

What digitalization means for charging industry?

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Flexibility, regulations and new risks opportunities

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13.11.2025

ITS Finland Fall Seminar

Background & three hats

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FT FINANCIAL
TIMES
statista

EUROPE'S
LONG-TERM GROWTH
CHAMPIONS 2026

VIRTA

#1 IN EUROPE

**Financial Times & Statista
name Virta Europe's long-term
growth champion**

Flexibility



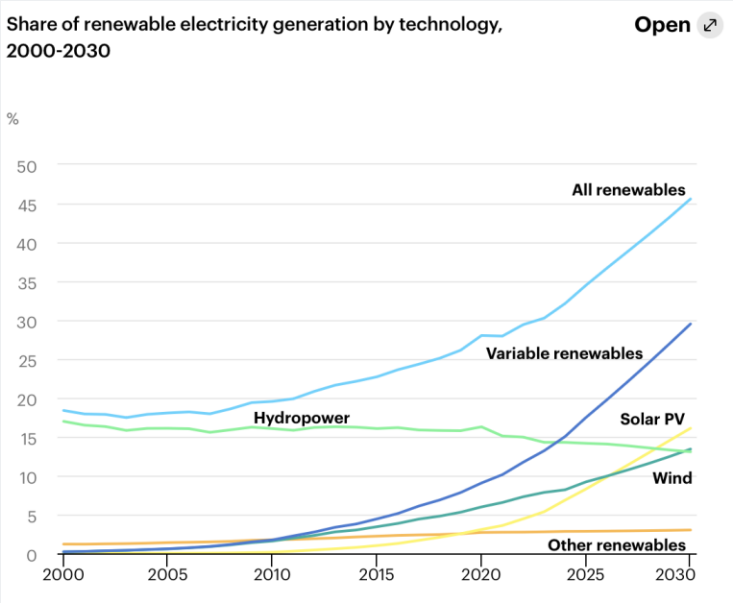
**Regulation and
market
environment**



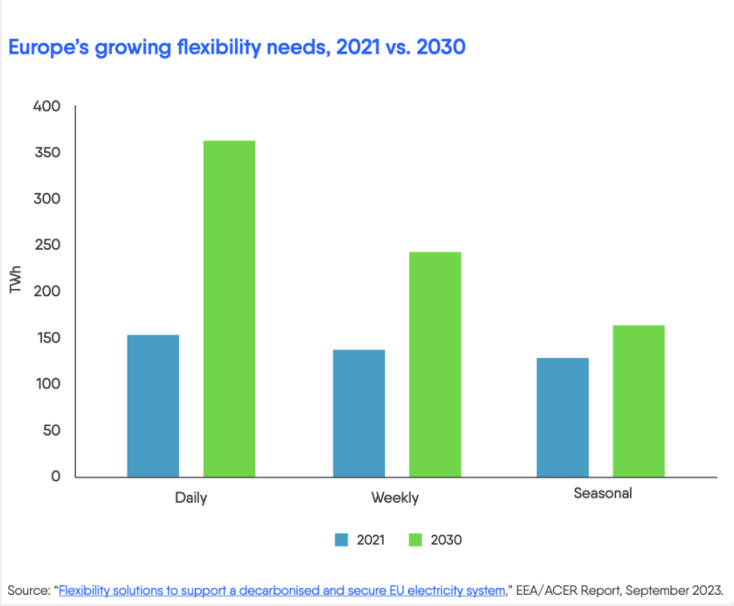
**New risks
opportunities =
Security and
resiliency**



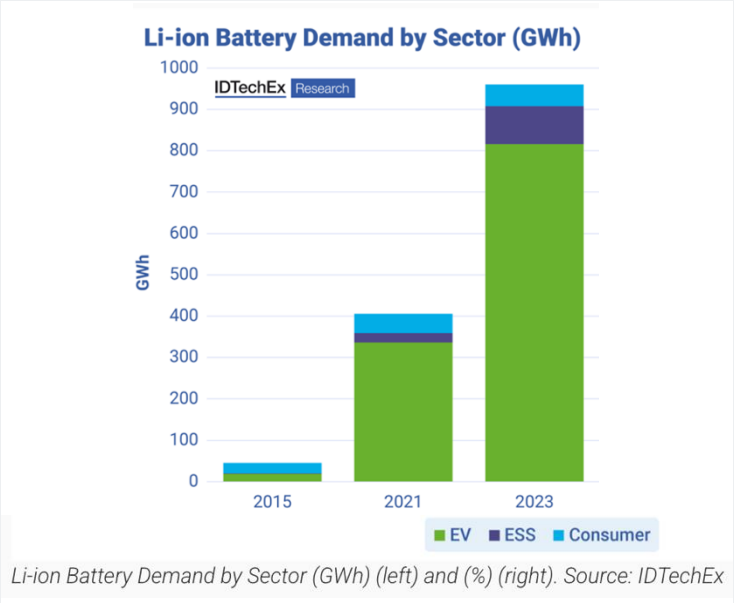
Renewables will double globally within the next 5 years, and EVs are required to stabilize the energy system



Variable energy production is projected to double globally over the next five years from 13% to 30% (IEA 10/24)

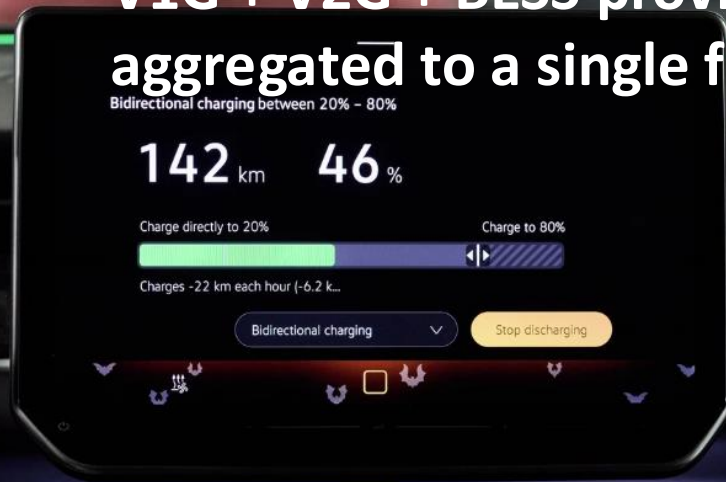


This shift creates volatility in energy production, requiring greater flexibility in the energy system while also increasing price volatility. (Eurelectric 3/25)



EVs are batteries on wheels, and 85% of new Li-ion battery capacity went to EVs in 2024. BESS has a 10% share of new battery capacity (IDTechEx)

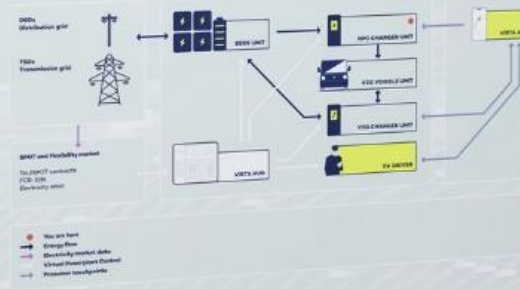
V1G + V2G + BESS provide complementary flexibility services that can be aggregated to a single flexibility platform



Virtual Power Plant Ruoholahti Demo Site

A live testbed for the technologies and services required for managed orchestration across the electric vehicle (EV) charging value chain.

Optimizing user experience, costs, and energy use, and aggregating the flexibility of EVs and stationary battery energy storage systems (BESS) into a single grid-integrated resource: a virtual power plant (VPP).



Virtual Power Plant
**BESS
UNIT**

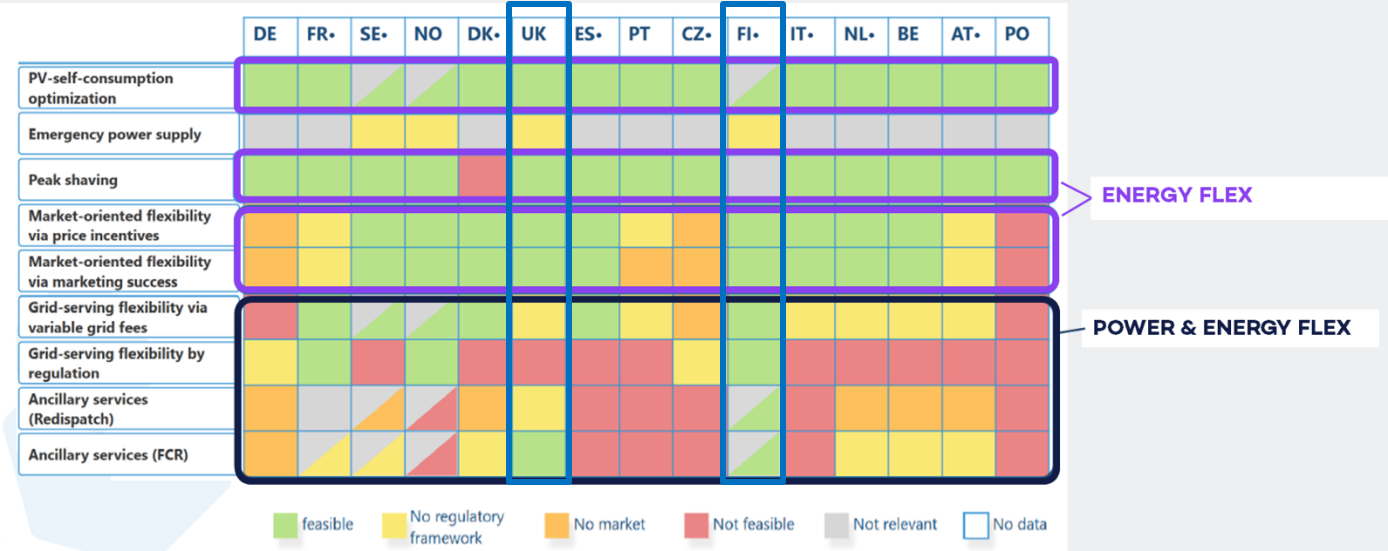


Drowned by a tsunami of directives, fragmented ‘harmonization,’ and Brussels-effect rulemaking, the EU is regulating itself into irrelevance—suffocating EV charging innovators with a litigation-driven, 27-variant compliance maze that hikes costs, stalls scale, and hands the future to our global rivals

	AFIR	EPBD	EU data act	VAT in the Digital Age	Digitalizing the energy sector – EU action plan	Fuel quality directive	EU ETS II	ITS Directive
AFIR	–	?	?	?	?	?	?	?
EPBD	?	–	?	?	?	?	?	?
EU data act	The Constitution of Innovation A New European Renaissance By Luis Garicano, Bengt Holmström & Nicolas Petit · Nov 10, 2025							
VAT in the Digital Age								
Digitalizing the energy sector – EU action plan								
Fuel quality directive	?	?	?	?	?	–	?	?
EU ETS II	?	?	?	?	?	?	–	?
ITS Directive	?	?	?	?	?	?	?	–

The UK and Finland are the European leaders in integrating EVs into flexibility markets through V1G and V2G

V1G and V2G-market readiness: assessment of feasibility in European countries in early 2025



UK and Finland shine due to:

- Early, granular flexibility market design
➔ No major regulatory barriers
- Support for aggregators
- Advanced metering and data access
- Technology-agnostic, performance-based procurement for ancillary services
- Strong roaming and EV adoption ecosystems

New risks opportunities ?

450 billion worth of fossil fuel imports to EU, most for transport. 54 % of energy consumption from imports → EVs reduce this drastically.

- Unwanted interest towards EVs and charging infra increases
- Finnish way to enhance resiliency and de-risk charging infra:
 - Cooperation between emergency supply agency – Pools – Companies.
 - Companies gain completely new level of risk mitigation assistance.

Want to learn more? Come and have a chat with me!

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