

New district heating systems

The Hillerød Way

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- 10 years in district heating companies
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- 4 months in a municipality



Hillerød District Heating

Mid size danish district heating company:

- Municipality has 75.000 inhabitants
 - DH supports 75 % of Hillerød Municipality
- 35 employees
- Energy usage is approx. 360,000 MWh/year
- Nearly 8,000 customers
 - From singel detached houses to social housing complexes and industries

Agenda

- Danish Energy System
- Hillerød Forsyning
- New district heating systems

The main stakeholders

Danish district heating is a product of its stakeholders and only gives sense if you understand the underlying structure

- Lawgiver
 - Owner
 - Customers
 - Company culture
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- Each of which has a different focus

Legal framework

- Natural monopoly
- Not-for-profit
 - Low risk loans
- Project proposals – socioeconomics
- Municipality owned, consumer owned or private
- Freedom of choice



Owners

- Many demands but 2 major ones
 - No fossil fuels in district heating by 2030
 - All space heating is sustainable and climate neutral in the municipality of Hillerød by 2035



Customers

- Price stability
- Security of supply
- Competitive pricing



Company culture

- People only think of us when we fail
 - Low risk profile
 - Conservative
 - Slow and steady
 - Not competitive
 - Pride in the product

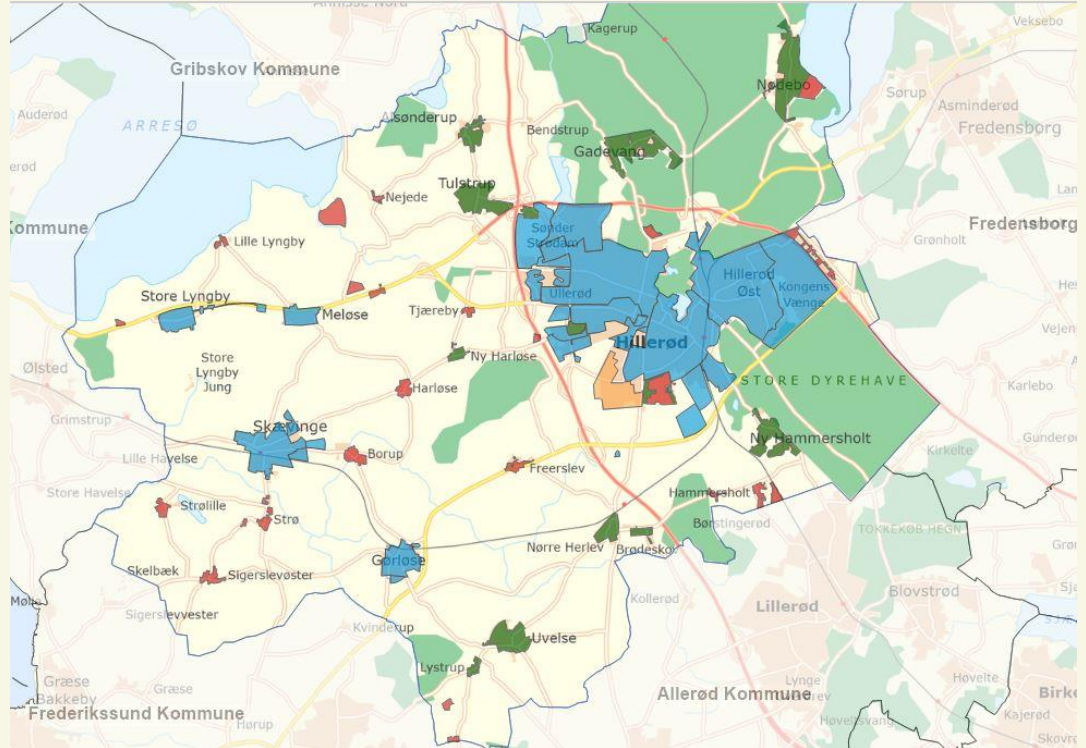
New district heating

- From scratch
- From a district heating company
 - Is not the same
- The Danish government want all natural and oil out of space heating – not a law
 - Either district heating or individual heat pumps
 - Race against time



New systems in Hillerød

- Blue areas – district heating
 - Green areas – potential district heating
 - Red areas – no district heating
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- 3 Green areas are district heating “islands”
 - Need min 60% to sign up for district heating will be developed
 - Hope for more over time, so risky
 - Need local production facilities
 - Difficult to find locations



Order of things

- This is very new to us - so still very difficult
- Practice on towns connecting to existing district heating
 - No need for local heat production
- But several path have to work together at the same time

Physical	Structure	Customers	Communication
Project proposal	Building capacity	Onboarding price	Homepage
Tenders	Optimizing work processes	Fixed and variable prices	Flyers
Locations	Contracts		Meetings
Time tables			
Approvals			