MERCURY

Power Purchase Agreement (PPA) Transactions

21 – 25 March 2027
Dubai (UAE)



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Power Purchase Agreement (PPA) Transactions

Ref: 15766_325967 **Date:** 21 – 25 March 2027 **Location:** Dubai (UAE) **Fees:** 4900 Euro

Introduction:

A Power Purchase Agreement PPA is a long-term contract between an energy producer and a buyer, typically a utility company or large corporate entity, that outlines the terms under which electricity will be generated and purchased. PPA transactions play a crucial role in the energy market, enabling producers to secure stable revenue streams while providing buyers with a reliable and cost-effective renewable or conventional energy source.

These agreements are essential for financing energy projects, reducing market risks, and promoting the adoption of renewable energy sources, making them a key component in the global transition to sustainable energy solutions. Understanding "what a power purchase agreement" is essential. It allows companies to secure energy at agreed prices, usually from renewable sources, promoting energy sustainability.

This PPA power purchase agreement is especially beneficial in corporate power purchase agreements, where businesses commit to long-term energy purchases. The power purchase agreement definition sets pricing, terms, and responsibilities, making it a tool in energy procurement strategy. Power purchase agreement training explains how these agreements work, helping businesses harness the benefits of cost predictability, energy independence, and alignment with sustainability goals.

Targeted Groups:

- Energy project developers.
- Utility companies and power suppliers.
- Corporate energy buyers and large consumers.
- Legal professionals in energy contracts.
- Financial institutions and investors in energy projects.
- Government and regulatory bodies in the energy sector.
- Renewable energy consultants and advisors.
- Risk management professionals in the energy industry.

Course Objectives:

At the end of this Power Purchase Agreement PPA Transactions course, the participants will:

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- Understand the fundamental concepts and principles of Power Purchase Agreements PPAs.
- Analyze the key components and provisions of PPA contracts.
- Develop skills for effective negotiation and drafting of PPAs.
- Identify and assess risks associated with PPA transactions.
- Explore financial models used in structuring energy projects.
- Understand regulatory and legal frameworks governing PPAs.
- Enhance stakeholder management techniques in PPA transactions.
- Evaluate pricing strategies and market dynamics in energy procurement.

Targeted Competencies:

By the end of this Power Purchase Agreement PPA Transactions training, the participant's competencies will:

- Understanding of PPA structures and key provisions.
- Contract negotiation and drafting skills.
- Risk assessment and mitigation in PPA transactions.
- Financial modeling and analysis for energy projects.
- Legal and regulatory compliance in energy contracts.
- Stakeholder management and relationship building.
- Market analysis and pricing strategies for energy sales.
- Knowledge of renewable energy project financing.

Course Content:

Unit 1: Introduction to Power Purchase Agreements:

- Define Power Purchase Agreements PPAs and their significance in the energy market.
- Discuss the historical context and evolution of PPAs.
- Explain the different types of PPAs, including fixed-price, variable-price, and take-or-pay contracts.
- Outline the roles of various stakeholders involved in PPA transactions.
- Explore the importance of PPAs in promoting renewable energy projects.

Unit 2: Key Components of a PPA:

- Identify the essential elements of a PPA, such as pricing, delivery terms, and duration.
- Discuss the implications of force majeure and termination clauses.
- Analyze the regulatory compliance requirements embedded in PPAs.
- Explore the performance guarantees and creditworthiness considerations.
- Review the methodologies for measuring and reporting energy production.

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Unit 3: Negotiation and Drafting of PPAs:

- Develop negotiation strategies for favorable PPA terms.
- Understand the art of drafting clear and enforceable PPA agreements.
- Explore common pitfalls and challenges during the negotiation process.
- Discuss the role of legal counsel in PPA transactions.
- Review sample PPA agreements and highlight key clauses.

Unit 4: Financial Modeling and Risk Management:

- Learn the fundamentals of financial modeling for energy projects.
- Analyze the cost structures and pricing mechanisms in PPAs.
- Identify potential risks in PPA transactions and strategies to mitigate them.
- Explore methods for conducting sensitivity analysis and scenario planning.
- Discuss the impact of market conditions on PPA pricing and viability.

Unit 5: Regulatory Framework and Market Trends:

- Review the regulatory landscape governing PPAs in various jurisdictions.
- Discuss the role of government incentives and subsidies in PPA transactions.
- Analyze current market trends and their implications for future PPAs.
- Explore the impact of technological advancements on PPA structures.
- Discuss case studies of successful PPA transactions and lessons learned.