

**EHPA membership benefits**

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# **JOIN THE EUROPEAN HEAT PUMP ASSOCIATION**

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**Heat pumps - the hea(r)t of our energy future**





# Our team



**Paul Kenny**  
Director General

EHPA is composed of a strong and unified team that strives to reach its objectives. We are always looking for ways to promote and assist the development of heat pump technologies on the European market.

## Policy



**Jozefien Vanbecelaere**  
Policy Director



**Mélanie Auvray**  
Head of Supply Chain & Competitiveness



**Saverio Papa**  
Head of Energy Policy



**Alessia Del Vasto**  
Policy Manager



**Eleonora Shehu**  
Policy Officer



**Adéline Houtart**  
Policy Officer



**Milagros García**  
Policy Officer



**Marcin Krupski**  
Policy Officer



**Maite Touceda**  
Policy Assistant

## Communication & Events



**Sarah Azau**  
Communications & Events Director



**Danaé Kokkalis**  
Senior Communications Officer



**Daniela Floris**  
Communications Officer



**Marta Ruiz Carrillo**  
Multimedia Communications Officer



**Aurélia Vanden Steene**  
Events Manager



**Rachelle Hajjar**  
Senior Events Officer



**Anastasiia Dmitrieva**  
Membership & Events Officer



**Guillaume Uguen**  
Data analyst & Database programmer



**Monica Romão**  
Communications Assistant



**Joel Boehme**  
Campaign Manager

## Operations



**Birgit Krausse**  
Operations Director



**Ana Pérez Quimbiulco**  
Senior Operations Officer



**Paula Antón Vergara**  
Senior HR Officer



**Jamilla Voglis**  
Executive & Office Assistant

## Projects



**Joel Fernandes**  
EU Projects Director



**Sonia Bianconi**  
EU Projects Manager



**Francesca Tamburrini**  
EU Projects Manager



**Martina Battocchio**  
EU Projects Officer



**Elisabetta Tillier**  
EU Projects Officer



**Francesca Genovesi**  
EU Projects Officer



**Sofia Silva**  
EU Projects Officer



**Beñat Uribealago**  
EU Projects Officer



**Paola Maio**  
EU Projects Officer

## Heat Pump KEYMARK Certification



**Leopoldo Micò**  
Head of HP KEYMARK Secretariat



**Danaé Kokkalis**  
Senior Communication Officer  
KEYMARK Certification

## Externals



**Energy Scout**  
Data Analyst

Meet  
each one  
of us!



# About EHPA

The European Heat Pump Association (EHPA) is the voice of the European heat pump sector in Brussels. We work to shape EU policy that allows the heat pump sector to flourish, and heat pumps to become the number one heating and cooling choice by 2030.

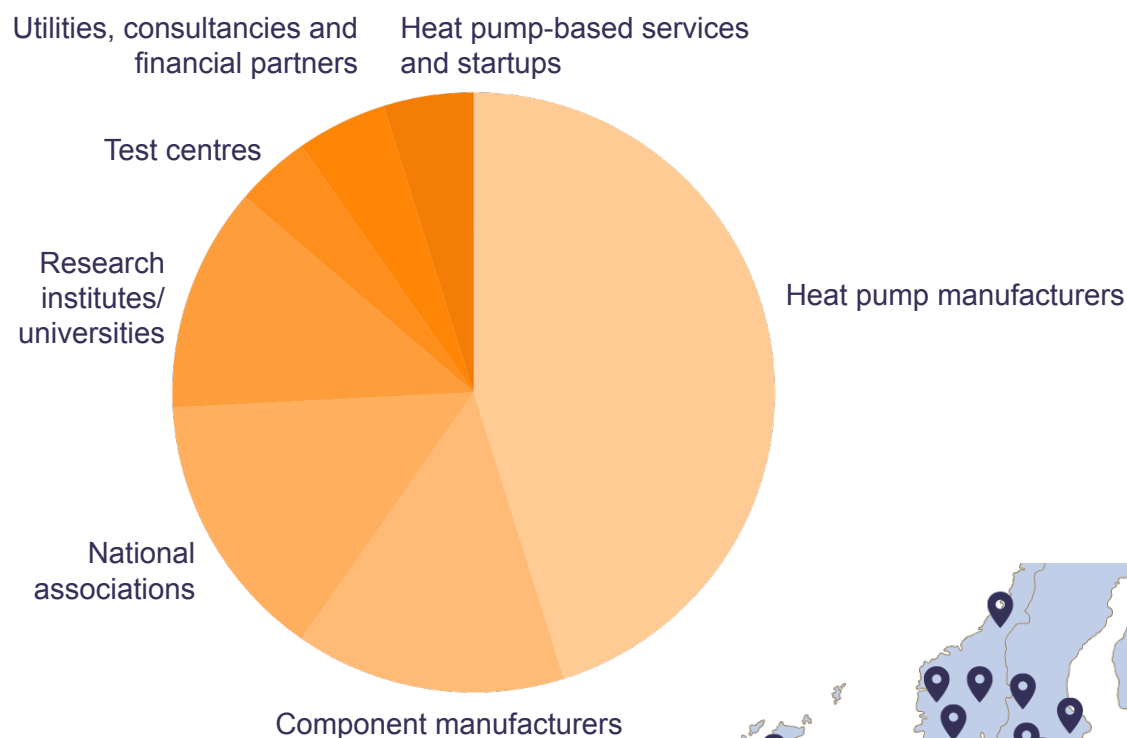
## Our vision

In a fully decarbonised Europe, heat pump technologies are the number one heating and cooling solution. They are a central part of a renewable, sustainable and smart energy system.

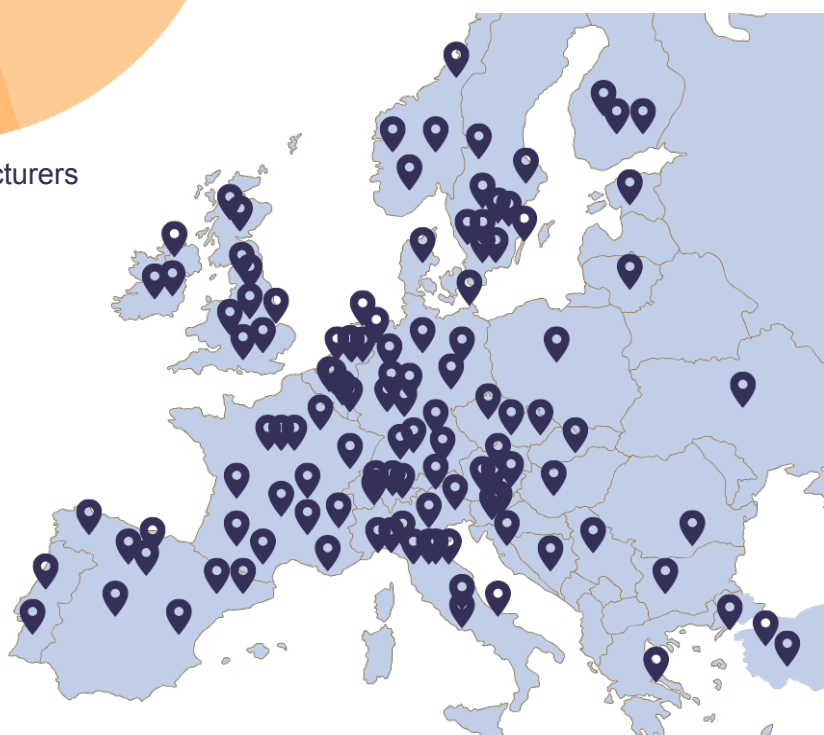
## What we do

EHPA advocates, communicates and provides expert policy, technical and economic input to European, national and local authorities, and to our members. We organise high level events and manage or partner in multiple EU projects. All our activities aim to speed up the market development of heat pumps for heating, cooling and hot water production.

## We proudly advocate for 230 organisations



**Representing  
30+ countries**



# Get the most out of your membership

At EHPA, our members gain exclusive benefits designed to support their industries' progress.

This includes expert policy insights, comprehensive market analysis, project intelligence, enhanced visibility, and access to a strong professional network.

We are committed to equipping our members with the essential tools and resources they need to succeed.

## Members' benefits



Voting & participation



Policy influence



Market data



Networking



EU projects



Certification



Communications



Events privileges



Scan here for  
more details



# Voting and participation

## Members' benefits

Every member has the right to make a difference, regardless of their membership category. Each member holds one vote in the General Assembly. Members can participate in discussions, activities, and exclusive events - both online and on-site. Additionally, every member is eligible to stand for election to the board of members.

General rule is that the more engaged you are, the more you benefit from these opportunities.



### Voting rights at the General Assembly - 1 vote/member

Have a direct say in EHPA's decisions. Each member gets one vote at the General Assembly, helping shape the association's strategy and industry policies.



### Eligible for a seat in the Board of directors

Members can stand for election to the Board, playing a key role in guiding EHPA's priorities and representing the industry at the highest level.



### Access to members-only platform (community & decision making)

Connect with industry experts, stay updated on policies, and take part in working groups through EHPA's exclusive members-only platform.



Scan here for more details



Questions about membership?  
Send an email to [membership@ehpa.org](mailto:membership@ehpa.org)



# Policy influence

## *Members' benefits*

EHPA is the voice of the European heat pump sector in Brussels. We work to shape EU policy that allows the heat pump sector to flourish, and heat pumps to become the number one heating and cooling choice by 2030. Policy work is naturally at the cornerstone of EHPA's activities.

### Policy toolbox for members only

#### The members-only platform

Summarised policy status of each major policy dossier



What's currently high on the agenda



All relevant documents from EU, EHPA, and stakeholders



Concrete proposals on how to get involved



#### Committee and task force meetings

Jointly develop EHPA positions on the policy priorities



#### The Weekly Newsletter

Fresh policy news every week



#### Fortnightly policy Q&A

Come and discuss with us the latest policy updates every two weeks on Friday morning



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more details



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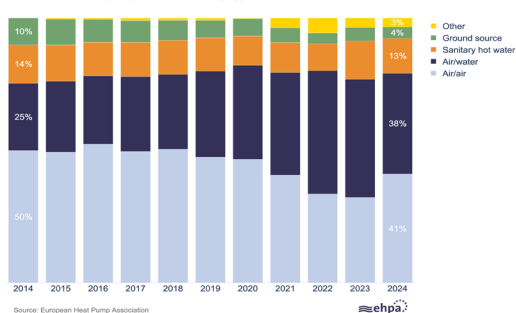
# Market intelligence

## Members' benefits

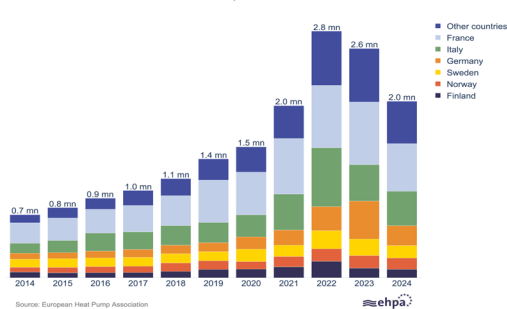
In a constantly developing industry such as heat pumps, it's crucial to get regular updates concerning market growth, new EU and national policy trends, regulations as well as forecasts.

Market research then plays a key role as it provides the answers your organisation needs to make decisions that will move you forward.

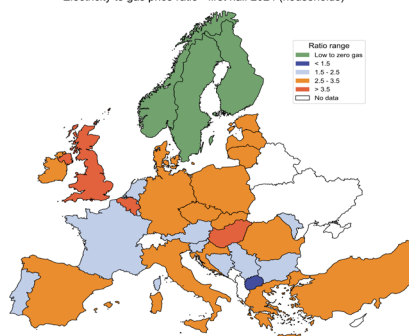
Evolution of heat pump sales, share by type



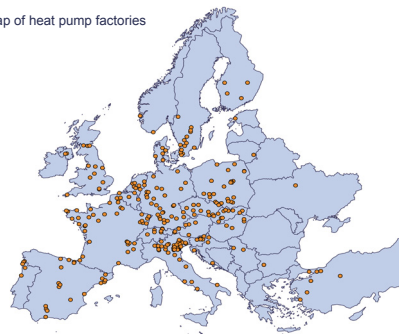
Total sales from 2014 to 2024 in 13 European Countries



Electricity to gas price ratio - first half 2024 (households)



Map of heat pump factories



EHPA helps your company by making targeted European heat pump market data available at several points throughout the year. This includes:

Data from 21 countries

An overview of the national market & success factors for development

Heat pump development by type, year and country

Industrial and technical trends

National legislative framework

Organisational status of each market



# EU projects

## Members' benefits

EHPA continuously monitors new heat pump relevant calls and is actively involved in several EU-funded projects that are part of the Horizon Europe, LIFE and Interreg programmes, as well one tender for the contracting authority of CINEA, while encouraging excellence in the sector via its annual Heat Pump Award.

**ETIP-RHC Platform**  
Multi sector innovation on renewable heating and cooling

**HeatCraftHP**  
A work-place learning path providing core knowledge and skills to heat pump professionals.

**SPIRIT**  
Implementation of sustainable heat upgrade technologies for industry

**PUSH2HEAT**  
Pushing the market potential of heat pumps for heat upgrading in the industrial sector

**REDI4HEAT**  
RED implementation for heating and cooling.

**ECHO**  
Efficient compact modular thermal energy storage system.

**BEST-STORAGE**  
Building energy efficient system through short and long spectrum thermal energy storage.

**WaterWarmth**  
Accelerating the transition towards sustainable heating and cooling based on collective surface water heat pump systems.

**SKILLSAFE-EU**  
Skills Enhancement for Safe Handling of Highly Flammable Refrigerants in the EU.

**Street HP Reno**  
Developing street wide approach for housing for collective switch of energy systems to heat pumps packaged modules.

**Compliance Services**  
Services supporting suppliers and retailers regarding compliance with ecodesign and labeling legislation.

**META-BUILD**  
Powering the METAmorphosis of BUILDings towards a decarbonised and sustainable energy system.

**GEOFLEXHeat**  
Geothermal extraction and upgrade with flexible usage for industrial heat applications.

**BETTED**  
Boosting energy transition of the dairy value chain.

**RESkill4NetZero**  
Create and test an EU wide scalable skills blueprint for the critical job profiles needed in the energy transition.

**Heat Pump Award**  
Awarding the most outstanding heat pump projects.

**SHIFT2DC**  
Shift to Direct Current (Top-down application agnostic approach for the design, simulation, test, validation and application of direct current(DC) solutions at both medium (MV) and low voltage (LV) levels).

Work with us on the **next successful projects!**  
Take a look at our online RD&I one stop shop of resources and tools.



Scan here for more details

# Communication and media

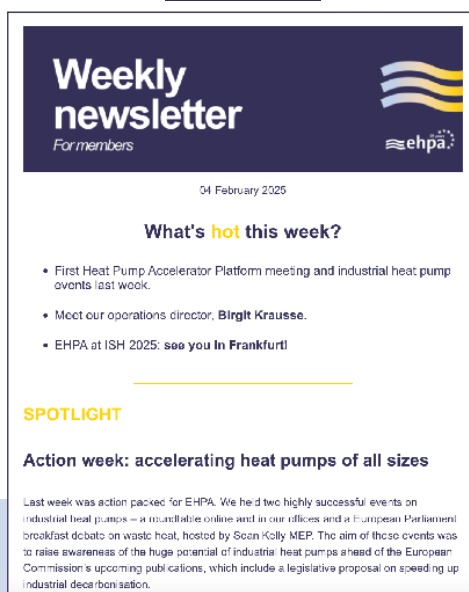
## Members' benefits

Whether you are a media maestro or a cautious communicator, we have something for you. Receive our weekly newsletter, access our always updated social media pack and visuals, join our communicators' group, check out exclusive new stories and videos on our members-only web platform, and more!

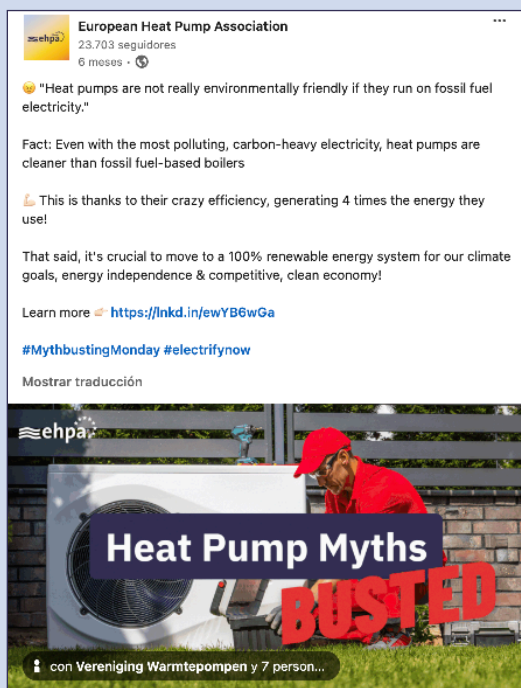
### Publications



### Newsletters



### Comms group & Social media pack



Scan here for more details

# Networking and business synergies

## Members' benefits

EHPA's events aim to amplify the influence and visibility of the heat pump sector. These events bring together industry members, policy-makers, NGOs, and other experts in a meaningful exchange.

Throughout the year, EHPA's events address policy priorities and explore how heat pumps can be used in residential, commercial, and industrial settings.

### Events

#### EHPA events

General Assembly  
Heat Pump Forum & Heat Pump Award  
Heat Pump Day  
Decarb Cities  
Trade fairs  
Online seminars  
In-person events

#### Collaborations

Member events  
Allies events  
Presidencies' events  
National associations events  
Relevant sustainability related events

### 2024 in numbers



**30**  
ONLINE EVENTS



**300**  
attendees  
HEAT PUMP FORUM



**300+**  
attendees  
ROOFTOP RECONNECT



**200+**  
attendees  
GENERAL ASSEMBLY



**180+**  
leads  
TRADE FAIRS



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more details



Questions about events?  
Send an email to [events@ehpa.org](mailto:events@ehpa.org)

Take an active role!  
Enhance visibility.  
Show leadership.  
Join networks.  
Find inspiration.  
Be influential.



Networking  
Celebration  
Source: David Lucas



Heat Pump Forum  
Source:  
David Vannucci



Heat Pump Day  
Source: Vivian Hertz



Rooftop REconnect  
Source:  
David Vannucci



MEP Welcoming  
Event  
Source:  
Cedric Puisney





# Certification

## Members' benefits



The **Heat Pump KEYMARK** is a European voluntary third-party certification mark (ISO type 5 certification) for all heat pumps, combination heat pumps and hot water heaters.

The scheme is owned by the European Committee of Standardisation (CEN) and is executed by empowered certification bodies across Europe.

The **Quality Label** is a programme developed by EHPA aiming to assure the end-consumer of the quality of a heat pump unit or model range on the market. The label is based on tests according to international standards.

There are currently 12 countries participating in the scheme. While the label has a European focus, it requires a national reference to verify the existence of a service organisation.

### Benefits of the Heat Pump KEYMARK



A single certificate open to all interested parties



Regular factory production control and check of quality management



Products tested once and recognised everywhere!



Third-party based on test points from Ecodesign



Scan here for more details

# EHPA manifesto: priorities for EU policy 2024-2029

## Heat pumps, the hea(r)t of our energy future

Heat pumps offer a clean, cost-effective way to decarbonise heating and cooling. Three to five times more efficient than gas boilers, they slash energy imports, energy use, and greenhouse gas emissions. Heat pumps also provide stability against fluctuating energy bills.

To unlock their full potential, EU legislators and decision-makers must take the lead in developing the necessary policy and financial conditions for the acceleration of the clean energy transition.

The European Heat Pump Association (EHPA) has outlined five key priorities to put clean heating and cooling at the heart of Europe's energy system today for a brighter tomorrow. Here's an overview:



### Set clear policy directions and targets

Ensuring consistent, streamlined and ambitious long-term policies on heat pumps is vital for attracting demand for them and investments in the EU's manufacturing and workforce.



### Make heat pumps affordable for all

There is an urgent need to shield low-income households from high energy prices and support their access to cleaner and, ultimately, cheaper to run heating and cooling solutions like heat pumps.



### Strengthen industrial leadership and skills

Europe's heat pump sector is a world leader. It provides more than 161,000 direct jobs already today, with the potential for many more.



### Unlock the full potential of large heat pumps

Large heat pumps serve a crucial role in industrial electrification and energy integration. Able to reach 200°C, they can efficiently utilise waste heat from industrial processes, wastewater, and other sources for district heating and industrial applications, so boosting circularity.



### Use heat pumps' flexibility to support the energy system

Heat pumps provide flexibility by heating when electricity costs are low and shutting off during peak times, reducing costs for the EU's energy system and consumers.

# Determine your membership category

Annual membership fees. Applicable to all members in 2025. We consider the annual turnover linked to HP activity. Based on the fees defined by the General Assembly on 7.6.2023 for 2024, a 3% indexation has been applied for 2025.

When applying, members may indicate their category, which will be verified by EHPA and our board of members.

## Membership fees 2025

Commercial enterprise*		
Category	Turnover on Heat Pumps	Membership fees
COM1	> 300 000 000 €	23 373,75 €
COM2	150 000 000 – 300 000 000 €	18 634,71 €
COM3	75 000 000 – 150 000 000 €	13 895,67 €
COM4	5 000 000 – 75 000 000 €	9 156,63 €
COM5	1 000 000 – 5 000 000 €	5 280,10 €
Startups**		
Category	Turnover on heat pumps	Membership fee
START	< 1 000 000 €	2 060,00 €
Utilities*** Consultancies & Financial partners		
Category	Turnover on heat pumps	Membership fee
UTFIN	ALL	12 852,80 €
EU interest groups, National Heat Pump Associations		
Category	Turnover on heat pumps	Membership fees
EIG1	>1 000 000 €	8 491,44 €
EIG2	500 000 – 1 000 000 €	5 945,28 €
EIG3	100 000 – 500 000 €	3 397,00 €
EIG4	<100 000 €	1 060,90 €
Non-profit organisations (research institutes, universities, governmental organisations)		
Category	Turnover on heat pumps	Membership fee
RD	ALL	1 060,90 €

\*Commercial enterprise: companies that manufacture heat pumps, subsystems and components and place them on the market. Companies that place heat pumps on the market as their core business, including by providing heat as a service or heat pump-based services to business and end consumers.

\*\*Startups: Commercial enterprises that have access to an entry membership fee with a 2 years' time limit. Once they grow, they are subject to the Commercial Enterprise category.

\*\*\*Utilities: Companies that sell heat, electricity or both to end consumers.

In the case of mixed product / services portfolios, the dominant business determines the membership class.



Become a member now



Questions about your corresponding category?  
Send an email to [membership@ehpa.org](mailto:membership@ehpa.org)

# Join the heat pump community

Ready to join EHPA? Here's how.

You've explored the benefits of EHPA membership – now it's time to take the next step.

Whether you're a national or regional association, a manufacturer, a research institute, or any other organisation supporting the heat pump industry in Europe, your contribution matters.

By becoming a member, you're not just joining a network – you're shaping the future of sustainable heating and cooling in Europe. Follow the steps below to apply and be part of the movement driving the energy transition forward.

## How to join EHPA

# 01

### Determine your membership category

We offer several categories of membership, each based on your organisation's turnover. If you're a utility or a not-for profit, we have specific categories tailored to your needs.

# 02

### Fill out the application form

Ready to apply and finalise your membership? Fantastic! Simply fill in and sign the membership application form, and we'll receive it with open arms.

### What's next?

We'll take care of the rest. Our team will internally review your application before presenting it to our board members for voting.

This process usually takes a few of weeks, but we'll keep you informed of your application's status throughout.



Become a member now



Questions about the application process?  
Send an email to [membership@ehpa.org](mailto:membership@ehpa.org)

# Discover the heat pump community of members who drive the energy revolution



# Get in touch!

European Heat Pump Association  
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1000 Brussels, Belgium

[membership@ehpa.org](mailto:membership@ehpa.org)  
[www.ehpa.org](http://www.ehpa.org)

