



**A fast changing panorama: are we keeping up
the speed with the energy transition?**

2020 vs 2023: A comparison

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Comparison of conditions

2020	2023
<p>Natural gas tariffs low and fixed (30-60 €/MWh). Most people not thinking about their gas consumption or contract details.</p>	<p>Natural gas prices hit record levels! End users drastically reduce their consumption or seek for ways to effectively reduce it in the long run through cost-effective solutions. Constant search for fixed and low-cost contracts, increasing the competition across energy suppliers.</p>
<p>Smart heating systems were considered just an auxiliary device relevant only to energy and tech oriented end users.</p>	<p>The average end consumers are still skeptical to buy, but are eager to understand how smart heating products work and the potential benefits for their family.</p>
<p>The implementation of the Energy Efficiency Obligations (EEOS) scheme was not aligned with the EU directions in Greece. No interest from Energy Suppliers to provide energy savings solutions for end consumers.</p>	<p>Energy suppliers are interested for solutions that can provide metered energy savings for end consumers. Eager to examine and implement new solutions, especially if they can be counted towards their obligations.</p>
<p>Limited availability of national initiatives for co-financing energy saving interventions</p>	<p>Plurality of initiatives for co-financing energy saving interventions of residential buildings (insulation, upgrade of HVAC and white goods, RES installations, smart-home automation and energy management systems)</p>
<p>Most end consumers has no idea of what a heatpump is! Even if they knew, they considered it to be an exotic and extremely expensive device.</p>	<p>The average end user is aware of the benefits. HPs are considered the new must for new constructions. Combination with RES production systems is promoted.</p>

What has changed?

1. The increased energy costs has been the most influencing factor for making the average consumer to think more about energy consumption, savings options, their contracts etc.
2. Increased market competition for fixed and cost-effective contracts and low-cost energy interventions, including smart heating products.
3. Awareness that behaviour and controls are key for reducing energy costs
4. Energy suppliers adapt their marketing strategy, by introducing products for energy saving and promote contracts that favor energy consumption reduction.
5. Every 6 months a new initiative for co-financing energy saving interventions is announced.