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**Marian Willuhn**  
Editor  
**pv magazine**

## A guide to Europe's booming PPA market



**Stéphanie Andrieu**  
CEO  
**Urbasolar**



**Christoph Sutter**  
Head Division Renewables  
**Axpo**

**pv magazine**   
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# A guide to Europe's booming PPA market

Christoph Sutter, Head Division Renewables Axpo, & Stéphanie Andrieu, CEO Urbasolar

# Switzerland's largest producer of renewable energy & international leader in energy trading

The Axpo logo, featuring the word "axpo" in a lowercase, sans-serif font with a red lightning bolt symbol integrated into the letter "x".

**4 808 CHF million**  
Revenue 2019/2020



**826 CHF million**  
EBIT 2019/2020



**5 350**  
Collaborators



**67 557**  
millions kWh  
delivered



**+ 100 years**  
of expertise



**16,6 GW**  
of renewables sold



Active in  
**31 Countries**



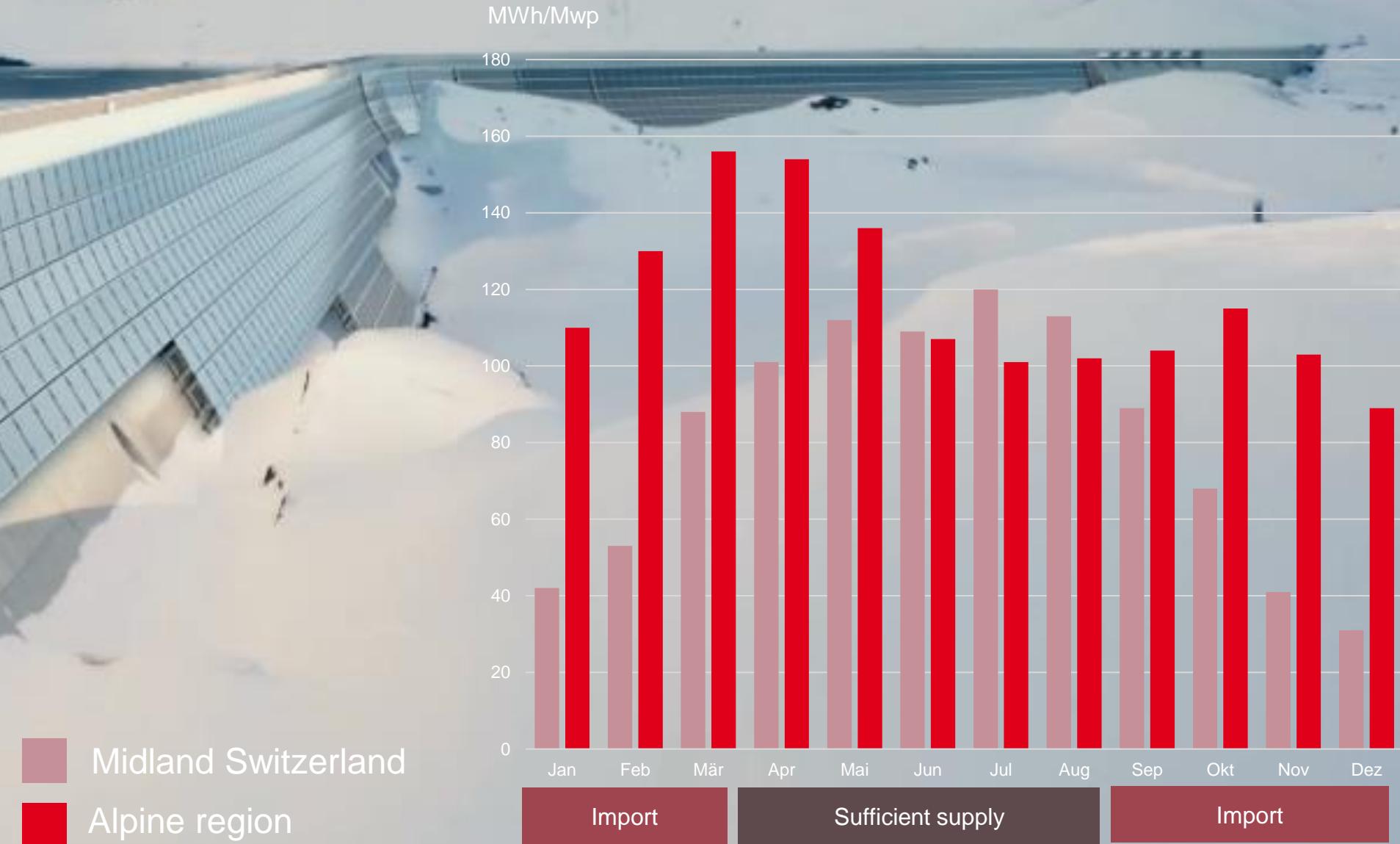
**Leading marketer**  
of renewable energies in  
Europe

In the Swiss Alps, 2500 m.a.s.l.

... we are building  
the largest alpine PV  
plant.

only possible thanks  
to a 20 year PPA

# AlpineSolar – interesting winter production



# Pioneering project in the Swiss Alps

## AlpineSolar PV Muttsee

- 2.2 MW capacity
- 3,3 GWh Production
- 2500 m.a.s.l.
- Enabled by 20 years PPA with Swiss supermarket chain Denner

**50% of the production in the winter half year, because**

- less fog
- Colder temperature >> higher efficiency
- snow reflects sunlight



# A key player in photovoltaics in Europe

URBASOLAR



**131 M€**  
Turnover 04/2020



**280**  
Collaborators



**12 GW**  
Built by 2030



**€1 Billion**  
of investments made



**360 000**  
People supplied with  
green electricity



Presence  
in **15 countries**



**+100%**  
Volume of our  
activities doubled in  
FY2020

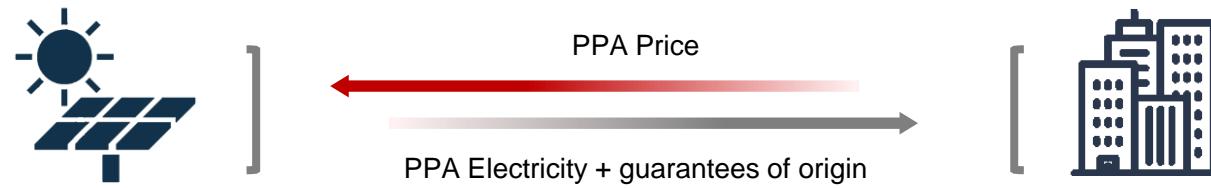


Group's  
subsidiary  
since 2019

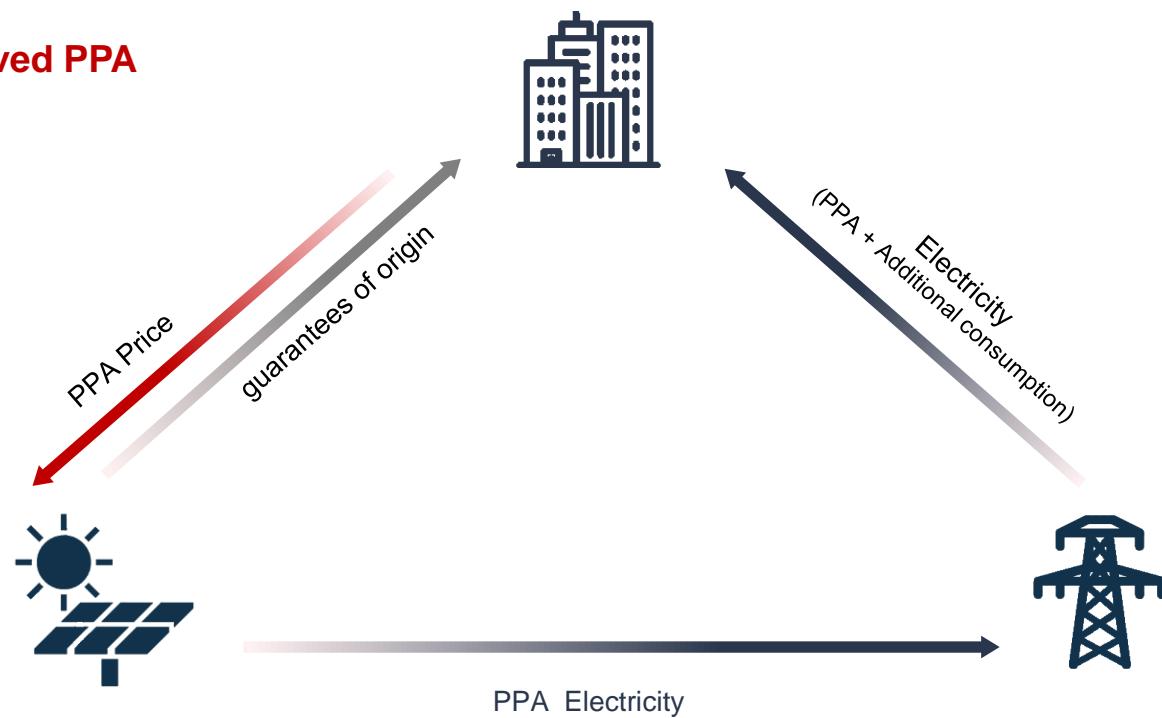
# PPA Structuring



## PPA on Site

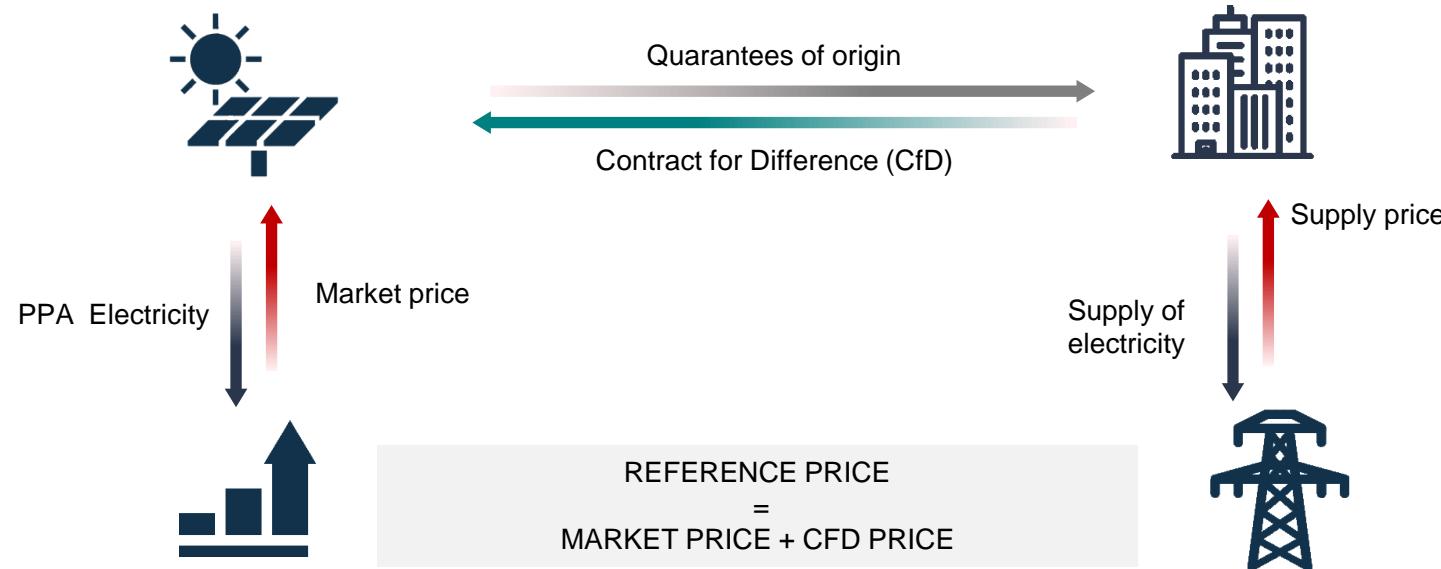


## Sleeved PPA



# PPA Structuring

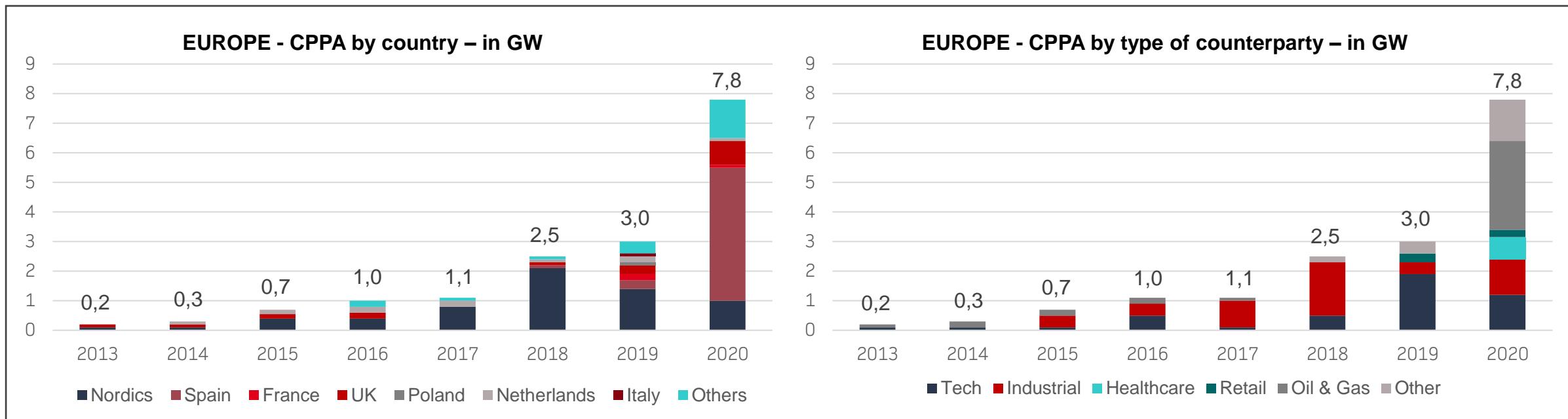
## Virtual PPA



# PPA Overview in Europe

## EU - Focus on the Renewable Energy Directive (RED II) (end of 2018) :

- Removing unnecessary regulatory and administrative barriers for CPPA's by June 2021
- Recognising Guarantees of Origin issued by other member states by June 2021
- Allowing issuance and transfer of Guarantees of Origin directly to corporates under a CPPA even if the supplier benefits from a support scheme



# PPA Overview in Europe

## PPA Prices (Solar)

**GB** : 46,85 GBP/MWh

**Poland** : 47,76 €/MWh

**Italy** : 42,86 €/MWh

**France** : 42,60 €/MWh

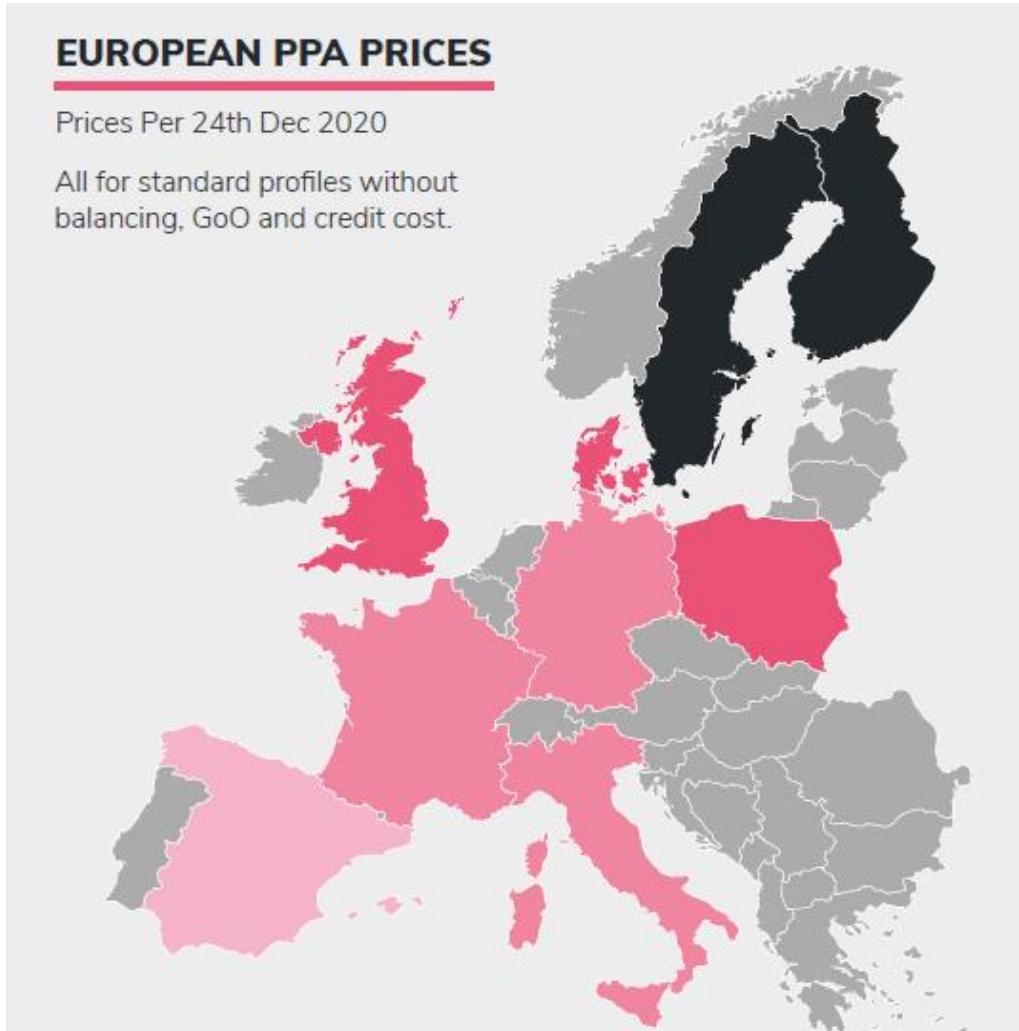
**Germany** : 41,61 €/MWh

**Spain** : 35,63 €/MWh

## EUROPEAN PPA PRICES

Prices Per 24th Dec 2020

All for standard profiles without  
balancing, GoO and credit cost.



# PPA Overview in Europe

## Focus on CPPA in



### SPAIN

#### An attractive market for concluding PPA's

- Availability of resources
- Availability and cost of land
- The confidence in the regulatory environment
- Low plant construction costs



### ITALY

#### An increasing interest for PPA's

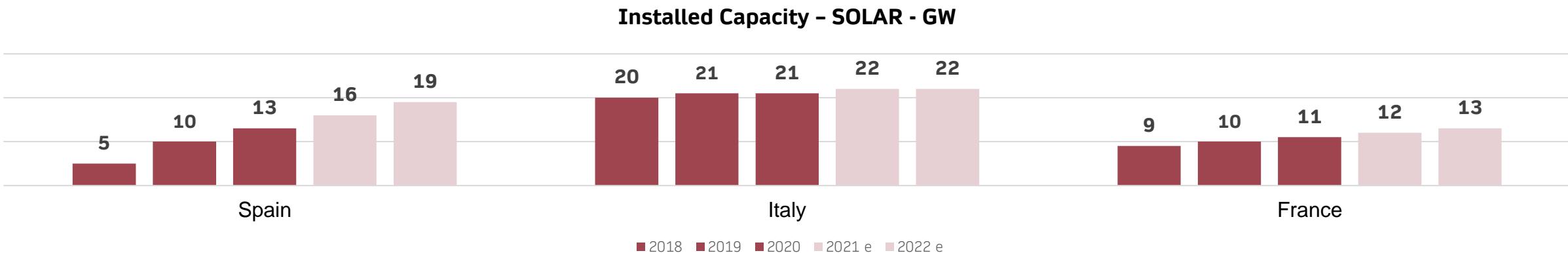
- Trend : Large scale projects
- PPA's : most short term contracts (5 y)
- New regulation for PPA (PNIEC)
- Ambition to achieve a 55% share of domestic energy consumption from RES by 2030



### FRANCE

#### An emerging market

- Electricity production still based on nuclear
- FIT regime
- Regulation favorable to such development



# Need for standardisation



## Benefits of standardisation

- Increase the power of finance (through clarity on process)
- Decrease legal transaction costs
- Increase efficiency and certainty (reduce lenght of negociation)



# Examples of CPPA signed by Urbasolar



Groupe ADP\* accelerates activity to achieve carbon neutrality by 2030 thanks to green energy produced in France.

## CPPA :

- 21 years
- Three new photovoltaic solar parks
- 47 gigawatt-hours per year
- **Supply 10% of the electricity required to operate the three Paris airports**

*\* Paris Airports*

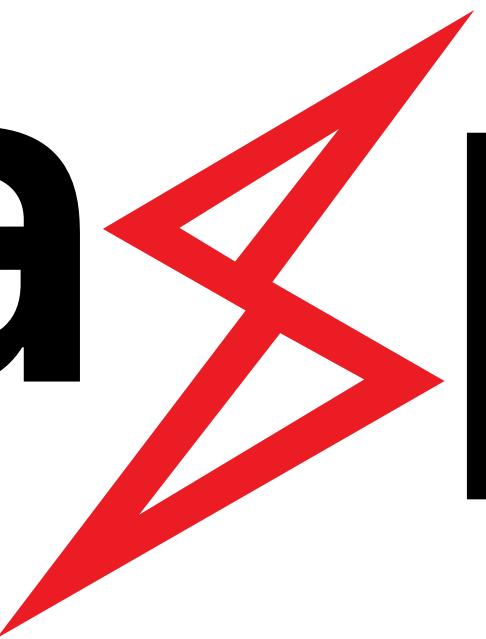
# Rehabilitation of industrial site for PPA

Let's have a look at the video!



# Q&A

**Full of energy**

a  po

**URBASOLAR**  
"Solar energy for a green planet"