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Power Purchase Agreements (PPAs): Structuring and Negotiation

COURSE OVERVIEW

This course provides an understanding of how PPAs are conceptualized and negotiated across various types of power projects. Participants will explore the legal, financial, and operational aspects of PPAs, including pricing structures, risk allocation, termination clauses, performance guarantees, and dispute resolution mechanisms. The course content integrates real-world examples of PPA models used in both regulated and liberalized electricity markets, equipping delegates with the practical tools to draft and analyze contractual terms that protect stakeholders' interests and ensure project bankability.

WHO SHOULD ATTEND?

This course is designed for energy professionals, project developers, legal practitioners, financial analysts, utility managers, and policy advisors involved in power generation, transmission, and distribution projects. It is particularly valuable for independent power producers (IPPs), government regulators, and investment institutions seeking to enhance their understanding of PPA structuring, risk mitigation, and negotiation dynamics. The course also benefits renewable energy entrepreneurs and corporate energy buyers looking to enter or expand within the power market through effective contractual agreements.

COURSE OUTCOMES

Delegates will gain the skills and knowledge to:

- Understand the fundamental structure and components of Power Purchase Agreements.
- Identify and evaluate key contractual risks and how to allocate them equitably.
- Analyze the interconnection between PPAs, project finance, and regulatory compliance.
- Evaluate off-taker creditworthiness and its impact on project bankability.
- Conduct negotiation strategies that balance developer, lender, and off-taker interests.
- Integrate sustainability, carbon credits, and green certificates into contractual frameworks.

KEY COURSE HIGHLIGHTS

At the end of the course, you will understand;

- How to structure PPAs for both utility-scale and distributed energy projects.
- How to assess risk allocation and mitigation strategies within PPA frameworks.
- The design of tariff structures and escalation clauses that reflect market realities.
- The relationship between PPAs, lenders, and investment contracts in power projects.
- Effective negotiation tactics and stakeholder communication methods.
- How evolving trends such as corporate PPAs, green hydrogen, and digital energy platforms are reshaping contract terms.

All our courses are dual-certificate courses. At the end of the training, the delegates will receive two certificates.

1. A GTC end-of-course certificate
2. Continuing Professional Development (CPD) Certificate of completion with earned credits awarded.