

*Our Energies in action*  
*AQPER 2017 Symposium, Quebec, Canada*  
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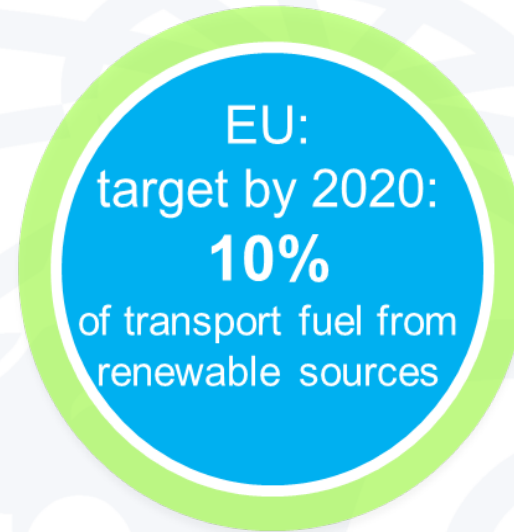
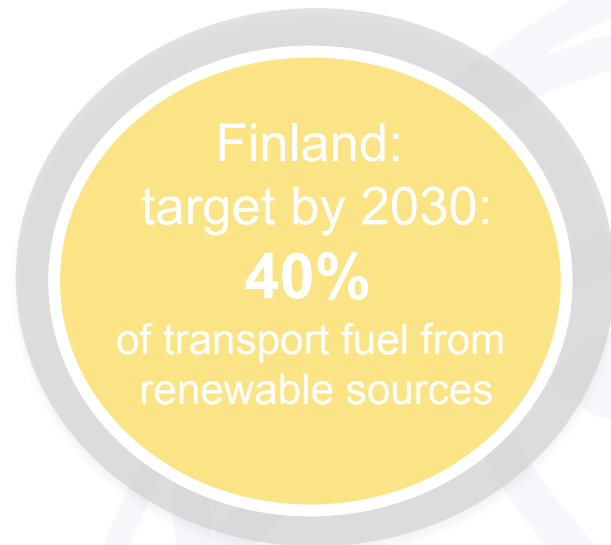


# National Energy and Climate Strategy – Key Points

- The Government's energy policy goals for 2030
  - Renewable energy share over 50% in the 2020's with the self-sufficiency in energy to 55 %.
  - To cut the amount of imported oil to half
  - To increase the share of renewables in the transport sector to 40% by 2030
  - To abandon coal from energy production
  - The minimum aim is to have 250 000 electric and 50 000 gas powered vehicles on the roads
  - FORESTS ARE NOT growing for a energy, side products and residues can be utilized for a energy



# Finland vs. EU

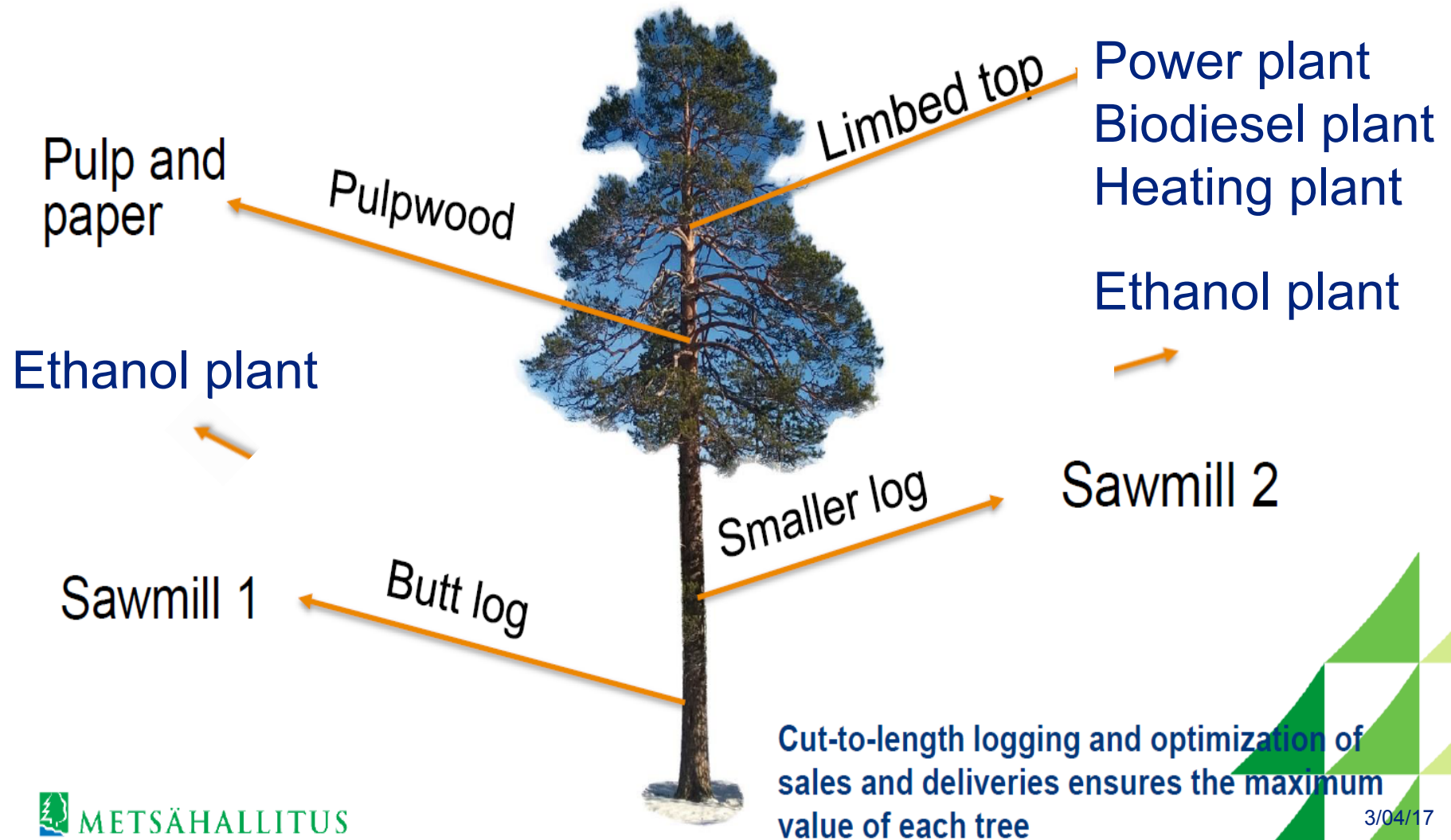


- **Political drivers have had and will have a decisive role both Europe (and Canada) – consistent policy needed**
- **Investment aid to new installations has been an important factor**
- **Production subsidies required – currently paid to fuel (wood) supplier**

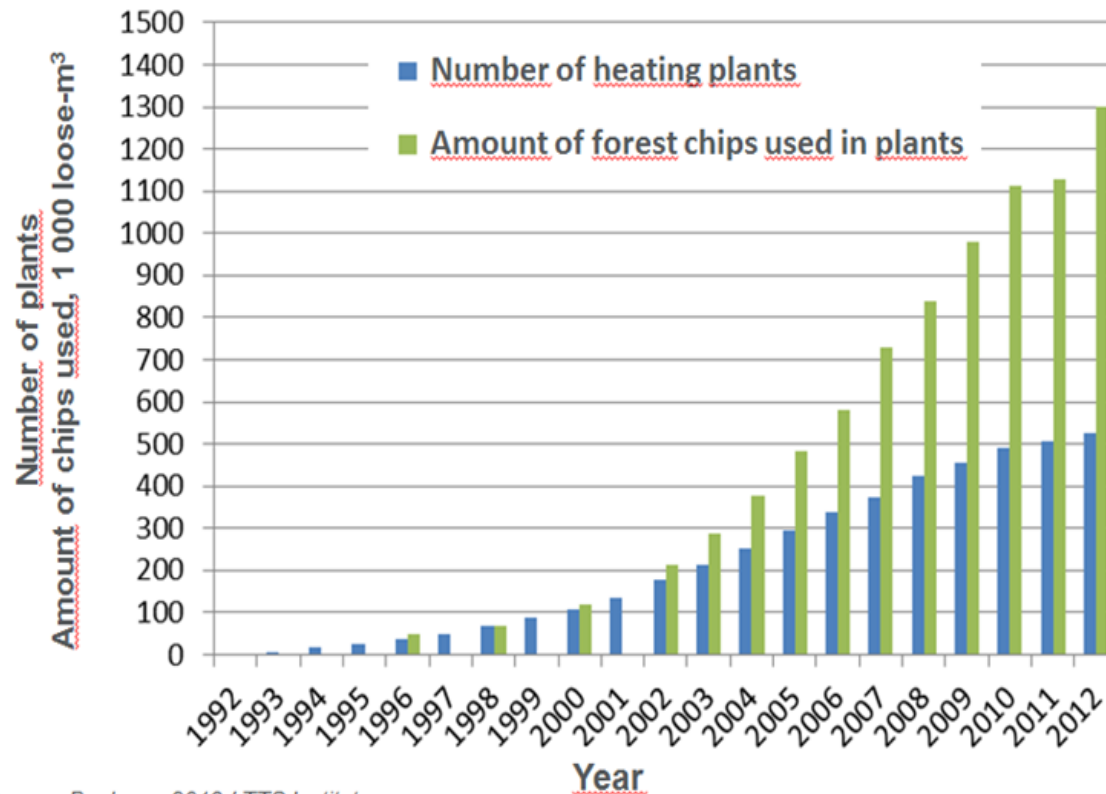


# Approach: forestry side products are utilized

From one tree to several customers



# Success story: heat entrepreneurship



Source: Backman 2013 / TTS Institute

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Someone needs heating, you'll take care of that and customer just enjoys the service and pays a bill.

Customer chooses you because

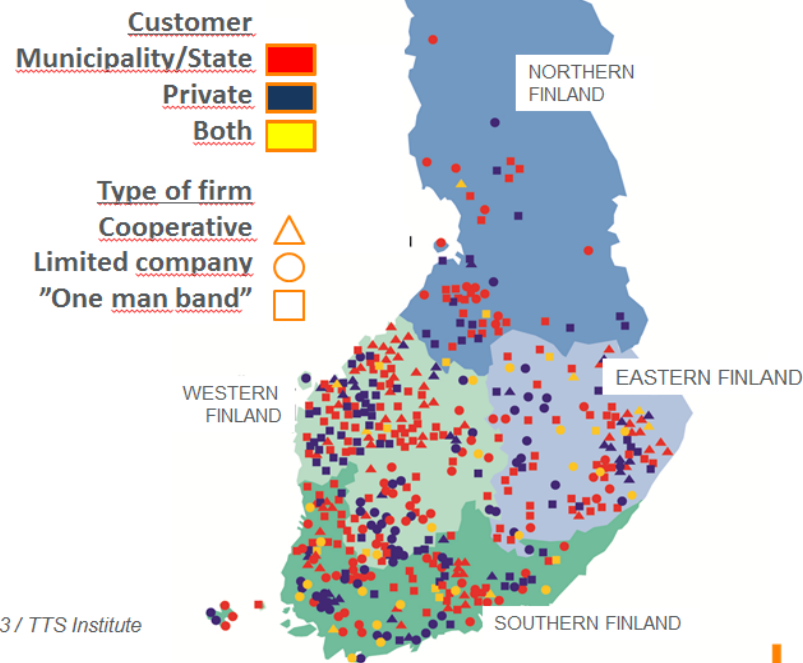
- smaller bill
- it's easy and environmental
- for socio-economic benefits



# Success story: heat entrepreneurship



## Type of business



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- No quick jackpots – but reliable and profitable business
- Job creation on rural areas
- Money circulates in the local economy
- Improved quality of forests



# What do you need for successful forest energy business?

## In Quebec

**Forests**



**Demand for heat and power  
(with reasonable paying ability)**



**Professionals with timber  
harvesting experience**



**Business models**

**Almost ready to go!**

**Proven technologies for  
supply and conversion**



***THANK YOU – MERCI***

