

**The Energy
Generation
Masterclass:
the best ways to
sell your power**

Welcome

Hosted by Tim McManan-Smith
Editor

the **energyst**



**Business
Solutions**

powered by **e-on**

What we'll cover today:

1. Market context - what's going on with energy?
2. The role of independent energy generators in achieving net zero and energy security
3. The independent generator opportunity
4. How to sell your power
5. Power Purchase Agreements (PPAs) - to fix or flex?
6. Benefits of selling your power
7. Questions



Michelle Stephens
Generation Services
Manager



Carl Dixon
Strategic Client Lead



**Business
Solutions**

powered by **e-on**

Will 2025 be a year of opportunity for independent generators?

Michelle Stephens
Generation Services Manager



Business Solutions

powered by **e-on**

Market context – what's going on with energy?

Significant growth in renewable generation in the UK

- 2024 was the first full year that homegrown UK renewable power overtook fossil fuel generation (Source: Ember)

Major policy moves to encourage more renewables development

- Clean Power 2030 Action Plan
- Increased budget for Contracts for Difference (CfD) auction
- Reform of planning rules
- Launch of GB Energy

2024 share of UK
electricity generation:
37% low-carbon
renewable

35% fossil fuel

29% UK wind

Source: Ember



Businesses want to do better

Businesses want to play their part too.

Our 2024 Business Energy Tracker revealed how businesses are reducing costs and carbon emissions:

- Investing in energy efficiency - 57%
- Investing in on-site generation - 37%
- Buying clean energy - 33%

But, when it comes to switching to renewable energy, demand is outstripping supply.



The role of independent generators in achieving net zero and energy security

The UK government has set ambitious targets for renewable energy capacity in order to reach a clean power system by 2030.

Independent generators will form an important part of this mix.

Our latest report '**Clean power 2030: harnessing the power of the UK's independent energy generators**' revealed that **80% of generators said they will be vital in the low-carbon transition.**

Why?

- They provide reliable power to homes and businesses across the UK
- They are largely unaffected by the pressures and volatility of the wholesale energy markets



The independent generator opportunity

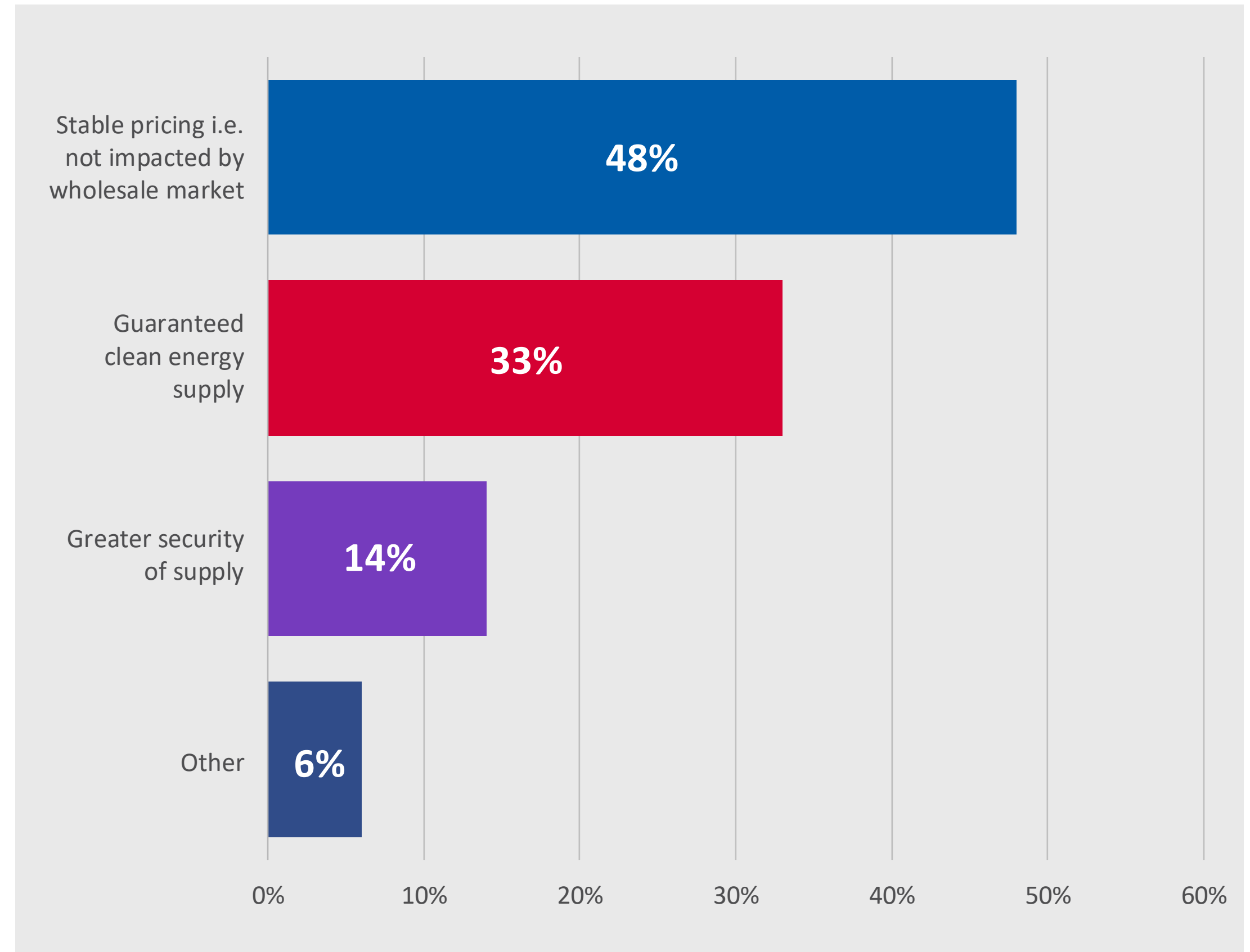
Independent generators can help meet business demand for renewable energy

Our report shows:

- Two-thirds (67%) of respondents said they have seen an increase in business demand to buy power from independent generators over the past two years
- 30% said this was a significant increase

Benefits to businesses:

- Stable pricing that is not impacted by the wholesale energy market (48%)
- Guaranteed clean energy supply (33%)
- Greater energy security (14%)



Selling your power

Carl Dixon

Strategic Client Lead



Business Solutions

powered by **e-on**

How to sell your power

- Power Purchase Agreements (PPAs) are an established way of managing energy sales and risk in generation projects
- They encompass all the commercial terms required to deliver a route to market for generation
- Our research showed that one in five (21%) are already exporting their power to commercial customers via either a fixed or flexible PPA



To fix or flex



A fixed price PPA

- Sets an upfront price for each unit of power you export
- Provides a straightforward income stream, protected from volatile energy market fluctuations
- Offers competitive prices with the reassurance of regular, reliable payments
- Has agreed prices for typically between six-36 months
- Is typically suited to smaller asset portfolio holders looking to cover their own overheads and sell the excess power



A flexible PPA

- Gives you control – you determine when and how much power you sell over the course of the contract
- Tracks the wholesale energy market to capitalise on price peaks and high demand
- Allows generators to benefit from real-time guidance via our award-winning Optimisation Desk and secure Risk Navigator portal
- Is ideal for generators with larger or growing assets
- Has the option of sophisticated flexible agreements for more advanced seller

Which is right for your asset?

Your PPA will depend on a number of factors:

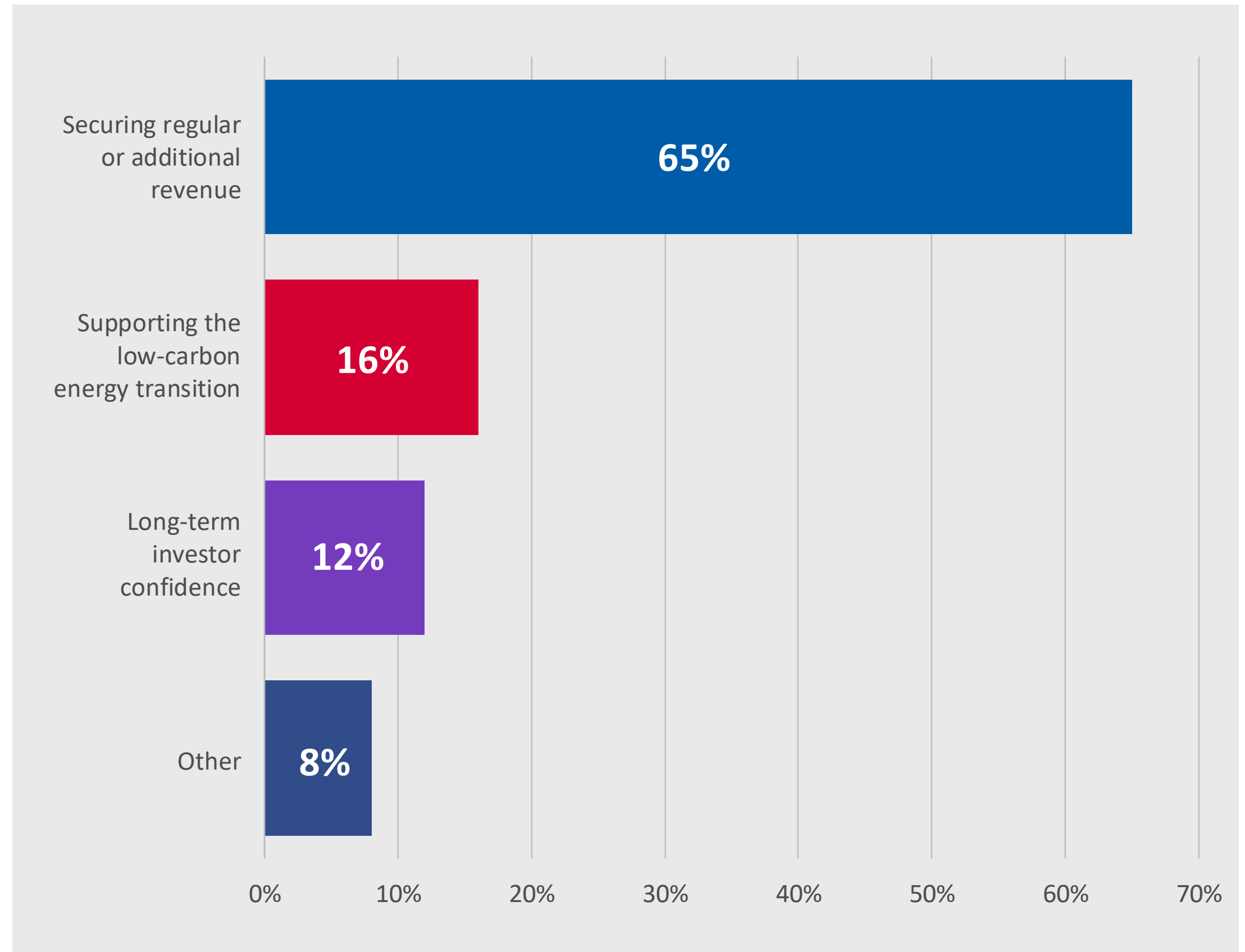
- Level of your annual output
- The nature of your generation source
- Your risk appetite
- Your organisation's objectives



Benefits of selling your power via a PPA

Our research highlighted that the top benefits of selling power via a PPA are:

- Regular or additional revenue: 65%
- Supporting the low-carbon energy transition: 16%
- Giving long-term investor confidence in a project: 12%



Your generation partner

A proven track record

- We support more than 100 independent generators across the UK

A guarantee of reliability

- nBS is part of the wider E.ON Group

A technology-agnostic approach

- We support all energy generation sources

A market-leading range

- Our fixed and flexible PPAs can suit any requirement

A dedicated Account Manager

- For timely and clear communication

Clear, jargon-free and easily accessible documentation

24/7 access to our Risk Navigator platform

- To monitor the market and manage risk

The support of our award-winning Optimisation Desk

- Our highly skilled energy experts

Access to our unique Energy Generators platform

- Which provides everything you need to manage your generated energy



Any questions?



**Business
Solutions**

powered by **e-on**

Thank you

A recording will be made available for you to watch on demand

Where possible, the presenter's slides will be made available

To register for regular copies of The Energyst magazine please visit theenergyst.com

the energyst



**Business
Solutions**

powered by **e-on**



0800 917 9323



npowerbusinesssolutions.com



npowerbusinesssolutions.com



npowerbusinesssolutions.com

Phone calls: We may monitor and/or record calls for security, quality or training purposes. Call charges to numbers beginning with 0800 should be free if you are calling from a business mobile or landline but this will depend on your contract. Please check with your operator for exact charges.

npower and npower Business Solutions are the trading names of Npower Commercial Gas Limited (Registered No. 3768856).

Registered Office: Westwood Way, Westwood Business Park, Coventry, CV4 8LG.

npm16087/MM22727/01.25



**Business
Solutions**

powered by **e-on**