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An integrated Baltic Sea power market

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Fortum in brief

Our core

Hydro and nuclear
Combined heat and
power production
Circular economy
Energy-related
products and expert
services

We are the largest
electricity retailer in the
Nordics with
2.4 million customers.
And one of the leading
heat producers
globally

62% of our
electricity
generation
is CO₂-free

9000
professionals
in the Nordics,
the Baltics,
Russia, Poland
and India

2/3 of our
power
production is
**hydro and
nuclear**

Key operations

Global production in 2016

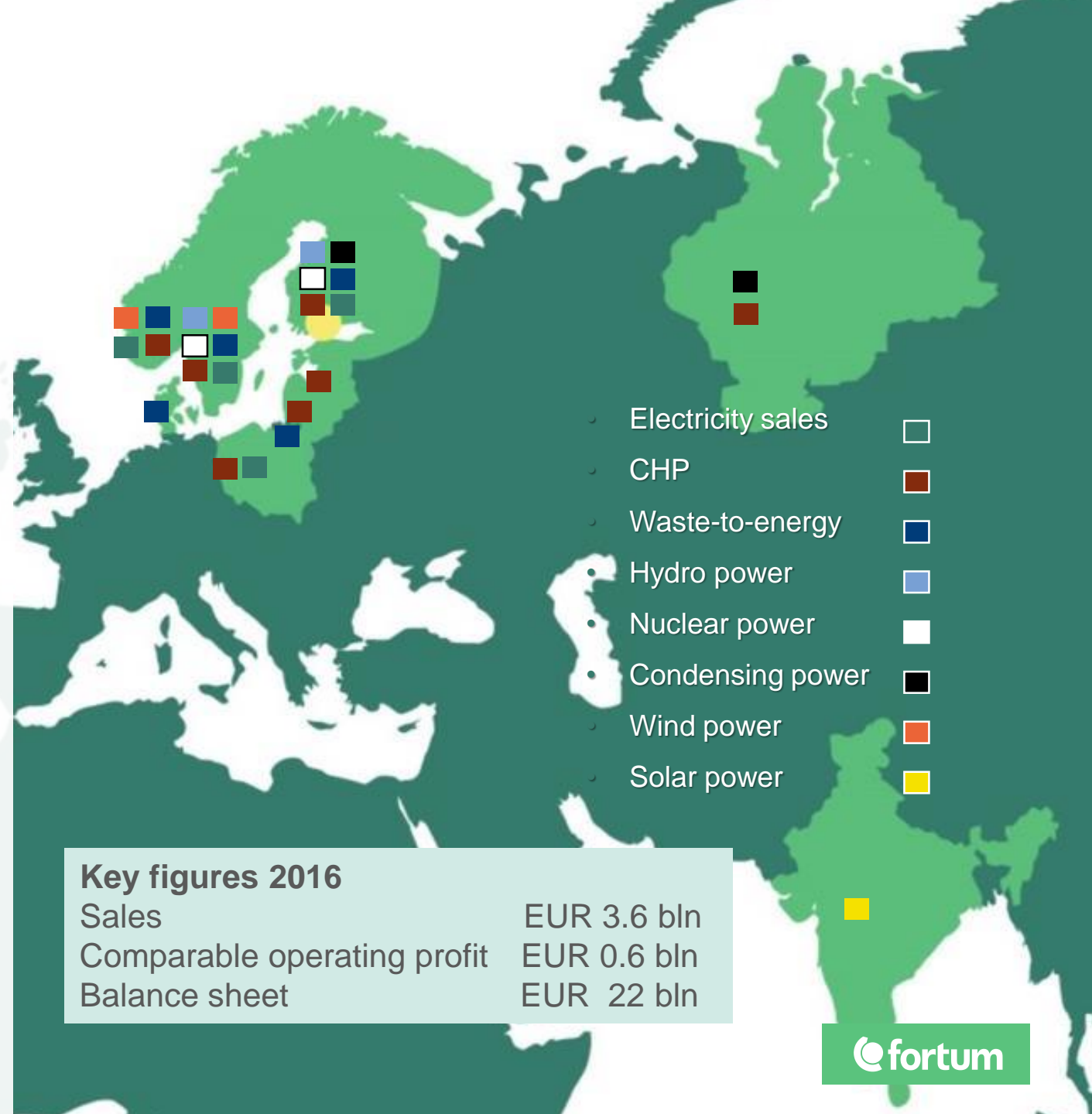
- 73 TWh electricity
- 28 TWh heat
- 96% of electricity production CO2 free in Europe
- 62% in all operations

Power plants

- 140 hydro power plants, 20 co-owned
- 1 own nuclear power plant, 3 co-owned
- 28 CHP and condensing plants
- 6 waste treatment plants

Customers

- 2.4 million customers in the Nordics



Key figures 2016

Sales	EUR 3.6 bln
Comparable operating profit	EUR 0.6 bln
Balance sheet	EUR 22 bln


Key trends and measures to improve market integration in the Baltic Sea power market

**BEMIP cooperation
proved successful**

**Baltic Ring
physically realized**

**Baltic countries to
be better integrated
to the Nordic
cooperation**

**Further
strengthening of
grid connections**



**A stronger regional
cooperation contributes to
security of supply and cost-
efficient decarbonisation.**

Momentum for re-invigorating the Nordic Energy Cooperation – the “Ollila Report” – now we need an implementation plan

Common vision for the Nordic energy cooperation

Peer reviews and policy coordination

More strategic approach towards the EU

Optimisation of investment environment

Baltic Sea region – a powerhouse based on renewable energy

- Effective utilization of renewable resources in the region
- Urgently needed investments in electricity infrastructure based on regional planning
- Cost-efficiency is the key: exposure of RES to market risks and responsibilities
- ETS should be the main driver for RES investments (in sectors covered by ETS)



Thank you!

Blaiken wind farm, Sweden

