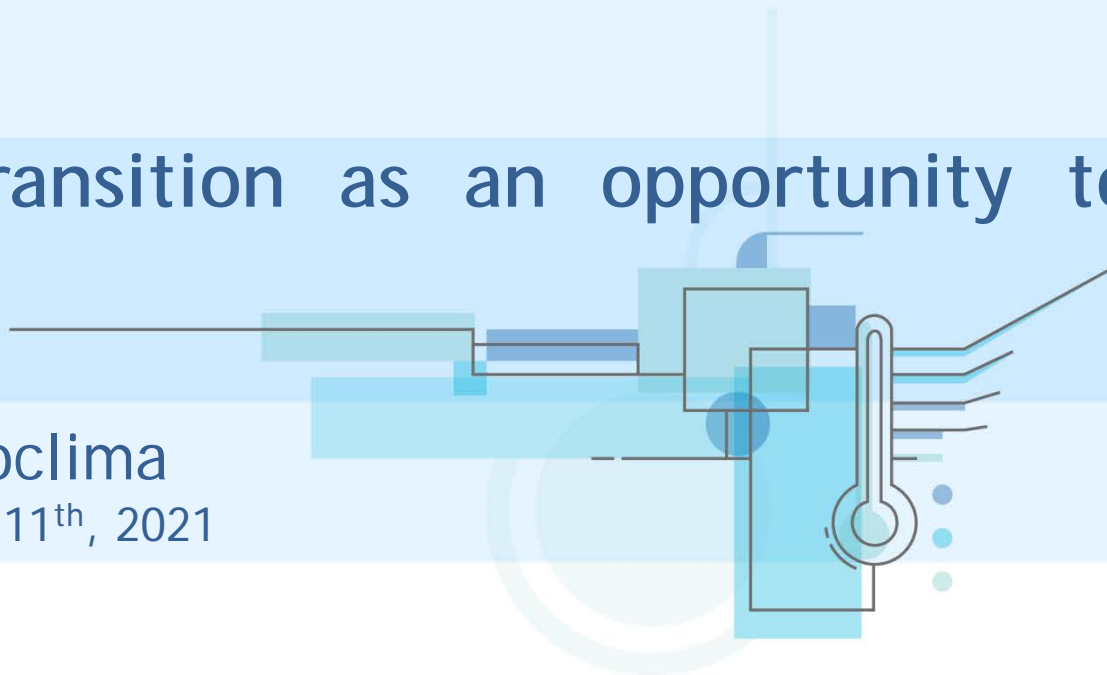
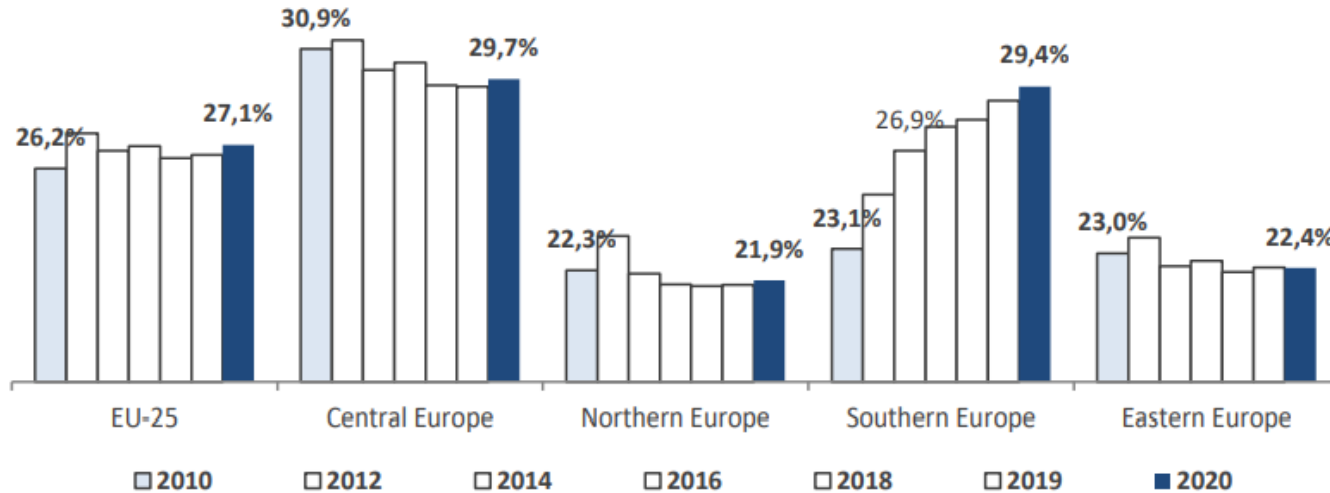


The ecological transition as an opportunity to boost heat pumps

Federico Musazzi, Assoclimate
November 11th, 2021



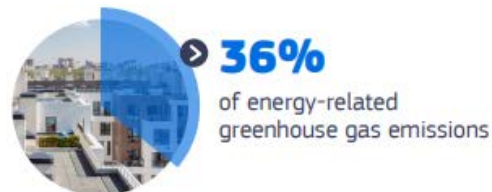
The weight of the sector (source: CRESME)



During the years the market share of the HVAC sector (including all the supply chain) has grown to one third of the entire construction sector

The objectives of the “Fit for 55” package

Buildings account for:



Set a new EU-level target
of **40%** renewables in
the energy mix



Set a benchmark of
49% of renewables in
buildings



Increase the use of
renewable energy in
heating and cooling by
1.1 percentage point
every year

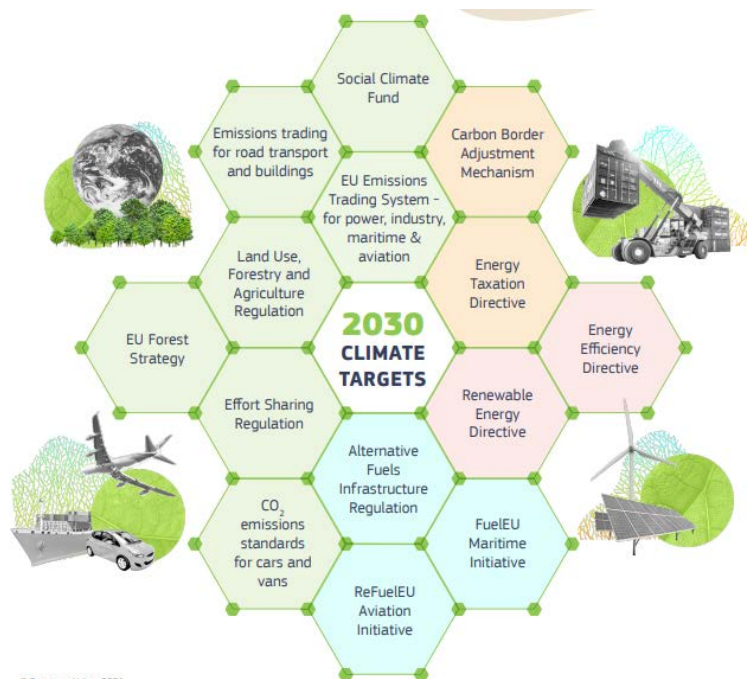
**SET BOLDER TARGETS
FOR ENERGY SAVINGS
BY 2030**

39%
for primary energy
consumption

36%
for final energy
consumption

(Source: MAKING OUR HOMES AND BUILDINGS FIT FOR A GREENER FUTURE from EU Commission)

The objectives of the “Fit for 55” package



The decisive decade

The EU aims to reduce its net greenhouse gas emissions by at least **55% by 2030**, compared to 1990 levels, as agreed in the EU Climate Law. This means a combination of interventions in several areas

The importance of working on the existing stock

To match the climate goals it is necessary to act on the existing stock of old heating appliances (>120M fossil fuel appliances in EU)

Technologies are available on the market...

...EU manufacturers lead an industry of excellence but...

... the renovation rate is only at 4.2%



How many years would it will take us at this rate to achieve the objectives of the «FIT FOR 55» package?

The renovation rate

Our estimation

Renovation rate at 4.2%



Far from EU energy target

Renovation rate at 5%



Close to 40% of CO2 reduction in 2030 but not in line with the new FIT for 55

Renovation rate at 6%



55% CO2 reduction compliant

A key period for our future



extraordinary resources



great attention to environmental issues



extraordinary measures



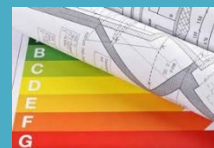
house at the top of attention

The main drivers of change

new standards and product requirements



system requirements

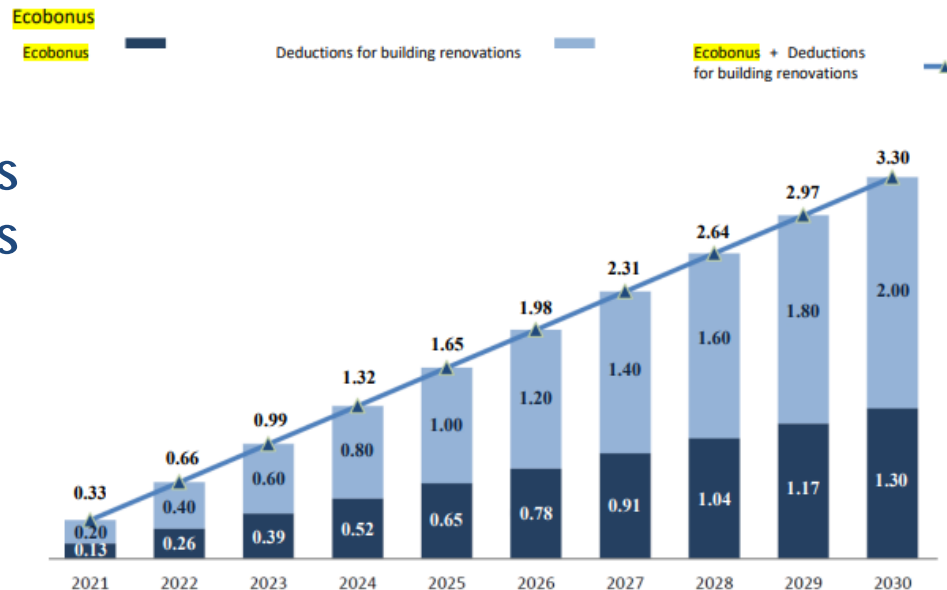


incentives and support schemes



Incentives and support schemes

Anticipated savings for tax deductions (Mtoe)

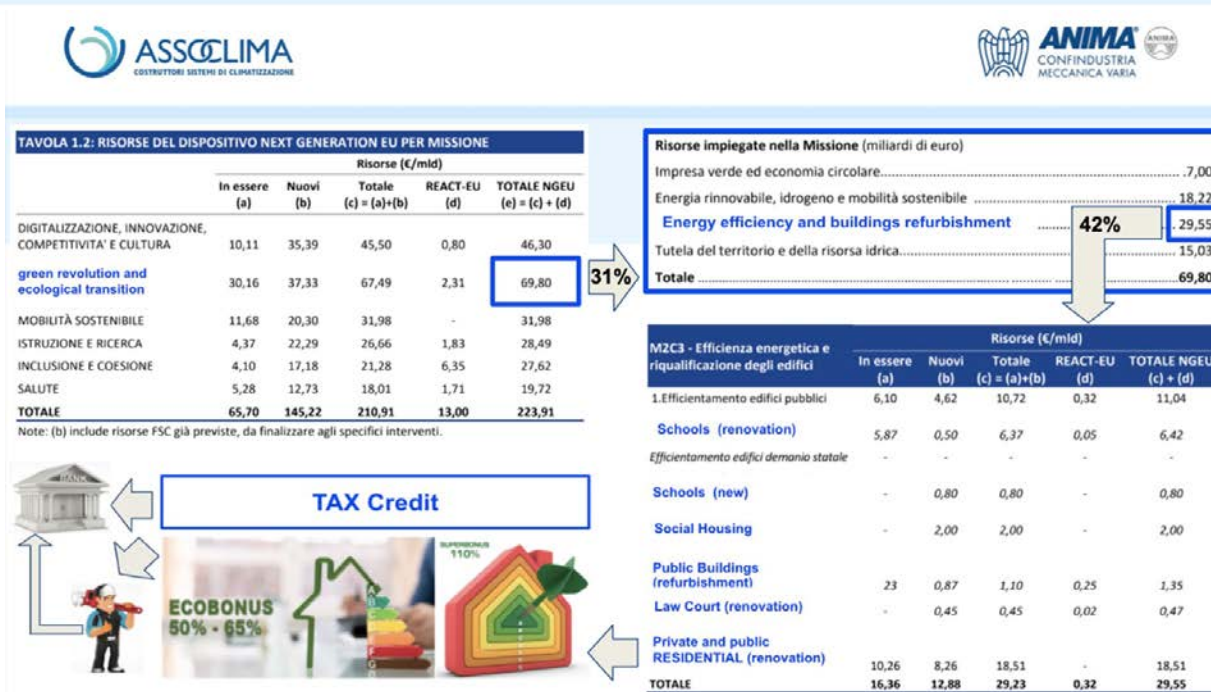


Incentives and support schemes

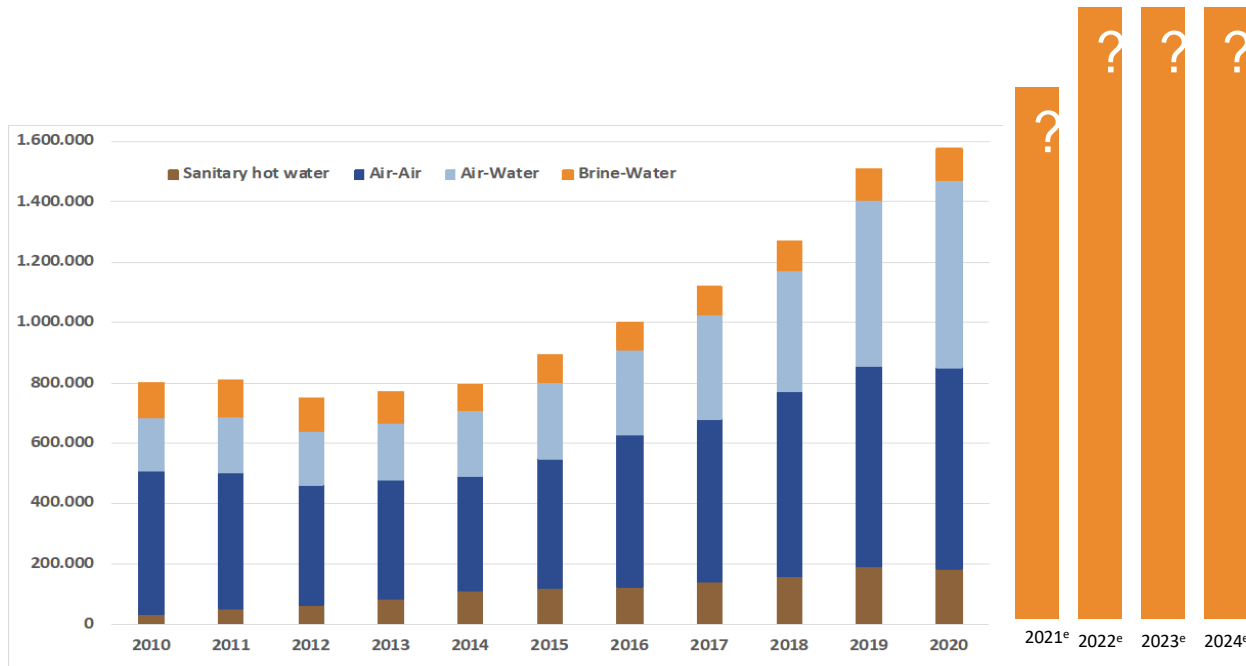
UNDER REVIEW

Name of the Program	Application	Contents	Min. Efficiency Requirements	Sector	Duration of the program
Ecobonus 65% tax deduction for energy-usage improvements	Renovated Buildings	Tax deduction for 65% spread in 10 years or immediate discount with refunding transfer to installer or supplier or bank of all the cost (product, installation, material, consultancy) paid for the installation of an heat pump or hybrid in replacement of an existing heating system. Max amount 30.000€	EER ≥ 3.23 COP ≥ 3.71	existing building company and private	First year: 2007 (tax deduction 55% , increased to 65% from 2013). Extended every year in Legge di Bilancio
SuperEcoBonus 110%	Renovated Buildings	Refunding spread over 5 years of 110% of investment, or immediate discount with refunding transferred to installer or supplier or bank, in new or fully refurbished space heating in single houses + condominiums. Owner needs to achieve +2 steps in energy level scoring. Max amount 30.000€ for single house, max 20.000 € (< 8 apartment) or 15.000 (> 8 apartment) per apartment in condominium.	EER ≥ 3.23 COP ≥ 3.71	existing building residential only private and public housing	Jul/2020 to Jun/2022 (6 month extension to complete refurbishment in progress)
Bonus Casa 50% tax deduction for renovation	Renovated Buildings	Tax deduction for 50% spread in 10 years or immediate discount with refunding transfer to installer or supplier or bank of all the cost (product, installation, material, consultancy) paid for the installation of an heat pump or hybrid at same time of renovation (normally the incentive is used for split and multi split installation) Max amount 96.000€ (all refurbishment, not only HVAC)	Variuis	Existing building residential only private only	First year: 1987 (tax deduction 36% , increased to 50% from 2013). Extended every year in Legge di Bilancio.
ContoTermico	Replacement of heating system Incentive related to EED 2018/2002	Money back on bank account in 1 (in case of value above 5000Euro) or 2 years for the installation of an heat pump or hybrid in replacement of an existing heating system. Value is calculated on the basis of product performance (nominal COP and HC) and place of installation = proportional to usage renewable energy. (lower Euro/Kw of the product and higher the value)Maximum amount = 65% of total cost.	Various	Existing building public and private	First year: 2013. No expiry date - review every 4 years.

The big challenge of the National Recovery Plans



2020 - 2030: The heat pump decade

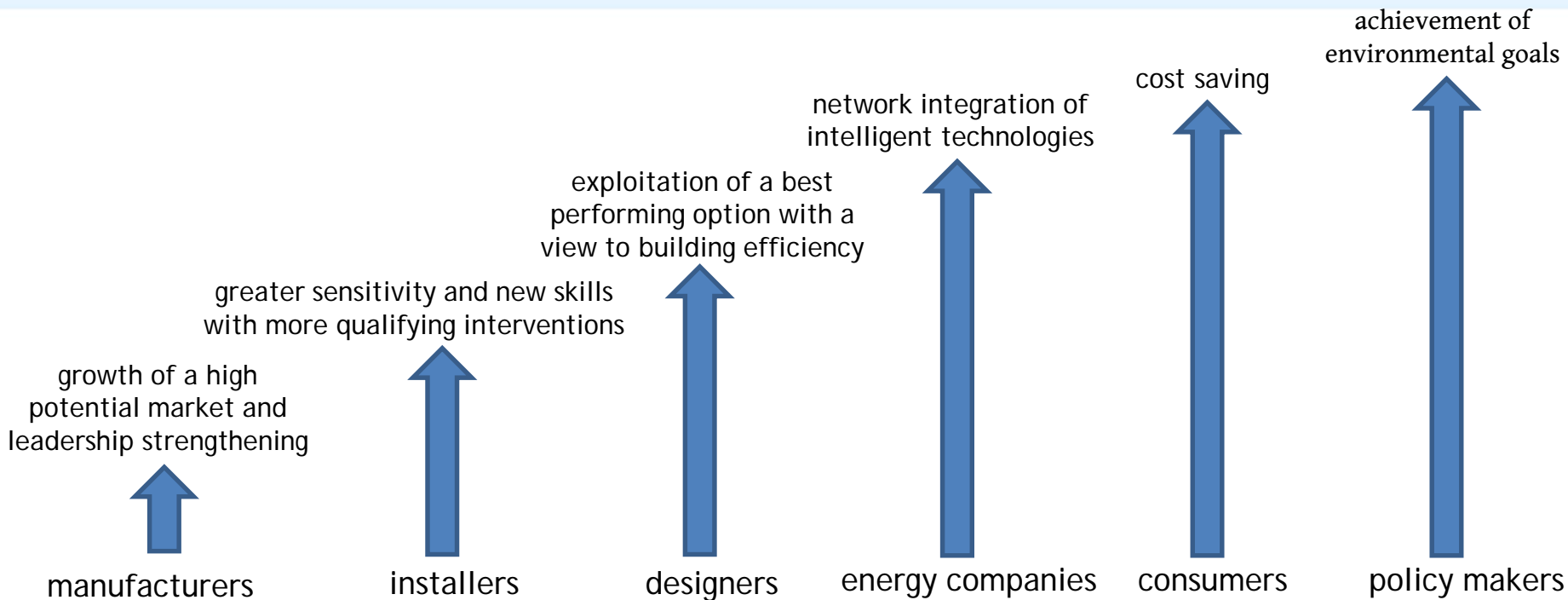


(Source: EHPA)

What we need

- stability of incentives commensurate with their real effectiveness
- implementation of the Renovation Wave and integration of the 2030 objectives for heat pumps in the Italian strategy to 2050
- maintain the overcoming of the progressivity of electricity tariffs
- development of integration projects between network and devices
- training of installers and raising awareness of potential of heat pumps

A win-win technology



Thank you for your attention

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