Öresundskraft – A regional energy utility in the energy system transformation

Anders Östlund
CEO
Welcome to Helsingborg
Öresundskraft AB
A comprehensive energy and communication company

• 1859 founded
• 400 employees (♀ 36%)
• 3.4 TWh energy sales
• 260 M€ turn over
• 35 M€ EBIT
• 100 000 customers
  – Electricity, gas, heat, cooling, digital services

• Infrastructure
  – Power grid, gas grid, district heating, district cooling, metropolitan area network, IoT, charging stations electric vehicles, gas
We will be a winner in the new school

The old school
Large-scale and centralised
Fossil
The supplier has the power
The customer is last in the value chain
Analogous
Ownership
"One model fits all"

The new school
District heating distribution
Electricity grid
Fibre infrastructure

The future is already here!

Small-scale and de-centralised
Sustainable
The customer has the power
Digital, online and automated
Sharing economy
Personalized och data-driven

2015
2030?
Heat Business Crossroad - New Business Model after 51 years

NEW POSITION
- Nurture the infrastructure
- Build relations
- Product innovation

HARVEST
- Administer the infrastructure
- Slim everything
- Defend/defensively

Introduction
1964
- Growth
1970
- Maturity
1980
1990
- Decline
2000
2010
2020
2030
District Heating Business

• 100% municipality of Helsingborg
  » 4 heat networks
  » Owner requirement ROCE > 8.5%

• Production
  » Heat 1.1 TWh
  » Power 0.3 TWh

• Finance
  » Turn over 100 M €
  » Capital employed 300 M €
  » Investments 10 M €

• 33 % fixed cost
A sustainable energy solution

100 %
Primary sources
Energy production
Use of energy

5 %
Primary sources
Energy production
Use of energy

Recycle resources and energy

95 %
District energy offers flexibility

- Residual Wood Industry
- Energy Recovery Sewage
- Energy Recovery Waste
- Energy Recovery Industry
Heat Production & CO₂
Heat Supply
Priority Based on Cost

OPEX | CAPEX
---|---
× | ×
× | ×
× | ×
95% Recycled Heat

- 24% Bio CHP
- 30% Excess Heat from Chemical Industry
- 35% Waste to Energy
- 8% Sewage Heat

Customer

District Heating Network
Locally and Regionally

Öresundskraft
• 2 cities
• 80% heat market share
• 14 000 Customers
• 720 km heat grid

Regional Heating Grid
• 5 cities
• 3 energy service companies
• 90 km regional grid
Circular Helsingborg
Four platforms enabling circular solutions

District Heating (1964)

Vera Park (2004)

Industry Park of Sweden (1997)

RECO LAB (2019)
Heat Business Crossroad - New Business Model after 51 years

Introduction
Growth
Maturity
New business model
Decline

PUBLIC WELFARE

HEATING MARKET

NEW POSITION
- Nurture the infrastructure
- Build relations
- Product innovation

HARVEST
- Administer the infrastructure
- Slim everything
- Defend/defensively

VOLUME

Thank you