

CELSIUS Talk: Business models for district energy

Welcome to one of the CELSIUS webinars!

Given that district energy networks are costly and require high levels of investments, having a clear and reliable business model is key for securing political and financial interest and attaining a return on investment. From setting strategic objectives and coordinating stakeholders to defining the correct value proposition that will attract customers and guarantee a revenue stream, district energy operators and owners need to have a clear vision for their business. In other words, a rationale of how the network creates, delivers and captures value for the customers, by combating energy poverty with affordable heating and cooling; for the company, with a stable revenue flow; and for the environment, by improving energy efficiency.

During this online meeting we talked about the peculiarities of business models in district energy. We also explored the differences between private vs. publically owned companies and public-private partnerships.

The recording

The presentations

Reliable business models for international funding

Iñigo Prior, Corporate Finance Expert, [European Energy Efficiency Fund](#)

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Urban economic development through district energy

Sergio Saiz Bombin, Energy Efficiency and Industrial Sustainability Director, Tecnalia, representing the [PITAGORAS](#) project

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Local market places for electricity, district heating & district cooling

Claes Sommansson, Director of Open Arena Energy, Johanneberg Science Park

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- [Investment and capital funding](#)
- [Business opportunities, job creation and macro benefits](#)

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