



# DH and CHP strategies in Finland

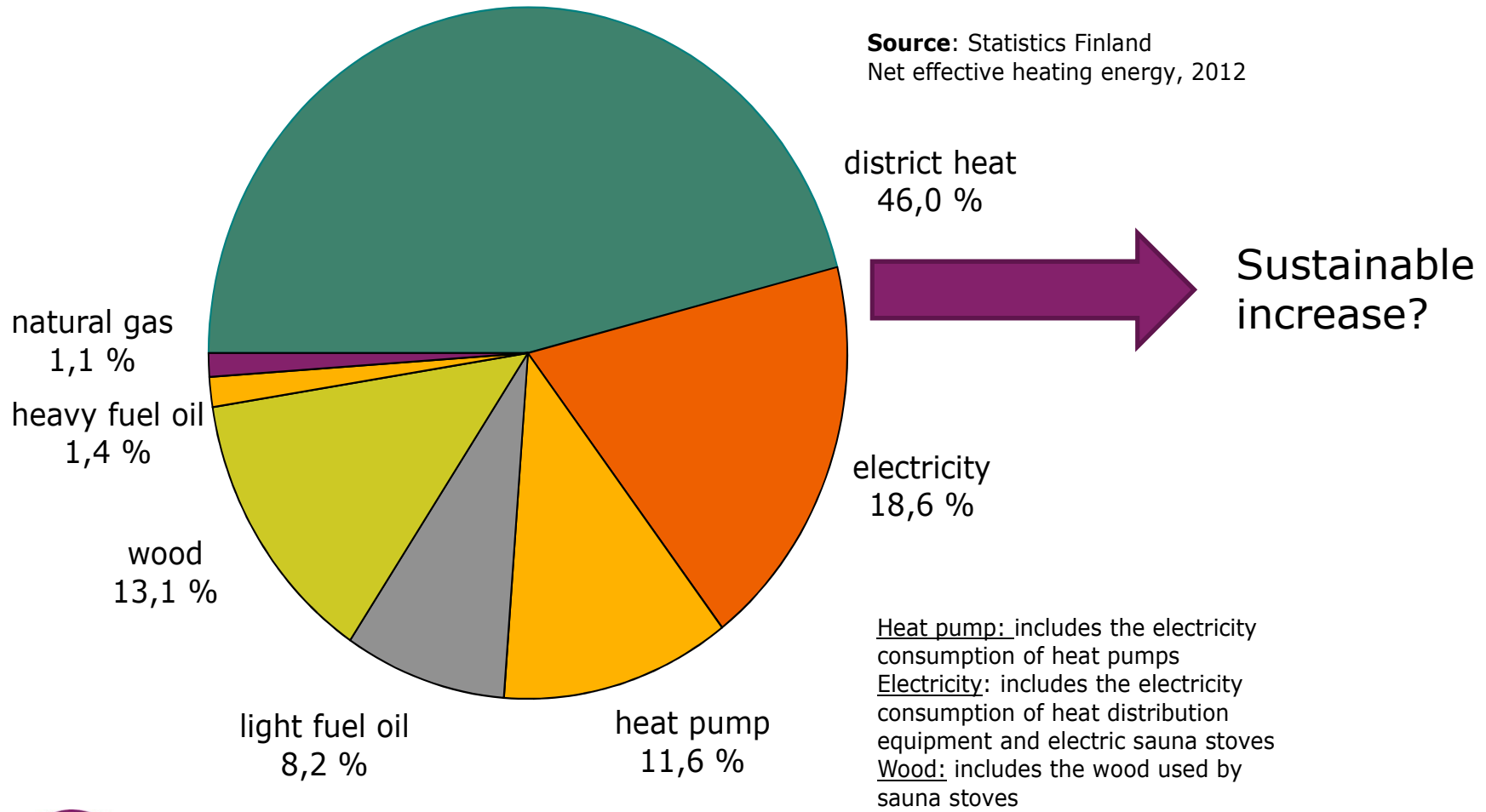
Sustainable and Energy Efficient District Heating  
and Cooling

21.5.2014

Antti Kohopää

# Market share of space heating

## Residential, commercial and public buildings



# Competition at heating markets

**DHC**

Service providers

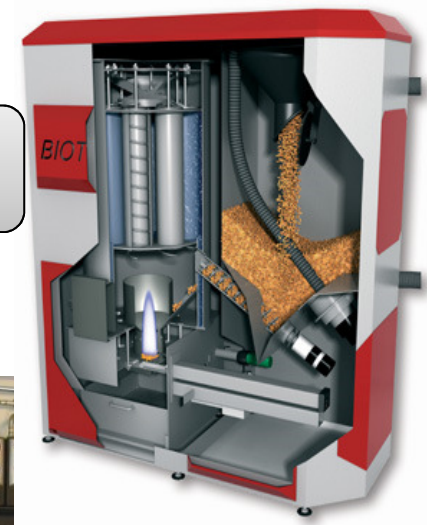
- 20 %

This price, only for you!

Consultants

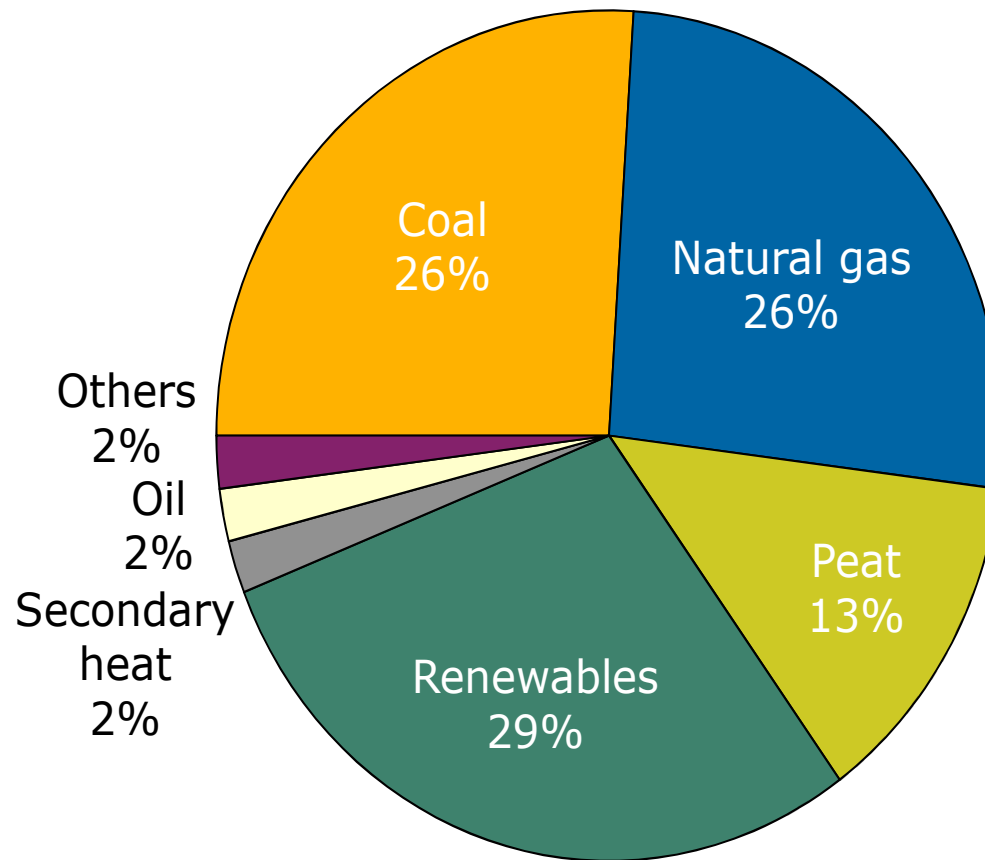
Cooling?

Tailored just for your needs!

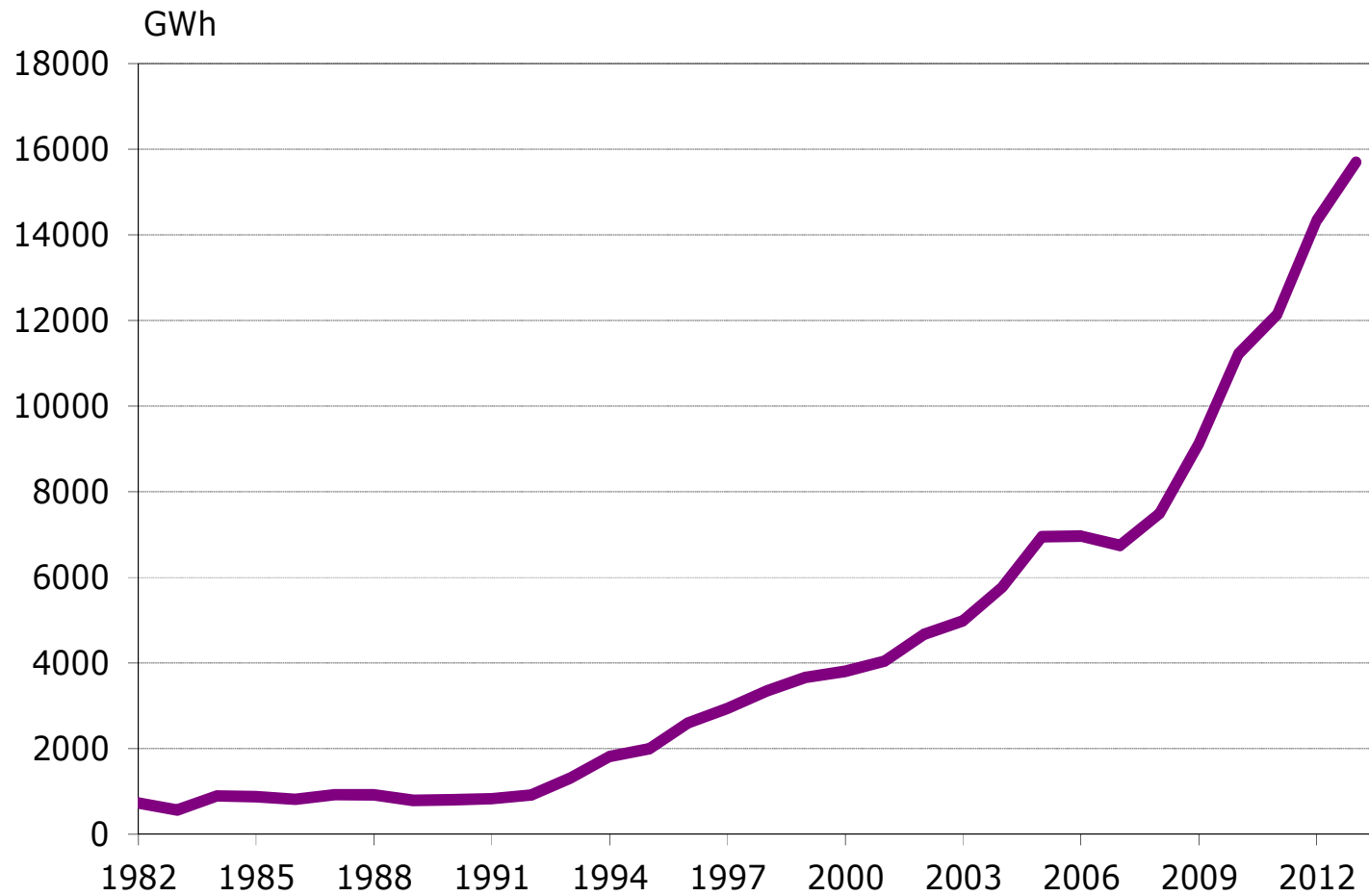


# Fuel consumption in production of district heat and CHP 2013

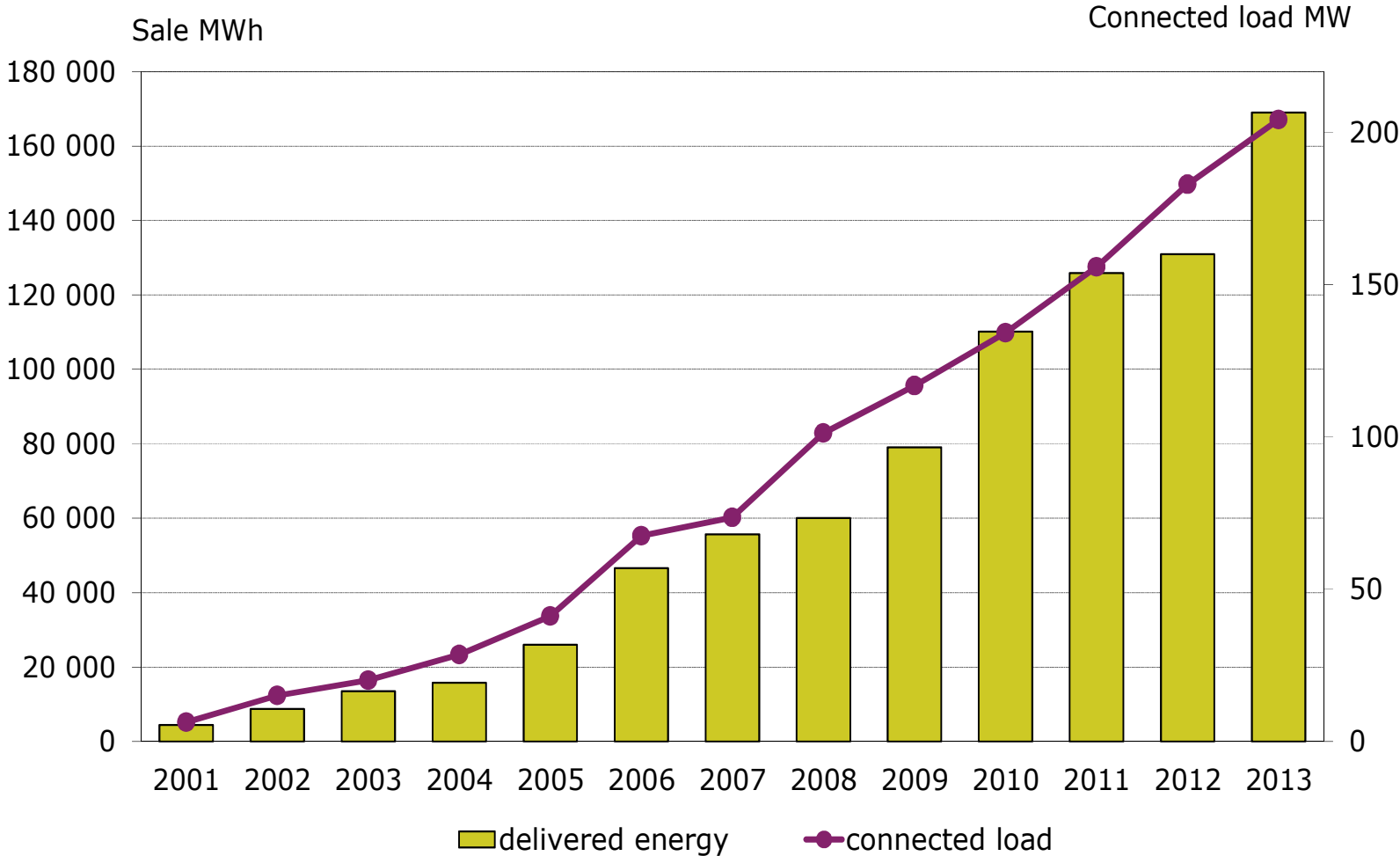
- fuel consumption 56,3 TWh



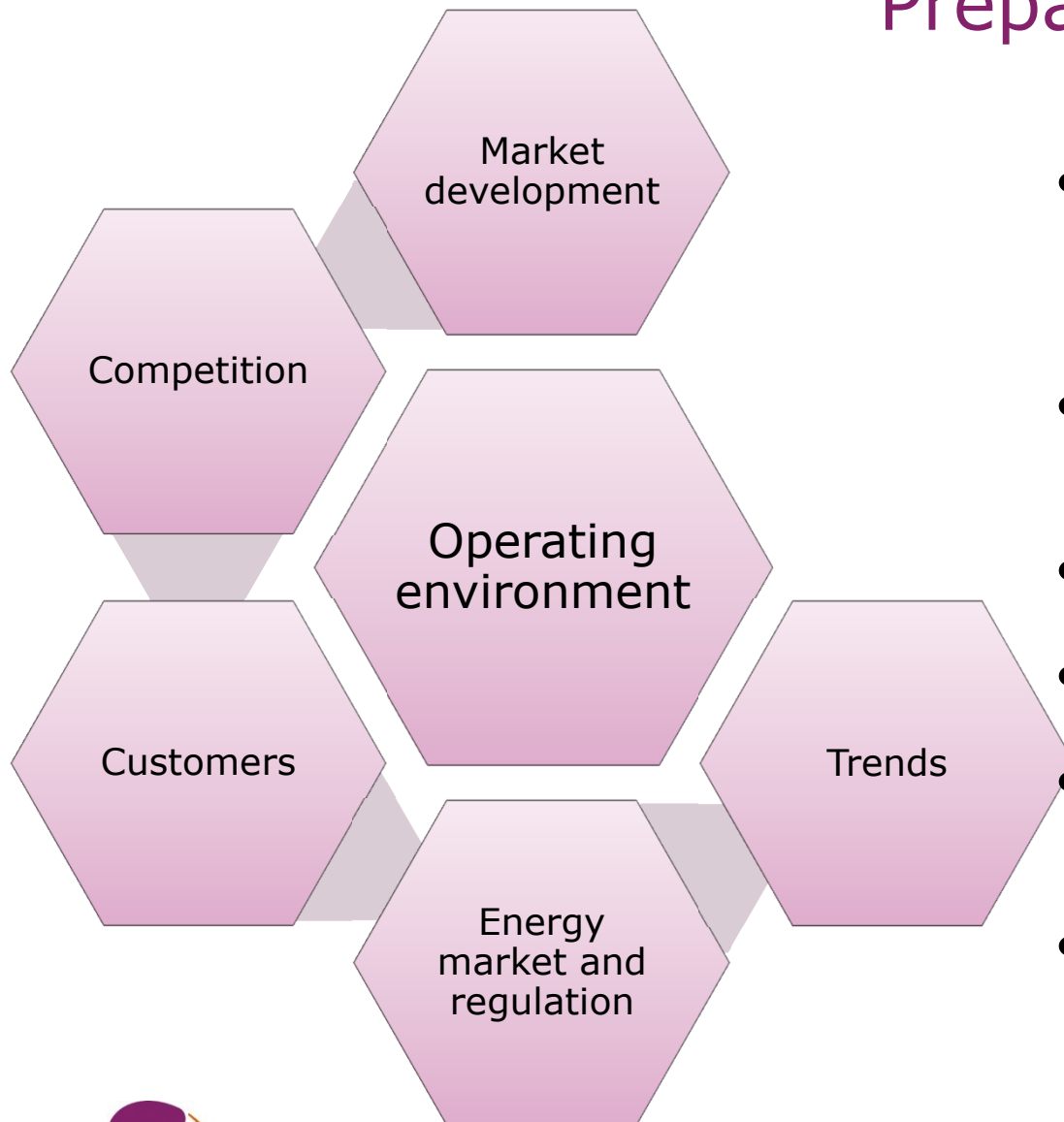
# Domestic renewable energy sources in production of district heat and CHP



# District cooling – delivered energy and connected heat load



# Preparation



- Surveys charting customer satisfaction and customer orientation
- Interviews with the sector's interest groups
- A member survey
- Regional events
- FEI's DH Committee meetings in spring 2013
- Release at the DH Days in Kuopio on 28.8.2013

# Strategic objectives

- Increasing flexibility and integration
- Developing new business from services and partnerships
- Committing to a carbon-neutral future





# Strategic objectives: Increasing flexibility and integration

- Together with customers, DH companies are looking for solutions and operational models to benefit both customers and DH companies
- DH systems are developed in such a way that they permit utilization of customers' surplus heat in the DH network on a commercial basis
- The DH business reacts to changes in customers' energy consumption and output requirements through both technical and business solutions
- The competitiveness of DH is ensured in the heating market. A special attention is directed to the competitiveness of CHP.

# Strategic objectives: Developing new businesses due to services and partnerships



- The DH sector improves its understanding of customers' business and technical systems
- DH companies improve the openness of their business and clarify their pricing
- Services supporting the present DH product as well as separate service products are developed
- Cooling solutions become part of the product range of companies in the sector

# Strategic objectives: Committing to a carbon-neutral future 2050

- The sector will ensure a carbon-neutral future by 2050
- The pace of concretization must be speeded up through an increasing number of corporate investments and other measures
- The wood fuel market will be developed
- The sector actively participates in developing technological solutions and those enabling carbon-neutral production
- The aim is to make the use of fossil fuels possible during the transition period



# Implementation

- 10 strategic project during 2014-2015
  - Estimated cost for FEI is around 300 000 euros

# Vision



Diverse energy solutions and services based on district heating and cooling are most wanted by customers. They make it possible to find a shared road to a carbon-neutral future.





Thank you!