

Alternative
Business Models
in Clean Heat

Clean Heat Accelerator

23 September 2024

Agenda

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Accelerator

- CLT Intro – Business Models, and why this is relevant to everyone
- Speaker – **Financing**. Matt Boyes, Hometree Finance
- Speaker – **Monetizing Data** and Relationships. David Trevithick, LCP-Delta.
- Speaker – **Flexibility** and timeshifting. Graham Oakes, CLT

THURSDAY: Nigel Banks, **Octopus Energy**



CLT Introduction – Business Models

A Business Model is the way an organisation creates and delivers value.

The Company's *plan for making a profit*.

A **revenue model** is a key component of the business model. This session will cover both.

- New / different ways to make money.
- Different products or services
- ways to differentiate from competitors



Business Model Levers:

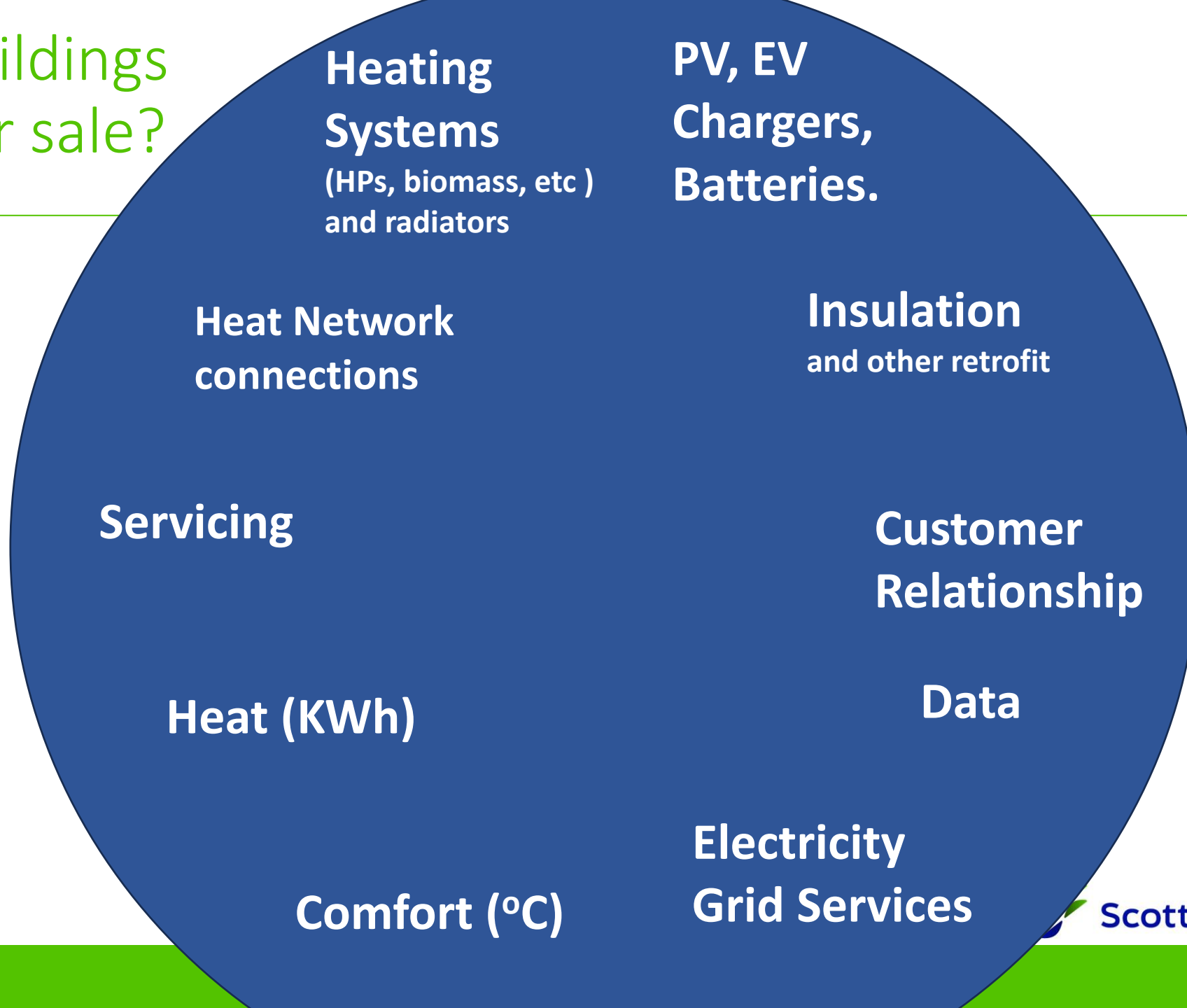
PROFIT = REVENUE minus COSTS

Levers:

- 1. Pricing
- 2. Sales Volume
- 3. Costs per sale

4. Sell different things (/ Sell the same thing a different way.)

Heat in buildings What is for sale?



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Questions?

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