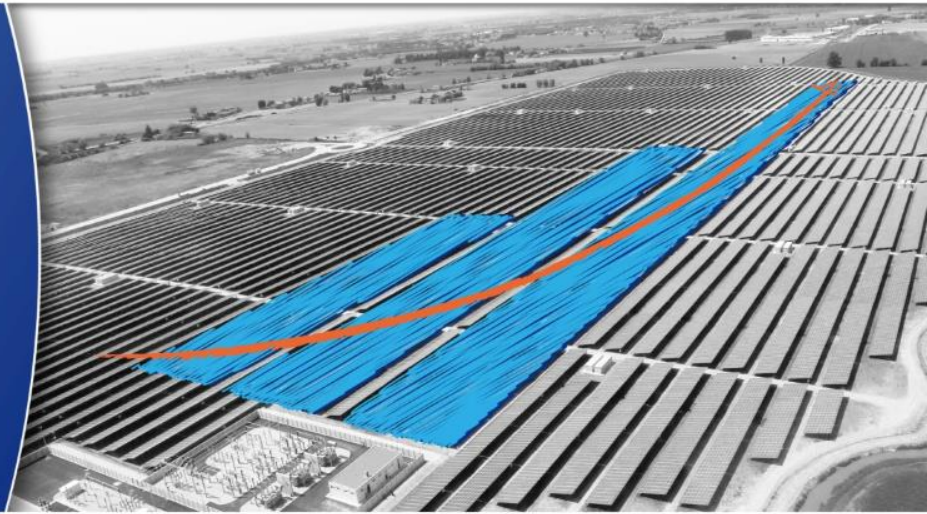


PV Financing project



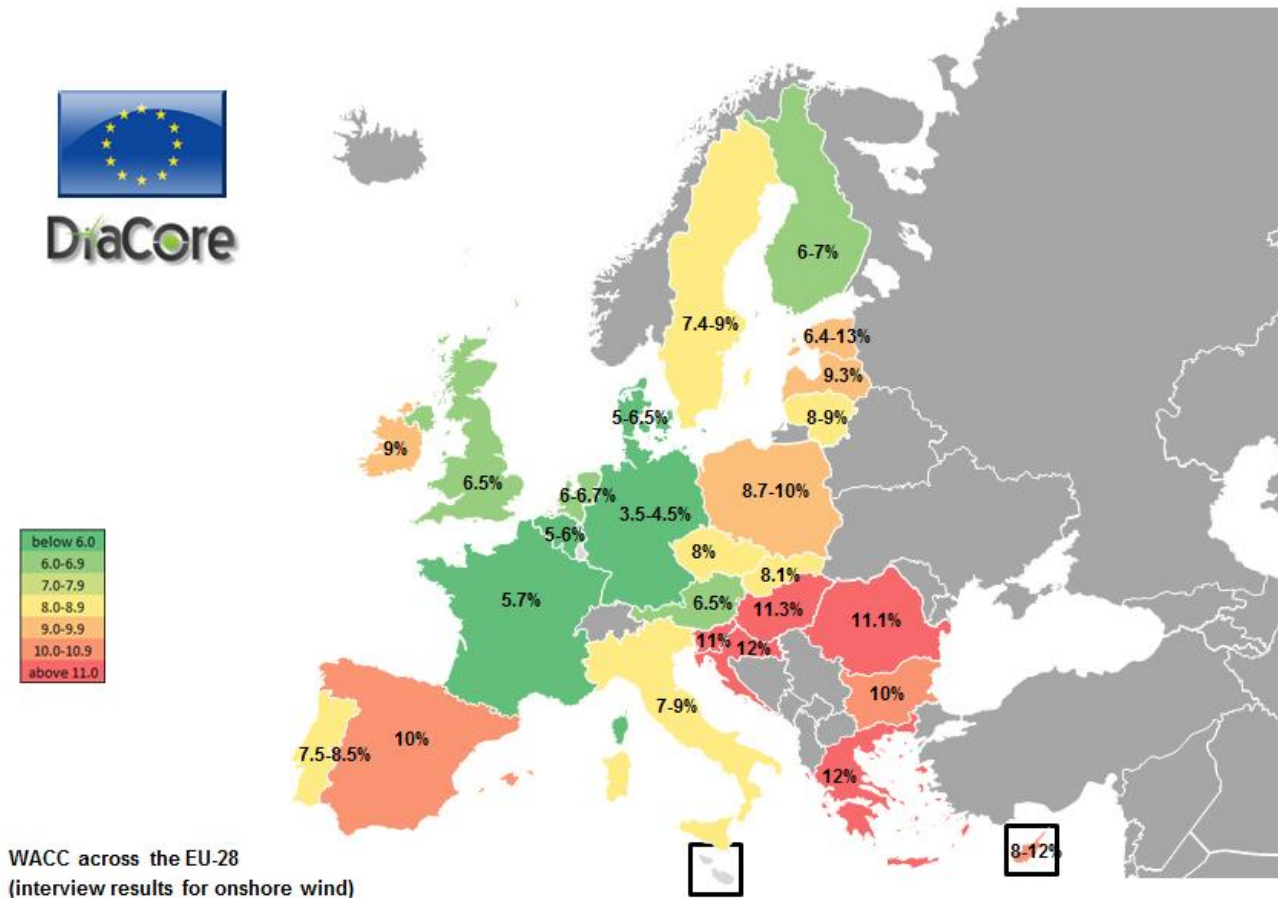
Luz Aguilar, International Project Manager, BSW-Solar

2nd May 2017



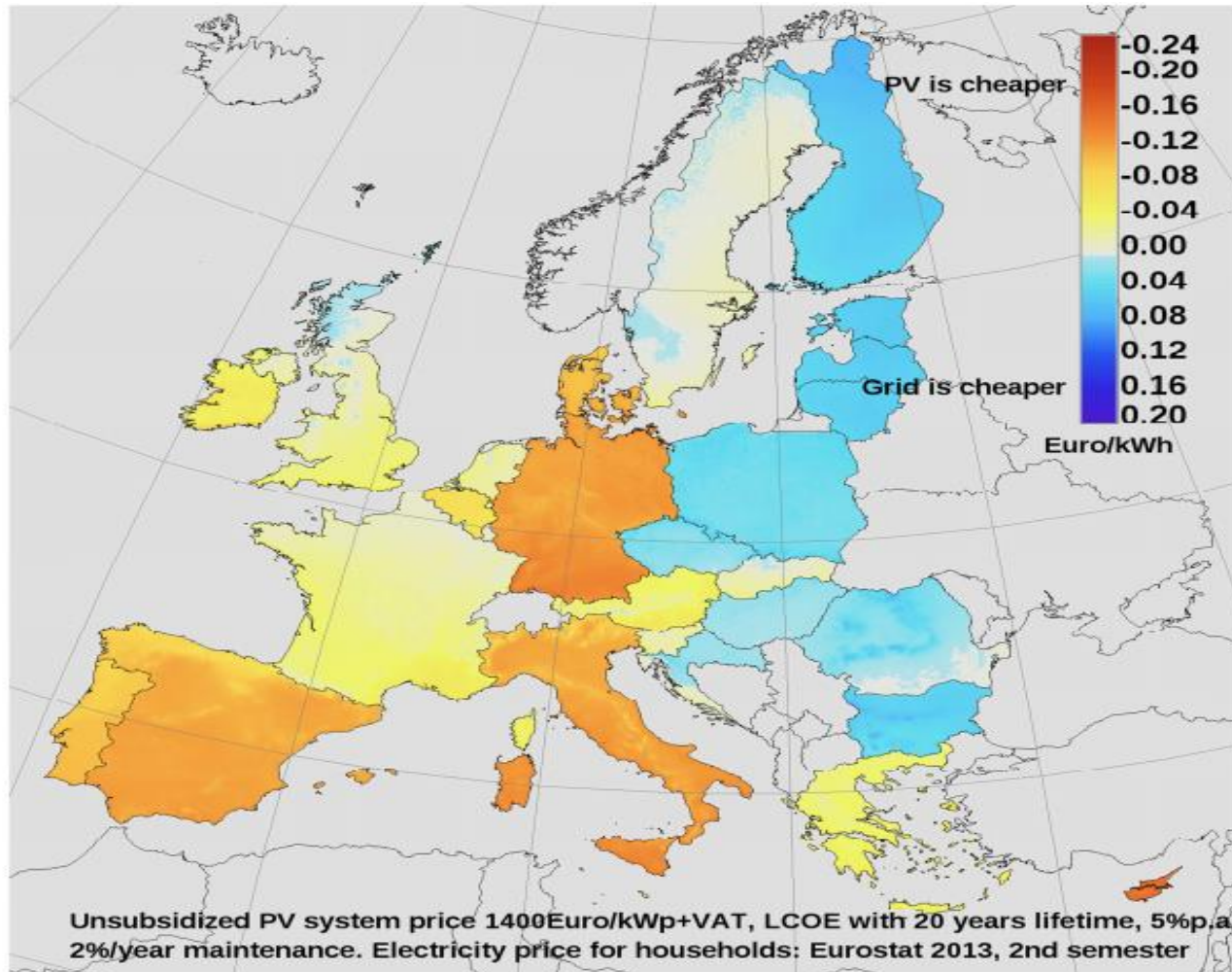
This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 646554

Cost of financing varies across member States



Source: DiaCore

The cost of PV varies among the member states



Scope of the project



Focus on:

Business Models & Financing Instruments

- Coordinator: BSW-Solar
- 7 Countries: AT, DE, FR, IT, ES, TK and UK
- 13 partner
- Duration: 30 months



PROJECT RESULTS

Business models in the PVF countries

Nr.	Country	Business Model
1	Austria	Self-consumption
		PPA
2	France	Self-consumption
3	Germany	Self-consumption
		Self-consumption (Leasing)
		PPA / supply
4	Italy	Self-consumption
		PPA
5	Spain	Self-consumption
		Self-consumption 2 (self-consuming and selling)
6	Turkey	Self-consumption
		Net-Metering
7	UK	Self-consumption
		Third Party PPA

Business models identified in the 7 NIP:

- Self- consumption: in all the countries
- PPA: in 4 countries (in France, Spain and Turkey is not allowed)
- Net-meetering: used only in Turkey

EU-level PV Financing reports



European Union



EU-WIDE SOLAR PV BUSINESS MODELS

GUIDELINES FOR IMPLEMENTATION

*A guide for investors and developers on how to put into place
and finance the top business models for solar PV across the EU.*

PV FINANCING project | November 2016
Deliverable 4.4 – Public – EU Implementation Guidelines

Sonia Dunlop - Alexandre Roesch



This project has received funding from the European
Union's Horizon 2020 research and innovation
programme under grant agreement No 646564



European Union



DESIGNING EU POLICY TO ENCOURAGE NEW SOLAR BUSINESS MODELS

EU POLICY ADVISORY PAPER

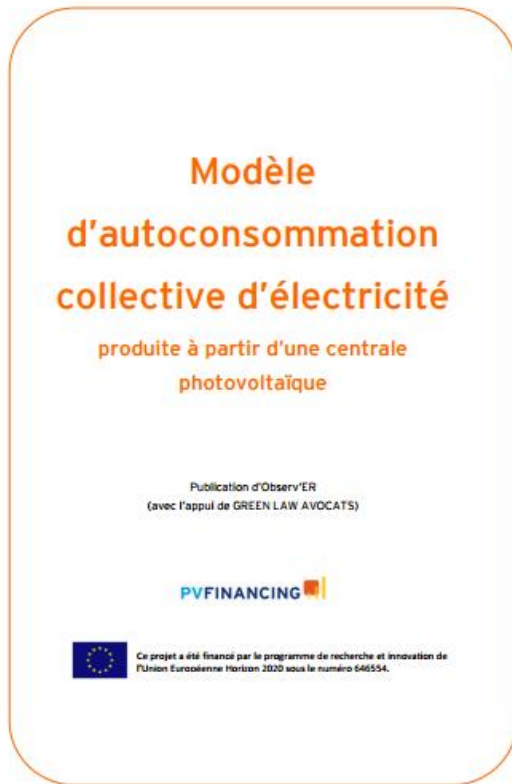
PV FINANCING project | January 2017
Deliverable 6.4 – Public – EU Policy Advisory Paper

Sonia Dunlop - Alexandre Roesch - James Watson



This project has received funding from the European
Union's Horizon 2020 research and innovation
programme under grant agreement No 646564

National contract templates and business model guidelines



Örnek Elektrik
Sözleşmesi
topluluğu, Türkiye

Bird & Bird LLP
Subject to copyright



Cash-flow models

A tool to help investors in their final decision:

→ How much money do I save with PV?

With PV I save

0,02 €/kWh

... If my electricity price is 0.1 € /kWh

It compares the regular electricity price with the PV price per kWh.

- Practical answers for each type of investors
- Easy to use
- Country based results

Index of national documents (1/2)



AUSTRIA

Roof rental contract [Dachvermietung \(Österreich\)](#)

Leasing contract [Pachtvertrag \(Österreich\)](#)

Solar cooperative association by-laws [Vereinstatuten \(Österreich\)](#)

Self-consumption model guidelines [Leitfaden zu PV-Eigenverbrauchsmodellen](#)

Policy advisory paper Austria [Nationales Positionspapier](#)

FRANCE

Collective self-consumption contract [Modèle d'autoconsommation collective d'électricité \(France\)](#)

Surplus electricity in collective self consumption electricity contract [Modèle de contrat de vente du surplus d'électricité dans le cadre d'une autoconsommation collective \(France\)](#)

Solar business model implementation guidelines [Guide de Mise en Oeuvre de Projets PV en France](#)

Policy advisory paper France [Recommandations pour un deployment accru du photovoltaïque en France](#)

GERMANY

Neighbour electricity model implementation guidelines ["Geschäftsmodelle Mit Pv-Mieterstrom"](#)

Policy advisory paper Germany [Nationales Positionspapier](#)

ITALY

Operational leasing contract for a PV plant [Contratto di locazione operativa di impianto fotovoltaico \(italia\)](#)

Power Purchase Agreement contract for electricity supply through a PV plant [Accordo per la costruzione di impianto dedicato e somministrazione di energia elettrica secondo lo schema del sistema efficiente di utenza \(italia\)](#)

Solar business model implementation guidelines [Impianti fotovoltaici: linee guida per l'implementazione](#)

Policy advisory paper Italy [Fotovoltaico in Italia, quale politiche di supporto?](#)

Index (2/2)

SPAIN

Contract template for the participation in the crowdfunding of a PV installation [Contrato de cuentas en participación para la explotación de una instalación fotovoltaica ubicada en \(España\)](#)

Contract template for representation in the electricity trading market for a prosumer with self-consumption 2 [Contrato de representación de mercado para la venta de excedentes de una instalación del autoconsumo \(España\)](#)

Cooperative by-laws template [Plantilla de estatutos corporativa \(España\)](#)

Solar business model implementation guidelines [Pautas de Implementación Nacional](#)

National report on regulatory framework Spain [Informe nacional de asesoramiento regulatorio](#)

TURKEY

Contract for lease of PV system [FV sistemlerin kiralanması için Örnek Kontrat](#)

[Electricity utility, investor and solar supplier contract Kontrat tipi 1: Kamu Hizmetleri\(Elektrik\), yatırımcı ve solar tedarikçi model i \(Türkiye\)](#)

[Electricity supply contract for solar PV electricity supply and example electricity bill Fotovoltaik Elektrik Arzı ve Örnek Elektrik faturası için Örnek Elektrik Arzı Sözleşmesi \(Türkiye\)](#)

Solar business model implementation guidelines [Ulusal uygulama rehberi](#)

Policy advisory paper Turkey [Ulusal Politika Tavsiye Belgesi](#)

UNITED KINGDOM

[Power Purchase Agreement \(United Kingdom\)](#)

[Making Solar Pay: the future of the solar PPA market in the UK](#)

[UK National Policy Advisory Paper](#)

EUROPE:

[European Implementation Guideline](#)

Webinars and events



National webinars (in national languages) in the 7 countries: [see webinar calendar and presentations](#)

Next European webinars:

- Solar business models in Italy, Spain and Turkey
Date: Wednesday 17 May, 11:00-12:00 pm (CET)
- The PV Financing solar cash flow model and database
Date: Wednesday 14 June 3:30-4:30 pm (CET)

Workshop at the Intersolar Europe 2017: [1st June 2017](#)

Check [@PVFinancing on Twitter](#) for more information &
Visit our website: <http://www.pv-financing.eu/>

Thank you for your attention

Luz Alicia Aguilar

Phone: +49 (30) 29 777 88-40

E-Mail: aguilar@bsw-solar.de