



ILMATIETEEN LAITOS
METEOROLOGISKA INSTITUTET
FINNISH METEOROLOGICAL INSTITUTE

The effect of business models on the realizable value of climate services

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Adriaan Perrels



Exploration in cooperation with Finnish finance sector

- Ongoing, belated due to illnesses
- Survey → Interviews → Interactive choice situations → Theoretical model application
- Results by January 2022
- Among others attention for information sharing differences

	1. If information is common competitive advantage diminishes	2. If information is (more) common, credibility and hence value rises	3. If information is common more options for joint benefits
Information is not shared, but can be acquired by others	In case of public source information copying will emerge soon; Private (tailored) CS may lengthen period with advantage	Even if eventual products have also competitive elements, equally accessible basic layers would help uptake; coordination problem due to reluctant single movers	Separate acquisition leads to higher aggregate acquisition cost and risks for mismatches; only relevant if coordination cost are high
Information is shared already in acquisition	Irrational strategy, unless there are other benefits in sharing	As above but may need more time to realise; may also lead to shake out at CS provision side as uniformity is a benefit	Usually most beneficial, unless coordination cost high