

“Structuring Successful Power Purchase Agreements (PPAs), Managing Competitive Electricity Markets & Attracting Merchant Power Investments”

Power Purchase Agreement (PPA) from Commercial Perspective

<http://www.infocusinternational.com/ppacommercial>

Dates & Locations:

25 – 28 February 2019, Johannesburg

2 – 5 July 2019, London

15 – 18 October 2019, Kuala Lumpur

Overview

There are many moving pieces affecting the future of electric power development in emerging market. Unlike the past Independent Power Project models, which featured standardised take-or-pay contracts – today’s market demands more innovative incentives to ensure better availability, better performance, as well as more attractive and sustainable mixtures of fuel sources. Economies throughout developing countries urgently need to master the key tools, models, and lessons learned for transforming and strengthening today’s electricity sector. These include the latest models in negotiating Power Purchase Agreements (PPAs), in designing and managing new competitive power markets, as well as attracting the right mix of renewable energy sources.

This 4-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 from Africa, Middle East, Asia, Europe and North America. Furthermore, cases stimulate independent thinking and discussion among participants.

Key Learning Objectives

- 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
- EXPOSE to the frontiers of international experience in IPP development
- LEARN theory and practice of pricing and tariff design
- 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
- IMPROVE your awareness of the common pitfalls and mistakes to avoid in today’s private power investments
- LEAD successful power project finance transactions
- IDENTIFY how financial derivatives can be used as an effective hedge of financial and electricity market based risks

Who Should Attend

- Contract / Agreements Negotiators
- Legal / Regulation / Compliance / Policy Analysts
- Business Development Managers
- Commercial Managers
- Finance Controllers / Treasurers
- Corporate Planners

- Business & Accounting Analysts
- Sales & Trading Managers
- Structured / Project Finance Analysts
- Economists / Investors
- Chairman / CEO / Directors

From Sectors:

- Electric Regulators & Ministries
- Power & Utility Companies
- IPP Developers
- Banks / Investors
- Energy Fuel Suppliers (Oil, Gas, Coal and Renewables)
- Law Firms & Consultancy

Course Certificate

Upon the successful completion of this course, you will receive a Certificate of Completion bearing the signatures from both the Course Director and the Course Organizer. This Certificate will testify your endeavor and serve towards your professional advancement.

Testimonials

“I learned new things on PPA and the instructor is very knowledgeable. The program is very practical & informative.”

Senior Manager, Electricity & Cogeneration Regulatory Authority, Saudi Arabia

“The instructor gave a clear, precise explanation of relevant elements of PPA. The presentation was interesting!”

Deputy General Manager, Tata Power Trading, India

“It was an eye-opener for me.”

Board Member, Vietnam Electricity

“Well organized. Well presented. Well managed!”

General Manager, Ceylon Electricity Board, Sri Lanka

“It gave me a thorough understanding of the risks and the different contracts to effectively implement a power plant project.”

IPP Analyst, PLN, Indonesia

“Best practices were shared from different countries and diverse topics were covered well. We learnt a lot!”

AVP, MERALCO, Philippines

To register/enquire, please contact:

Abigail Harris

Infocus International Group

Tel: +65 6325 0215 | Email: [abigail \[at\] infocusinternational \[dot\] com](mailto:abigail@infocusinternational.com)

Web: <http://www.infocusinternational.com/ppacommercial>