

Case Study

Private Electricity Distribution Network Market Opportunity Assessment

About the Client

- The client is one of Europe's largest private equity firms, with investment interests in various sectors
- It has been in this business for over three decades and has offices across Europe

Business Objective

- The client wanted to understand the private network and connections market in the UK, with a focus on learning which part of the electricity distribution work can be taken up by private players and the potential market opportunity in this segment
- The client also wanted to know the main players in the market, their business models and key success factors

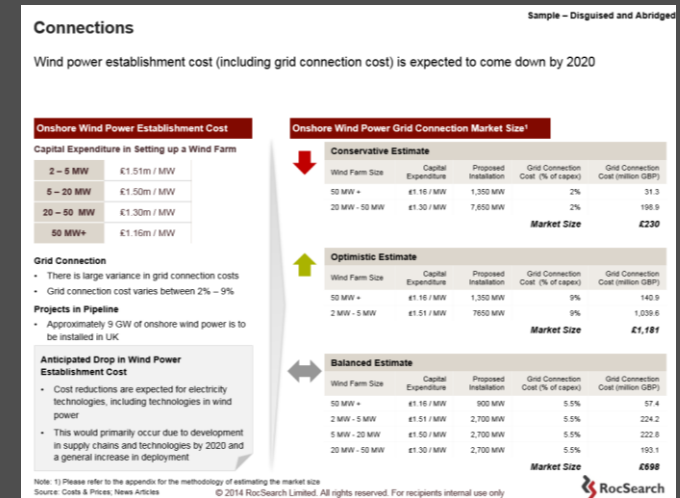
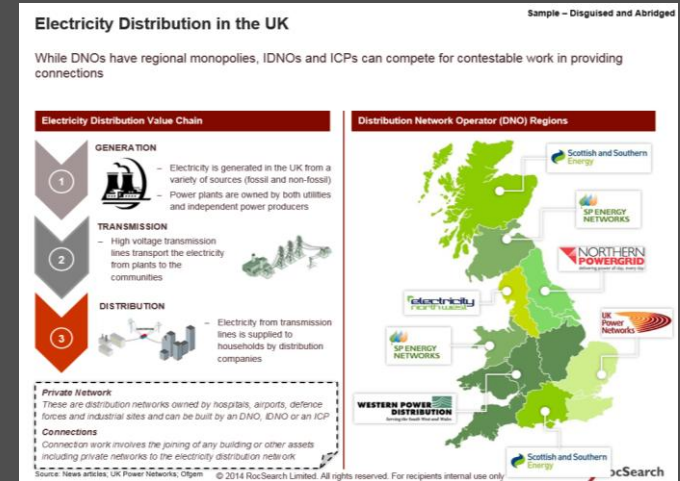
Results & Value Addition

- For estimating the market size for the renewable connections market, a data point that was not available in secondary literature, the team used various proxies and verified their assumptions through multiple sources to give the client a credible value for the market size
- Along with an overview of the market opportunity, the analysis also provided numerous insights on the evolution of key market players, which was delivered as an add-on to the original scope

Research Methodology and Approach

- The research team for this assignment combined in-depth secondary research and focused primary research
- The first couple of days were utilised for understanding the market dynamics and the role of key market stakeholders (DNOs, IDNOs, ICPs)
- The main study priorities were then outlined, which included market structure, types of players, vendor selection criteria for private networks and evolving role of the key stakeholders, etc.
- Key sources for secondary research were websites of the regulatory commission and main market players
- Detailed questionnaire was prepared for conducting primary research to gather data regarding vendor selection, market size and trends. Respondents were reached via emails and phone calls
- Data from primary and secondary research was collated to prepare a detailed presentation on the private networks and connections market in the UK

Screenshots



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