



DFBEW / OFATE @ HUSUM Wind

Corporate PPAs in Germany & France







September 11, 2019 | Dr. Nicolai Herrmann | enervis

enervis company profile



enervis evaluates assets based on quantitative data, proprietary models and market knowledge

Asset classes, sectors and technologies in focus:

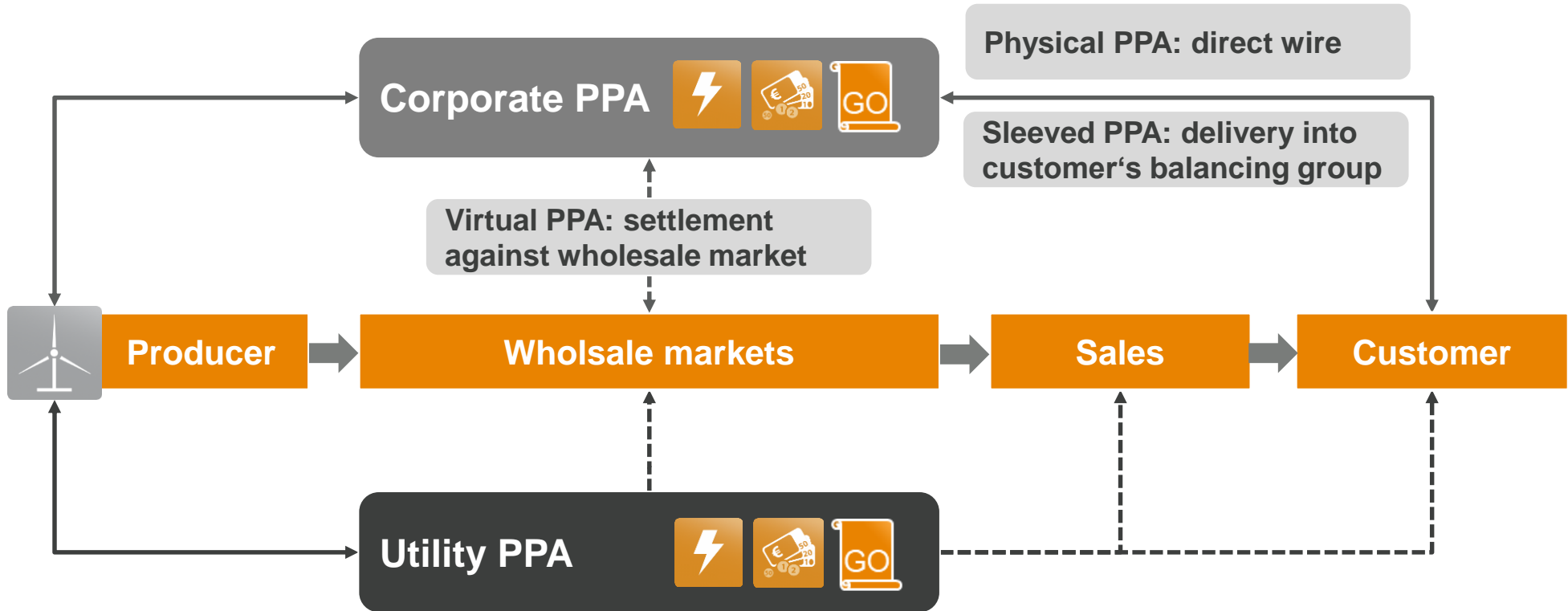
-  Conventional generation
-  Wind and PV
-  CHP
-  Power and heat storage
-  P2x Power-to-X
-  Gas markets



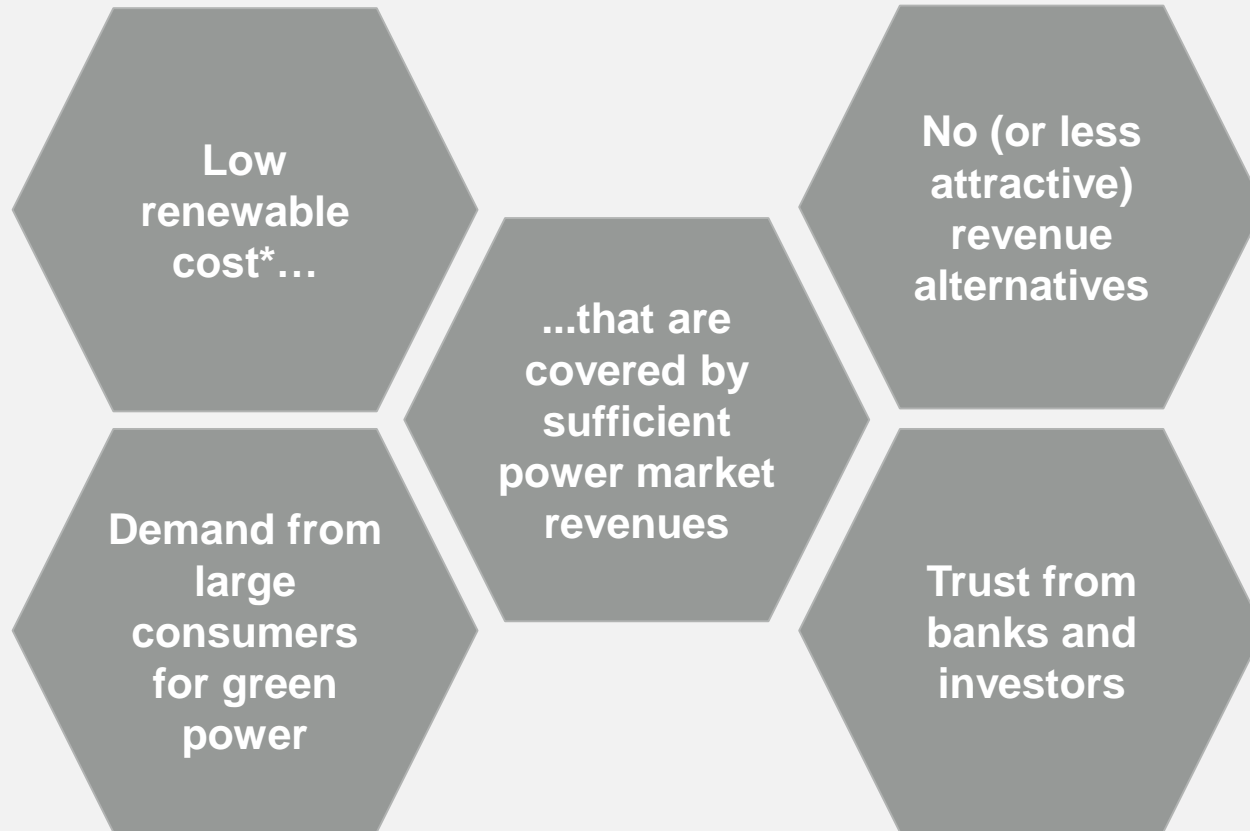
enervis creates:

- Transparent basis for asset evaluation
- Risk minimization
- Revenue optimisation
- Competitive advantages

Introduction: PPA types and offtakers



Framework and preconditions for a PPA market



*for new investment: full cost incl. investment/financing, for post-EEG operation: only operational cost

State of the PPA markets in Germany and France

Existing PPAs according to public data



Recent wind PPAs in Germany

Post-EEG PPAs: ~ 60 MW in total

- Statkraft: 31 turbines, 46 MW, 3 to 5 years (with Mercedes-Benz in the background)
- Greenpeace Energy: 6 turbines, 7.2 MW
- Naturstrom: 2 turbines, 2.1 MW
- Major offtakers: all utility PPAs, partly with corporate offtakers in the background
- **Merchant investments:** none until now
- **PV:** several merchant PPAs with several 100 Megawatt (developers, utilities)



Recent wind PPAs in France

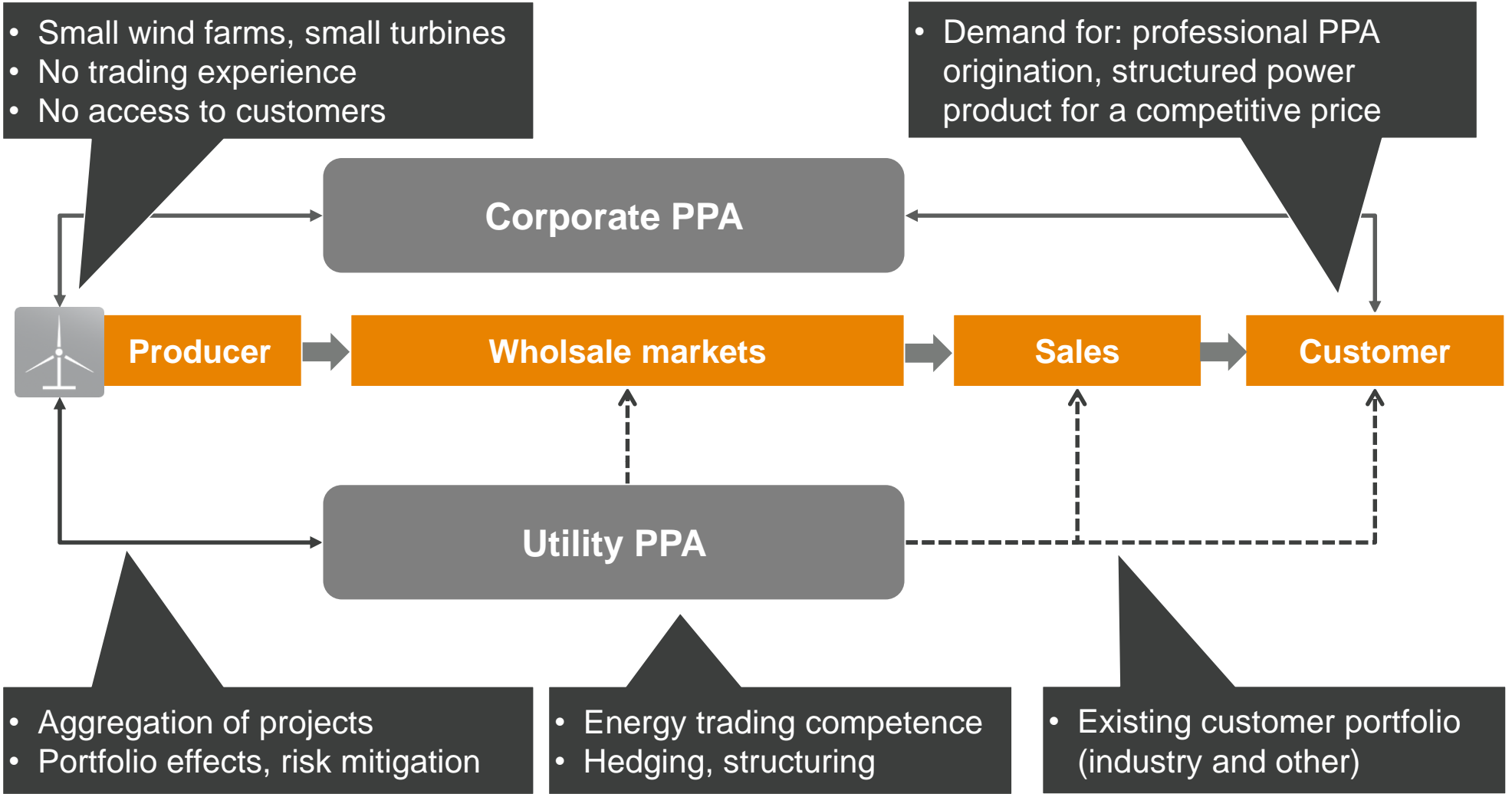
Post feed-in tariff:

- EDF & Food Group Maïsadour: 11.7 MW

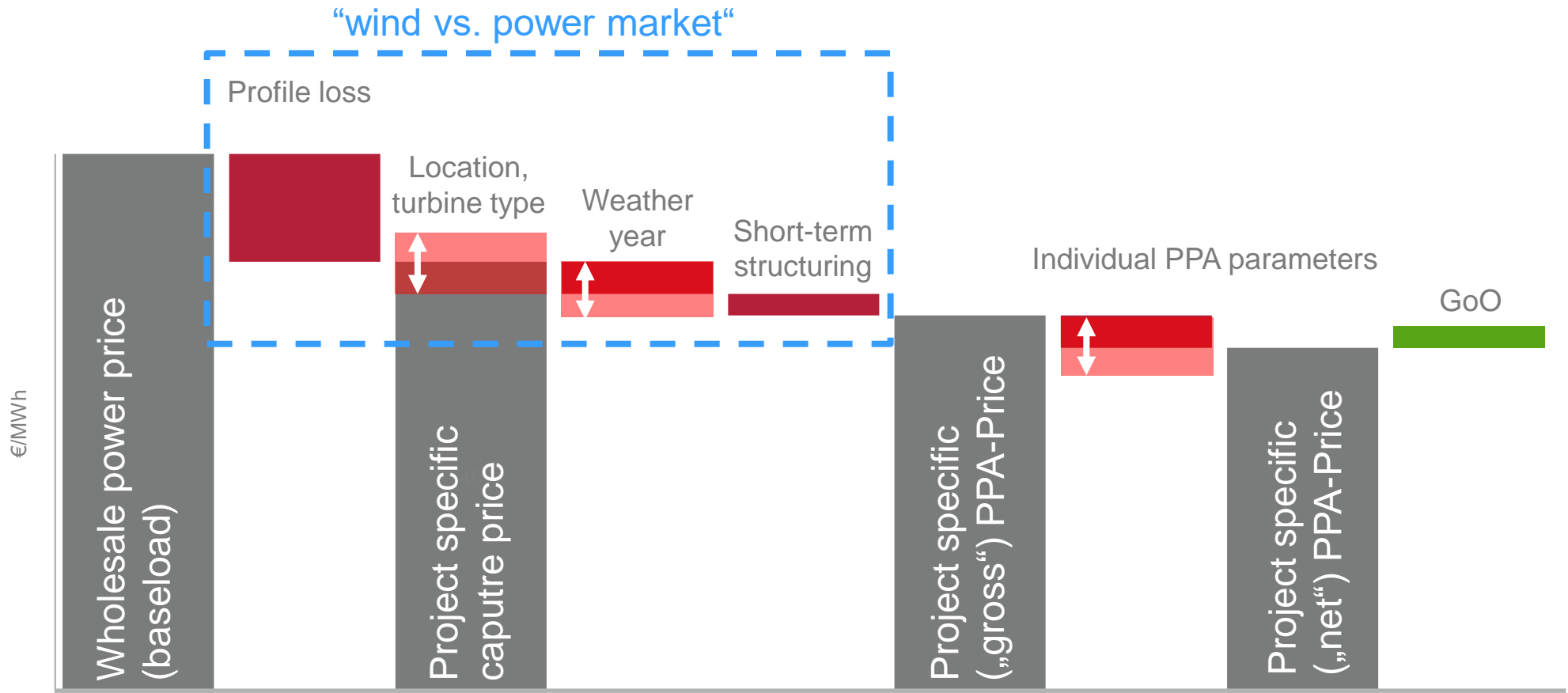
Merchant investments: ~ 130 MW

- Valeco: 5 year PPA for 40.5 MW
- Eurowatt: 3 year PPA for 30.5 MW
- Boreas: 3 year PPA for 20 MW
- Major offtakers: Statkraft (wind), SNCF (PV)
- Different ongoing call for tenders
- **PV:** several merchant PPAs with several 100 Megawatt (developers, utilities, corporations)

Why are German wind PPAs mostly Utility PPAs?

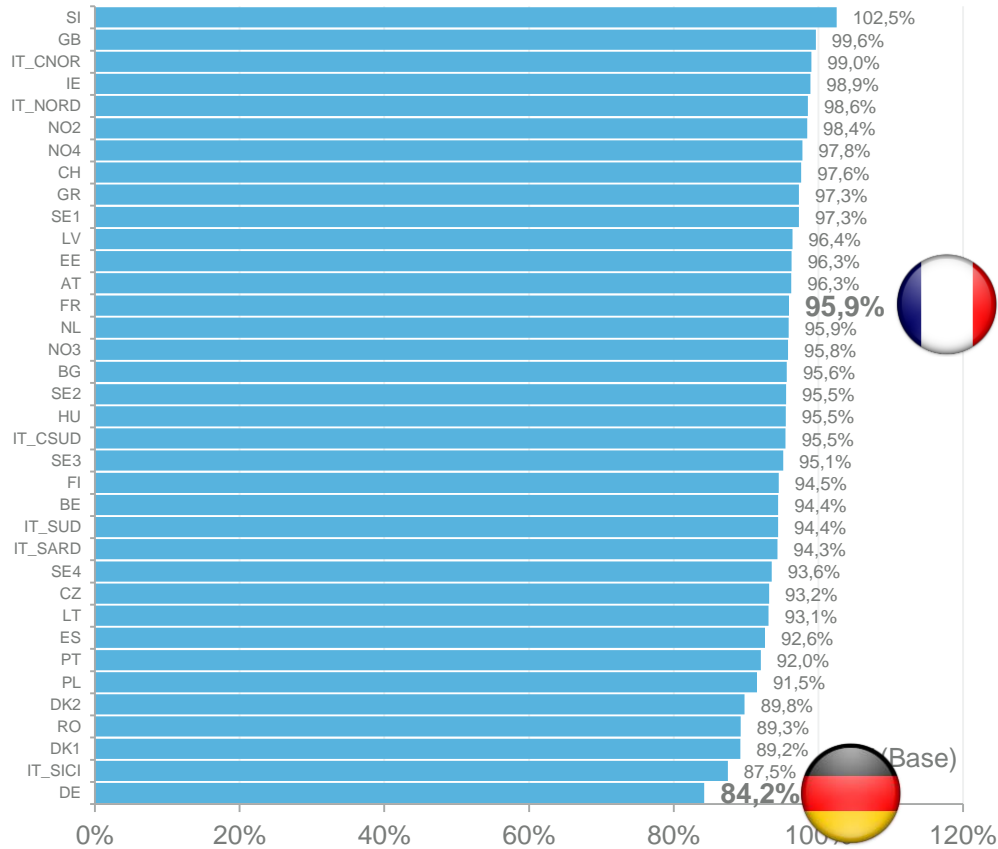


Determination of a fair PPA value

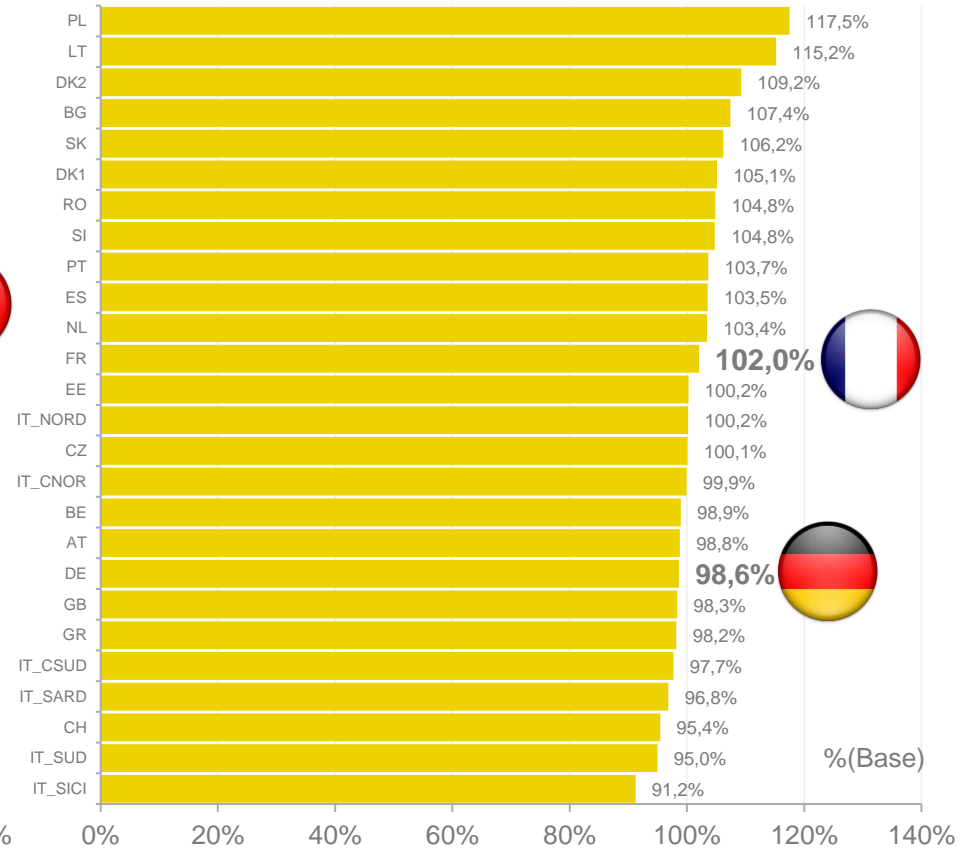


Capture rates [%] for wind & PV in Europe (2018)

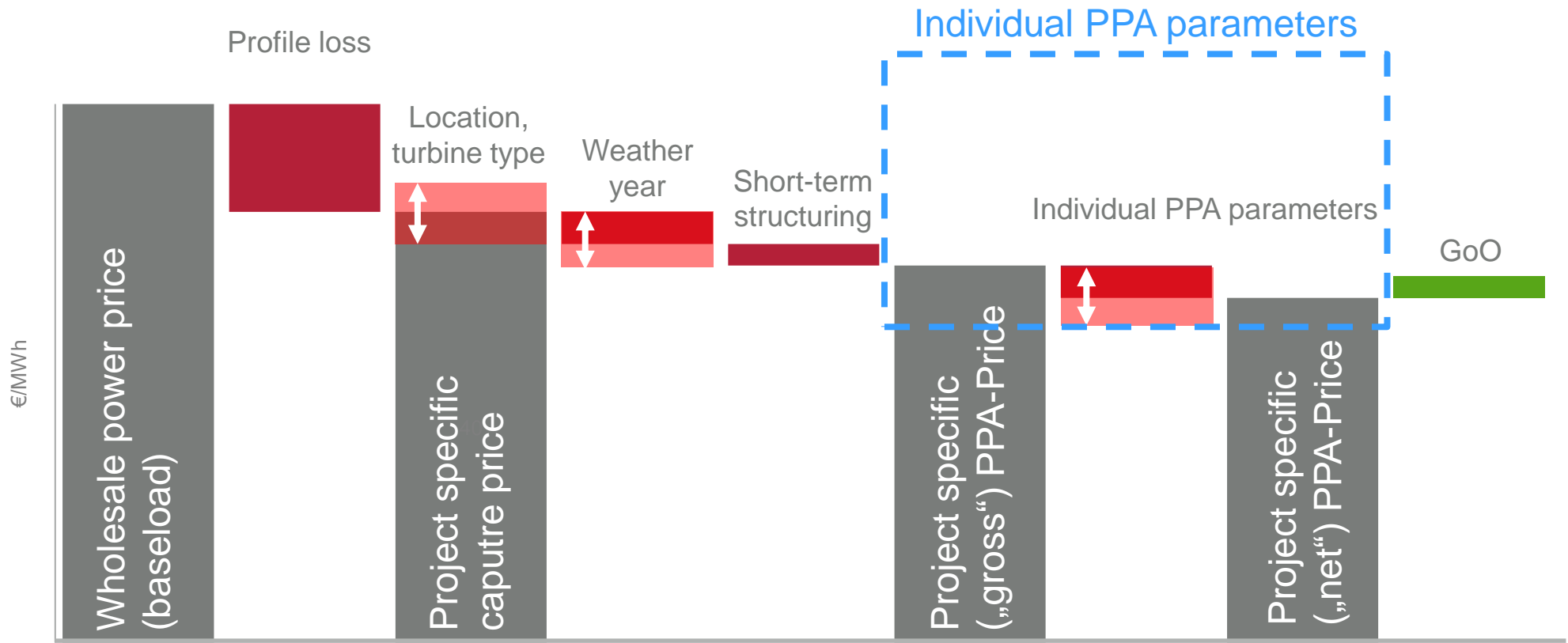
Wind



PV

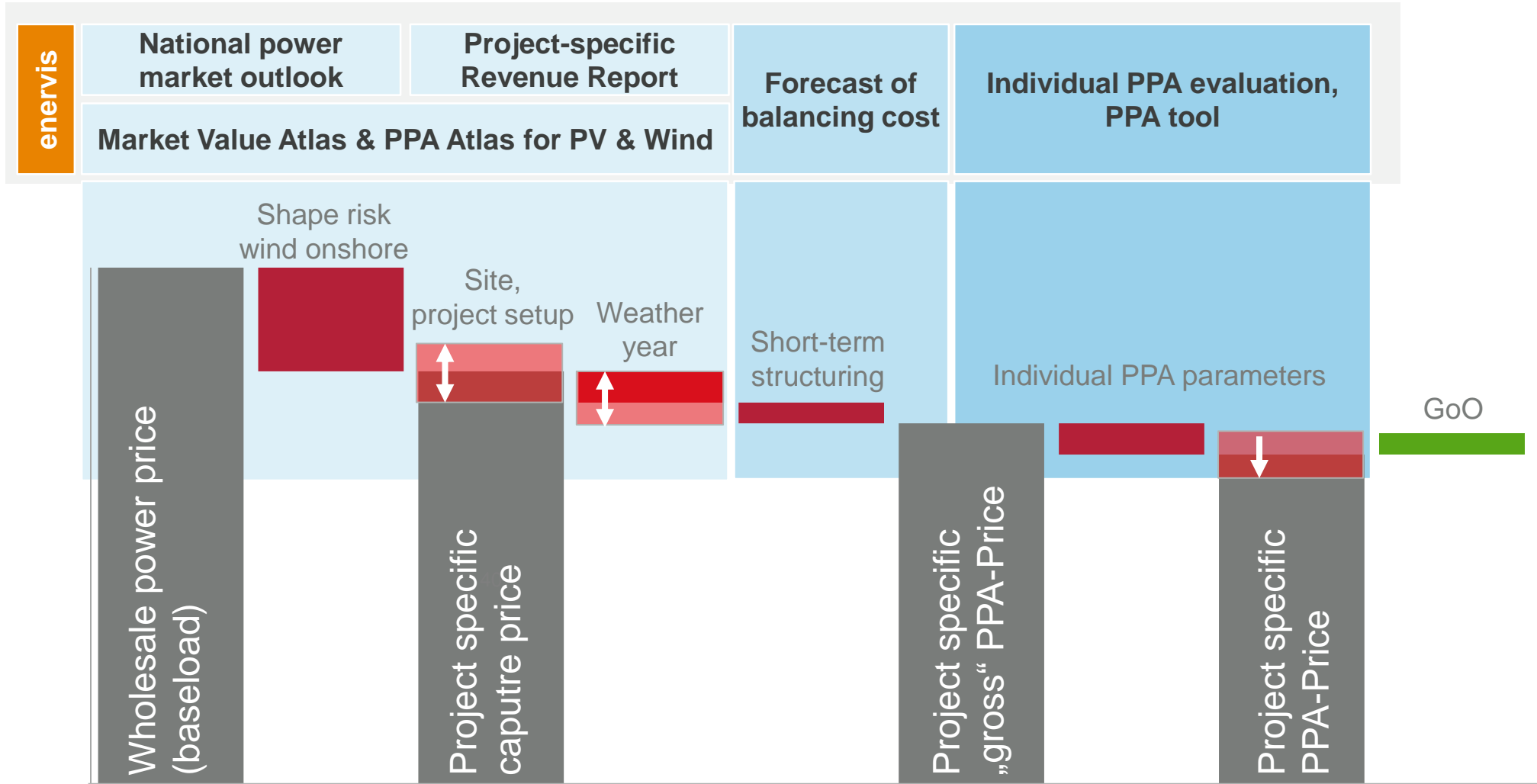


Determination of a fair PPA value



enervis services for evaluation of PPAs (Wind & PV)

Available for all relevant European PPA markets



enervis PPA services for Germany & France

Webinar: The French PPA market

- Register for a **complimentary webinar** on renewable PPAs: the French Power Market Outlook 2019 – 2050 by enervis and Watson Farley & Williams
- **September 24, 3 pm**
- Free registration:



<https://tinyurl.com/y2o3eydc>





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