



PPA Intensive Seminar: Valuation and Contract Design

What exactly is happening in the PPA market? Where are the opportunities and pitfalls?

Introduction

The era of Power Purchase Agreements (PPAs) for wind and solar has begun. Such long-term electricity supply contracts of emission-free energy sources are changing electricity trading. The valuation of these contracts is becoming the new basics for utilities, investors, project developers, large consumers and banks. In this training, we will show you how to value a PPA, which price components are taken into account when forming the "fair value" and which contract options influence the valuation.

Target group

- ▶ Specialists and managers from project developers, operators of renewable energy plants, energy suppliers, direct marketers, traders, industry
- ▶ Employees of the energy industry from the areas of energy trading, sales, purchasing, procurement, portfolio and risk management
- ▶ Employees from politics, associations and the media

Your benefit

- After this training, you will be able to:
- ▶ classify and negotiate PPA prices,
 - ▶ link the elements of the electricity market to a marketing strategy for wind or solar power,
 - ▶ compare the level of opportunities and risks of a PPA contract, and
 - ▶ classify long-term electricity price influences.



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Your content

Session 1: Overview PPA value chain

- ▶ Overview of PPAs: types, volumes and market data
- ▶ Motivations and roles along the PPA value chain: from plant operator to end consumer

Session 2: Basics of pricing and profile value in the electricity market

- ▶ Recap: pricing mechanisms on spot and forward markets, balancing group management
- ▶ How do I value a wind and solar profile?

Session 3: Profile value and green property in practice

- ▶ Case studies of profile value: sales revenues, values & quantities
- ▶ Guarantees of origin as a source of revenue

Session 4: Methodology of assessing PPA structures and their risks

- ▶ Evaluation of price and volume risks: example of weather impact
- ▶ Liquidity of the forward market and rolling hedging
- ▶ Residual risks: implications for PPA structures and negotiations

Session 5: PPA hedging for energy supply companies and plant operators

- ▶ Value-neutral hedge with base-parity ratio: converting wind and solar into baseload
- ▶ Liquidity of the forward market and rolling hedging

Session 6: Synthesis of 1 to 5 – understanding contract partners

- ▶ Group exercise "Corporate": Which PPA is right for me?
- ▶ Discussion about the "green" quality of power – examples RE100 and regulation for green hydrogen

Session 7: From the practice of contract drafting

- ▶ What regulatory requirements must a PPA cover? To what extent are there possibilities for drafting?
- ▶ How should the bank's needs be taken into account in the contract?
- ▶ From the offer to the conclusion of the contract: practical tips for contract negotiations

Session 8: PPA market outlook to 2030

- ▶ Looking into the future: German and European energy policy
- ▶ Group exercise "market/regulation": Can PPAs become a mass business?

Session 9: Long-term electricity price development until 2050

- ▶ Group exercise: electricity market trends and their impact on PPA prices
- ▶ (including CO₂ pricing, storage, sector coupling, short-term trading)
- ▶ Drivers of PPA price development until 2040 and 2050

Exemplary use case

Your company or team is part of the energy industry and they have already had a few encounters with PPAs. Now the topic is becoming more and more concrete for your company.

As an energy supplier or industrial electricity consumer, your team members particularly want to understand which steps are basically necessary to conclude a PPA and which approach is right for them. They still lack practical experience with PPAs, so they want to learn what is most relevant on the topic in a seminar. In addition to a classification in the logic of electricity procurement and sales, your team is interested in detail where exactly the added value of a PPA for end consumers lies - also in comparison to self-supply.





Training for the energy sector

We quantify the energy transition

Training formats

Energy BrainSessions

- live online trainings
- suitable for beginners to experts
- 2 to 3 mornings depending on the course

In-house training

- comprehensive basic and advanced seminars for the energy sector
- customised according to your needs
- online or in-person

Simulation games

- realistic trading simulations for electricity trading on spot or futures markets
- online or board game version

Training formats legend

- Knowledge level: basic knowledge, special knowledge or expert knowledge
- Format: lecture or workshop
- online or in-person

Basic knowledge	workshop	online		In-person	
Basic knowledge	lecture	online		In-person	
Special knowledge	workshop	online		In-person	
Special knowledge	lecture	online		In-person	
Expert knowledge	workshop	online		In-person	
Expert knowledge	lecture	online		In-person	

About us

As independent energy market experts, we focus on the databased, practice-oriented transfer of knowledge on power and energy trading in Europe. From analysis, forecasting and modelling of energy markets and prices, as well as studies and individual consulting services, to training courses, we are here to support you.

How can we support you? Feel free to contact us.

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