



presents

The Art of Making a Corporate PPA

3 Day Workshop

18-20 June, Haarlem, the Netherlands

“Very much relevant”

“Superbly delivered, high quality course”



Learn how to use, prepare and negotiate Corporate PPAs for selling or buying green power during this highly interactive and practical 3 day course.

Your Instructor; Kasper Walet



Kasper is a skilled and accomplished professional with **over 25 years** of extensive senior management/board level experience in in the energy markets worldwide. Next to advising (energy)companies, banks, consultants and regulators regarding PPAs, Kasper has also conducted several highly successful training courses about Power Purchase Agreements, power project finance, IPPs and project risk management to over **1,000 high level participants** from Asia, Africa, Europe and the Middle East.

Who Should Attend

- Business analysts
- Business development and marketing managers
- Commercial managers
- Consultants
- Contract managers
- Corporate and project financing personnel
- Economists
- Engineers
- External legal counsel
- Inhouse legal counsel
- Project managers
- Regulators
- Government officials

Attendance is a must for all senior personnel involved in power projects.

Course Agenda

DAY ONE

PPAs in today's power markets

- Impact energy transition on Power Markets
- Growing impact Renewables
- Role IPPs and PPAs in global power markets
- Main risks and challenges IPP
- Support Mechanisms
- Role Subsidies
- The Energy Trilemma



Corporate PPAs around the world

Drivers and Challenges to buyers and sellers

- Drivers corporate buyers
 - Economic reasons
 - Sustainability
 - Diversification
- Drivers sellers
 - Economic reasons
 - Less dependence on support schemes
 - Predictability
- Challenges Buyers and Sellers



Challenges in the heavy-industry renewable PPAs

What are the concerns and what are the possible solutions?

The corporate renewable PPA; issues to consider

- Duration
- Contract structures
 - 'Sleeved' or 'Physical' structure
 - Virtual PPAs
- Pricing structures
- Regulatory Barriers
- Scheduling and balancing
- Cross border PPAs
- Benefits of corporate renewable PPAs
- Renewable attributes of corporate renewable PPAs
 - What is renewable supply
 - Additionality

Multiple buyers PPAs

- Smaller buyers can team up
- Drivers for multiple-buyer PPAs
 - Risk Sharing for buyers and developers
 - Increasing flexibility
 - Better bargaining power
- Accounting Advantages
- Structuring multiple-buyer PPAs
 - Competition issues
 - Break rights



An example of a PPA buyers consortium

DAY TWO

Key features Corporate PPA

- Duration
- Electricity output/contracted capacity
- Proof of renewable energy
- Change in Law
- Subsidies/new benefits
- Counterparty credit risk
- Direct Agreement
- Portfolios
- Operation & Maintenance
- Transmission issues
- Point of Delivery
- Corporate buyer approvals process
- Defaults
- Caps on liabilities
- Coordination between the Generator, Buyer and Licensed Supplier
- Termination events
- Standard terms and conditions



Example of a corporate PPA

Funding and bankability of corporate PPAs

- Funding of renewable projects
- What is 'bankability'?
- Key bankability issues
 - Duration
 - Credit Support
 - Change in Law Risk
 - Currency Risk
 - Price Certainty



Determine whether this is a bankable PPA?

DAY THREE

Risk Assessment; A PPA is all about properly allocating risks

- Risk Allocation and Mitigation
- Risks Construction and Operational Phase
- Other important risks to assess:
 - Volume risk
 - Profile risk
 - Balancing risk
 - Counterparty Credit risk
 - Price risk
 - Tenor risk
 - Change in law risk
 - Force majeure risk
- Sensitivity Analysis
- Project Risk Assessment Matrix

How to negotiate the best PPA deal

- The 4 golden rules:
 1. Prepare yourself
 2. Set yourself a framework
 3. Execute your plan
 4. Keep on monitoring
- Understand the interests of the different stakeholders
- What are the pitfalls and how to avoid them



Final Exercise: Roleplay negotiating a PPA

Putting theory into practice; negotiating a PPA, including the terms and price elements.

IMPORTANT TIMES

Start

Day 1; Monday June 18



09.30 registration



10.00 start program

Day 2 and 3; June 19-20



09.00 start program

End

Day 1 and 2



17.00

End Day 3



16.00

PRACTICAL INFORMATION

How to register?

You can register online by clicking [here](#) or by using the registration form on the final page of this brochure.

What will the seminar cost me?

If you book your place before May 31, 2018 you will benefit from our early bird discount and only pay **2,250 EUR** (*VAT not included*).

After that date you will pay 2,350 EUR (*VAT not included*).

GROUP DISCOUNT

If you would like to attend with 2 people or more from your company, just let us know. We will then make you a special offer.

Invoicing

We will email (or on request send by post) the invoice to your business email address, as provided by you in the booking.

Payment

Invoices should be paid within 5 working days after the invoicing date.

Cancellation

If after registration it appears that you somehow cannot make it to the seminar, you can use our generous cancellation policy. Until two weeks before the start of the event you could cancel (in writing) without any costs. Only after that you will be due the full amount. Of course a colleague can always replace you, without any additional costs.

Questions ?

You may always call us at: + 3120-5160618 or mail on:
contact@maycroft.com

LOCATION



Nieuwe Gracht 3, 2011 NB Haarlem, the Netherlands



5 minutes from Haarlem Central Station
5 minutes from Haarlem City Center
15 minutes by train from Amsterdam Central Station
20 minutes from Amsterdam Schiphol airport

MY BOOKING FOR

The Art of making a Corporate PPA Workshop

June 18-20, 2018, Haarlem, the Netherlands

Delegate Details

Title

First and Last name

Function

Company

Address

Zip code and City

Country

E-mail

Telephone

VAT number

Date

Please fill in and send to: contact@maycroft.com