Solar Economy, Digitalisation and Consumer

VP New Business Kalle Ahlstedt, Fortum



Fortum today



Power generation

Power generation*

Nordic countries

49.2 TWh

Heat

Heat sales*

10.9 TWh



Electricity sales

Electricity customers

1.3 million



Distribution

Distribution customers

in Sweden

0.9 million

Key figures 2014

Sales EUR 4.8 bn
Comparable operating profit EUR 1.4 bn
Balance sheet EUR 21 bn
Personnel 8,600

Russia*

OAO Fortum

Power generation 23.3 TWh Heat sales 26.0 TWh

* Including Fortum's associated company Fortum Värme; power generation 1.2 TWh and heat sales 7.6 TWh.

Poland

Power generation 0.7 TWh Heat sales 3.4 TWh

Baltic countries

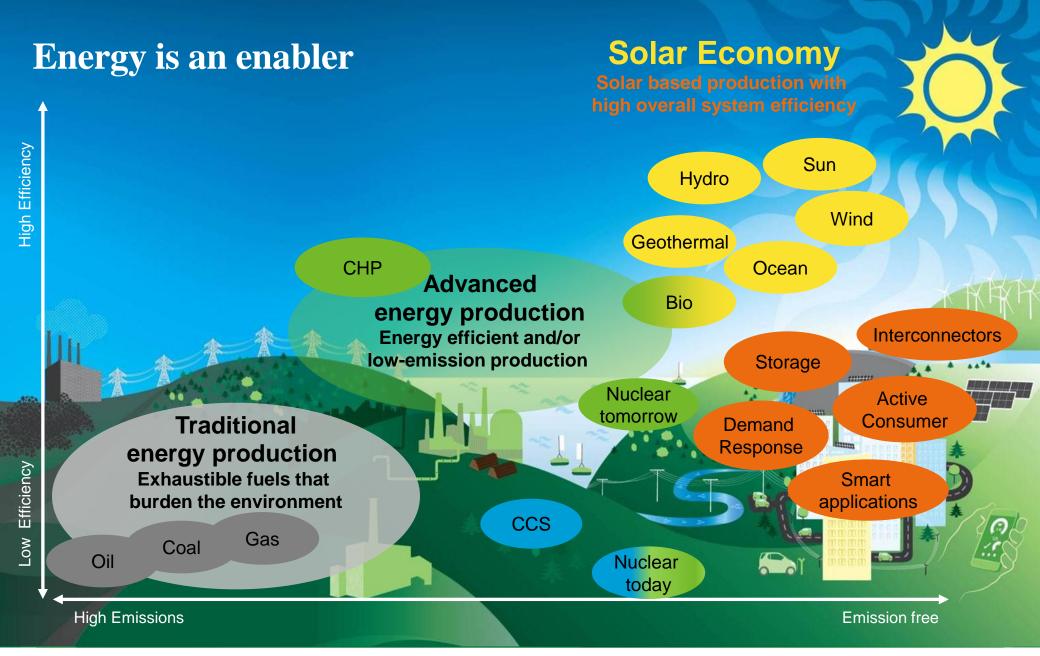
Power generation 0.7 TWh Heat sales 1.2 TWh

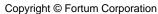
India

Power generation 9 GWh



^{*} In addition, Fortum has a 29.5% share in TGC-1







Digitalisation provides new value creation possibilities

Increased productivity – cheaper / more value

Improved customer experience – personal / more / better

New business models – earlier just impossible









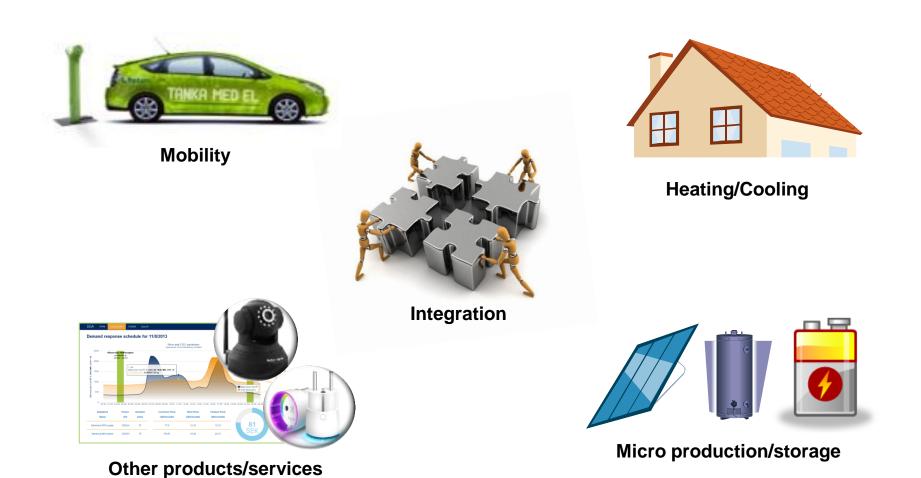




enevo



New energy related consumer businesses are many



As it looks like power sector value pool split is to change

