Feature

Polish heat pump market upsurge

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With Poland’s heat pump market reporting robust sales, local companies are optimistic about positive perspectives over the upcoming years. The market grew by about 20% in 2012. Last year, 12,650 heat pumps were sold in Poland, up from 10,570 units in 2011. Here we look at the facts behind the figures.

According to the Polish Organization of Heat Pump Technology Development (PORT PC), by 2015, heat pump sales in Poland are forecasted to expand to about 16,000 units per year. Presently, the market is dominated by hot water pumps - brine-to-water and air-to-water, which together accounted for as much as 62% of the Polish sales in 2012.

A year-to-year increase in sales was reported at four out of five market segments, as shown by data published by PORT PC. More specifically, sales of water-to-water pumps increased by 11.8% over a year earlier, sales of air-to-water units for domestic hot water use increased from 4,504 to 6,456 units, up 44.9%, and sales of other air-to-water units expanded from 1,300 to 1,702, up 33.8%. Meanwhile, the direct exergetic solar-to-water segment reported a robust increase of 45.7% from 220 to 320 units. The only segment of the Polish heat pump market which did not report an increase in 2012 was water-to-water, which showed a decrease of some 46% from 250 to as little as 150 units.

Asked about the sustainability of the growth reported by the country’s heat pump market last year, industry observers point that its expansion in 2012 is a result of a continuous trend.

“Over the past several years, the Polish heat pump market has been systematically expanding,” Pawel Lachman, president of the PORT PC, said.

“The market has been significantly impacted by the significant increase in sales of heat pumps, which has led to an increase in the number of installations. This trend is expected to continue in the future.”

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The first congress of PORT PC is addressed by its president, Pawel Lachman.

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Promoting heat pumps

Established in January 2011 and based in Kraków, Poland, PORT PC represents the interests of around 20 heat pump manufacturers and distributors which are active in the Polish market. Its president says that the Poland-based companies which support the activities of the association are also the most significant players in the country’s heat pump market. In 2012, the PORT PC became a member of the European Heat Pump Association (EHPA).

Determined to increase knowledge and raise awareness of the benefits related to the use of heat pumps at both local and national level, PORT PC is involved in a number of information and publicity activities in Poland. These include the preparation of a report for government and local government institutions, organisation of training and certification for heat pump installers developed under the EUCERT programme, co-operation with various Polish technical universities, as well as the preparation of an information campaign on heat pumps, according to the industry association.

A council tasked with performing policymaking and research works, created by the PORT PC and consisting of some of the leading Polish scientists specialised in related fields, is another key element of the association's efforts to promote the use of heat pumps in Poland. The council gathers scientists from local and foreign technical universities and research institutes, such as the Warsaw University of Technology, Kraków’s AGH University of Science and Technology and Germany’s Fraunhofer-Gesellschaft, according to the PORT PC.