



Social problem

- 1 out of 3 people in energy poverty have energy wasting appliances (consuming 3 to 5x more)
- Most people in energy poverty cannot afford new energy-efficient appliances
- Current social programs are resource intensive



Vision

- Reduce the total cost of appliance ownership for people in energy poverty
- Lower the total energy consumption (& CO2 emissions)
- Lower the cost of social programs
- Circular economy



Interventions

- Partner with an appliance manufacturer to provide cost-efficient solutions
- Offer rental contracts appliances through social agencies
- Train and organize network of social agencies



Financial constraints



People have high energy bills due to higher energy use



Recent taxes and extra costs make the electricity bill even higher (*0,368 €/kWh!!*)



People have no budget for new energy saving appliances



People have energy debts



Old appliances are energy thieves



Energy appliances type C [F] consume 3x [5x] more than A++



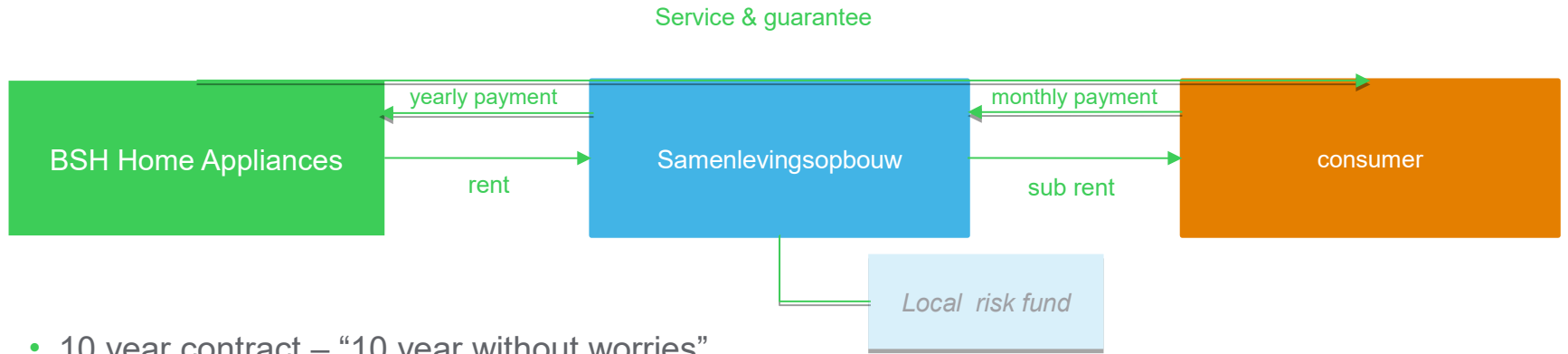
1/3 of people in energy poverty have energy wasting appliances



120.000 households in Flanders



Energy waste



- 10 year contract – “10 year without worries”
- fridge, freezer, combi, washing machine, dryer, dish washer
- product service combination
- BSH stays owner of the appliances
- first experiment with up to 100 appliances
- our initial focus is the ‘Westhoek’ region in Flanders
- All rental prices are < 8 €



| | Model cat C | Model A++ Papillon |
|-------------------------------------|-------------|--------------------|
| Energy consumption | 591 kWh | 204 kWh |
| Energy cost 10 years (0,36€/kWh) | 2128 € | 735 € |
| Repair | 300 € | included |
| Provision new appliance | 500 € | - |
| Rental fee | - | 694 € |
| TCO | 2928 € | 1429 € |

Savings through Papillon over 10 years

- 1499 € (*without repair and provision still 699 €*)
- 871 kg CO2 or 5800 car km's
- 13930 kWh

Negotiations with BSH Home Appliances

- What kind of payment over the ten years: decreasing, increasing, flat?
- Cost appliance + service + guarantee (10 years) = total price
- Total price : 10 (years) : 12 (months) = monthly rental price




Negotiations with Flemish government

- Subsidy Flemish minister of Energy : reduction of 2 € / month
- Local risk fund : 1/10 of appliances



- From 'crazy idea' to thought changing vision
 - Confidence boost
 - Believe in the power of co-creation
 - Opening doors to new possibilities
 - Acces to consultancy, support, ...
 - Model is made ready for European upscaling (strategy, calculation engine, ...)
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- Applied for and got a Flemish subsidy (circular economy)
 - First field test -> scale-up to Flanders -> Europe
 - Interested in being a Belgian partner for other EU initiatives





Papillon project



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BOSCH

Technologie voor het leven

