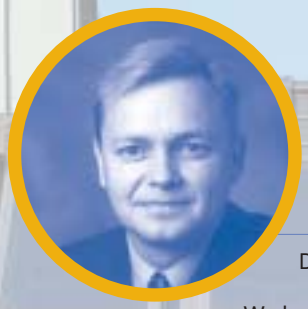


ESTIF Engages for Our Industry

Dear Madam / Sir,

We have come a long way: today our industry is in a better position than ever before. In some countries solar thermal has already become a standard option for heating domestic water, and the use of solar energy for space heating is increasing continuously. Exciting applications, such as solar assisted cooling or industrial process heat are progressing towards wide market availability.

But the members of ESTIF aim for more: no house in Europe should be built without a solar thermal system. To achieve this, we need stronger policies to support our technology until we have reached the critical mass for a strong and self-sustained growth of the market. The advantages of a sustainable supply of heat and cold will benefit the whole society.

ESTIF is the voice of Solar Thermal in Europe, developing strategies to drive the EU towards achieving its target of 100 million m^2 of solar thermal collectors. ESTIF is recognised by policy makers and media as the representation of our industry and has liaison status with the European Committee for Standardisation for the purpose of solar thermal standards.

In order to better promote solar thermal, ESTIF has joined forces with the European Renewable Energy Council (EREC), in requesting a European Directive to promote Renewable Heating and Cooling. This Directive would set the positive and stable framework conditions which will propel our market to new dimensions.

If your company or organisation is not yet a member of ESTIF, I invite you to join ESTIF today. Together we will make our vision come true: A solar thermal system for every building in Europe.

Ole PILGAARD
ESTIF President

For a European Directive for Renewable Heating and Cooling

The level of use of solar thermal in different European countries depends on the right mix of political support and market development by the industry. Therefore ESTIF is calling for strong support policies for solar thermal. In order to increase our influence, ESTIF has joined forces with the bioheat and geothermal industries, to promote a European Directive for Renewable Heating and Cooling.

ESTIF stands for:

- **An ambitious European growth target for solar thermal installed capacity by 2020, disaggregated in national binding targets according to the specific potential and current market development of each Member State**
- **To reach these targets, the national, regional and local authorities should be encouraged to implement one or several of the following instruments to promote solar thermal:**
  - Binding regulations making the use of solar thermal obligatory in new buildings and in buildings undergoing major renovation, retrofitting or in any other situation as appropriate
  - Financial incentives to investment or fiscal reductions. These measures should be stable and long-term, in order to build up confidence with investors. To avoid dependency from public budgets, ESTIF recommends that financial incentive schemes financed by the users of non-renewable energy sources for heating and cooling are considered
  - Solar thermal or renewable heating tradable certificate schemes, based on binding quotas of renewable energy
  - Awareness raising campaigns supported by public authorities and focused to relevant target groups: end users (house owners, operators of high-potential applications such as hotels, swimming pools, collective buildings), architects, craftsmen (heating installers and roofers), building & construction industry
  - Support specific training for solar thermal technologies, focused on key professional actors: architects, heating installers and roofers

Strengthening solar thermal R&D

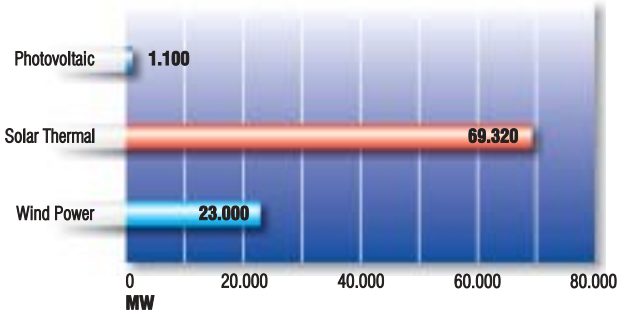
Solar thermal systems are today reliable and include advanced technologies. But just like 'old' technologies, such as cars, are continuously improved, there is still potential for an even better use of the energy provided by the sun. However, solar thermal has been often neglected by national and European R&D programmes. This must change, especially in order to consolidate Europe's leading position in our future oriented technology.

ESTIF stands for:

- **Stronger attention on solar thermal within national and European R&D programmes**
- **A broad European initiative for R&D on renewable cooling, including solar assisted cooling**
- **Focused R&D approach for promising areas like solar process heat, solar desalination, long term heat storage, building integration**

Energy statistics to fully show solar thermal

What is not measured does not count. Our sector has suffered for too long under this truth: as our statistics were traditionally expressed in m^2, solar thermal was often neglected in energy statistics. Together with the International Energy Agency's Solar Heating and Cooling Programme, ESTIF agreed on a methodology to convert m^2 into MW_{th} capacity.
The results are surprising for many: behind hydropower and biomass, solar thermal is the leading renewable technology worldwide.



Global installed capacities 2001

ESTIF stands for:

- **Energy statistics at national, European and international level that fully consider solar thermal, using MW_{th} as well as m^2 as unit of measure**
- **Wider use by all institutions issuing statistics of the conversion factor between m^2 and MW_{th} as agreed by IEA-SHC, with ESTIF and other associations**

Abolition of all technical and trade barriers

Varying testing and certification requirements in different countries can hamper a free and efficient European market for solar thermal systems and components. ESTIF has developed – together with the European Committee for Standardisation (CEN) and with support from the European Commission – the Solar Keymark, which certifies that a product complies with the relevant European standards. However, in many public support programmes, the Solar Keymark is still not recognised.

ESTIF stands for:

- **The abolition of barriers to international trade of solar thermal systems and components. Repetition of testing and certification must be avoided**
- **Every public support scheme in the European Union should accept as eligible any product complying with the existing EN standards 12975 or 12976 and certified by the Solar Keymark**

For a level playing field in the heating market

The use of coal, gas, oil and nuclear for heating and cooling causes costs to the environment and society that are not reflected in their costs as perceived by the users. Renewable energy therefore face an unfair competition.

ESTIF stands for:

- **Full internalisation of the external costs linked to the use of oil, gas, coal and nuclear for heating and cooling purposes**

Full recognition of solar thermal in the implementation of the EU Directive on the Energy Performance of Buildings

The Energy Performance Directive obliges all EU Member States to set up energy performance requirements for (new) buildings by January 2006. However the Directive does not specify how solar thermal or other renewable energy sources should be treated. Therefore ESTIF has issued several recommendations for a suitable implementation.

ESTIF stands for:

- **A methodology for the calculation of energy performance, which fully recognises the benefits of solar thermal**
- **Energy performance certificates, which explicitly show the contribution of renewables to the energy consumption of the building**
- **Dynamic energy performance requirements, which are tightened every 1-2 years**

SOLAR THERMAL