
energy saving



Building on the expertise gained through EENOVA, both **Carna Carpatica** and **Moldovan Carmangerie** are actively participating in **2 national funding projects** to reinforce this direction and advance sustainable energy practices

ROMANIAN PILOT

in numbers

4

roundtables

bringing together companies, experts and stakeholders to turn ideas into actions

10+

stakeholders trained

with increased skills and competencies on energy issues within the Romanian pilot region

20+

meetings

in-person & online meetings, technical workshops, open debates, working sessions

10+

events

site visits, webinars and conferences to share results and build new connections

250+

people reached

across companies, institutions, events, research and policy communities

270+

printed materials

brochures, factsheets and other resources distributed to support awareness and action

40+

publications

articles, reports, social media posts and other outputs to share our findings and drive impact

100+

challenges overcome

and even more reasons to be truly proud of how far we've come and what we achieved together



Behind every number are the people: the trust, teamwork, shared commitment, mutual support and understanding that made this progress possible



BEYOND EENOVA

The project ends. The energy transition continues.

01

What EENOVA built

*We know the opportunities
and what they could deliver*



Energy baselines

current energy use mapped



Expert recommendations

energy measures identified



Quantified opportunities

savings and investment needs



Strengthened capacity

from awareness to informed action



02

What comes next

*Additional energy audit measures
for future development*

*The focus now shifts from identified
potential to real outcomes*



€2.41 M

estimated investment potential



0.214 GWh/year

potential final energy saving

*With a clear direction,
the focus is now on implementation*

03

Where we go further

*AgroTransilvania Cluster will continue
connecting companies with expertise,
funding opportunities and peer exchange*



Prioritise investments

highest-impact measures first



Access funding opportunities

Modernisation Fund, PODD, PNS



Implement and monitor

track energy performance

*Making sure replication and
sustainability live beyond Deliverable 5.3*



II. THE TASTE OF ENERGY EFFICIENCY

Lithuania Pilot Region

Aistė Miliūtė,
Birštonas Mineral Waters



Co-funded by
the European Union



Aistė Miliūtė

Founder of natural mineral water “Akvilė”.

Water sommelier

Dehydration –

is when you **lose** more
water and minerals
than you **take.**



We need not just water, but also MINERALS

60-70% of our body is not just H₂O,
but **mineral water.**



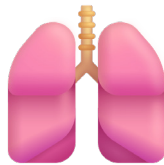
Brains

75%



Kidneys

83%



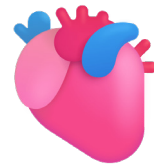
Lungs

85%



Eyes

95%



Heart

75%



Blood

94%



Muscles

75%

Thirst – is already dehydration.

By the time we feel thirsty,
we have already lost
about 1% of our body fluids.



The latest studies show that chronic dehydration increases the likelihood of aging faster by 50% and raises the risk of chronic diseases by 64%.

50%

higher risk of
accelerated aging

64%

higher risk of chronic
heart, lung, brain
diseases

How much water should you drink?

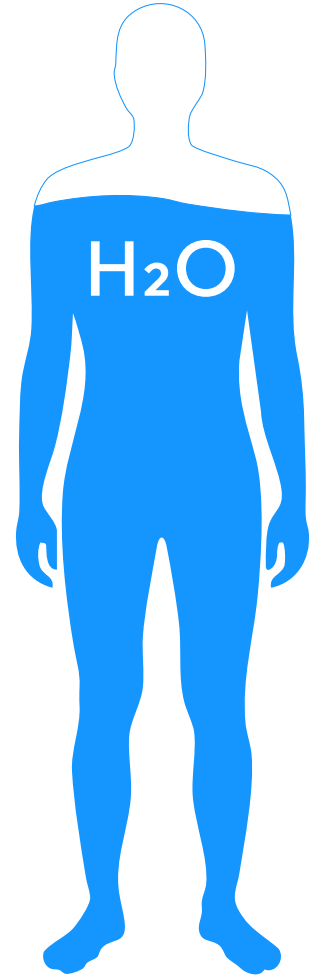
The average fluid requirement is about 30 ml per kilogram of body weight.

For example:

50 kg → ~1.5 L per day

70 kg → ~2.1 L per day

90 kg → ~2.7 L per day



akvilė

💧 TOTAL MINERALS:
236 Mg/l



Naturally
alkaline

0.0

Extra purity:
NO NITRATES



Certified
for Babies



Daily dose of
Silica in 2 l



**For everyday
hydration**

Birutė

💧 TOTAL MINERALS:
2671 Mg/l



Deep hydration for the
body and skin with
natural minerals

Vytautas®

💧 TOTAL MINERALS:
7309 Mg/l



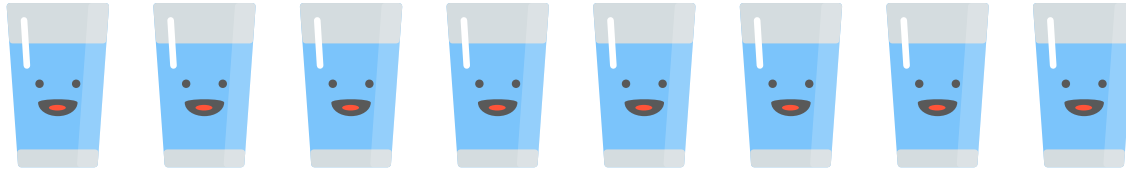
A daily dose of minerals for
fast rehydration after sports,
heat, sauna, or a night out.

Not only coffee, tea, and alcohol
flush water and minerals out of
our bodies, but also soft drinks
and filtered water with very low
mineral content (less than 50 mg/L).



Me: 🥵

Ugh, it's so hard to drink 8 glasses of water everyday



Also me: 🤔



Are you properly hydrated?

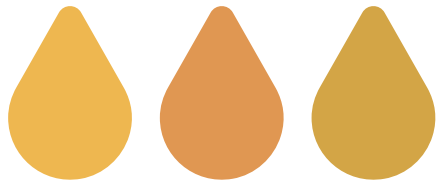
Urine test



You are well hydrated



Time to drink some water



You are dehydrated — drink water ASAP



Akvile – Better Hydration FACTS

pH8 alkalinize your body.

Akvile with pH 8 **boost the body's ability to absorb oxygen.** Works as “alkalizing agent” and helps to balance our body's pH.

0.0 Nitrates, nitrites: extra pure.

Akvile with hydrating minerals and NO toxins like nitrates & nitrites **support a fast-hydrating effect.**

Suitable for baby food.

It's so pure, that is **good for your baby too.**

Daily dose of SILICA.

Natural minerals & Silica for wellness/ longevity: promotes collagen production.



Hydration for special moments

· Pregnancy · Nursing · Baby



Naturally
alkaline

0.0

Extra purity:
NO NITRATES



Certified
for Babies



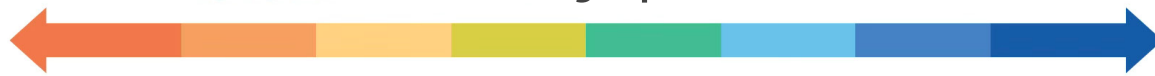
Daily dose of
Silica in 2 l



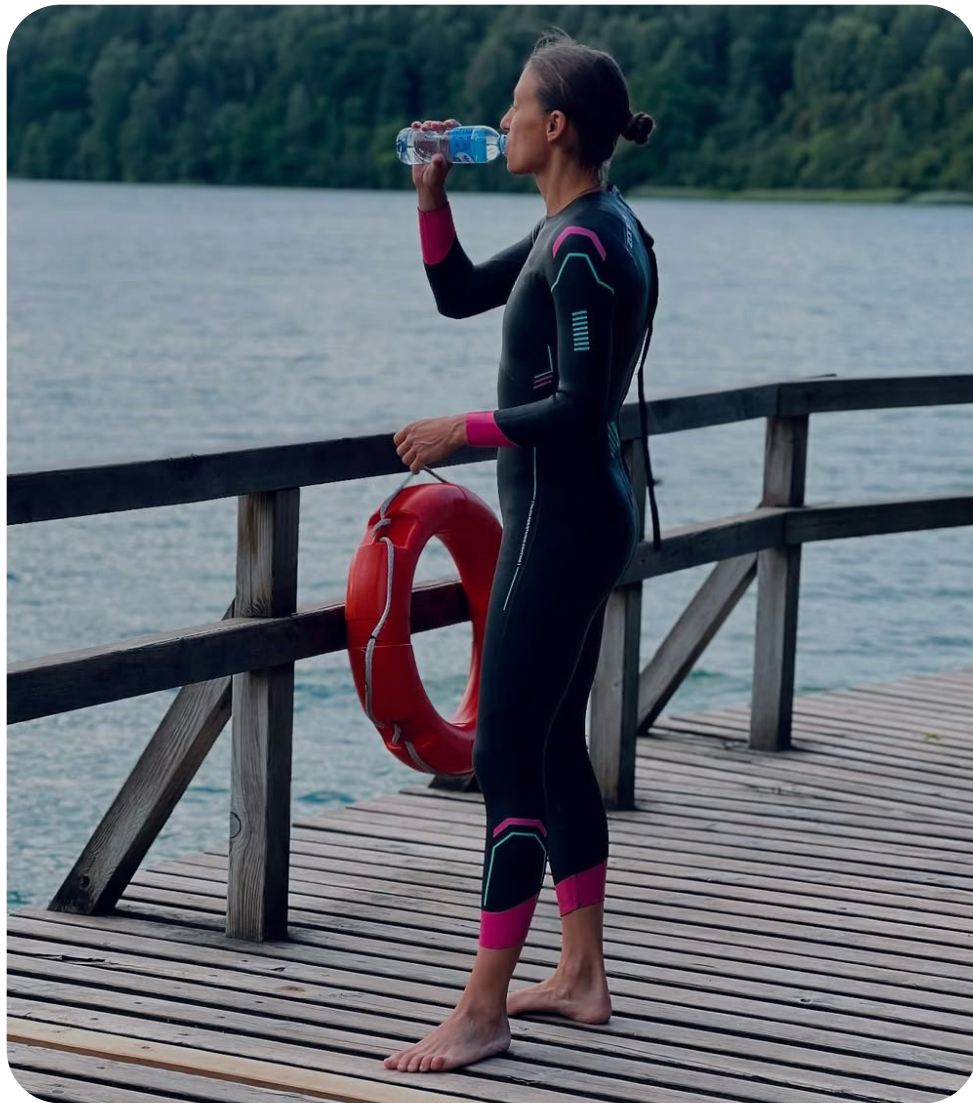


Food and beverage pH orientation

Acidic pH



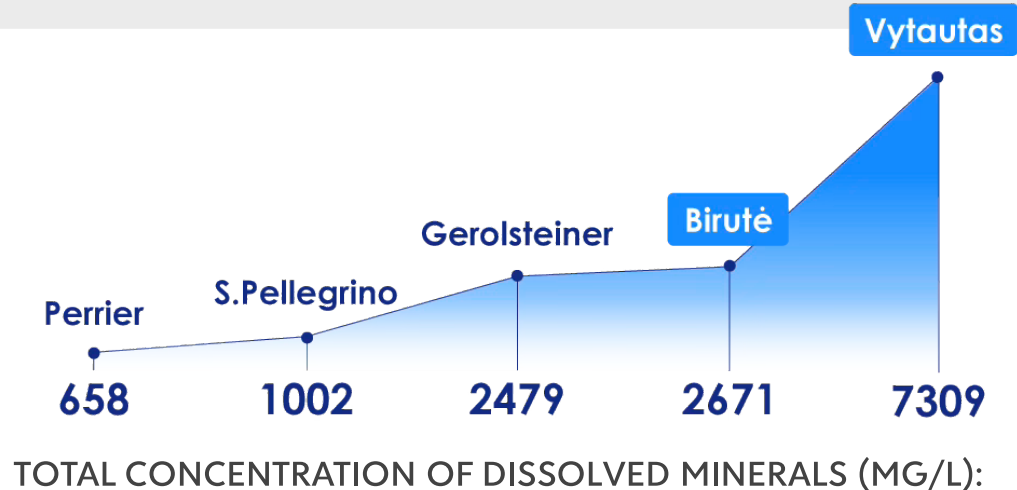
Alkaline pH





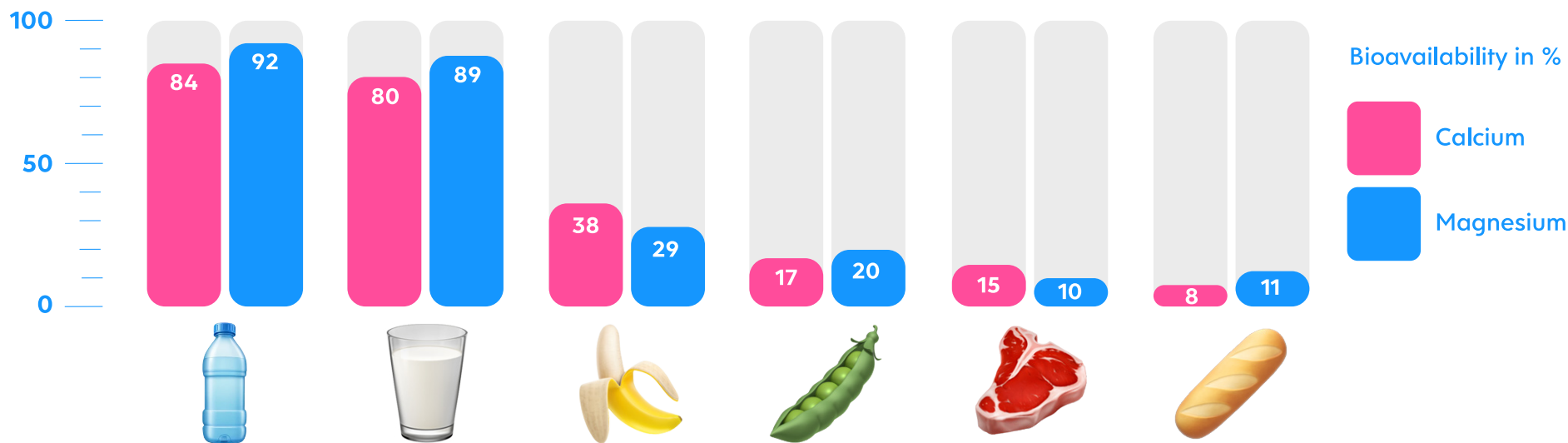
Hydration is not just H₂O, it's MINERALS

The human body cannot produce essential minerals like calcium, magnesium, and others. Natural mineral water is one of the best sources of these nutrients. **The minerals are already dissolved, allowing your body to absorb them quickly.** Birutė and Vytautas can make a valuable contribution to healthy nutrition as natural sources of minerals.



Study on bioavailability of calcium/magnesium (by comparison)

Bioavailability = how much of the mineral uptake is actually available for the body to use.



Source: "Dr. C. Ekmekcioglu, Univ. Prof. W. Marktl, Abschlussbericht der Studie Bioverfügbarkeit von Mineralstoffen aus natürlichen Mineralwässern", Vienna 1997".



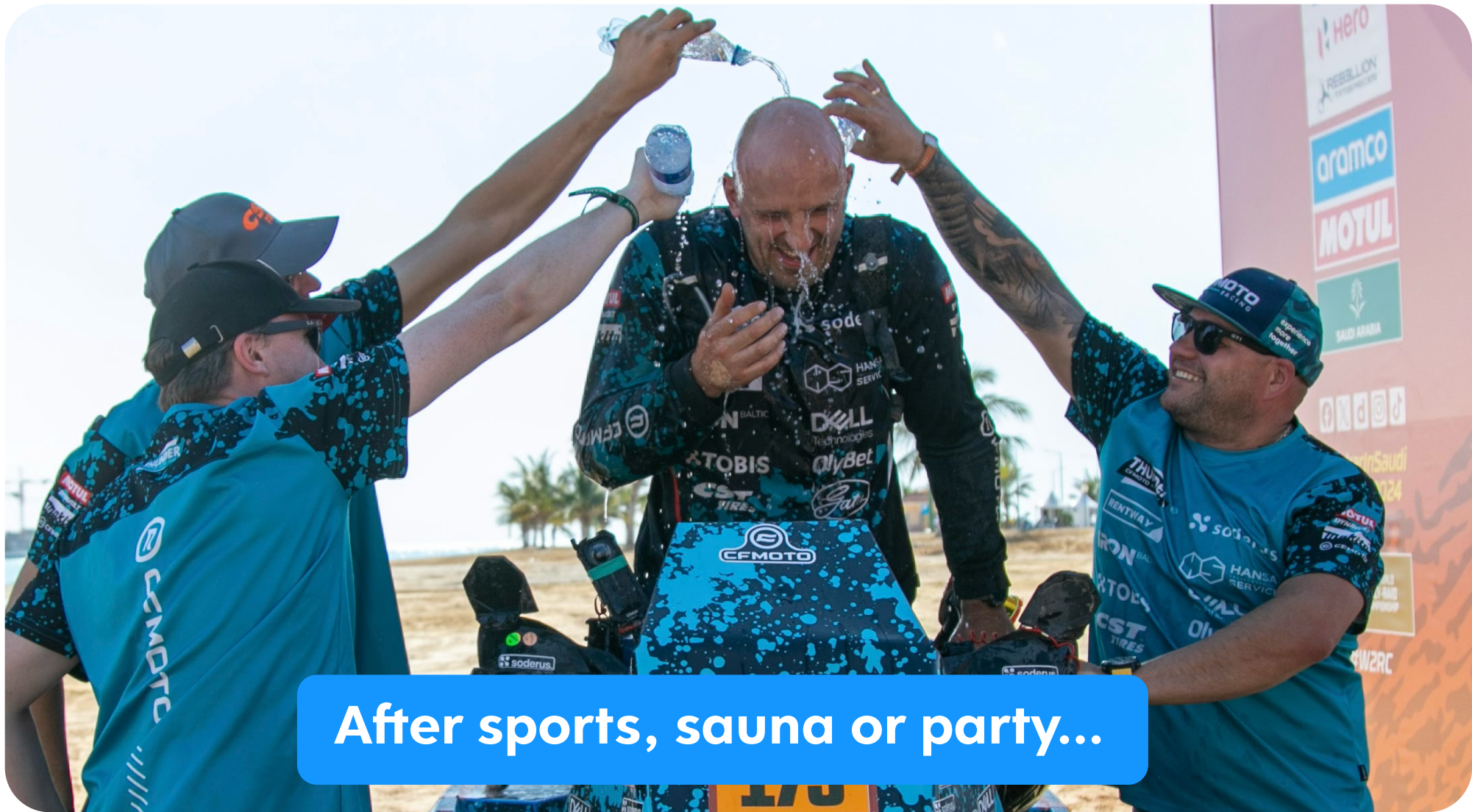
MORE MINERALS

Vytautas – YOUR DAILY DOSE OF MINERALS

Minerals	Recomended daily intake:	Concentration in 1L of Vytautas water	% of recommended daily intake
Sodium	2000 mg/L	1727 mg/L	86%
Calcium	750 mg/L	552 mg/L	74%
Magnesium	350 mg/L	240 mg/L	69%
Potassium	3500 mg/L	32 mg/L	1%
Chloride	3100 mg/L	3480 mg/L	112%
Sulphate	-	989 mg/L	-
Sodium	-	300 mg/L	-

After sports, sauna or party...





After sports, sauna or party...



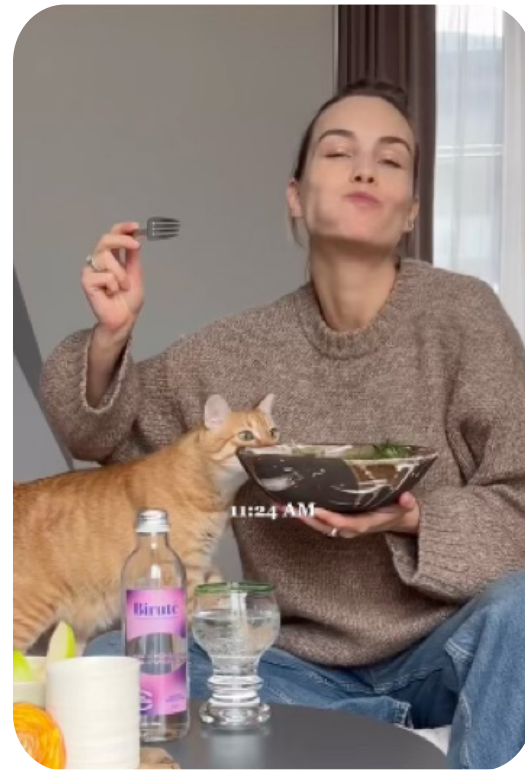
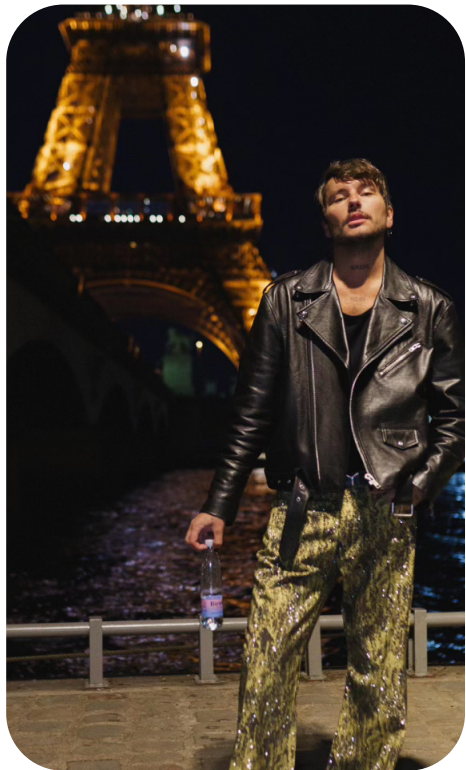
After sports, sauna or party...

@vanduo_vytautas



MINERALS

that helps your Beauty & Wellness





Deeper hydration for skin and beauty



EENOVA in Lithuania

Water and soft drinks

Three companies in the Lithuanian pilot

Birštono mineraliniai vandenys (BMV)

Akvavita

Švenčionių Vaistažolės

Links across Lithuania and Latvia include
herbal products, packaging and export logistics.



Lithuanian pilot findings

Energy management

Continuous monitoring of production, cooling and cleaning loads.

Logistics and packaging

Shared loads, better routes, lighter bottles and more recycled PET.

Renewable energy

Rooftop solar and heat pumps for washing and sterilisation.

Clean Drinks 2050

100% renewable electricity
Around 70% renewable heat

Scenario targets, conditional on support.

The pilot links company investment needs with policy recommendations.

BMV: reported improvements



Production-line modernisation

About 25%

lower electricity consumption

187.2 kW

installed solar power

Up to one third

less plastic used in bottles

Company-reported figures, separate from the EENOVA audit estimates.

BMV: the full audit potential

112.86 MWh / year

total estimated energy savings across three measures

Measure	Energy savings MWh / year	Payback years	Priority recorded 20 Feb 2025
BMS integration	67.90 electricity	3.44	High
Waste heat for heating	31.76 gas	8.44	Not planned
Gas boiler replacement	13.20 gas	3.30	Low

Audit potential includes lower-priority measures. Implementation is not confirmed.

BMV: the BMS business case

67.9 MWh / year

estimated electricity savings

3.44 years

estimated payback

€38,597

estimated investment

€11,204 / year

estimated cost savings

Automated heating, ventilation and lighting control

Estimated CO₂ reduction: 28.52 tonnes CO₂e / year

Cooperation across the value chain



Beverages and lightweight tea products

BMV and Akvavita

Heavy beverage loads
and established export routes

Švenčionių vaistažolės

Lightweight dry teas
that could share pallet capacity

Potential benefit: shared transport costs and access to new markets.

Roundtable opportunity. The documents do not confirm an implemented pilot.

Policy support for investment

Predictable finance

Multi-year support windows, green loans and guarantees.

Simpler procedures

Clearer permitting for rooftop solar and battery storage.

Help after the audit

BMS / EMS vouchers, monitoring and specialist technical support.

Company cooperation

Joint procurement and shared logistics through clusters.

AgriFood Lithuania DIH can help coordinate joint action.

Drink
More
Water.

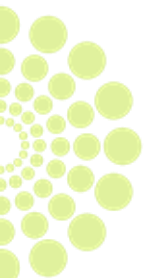


It's Impossible.

Let's do it. ❤️



Delivered



Try our energy optimised regional products!

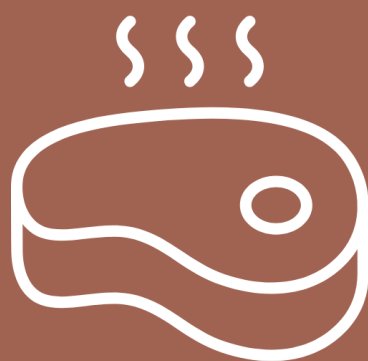




Co-funded by
the European Union

LUNCH BREAK

SESSION RESUMES AT 14:15



III. Bringing Energy Efficiency to LIFE

LIFE CET sister projects implementation and experiences



Co-funded by
the European Union

III. Bringing Energy Efficiency to LIFE

REEVALUE Project

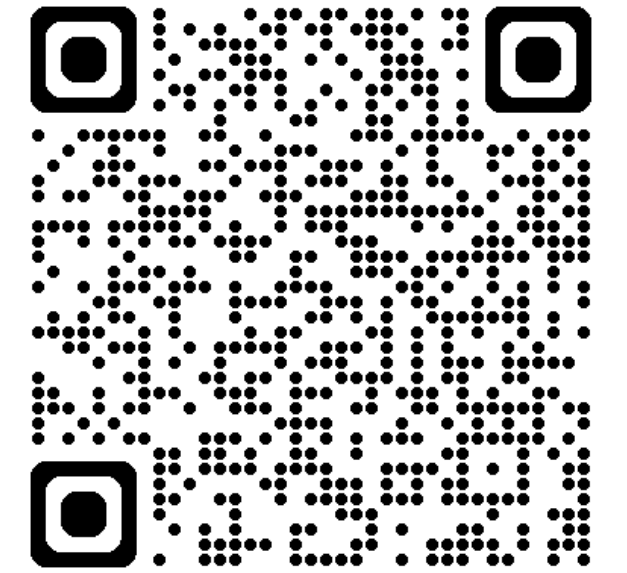
Connor Molloy,
REEValue



Co-funded by
the European Union



REE Value



REEValue: energy efficiency and renewables in food, beverage and transport value chains

Our aim is to decarbonise food, drink & transport value chains

Conor Molloy, MSc, CMVP, CEM-I · Technical Advisor, REEValue

Brussels · 7th October 2026 · Funded by the European Union LIFE Programme



Business representatives



National Agencies



Technical entities



Best-Practice Case Study



Consortium partners



Supply Chain



Manufacture
of a product
and transport it to the
consumer

Value Chain



**A value chain add ways to enhance the product's value
as it moves along its supply chain**

(i.e. by increasing energy performance through efficient measures or
by investing in renewable energy)

REEValue takes SMEs from audit to funded project

Energy efficiency

Less energy per unit of output



Renewable energy

On-site generation for self-consumption



Value chain

Suppliers, logistics and retail act together

9 partners in 6 countries

Ireland, Malta, Portugal, Belgium, Greece and Italy

Sectors: food (NACE C10), beverages (C11), transport and logistics (G46–47, H49–52)

WHAT EVERY COMPANY GETS, FREE OF CHARGE



Energy audits

App-based, with costed measures and payback



Online app

Carbon footprint, savings opportunities and funding finder



Capacity building

Workshops on energy management and reporting



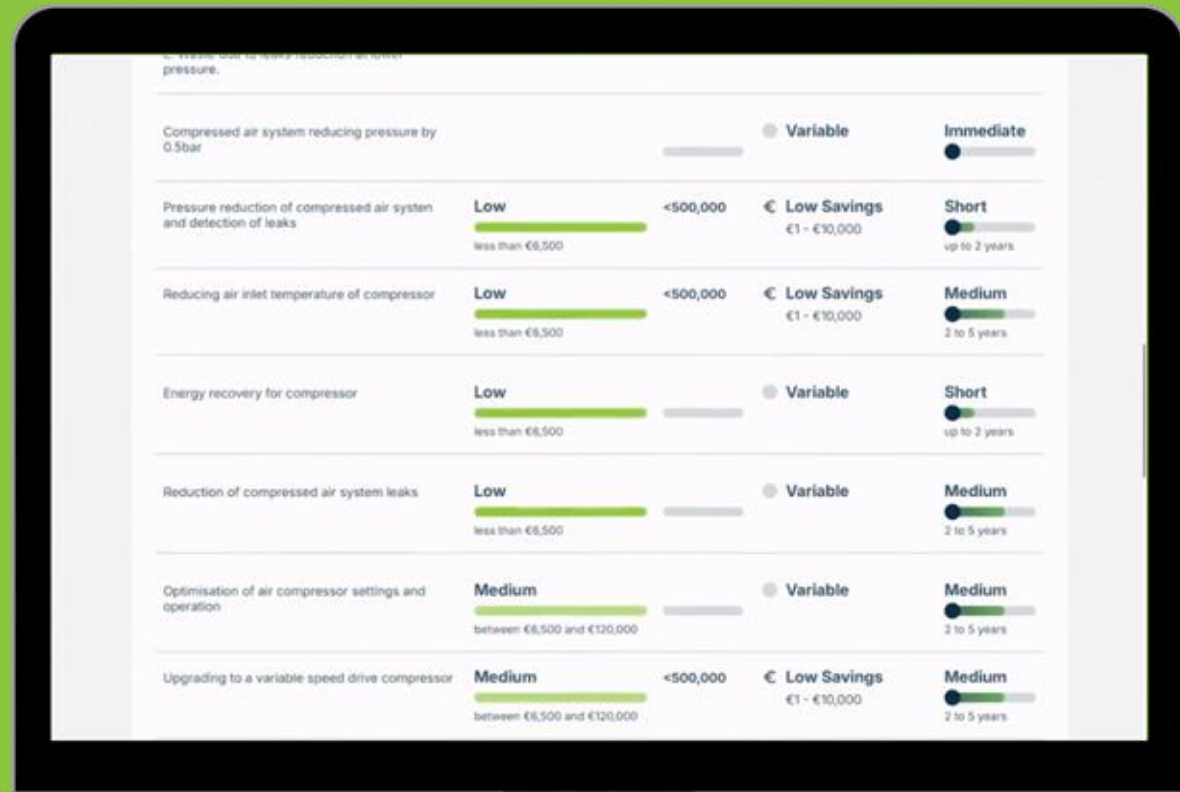
Access to finance

Mentoring for national and EU grants and green loans



One-stop shop for your business

- Quick self assessment tool
- Carbon footprint estimations
- Tailored energy saving recommendations
- Access to green grants &



reevalue.eu

Cold chain and energy savings across PT, MT, IT, IE

<https://www.reevalue.eu/case-studies/>



Source: REEValue case studies, www.reevalue.eu/case-studies (9WhiteDeer, Ballymaloe Foods).

Cold chain and energy savings across PT, MT, IT, IE

<https://www.reevalue.eu/case-studies/>

9WhiteDeer Brewery

Craft brewery, Ballyvourney, Co. Cork · 8 staff, about 300,000 litres a year

36%

of annual electricity from a 30 kWp rooftop PV array

–40%

electricity cost after moving to an index-linked wholesale tariff

- **On-site nitrogen generator** replaces bottled gas and cuts CO2 dependency
- **Value chain:** shares backhauls with distributors Musgrave and Sysco

Ballymaloe Foods

Food manufacturer, Little Island, Cork · family business

22%

less grid electricity a year from a 75 kW solar PV installation

100%

of beetroot from a local farm 30 minutes away; skins go back as feed

- **Heat recovery** and production upgrades save hundreds of thousands of kWh a year
- **Value chain:** supplier sustainability questionnaire drives Scope 3 cuts; target to decarbonise production by 2030

Source: REEValue case studies, www.reevalue.eu/case-studies (9WhiteDeer, Ballymaloe Foods).

(My) Lessons learnt 2023–26

- SMEs find the savings but lack the time and cash to act:
- **Transport is a quick win** for energy and cost, yet audits often omit or downplay it
- **Opportunities are found but not acted on**, across all audits and types of measure
- **Time and cash are the barriers:** SMEs are too busy and cash poor, and many measures did not use available funding
- **A finance checklist works:** where the money is (tax breaks, obligation schemes, grants) and how to get it (the form, the process)
- **The app engages SMEs:** *they come for the CO2 footprint and stay for the cost saving opportunities and the funding in euro*

Executive summary

What REEValue delivered

- **€6.0M** business investment triggered, 179% of target
- **4.4 GWh/yr** final energy saved, 125% of target
- **148,745** businesses reached against a target of 6,000

What worked

- **One free app:** carbon footprint first, then costed opportunities and funding
- **Audits matched to finance** become funded projects
- **Solar PV plus efficiency** delivered about half of savings at Portuguese sites

What has to change

- **SMEs act on few opportunities:** they are too busy and cash poor
- **Transport savings** are omitted or downplayed in audits
- **Renewable generation** is at 42% of target and needs a finance push

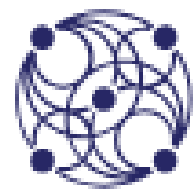
KPI figures: consortium to date against Grant Agreement targets, REEValue KPI map Rev. 02; provisional, subject to final validation.

Thank you

Register free, calculate your footprint and find your opportunities at www.reevalue.eu

Conor Molloy · Technical Advisor, REEValue · AEMS

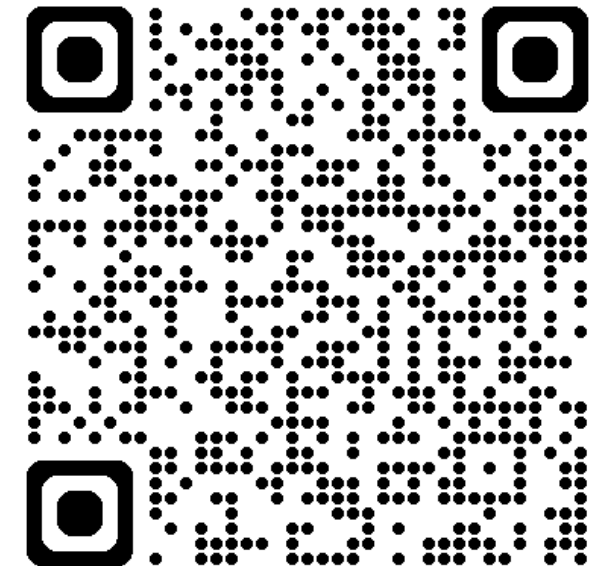
“The greenest, most profitable energy is the energy you don’t use.”



**Cork
Chamber**
Advancing business together



UNIVERSITY
OF BRESCIA



MBB
MALTA BUSINESS BUREAU



AIP
Associação Industrial
Portuguesa



ECSLA
European Cold Storage and Logistics Association



**KAPE
CRES**

CENTRE FOR RENEWABLE
ENERGY SOURCES AND SAVING

III. Bringing Energy Efficiency to LIFE

BETTED Project

Paola Maio,
Eu Projects Officer
European Heat Pump Association AISBL



Co-funded by
the European Union



Introduction of the BETTED project



Paola Maio

EU Projects Officer

European Heat Pump Association AISBL



**Co-funded by
the European Union**

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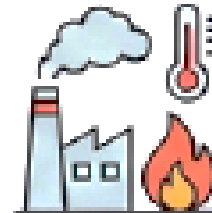
Executive Summary: The Synergistic Transformation

The Challenge

The EU dairy sector (12% of agricultural output) is squeezed by volatile milk prices (€0.25–€0.40/L) and strictly enforced Green Deal mandates.



Current processing relies heavily on fossil fuels (60-80% thermal energy) while simultaneously wasting massive amounts of heat through refrigeration venting.

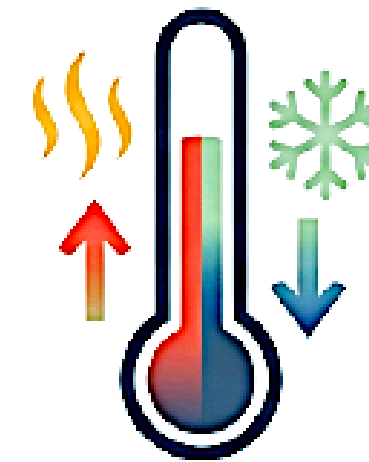


The Solution



- **Holistic Approach:** Shifting from isolated process optimization to supply chain-wide coordination.
- **The Toolbox:** A suite of 7 specialized tools to assess impact, cost (LCC), and supplier sustainability (DVS).

The Impact



- **Simultaneous Heating & Cooling (SHC):** Heat Pumps recover waste heat, offering up to 75% potential energy savings.
- **Renewables:** Integrating biogas and solar to close the <20% renewable energy gap in the current mix.



Project summary

- BETTED (Boosting Energy Transition of ThE Dairy value chain) project aims to **facilitate companies** belonging to supply chains in the dairy sector to foster the **market uptake of energy efficiency measures** including the **use of renewables** and the deployment of **heat pumps** at the **value chain level**, moreover, the project will also significantly contribute to the **reduction of fossil fuels dependency** fast forwarding energy transition.



Image source: Pixabay



PROJECT PARTNERS



Energy efficiency issues in the dairy value chain

- Overall, dairy processing plants and farms can **identify numerous energy efficiency measures** and **renewable energy solutions** that enhance competitiveness, reduce production costs, decrease CO₂ emissions, and improve resilience against energy price fluctuations.
- A **systematic approach** allows these opportunities to be addressed step-by-step, integrating them into the broader framework of equipment maintenance and company development, rather than treating them as isolated initiatives.
- The **holistic perspective** supports long-term sustainability and operational efficiency, aligning energy management efforts with the company's growth and strategic objectives.



FARM



MANUFACTURING



COLD CHAIN

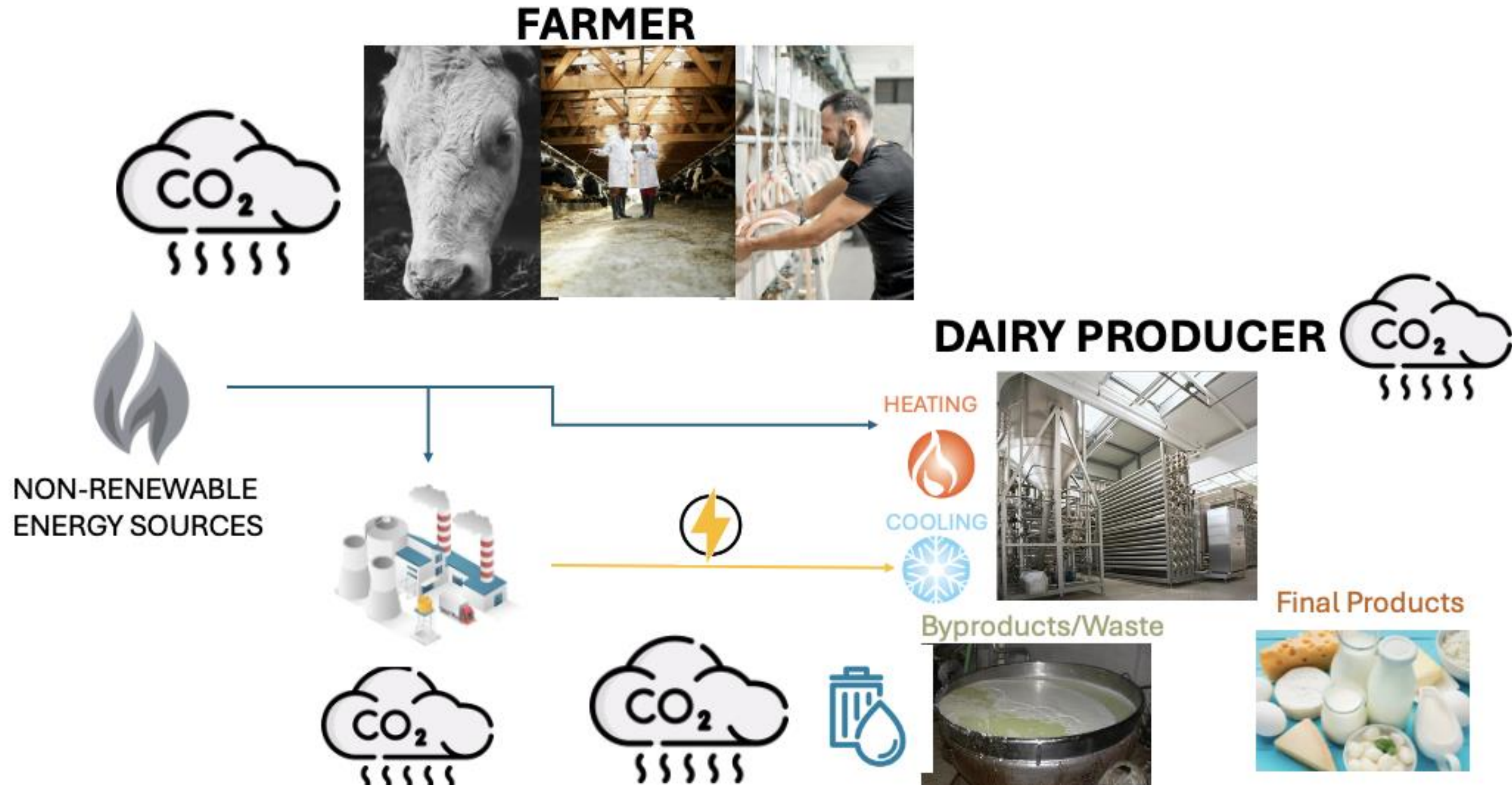


CONSUMER USE

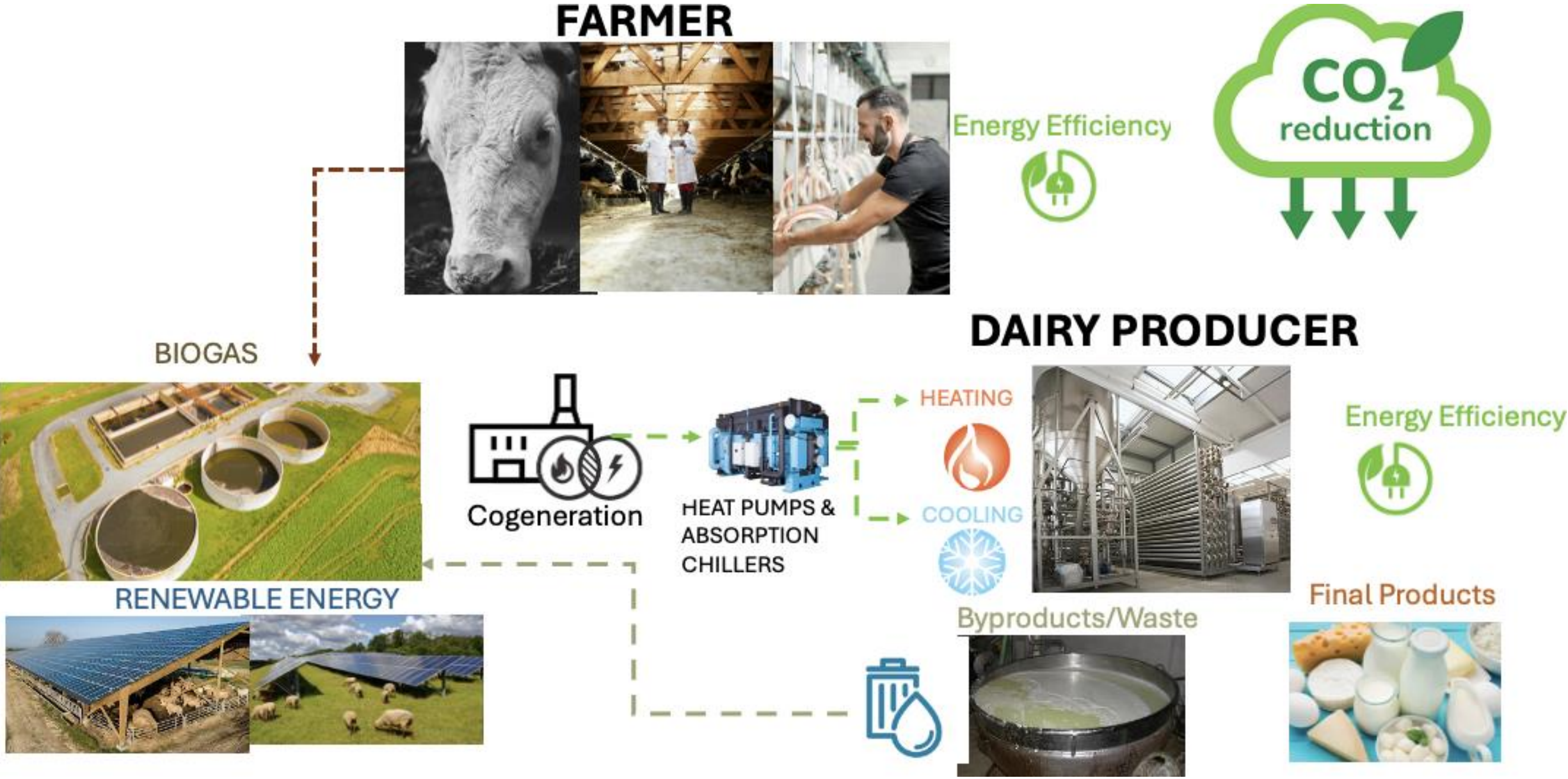
Image source: Pixabay



Traditional dairy value chain



BETTED dairy value chain



BETTED Three pillars

01

Capacity Building & Community: Build capacity for sustainable energy transition.



Easy-to-Use Tools: Implement user-friendly tools for companies within the same value chain to promote energy efficiency, sustainable practices, and cooperation

02

03

Policy Recommendations: Offer policy and regulatory recommendations to accelerate the energy transition.



BETTED

Capacity building programme

1. Step 1: **interactive training sessions** with large companies and their value chain aiming at improving their skills, knowledge, awareness, know-how on the potential of sustainability through a collaborative approach.
 - Companies will also be supported in the assessment, implementation, and monitoring of the **EEMs, RES and heat pumps with the support of the developed toolbox**.
2. Step 2: 20 **workshops with different stakeholders** linked to the dairy sector (e.g., energy manager, non-energy experts inside companies, financial institutions, ...) on the energy and sustainability related topics and on the potential of coordinating the value chain showing also best practices and financial/funding opportunities.
3. Step 3: **e-learning** module.
4. Step 4: value chain **direct interviews and roundtable meetings**

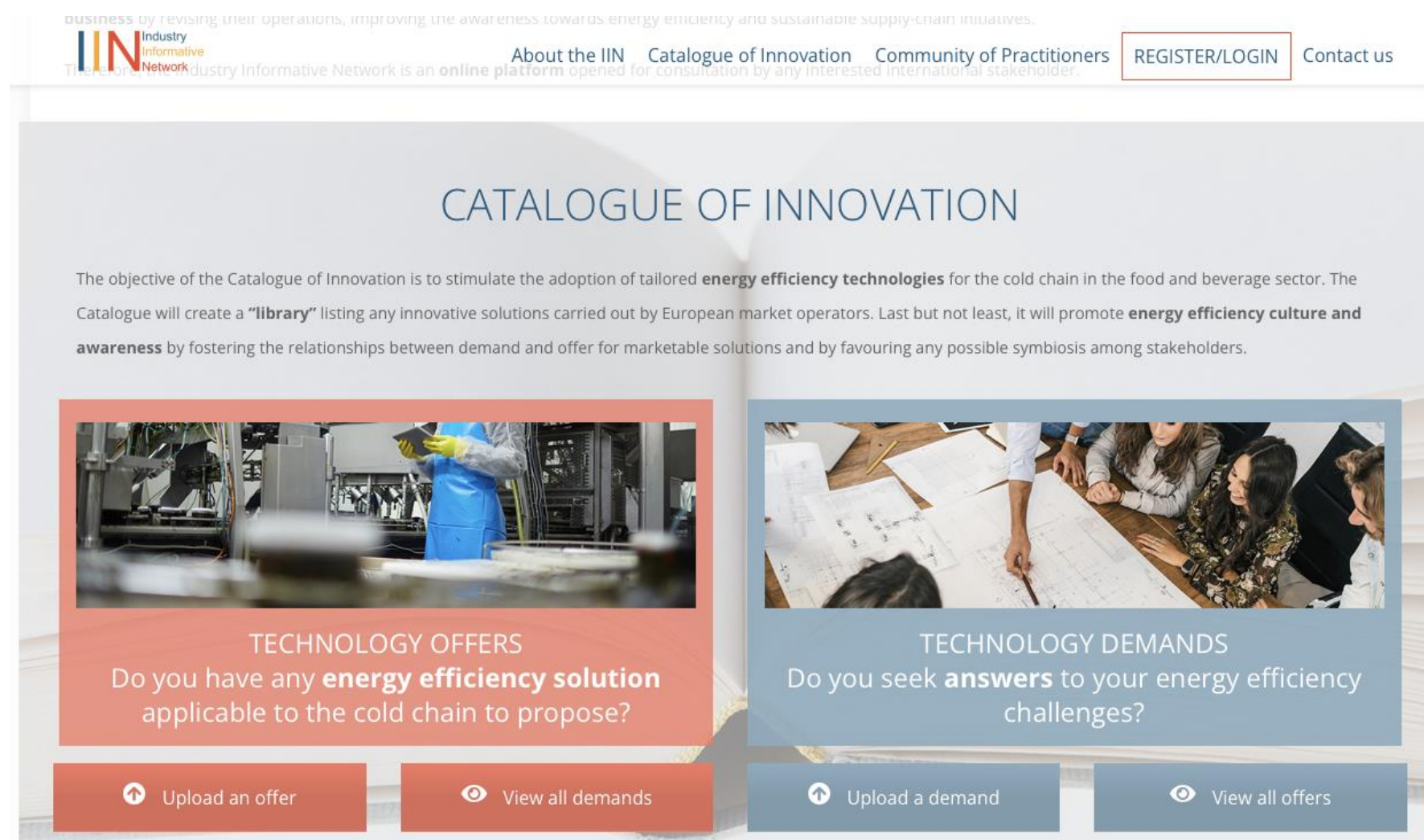


Image source: Pixabay

Industrial Informative Network (IIN)

IIN developed under the H2020 ICCEE project have been exploited and updated with further details for the dairy sector enabling learning across all EU Member States (MS) and fostering the relationship between various market stakeholders through the use of a platform that:

- combines demand and supply
- enables discussion among them and with other experts



<https://iin-betted.eu>

BETTED-Toolbox: Coverage from 7 angles

Tool #1: Dairy supply chain tool (DSC)

Do you want to analyze your DSC's energy consumption?

Tool #7: Non-energy benefit evaluator (NEB)

Do you wonder how to analyze non-energy benefits in a structured manner?

Tool #2: Life cycle assessment tool (LCA)

Do you want to understand the environmental impact of your DSC?

Tool #6: Dairy vendors' sustainability (DVS)

Are you interested in evaluating the sustainability readiness of your vendors?



Tool #3: Life cycle costing tool (LCC)

Do you wonder about the economic benefit from energy efficiency measures?

Tool #5: Heat Pumps for dairy (HPD)

Do you wonder about integrating a Heat Pump's potential economic and environmental benefits?

Tool #4: Biogas in the dairy chain (BDC)

Do you wonder about the potential economic and environmental benefits of integrating a Biogas plant?





BETTED Project

@BETTEDProject · 6 videos

More about this channel ...more

Subscribe

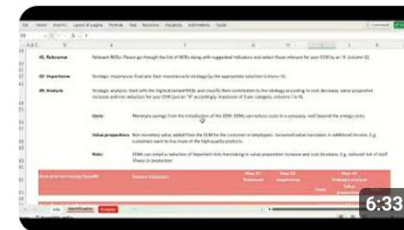
Home

Videos



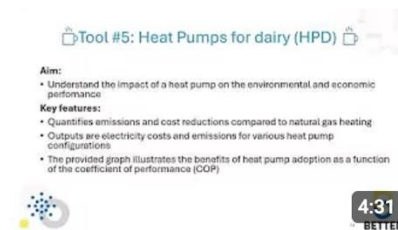
BETTED Toolbox Tutorial intro

1 view · 15 hours ago



BETTED Toolbox Tutorial NEB

No views · 15 hours ago



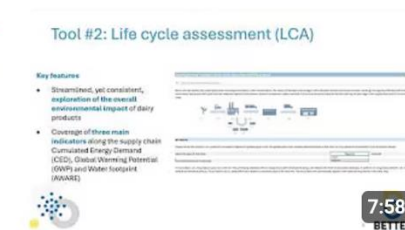
BETTED Toolbox Tutorial Heat Pumps

1 view · 15 hours ago



BETTED Toolbox Tutorial LCC

No views · 15 hours ago



BETTED Toolbox Tutorial LCA

1 view · 15 hours ago



BETTED Toolbox Tutorial DSC

2 views · 15 hours ago



BETTED Toolbox Tutorial intro

1 view · 15 hours ago



Want to see an industrial heat pump in action?

Register to see the industrial heat pump installed at Tiense Suikerraffinaderij, a sugar factory in Tienen.

Organised as part of **Heat Pump Day** and the EU-funded **SPIRIT** project, this event is primarily aimed at companies interested in electrifying their industrial processes, while also welcoming other interested participants

The site visit will be followed by a **panel discussion** on the potential of heat pumps to decarbonise European industry, with opening remarks by MEP Bruno Tobback, and a **networking lunch**.

When? 27 October

Where? Tienen, Belgium (shuttle to and from Brussels available)

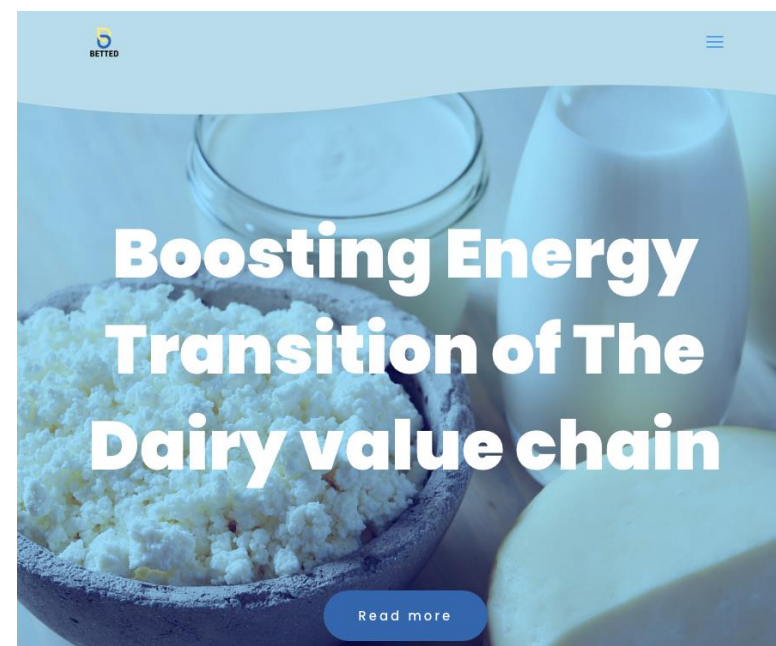
Price? Free!

How do I register? Scan the QR code or follow the [link](#)

Registration deadline: [16 October](#)



THANKS FOR YOUR ATTENTION



<https://betted-project.eu>



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III. Bringing Energy Efficiency to LIFE

EE4HORECA Project

Ivana Rae Almora,
Eurochambres



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EE4HORECA
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EE4HORECA

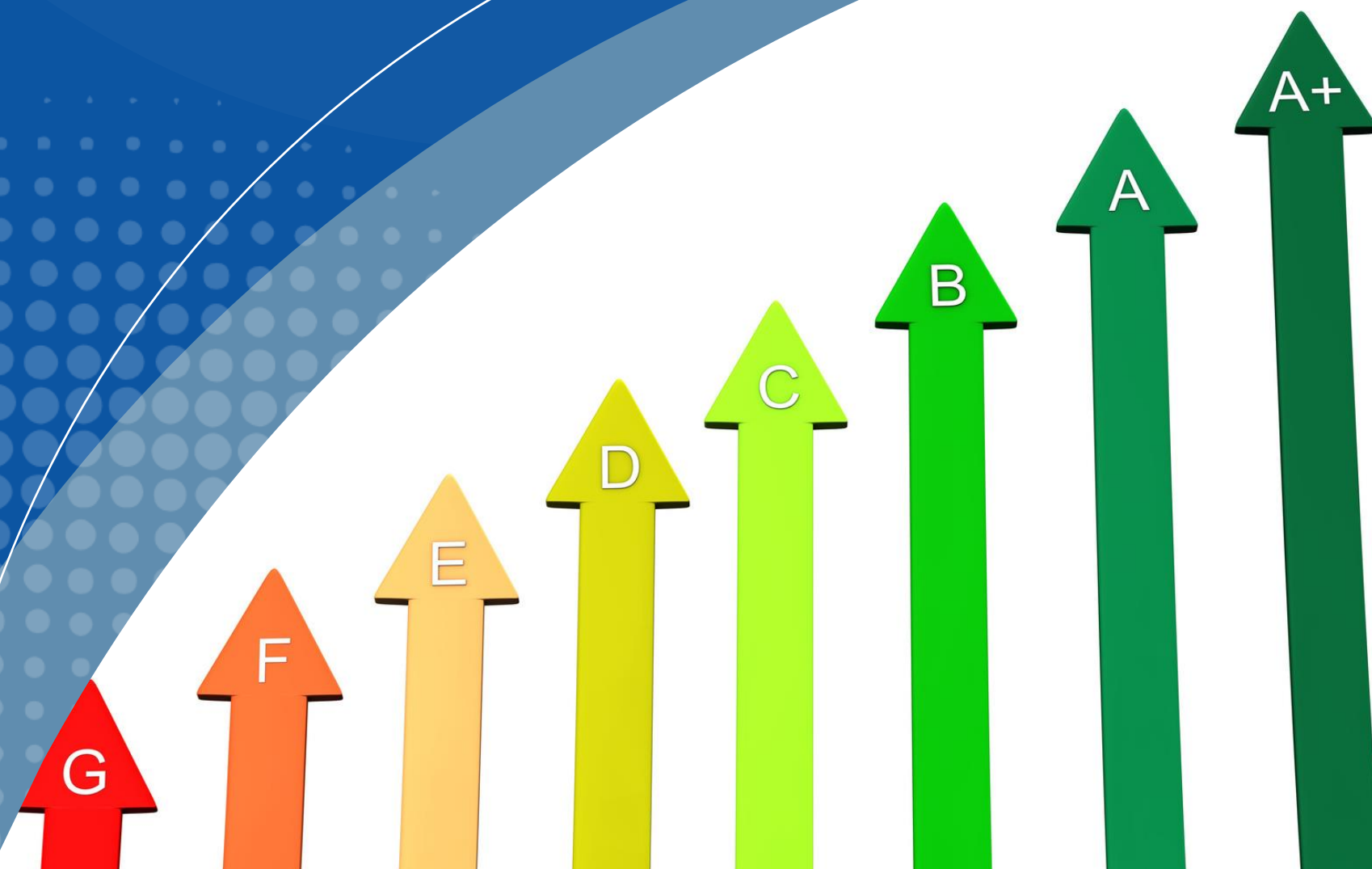
Supporting the Clean Energy Transition of the
HORECA value chain

Reference: LIFE22-CET-EE4HORECA/101120572

Ivana Rae Almora

07Oct2026

www.ee4horeca.eu





EnergyEfficiency4HORECA
Co-Funded by the European Union



Summary

The EnergyEfficiency4HORECA project aims at enhancing the skills of energy technicians and top management within a company to better understand the multiple benefits achievable from collaborative approaches between large and small companies across the value chain within the HORECA sector.

- **Duration: 1/09/2023 – 31/08/2026 (36 months)**
- **Consortium: 12 Partners from 7 countries**
- **Budget: 1,5 million EUR**
- **Services: Mapping the HORECA value chain, Developing Business Models and Benchmarks, Establish an Energy Efficiency Hub (one-stop knowledge hub for SMEs on energy efficiency measures), Capacity Building**

ENERGYEFFICIENCY4HORECA

Project partners



EE4HORECA
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UNIVERSITÀ
DEGLI STUDI
DI BRESCIA

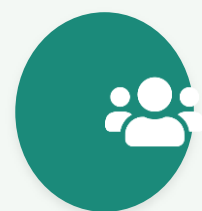




EnergyEfficiency4HORECA
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Main Achievements



VALUE-CHAIN MAPPING

Structured HORECA methodology

Mapping value-chain actors and energy processes



BEST PRACTICES

Transferable efficiency solutions

Collaborative approaches identified and assessed



TOOLS & MODELS

Practical decision-support package

Benchmarks, business models and self-assessment tools



DIGITAL KNOWLEDGE HUBS

Resources made accessible

[Energy Efficiency Hub](#) and adapted [IMPAWATT platform](#)



ENGAGEMENT & TRAINING

National Living Labs and trainings delivered

Capacity building for businesses and value-chain actors



IMPACT ASSESSMENT

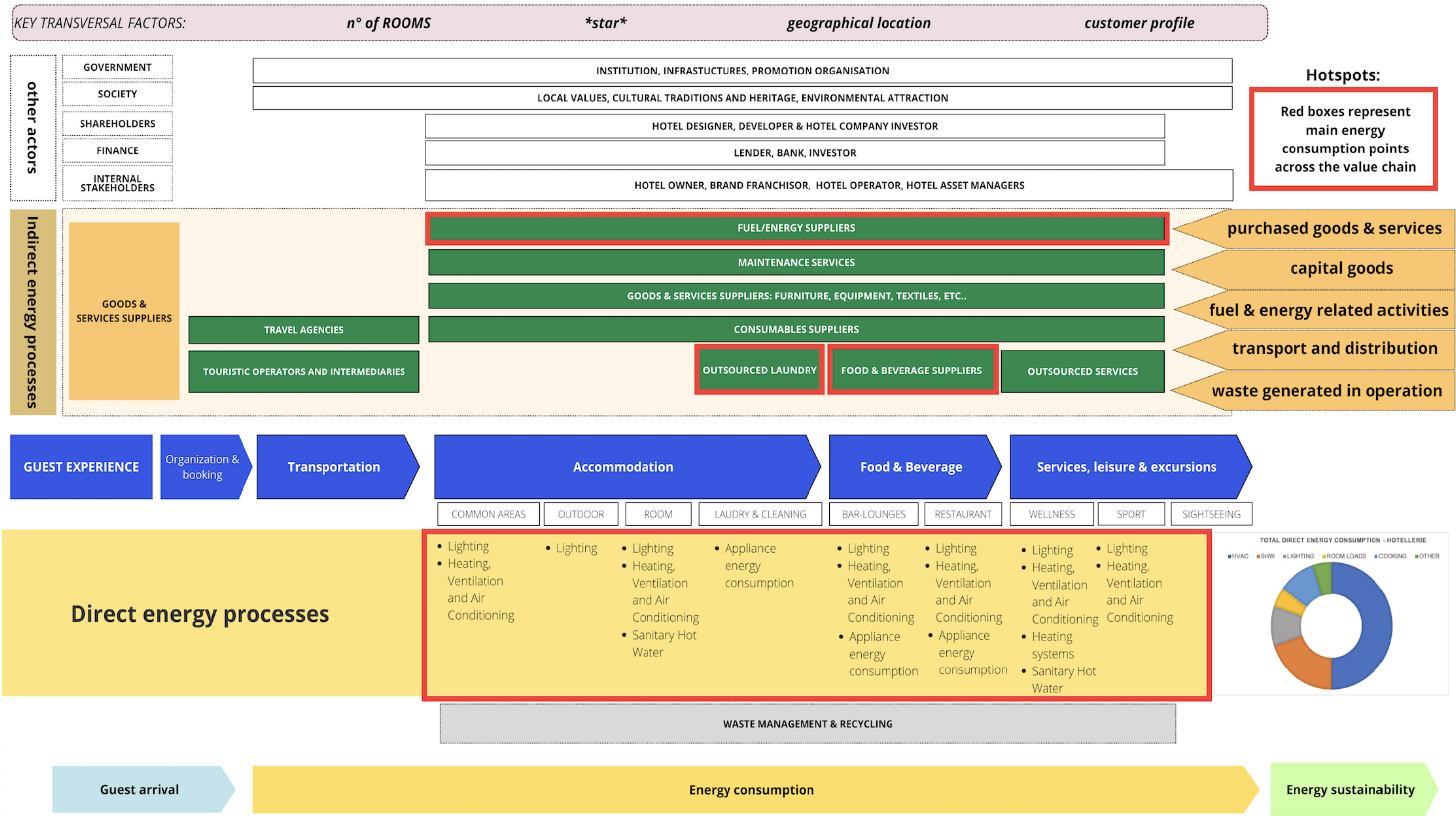
Results systematically evaluated

Quantitative and qualitative evidence collected



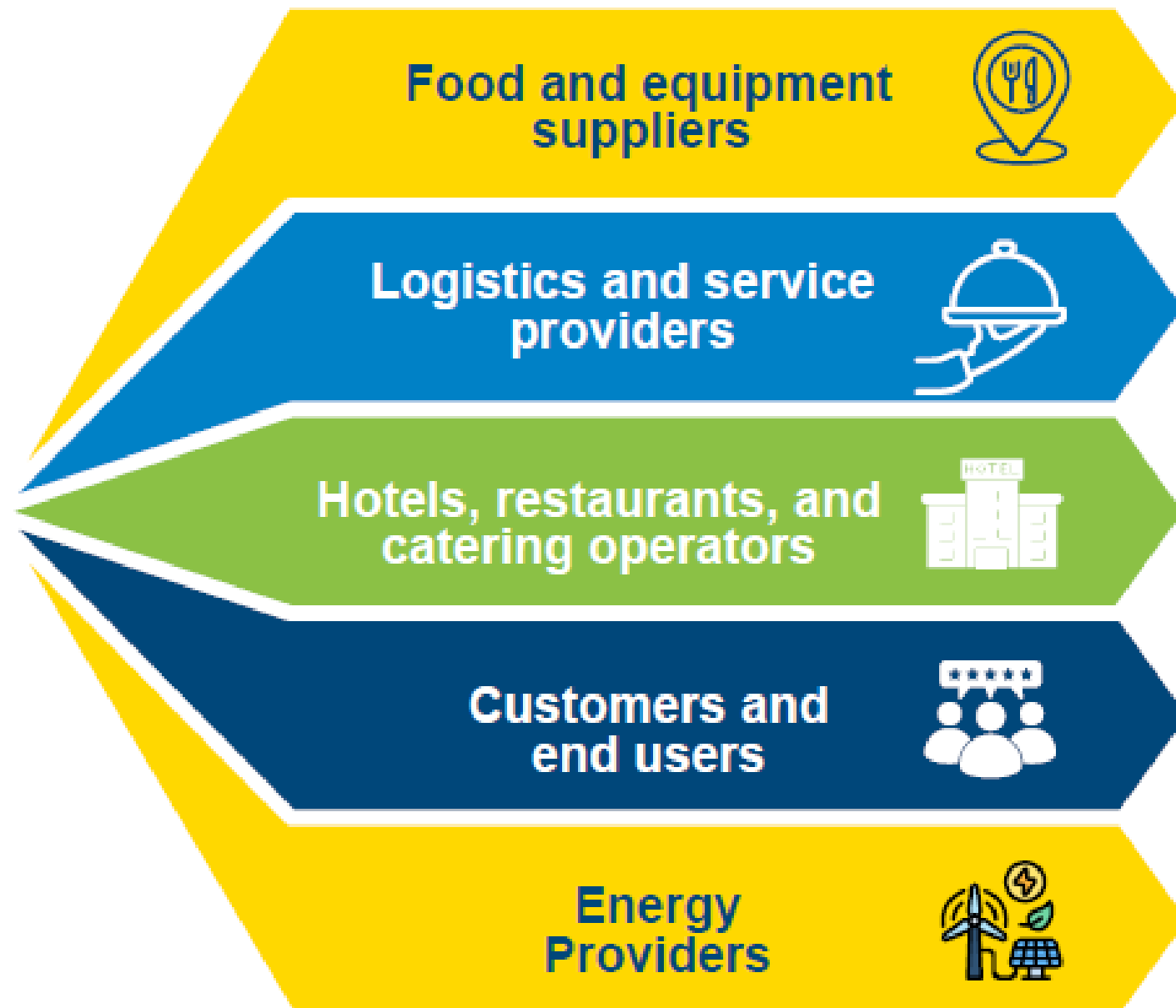
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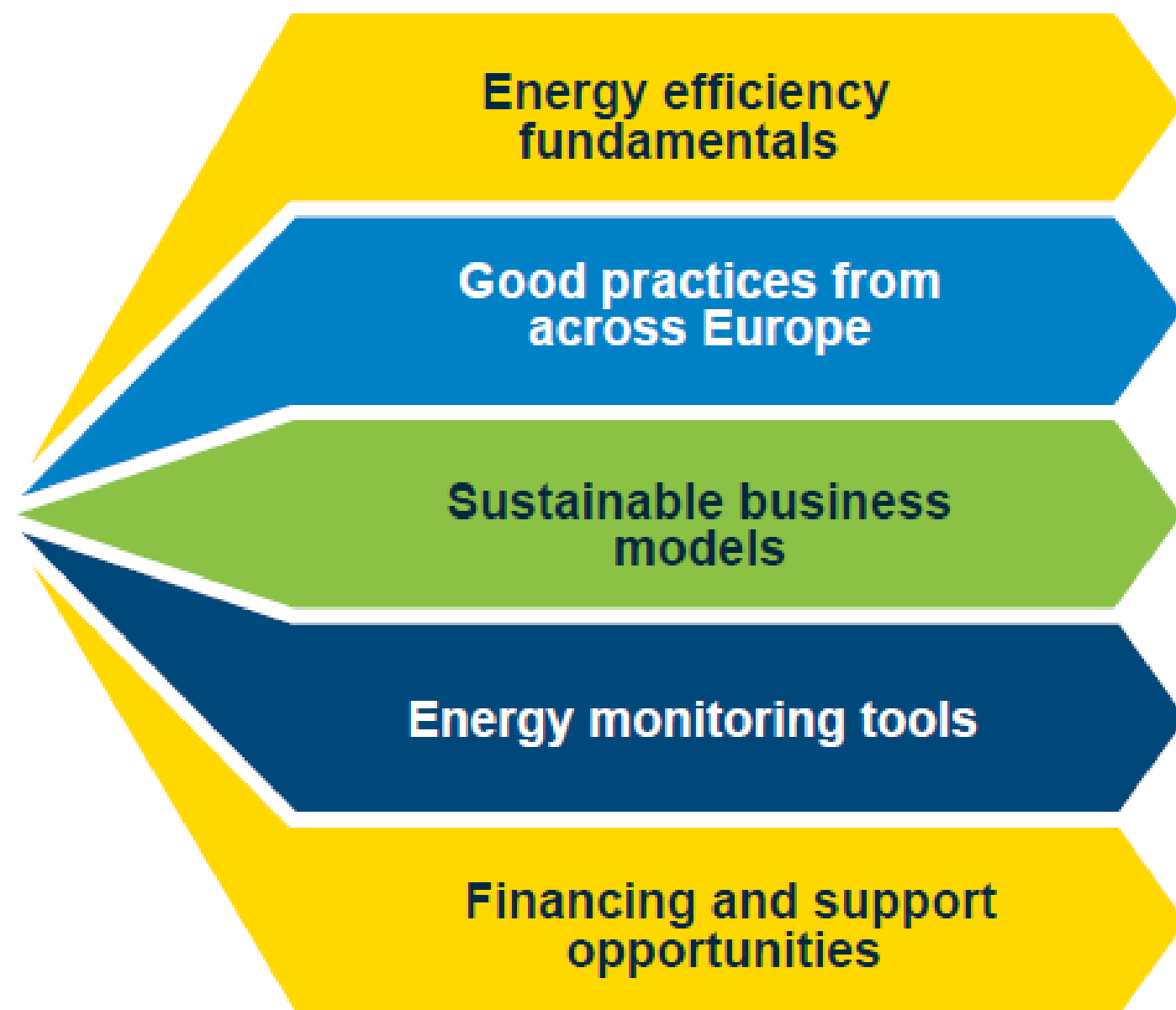
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- **All contribute to the overall environmental impact of the sector. As a result, businesses cannot always achieve meaningful improvements on their own.**
- **Significant opportunities for improvement exist both within hospitality businesses and across their wider supply chains.**



EnergyEfficiency4HORECA
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- The findings generated by the project were transformed into practical materials designed to help businesses take action.
- Businesses are more likely to act when information, tools, and guidance are practical, accessible, and tailored to their needs.



EnergyEfficiency4HORECA
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Key Results



38

**Training sessions
delivered**

Supporting knowledge and
skills development



581

**Companies
engaged**

Across project activities



628

**Professionals
trained**

Latvia · Spain · France · Italy



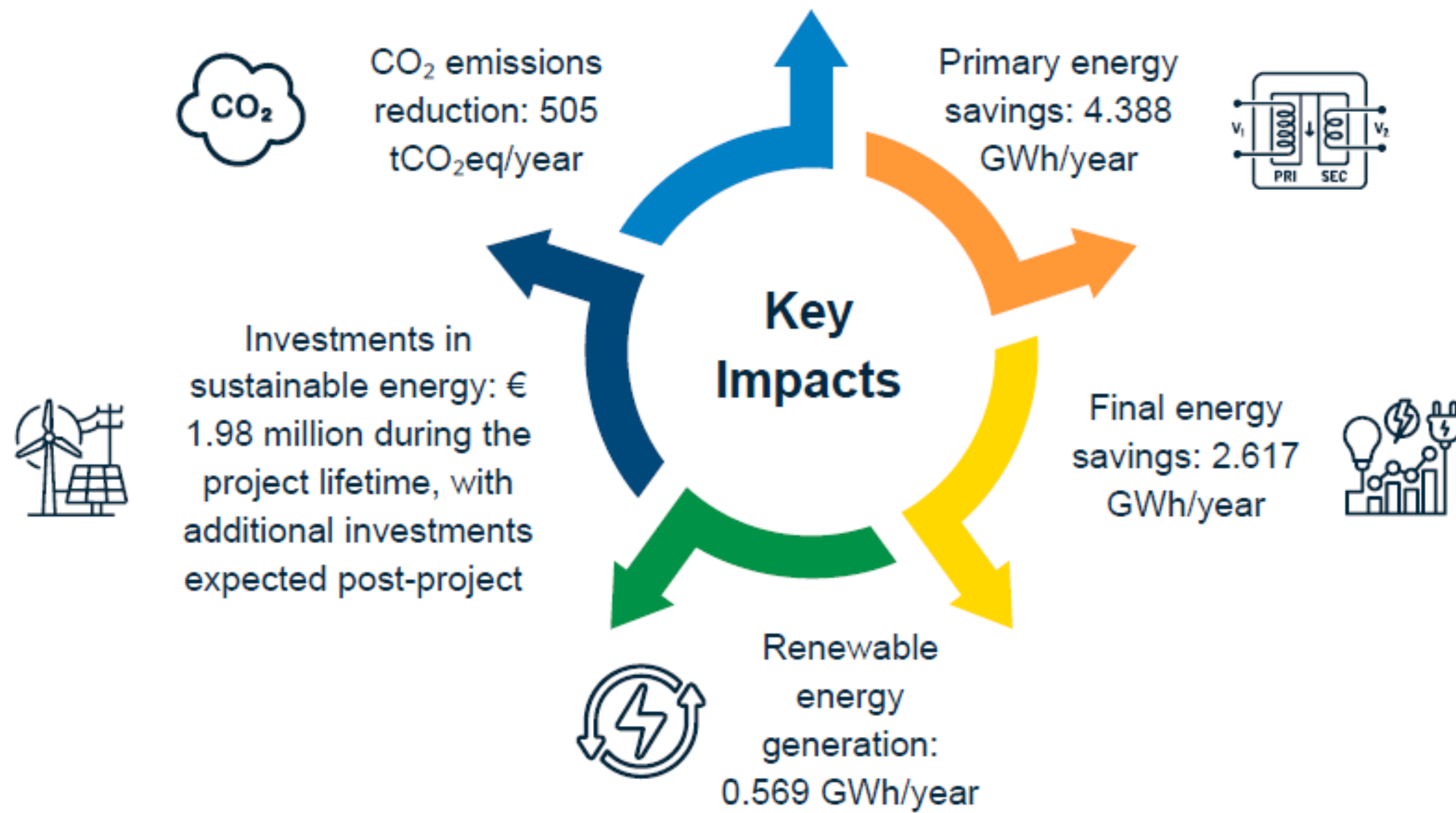
107

**Stakeholders
consulted**

Through working groups
and living labs



Key Impacts





Key lessons



COLLABORATION

Businesses cannot act alone

Value-chain cooperation accelerates the clean energy transition.



ENABLING ECOSYSTEMS

Intermediaries help SMEs act

Chambers, associations and support organisations connect businesses with expertise and opportunities.



Business Value

Energy efficiency creates value

Delivers cost savings, competitiveness and resilience.



CAPACITY BUILDING

Skills matter as much as technology

Practical training and trusted guidance drive implementation.



FINANCING

Interest exceeds investment capacity

Financial, ownership and operational barriers continue to slow uptake.

ENERGYEFFICIENCY4HOREC

A Thank you for your attention.



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almora@eurochambres.eu

III. Bringing Energy Efficiency to LIFE

AENEAM Project

Sara Botti,
Innov'Alliance



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AENEAM

Agri-food Efficiency with New Energy Audit Measures

A European LIFE project
2024 – 2026

The Taste of Energy Efficiency
07 October 2026

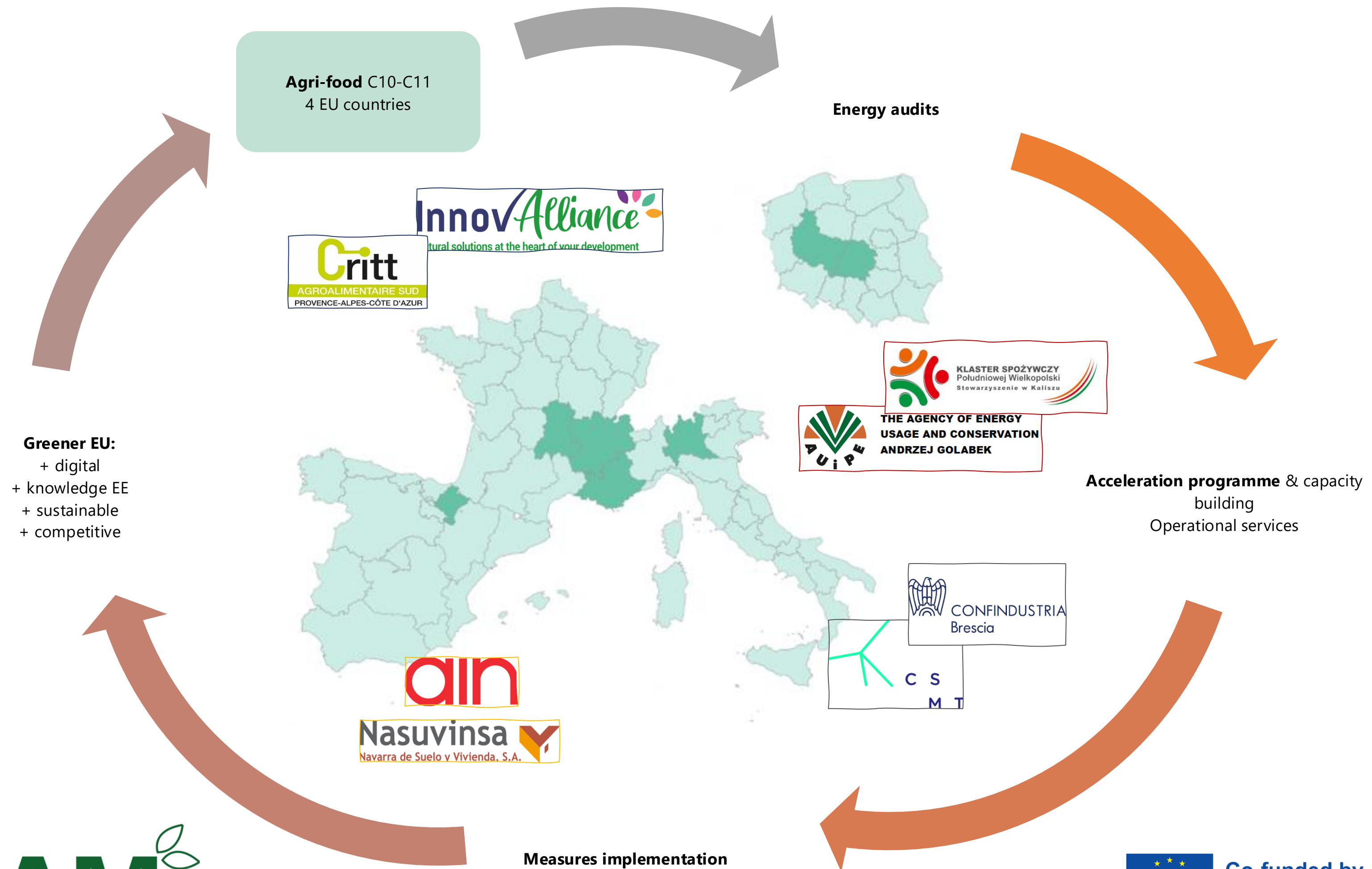
Sara BOTTI, European projects manager @ Innov'Alliance

General information

- LIFE-2022-CET-BUSINESS project
- Grant N°101120618

The AENEAM project aims to **accelerate** the transition of the EU **agri-food industry** towards a sustainable growth model by increasing the **uptake** of recommended measures from **energy audits**

- **Duration:** 36 months (January 2024 – December 2026)
- **Budget:** 1.58 million €
- **Grant:** 95% funding rate



Aims

- **energy audits for agri-food companies**
- high-impact **monitoring**
- specialized **workshops** for re-skilling and enhancing the skills of energy technicians
- **green impact strategy** at corporate culture and communication
- steady network immersion
- access to **investors** and public funding
- digital solutions at **seminars** and **demonstrations**

Objectives

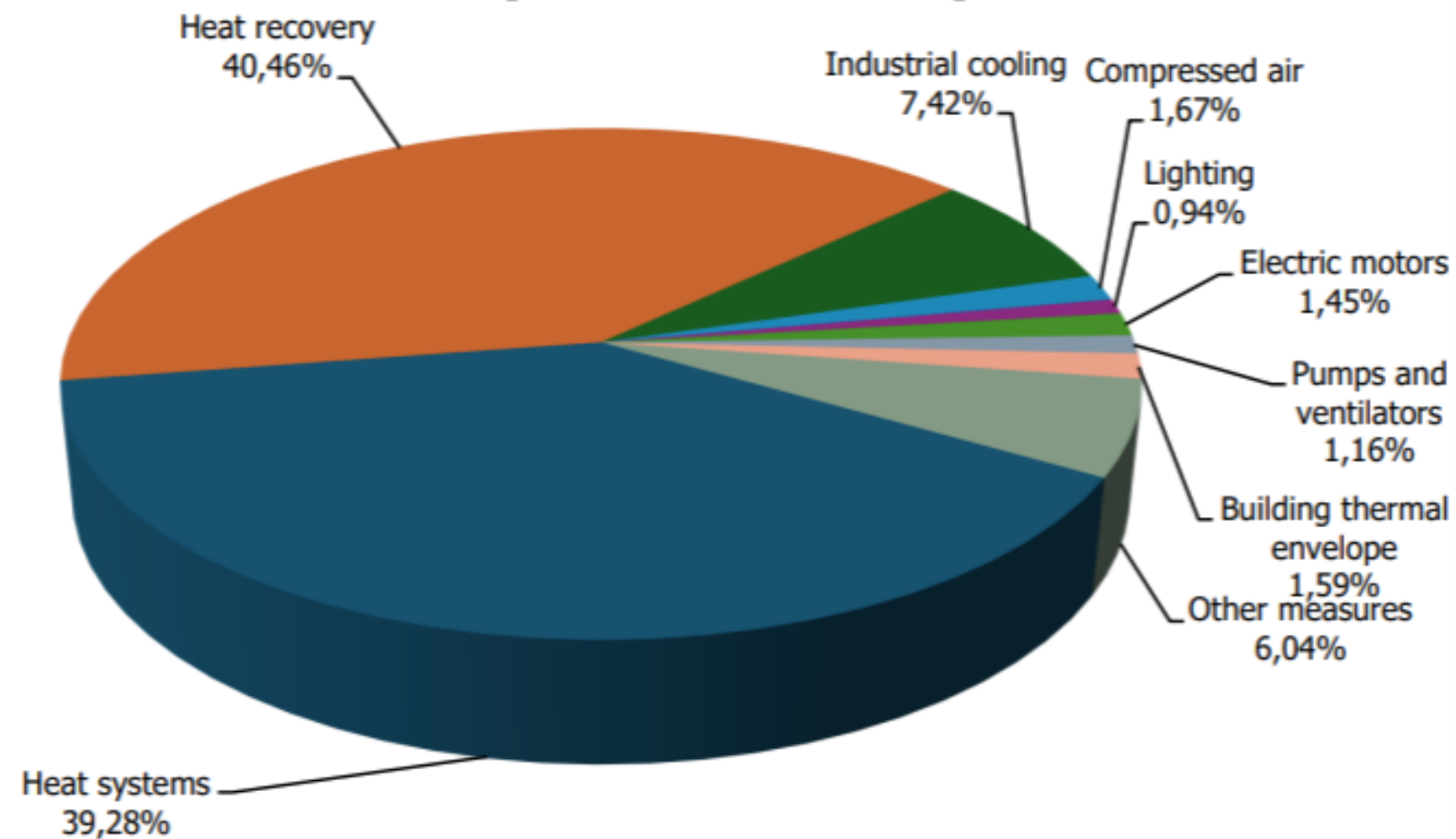
- 104 companies benefitting from **direct support**
- 80 **energy audits** carried out within the project
- 150 energy auditors and stakeholders with improved knowledge and skills
- 600 company staff with **improved knowledge and skills**
- 50% increased rate of transformation of energy audits into **concrete measures implementation**
- Operation support as a service
- Capacity building: training and enhancement of corporate energy culture
- Re-skilling and **green impact strategy**
- Direct operational support to **four local pilots**

1. Methodology and Energy Audits

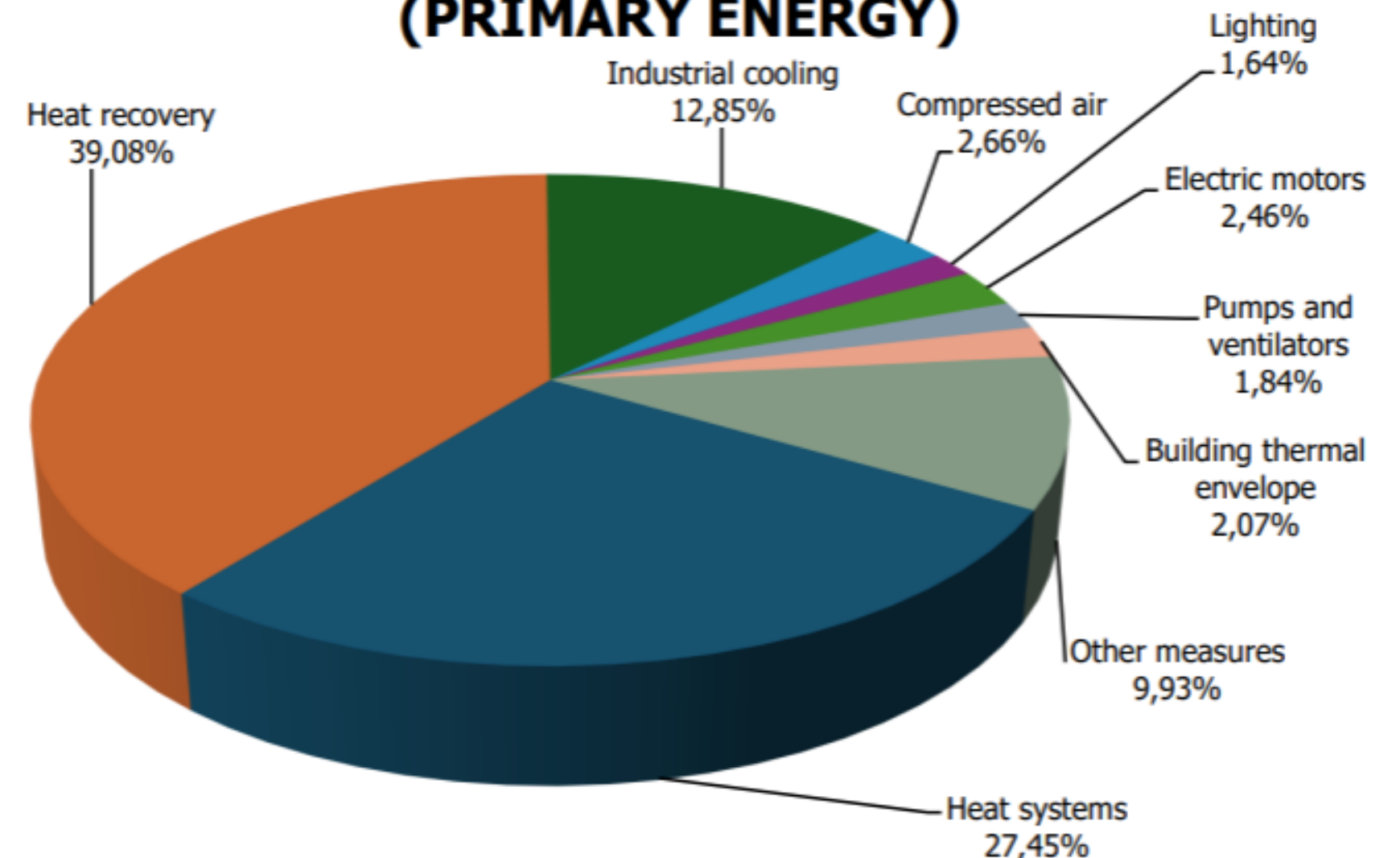
- Adaptation and standardisation of materials, tools and methodologies applied by the consortium in the project
 - Common methodology for audits based in European Standard EN 16247
 - Development of a [best available technologies database](#)
 - Identification and involvement of stakeholders, **performance of the energy audits**
 - 80 companies audited across the project (20 companies per country)
 - Average total final energy use of 5,68 GWh, average total primary energy use of 8,90 GWh
 - Top recommended energy saving measures (highest potential final+primary energy savings): heat systems, heat recovery, industrial cooling, compressed air

1. Methodology and Energy Audits

**ENERGY SAVINGS MEASURES BY TYPE
(FINAL ENERGY)**



**ENERGY SAVINGS MEASURES BY TYPE
(PRIMARY ENERGY)**



1. Methodology and Energy Audits

Gross amortization period (in years)	N° measures	Final energy saving (GWh/y)	%
<1 year	140	10,445	15,70%
<3 years	279	25,548	38,40%
>3 years and <5 years	87	23,294	35,00%
>5 years	115	16,547	24,00%

Potential energy savings from proposed measures represent **14,6% of the total consumption** of the companies involved in the project

The measures proposed with **less than 1-year gross amortization** periods represent a **saving of more than 15,7% of the total savings proposed**

The **proposed measures** to reduce consumption in **heat recovery** represent a **significant saving** in relation to the total proposed savings (**40%**). The **gross amortization** period of this investment is **less than 2,3 years**

Implementation of **renewable energies** (mainly photovoltaic in our project) have **gross amortization** periods of **more than 6 years**, which is an **important barrier** to installation

The measures proposed with **less than 3-years gross amortization** represent a **saving of more than 38,4% of the total savings proposed**

2. Acceleration Programme

- Planning and implementation of our acceleration programme for SMEs undergoing energy audits to enhance their capacity, knowledge, and staff skills, supporting effective energy-saving measures
 - Roadmap development
 - Tailored local pilot roadmaps
 - Training sessions
 - Green communication plan methodology
 - Business plans support
 - Monitoring of [financing opportunities](#)
 - [Digital technologies](#) surveying



2. Acceleration Programme

- Key outcomes:

Webinar sessions	Spain	Italy	Poland	France	Total
N° of participants in sessions	379	2.630	999	261	4.269
N° of sessions	38	30	29	22	119
Replay sessions					
N° of video replay viewers*	599	2.802	1.647	581	5.629
N° of video replay sessions	34	22	14	12	82
Total (webinar + replay)					
N° of participants + views*	978	5.432	2.646	842	9.898
N° of sessions	72	52	43	34	201
N° of hours	111	94	67	50	322

Project aim:

600 participants
120 sessions
260 hours of sessions

Feedback on sessions:

High satisfaction scores, with:
Average 4,7/5 on Expertise
Average 4,2/5 on Usefulness

*last updated on 02/2026

2. Acceleration Programme

- Key conclusions:

The Intermediary Asset: Training consultants and engineers ensures knowledge permeates the sector **long after the project ends**

Legacy: permanent digital archives on YouTube provide a **continuous resource** for the agri-food industry

Flexibility is Key: a "one-size-fits-all" approach is **ineffective** in a **multicultural context**

2. Acceleration Programme

- Key conclusions:

Italy: **Mass dissemination** worked best through **strategic synergies** with the **Order of Engineers** and trade fairs (Futura Expo)

Spain: Programme adapted for a **high-intensity schedule** with a focus on "coaching/niche workshops" for **targeted technical support**

Poland: Strong preference for **in-person sessions integrated into existing** Cluster/Chamber of Commerce **meetings**

France: Communication and targeted themes such as **decarbonization** of **heat/steam, green communication**; shifted to **asynchronous mode** to overcome SME time constraints.

3. Implementation of Measures

- Direct operational support to companies as a service
 - Individual support:
 - 12 companies (three per country) selected to design individual undertaking of measures
 - 8 SMEs (two per country) **to implement the ISO 50.001 Standard**
 - 8 SMEs (two per country) **to implement the Energy Monitoring Systems EMS**
 - 80 companies (20 per country) with a carbon footprint calculation
 - Collective measures:
 - **4 local pilots** (one per country) implementing local design procedures

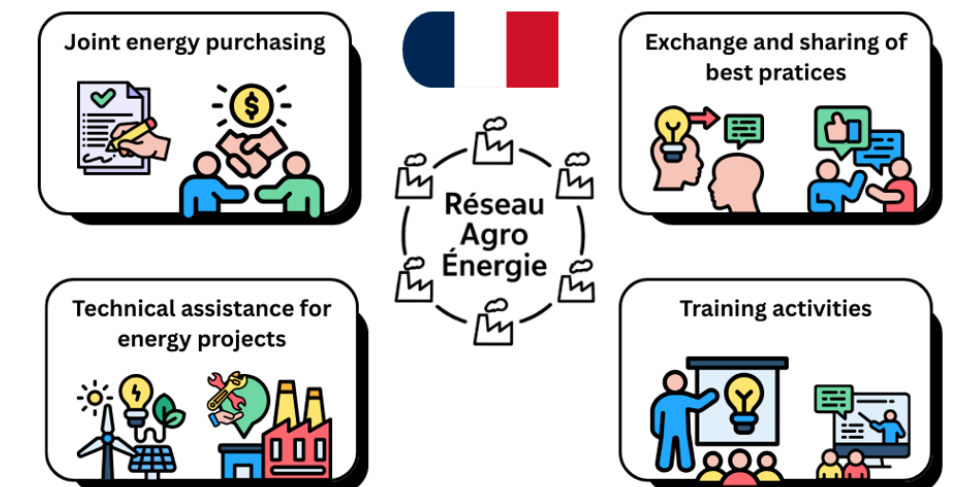
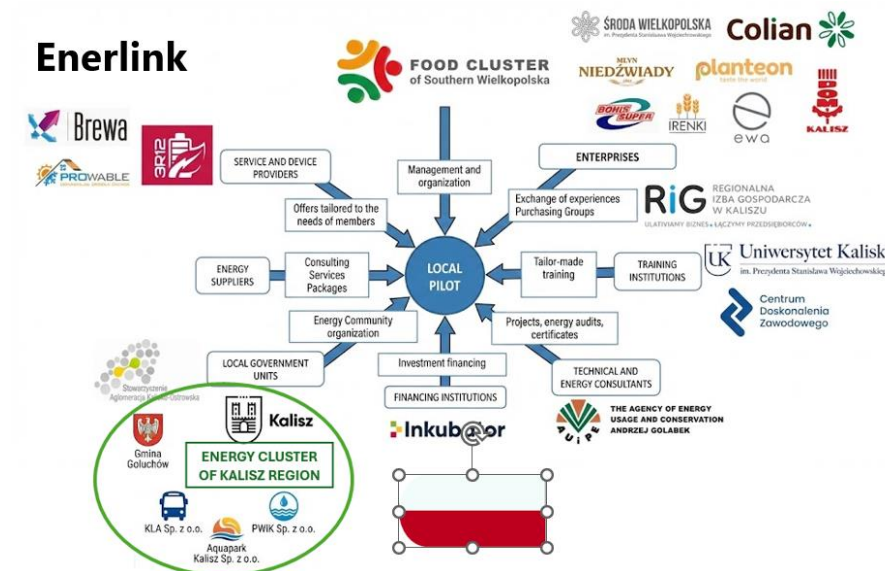
3. Implementation of Measures

- Key outcomes so far on the technical assistance for individual measures:

Measure	Total implemented	Progress	N°	Funding	N°
Compressed air distribution	2	Completed	23	National/local funds	5
Compressed air production	4	In progress	10	Own money (incl. debt financing)	21
Electric motors	4				
Heat distribution	2	Resignation	11	Tax relief	1
Heat production	4				
Heat pumps	0			Other (energy certificates)	6
Lighting	1				
Other	4				
Production devices	1				
PV	5				
Recapturing heat	3				
Technological cooling system	3				
Total général	33				

3. Implementation of Measures

- Direct operational support to companies as a service
 - Individual support
 - Collective measures
- **4 local pilots** (one per country) having implemented local design procedures:
 - Design and development of energy community within industrial areas (Spain, Poland)
 - Energy club: joint purchasing, coaching & feedback, training (France)
 - Deployment of renewable energy sources (Italy)
 - Setting up common activities such as purchasing energy (Poland)



Testimonials

SUCCESS STORY

“ Finding new savings in an already optimised factory ”

 Saint Sauveur de Montagut - France  Terre adélise

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SUCCESS STORY

“ Making energy efficiency achievable for SMEs ”

 Brescia - Italy  Ordine Ingegneri Brescia

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SUCCESS STORY

“ 6% energy savings, a long-term strategy ”

 Calvisano (BS) - Italy  Agroittica Lombarda SPA

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SUCCESS STORY

“ From intuition to data-driven energy management ”

 Sobota - Poland  Międzychód Nowicka Sp. z o.o

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SUCCESS STORY

“ From energy audit to €110,000 in annual savings ”

 Pontevico - Italy  Le Caselle SpA

AENEAM  Co-funded by the European Union

Recommendations at EU and local level

- **At EU level:** 10 recommendations developed by the AENEAM project partners for European decision-makers, public authorities, and stakeholders committed to building a more competitive, resilient, and sustainable agri-food sector. 3 strategic priorities:
 - **Improve the quality and implementation of energy audits:** strengthen the quality, consistency, and effective application of energy audits and their recommendations.
 - **Accelerate industrial electrification and energy system readiness:** support the phase-out of fossil fuels through process electrification, grid development, energy storage solutions, and flexibility mechanisms.
 - **Scale up energy communities and collective energy solutions:** foster greater cooperation among companies through energy sharing, collective self-consumption, and the development of industrial energy communities.
- At country level (under publication)

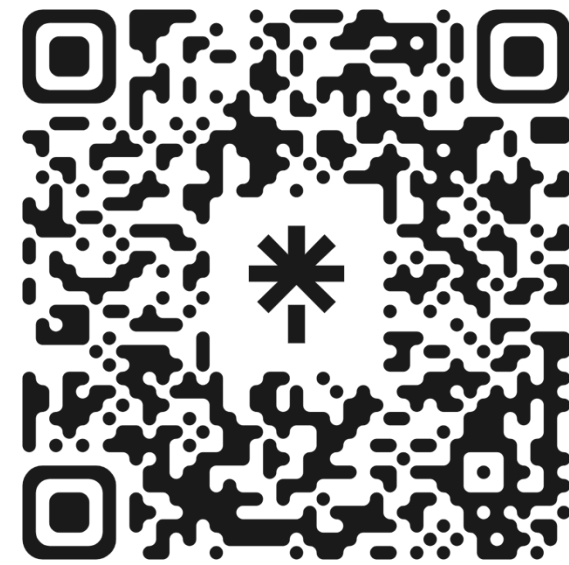


Conclusions

- Key figures on energy consumption and energy distribution in the agri-food sector
- Short-term actions with significant energy and economic benefits, which can be replicated across other companies in the sector
- The need to support SMEs and improve access to technical and financial solution

Thank you for your attention

For more information about the project, see:



[@AENEAM-project](#)



pole-innovalliance.com/en/aeneam-about-project



[@AENEAM_project](#)



[Nancy Tarjenian Astour](mailto:Nancy.Tarjenian.Astour)

This support is part of the project N°101120618 / AENEAM which has received funding from the European Union's LIFE program (2021-2027).

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III. Bringing Energy Efficiency to LIFE

CEN CENELEC

Rod Janssen,
On behalf of Ettore Piantoni, CEN
CENELEC



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EENOVA FINAL EVENT

BRIDGING TECHNICAL ENERGY EFFICIENCY IMPROVEMENT AND CORPORATE FINANCIAL VALUATION OF ENERGY AND NON-ENERGY IMPACTS

•

120

*JT 014023: VALUES AND BENEFITS OF DECARBONIZATION AND ENERGY
PERFORMANCE ACTIONS. A GENERAL FRAMEWORK FOR ASSESSMENT*

EENOVA FINAL EVENT

0-7/10/2026

E. Piantoni on behalf of JTC 14 WG4

The Problem: Why sound technical energy efficiency projects or decarbonization plan get deferred



TECHNICAL SIDE: ENERGY TEAM PERSPECTIVE

- **Energy Saving Metrics**
Focusses on kWh saved per year and direct utility cost reduction and incentives
- **Pay back**
or NPV calculation against KPI based on energy consumption
- **Audit evidence**
Technical data drawn from En 16247 or ISO 50001 EnMS

BOARD and STAKEHOLDERS SIDE (Investment Committee)

- **Margin & Operations**
How does the project impact operational margin, cash flow production uptime, product quality
- **Risk Management**
Which operational and regulatory risks are eliminated and which risks are created?
- **Financial Rating, Taxonomy, CSRD, ESRS, VSME**
How does this land in Corporate balance sheet, credit ratings, Taxonomy, CSRD/ESRS/VSME reporting

Integration of Energy efficiency first principle in the organization Governance



- i. Sustainable value generation:
 - a. Innovation
 - b. Energy Transition, climate mitigation, adaptation
 - c. Double materiality assessment and working plan

C Suite

ENERGY EFFICIENCY IMPROVEMENT OR TRANSITION/DECARBONIZATION PLAN HAS TO DELIVER BENEFITS FOR INTERNAL AND EXTERNAL STAKEHOLDERS OF THE UNDERTAKING ORGANIZATION

h. Governance



- iii. Conformity
 - a. Legislative provisions
 - b. Regulatory provisions
 - c. Activity specific regulations

C Suite + Stakeholders



Stakeholder

EU Energy Policy Mandates (EED & Cost-Benefit Guidelines)

- EED (EU) 2023/1791 Art. 11(7): Member States shall support SMEs in quantifying the multiple benefits of energy efficiency measures.
- Recommendation (EU) 2024/2002 & 2026 CBA Guidelines: Enforces the 'Energy Efficiency First' principle by explicitly requiring non-energy cost-benefit evaluation beyond classic simple payback.

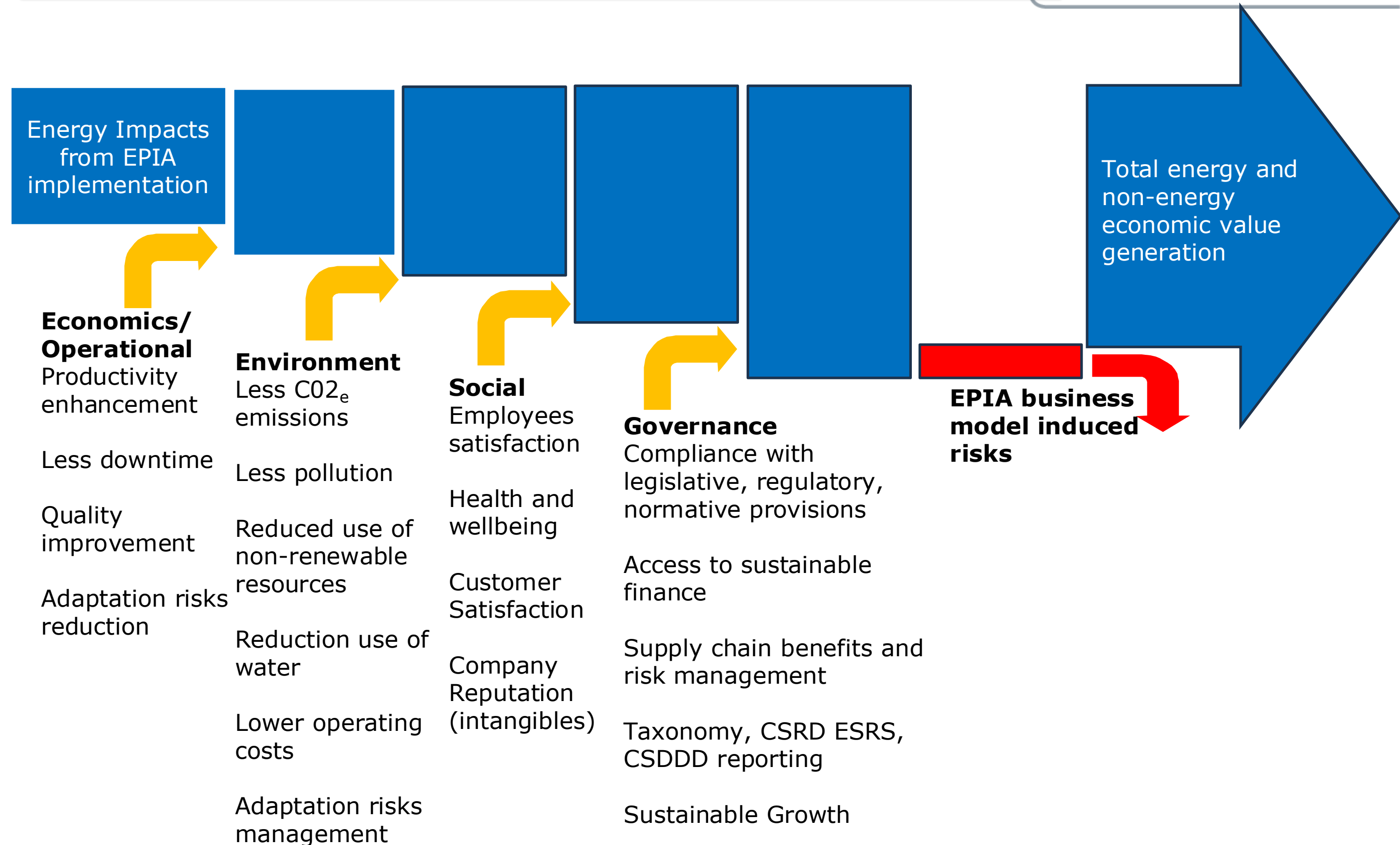
Sustainability & Financial Disclosures (CSRD · ESRS · EU Taxonomy · CSDDD)

- Existing Gap: Non-energy impacts (environmental, operational, risk reduction) are legally reportable under CSRD/ESRS, but lacked a standardized, auditable quantification methodology.
- CEN CENELEC JT014023 establishes the missing operational bridge between upstream energy audits (EN 16247/ISO 50001) and downstream financial valuation standards (EN 17463 / VALERI).

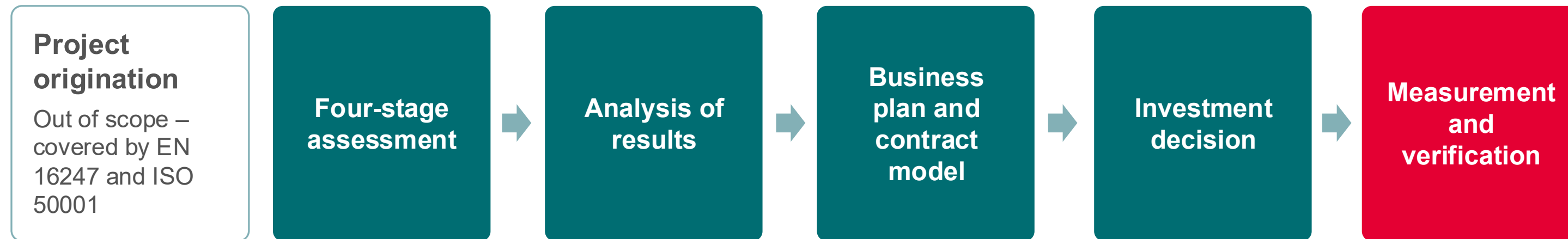
Why a Standard and not another methods

ONE SINGLE LANGUAGE	REPEATABLE AND SCALABLE	TRANSPARENT AND VERIFIABLE	REFERENCEABLE
Establishes harmonized terms, categories and boundaries across the organization (Private or PA), and financial institutions	Defines a framework with key requirements replacing custom, non standardized consulting exercises	Set clear rules for ex ante assessment and mandatory ex post verification against declared KPIs open to third party verification	Can be used in contracts, tenders, due diligence, reporting and disclosure

The business value of the standard



The Framework: one process from origination to verification



The standard covers everything after the measure has been identified – including what happens after the money is spent.

Non-energy benefits claimed ex-ante have to be measured ex-post, against the same indicators, for the lifetime of the measure.

Who runs it

The organisation itself, an ESCo, a consultant or a rating agency – signed off by management

What it produces

A business plan with energy and non-energy cash flows, a risk allocation and an M&V plan

Where it lands

A documented investment decision: approve, defer or reject – with reasons on the record

STAGE 1

Context & Scope

Identify internal and external stakeholders. Map potential energy and non-energy impacts, screening for materiality.

STAGE 2

Energy & Operations

Establish correlation mapping: Energy carriers → Energy uses → Processes → Operational KPIs across the facility.

STAGE 3

Competitive Advantage

Evaluate impact on core business capabilities using the framework : Value proposition, cost structure, and risk mitigation.

STAGE 4

Financial Valuation

Monetise qualified energy and non-energy cash flows into NPV, IRR, and payback metrics in compliance with EN 17463.

Non-energy impact from Chiller substitution
with high efficiency unit & lower GWP
Value creation for internal stakeholders



Operations

Cooling-tower load reduction, chilled-water availability, and process stability enhancement.

Sales & Marketing

Increased production throughput, lower downtime, and reduced scrap rate improving product delivery.

Human Resources

Elimination of hazardous F-gas risks, enhanced workplace safety, and improved thermal comfort.

Finance & C-Suite

Lower Capex/Opex lifecycle costs, accelerated project return, and improved credit rating transparency.

Sustainability

F-gas regulation compliance, positive EU Taxonomy alignment, and direct ESRS ESG disclosure data.

IT & Infrastructure

Enhanced data-centre cooling reliability and improved Power Usage Effectiveness (PUE) metrics.

1. Direct Cash Flow Monetisation

- Description: Direct market value, avoided costs, or contractual savings (EPC Contracts)

2. Market Based Impacts Monetisation

- Description: Quantifiable operational impacts with fully documented assumptions.

3. Qualitative / Non-Monetisable Impact

- Description: Impacts without robust financial valuation proxies. Intangibles

1) Multiple benefits intensity ratio (MBIR)

Sum of non-energy impacts and energy impacts over the project lifetime relative to the total investment

$$MBIR = \sum_1^n ((NonEnergyImpacts(€) + EnergyImpacts(€))/TotalInvestment(€))$$

2) Non-energy impacts ratio

Sum of non-energy impacts relative to the sum of non-energy impacts and energy impacts over the project lifetime

$$MBR = \sum_1^n NonEnergyImpacts(€) / \sum_1^n (NonEnergyImpacts + EnergyImpacts(€))$$

CURRENT

WG 4 Finalisation

Draft being finalized
within Working
Group 4.

NEXT STEPS

CEN Enquiry & Vote

Public Enquiry via
national standards
bodies followed by
Formal Vote & EN
publication.

Standard Publication Summer 2027

Thank you
epiantoni1@gmail.com

III. Bringing Energy Efficiency to LIFE

Q&A

Sister projects



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III. Bringing Energy Efficiency to LIFE

Panel discussion

moderated by Dusan Jakovljevic,
EEIP



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III. Bringing Energy Efficiency to LIFE

Thank you for coming !



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