



# RE-Source ITALY

European platform for corporate  
renewable energy sourcing

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## The Italian PPA market

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**MBSCONSULTING**

A Cerved Company

# Agenda



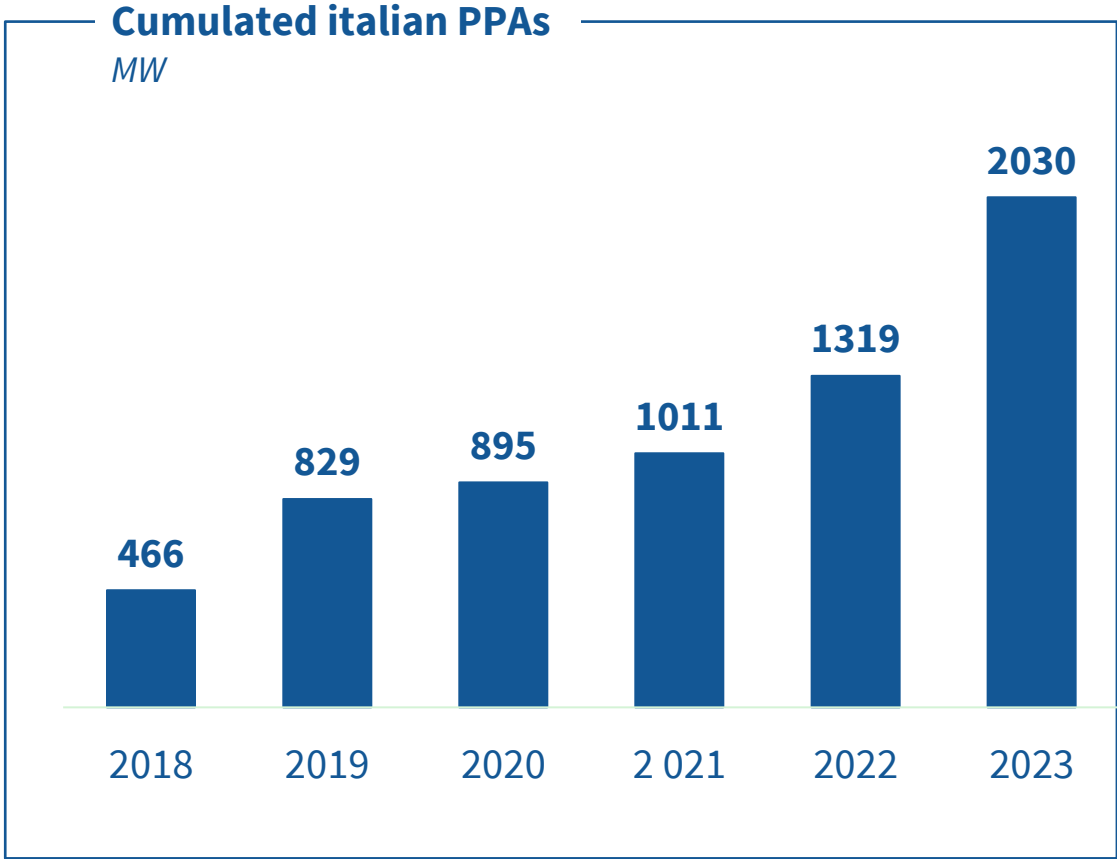
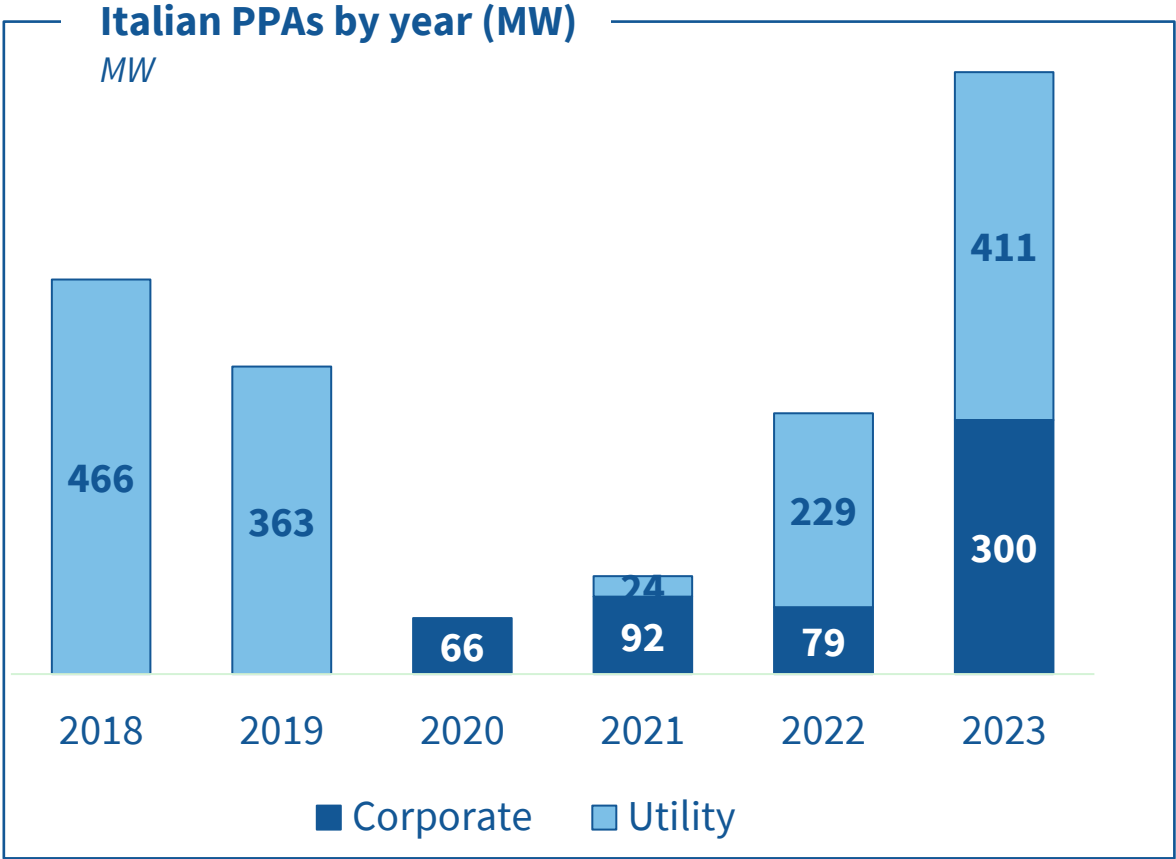
## The Italian PPA Market today

- Number of PPAs
- Typical structures
- Prices

## What's next



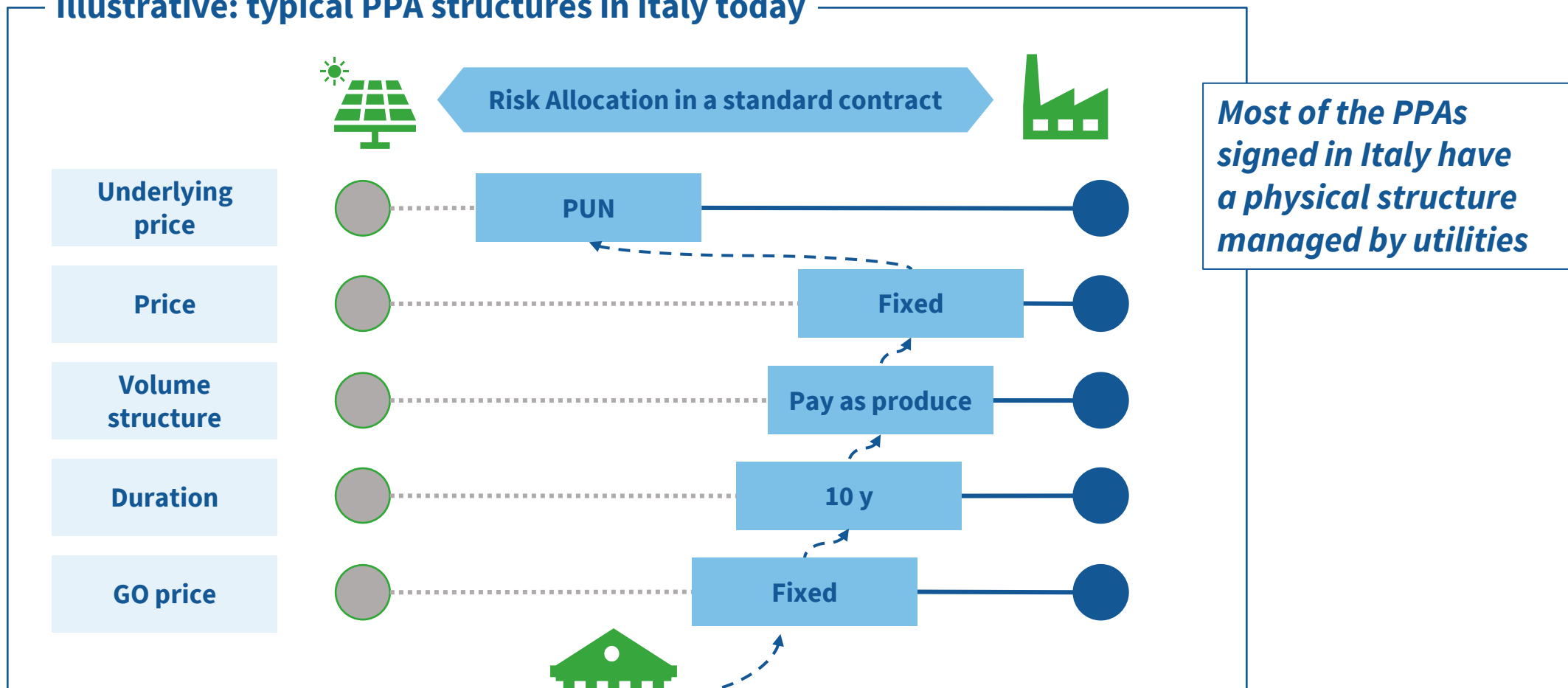
# The Italian PPA market has finally taken off



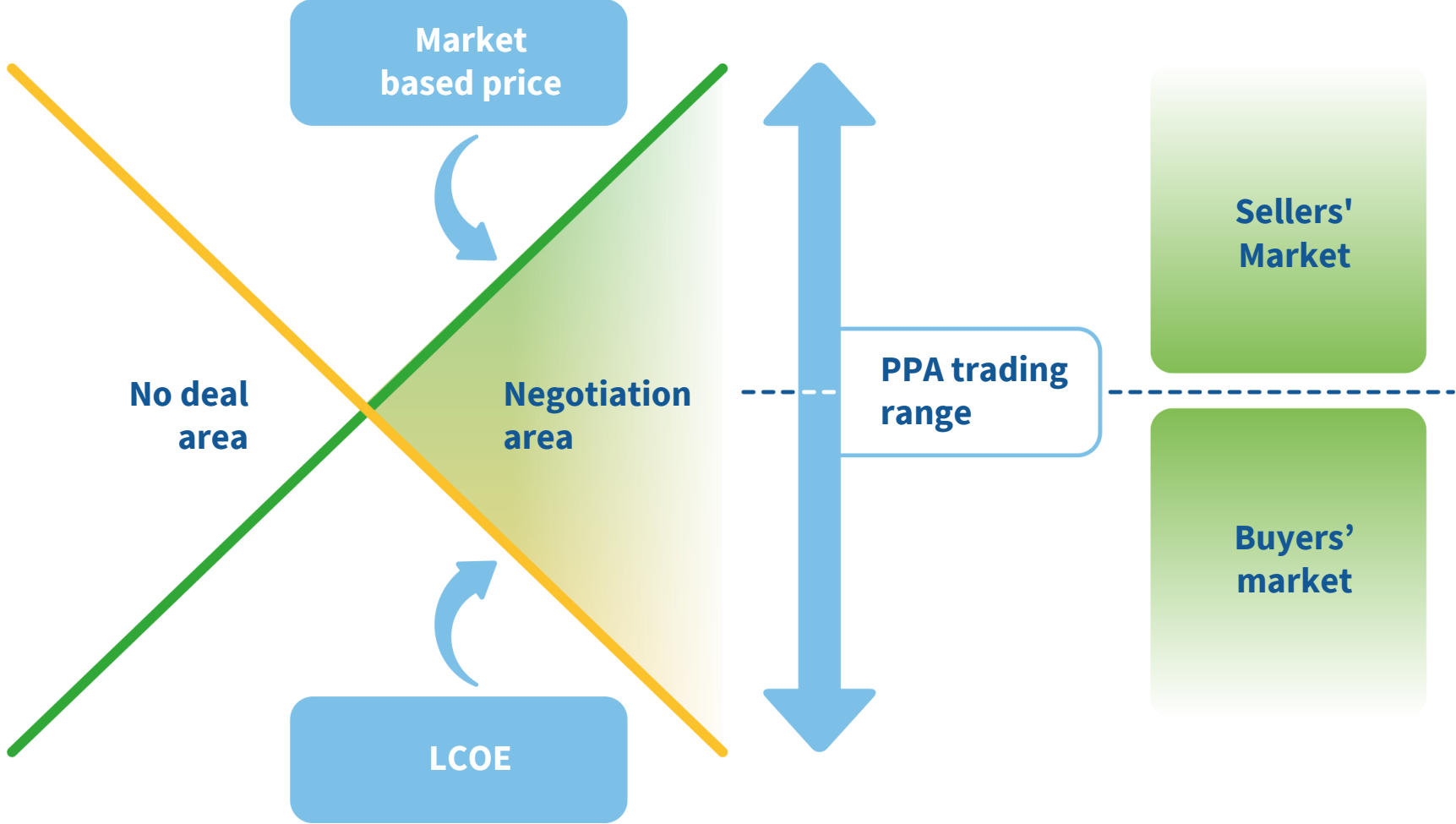
Source: MBS elaborations

# PPA structures are reflecting the start up market phase of the Italian market

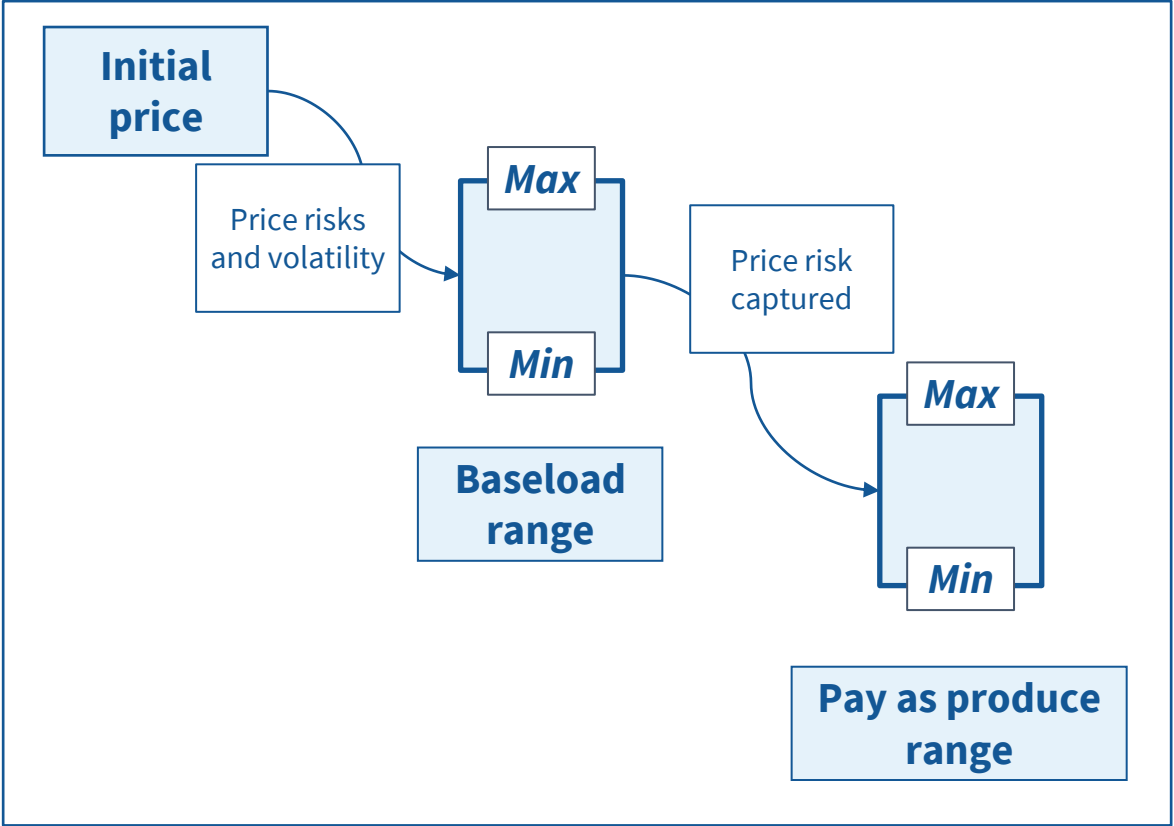
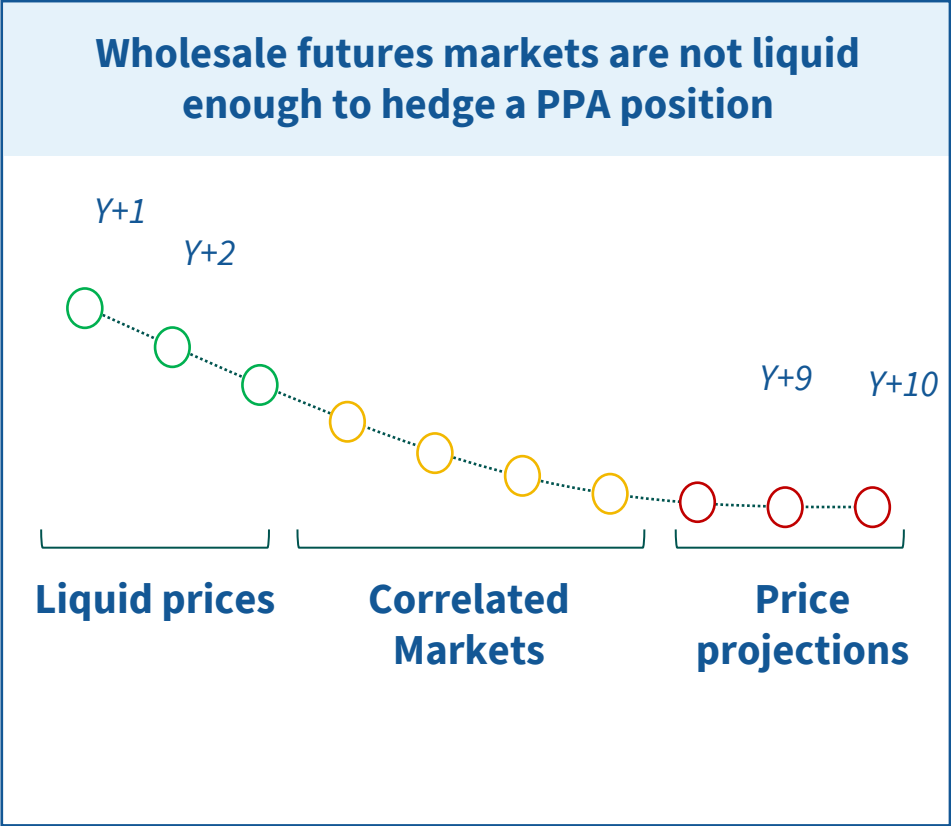
## Illustrative: typical PPA structures in Italy today



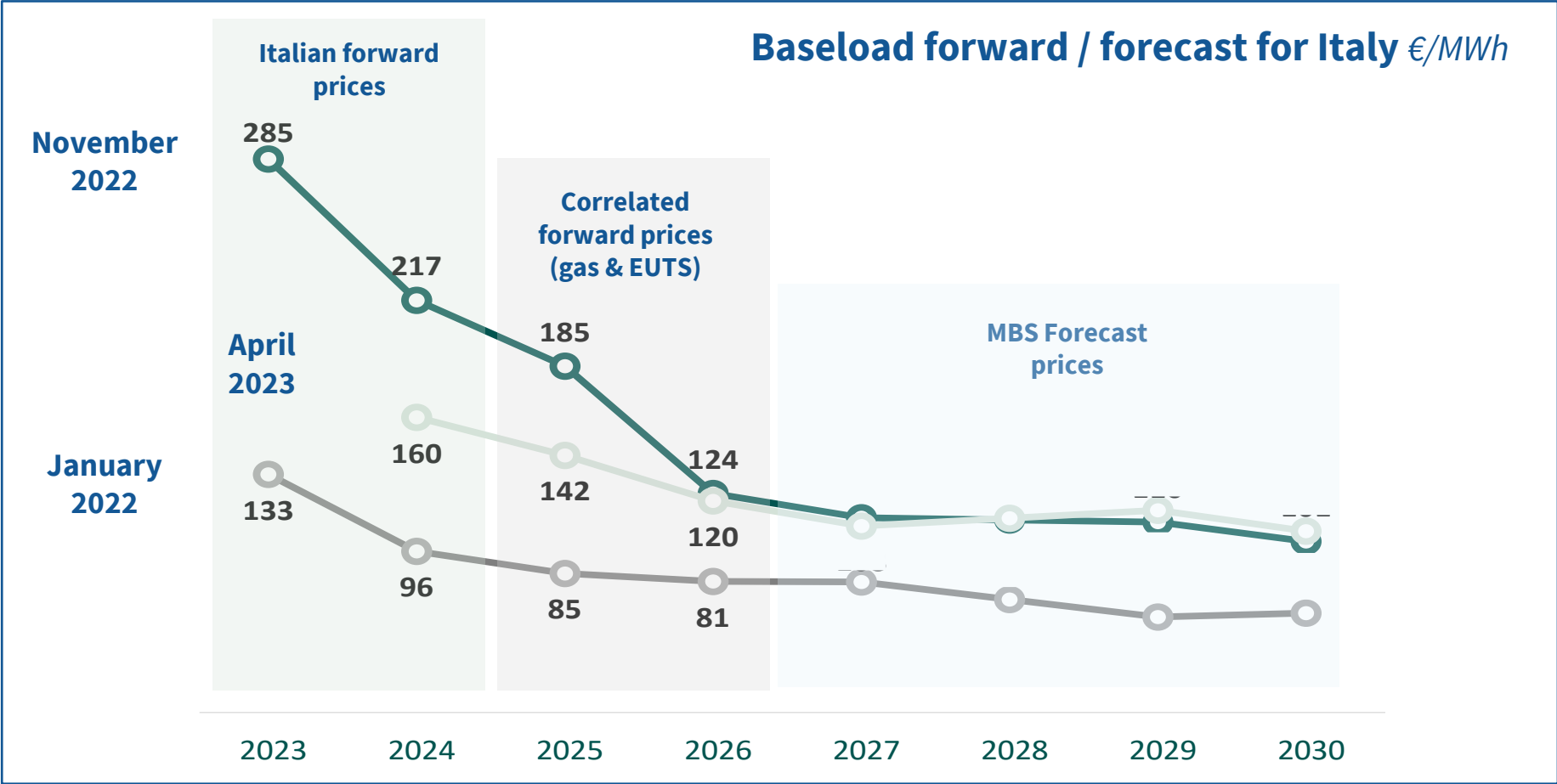
# PPA pricing strongly depends on the bargaining power of Buyers and Sellers



# What is the Market Based price of a PPA?

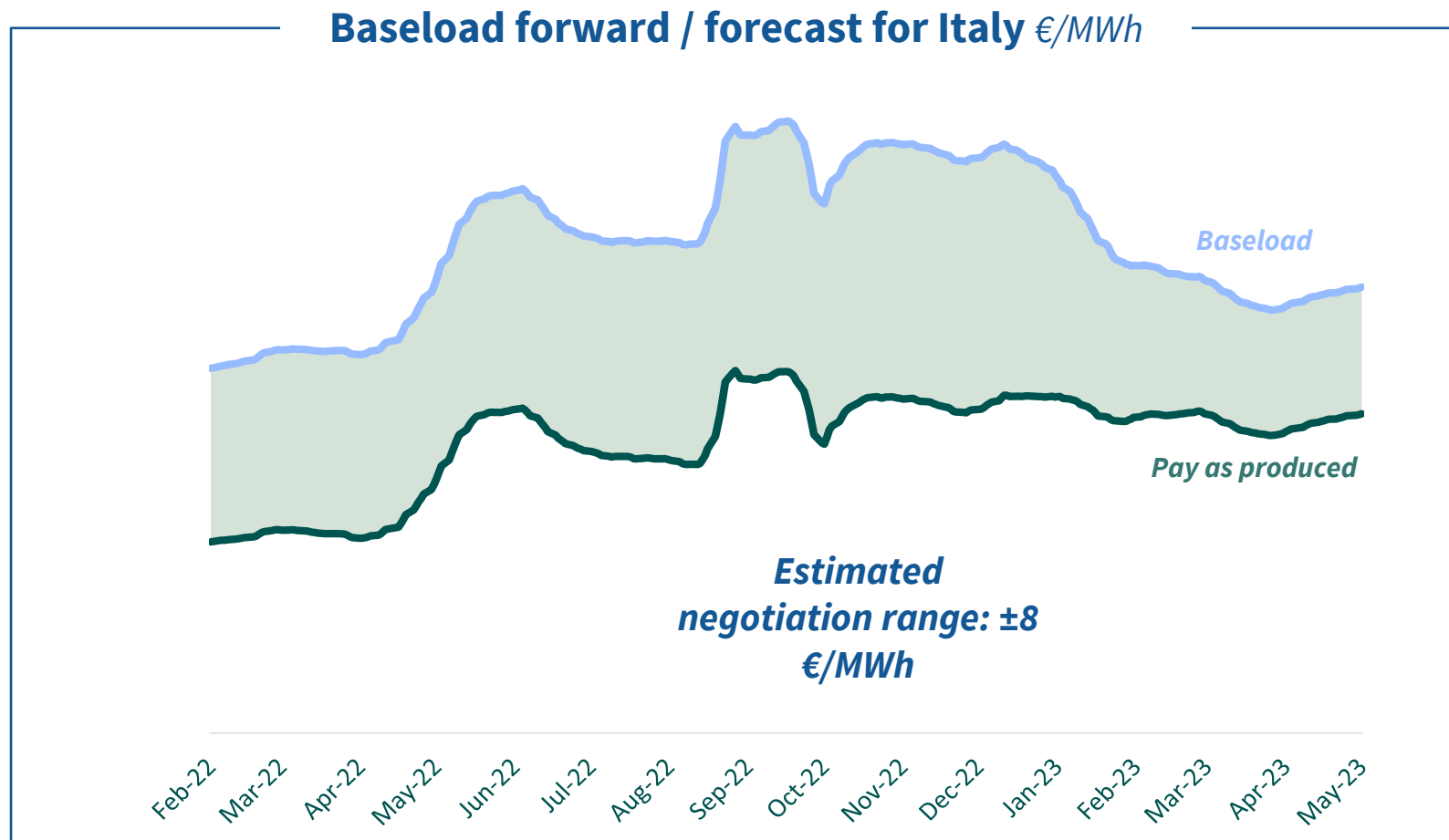


# Even if decreasing from record high, the underlying baseload structure still shows interesting values for producers



Source: EEX, ICE, MBS

# In spite of a decrease with respect to historical peaks, PPA prices are still attractive in Italy



High market based prices

Balance favourable to supply

## An illustrative pricing case:

<b>Technology</b>	Photovoltaic
<b>Volume structure</b>	Pay as produced
<b>COD</b>	January 2025
<b>Duration</b>	10 years

# Agenda



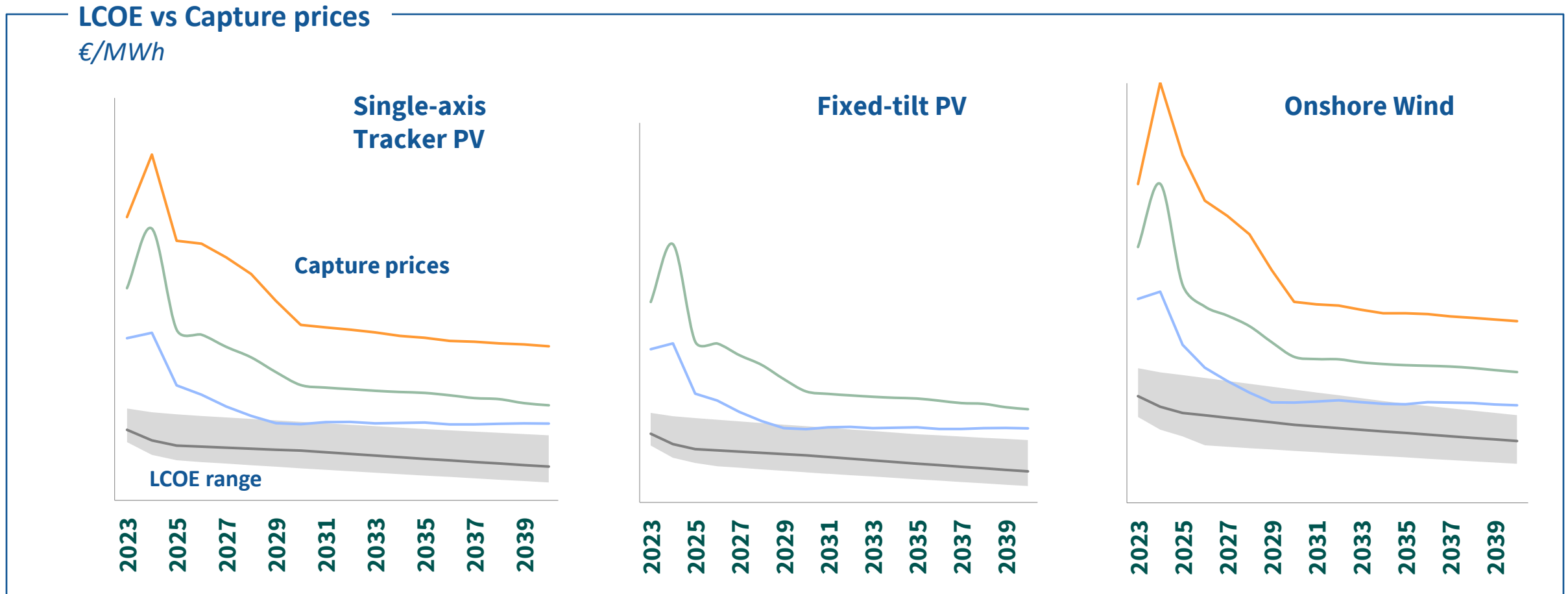
**The Italian PPA  
Market today**

**What's next**

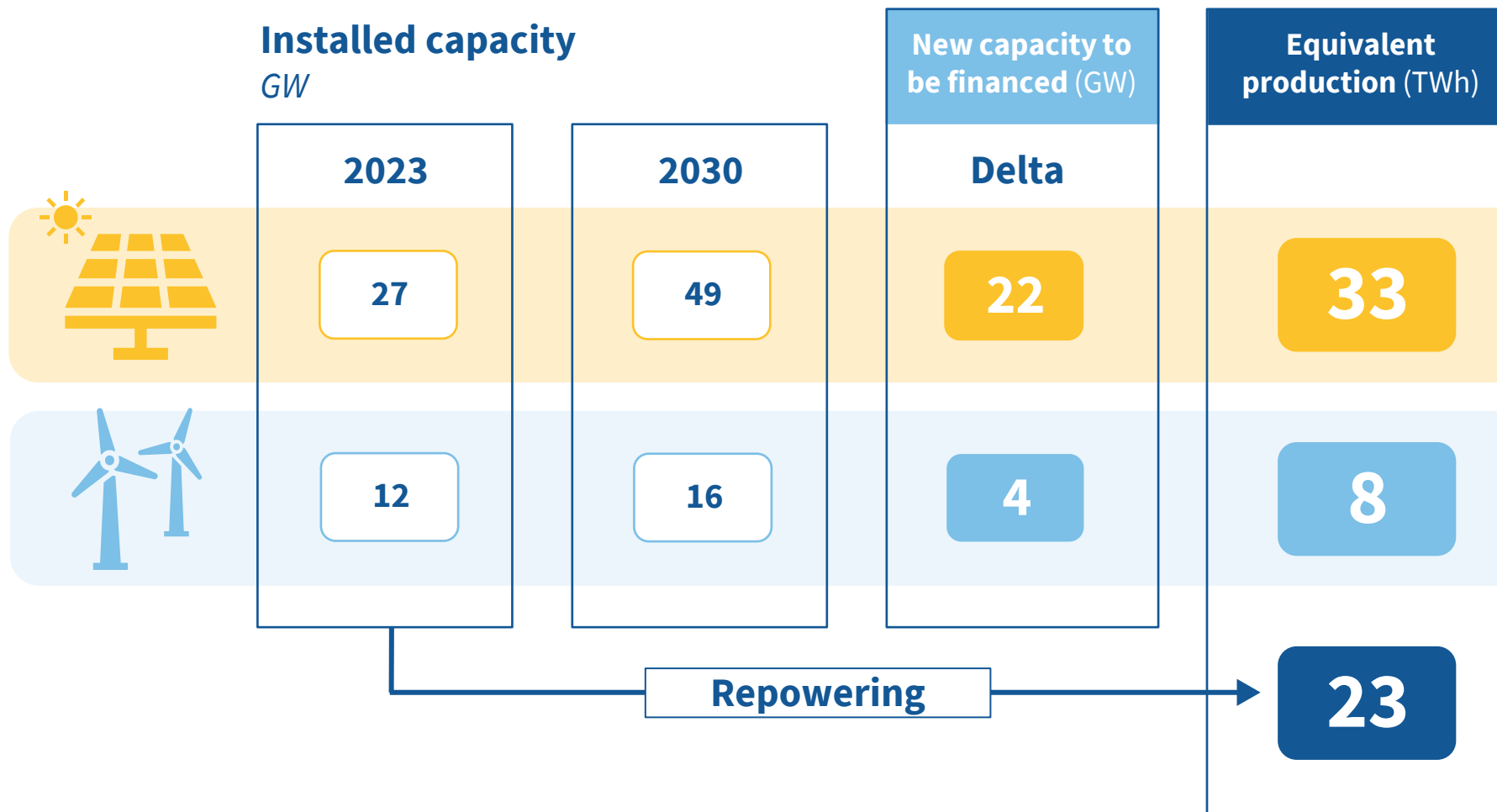
- **The evolution of demand / supply balance**
- **The new regulation**
- **Implications for the evolution of the market**



# Prices fundamentals will remain strong also in the future, even though capture prices will come closer to LCOE

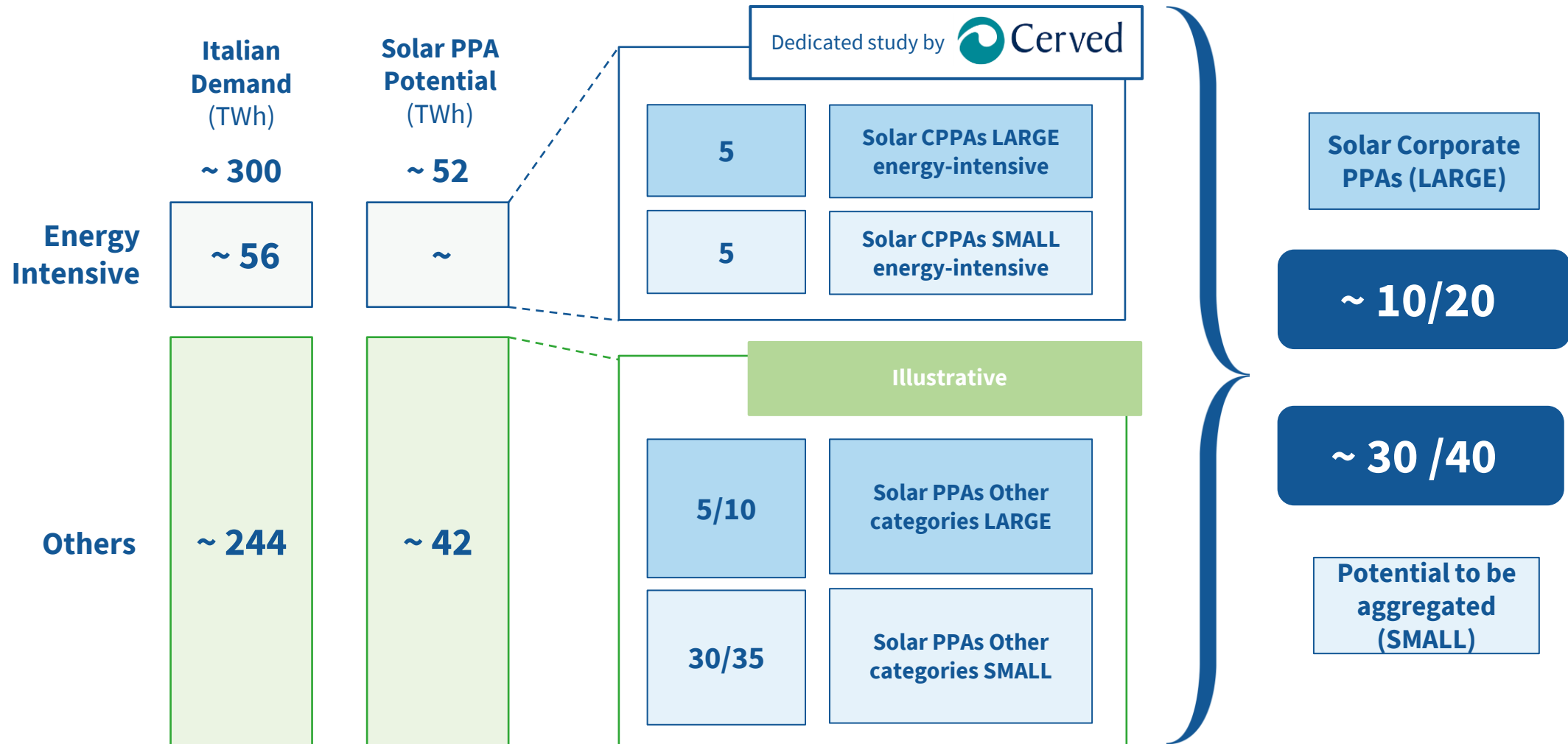


# Supply is expected to grow significantly

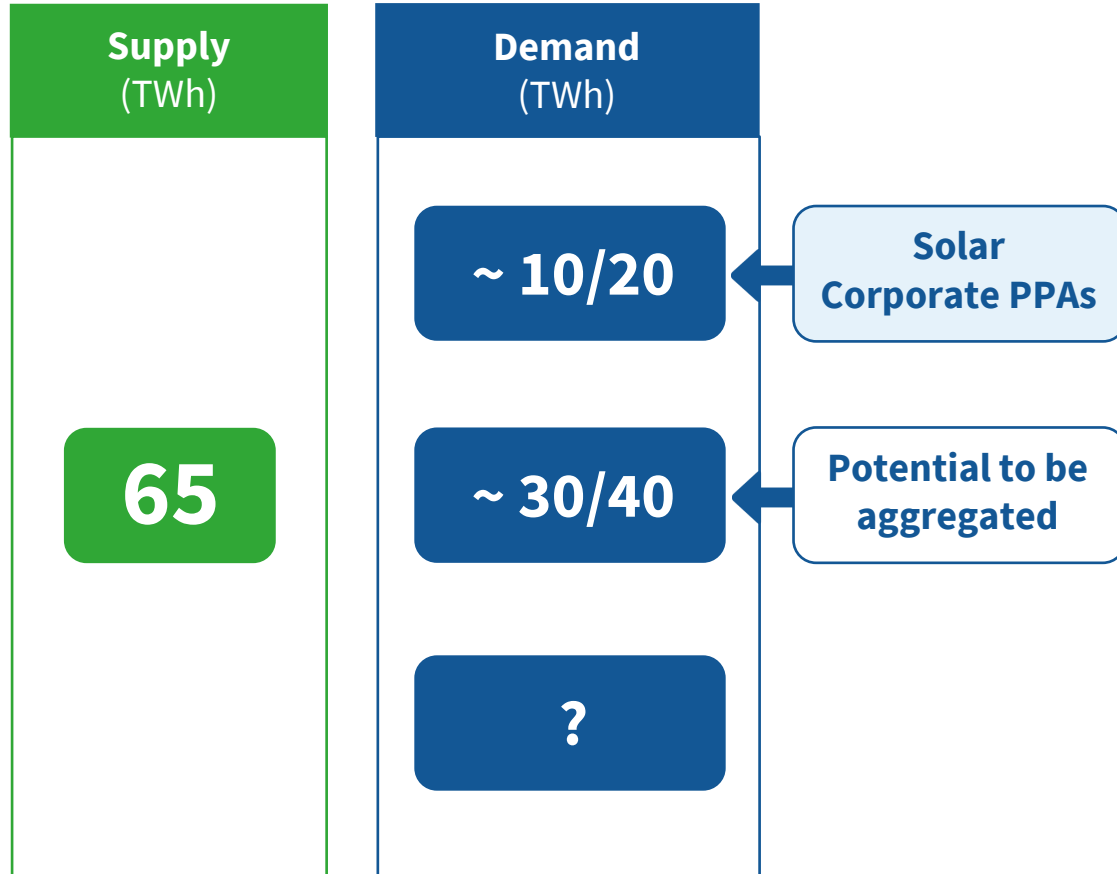


**About  
65 TWh  
of PPAs  
will seek  
for an  
offtaker**

# The demand potential is significant



# The demand supply balance of PPAs is bound to change



The balance of the market could change in the coming years, with price pressure towards LCOE

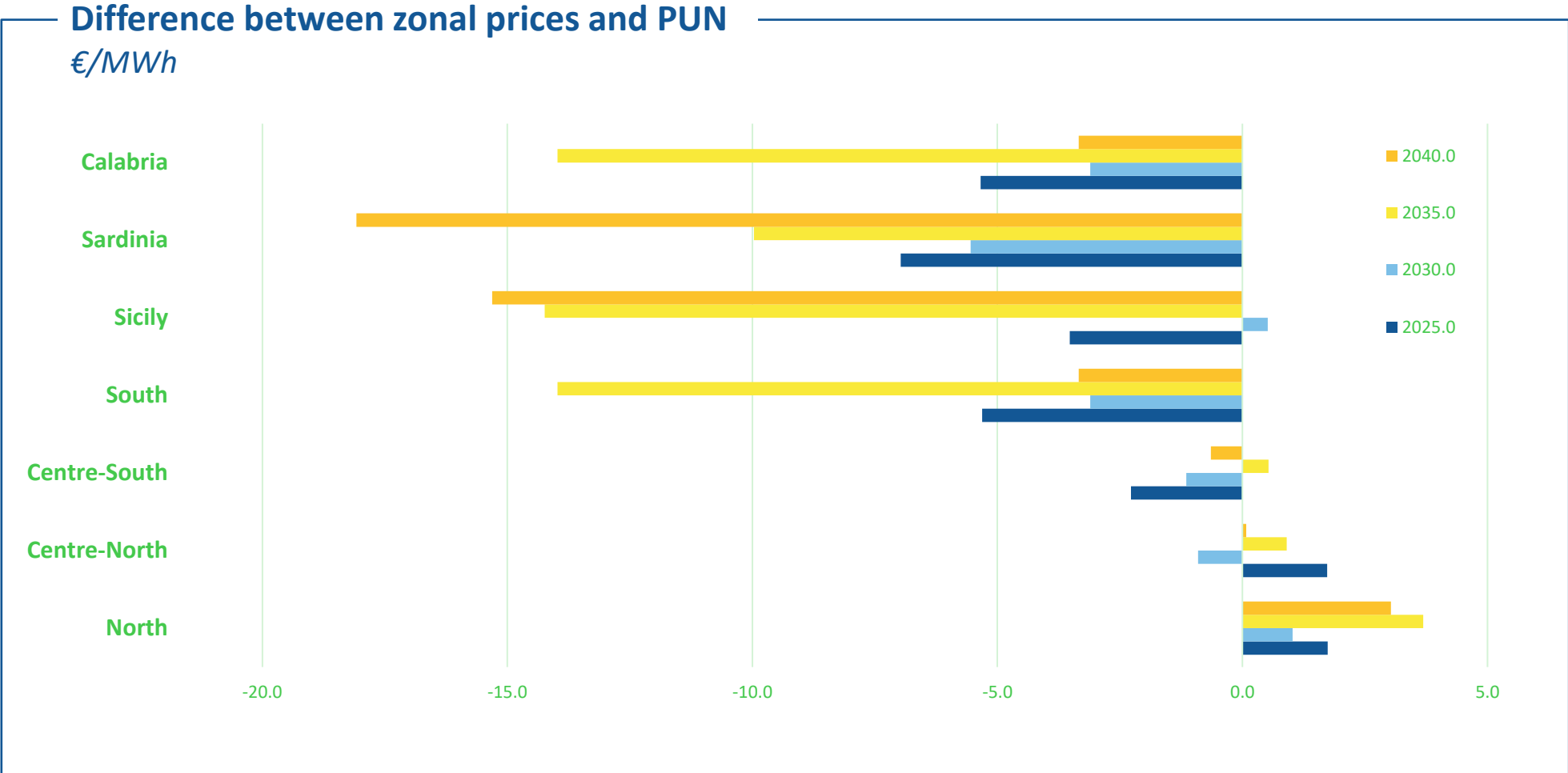


In order to increase the potential for PPAs, it will be necessary to:

- Adopt a portfolio approach mixing solar with other technologies
- Maximize the value of all revenue streams

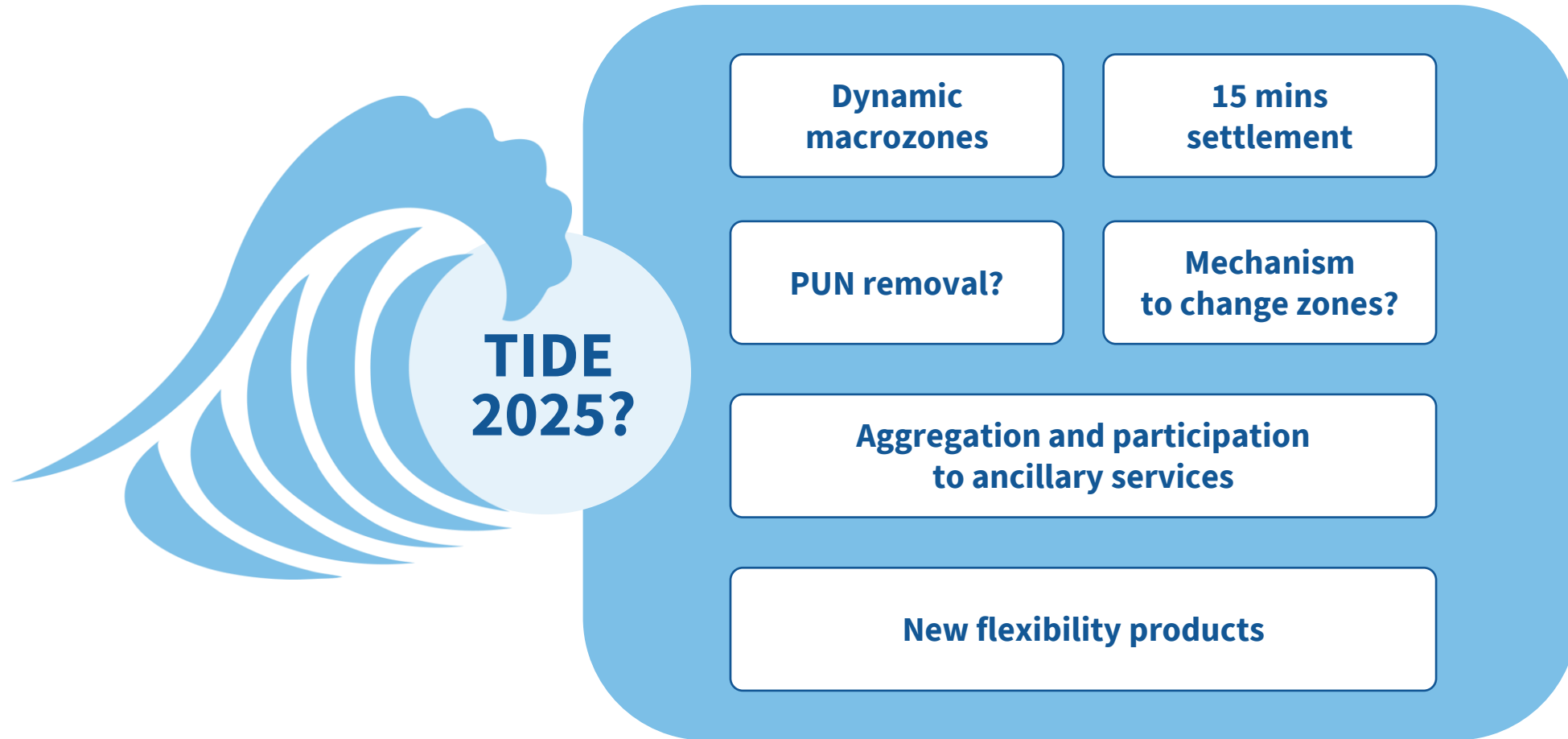


# Some specificities of the Italian market will remain

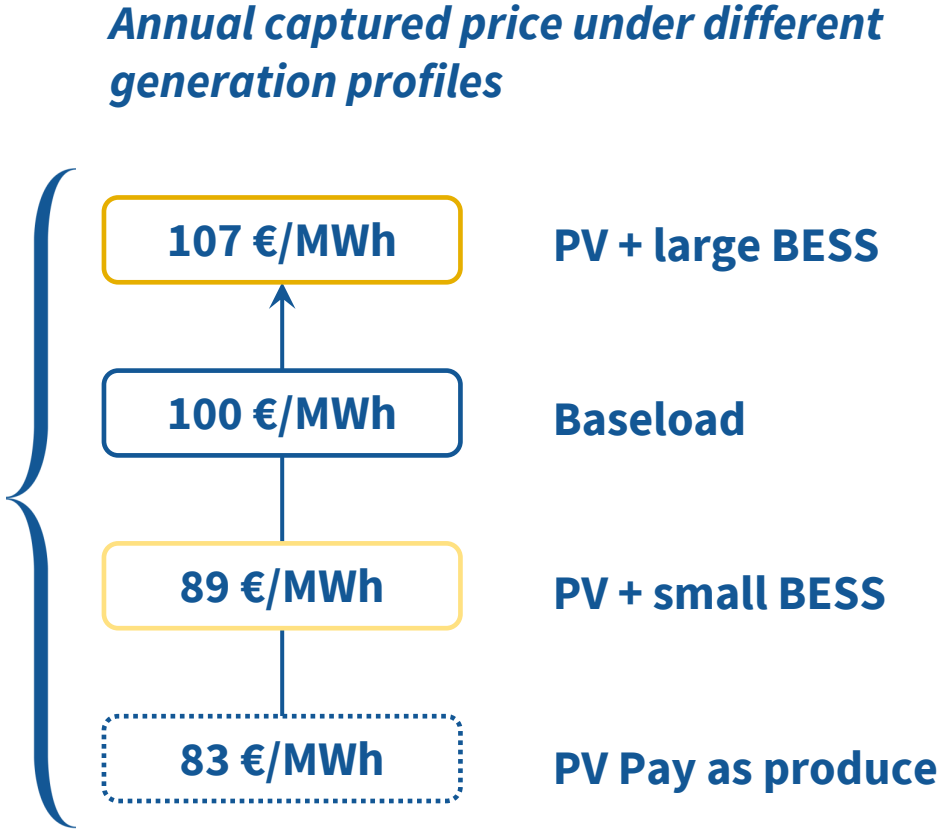
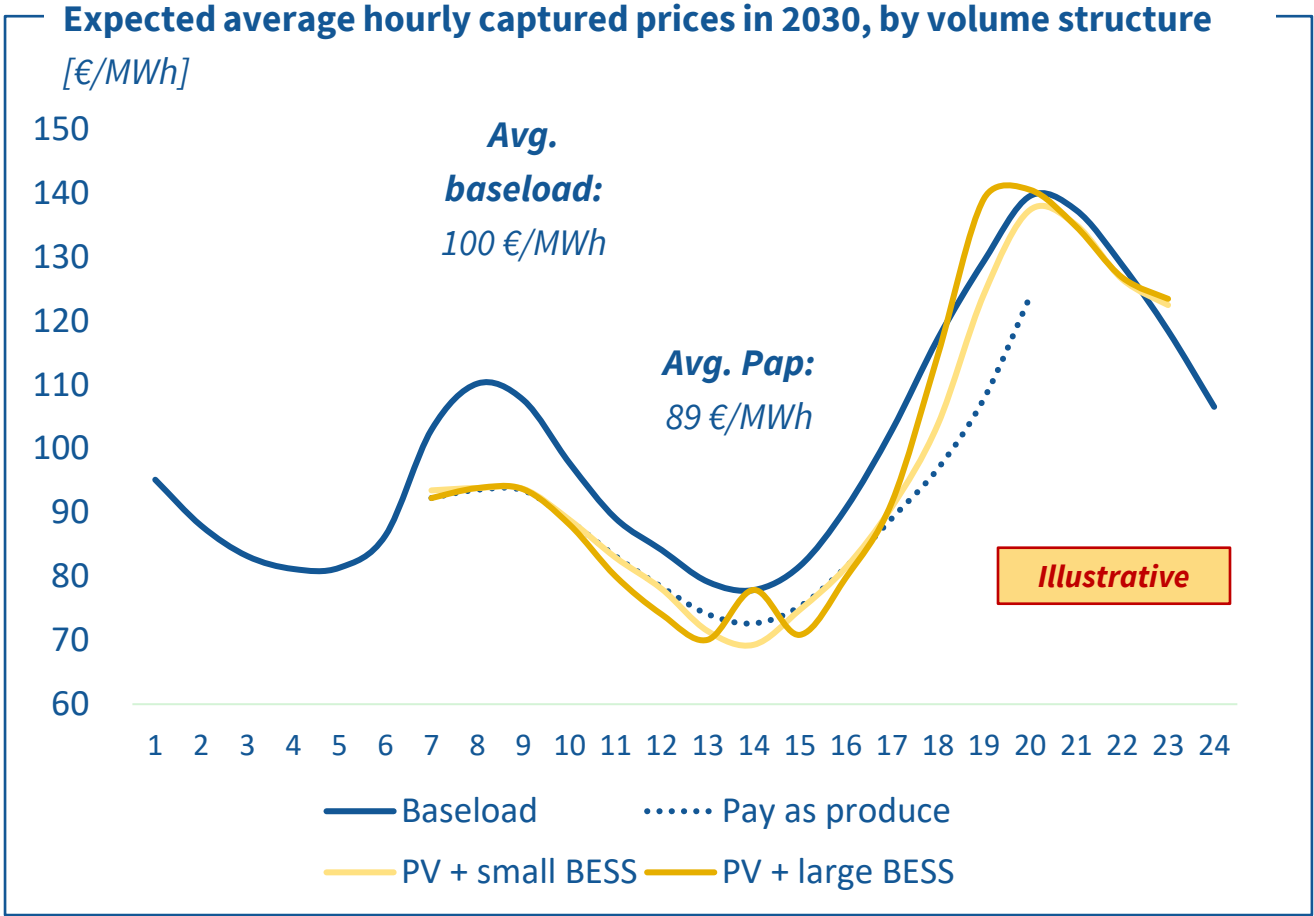


Source: MBS elaborations

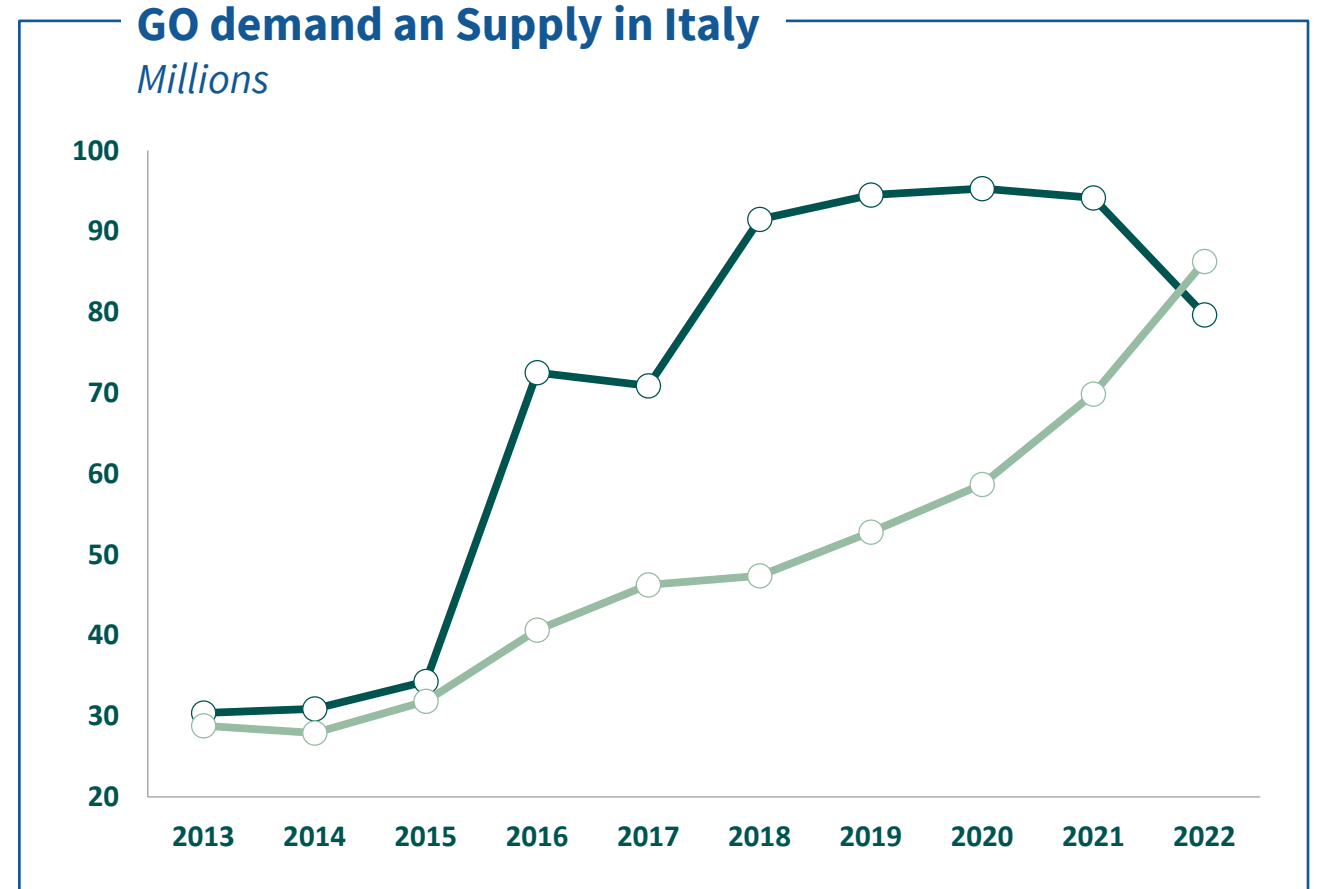
# In a market environment where dispatching rules are bound to change



# Aggregation and portfolio approach can improve the profile and value of PPAs



# New sources of revenues will gain importance



# Summing up: the Italian market is healthy, but there is a lot to do



## REGULATION

Remove constraints to financial PPAs

Remove the constraint of one supplier per PoD

Facilitate the aggregation and participation of public administration



## MARKETS

Zonal price

Market of Gos liquidity and transparency



## MARKETS PLAYERS

Develop products that are more tailored to final customers

Aggregation of technologies and portfolio management

Greater relevance of volume risk



**Thanks**

