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# Annex

## Annex I – List of Interviewees

- Alaimo, Stefano (GME) Personal interview, 14 July 2008, Rome, Italy.
- Arnaud, Patrick (GDF Suez) Personal interview, 28 November 2007 in Paris, France.
- Audero, Valter (AES spa) Personal interview, 16 July 2008 in Turin, Italy.
- Baudry, Paul (EDF) Personal interview, 28 November 2007 in Paris, France.
- Becchis, Franco (University of East Piedmont), Personal interview, 15 July 2008, Turin, Italy.
- Bertoldi, Paolo (DG JRC) Personal interview, 11 July 2008, Ispra, Italy.
- Biddle, Phil (E.on Energy) Personal Interview, 10 March 2008, Nottingham, United Kingdom.
- Bodineau, Luc (ADEME) Telephone interview, 12 December 2007.
- Bourru Lacouture, Patrice (Ecofioul) Personal interview, 20 November 2007 in Paris, France.
- Capozza, Antonio (Cesi Ricerca) Personal interview, 2 July 2008, Milan, Italy.
- Chambers, Paul (DEFRA) Personal interview, 8 March 2008, London, United Kingdom.
- Civati, Massimo (Elyo) Personal interview, 23 October 2008, Milan, Italy.
- Ferreiro, Giovanni (Italgas) Personal Interview, 16 July 2008, Turin, Italy.
- Giraudet, Louis-Gaëtan (CIRED) Personal interview, 13 November 2007 in Paris, France.
- Genier, Roland (ATEE) Personal interview, 23 November 2007 in Paris, France.
- Hargreaves, Charles (Ofgem) Personal interview, 28 February 2008, London, United Kingdom.
- Klevnas, Per (NERA Consulting) Personal interview, 27 February 2008, London, United Kingdom.
- Labanca, Nicola (Politecnico di Milano) Personal interview, 18 July 2008, Milan, Italy.
- Lees, Eoin (Consultant, formerly Energy Saving Trust) Personal interview, 5 June 2009, La Colle Sur Loup, France.
- March, Russell (Green Alliance) Personal interview, 6 March 2008, London, United Kingdom.
- Marsh, Keith (Energy Saving Trust) Personal interview, 26 February 2008, London, United Kingdom.
- Monjon, Stéphanie (ADEME) Personal interview, 19 November 2007, Paris, France.
- Mundaca, Luis (Lund University) Personal interview, 5 June 2009, La Colle Sur Loup, France.
- Oikonomou, Vlasis (University of Groningen) Personal interview 3 June 2009, La Colle Sur Loup, France.

- Pavan, Marcella (AEEG) Personal interview, 9 July 2008, Milan, Italy.
- Rabany, Bertrand (DGEMP, MEDAD) Personal interview, 26 November 2007, Paris, France.
- Rezessy, Silvia (DG JRC) Personal interview, 11 July 2008, Ispra, Italy.
- Russolillo, Daniele (Fondazione per l’Ambiente), 15 July 2008, Turin, Italy.
- Thénoz, Jocelyn (EDF) Personal Communication, 15 November 2007 in Paris, France.
- Wheatley, Megan (UK Business Council for Sustainable Energy, UKBCSE), Personal interview, 11 March 2008, London, United Kingdom.

## **Annex II – List of Conferences and Workshops with Participatory Observation**

- 22 October 2008: Workshop ‘White Certificates: the Italian experiences gained in regulation, monitoring & verification and electricity market context’, organised by IEA and Cesi Ricerca, Milan, Italy.
- 21 November 2008: Colloque national et européen – Les certificats d’économies d’énergie: bilan et perspectives; 1ere Semaine des energies renouvelable, du bâtiment et de la maîtrise de la demande en énergie (National Workshop on WCI during the First Conference in Renewable Energies, Buildings and Management of energy demand) organised by ADEME, Paris, France.
- 30 March – 1 April 2009: JRC Workshop on white certificates, utility and supplier obligations, Brussels, Belgium.
- 1 – 6 June 2009: ECEEE Summer Study La Colle Sur Loup; Participatory observation especially at the following workshops: ‘Energy company obligations to save energy in Italy, the UK and France: what have we learnt?’ on 4 June 2009; informal session on WCI organised by Paolo Bertoldi on 5 June 2009;
- 10 December 2009: Workshop ‘Klimaschutz durch Energieeffizienz in der EU und Deutschland’, organised by the Federal Ministry for the Environment, Nature Protection and Nuclear Safety, Berlin, Germany
- 27 – 28 January 2011: JRC Workshop on experiences and policies on energy saving obligations and white certificates, Varese, Italy.

## **Annex III: Questionnaire template France**

### **L’Introduction du dispositif des Certificats d’Économie d’Énergie (Certificats Blancs) dans des pays de la Communauté Européenne**

#### Introduction

- Pourriez-vous vous présenter brièvement, s’il vous plaît? Quelle est votre carrière professionnelle?

- Quelle a été votre implication dans le processus politique de conception et de mise en oeuvre du dispositif des certificats d'Economies d'Energie ?

#### Raison de l'introduction du dispositif de CEE

- Quels sont, à votre avis, les objectifs visés par ce dispositif? Lesquels sont les plus importants pour expliquer l'introduction du dispositif de CEE?
- Pourriez-vous citer les raisons de l'introduction du dispositif de CEE, SVP? Est-ce que la politique énergétique de l'Union Européenne a joué un rôle ? Idem pour les exemples de l'Angleterre et de l'Italie ? Lesquelles ont été les plus influentes pour expliquer l'introduction du dispositif de CEE?

#### Les acteurs et le processus politique

- Quand plus précisément l'idée d'introduire des CEE en France est apparue (sur votre agenda)? Qui a avancé l'idée d'introduire ce dispositif ?
- Pourriez-vous, SVP, caractériser le processus décisionnel ? Sa mise en place a t'elle été simple ou bien a t'elle été source de conflits?
- Quels étaient les intérêts discutés les plus opposés ? Quels en étaient leurs défenseurs ?
- Qui furent les gagnants et les perdants de cette introduction des CEE en France ?
- En résumant: Dans un cadre de politique énergétique, considérez vous le processus politique de conception et de mise en oeuvre du dispositif des CEE comme typiquement français ? Pourquoi ?

#### Les CEE - un nouveau dispositif dans le domaine de la politique énergétique ?

- Considérez-vous le dispositif des CEE en France comme un dispositif innovant et nouveau dans le domaine de la politique énergétique? Pourquoi ?
- Marché ou régulation ? Où est-ce que vous placeriez les CEE ? Pourquoi ?
- Quelle est la caractéristique des CEE en France la plus importante à vos yeux ?
- Quelle est l'importance de l'instrument CEE comparativement à d'autres instruments de politique énergétique dans ce domaine ?

#### Développements actuels

- À votre avis: Quels sont les développements actuels, est-ce que le dispositif de CEE a atteint ses objectifs ?

## **Annex IV: Questionnaire template Italy**

### **The White Certificates Scheme in Italy**

#### Introduction

- Could you please introduce yourself briefly? What is your professional background?
- What has been your implication in the political process of creating, introducing and implementing the White Certificates Scheme?

#### Political discourse

- What is the underlying political discourse of introducing the White Certificates Scheme (e.g. climate change, security of supply)? Has this goal been changing while developing the instrument?
- Why has this instrument been chosen instead of others? Have alternatives been discussed? At what stage of the political process?
- Where did the idea to introduce a White Certificates Scheme stem from?
- Have there been exchanges between experts of other countries with similar policy approaches? How would you characterise this exchange? (E.g. continuous vs. selective?)
- Have policy developments on the European level been influencing the further development of the White Certificates Scheme in Italy? In what way?

#### Actors and the political process

- Who has been the main advocates promoting the establishment of a White Certificates Scheme with an energy saving obligation for distribution companies?
- How did the distribution companies respond to the idea of introducing a White Certificates Scheme?
- What have been the biggest controversies between the actors affected by this policy instrument? Who were those actors?
- Do you think that actors changed their preferences towards the instrument? In what way? What explains the delay of implementing the White Certificates Scheme?

The design of the policy instrument and its relative importance

- What is, to your opinion, the most important characteristic of this policy instrument? (E.g. obligation, focus on households, market-elements?) Why?
- What is the relative importance of the White Certificates Scheme in comparison to other energy efficiency instruments in Italy?
- Would you consider the Italian energy efficiency policy instruments as coherent and comprehensive?

Current developments

- To your opinion, what will be the future relevance of the White Certificates Scheme in the context of
  - Climate change policy? (national/ European/ international level)
  - Supporting new technologies?
  - Energy security
  - Other objectives?

To your opinion, is there room for linking the White Certificates Scheme to other schemes (e.g. green certificates? Creating a European market?)

## **Annex V: Questionnaire template United Kingdom**

### **The Energy Efficiency Commitment in the United Kingdom**

Introduction

- Could you please introduce yourself briefly? What is your professional background?
- What has been your implication in the political process of creating, introducing and implementing the Energy Efficiency Commitment?

Political discourse

- What is the underlying political discourse of introducing the EEC (e.g. climate change, fuel poverty)? Has this goal been changing while developing the instrument towards CERT?
- Why has this instrument been chosen instead of others? Have alternatives been discussed? At what stage of the political process?

- Have there been exchanges between experts of other countries with similar policy approaches? How would you characterise this exchange? (E.g. continuous vs. selective?)
- Have policy developments on the European level been influencing the further development of the energy saving obligation in the UK? In what way?

#### Actors and the political process

- Who has been the main advocates promoting the establishment of an energy saving obligation for energy suppliers?
- What explains the continuous support of the EEC by the energy suppliers?
- What have been the biggest controversies between the actors affected by this policy instrument?
- Do you think that actors changed their preferences towards the instrument? In what way?

#### The design of the policy instrument and its relative importance

- What is, to your opinion, the most important characteristic of this policy instrument? (E.g. obligation, cost-recovery, focus on households, focus on priority group, market-elements?) Why?
- What is the relative importance of the EEC/ CERT in comparison with other energy efficiency instruments in the UK?
- Would you consider the British energy efficiency policy instruments as coherent and comprehensive?

#### Current developments

- To your opinion, what will be the future relevance of the EEC/ CERT in the context of
  - Climate change policy? (national/ European/ international level)
  - Supporting new technologies?
  - Alleviating fuel poverty?
  - Other objectives?
- Do you see a tendency for the EEC/ CERT or future white certificates schemes to substitute other policy instruments?
- To your opinion, is there room for linking the CERT to other schemes (e.g. quota for renewable energy? Creating a European market?)

## Annex VI: Exemplary sheets used to document participatory observation

### Analysis of a Panel Discussion on WCI with regard to policy instrument's mode of action

30 March – 1 April 2009: JRC Workshop on white certificates, utility and supplier obligations, Brussels, Belgium.

| Expert             | Coercion                                      | Flexibility  | True Hybrid |
|--------------------|---|--|-------------|
| EU Administration  | supplier obligation                           | Market-based approach; “One of the beauty of white certificates is to pick market forces.”   |             |
| EU Administration  |   | Cost-effectiveness   |             |
| UK, Administration | The [first] system consisted mainly of a levy | this MBI [since 2002] lead to “scatter-gun” approach: pick the least-cost options first  |             |
| IT, Administration |   | trading is a central element in the scheme;<br>“if you chose a MBI than leave the market work”;<br>“enhance market-liquidity as far as it is possible”;<br>“obligation also to suppliers, eligible project expanded to include also soft |             |

|                    |  |   |  |
|--------------------|--|---|--|
|                    |  | measures such as behavioural”; ESCOs are e.g. not there in the UK and in France. She asks: “Why put a market-mechanism in place if not the basic elements of the market work?” → public applauded |  |
| FR, Administration | “The market is of marginal importance, the suppliers do themselves”  |   | (tax credit: biggest financial contribution, TWC networking and informational aspects important). “ESC makes it possible for the tax credit to be effective” |
| PL, Researcher     |  | “we have all sorts of certificates, black, green, red, why not have white?”   |  |
| US, Consultant     | He doesn’t think that it is all about trading. Rather, it is allowed that states have their own tougher targets. Trading |   |  |

|                     |   |   |   |
|---------------------|---|---|---|
|                     | would disincentive this.  |   |   |
| DK, Consultant      |   | no additionality requirements   | Subsidy part of the utility obligation on one end<br>Audit/ Information on the other end; economic instrument that started as a voluntary agreement |
| IT, Energy Industry |   | ask for shorter project pre-approval time and the improvement of market liquidity |   |
| FR, Energy Industry | a real constraint for the suppliers   |   |   |
| FR, Energy Industry | market is not useful as TWCs are not a commodity, you produce an added value  |   |   |
| FR, Administration  | ‘Obligation’; ‘Result-based approach’; The trading is not an important aspect to be considered at EU level (if at all). | ‘this is a flexible instrument with a limited scope’                              |   |
| EU, Energy Industry |   | Likes the flexibility; Major concerns address previous experiences with the       |   |

|                     |  |   |  |
|---------------------|--|---|--|
|                     |  | EU ETS and other tradable certificates  |  |
| EU, Energy Industry |  | ,The benefits of TWC are full in line with all other tradable systems’  |  |
| PL, Researcher      |  | ‘If there is a common market for ETS, why not for White Certificates? What is the difference? I believe in common market, why don’t you?’ |  |

Analysis of Panel Discussion on WCI with regard to the Discourses the policy instrument is placed in

30 March – 1 April 2009: JRC Workshop on white certificates, utility and supplier obligations, Brussels, Belgium.

|                    | Liberalisation of energy markets  | Climate Change                    | Energy Security of Supply | Others             |
|--------------------|---|-----------------------------------|---------------------------|--------------------|
| EU, Administration | the purpose is to make sure that utilities implement the same EE programs in a liberalised energy market than they did before |                                   |                           |                    |
| EU, Administration | She mentions firstly the cost-  | this instrument also helps to de- |                           | Cost-effectiveness |

|                     |  |   |   |  |
|---------------------|--|---|---|--|
|                     | effectiveness of the scheme, and most importantly: competitiveness.  | liver sustainable development   |   |  |
| UK, Administration  | All started in 1994 when the energy markets were not yet deregulated | The instrument is all about carbon savings. Although the target doubled from period to period, the carbon savings increased significantly more with shifting the unit of the targets to CO2 | originally UK wanted to save electricity and not to save carbon |  |
| FR, Energy Industry |  |   |   | Question from FR to UK “This is an instrument about Energy efficiency and you are counting in CO2 – can you explain that?” |
| FR, Administration  |  |   |   | Energy efficiency in diffuse sectors   |

|                            |  |  |  |   |
|----------------------------|--|--|--|---|
| <p>PL, Re-searcher</p>     |  | <p>climate change and carbon reduction</p>   |  |   |
| <p>US, Consultant</p>      | <p>integrated least cost planning they know; DSM; obligation is perfectly compatible with liberalised markets models</p> |  |  | <p>“only energy security and connection to liberalisation of energy markets – no climate change”</p>  |
| <p>UK, Energy Industry</p> | <p>Expresses concerns due to counteracting liberalisation of energy markets</p>  | <p>“why are there so many countries around that are not considering implementing white certificates”</p> |  |   |
| <p>UK, Energy Industry</p> |  |  |  | <p>The value of TWC is: economic efficiency, climate protection, energy security. By linking it to CO2 only it puts the others at side → that’s not good.</p> |

**Annex VII: Counting experts to filter out core group of experts**

| Name       | IEA | Euro<br>White<br>Cert | White<br>&<br>Green | ECE<br>EE<br>2009 | Mi-<br>lan | Bru-<br>ssel<br>s | Berl-<br>in | $\Sigma$<br>to-<br>tal | $\Sigma$<br>Are-<br>nas |
|------------|-----|-----------------------|---------------------|-------------------|------------|-------------------|-------------|------------------------|-------------------------|
| Adnot      |     | 5                     |                     | 1                 |            |                   |             | 6                      | 2                       |
| Alaimo     |     |                       |                     |                   | 1          |                   |             | 1                      | 1                       |
| Anable     |     |                       |                     | 1                 |            |                   |             | 1                      | 1                       |
| Bach       |     |                       |                     |                   |            |                   | 1           | 1                      | 1                       |
| Baudry     | 1   | 1                     |                     | 1                 |            | 1                 |             | 4                      | 4                       |
| Becchis    | 1   |                       |                     | 1                 |            |                   |             | 2                      | 2                       |
| Bertoldi   |     |                       |                     | 1                 | 1          | 1                 |             | 3                      | 3                       |
| Blesl      |     |                       | 1                   |                   |            |                   |             | 1                      | 1                       |
| Bodiguel   |     |                       |                     | 1                 |            |                   |             | 1                      | 1                       |
| Bodineau   |     |                       |                     | 1                 | 1          | 1                 |             | 3                      | 3                       |
| Broc       |     |                       |                     | 1                 |            |                   |             | 1                      | 1                       |
| Brogi      |     |                       |                     |                   |            | 1                 |             | 1                      | 1                       |
| Bye        | 1   |                       |                     |                   |            |                   |             | 1                      | 1                       |
| Capozza    | 7   | 1                     |                     |                   | 1          |                   |             | 9                      | 3                       |
| Chamber    | 1   |                       |                     |                   |            |                   |             | 1                      | 1                       |
| Child      |     | 1                     |                     |                   |            |                   |             | 1                      | 1                       |
| Contaldi   |     |                       | 1                   |                   |            |                   |             | 1                      | 1                       |
| Cowart     |     |                       |                     |                   |            | 1                 |             | 1                      | 1                       |
| Crossley   | 1   |                       |                     |                   | 1          |                   |             | 2                      | 2                       |
| D'Ancona   |     |                       |                     |                   |            | 1                 |             | 1                      | 1                       |
| Devine     | 2   |                       |                     |                   |            |                   |             | 2                      | 1                       |
| Di Giacomo |     |                       |                     | 1                 |            |                   |             | 1                      | 1                       |
| DiSanto    |     |                       |                     |                   | 1          |                   |             | 1                      | 1                       |
| Dockwell   | 1   |                       |                     |                   |            |                   |             | 1                      | 1                       |
| Eide       |     |                       |                     |                   |            | 1                 |             | 1                      | 1                       |

|                  |   |   |   |   |   |   |   |   |   |
|------------------|---|---|---|---|---|---|---|---|---|
| Egerton          |   |   |   |   | 1 |   |   | 1 | 1 |
| Eyre             |   |   |   | 1 |   |   |   | 1 | 1 |
| Farinelli        |   | 1 | 2 |   |   |   |   | 3 | 2 |
| Fonseca          |   | 1 |   |   |   |   |   | 1 | 1 |
| Gaudioso         |   | 1 |   |   |   |   |   | 1 | 1 |
| Givois           |   |   |   |   |   | 1 |   | 1 | 1 |
| Grattieri        | 2 |   |   |   | 1 |   |   | 3 | 2 |
| Gravecca         |   |   | 1 |   |   |   |   | 1 | 1 |
| Haas             |   |   |   | 1 |   |   |   | 1 | 1 |
| Hargreaves       | 1 |   | 1 |   |   |   |   | 2 | 2 |
| Harmelink        |   | 1 |   |   |   |   |   | 1 | 1 |
| Hedensen         | 1 |   |   |   |   |   |   | 1 | 1 |
| Hoffmann         |   |   | 1 |   |   |   |   | 1 | 1 |
| Incalcaterra     |   |   |   |   | 1 |   |   | 1 | 1 |
| Jeliazkov        |   | 1 |   |   |   |   |   | 1 | 1 |
| Jeandel          |   |   |   |   | 1 |   |   | 1 | 1 |
| Johansson        |   |   | 1 |   |   |   |   | 1 | 1 |
| Jochem           |   |   |   | 1 |   |   |   | 1 | 1 |
| Kazakevicie<br>w |   |   |   |   | 1 |   |   | 1 | 1 |
| Klink            |   | 1 |   |   |   |   |   | 1 | 1 |
| Labanca          |   | 4 |   |   |   |   |   | 4 | 1 |
| Landsberg        |   |   | 1 |   |   |   |   | 1 | 1 |
| Langniß          |   | 3 |   |   |   |   |   | 3 | 1 |
| Lefèvre          |   |   |   | 1 |   |   |   | 1 | 1 |
| Leprich          |   |   |   |   |   |   | 1 | 1 | 1 |
| Liik             |   |   | 1 |   |   |   |   | 1 | 1 |
| Loudon           |   |   |   |   |   | 1 |   | 1 | 1 |
| Lutter           |   | 2 |   |   |   |   |   | 2 | 1 |
| Luttmer          |   | 1 |   |   |   |   |   | 1 | 1 |

|            |   |   |   |   |   |   |   |   |   |
|------------|---|---|---|---|---|---|---|---|---|
| Lytras     |   | 1 |   |   |   |   |   | 1 | 1 |
| March      | 1 |   |   |   |   |   |   | 1 | 1 |
| Masero     |   | 4 |   |   |   |   |   | 4 | 1 |
| McClellan  |   |   |   |   |   | 1 |   | 1 | 1 |
| McClourigh |   |   |   |   |   |   | 1 | 1 | 1 |
| Monjon     | 2 | 1 |   |   |   |   |   | 3 | 2 |
| Monroy     |   |   |   |   |   | 1 |   | 1 | 1 |
| Moody      |   |   |   |   |   | 1 |   | 1 | 1 |
| Müschen    |   |   |   |   |   |   | 1 | 1 | 1 |
| Mundaca    | 2 | 5 | 2 |   |   |   |   | 9 | 3 |
| Neij       | 1 | 3 |   |   |   |   |   | 4 | 2 |
| Niermeyer  | 1 | 1 |   |   |   |   |   | 1 | 1 |
| Normand    | 2 |   |   |   |   |   |   | 2 | 1 |
| Oikonomou  | 1 |   | 2 | 1 |   |   |   | 4 | 3 |
| Pagliano   | 1 | 1 |   |   |   |   |   | 2 | 2 |
| Patel      |   |   | 2 |   |   |   |   | 2 | 1 |
| Pavan      | 1 | 2 |   | 1 | 1 | 1 | 1 | 7 | 6 |
| Perrels    | 1 | 4 |   |   |   |   |   | 5 | 2 |
| Piantoni   |   |   |   |   |   | 1 |   | 1 | 1 |
| Pierre     |   |   |   |   |   | 1 |   | 1 | 1 |
| Poel       | 1 |   |   |   |   |   |   | 1 | 1 |
| Purchas    |   |   |   |   |   | 1 |   | 1 | 1 |
| Rabany     | 1 |   |   |   |   |   |   | 1 | 1 |
| Resch      |   |   |   | 1 |   |   |   | 1 | 1 |
| Rezessy    |   | 3 |   | 1 | 1 | 1 |   | 6 | 4 |
| Rooney     | 1 |   |   |   |   |   |   | 1 | 1 |
| Russolillo |   |   |   | 1 |   |   |   | 1 | 1 |
| Sagbauer   |   |   |   | 1 |   |   |   | 1 | 1 |
| Sagnac     | 1 |   |   |   |   |   |   | 1 | 1 |
| Sawyer     |   |   | 1 |   |   |   |   | 1 | 1 |

