

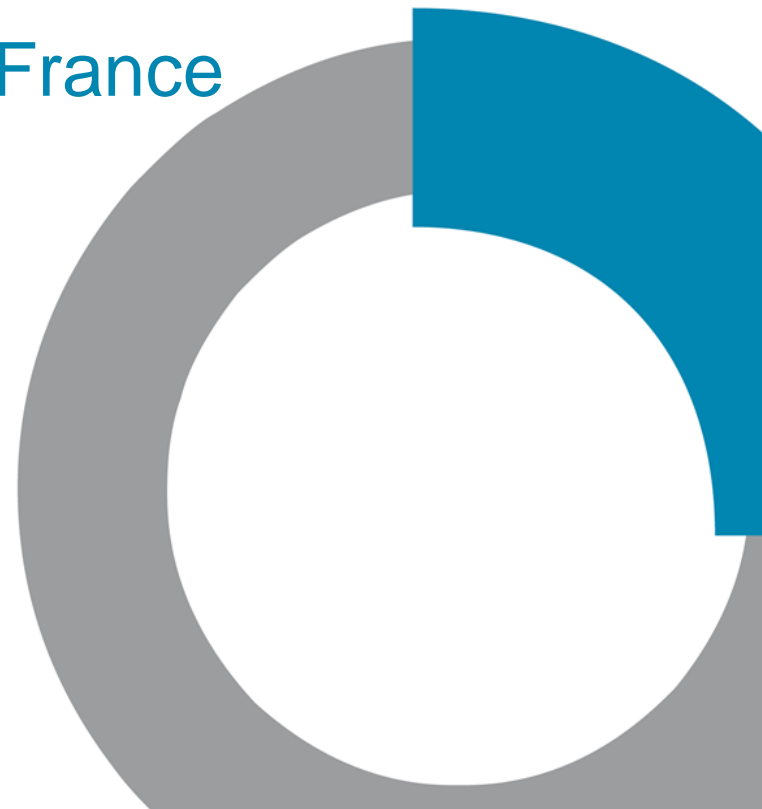


A BKW Company

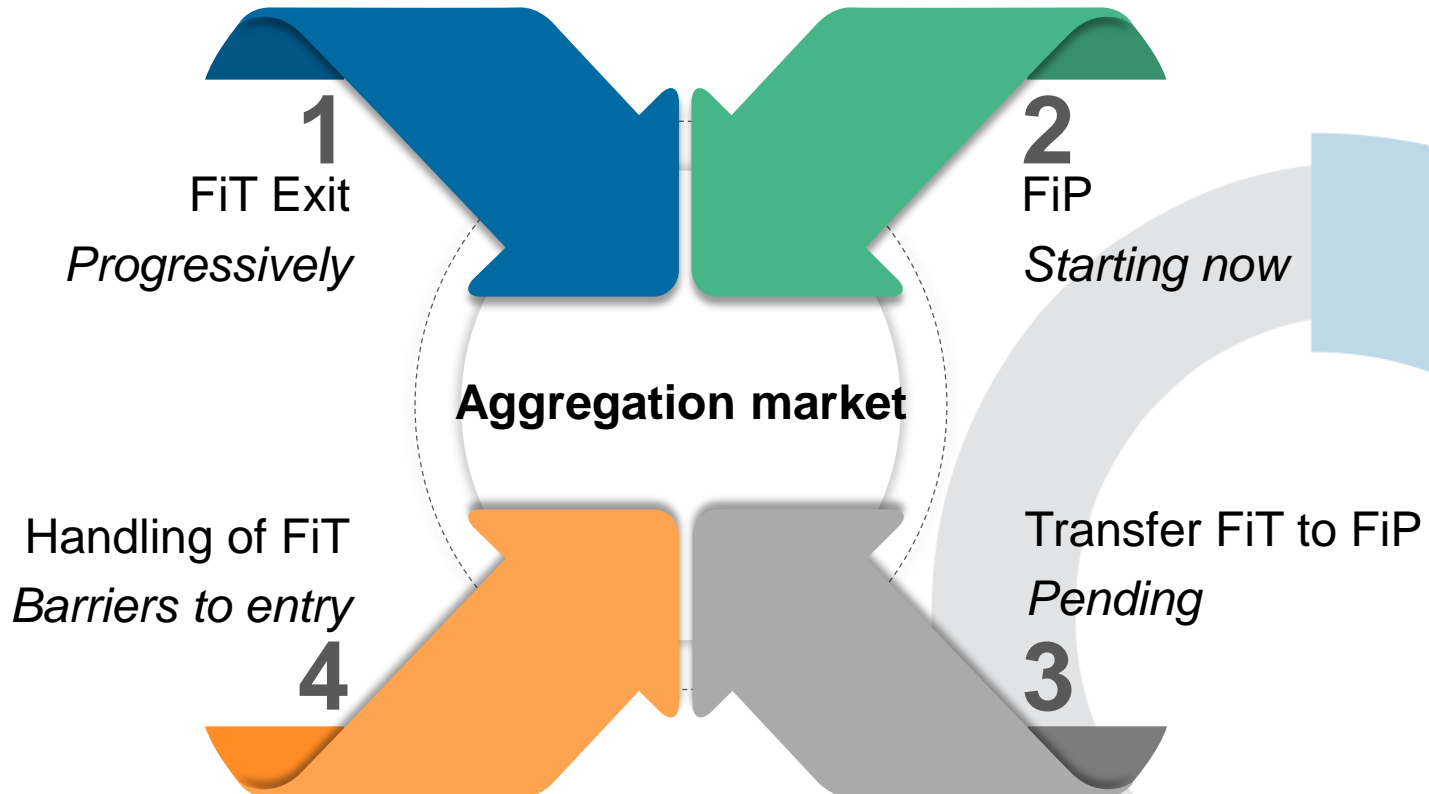
Introduction of FIP contracts in France

OFATE - DFBEW

Feb 7th 2018, E-world in Essen



- **Market = any power plant** that needs to trade its production on the power market



$$\text{Revenue} = \underbrace{\text{“market remuneration”}}_{\text{Producer's choice}} + \underbrace{\text{“premium”}}_{\text{M0 as reference}}$$

- Handling of negative prices
- No benefit from “Guarantees of Origin”
- Benefit from capacity mechanism

Offtake

Hydronext purchases, balances and trades power from small distributed generation assets

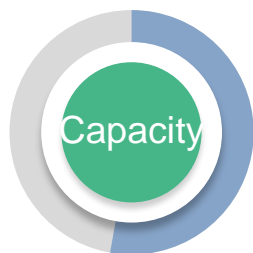


Production sites having an offtake contract with Hydronext, Jan 2018

- 170 MW installed capacity
- 400 GWh in 2017
- 6 Wind FiT exit out of 10
- First FiP contract in France
- Balance responsible contract with a national power supplier



Hydronext also offers a full scope of services related to power



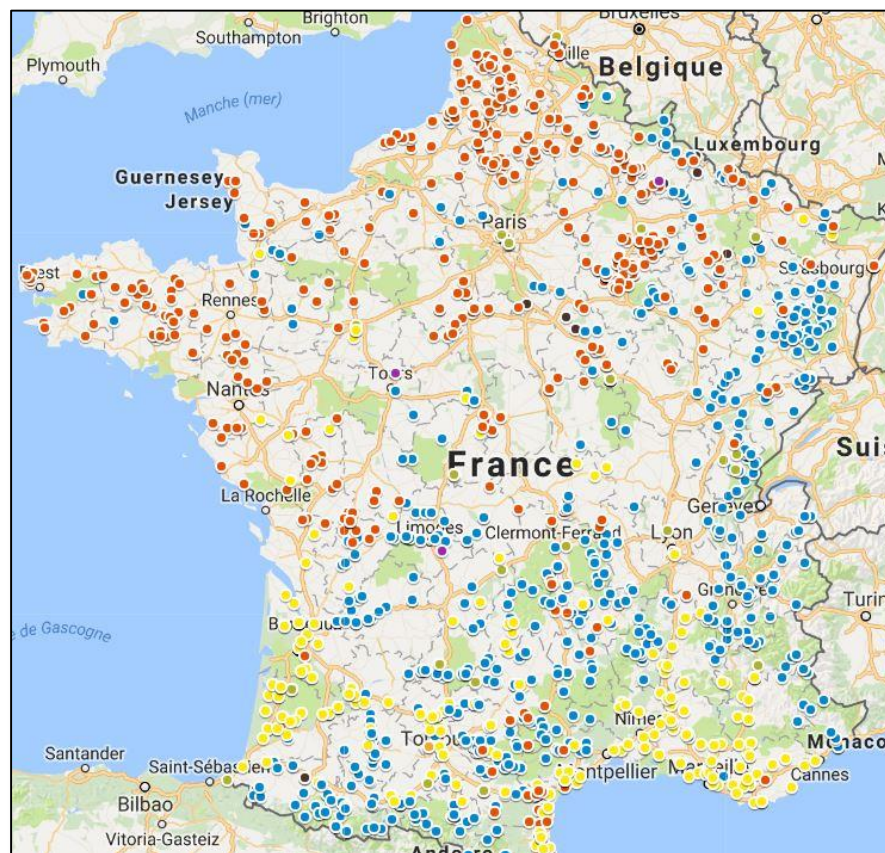
RPC with RTE. Emit, balance and trade capacity certificates
200 MW installed capacity



Licensed supplier. Mainly for supply for power plants auxiliaries
7 500 MW installed capacity



Approved reporting entity by ACER. Report for wind and solar transaction under FiT
3 200 MW installed capacity



production sites in contract with Hydronext, April 2017

Key takeaways about French aggregation market

Already strong
competition

Lenders on a
learning curve

Consolidation on
producers side

Innovations on
ENR flexibility



Thank you for your attention

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