

Executive summary

- Open District Heating gives data centers an opportunity to turn costs into revenue
- Fortum's vast district heating system in Stockholm makes the city an unique heat sink and localization for data centers
- Don't waste your energy– sell it to Fortum Värme

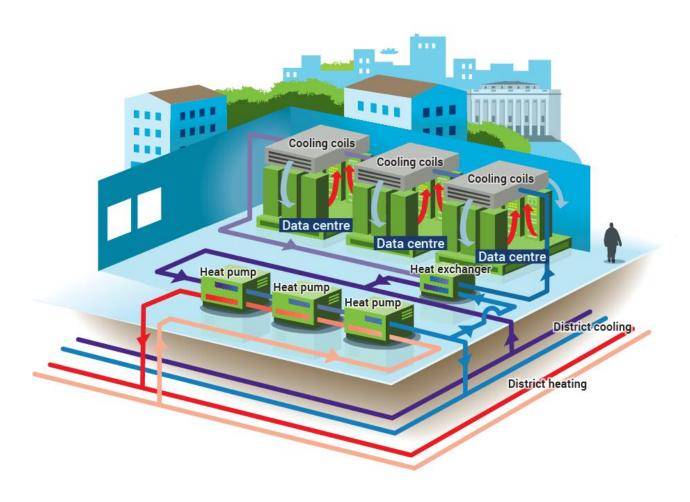




Open District Heating a novel market for recovered energy

- Trade based on mutual gain
- Watchwords: Business, Scalability, Competition, Openness
- Together we build the next generation's urban energy system

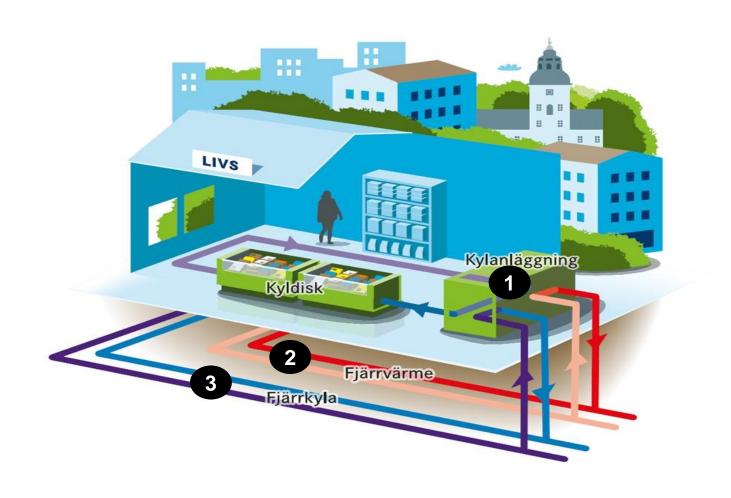
Open District Heating for data centers in short



- Cool the data center with a heat pump
- Supply excess heat to the district heating network
- Supply surplus cooling capacity to the district cooling network
- Long term and transparent contracts, 10 + 5 years
- The data center invests in the heat pump
- Fortum Värme invests in the connection to the distribution system

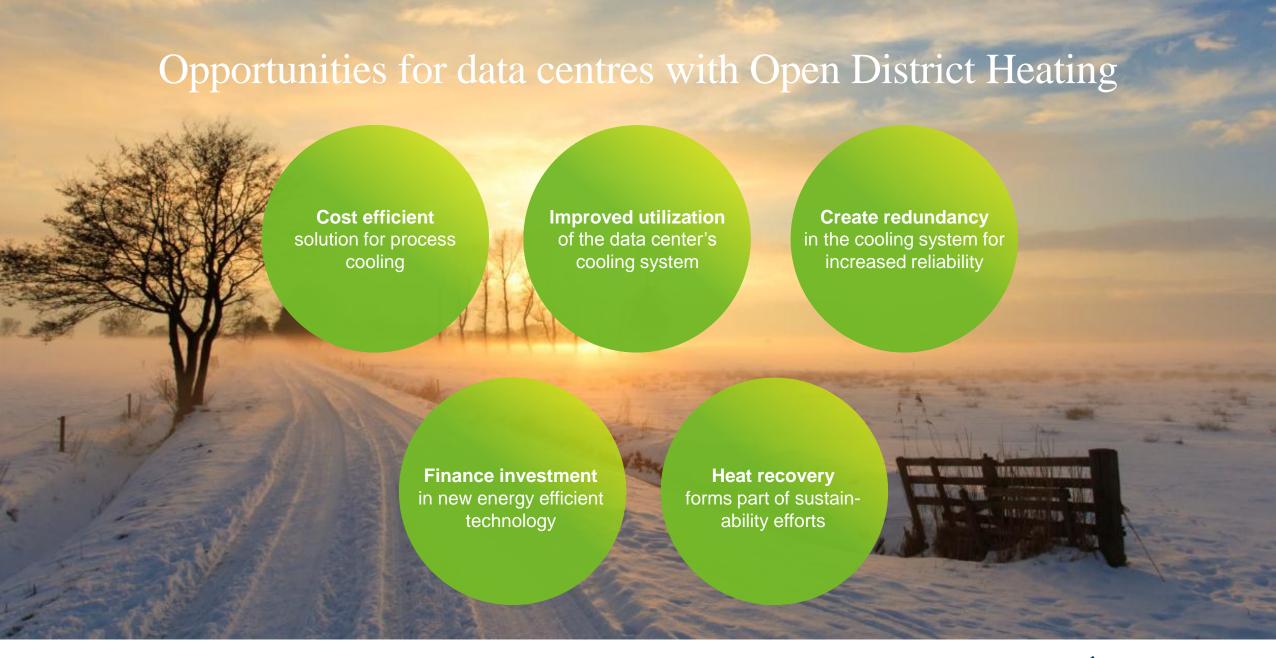


Open District Heating for supermarkets in short



- Refrigerated counters with CO₂ (R744) as refeigerant
- Excess heat to the district heating system
- 3 District cooling system





Fortum Värme's district heating and cooling systems in Stockholm



- The city of Stockholm has a population of 900.000 and the greater metropolitan area a population of 2.2 million
- Fortum has an annual district heating supply of 8.2 TWh (2013) and a peak load of 3.7 GW
- Supply of district heating in the greater metropolitan area is12 TWh p.a. corresponding to 70% of total demand
- » Fortum's district heating network comprises 2800 km of piping
- » Fortum's district cooling network comprises 250 km of piping
- The business logic of locating a large data center is similar to the location of combined heat and power plants in urban areas



The four price models of Open District Heating 2015

ODH Spot and ODH Return

- Hourly price and temperature requirement for the next day published online at 4 PM.
- Option for supplier to deliver
- Compensation based on delivered energy
- Suitable for businesses with varying amount of excess heat

ODH Call and ODC Call

- Hourly call for production incl. price and temperature requirement for the next day published online at 4 PM
- Supplier obliged to deliver contracted output load upon call from Fortum
- Fixed annual compensation based on contracted output load, plus variable compensation for delivered energy.
- · Suitable for businesses with constant surpuls of heat or cooling



Open District Heating Prices 2015: Expected Revenue (2020)

Price Model 1 MW Heating	South SEK	South Hours	North SEK	North Hours
ODH Call A	1 374 712	4 172	1 489 560	4 793
ODH Call B	1 433 822	4 492	1 738 996	7 386
ODH Call C	1 433 822	8 760	1 433 822	8 760
ODH Spot	1 553 004	8 760	1 922 381	8 760
ODH Return	629 972	8 760	826 743	8 760



Conclusions

- Open District Heating gives heat from data centers a significant value
- Open District Heating makes Stockholm a prime location for data centers
- Recovering heat from the cooling process with Open District Heating is profitable, sustainable and reliable.