Renewable Corporate PPAs Training Course

2025

During this intensive and highly interactive 4 half-day session training course, we will provide comprehensive guidance, tips, and tricks for successfully negotiating and signing a bankable renewable PPA.

Kasper Walet
Energy Commodity
Markets Worldwide

Laszlo Siller
Commodity Supply
Chains Worldwide

This course offers hands-on experience through practical exercises, equipping you with up-to-date skills.

Learning Objectives

- Understand the impact of the fast-growing renewable part in the energy mix
- Learn about the essentials of the different Renewable PPAs
- Know how to execute a risk assessment for a renewable PPA
- Learn how to structure a successful and bankable PPA contract

Who Will Benefit Most

- Companies seeking long-term renewable energy contracts
- Sustainability and procurement managers
- Legal and compliance teams
- Risk and financial analysts
- Energy market professionals

4 DAYS

What is the training about?

- What is the duration of the training?
  The training will take 4 half-day highly interactive session.
- What topics are covered?
  PPA, pricing, risk, negotiation, contracts.
- What are the outcomes?
  Mastering PPAs, pricing, risk, negotiation, and compliance.
- What technology is needed?
  Any web browser or MS Teams app.

What can I expect from the training setup?

- How challenging is the training?
  Intensive, suited for professionals.
- What kind of exercises or applications are included?
  Case studies and practical applications.
- Will the training include instructor-led sessions?
  Yes, with expert-led guidance.
- Are there assignments or exercises during the training?
  Yes, interactive exercises.

Interactivity, networking, and flexibility?

- Is the training flexible?

  Structured over 4 days, with flexible engagement.

- Will there be breaks?

  Yes, scheduled breaks.

- Will there be Q&A and discussions?

  Yes, during sessions.

- How do content, breaks, and networking help?

  Keeps participants engaged and focused.

Interested?
Contact us today!

Kasper Walet
Energy Commodity Markets Worldwide

The global renewable electricity generation capacity is growing with an unprecedented speed. Half of the growth in the power production across the globe is coming from renewables, led by wind, solar PV, and hydropower. Within the next 5 years the share of renewable technologies meeting global energy demand will reach 30% of the total world electricity generation. There are many companies that have a commitment to become 100% green.

Corporate Power Purchase Agreement (CPPA) would be the instrument to source the renewable energy. The corporate PPA market offers an avenue to hedge wholesale price risk and secure long-term revenue visibility and price certainty. The CPPA market already took off in the US and Europe and is spreading across the globe. So, there are valuable lessons to be learned.

A policy shift towards competitive pricing mechanisms drives renewables growth. Overall, continuous cost reductions are expected to make renewables more competitive with new coal and natural gas plants in an increasing number of countries. The introduction of additional competitive auctions for long-term PPAs in key countries; and a growing private or corporate PPA market that takes advantage of wind and solar PV cost reductions, will be a very interesting instruments to further deploy renewable power projects.

Even with renewable energy technologies becoming increasingly competitive, appropriate policies and market design are critical. Governments should introduce measures to tackle policy and regulatory uncertainties as well as grid integration and financing challenges. During this intensive and highly interactive five half-day session hands-on course we will provide a comprehensive guidance and tips and tricks with regards to successfully negotiating and signing a bankable renewable PPA.

Laszlo Siller
Commodity Supply Chains Worldwide

Program Overview

- Day 1: Understand Corporate PPAs and their impact on today’s power markets, focusing on the energy transition and renewable sourcing. Learn about the structure and benefits of Corporate PPAs for both sellers and buyers, and the regulatory barriers in place. Explore case studies like the Budweiser Cross-Border Virtual PPA.

- Day 2: Explore key risk factors in PPA valuation, such as forward curves, location, shape, and renewable penetration. Understand the main risk categories including development, pricing, operational, credit, and regulatory risks. Learn how to assess and mitigate these risks using real-world case studies.

- Day 3: Learn about different PPA pricing structures, including fixed pricing, index pricing, and options. Understand how to determine a fair PPA price by considering factors like base price levels, risk premiums, profile value, and environmental attributes. Analyze case studies related to fixed and index pricing models.

- Day 4: Examine volume structures and risk allocation strategies in Corporate PPAs, including pay-as-produced, predefined profiles, all-day peak load, and baseload structures. Explore key contract features such as duration, milestones, transmission issues, curtailment, and termination clauses.

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