

LEAP  
SUMMIT



ashurst

# LEAP Summit Developing and funding renewables projects

4 JUNE 2019



# Fundamentals necessary for developing and funding renewables projects in the current market

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## CONTACT



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## AGENDA

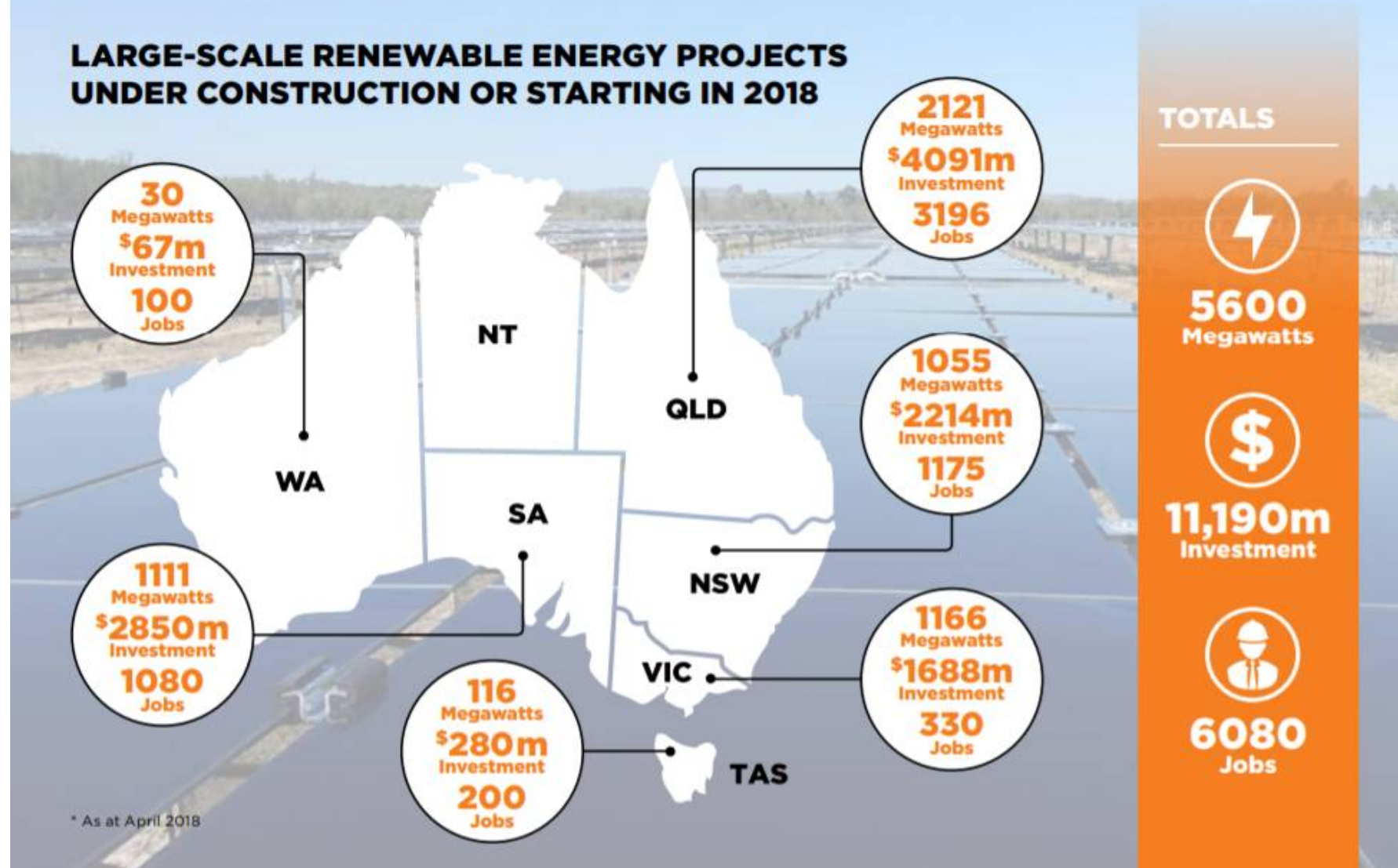
- 1 Why ... all the Renewables hype?
- 2 Securing offtake
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- 4 Securing the project-wrap
- 5 Securing the Dream Team



# WHY

# CLEAN ENERGY AUSTRALIA 2018

## LARGE-SCALE RENEWABLE ENERGY PROJECTS UNDER CONSTRUCTION OR STARTING IN 2018



\*Image sourced from Clean Energy Council 2018

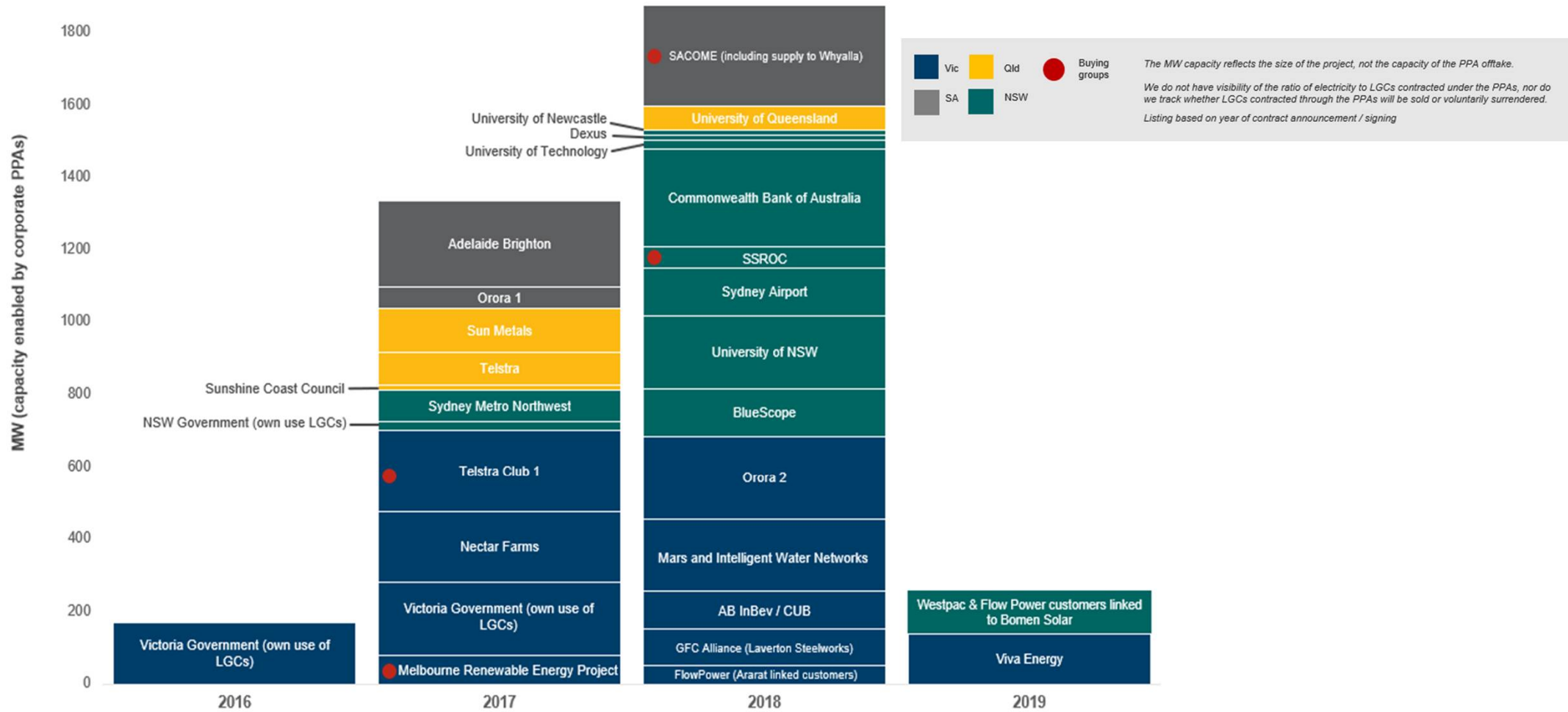
# Securing Offtake

**FOLLOW THE MONEY**



# Explosion in Corporate PPA Market

## RECENT TRANSACTIONS

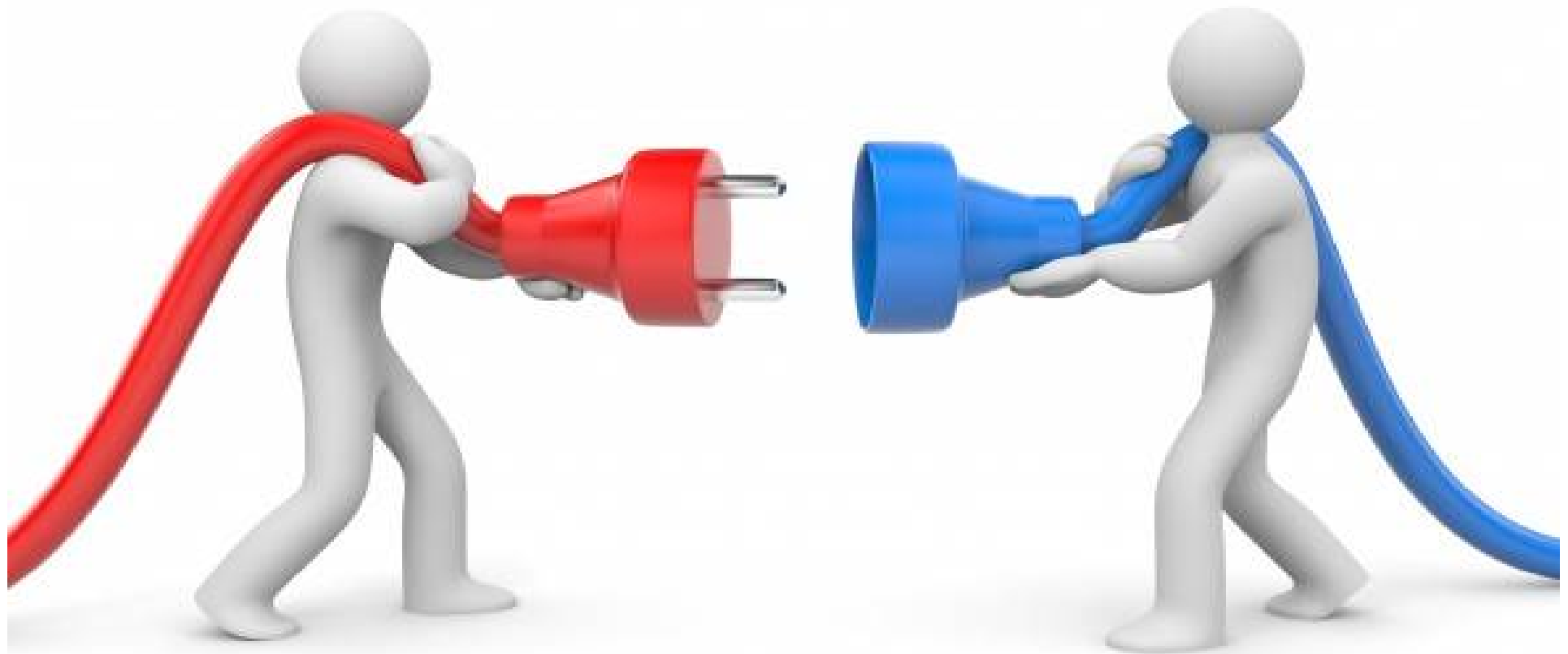


\*Images sourced from Energetics, Corporate renewable energy PPA deal tracker, <https://www.energetics.com.au/insights/knowledge-centres/corporate-renewable-ppa-deal-tracker>.

# Securing Grid Connection

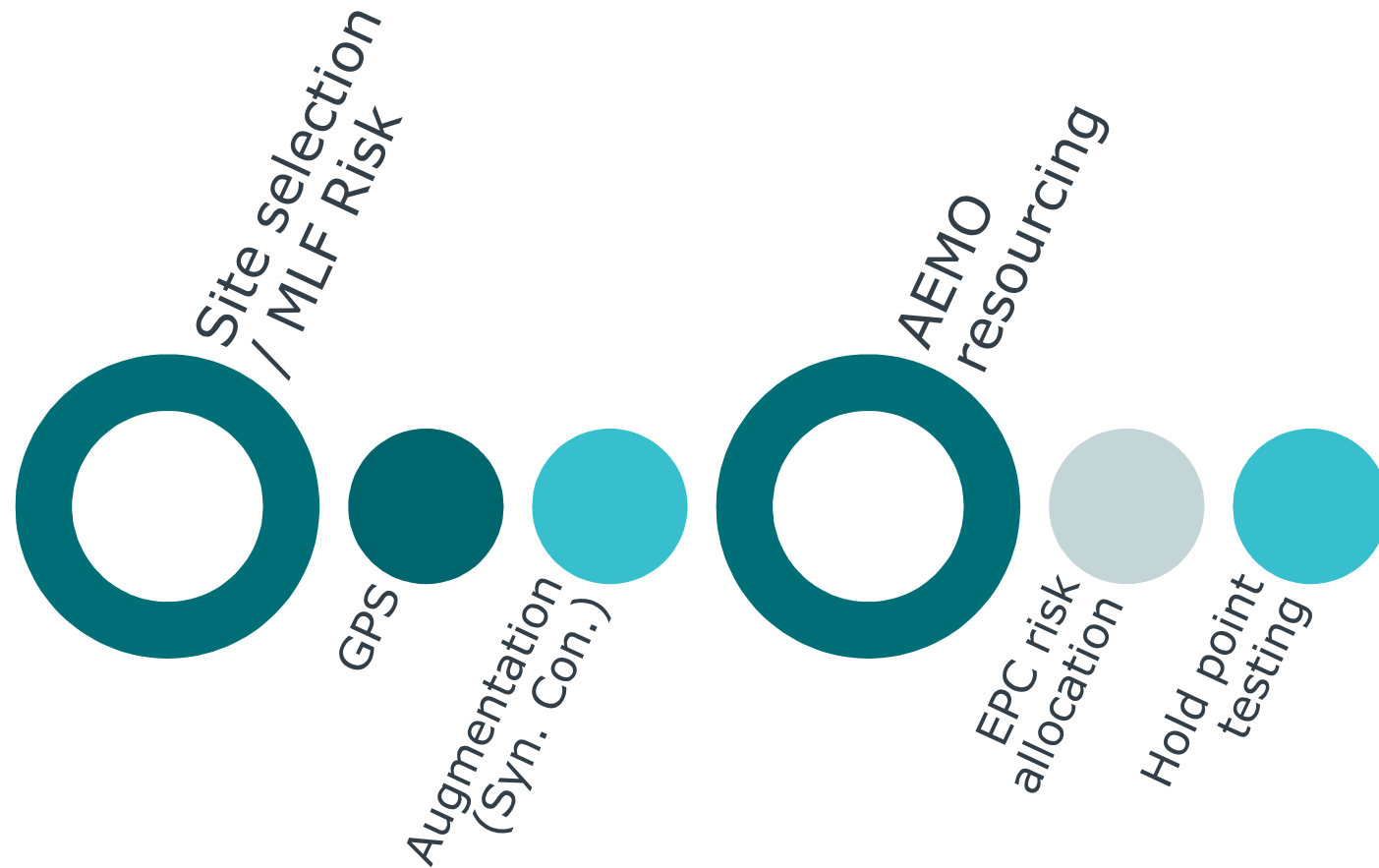
**GET CONNECTED**

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# Key connection issues ...

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# Securing the Wrap

## SINGLE POINT RESPONSIBILITY

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# Key "wrap" issues

## BANKABILITY

PPA	EPC CONTRACT	O&M CONTRACT
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/> Identity of Counterparty	<input type="checkbox"/> "Back to back"	<input type="checkbox"/> "Back to back"
<input type="checkbox"/> Price	<input type="checkbox"/> AEMO risk	<input type="checkbox"/> Price
<input type="checkbox"/> Term	<input type="checkbox"/> Price	<input type="checkbox"/> Experience
<input type="checkbox"/> Credit support	<input type="checkbox"/> Extensions of Time	<input type="checkbox"/> Performance guarantees
<input type="checkbox"/> Negative pricing risk	<input type="checkbox"/> Performance guarantees	<input type="checkbox"/> Liquidated damages
<input type="checkbox"/> Shortfall energy risk	<input type="checkbox"/> Liquidated damages	<input type="checkbox"/> Security package
<input type="checkbox"/> Transmission or interconnection risk	<input type="checkbox"/> Variations	
	<input type="checkbox"/> Security package	
	<input type="checkbox"/> Warranties and defects	

# Securing the Dream Team

## PROVEN TRACK RECORD



# It truly takes a village ...

## GETTING THE "BAND" TOGETHER



It truly takes ... high-viz ...



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