



2nd Conference on Advancing Renewable Investments

PPA matchmaking event

28th November 2024, Ljubljana

Strictly private & confidential

PwC core team for PPA projects



“

PPAs are an effective way for RE developers to hedge against market price volatility, but RE developers must put more effort in understanding different off-taker profiles”

Mislav Slade-Šilović

Director

Leader of PwC Energy, Utilities & Resources in SEE



“

Corporate off-takers are driving PPA market growth in Europe, but traders also have an important role as buyers and enablers of PPA models for markets in PPA inception phase such as SEE”

Karlo Jadanić

Senior Manager

PwC Energy, Utilities & Resources in SEE

PwC is supporting Clients in full PPA life cycle from strategy to execution

PwC competences in PPAs

Leading PPA advisor via our PPA CEE HUB

01



Our CEE HUB has been engaged as a lead advisor in >30 energy procurement and PPA processes in last 24 months in CEE

Understanding different PPA perspective

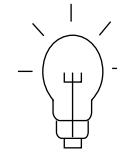
02



We have worked with RE developers, power utilities / traders and corporates that allows us to understand specific PPA needs

PPA one stop shop

03



We provide end-to-end expert support from financial, commercial, technical, accounting and legal perspective

Dedicated PPA team in CEE

04



We leverage our CEE HUB team to quickly provide valuable insights and support on local specifics for PPAs









1

PPA tender process structuring guidance in real life

There are four typical PPA buy-sell combinations that are depending on PPA market maturity

PPA buy-sell combinations

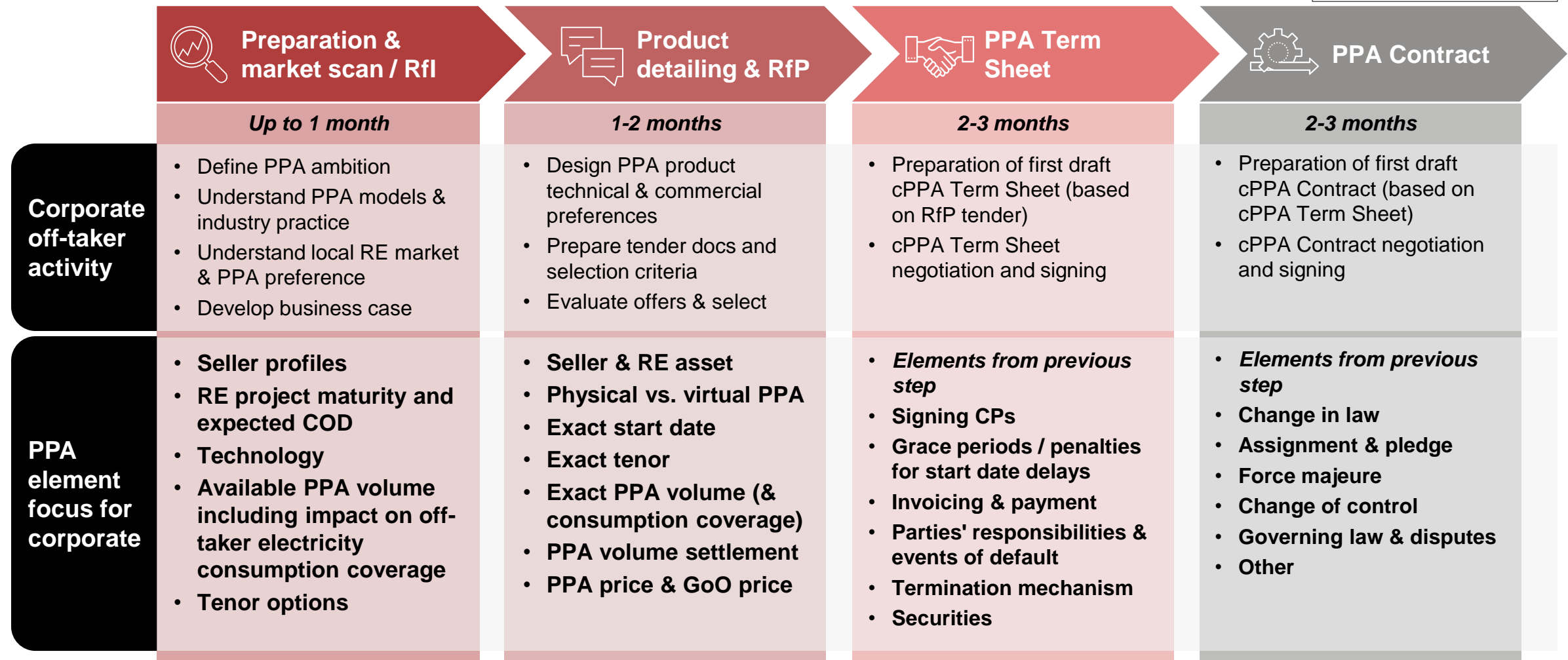
SELECTION

PPA seller	PPA buyer (off-taker)	PPA market maturity	Comment
 RE developer	 Trader	Inception phase	<ul style="list-style-type: none"> Traders as buyers are specialized in managing commodity risks Physical and virtual PPA possible with Route-to-Market contracts
 RE developer	 Corporate	Inception / growth phase	<ul style="list-style-type: none"> Corporate buyers are exploring PPA hedging & green electricity options, but are not specialized in power market and risks Virtual PPAs with RE developers are easiest, while physical PPAs require sleeving Traders / utilities manage RE portfolios and can sign virtual or physical PPAs with corporates
 Trader	 Corporate		
 RE developer	 Trader / utility	Growth / maturity phase	<ul style="list-style-type: none"> So-called back-to-back PPAs handled by traders / utilities

PPA process from ideation to execution has a funnel approach for corporates in selecting preferred partner & PPA product

Matchmaking for PPA seller with corporate off-taker

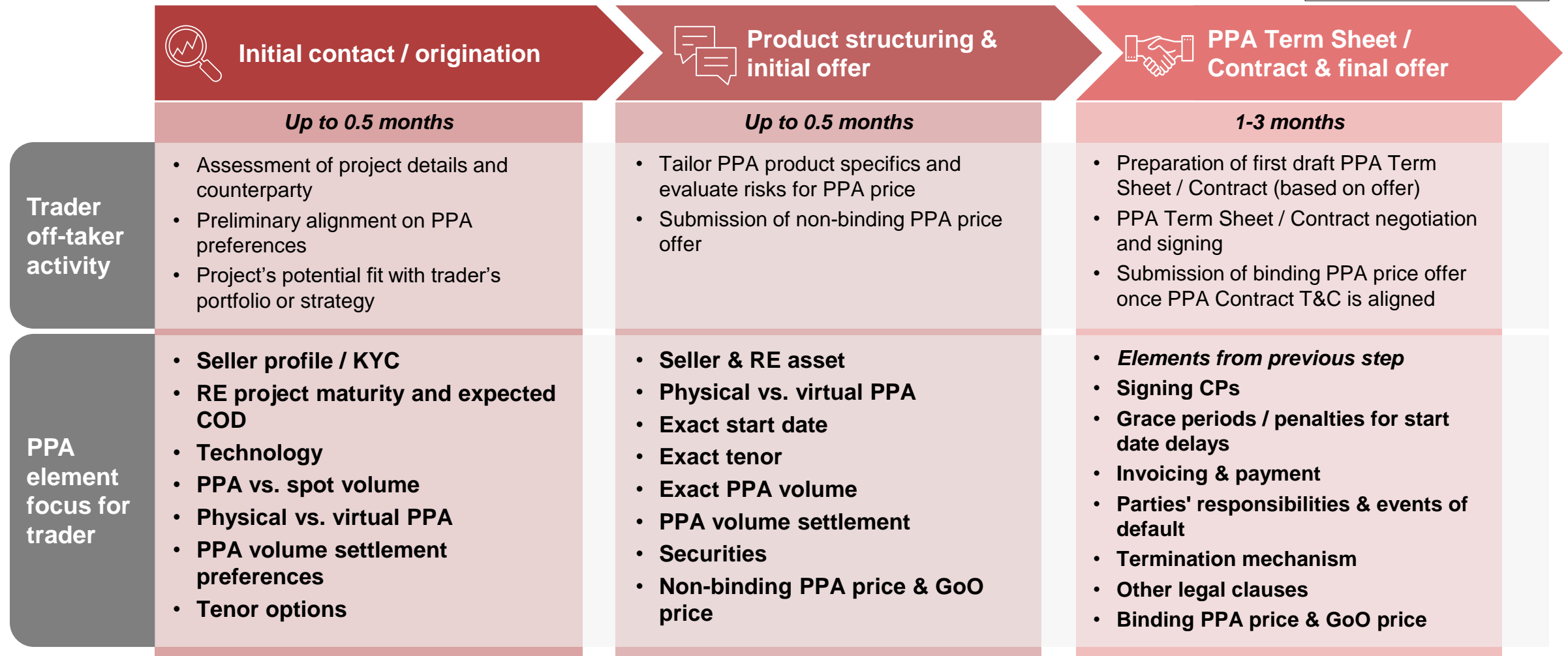
ILLUSTRATIVE



PPA process with trader off-taker is timewise more streamlined in practice for PPA seller

Matchmaking for PPA seller with trader off-takers

ILLUSTRATIVE



2

1-on-1 panel session: A
dialogue between seller &
buyer post-PPA signing

3

Live matchmaking session guidance

Live matchmaking session guidance

1 Participants are invited to join the tables per each country

- There are 9 tables per each Contracting Party for active participants and 1 table for other
- if the participant is present in more Contracting Parties, they are encouraged to switch tables

2 Introduction of PPA role and preferences of participants

- Introduce your company profile (corporate off-takers, RE developers, power utility / trader, other)
- Describe your basic PPA requirements / preferences / needs if there is a match:
 - Company profile
 - Consumption ambition / RE project maturity
 - Start date
 - PPA volume & tenor

Note: Energy Community, EBRD and PwC experts will facilitate and support discussions

3 Further 1-on-1 discussion in case of PPA match

- Participants that found a match are encouraged to discuss further details separately:
 - PPA type (physical vs. virtual PPA)
 - PPA volume settlement (pay-as-produced, pay-as-nominated, baseload, other)
 - PPA price and associated risks

End of document

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