

Course Overview:

This 5-day comprehensive workshop gives you clear explanations of the new models of PPA risk allocation, of designing and managing competitive power markets, attracting private investments in renewable energy, through a series of real case examples of contracts and markets. Case Studies will include real examples .

Course Objective:

- LEARN about all the essentials of different PPAs
- NEGOTIATE fair and sustainable PPAs
- STRUCTURE successful PPAs based upon your own company's risk profile and risk allocation needs
- ANALYSE the relationship between Public, Private, and Government sector
- PERFORM a policy and risk analysis of PPA contracts
- EXPLORE a PPA relationship with EPC, O&M, Fuel Supply, and Interconnect Agreement
- GAIN the tools and models in directing your country's electricity transformation and market design plans

Course Outline:**Day 1:**

- Introduction and New Energy Outlook
- Global Electricity Market Trends Driving PPA Investments
- Electricity Wholesale Markets Development
- Electricity Pricing Dynamics

Day 2:

- PPA and IPP structure
- Power Purchase Agreement: Key Features
- Power Sales Agreements: Basic Types

Day 3:

- Pricing in PPA
- Tariff Design in PPA
- Power Plant Economics
- Overview of Project Finance in the Power Sector

Day 4:

- Project Finance Structures of different IPP Projects
- Effective Contract Management
- Example: International Examples of Commercial Deals Using PPAs, Both Short and Long Term
- Essentials of PPA Negotiation

Day 5:

- Risk Assessment
- Exercise: Risk Assessment IPP project
- Final Exercise/Role Play: IPP and PPA Negotiation

Who Should Attend:

- Contract / Agreement Specialists

Training Language:

Eng/Ar

Training Methodology:

- Presentation & Slides
- Audio Visual Aids
- Interactive Discussion
- Participatory Exercise
- Action Learning
- Class Activities
- Case Studies
- Workshops
- Simulation

- Electric Regulators & Ministries
- Power & Utility Companies
- Legal / Regulation / Policy Analysts
- Business Development Managers