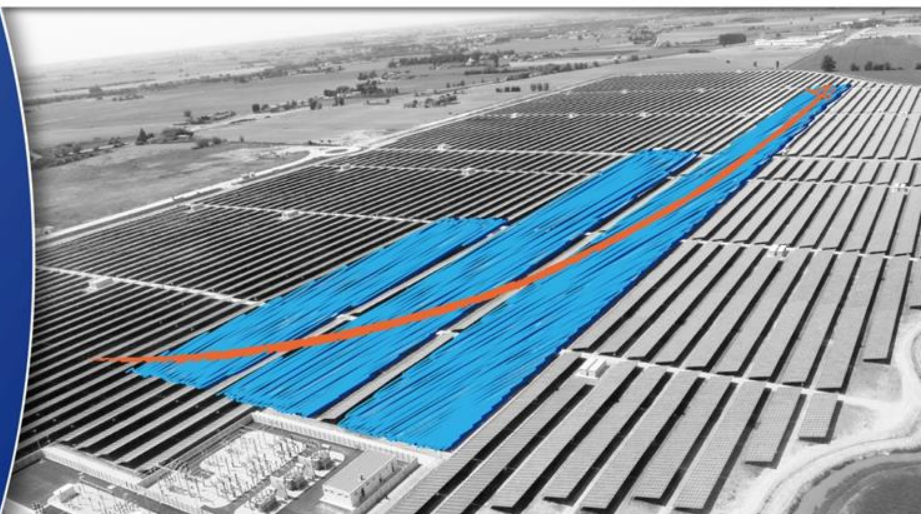




PV Financing: perspectives from across Europe



Sonia Dunlop, Policy Adviser, SolarPower Europe

UK national workshop with the financial community (T6.2)
London, Monday 19 September 2016



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SolarPower Europe

We are a **member led association** representing organisations active along the whole solar value chain. We **shape the regulatory environment** and enhance business opportunities.

Over 140 members including the following leading companies:



SUNPOWER®



JA SOLAR



Full Members





LarkEnergy



masar




Unilever

QUID EST "PV FINANCING"?

Application segments



Single family
residential
house (rented
or owned)



Multi-family
residential
house (rented
or owned)



Public and
educational
buildings

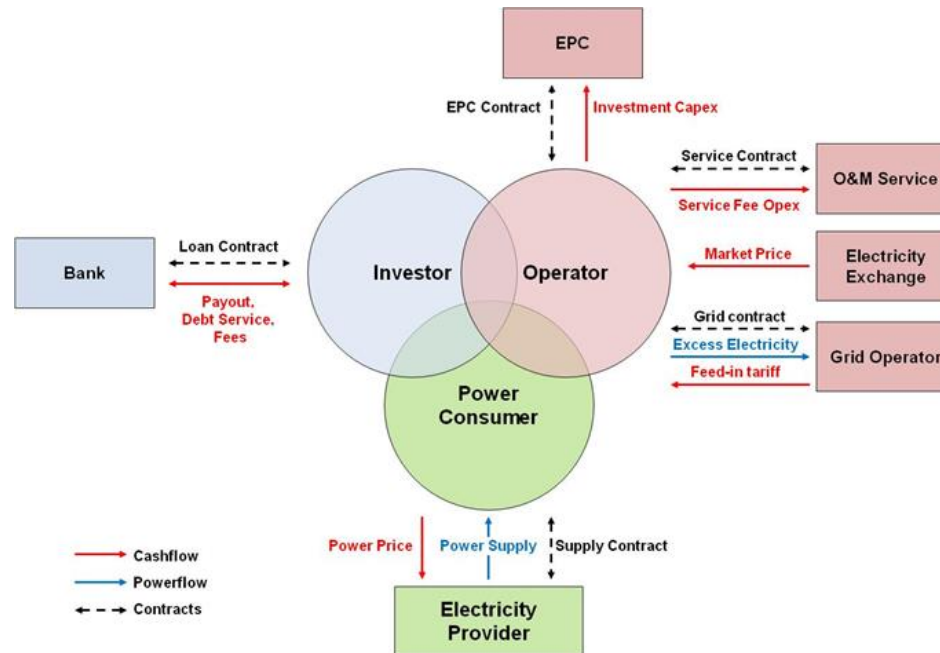
Shopping malls
and office
buildings

Ground
mounted
solar farms



Business parks
and industrial
buildings

Business models



The technical, legal and economic relationships between the different players.

Combo
financing

Green
bonds

Mezza-
nine
capital

Self
funded

Financing Schemes

Crowd-
funding

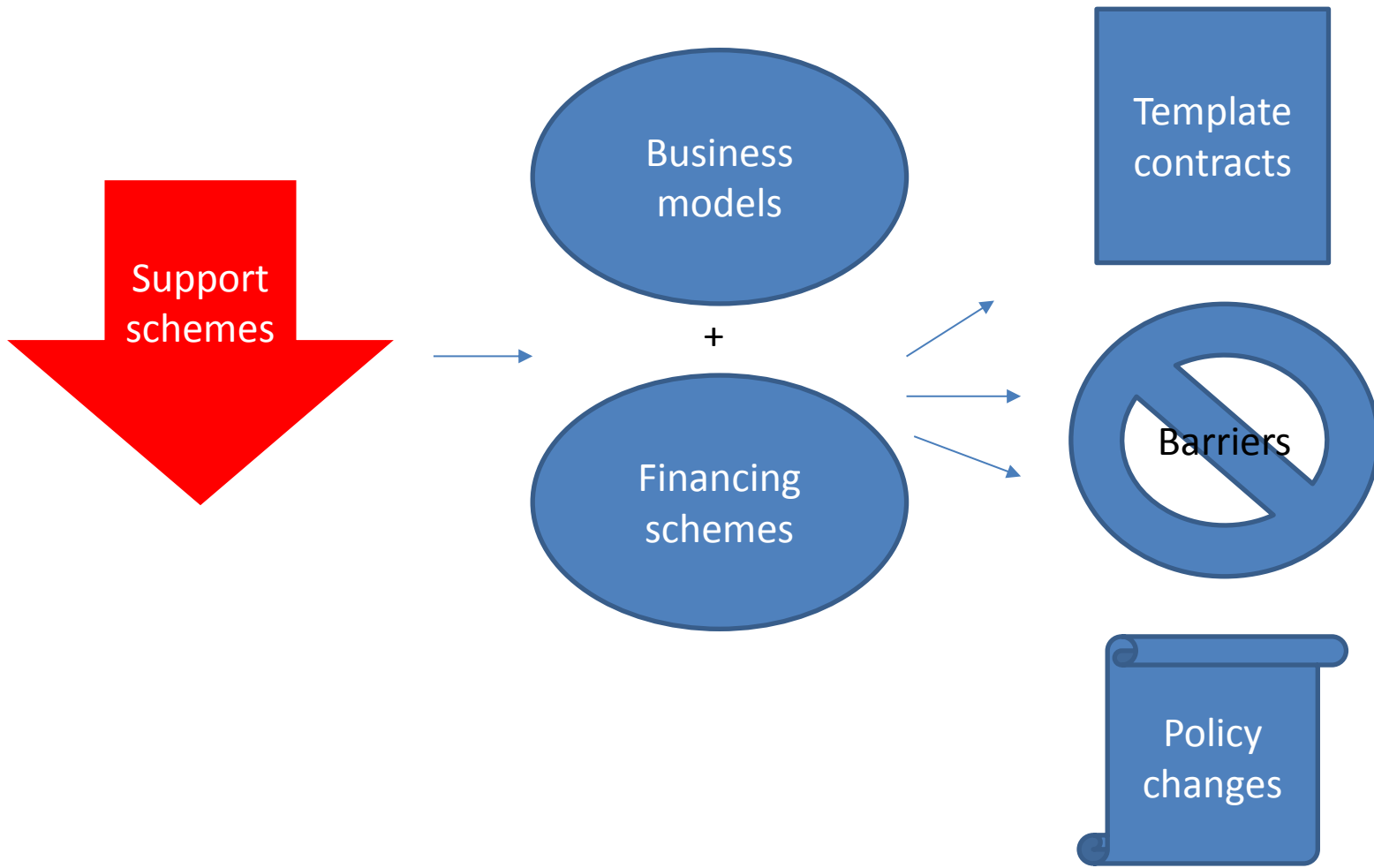
Debt
financing

Sale and
lease
back

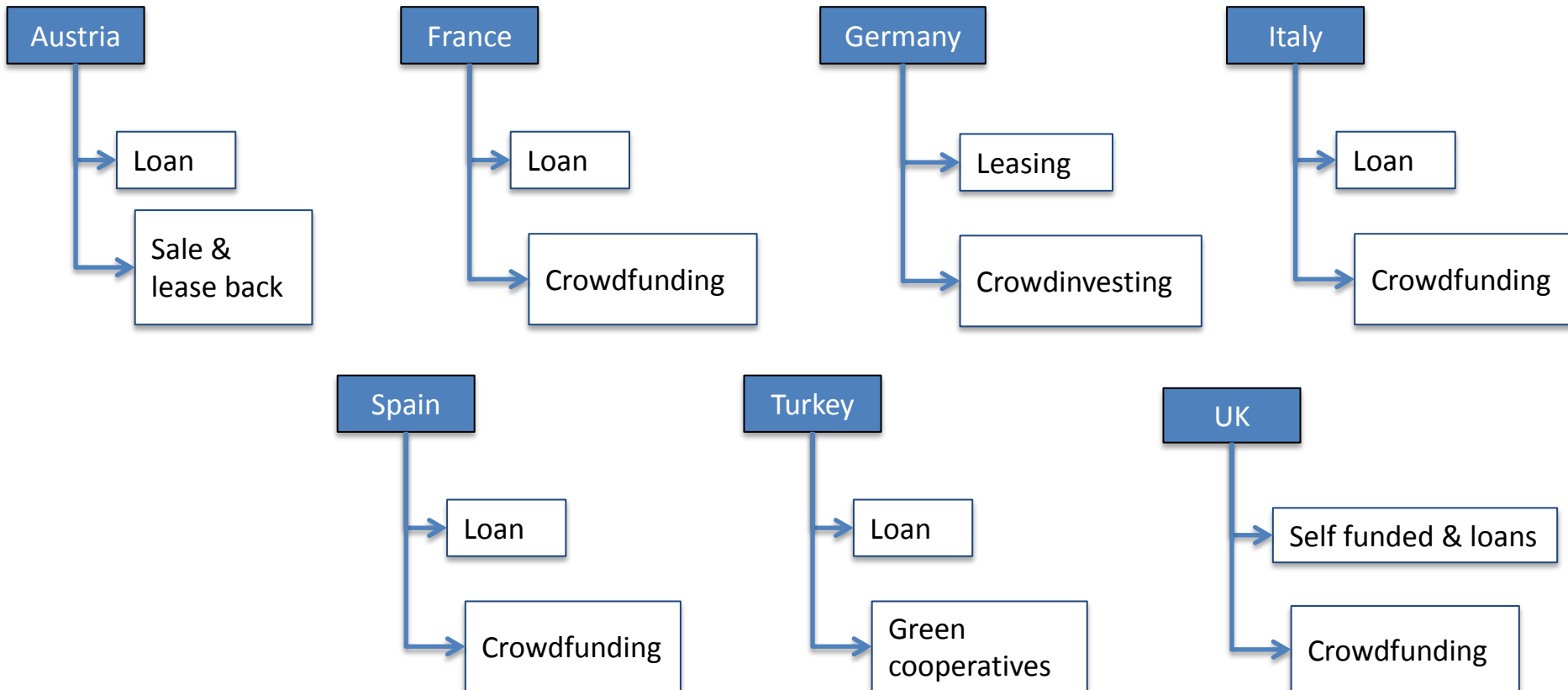
Equity

Leasing

Goals



Guidelines on how to access finance



Cash flow modelling tool

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 €/kWh

LCOE (EUR/kWh)	0,08
Payback Period (years):	4,83
Equity IRR (%):	25,44
Project IRR (%):	16,84
Net-Present Value (EUR):	9.672,84



PHOTOVOLTAIC
AUSTRIA
FEDERAL ASSOCIATION



PVFINANCING 



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of Finance & Management
German Excellence. Global Relevance.

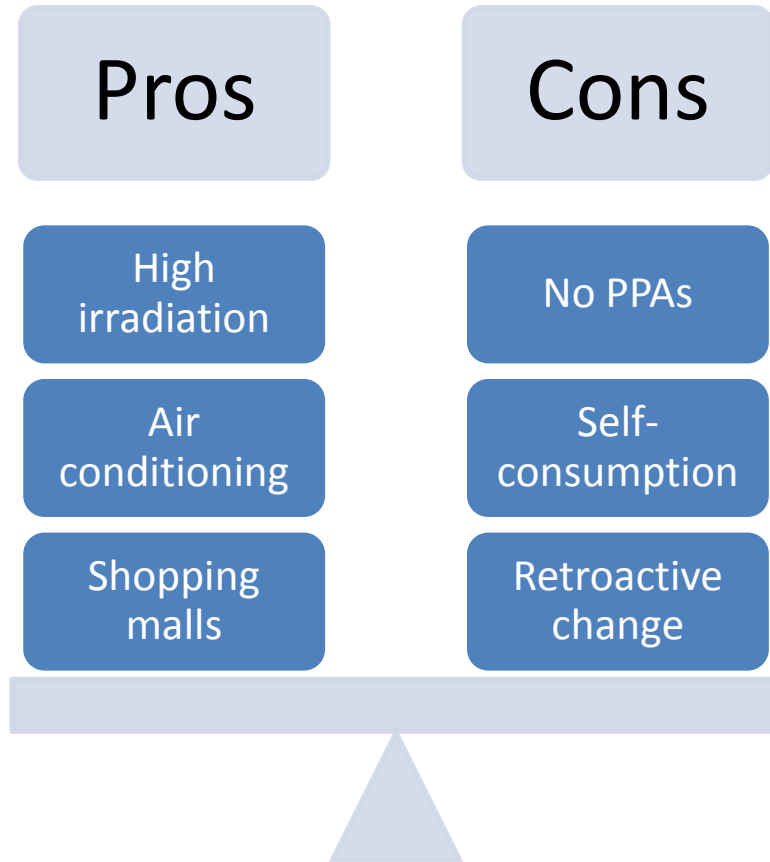


AMBIENTEITALIA

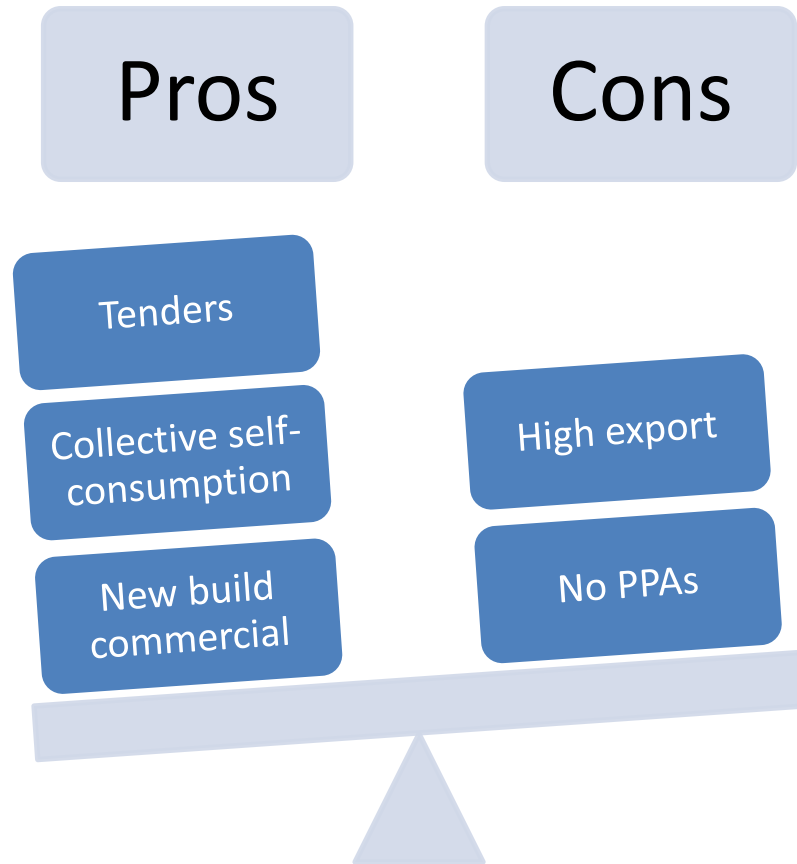


Do you realise how lucky you are?

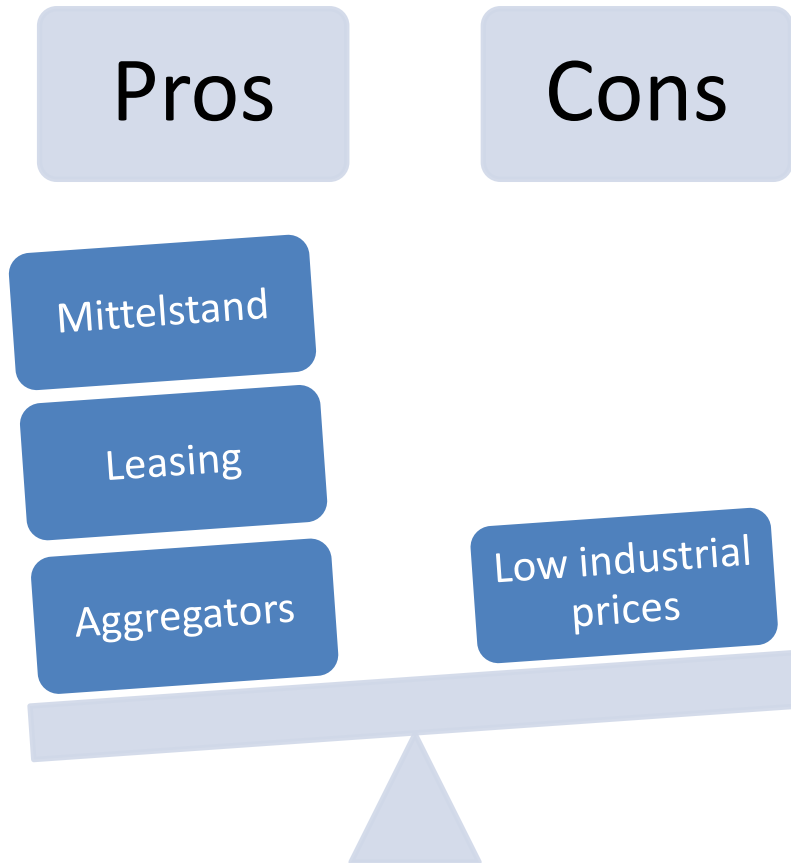
Spain



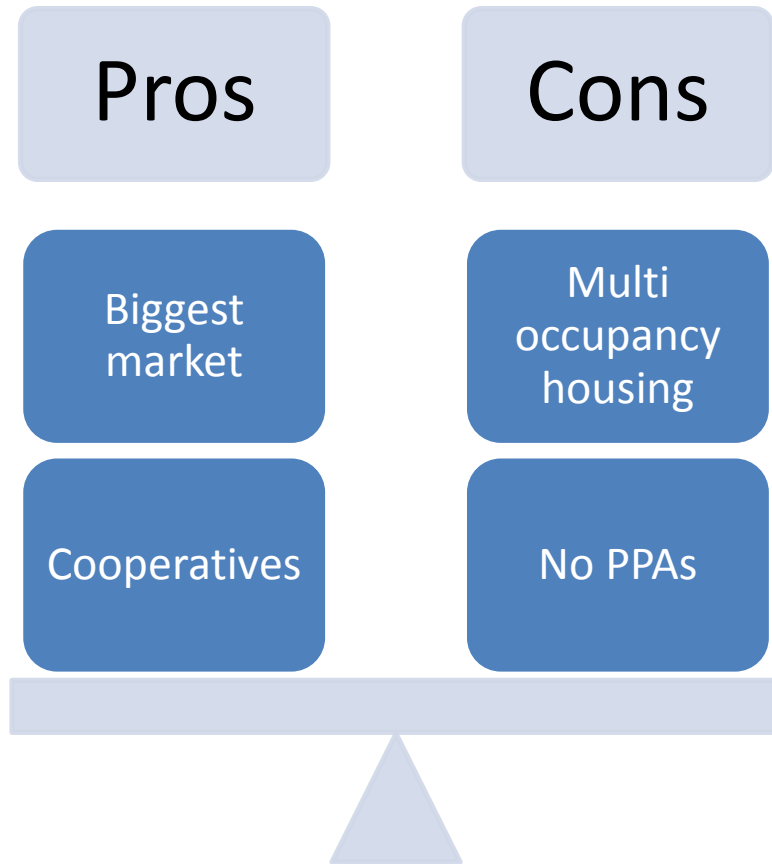
France



Germany



Turkey



Questions:

What is the best business model for solar on **multi occupancy housing**?

Are **leasing** financing schemes the most promising across Europe?

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