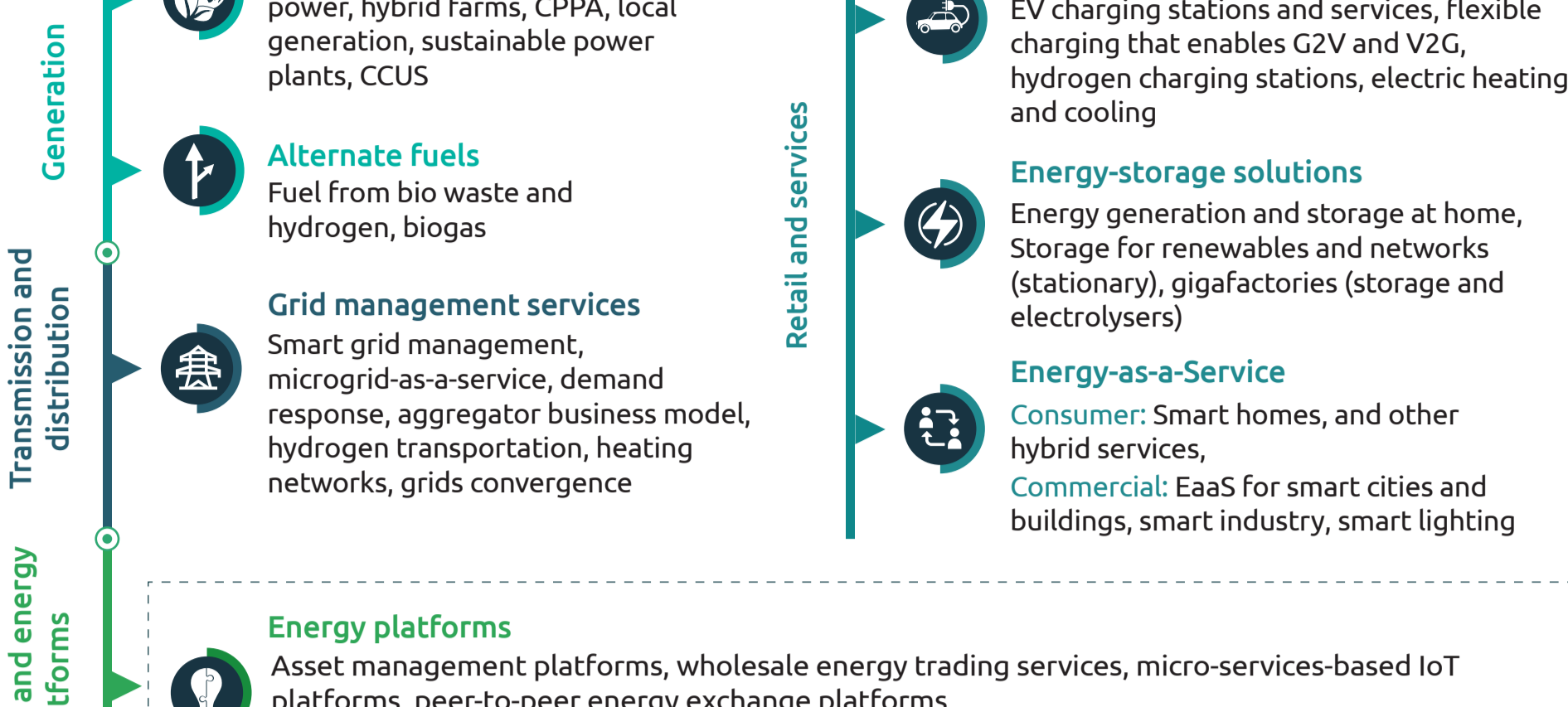


# REMODELING THE FUTURE

How energy transition is driving new models in energy and utilities



“New-energy models” refers to new products and services and new ways of operating existing business. Such models include energy services, energy platforms, energy-storage solutions, alternate fuels, mobility services, grid-management services, and clean-energy.



Source: Cappgemini Research Institute analysis.

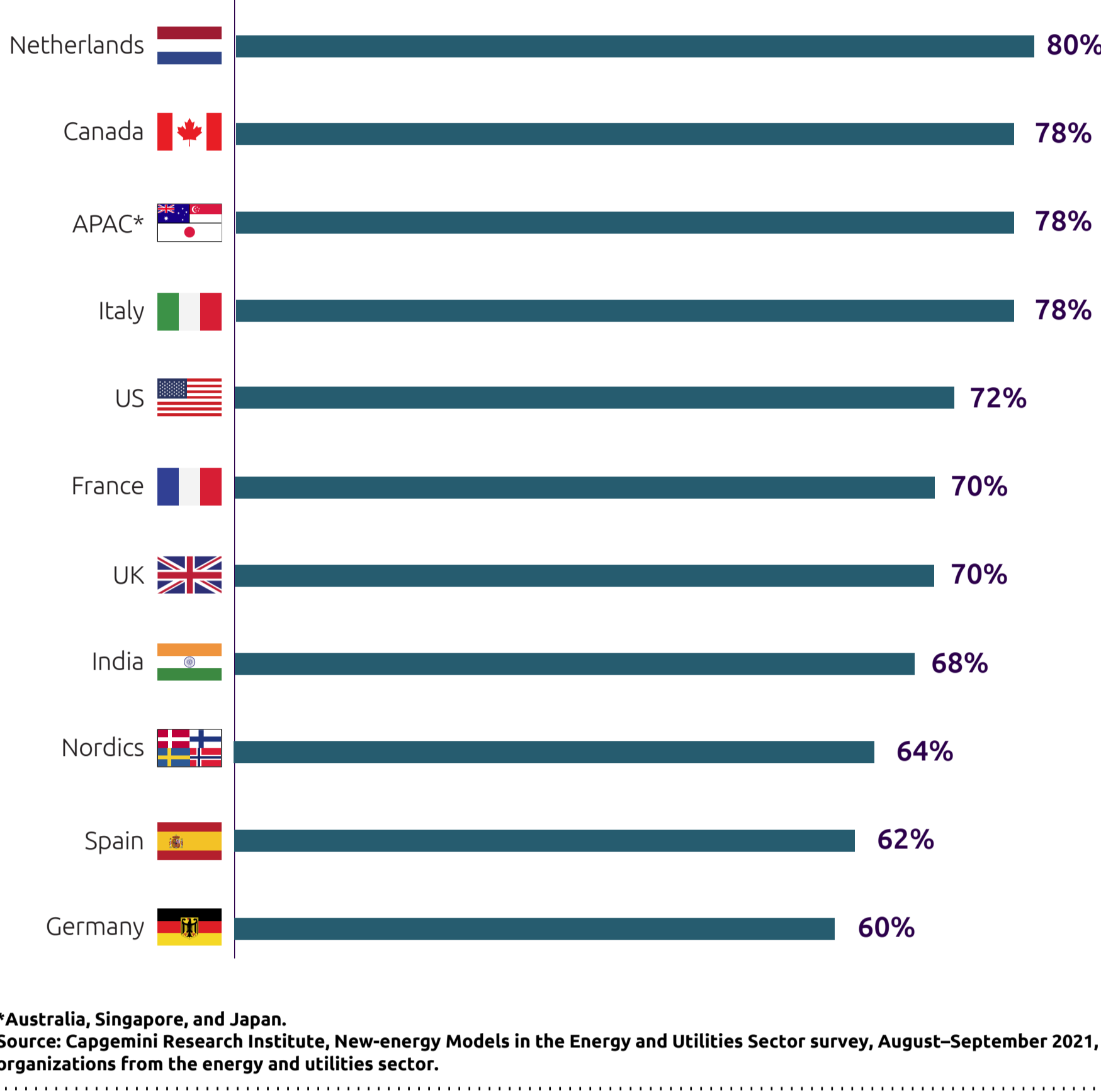
## THE ENERGY AND UTILITIES SECTOR IS ON THE CUSP OF TRANSITION DUE TO DECARBONIZATION, MASSIVE ELECTRIFICATION, AND INCREASE IN ENERGY EFFICIENCY

68% say that mitigating the impact of climate change is driving their shift towards new-energy models, while 63% cite investor demand as a driver of change.

71% of executives say that energy and utilities companies that do not implement new-energy models will be wiped out.

### Energy and Utility players that do not implement new-energy models will be wiped out

Share of organizations that agree with the above statement

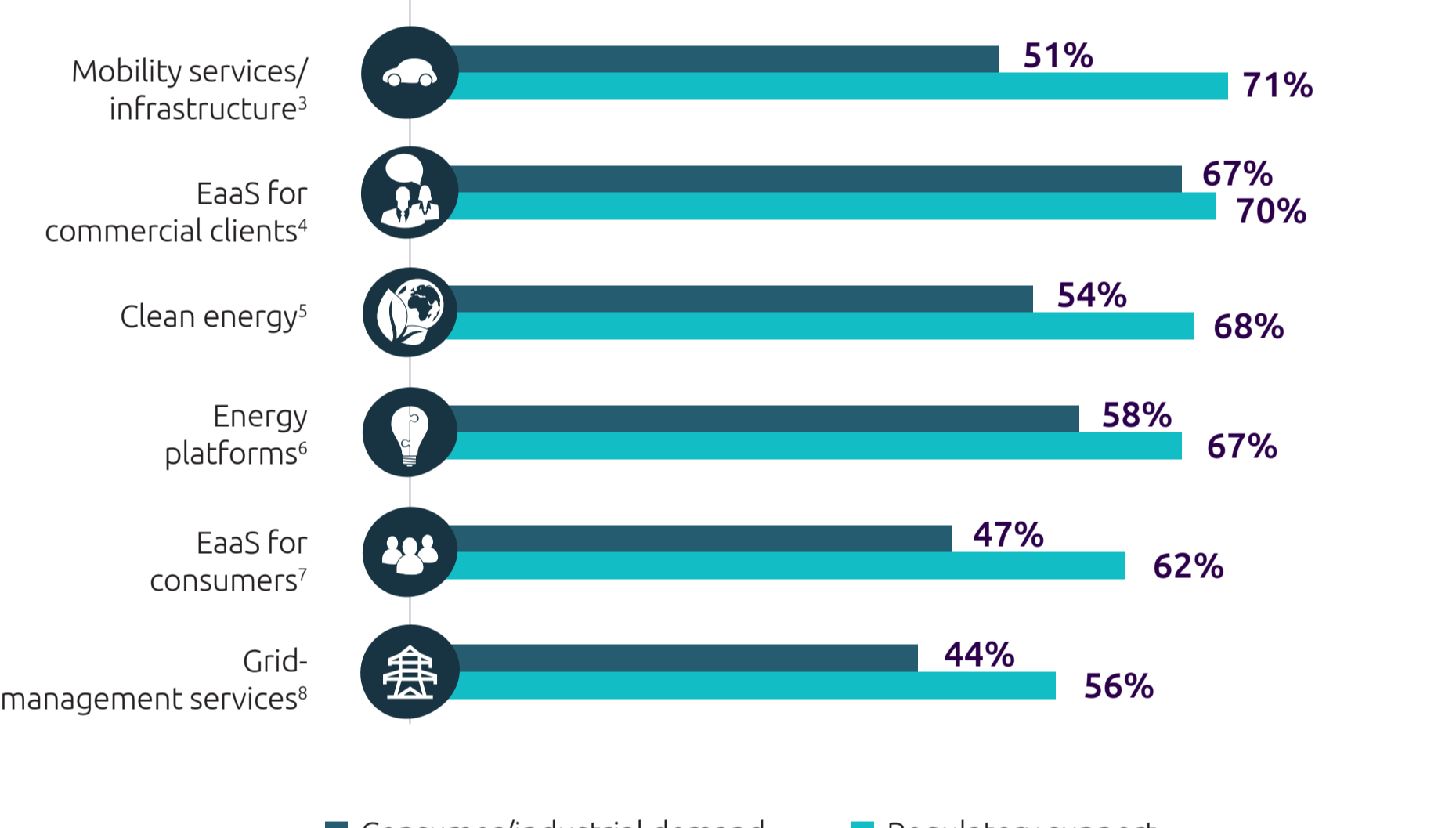


\*Australia, Singapore, and Japan.

Source: Cappgemini Research Institute, New-energy Models in the Energy and Utilities Sector survey, August–September 2021, N=530 organizations from the energy and utilities sector.

### Organizations cite strong customer demand and regulatory support for most models

Percentage of respondents who rated each model “high” for customer demand and regulatory support



Source: Cappgemini Research Institute, New-energy Models in the Energy and Utilities Sector survey, August–September 2021, <sup>1</sup>N=71, <sup>2</sup>N=35, <sup>3</sup>N=41, <sup>4</sup>N=30, <sup>5</sup>N=50, <sup>6</sup>N=57, <sup>7</sup>N=34, <sup>8</sup>N=39 organizations from the energy and utilities sector.

## ORGANIZATIONS THAT HAVE IMPLEMENTED NEW-ENERGY MODELS REPORT MULTIPLE BENEFITS

Organizations have already achieved an increase of 6% in revenues due to new-energy models and expect an 11% increase in the next three years.

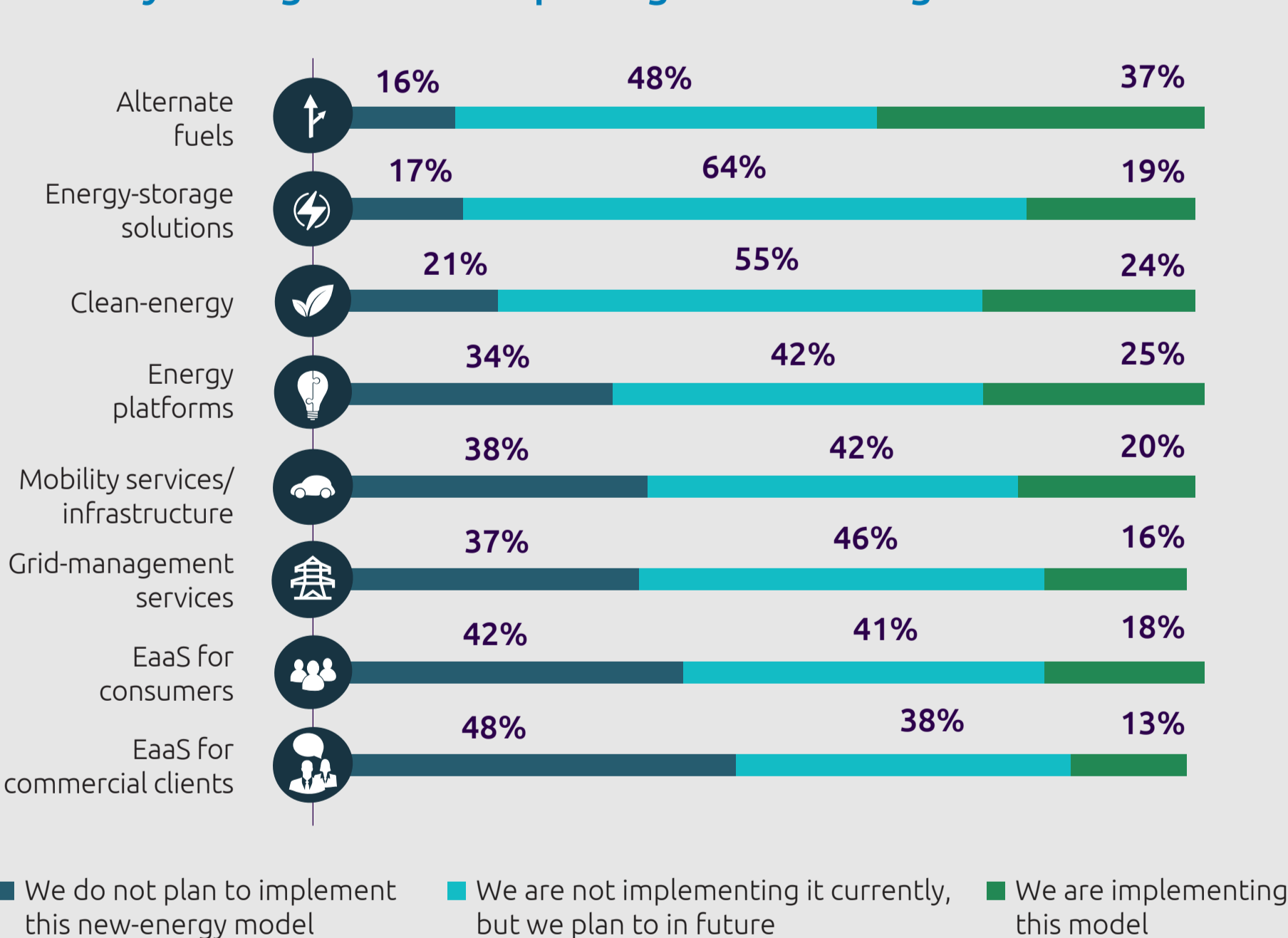
Organizations which are implementing clean energy models in scope-3 emissions and expect a further reduction of 13% in the next three year

## MULTIPLE CHALLENGES TO THE ADOPTION OF NEW-ENERGY MODELS

Most organizations are yet to implement new-energy models

Only 25% are implementing energy platforms, 19% are implementing energy storage solutions, and only 16% are implementing grid-management services.

### Is your organization exploring the following new models?

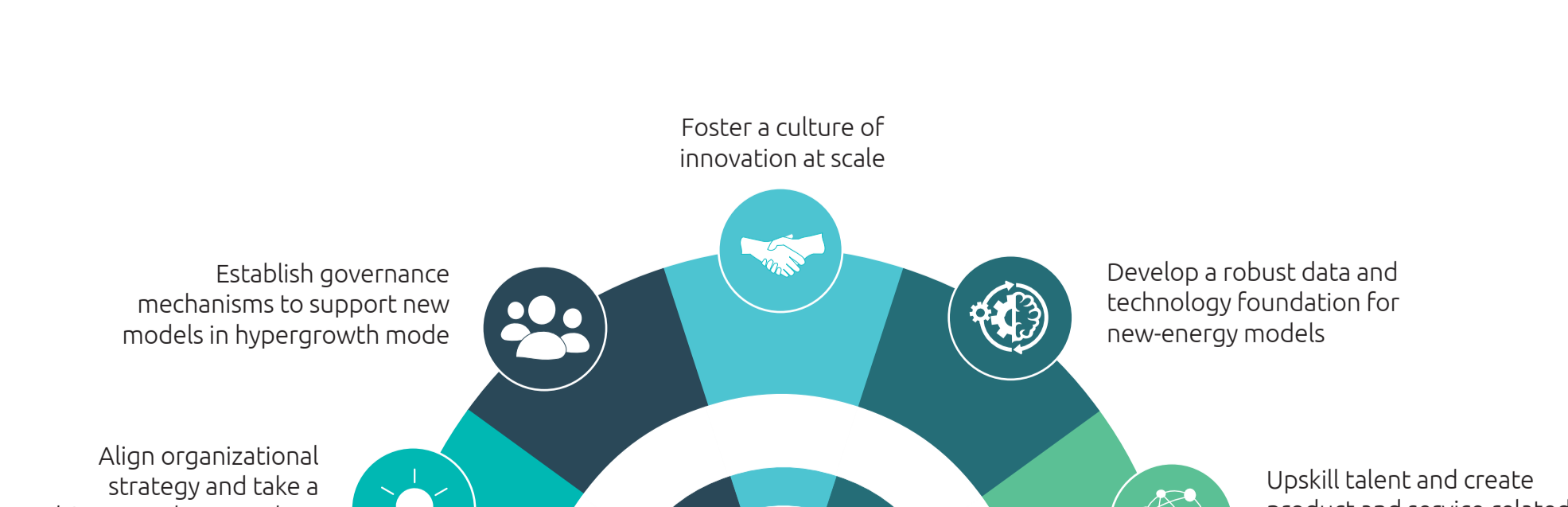


Source: Cappgemini Research Institute, New-energy Models in the Energy and Utilities Sector survey, August–September 2021, N=530 organizations from the energy and utilities sector.

## There are multiple challenges to the adoption of new-energy models

- Only 18% of organizations have a comprehensive, global business strategy for new-energy models with well-defined goals
- 68% of organizations lack in-house technology expertise and lack focus on new technologies.
- 62% of organizations do not have adequate skillsets to develop, sell, or manage services.
- Only 33% of organizations operate an innovation function at test and model and industrialize the results

## WHAT DO COMPANIES NEED TO SCALE NEW-ENERGY MODELS?



Source: Cappgemini Research Institute analysis.

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