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

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### **Your Instructor; Kasper Walet**



Kasper is a skilled and accomplished professional with **over 25 years** of extensive senior management/board level experience 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.

## Guest Expert Speaker Line up

These frontrunners in Corporate PPAs will share their practical experiences and knowledge with you. Each day one of them will present and discuss a real life case with you.



**Weero Koster**

Is a leading international lawyer in the energy sector and renewable energy projects since 30 years. He is one of the frontrunners in corporate PPAs. He played a key role at the first Dutch offshore windpark NoorzeeWind and during the negotiation process of many other corporate PPAs both in the Netherlands and other parts of the world. He advises international energy companies and major domestic and international industry players. He is a renowned speaker at events and seminars.



**Kirsten Barnhoorn**

Head of Strategic Partner management at Eneco, the Netherlands. Together with her team she is responsible for driving business development and building strategic partnerships with large corporates and key public organizations. Eneco is one of the frontrunners in developing renewable power projects by signing several corporate PPAs with organizations like for instance the Dutch railways, Microsoft and Schiphol Amsterdam airport that want to become 100% green.



**Vattenfall/Nuon**

Chantal van Halen and Daniella Fahrenkrog, Origination Benelux/UK. Dutch energy company Nuon is part of Vattenfall AB, the international energy company from Sweden. In the Netherlands Nuon has signed several corporate PPAs with wind and solar projects. Recently Vattenfall did win the tender and was awarded the permit to construct and operate the first offshore wind farm without subsidy. The wind farm in the Dutch North Sea will provide enough sustainable electricity for one million households and would require corporate PPAs.

# 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?

#### *Super Early Bird Rate*

Secure your place before August 31 and only pay **1,495 Euro**

#### *Early Bird Rate*

Book before September 16 and you will pay **1,750 Euro**

#### *Regular Rate*

Bookings received after the end of the Early Bird Rate will cost **1,995 Euro**

In these fee VAT is not included.

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### GROUP DISCOUNT

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

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### 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.



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## Questions ?

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

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## 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 the Corporate PPA**

October 29-31, 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](mailto:contact@maycroft.com)**