

European Utilities Dip Their Toes into the Micro-CHP Water

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Utilities will be critical drivers of early micro-CHP market growth in Europe. Delta's *Utilities and Micro-CHP* report explores the level to which they are just dipping their toes in the micro-CHP water, or throwing themselves head-first into the water.

A few are indeed diving into the deep end: for example in the UK, Centrica and E.ON UK are the only European utilities publicly placing forward orders for tens of thousands of micro-CHP products, with Centrica having an equity stake in fuel cell developer Ceres Power. In the Netherlands, Eneco has run prime-time television advertisements in which they offer trial micro-CHP units to residential customers, as well as having an equity stake in micro-CHP technology company ENATEC. German utility EWE has a bold model to own and operate fuel cells in customers' homes, selling them electricity and heat under long-term contracts. But these companies still fall some way short of the micro-CHP efforts of Japanese gas companies such as Osaka Gas, Tokyo Gas and Toho Gas.

Delta explores how utilities are responding to the emergence of the micro-CHP opportunity/threat. We analyse the different ways and levels in which utilities are engaging with micro-CHP, their business models and strategies, and whether or not they are doing more than dipping their toe in the micro-CHP water.

Delta's micro-CHP Service Report on *Utilities and Micro-CHP* is available for subscribers. Please contact David Morgado (david.morgado@delta-ee.com) for a copy of the executive summary.

For more on the Delta's micro-CHP service, visit
www.delta-ee.com/studies_and_services_micro_chp.asp