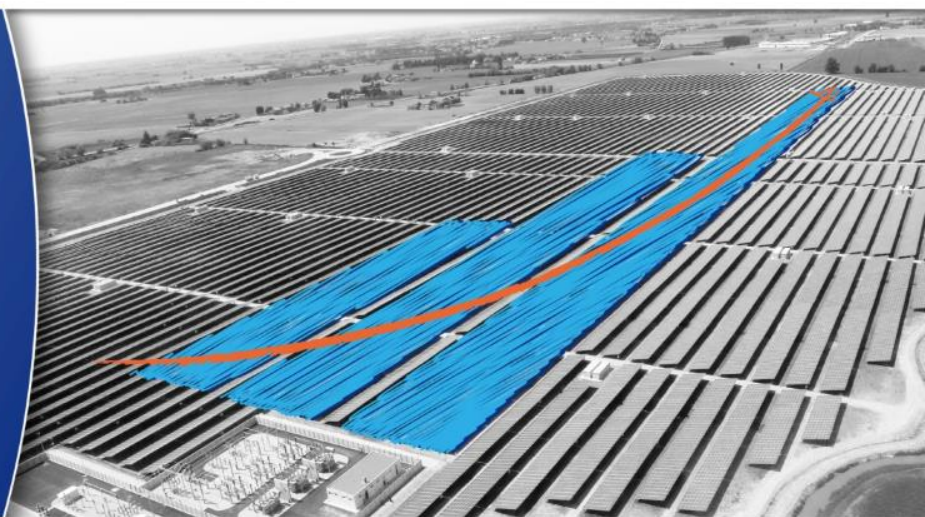


# Large-scale solar business models from across Europe and how to implement them



Sonia Dunlop, Policy Adviser, SolarPower Europe

EU-level workshop with the financial community (T6.2),  
Brussels, 26 October 2016

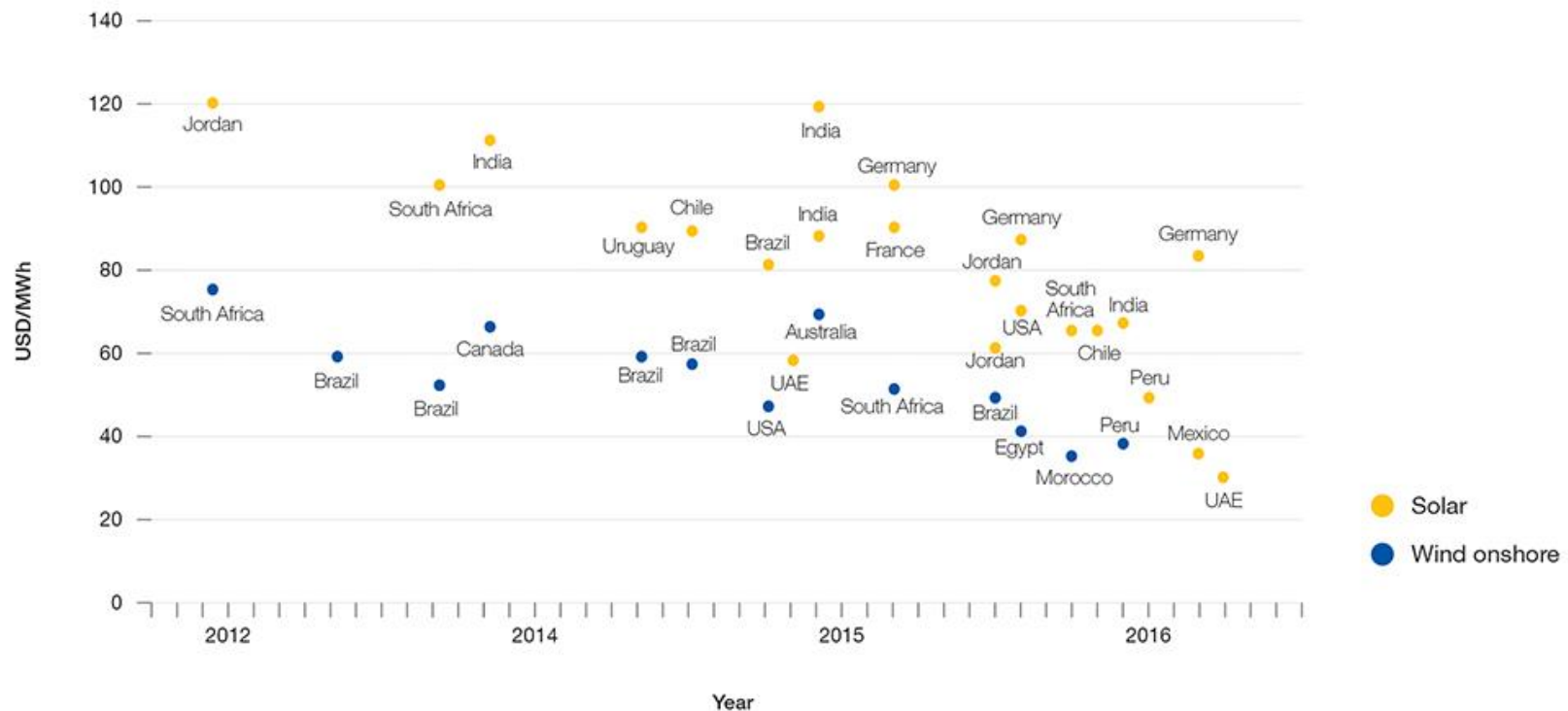


This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 646554



Cestas Solar Farm,  
France  
300MW

FIGURE 1 PPA PRICE OFFERS FOR SOLAR PV AND WIND ONSHORE POWER PLANTS IN DIFFERENT COUNTRIES



Source: International Energy Agency 2016

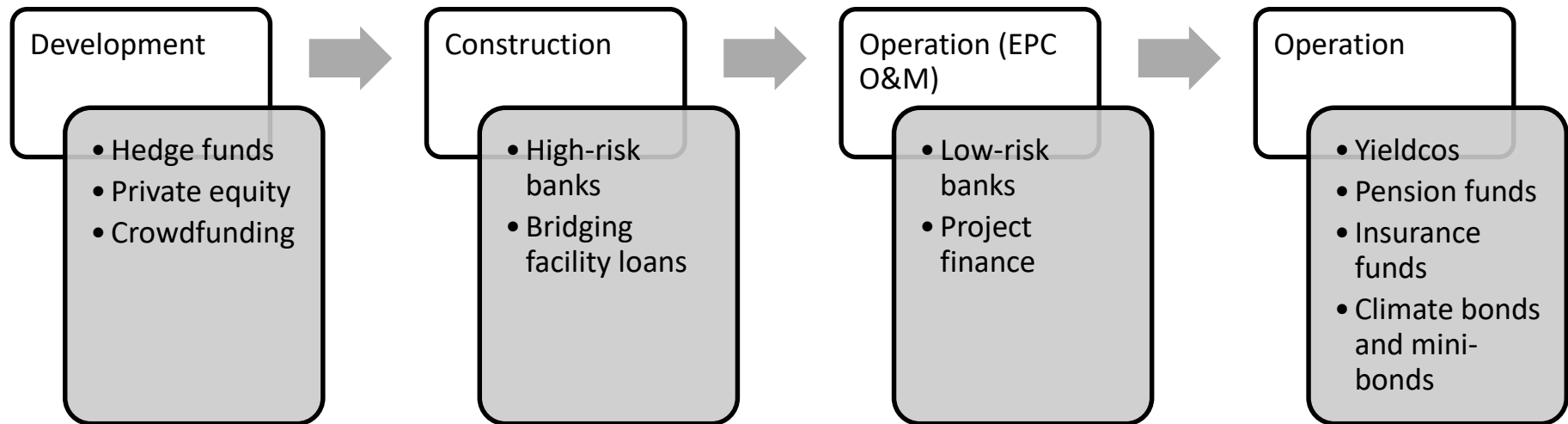
© SOLARPÖWER EUROPE 2016

Source: Global Market Outlook 2016, SolarPower Europe

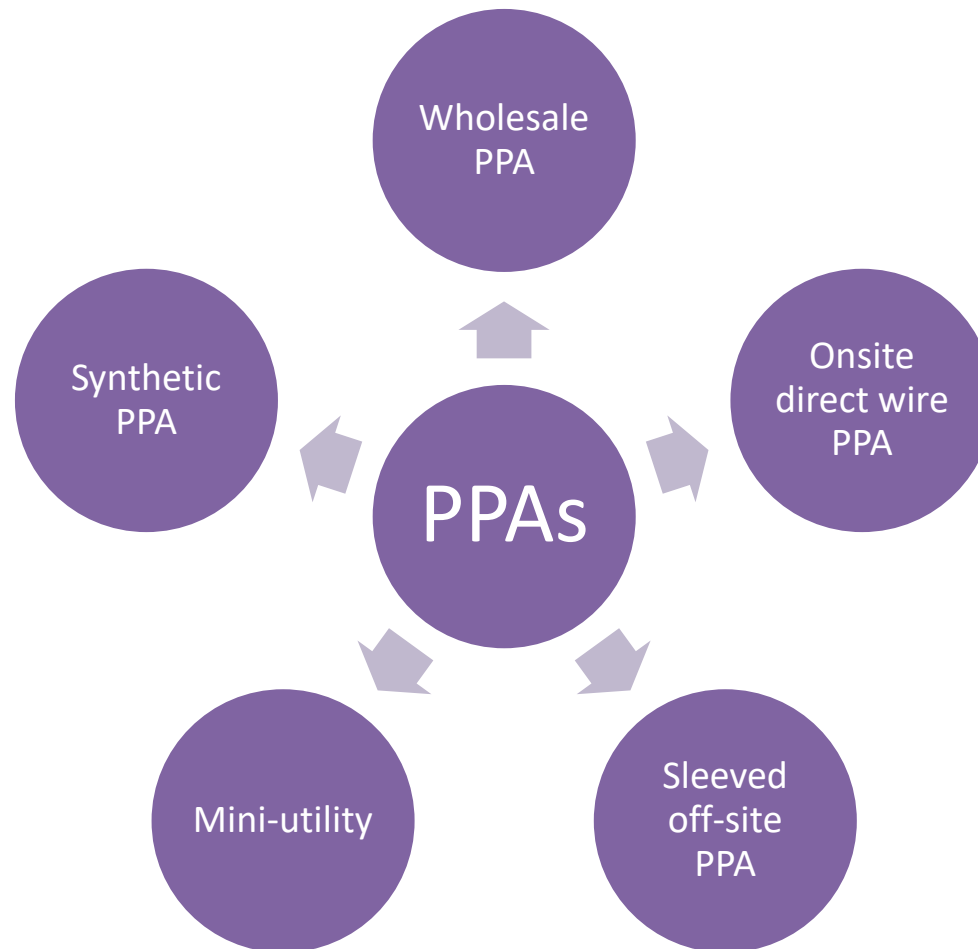
# Questions

- Different sources of financing for large-scale solar?
- What business models can help maximise the value of the solar power while minimising risks?

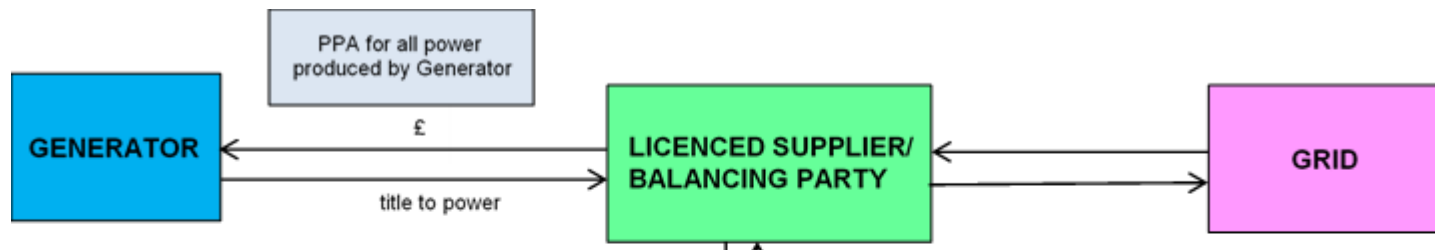
# How to finance large-scale solar



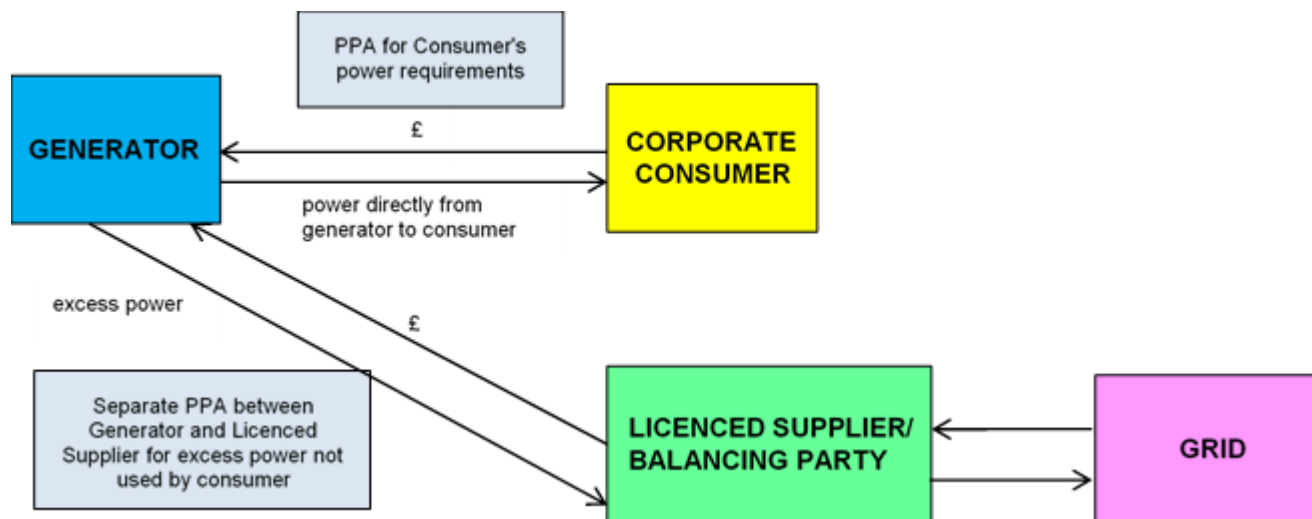




## Wholesale PPA model

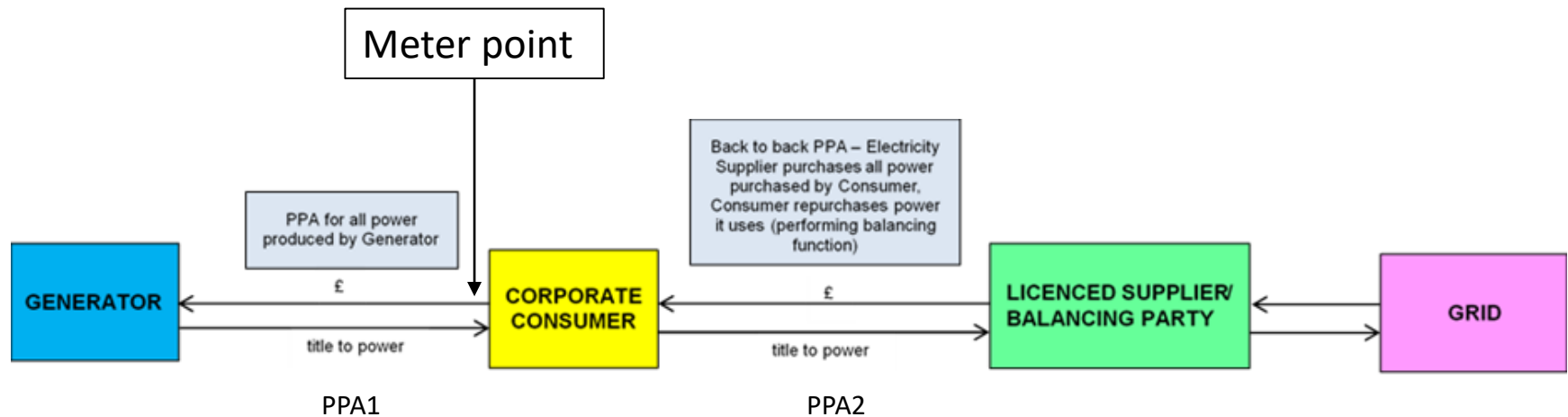


## Onsite private wire PPA

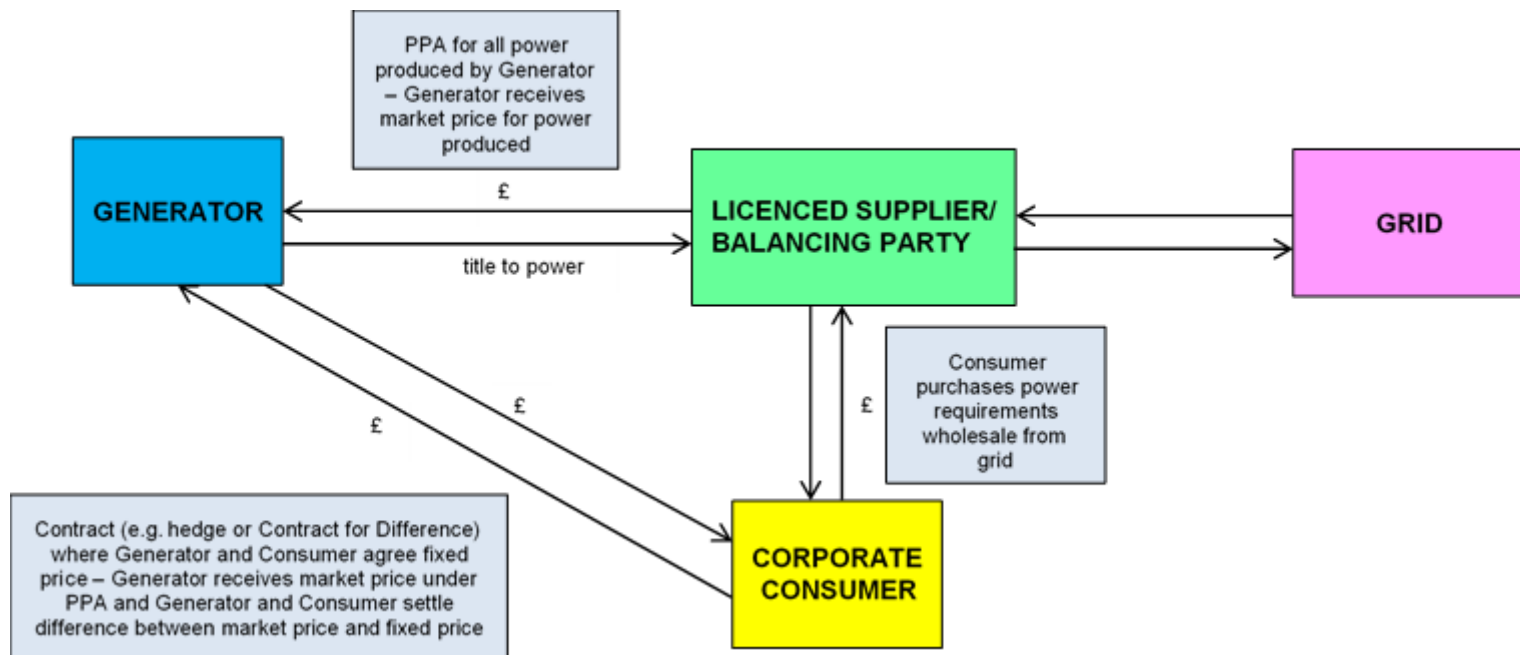




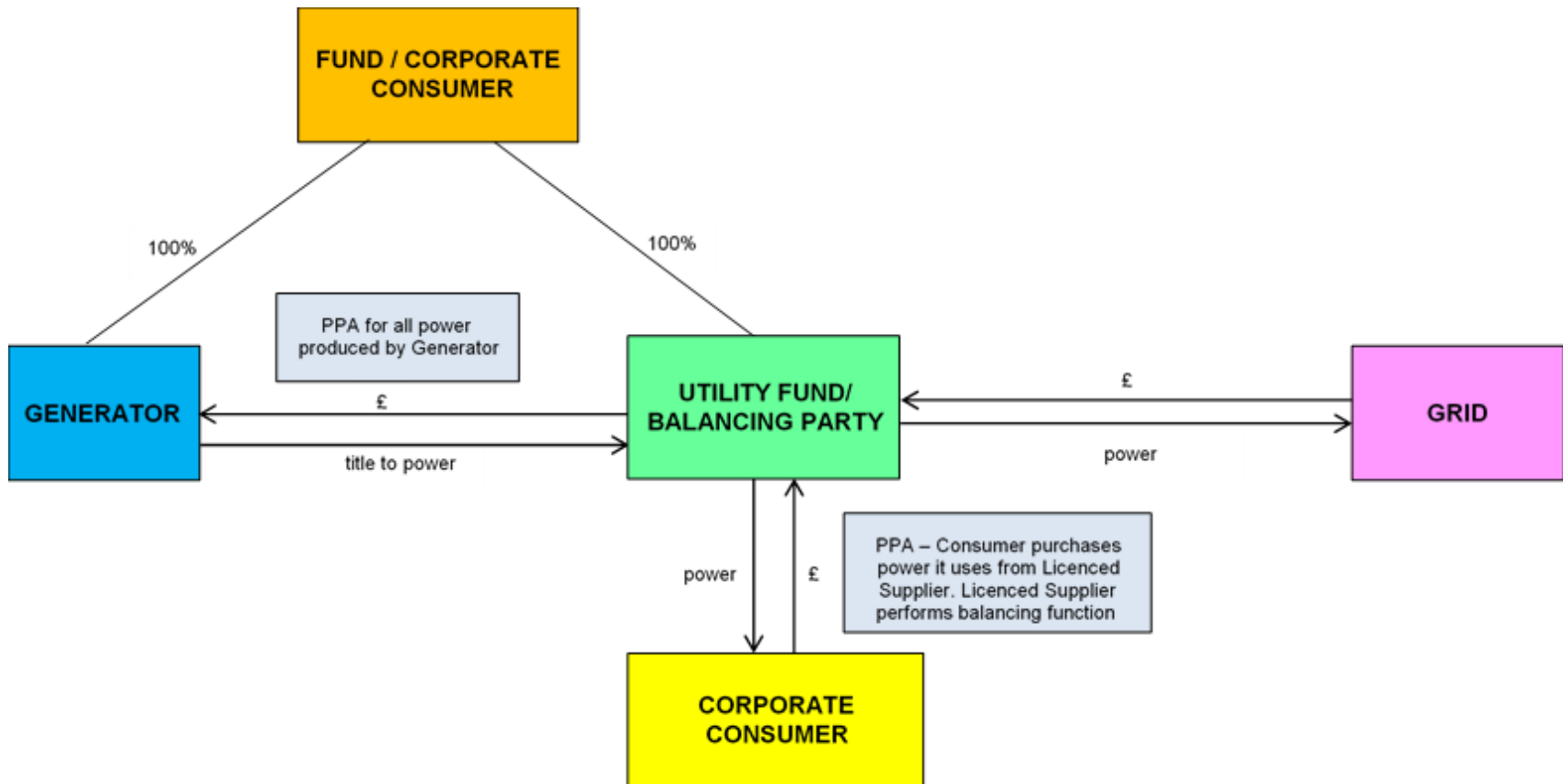
## Sleeved PPA

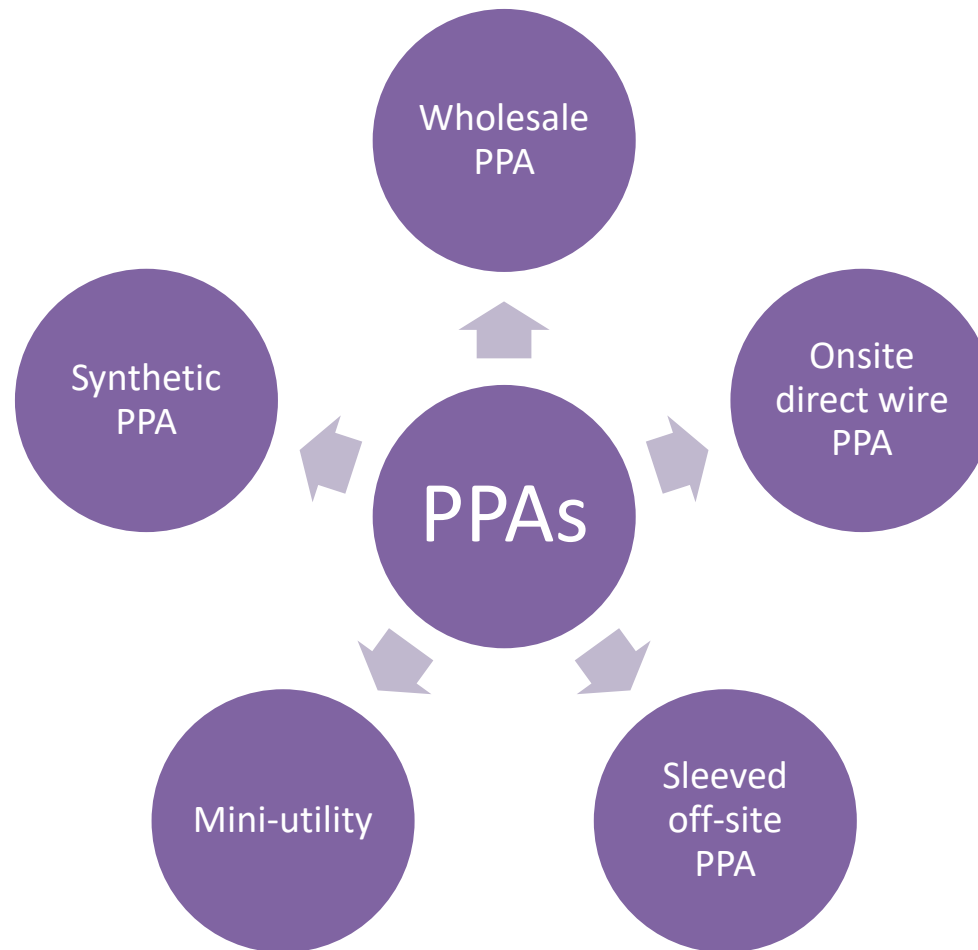


## Synthetic PPA



## Mini-utility











# Questions?

**Sonia Dunlop**

**Policy Adviser, SolarPower Europe**

Email: [s.dunlop@solarpowereurope.org](mailto:s.dunlop@solarpowereurope.org)

Phone: +32 (0)2 709 55 28

Mobile: +32 (0)499 05 68 66