

KEY CONSIDERATIONS IN PPA NEGOTIATIONS



Hemesh Nandwani
Vice President -Energy
and Climate Lead
United Overseas Bank
(UOB)



Amy Chiang
Associate Director
3Degrees



Adrian Wong
Head of Projects
Herbert Smith Freehills



Clares Loren Jalocon
Advisor, Philippine Market
Apala Group



Jane Tay
Head of PPA Origination
and Energy Offtake
ib vogt

Tuesday, 29 April 4:00–5:00 PM



**Renewable Energy
Markets™ Asia 2025**

Key Considerations in PPA Negotiations

REM Asia 2025: 29 April 2025

REM ASIA 2025

Panel: Key Considerations in PPA Negotiations

Today's discussion will provide:

- A preview of the challenges and opportunities when negotiating PPAs
- Insights from a buyer, seller and legal perspective
- How to navigate different countries and their policies
- Case studies

Talking Points:

Market and Policy
Dynamics

Pricing Structures
and Cost

Contract Risk and
Flexibility

Lessons Learned
from Real-World
Negotiations

Moderator

Jane Tay

Head of PPA Origination and Energy
Offtake, APAC

ib vogt Singapore

Panelists

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About 3Degrees

- + Climate solutions provider
- + Operating since 2002
- + 300+ employees globally

3DEGREES INC.

Headquartered in San Francisco, CA
Offices in Portland OR and ME, and New York



3DEGREES BY THE NUMBERS



470+

Energy & climate consulting engagements



100+

Countries touched by our work



**9.6
GW**

PPAs & renewable energy transactions completed globally

KEY CONSIDERATIONS IN PPA NEGOTIATIONS

Sample procurement specifications

Clear procurement specifications from corporate buyers communicate business needs to renewable energy developers/IPPs

EXAMPLE:	JAPAN	SINGAPORE
Project location	Chugoku	Within Singapore
Contract volume	100,000 MWh	25,000 MWh
Commercial operation date (COD)	2027 – 2028	Already operational or before 2030
Contract term	15 – 20 years	20 – 25 years
Technology	Solar, onshore wind	Solar, biomass
Contract structure	Physical PPA, Virtual PPA, EAC-only PPA	Virtual PPA
PPA price	Fixed price (with or without escalator)	Fixed price
Product	Energy+EACs (NFCs), unbundled NFCs	Unbundled EACs (TIGRs, I-RECs)
Settlement	Chugoku, half-hourly JEPX Day-Ahead	Uniform Singapore Energy Price (USEP), half-hourly

Corporate PPA negotiation tips

PRE-NEGOTIATION

- Set clear procurement strategy based on business needs, including term sheet
- Understand commercial risks (energy market price, project development, counterparty, generation, regulatory)
- Secure internal approvals prior to entering negotiations
- Select the right counterparty you are comfortable partnering with

DURING NEGOTIATION

- Start with term sheet before moving into the PPA contract
- Recognize internal must-haves vs. nice-to-haves terms
- Maintain flexibility on negotiation points, understanding the counterparty's perspective and commercial needs
- Be creative in “trading” terms to reach a suitable agreement

Thank you

AMY CHIANG

Associate Director, Power Markets

achiang@3degrees.com

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