

# How to handle and mitigate the impact of high energy costs on EU competitiveness?

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Matthew Gordon

**Honeywell**

# Energy Efficiency

More than 50% of Honeywell's portfolio offers energy efficiency benefits

By adopting existing Honeywell products immediately and comprehensively, the country could reduce energy consumption by **20 to 25%**



# Honeywell's Businesses

Honeywell

- \$36.1-36.7 billion\* in revenues estimated, 50% outside of U.S.
- Nearly 130,000 employees operating in 100 countries
- Morristown, NJ global corporate headquarters

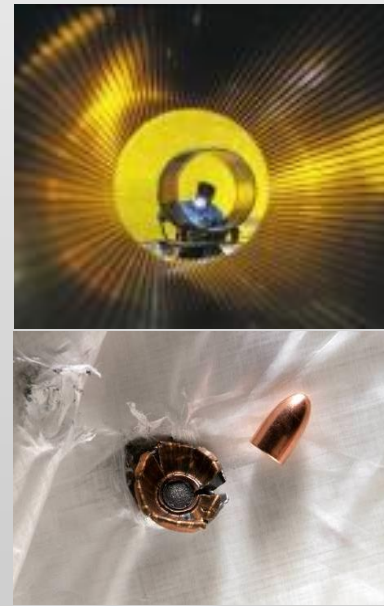
## Aerospace



## Automation & Control Solutions



## Performance Materials & Technologies



## Transportation Systems



\*'11 revenues estimate as of 9/2011

- **the rise of energy imports within the EU**
- **the increase of energy prices and price differentials with other regions of the world**
- **the increasing public intervention in energy markets through new regulation(s), levies and subsidies**
- **the integration of a growing share of renewable energy into EU markets**
- **the internalisation of environmental concerns**

# The Old

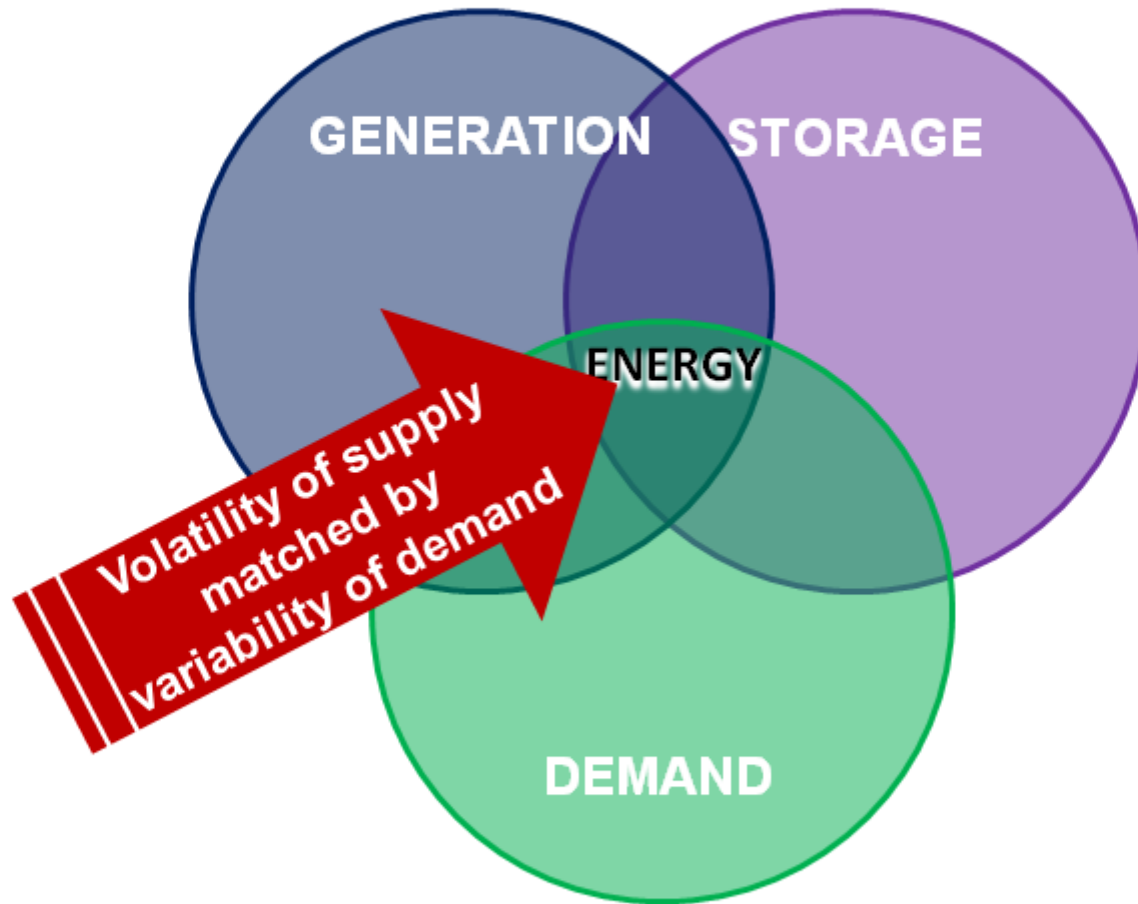
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# The New

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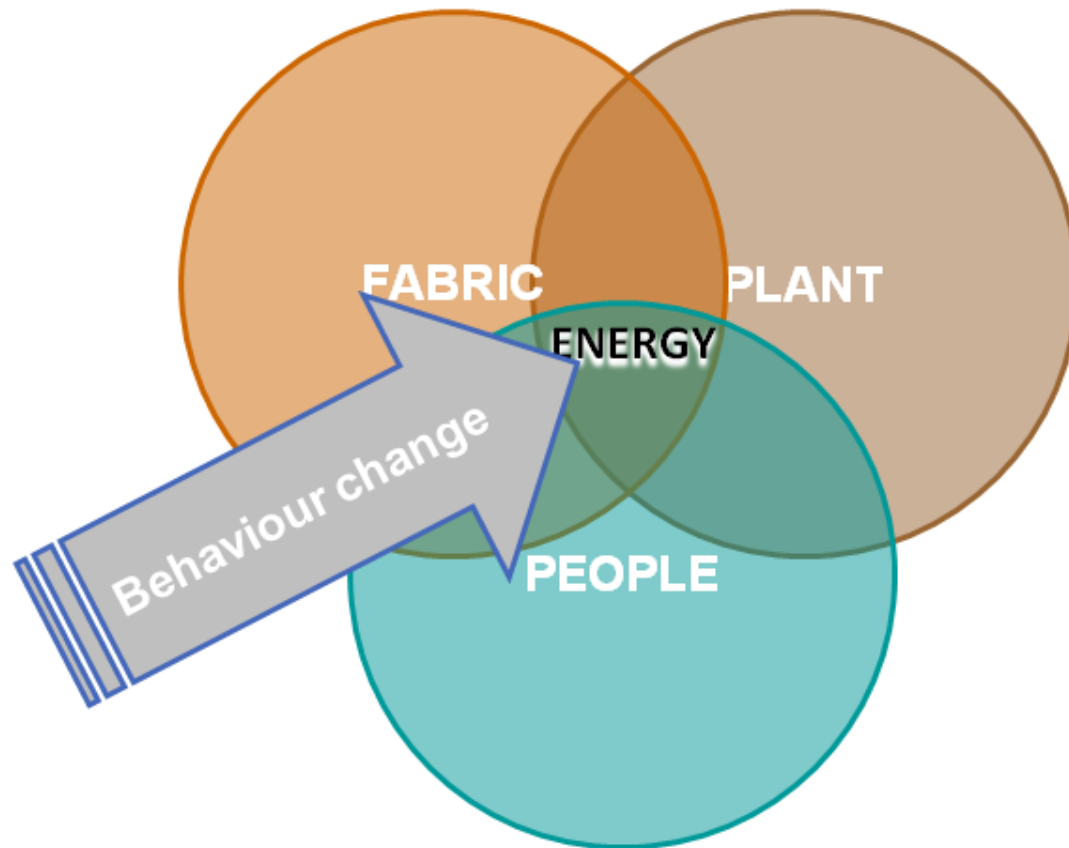
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- **Supply**
    - Continual or controlled
  - **To the meter**
  - **Little distributed generation**
  - **Predicted demand**
  - **Inexhaustible supply**
    - Can always make more
  - **Manage supply to suit demand**
- **Supply**
    - Variable, continual or controlled
  - **To the building**
  - **Rapidly increasing distributed generation**
  - **Predicted supply**
  - **Weather dependent supply**
    - Availability limited
  - **Manage demand to suit availability**

# The energy balance



- **A holy grail?**
- **Or something achievable?**
  
- **Consumer engagement**
- **Consumer focus**
- **Consumer understanding**
  
- **Do we supply to a meter?**
- **Or to a family? Or a business?**
- **Is the meter an “end point” or where to find a customer?**
  
- **Who understands whom?**

# The energy focus





- **Disruptive technology for generators**
- **Unintrusive technology for buildings**
- **Unnoticed by the occupants**
  
- **Using less reduces carbon**
- **Using less reduces imports**
- **Using less reduces the need for cable in the ground**
  
- **Using less increases energy security**
- **Using less increases profitability**

- **Eco Design**
- **Energy performance of Buildings Directive**
- **Energy Efficiency Directive**
- **Targets**
- **Electricity market reform**

**Less is more...**

**Balance supply and demand**

**Honeywell**