

European Heat Pump Association: Annual report 2023



Table of contents

| Foreword | |
|--------------------------------|-------|
| 1. Highlights | |
| 2. Policy | |
| 3. Communications | |
| 4. Events | |
| 5. Projects | |
| 6. Heat Pump KEYMARK certifica | atior |

7. EHPA board, staff and governance

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| | 4 |
|---|----|
| | 6 |
| | 11 |
| | 15 |
| | 20 |
| | 24 |
| n | 26 |
| e | 29 |
| | |

Foreword



Thomas Nowak Secretary General, European Heat Pump Association (EHPA)

For the European Heat Pump Association, 2023 was a year of achievement.

Heat pumps are now fully established in all pieces of EU legislation, from the Green Deal to REPowerEU to the Green Deal industrial plan.

Policy-makers understand the multiple benefits of heat pumps. It is now clear that heat pumps will need to do the heavy lifting on Europe's path to net zero. Alongside that, their export potential, benefit to local employment, and offer to cities and regions is recognised. What's more, a power grid with more and more renewables requires heat pumps' flexibility from the demand side.

In terms of EU policy, the end of the year saw **the completion of the 2030 climate and energy laws** – the Fit for 55% package - after an intense final debate on an ambitious Energy Performance of Buildings Directive. We are very satisfied that the co-legislator eventually shared our view that a boiler running mainly on fossil energy cannot be declared non-fossil just because there is a faint possibility of e-fuels.

A similar hot topic was the F-gas regulation. Stricter requirements on refrigerants will limit the solutions available to the industry, but at the same time the regulation gives guidance on the pathway of future development and so brings clarity to the market.

A growing EHPA secretariat was brimming with activity. **More than 25 people are now working in the <u>team</u> on policy, markets, projects, events, communication, certification and operations. We are the ears, eyes, hands and voice of the heat pump industry in Europe, and acknowledged as such. Policy and market intelligence is gathered and fed**

into communication and advocacy action, online and onsite events, meetings and debates were organised, projects kicked off and the Heat Pump KEYMARK certification scheme saw its best year ever. Our network inside the European Commission and Parliament is established and strong and we will continue to build it in 2024 and after the EU elections as the new Parliament and Commission take office.

The association recorded the **highest interest ever in our work by press and stakeholders**. We gave countless interviews (at times, one or more per day), spoke at and attended events (on some days in the second half of the year, the full policy team was active in different parts of Europe) and explained our work to potential new members. By the end of 2023 we had 214 <u>members</u> altogether.

We also brought together a group of associations, think-tanks and EU and national officials to build a report outlining the barriers and solutions to the development of heat pumps. This 'heat pump accelerator' was handed over to the European Commissioner for Energy Kadri Simson as input to the EU Heat Pump Action Plan which the Commission had by then announced for early 2024.

While settling down for Christmas, it came as a huge surprise when the European Commission informed us that **they would postpone the publication of the <u>Heat Pump Action Plan</u>** until after the EU elections of June 2024. We thought this to be a flawed decision against the backdrop of declining sales across the EU in the last quarters of 2023 and low expectations by many market actors for 2024.

We reacted with a <u>major communication campaign</u> immediately, activating our partners and media hoping to convince President von der Leyen to **revert this decision**. An initiative we will continue in 2024.

The year was also busy with a range of events and activities, both external and organised by EHPA.

In terms of external events, we attended and spoke at many from the IRENA general assembly in Abu Dhabi to the ISH fair in Frankfurt in March, the international IEA heat pump conference in Chicago, the Exergie conference in Prague on industrial heat pumps, the Heat Pump Summit in Nuremberg in October.

While the secretariat did not attend the climate summit COP28, a number of our members did, using our registered observer status.

In terms of our own <u>events</u>, after the summer break, a **very successful networking event**, **'Rooftop REConnect'**, was jointly organised by Solar Power Europe, electric vehicle association Avere and ourselves, with the partnership symbolising the importance of electrification and system integration to speed up the decarbonisation of buildings.

The most important event was our annual EHPA <u>Heat Pump Forum</u>. The event garnered so much attention that tickets were sold out way before the deadline. There were keynote speeches by EU Commissioner for energy Kadri Simson, Bloomberg NEF founder Michael Liebreich, thought leader Thomas Pellerin-Carlin and many innovators from the industry (watch again!). The event presented a heat pump sector is not only full of energy, but also in full swing towards new product and service offerings that will accelerate the technology's market penetration.

We are safely embedded in the research and development space, with <u>15 projects</u> from the EU's Horizon Europe and Life funding programmes ongoing and a pipeline full of applications. Numerous online and onsite events provide knowledge transfer and networking opportunities to our members and other stakeholders.

The quality of our <u>heat pump data</u> is continuously applauded, and we are working on making this better still. All of this is beamed out to the world via a strong group of communication professionals. Internally, we have strengthened the team by hiring a head of operations who blends into the team just perfectly.

For me, the end of this year marks the completion of several topics which had been under development for years. We have significantly improved our communication on the <u>benefits</u> of heat pumps, including with our members in particular with our national associations. We contributed successfully to energy and climate legislation, and we extended our own network outside of the heating sector, including through active participation in the <u>Electrification Alliance</u> and a lead role in the <u>Clean Heat Europe</u> campaign. Our cooperation with international bodies like the IEA, IRENA, REN21 and the different regional heat pump association has help to establish the importance of heat pumps also outside Europe.

We have achieved a lot and more still needs to be done. We are addressing the need for a lower electricity price and fight for **an electricity vs gas price ratio of around 2**, we stress the need for flexible electricity prices and the importance of an European industrial policy that supports heat pump deployment.

Later in 2024, a new secretary general will take over and develop this team to even greater heights. So let me end by saying a big thank you to the team, but also to our members who have trusted us and contributed to our work in shaping the legal and economic framework to fasten heat pump deployment. And a thank you goes out to all other parties that have cooperated with us in Brussels, on the national and international levels.

01 **Highlights**

2023

Overview of key highlights by month

Two new EU-funded projects in which EHPA is a partner begin

ECHO (Efficient compact modular thermal energy storage system)

Both are on thermal energy storage: **BEST-Storage** (Building energy efficient system through short and long spectrum

thermal energy storage)

EHPA projects

discusses heat pumps as a demand-side technology at the IRENA general assembly in Abu Dhabi.

EHPA projects events

EHPA organises an event as part of an EU-funded project, HP4All (Heat pumps skills for net-zero energy buildings construction'). The event is Heat Pump skills and competencies: Preparing for mass deployment.

EHPA projects

An EU-funded project in which EHPA is a partner, 'Heat pumps skills for net-zero energy buildings construction' - HP4AII comes to a successful end.

EU policy

Together with the paper and pulp industry body Cepi, EHPA organises an event on industrial decarbonisation and published a manifesto on the technologies feasibility.

EHPA brings together a group of organisations to plan a heat pump accelerator to find solutions to faster roll-out of heat pumps. At the meeting, the European Commission officials present announce that they will work on the Heat Pump Action Plan.

EHPA at external events

EHPA at external events

The EHPA secretariat

EHPA takes part in the Spanish international renewables conference (SPIREC).

EHPA events

EU policy

Photo: Shutterstock

EHPA collaborates with paper and pulp industry body CEon a joint paper and organising an event.

Germany with speaking slots, high leve meetings with members and a booth brimming with activity. EHPA report EHPA and the European Climate April Foundation publish a report: 'Europe's leap to heat pumps' on the socioeconomic and climate benefits of a fast heat pump roll out'. It is based on a study by Cambridge Econometrics. EHPA project event Another heat pump project event takes place - The role of heat pumps in the green transition: EU projects' perspectives. EHPA project event Webinar on Conclusions on May Fit for 55: renewable heating and cooling solutions, by the REDI4Heat project. EHPA proj Start of a project called Interreg NSR WaterWarmth ('Accelerating the transit towards sustainable heating and coolin based on collective surface water heat pump systems'). EU policy EHPA presents several times at EU Sustainable Energy Week (EUSEW), and has a booth.

Agreement is reached on the EU Rene Energy Directive. This should boost he pump update to reach 42.5% renewabl 2030.

March

EHPA at exten

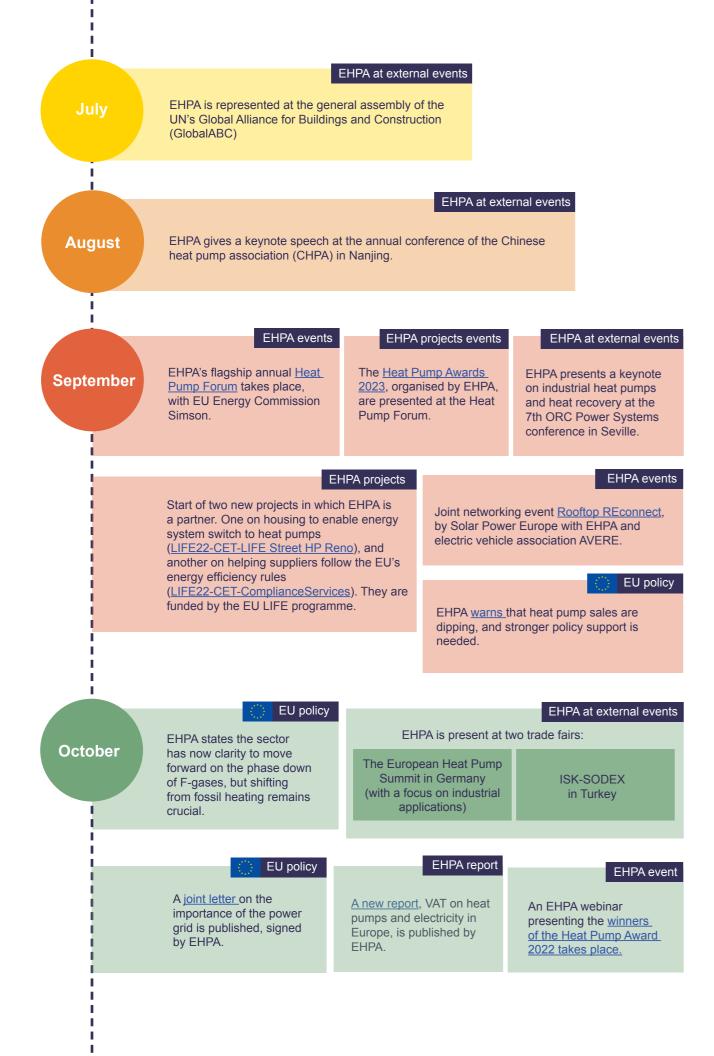
EHPA attends the ISH heat pump fair in

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| wable at | EU policy |
| es by al even | The European Commission publishes its proposal on the Net-Zero Industry Act, including the heat pump sector EHPA |
| | EHPA project events |
| project | e heat pump event takes place organised by two ts, SPIRIT and PUSH2HEAT - <u>High temperature</u> umps: heading towards the decarbonisation of |
| | EHPA report publishes a report on subsidies for residential umps in Europe. |
| | |
| the be system | EHPA at external events presents EU heat pump policy and nefits of heat pumps to n integration at the 14th <u>IEA heat</u> conference in Chicago. |
| ects | EU policy |
| ion g | Launch and handover of the heat pump accelerator to Kadri Simson. |
| | EHPA events |
| | EHPA's annual General Assembly. |

Launch of EHPA's 2023 market report,

presenting 2022 sales data from 21 countries.

EHPA report





| EHPA at external events A gives a keynote speech on the benefits of heat ps in countries transitioning away from gas at a d Bank event in Tashkent, Uzbekistan. | | | | | | |
|--|--|--|--|--|--|--|
| EHPA events PA organises a strategy meeting for its members. | | | | | | |
| events EHPA events kes EHPA attends Spanish heating and cooling event <u>C&R Madrid.</u> | | | | | | |
| EHPA at external events EHPA presents a keynote on the potential of industrial heat pumps at the <u>Exergie conference in</u> <u>Prague</u> , Czech Republic. | | | | | | |
| A at external events the <u>Fully</u> | | | | | | |
| EHPA projects vebinar takes place: <u>What's EUp: new European</u> ating and cooling legislation impacting local and ional authorities organised by the REDI4Heat project ent. | | | | | | |
| EU policy EU policy e EU reaches a <u>deal</u> on the Energy Performance of ildings Directive; EHPA calls it a major step towards the carbonisation of heating. | | | | | | |

Market intelligence

EHPA's market intelligence continues to be one of its most sought-after services. We receive regular requests from journalists, think tanks, consultants and the heat pump and wider energy sector. Accordingly, we have now brought an external data consultant on board to strengthen this work.

Our 2023 market report was published in June, bringing together all the 2022 sales information. The launch webinar on 19 June brought together nearly 300 participants to hear presentations including from Meredith Annex, head of clean power with Bloomberg NEF.

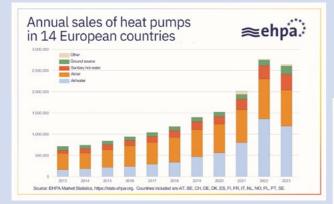
The main messages were the record sales in 2022, with 3 million heat pumps sold, reaching a total stock in Europe of 20 million. These provide clean heat to around 16% of buildings and avoid 52,5 Mt of greenhouse gas emissions each year - roughly equivalent to those of Greece. The industry employs around 160,000 people and has €7 billion of investment planned until 2025.

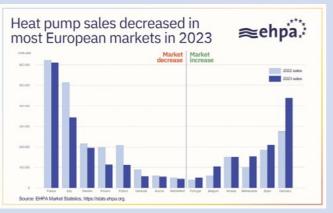
In the last guarter of 2023 however the mood turned darker. Sales started dipping in some places and outlooks for 2024 were corrected downwards. EHPA issued a warning that without more stable policies and a correction of energy pricing so that electricity is not more than twice that of gas, EU energy goals might be missed. It called for the EU Heat Pump Action Plan to address these issues.

Our first market numbers for the whole of 2023 confirm the dip. Out of the 14 European countries for which we have sales figures in early 2024 - representing 90% of the market - sales dropped in eight of them. Even in the six countries where sales grew, the overall trend was less strong towards the end of the year. Overall, the first numbers from 2023 show a 5% drop in sales compared to 2022 and this is already impacting 3,000 workers. Again, this is a clear sign of the need for policy support via an EU Action Plan, and for the imbalance between gas and electricity prices to be corrected, for example by shifting taxes away from the electricity bill.

We also publish data stories throughout the year: in 2023, these were the initial 2022 figures and the impact of the heat pumps sold on CO2 emissions (archived); forecasts based on 10 national associations' forecasts; the market report launch; the first half 2023 sales; the Qs1-3 sales. In 2024, we are planning a series of targeted data stories as well as a repacked version of the market report contents. The collection of industrial heat pump data remains a challenge that we aim to overcome in 2024.

Data is provided to the European Commission, its joint research centres, the IEA and other interested bodies.





O2 Policy

"A crucial net zero industry is ready to deliver. To give the necessary long-term clarity, the EU Heat Pump Action Plan needs to be published rapidly. This way, Europe will be able to reap the economic, employment, climate and energy security benefits."



Jozefien Vanbecelaere Head of EU Affairs



Advocating for clean heat today and tomorrow

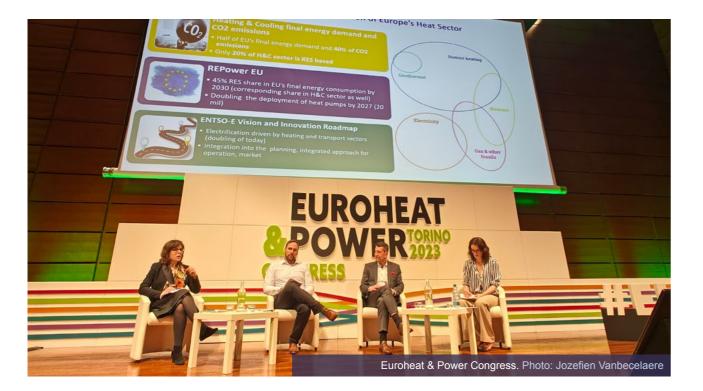
2023 was shaped by two significant highlights in our policy activities.

Firstly, heat pumps have been recognised and integrated into in various pieces of EU legislation. These include the revised energy and climate laws for 2030, known as the EU's 'Fit for 55%' package, as well as its plan for decarbonising industry - the 'Green Deal industrial plan' - and its proposal aimed at implementing that plan by boosting clean tech, the 'Net Zero Industry Act'. These follow the EU's 2022 plan to boost energy independence, REPowerEU, which set higher targets for heat pumps, translating into 60 million units installed by 2030.

The Fit for 55% package covers heat pumps in a number of ways, from establishing a higher renewable energy target (42.5%) for 2030 to increasing energy efficiency goals (-11.7%). Residential, commercial and industrial heat pumps must contribute to achieving these targets. A key file under the package for EHPA was the Energy Performance of Buildings Directive (EPBD). The EPBD sets a target for zero emission new buildings for 2030, and for all buildings to be zero emission by 2050. It also sets a phaseout deadline for boilers burning fossil fuels in all buildings by 2040. Through our advocacy, EHPA ensured the EPBD maintained a clear path to heating decarbonisation, without loopholes for fossil fuel boilers.

The Fit for 55% package sets the direction of travel – net zero – but the following legislative proposal, the Net Zero Industry Act, the sector specific ambition or targets and measures needed. EHPA is working hard to ensure the competitiveness of the heat pump sector is properly taken into account and looked into in the final Act or in other such as the Report on competitiveness that Mario Draghi is developing at the request of Commission president Ursula Von der Leyen...

In October 2023, the European Commission, Parliament, and Council reached an agreement on the revised F-Gas Regulation. The new regulation supports a tighter timeline for phasing out fluorinated gases (F-gases) in heat pumps and other appliances. This accelerated timeline may impede heat pump deployment, contradicting the EU's climate and energy security ambitions. Our advocacy work emphasised the need for the revised regulation to align with the targets for heat pumps under REPowerEU and reflect the diversity of heat pump applications and products. We called for and will continue to work on precise wording of the regulation, avoiding unclarity and wrong interpretation.



Our focus on Ecodesign and Energy labelling continued in 2023. EHPA called for ambitious Ecodesign standards and, together with other associations and NGOs, strongly advocated for the phase-out of fossil fuel boilers through this regulation.

We also stressed and continue to stress the importance of coherent legislation, aligning the needs for product re-design from the f-gas regulation to those resulting from the Ecodesign revisions.

Secondly, a major accomplishment was the completion and handover of the 'Heat Pump Accelerator' to the Energy Commissioner Kadri Simson. This was a joint piece of work which brought together over 20 organisations, including industry, NGOs, think tanks and the European Commission. The aim was to build a report detailing the barriers and solutions to a faster roll-out of heat pumps. At the kick-off meeting for the report, the European Commission officials present announced the development of an EU heat pump action plan.

The 'Accelerator' document became our joint input to the European Commission's plan. It was therefore disappointing when the Commission informed us that the plan's publication would be delayed by at least six months until after June 2024. We are working and advocating hard for this decision to be overturned so that the heat pump sector and consumers have the stability and confidence they need.

Throughout the year, we continued our active involvement in all other relevant files, emphasising the need for accelerated large-scale deployment of heat pumps. In addition, EHPA called for the urgent need to address the barrier of the electricity-to-gas price ratio and we intensified our efforts to raise awareness and visibility of industrial heat pumps.







03 **Communications**

Joining forces:

EHPA is part of several coalitions. Our campaign work in 2023 focused on the Electrification Alliance - we are members along with nine other organisations supporting the electrification of the energy system – and the new Clean Heat Europe campaign.

With the Electrification Alliance, a highlight was the 'electrification award' presented to EU Energy Commissioner Kadri Simson at the Audi electric car factory in Brussels.

The Clean Heat campaign grew its followers online, launched a website and is preparing a research report on national readiness for clean heat, to be launched ahead of the EU elections.

Overarching cooperation takes place with: the IEA, the IEA heat pump program, IRENA, the European Commission's Joint Research Council, renewable energy community REN21, energy intelligence provider IIR, European Forum for Renewable Energy Sources (EUFORES), the Comprehensive Economic Cooperation Agreement (CECA), International Energy Agency and its Heat Pump Centre (IEA and IEA HPC), International Renewable Energy Agency (IRENA), Heat Pump and Thermal Storage Centre of Japan (HPTCJ).

More on EHPA's collaboration and coalition work.



"Through our communications work, we aim to make what we do at EHPA clear, credible and convincing to our target audiences."





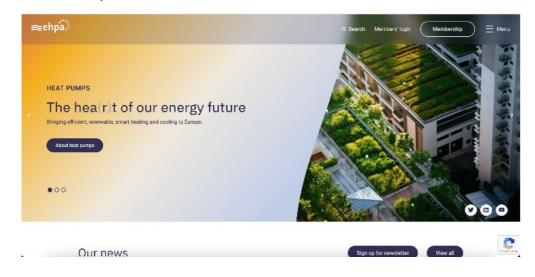
Speaking clearly to hearts and minds

EHPA's communication work developed and strengthened in 2023. The team itself grew with the addition of a visual and multimedia officer and a communications assistant (50%). This meant that the team could increase its support to all teams to make our messages, positions and actions clear, appealing and persuasive.

The media work continued to be busy, with regular requests for interviews, content, data, questions. We were quoted over 200 times in media articles in 2023 – a record! These included the <u>Financial</u> <u>Times</u>, the Wall Street Journal, Politico, the Guardian, De Morgen, Reuters, Bloomberg, El Païs, <u>Handelsblatt</u>, FAZ, Le Monde. Particular areas of interest for the media in 2023 were our market data - which we launched with a webinar, press release and social media pack (see 'market intelligence' section) and the EU deal on the F-Gas phase-out (see policy section).

Our website, <u>www.ehpa.org</u> was updated and improved with a refreshed home page including brightened brand colours and more user-friendly, visual articles. We started a regular gathering of data on users, bounce rates, page visits in order to improve usability and user experience.

We also added and developed new sections on our website with a particular focus on learning and education: the FAQ section, key facts and the heat pump stories pages. These are shared on social media and in the weekly newsletter.



We continued to grow our social media presence on LinkedIn, X and Youtube. Campaigns supporting our advocacy work, promoting our events, projects and certification work as well as amplifying interesting articles, reports and news went on throughout the year.

We focused on producing more video content, such as the short interview clips we filmed with attendees as the Heat Pump Forum in September, which were then rolled out online. We also began a regular analysis and assessment of our social media so we could see which content was more engaging, who was reacting, and let that inform our future work.



The brighter colours on our updated website reflect an upgrade to some aspects of our visual identity, as you will see this in report. Bright, warm colours at the 'hot' end of EHPA's colour scheme go to cool blues at the other, reflecting the dual role of heat pumps in heating and cooling. The updated visual identity is being rolled out across all our products.

In addition to the articles and news pieces we write for our public website, for the members-only section and in response to requests from journals and trade press, we have supported the writing, designing and launch of several new <u>reports</u> this year.

Notably, two reports with our national association members bringing together information on subsidies for heat pumps in different European countries and VAT rates on heat pumps and electricity. We also published a collection of case studies of heat pumps in high rise homes or multi-family buildings, based on input from members. With the European Climate Foundation, we inputted into 'Europe's leap to heat pumps' which examines the benefits of 60 million heat pumps by 2030 as per the REPowerEU goals.

One major report launch was of course that of the Heat Pump Accelerator (as mentioned in the policy section) in June 2023, with the handover to Energy Commissioner Kadri Simson. We organised the press release and communications work around this. This closer cooperation with members was further strengthened with the setting up of a communications group, with two calls a year and regular email exchanges.

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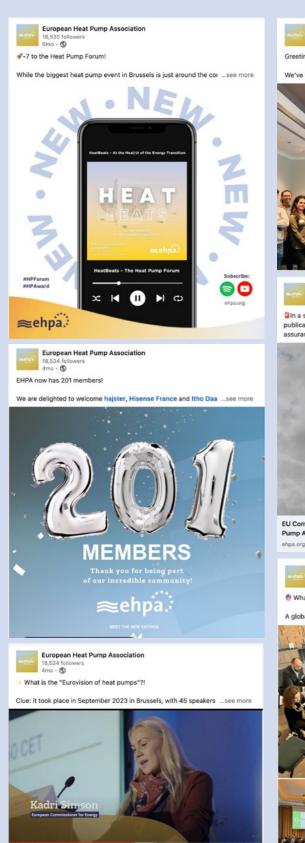
The aim is to share successes and learnings, and give content and info on press and communications more directly to the specialists in our member companies. The shared rolling social media pack is always updated and at the same link for our members to have fresh content to use. The link is shared every week in the members-only newsletter which the communications team puts together. It brings info from the different EHPA teams, as well as interactive content, together into one useful package. This year we added a space for members' news also.

EHPA's communications also coordinates our presence at the several big trade fairs we attend each year, with support from the admin, events and projects team. This involves everything from booth design to media partnership. At our own main annual event, the Heat Pump Forum, on top of the live social media posting and a press release, we also set up several media partnerships and coordinated and managed the onsite presence of a videographer, who made a promotional video and carried out over 20 short interviews.

The message of EHPA continuously presented at several national heat pump association events, national and international conferences of the heat pump and related sectors, where EHPA is a sought for presenter of insight and perspective for the (global) industry.



A selection of our social media posts in 2023:



Heat Pump Forum 2023 - the highlights

European Heat Pump Association 5mo · ③ Greetings from the SunHorizon Final Conference!

opean Heat Pump Ass

We've harnessed the power of the sun 🧮 and #heatpumps 🛸 to bri ...see more



18,534 followers 2mo · Edited · 🔇 In a surprise move, the European Commission has decided to postpone the publication of the Heat Pump Action Plan until after the EU elections, despite assurances of an early release in 2024. see mor



EU Commission slams brakes on Heat Pump Action Plan - European Heat Pump Association ehpa.org - 2 min read

European Heat Pump Association 5mo · ()

What's next for the European heat pump sector?

A global pandemic first, and the Russian inva sion of Ukraine, after, h ... see more



Selected media articles quoting EHPA in 2023:

Heat pumps are hot property in Europe. Does Britain have cold feet?

In France, they outsold fossil fuel boilers last year, with rapid progress in Poland, Cennany, Rely and the Nordic countries. In the UK, muddled policy is blamed for a slow rate of installation



In EUK government's aim is to have 600,000 heat pumps a year being installed by 2028. Last year the total was 72,000. Composite: Guardian

Öl, Gas, Holzpellets

Diese drei Grafiken zeigen, wie Europa heizt

Gas, Holzpellets, Öl: Die EU-Staaten heizen sehr unterschledlich. Welche Länder besonders vom Gas abhängig sind - und welchen Anteil Wärmepumpen haben.

| Ben Mendelson 27.07.2023 - 10:23 Uhr | | | | | | | Handelsblatt | |
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Which European nations are winning the heat pump race?

12 May 2023 By Carrie King, Berli

B B C <sm



Brussels takes heat pump 'action plan' off the agenda #21 Dec 2 Concerts Type Net



18 European Heat Pump Association: Annual report 2023



HFC refrigerant gases to be outlawed in EU by 2050

Some manufacturers fear the new restrictions will slow the transition from gas boilers to heat pumps.



by Federica Di Sario · OCT 5, 2023 · 4 MINUTES READ

EU negotiators agreed on Thursday on an outright ban by 2050 of hydrofluorocarbons (HFCs) - harmful greenhouse gases that can be found in fridges, air conditioners and, critically, heat pumps - closing one of the few remaining files of the bloc's Green Deal package to reach carbon neutrality by mid-century.

Heat pump sales in Europe jump to record high

By Kate Abnett February 20, 2023 6:13 PM GMT-1- Updated a year aga C REUTERS



11 1400.0

Avancée Climat : accord dans l'UE pour éliminer les gaz fluorés d'ici à 2050

Les Etats membres de l'UE et les eurodéputés ont annoncé ce jeudi 5 octobre un accord pour accélérer la réduction de ces gaz climaticides utilisés dans les climatiseurs et les pompes à chaleur, en vue de leur isparition d'ici à 2050.



04 **Events**

"The alliances we build with like-minded organisations are essential. United in purpose, we magnify our impact, embodying the power of community through EHPA's membership and events."



Savina Cenuse Head of membership & events

Meet, learn, exchange, amplify

EHPA's events aim to amplify the influence and visibility of the heat pump sector. These events engage a range of participants from industry members to policy-makers, NGOs and other experts, in order to foster an exchange of ideas and expertise.

Throughout the year, EHPA's events address policy priorities and explore the wide-ranging applications of heat pumps in residential, commercial, and industrial settings. These gatherings also delve into market data, providing attendees with an integrated perspective that considers economic, social, technological, and environmental factors. By doing so, EHPA aims to accelerate market deployment and promote Europe's transition away from fossil gas dependency.

EHPA's event portfolio encompasses online seminars, in-person gatherings, and hybrid events, catering to diverse preferences and needs within the community. Moreover, EHPA actively collaborates and participates in events hosted by its members, allies, presidencies, national associations, and other relevant sustainability-focused organisations.

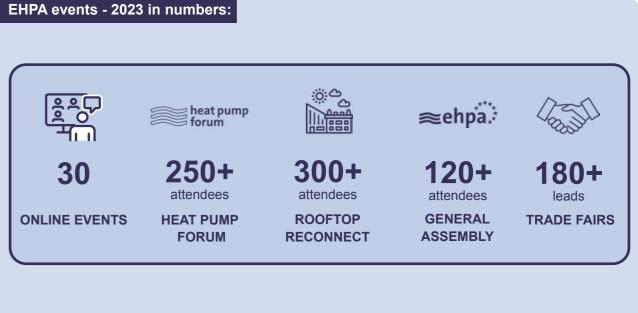
One of the most significant organised by EHPA is the Heat Pump Forum. In September 2023, this brought together high level speakers from EU Energy Commissioner Simson to energy expert Michael Liebreich, and many more.

Additionally, Rooftop REconnect stands out as a networking event co-organised with SolarPower Europe and the European Association for Electromobility, forming a powerful alliance to drive Europe's clean energy future forward.

Trade fairs, where our presence is coordinated by the communications team, also play a pivotal role in EHPA's outreach efforts. They provide invaluable platforms to showcase advancements in heat pump technology and advocate for sustainable solutions.

Oliver Franz

Heat Pump Forum. Photo:Vivian Hertz





Supporting our members:



EHPA members receive a **range of benefits**! They can:

- Consult EHPA experts on market data, EU policy, EU-funded projects, communications
- Vote at EHPA's general assembly, stand for and elect the EHPA board and president
- · Attend meetings with key EU and national policy makers, influential stakeholders and industry leaders
- Participate in committees and task forces to represent your • technology and input to EHPA's policy positions
- Access to policy briefings and position papers
- Access to the annual heat pump market report, with data from 21 • European countries, and the online statistics tool
- · Access to information on heat pumps quality, certification and market surveillance
- Access to our presentations, graphics, data for your own use •
- Access to EHPA's members-only website ٠
- Speaking opportunities at events, webinars and workshops •
- Access to EHPA membership of 200+ organisations and the members-only website and database
- Receive the weekly EHPA members-only newsletter, access ٠ ready-to-post social media content and visuals
- Representation in relevant trade fairs, high-level events and • conferences
- Access & ticket discount for Heat Pump Forum and DecarbCities •
- Sponsorship opportunities.

More on membership: https://www.ehpa.org/about-ehpa/join-us/





Heat Pump Forum. Photo: Vivian Hertz





General Assembly. Photo: Paula Acero Miras



05 **Projects**

"Research, development and innovation are what make our sector so dynamic and competitive. EHPA's central role in numerous research projects means we can help shape the future of the sector."



Dan Stefanica Head of EU projects



The past year has been yet another exciting time for research, development, and innovation. EHPA participated in 15 project proposals and now participates in or manages a total of 15 projects.

These include seven new projects from Horizon Europe, LIFE and Interreg starting in 2023 and two additional ones which started in the first quarter of 2024. The total project financing amounts to €47,541,974 with an EU contribution of €40,198,30, with the part of EHPA of €1.6 million. These cover multiple highly relevant sectors, such as: thermal energy storage, DC, new business models, synergy with industries, legislation/policy, collaboration with local policy makers, or renovation. Three projects on one stop shops, training and coupling heat pumps with other renewables and storage concluded successfully. With the work of these projects feeding into other initiatives where EHPA is active, such as: the SET Plan (particularly IWG5), the Bridge initiative, or Horizon Europe Partnerships.

EHPA also organises a Research and Innovation committee for interested members. The committee's work continued and expanded in 2023 with over 130 members from all over the world. Such R&I work fits perfectly towards the design and content of the new, upcoming work programmes (e.g. Horizon Europe & LIFE). As well as having organised 14 RD&I related events and complementary participation in projects related fairs.

The Heat Pump Awards are also growing, with ever more applications - 293 in 2023 from 227 cities and 39 participating countries. Winners were selected in five categories: decarbonisation of buildings, an innovation project, the city of the year, industrial decarbonisation and the people's choice award, which is open to a public vote.

Additionally, all EHPA projects resources have been added to a <u>one-stop-shop webpage.</u> There, you will always be able to find: the latest relevant calls, R&I committee information, demonstration/pilot sites, relevant work programmes, matchmaking events, and have your say on the upcoming funding and research priorities.

Lastly, the projects team has doubled in size in 2023, while also relaying on assistance from other teams. It now has eight staff members and relies on three more from other teams.

Project proposals in 2023

In 2023 EHPA participated in 15 proposals from Horizon Europe, LIFE and the European Innovation Council via several calls:

- Demonstration of DC powered data centres, buildings, industries and ports.
- 2. efficiency and electrification.
- Innovative components and configurations for heat pumps. 3.
- Clean and efficient cooling.

At the same time, we also prepared for the 2024 Horizon Europe and Tender proposals. Those of particular interest are:

- 1. Support action on heat pumps.
- 2. Optimisation of thermal energy flows in the process industry.
- 3. Smart grid-ready buildings.

An always up to date list of incoming calls for all programmes can be found here and EHPA keeps track of all new Work Programmes here.

Innovative solutions for cost-effective decarbonisation of buildings through energy.

5. Boosting heat pump deployment through alternative models and skilled installers.

06 Heat Pump KEYMARK certification

"The huge and ongoing growth in certified manufacturers shows the immense trust and credibility the Heat Pump KEYMARK and the Quality Label bring to all stakeholders, including end users."



Tarik Bellahcene Head of Heat Pump KEYMARK Secretariat

Heat Pump KEYMARK Scheme Group Meeting. Photo: Danaé Kokkali

Building trust, breaking records

The Heat Pump KEYMARK is a voluntary third-party certification mark that supports the quality and performance of heat pumps on the European market. It can be applied to all heat pumps, combination heat pumps, and hot water heaters.

The Heat Pump KEYMARK scheme is owned by CEN and CENELEC, the European Committee for Standardisation, and its secretariat is coordinated by EHPA. The certificate is granted by independent Certification Bodies and the testing is carried out by registered Testing Laboratories. The scheme is now recognised in 10 European countries and counts over 8,000 certified models.

If 2022 was a remarkable year for the certification, 2023 certainly broke all records. The Scheme saw an outstanding increase of nearly 120% in the certificates issued, compared to the last year: 645 new certificates compared to 295 in 2022.

The Heat Pump KEYMARK Scheme now counts over 1,900 certificates that correspond to 134 heat pump manufacturers.

The Heat Pump KEYMARK Secretariat was present at many events throughout the year, notably at ISH Frankfurt in March, the European Heat Pump Summit in Nuremberg last October and the Climatización y Refrigeratión fair in Madrid, last November.

The Secretariat also organised two online seminars (in June and October), featuring stakeholders from multiple participating bodies, such as testing laboratory experts, EU policy advisors, and heat pump manufacturers. In total, the webinars gathered over 140 participants.

The growth of the Heat Pump KEYMARK certification was also reflected in the increasing traction on social media. In 2023, we reached 1,400 followers, a striking 108% increase compared to the previous year. In total, we also recorded 55,000 impressions from our LinkedIn content.

All this progress only adds to the other work being carried out by the Secretariat such as social media campaigns, publications, press releases and new updates on the EHPA and KEYMARK websites, the organisation and coordination of Steering Committee and Scheme Group meetings, updates and improvements on the database (translation) and internal platform (document access), solving and following up on certification holders requests, etc.



A growing association needs a solid backbone. EHPA's admin and HR team was bolstered this year by a new head of operations. The team supports EHPA in all human resources, budget, financial and administrative matters. Apart from a change of accountancy, another major task was the selection and outfitting of a new office. From Q2 2024 onwards, EHPA will reside at 120 Avenue de Cortenberg, B-1000 Brussels. The new office provides ample space for the team and our members. Its conveniently located and has a bicycle parking, showers and car park.

Some highlights of their work in 2023 include:

- Recruitment of 11 new team members
- Updated internal recruitment process for efficiency
- Digitalisation of internal processes to ensure the association runs smoothly •
- Trainings and workshops for all staff to increase skillsets and team cohesion •

Meet EHPA's operations team



EHPA board

EHPA's current Board was elected in June 2022 and will be in place for two years. Its members are:





Andrea Voigt Danfoss

Barbara Priesching Vaillant





Hauke Hagen Stiebel-Eltron

Johannes Brugmann Bosch





Malgorzata Smuczynska Port PC

Marek Miara Fraunhofer ISE





Rolf Iver Hagemoen Norwegian Heat Pump Association

Rowena Rodrigues Glen Dimplex

28 European Heat Pump Association: Annual report 2023



Dina Köpke Emerson



Jussi Hirvonen SULPU



Martin Forsén Nibe



Thomas Fleckl AIT



Enrique Vilamitjana Panasonic



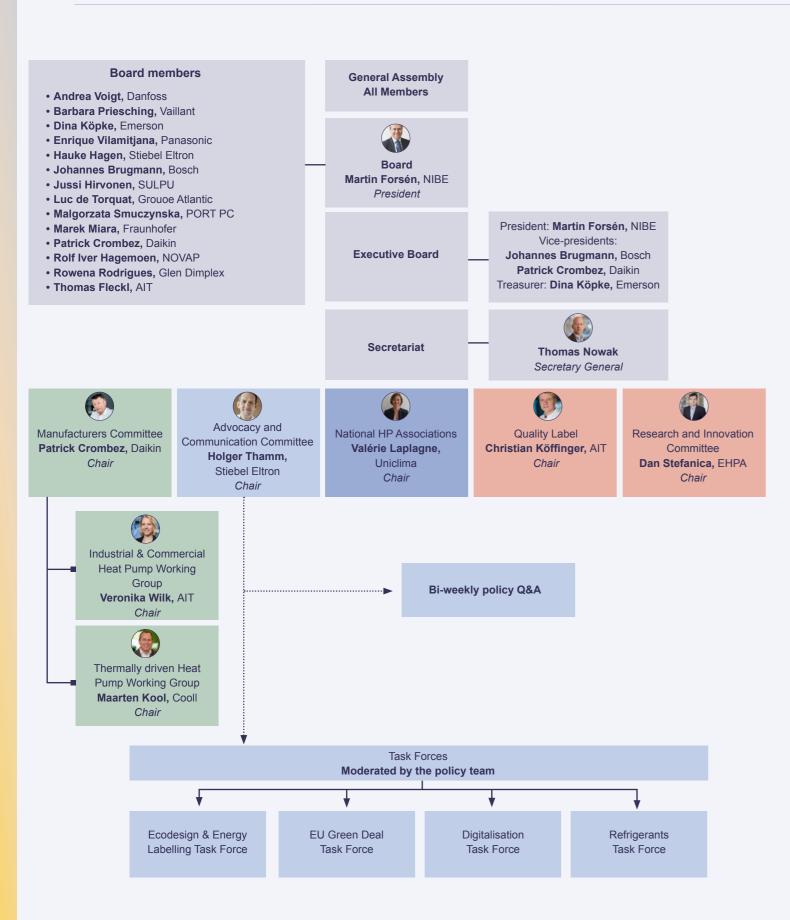
Luc de Torquat Groupe Atlantic

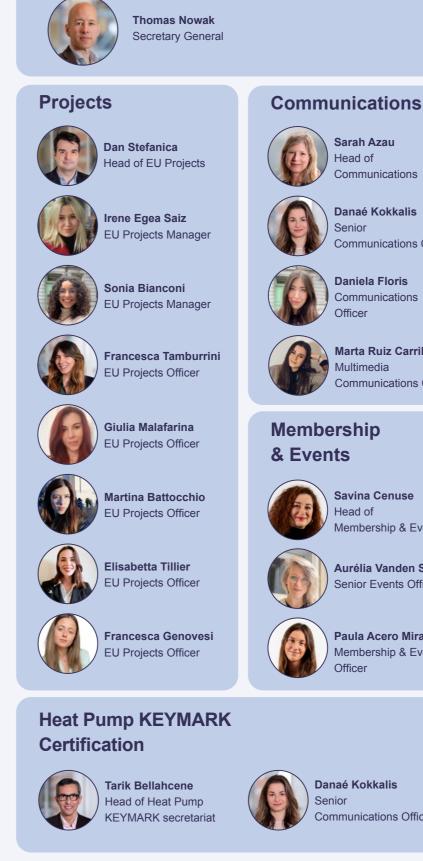


Patrick Crombez Daikin

EHPA governance

EHPA staff





Communications

Danaé Kokkalis

Communications Officer

Daniela Floris Communications

Marta Ruiz Carrillo Communications Officer

Savina Cenuse Membership & Events

Aurélia Vanden Stenne Senior Events Officer

Paula Acero Miras Membership & Events

Communications Officer

Policy



Josefien Vanbecelaere Head of EU Affairs



Mélanie Auvray Policy Manager



Alessia del Vasto Senior Policy Officer



Eleonora Shehu Policy Officer



Adéline Houtart Digital Policy Officer



Milagros García Policy Officer



Elin Kienzl Policy Assistant

Operations



Scott Colati Head of Operations



Ana Pérez Quimbiulco Senior **Operations Officer**



Paula Antón Vergara Senior HR Officer



The **European Heat Pump Association (EHPA)** represents the European heat pump sector. Our over 180 members include heat pump and component manufacturers, research institutes, universities, testing labs and energy agencies.

EHPA advocates, communicates and provides policy, technical and economic expertise to European, national and local authorities, and to our members.

We organise high level events and manage or partner in multiple projects.

We work to shape EU policy that allows the heat pump sector to flourish, and to become the number one heating and cooling choice by 2030. Heat pumps will be a central part of a renewable, sustainable and smart energy system in a future decarbonised Europe.

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European Heat Pump Association

