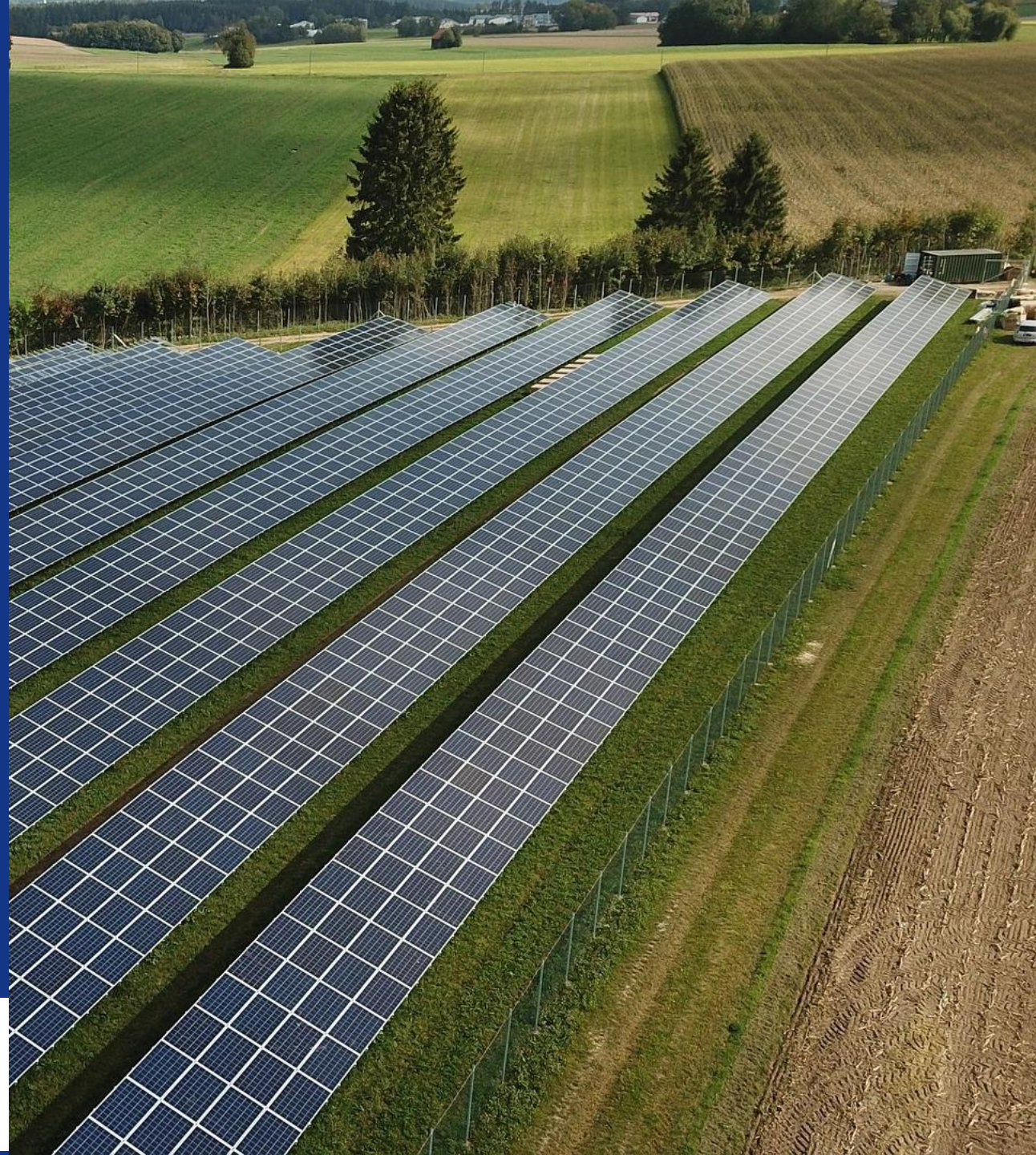




## Simplified renewable energy PPAs

January 2024

The founders are a member



# The experienced team in advisory for renewable energy and technology ...

## Founders



### Adam Kościelniak

- Partner at A-RES Advisory
- Ex-Vice Director at PwC



### Artur Wronkowski

- Partner at A-RES Advisory
- Ex-Vice Director at PwC



## Team



### Ruslan

(ex-PwC)  
Market & PPA Analysis



### Adam

(ex-Respect Energy)  
Market & Business Analysis

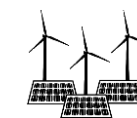
## Technology Partner



## Experience



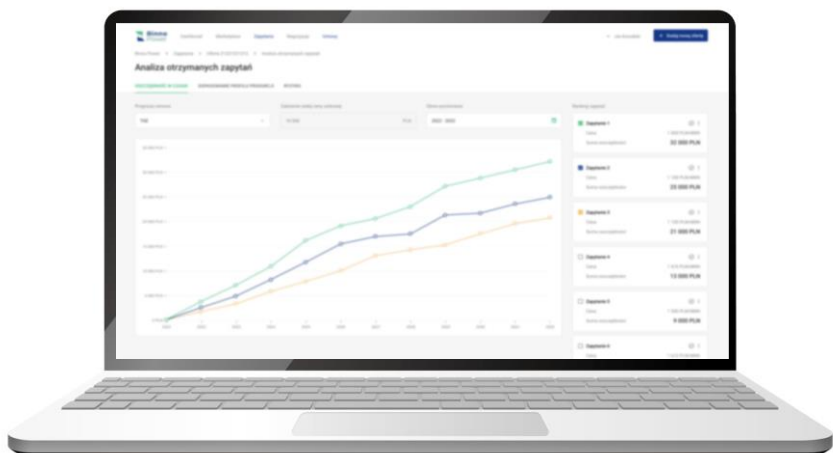
>4 bn PLN  
M&A/bank  
financing value



>1 000 MW  
closed  
transactions in  
RES

# ... creates a IT platform RinnoPower.com that meets the needs of the market

We create a unique PPA/cPPA Platform that will facilitate and accelerate the process of purchasing green energy.



Marketplace for PPA/cPPA offers

Algorithm and analytical tools supporting in choosing the right counterparty/offer

Support in negotiations and signing of the PPA agreement

Monitoring and management of the signed agreements

## Benefits for the clients

1



Access to the community of counterparties interested in concluding PPAs

2



Automated and digitized bidding system combined with offer analytics

3



Negotiations of contracts on a standardized template in the cloud

4



Reducing the costs of advisors and transactions min. 2x

5



Standardization and acceleration (even 3-4x) of the process of concluding PPAs

6



Real-time analytics, monitoring and management of PPAs

Users of the platform

- Energy producers (with more than 0.5 MW of power)
- Energy consumers (with a consumption of more than 0.5 GWh per year)

# Growing media and business interest in PPAs

Dynamic growth of energy prices

ESG /  
Zero emission pressure /  
Fit For 55

↓ CO<sub>2</sub> ESG

GRAMWZIELONE.PL | DOM ENERGOOSZCZĘDNY | Rośnie zainteresowanie u (...)

## Rośnie zainteresowanie umowami cPPA wśród przedsiębiorców

18.05.2022    

 / Prawo / PRAWO DLA CIEBIE

## Komisja Europejska naciska na rozwój OZE

Konsultacje publiczne prowadzone przez Komisję Europejską w sprawie reform rynku energetycznego wskazują na rosnącą rolę umów PPA między wytwórcami zielonej energii a jej nabywcami.

Publikacja: 27.03.2023 15:44

## Prąd na lata, w dobrej i stałej cenie? Umowy długoterminowe przewagą OZE

Data publikacji: 03.05.2023, 17:07

**MARCIN KACZMARECZYK** Długoterminowe umowy zakupu energii elektrycznej (PPA) stają się istotnym elementem wspierania rozwoju OZE na całym świecie – w tym również w Polsce

## EU Commission suggests renewable energy PPAs can combat skyrocketing energy prices

The situation in the energy markets is tense. Following national pushes for action, the European Commission has now announced its set of recommendations to combat rocketing energy prices.

OCTOBER 14, 2021 **MARIAN WILLIHN**

**Forbes**

BY MARCIN WYSOCKI  
21 CZE 2023

**Colliers**

Nowe regulacje UE mogą zwiększyć popyt na zieloną energię w branży nieruchomości

## PwC Polska wiodącym doradcą KGAL przy podpisaniu umowy Corporate PPA

13/04/23

Strona główna > Media > 2021

## PwC wiodącym doradcą Orange Polska przy podpisaniu umowy Corporate PPA

20/12/21

**GLOBENERGIA**








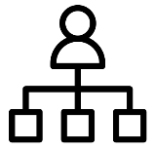





Aktualności Fotowoltaika P

AKTUALNOŚCI ENERGETYKA WIATROWA OZE I EE








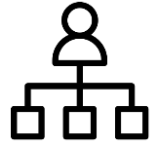





## Nadchodzi przełom na rynku PPA w Polsce? Ocenia prawnik

Ponad miesiąc temu na stronach Rządowego Centrum Legislacji pojawił się projekt nowelizacji ustawy o OZE, który zakłada transpozycję zapisów Dyrektywy RED II do polskiego systemu prawnego. Większość zmian dotyczy rozwoju energetyki rozproszonej. Pojawiły się także długo oczekiwane zapisy dotyczące umów PPA, czyli długoterminowych kontraktów na zakup energii z OZE. Czy regulacje

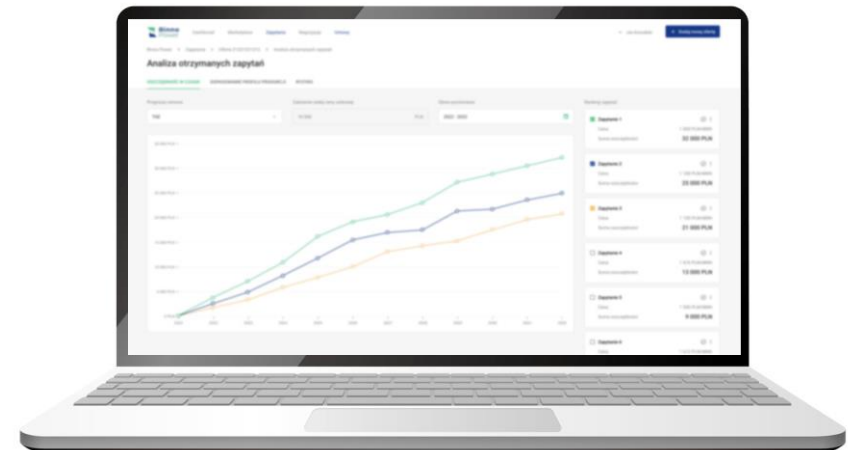
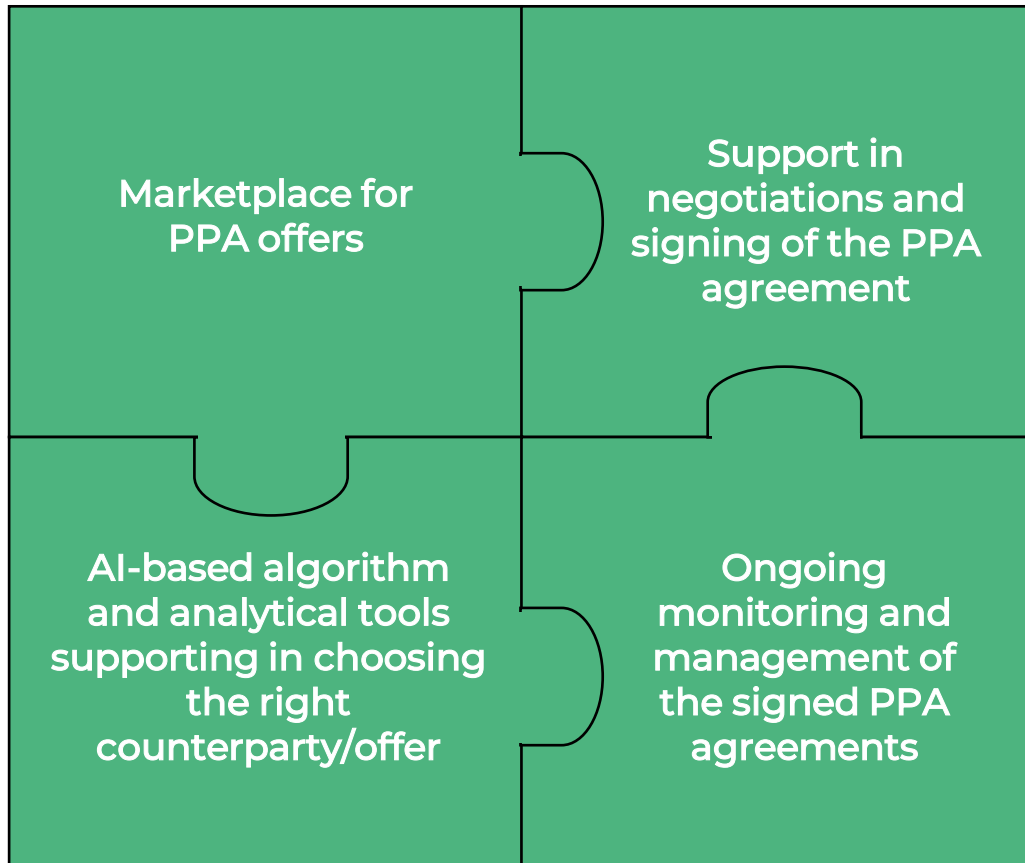
# Methods of purchasing „green” energy / renewable energy

	Method 1	Method 2	Method 3		
	 <p>Development/ acquisition of RES assets</p>	 <p>Leasing of plants</p>	 <p>Purchase of energy through PPA agreements lasting 3 to 15 years (PPA – Power Purchase Agreements)</p>		
Challenges	 <p>High Initial cost</p>	 <p>Legal doubts as to the validity of such agreements</p>	 <p>Long process (min. 4-6 months)</p>	 <p>Costs of the process</p>	 <p>Necessity to use multiple advisors during the process</p>
	 <p>Construction and operational risk</p>	 <p>Problems with accounting and costing</p>	 <p>The problem with finding energy producers</p>	 <p>Lack of dedicated analytical tools</p>	 <p>Lack of dedicated tools for management and monitoring of signed agreements</p>

# Sale of green energy from renewable Energy farms

	Method 1	Method 2	Method 3		
	 <p>Spot sale</p>	 <p>RES auctions</p>	 <p>Purchase of energy through PPA agreements lasting 3 to 15 years (PPA – Power Purchase Agreements)</p>		
Challenges	 <p>No possibility to obtain bank financing</p>	 <p>Low prices</p>	 <p>Long process (min. 4-6 months)</p>	 <p>Process costs</p>	 <p>The need to engage many advisers</p>
	 <p>Price volatility risk</p>	 <p>Opportunity to win an auction only 1 or 2 times a year</p>	 <p>Problem with finding recipients</p>	 <p>Lack of dedicated analytical and negotiation support tools</p>	 <p>No dedicated contract management tools</p>

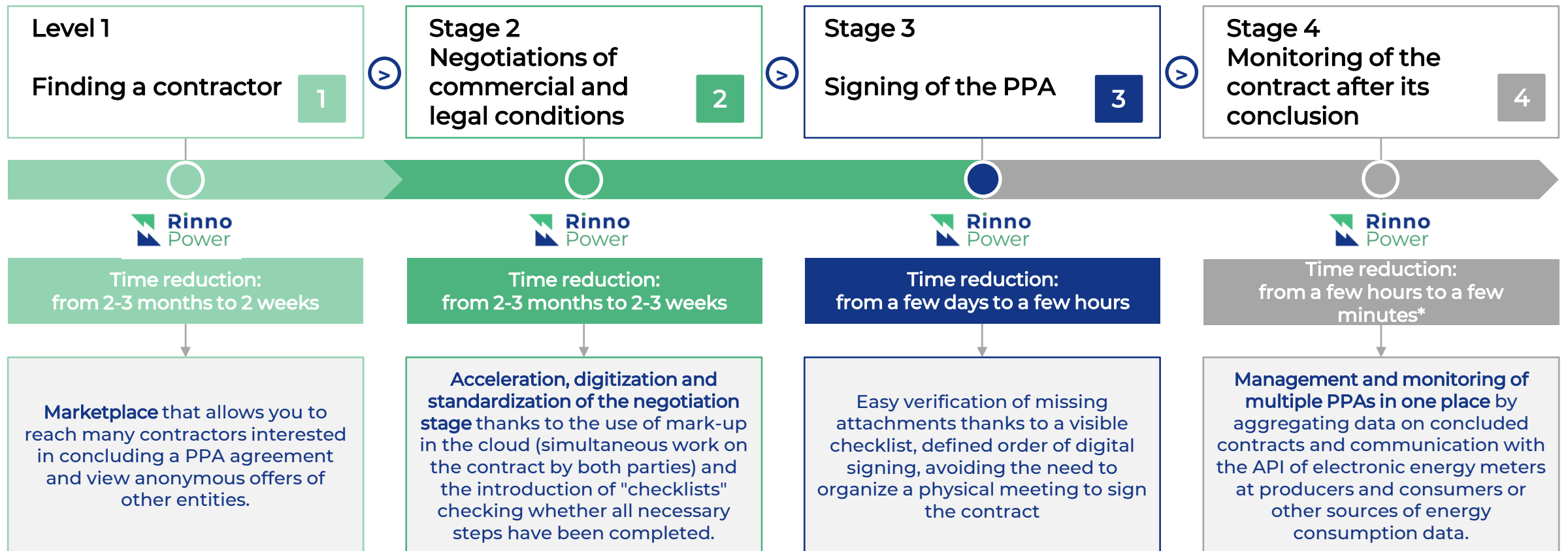
# Solution – dedicated cloud platform



Matchmaker role – limited risk for the platform in relation to the agreements concluded by its' clients

# The solution – a dedicated SaaS platform

"Rinno Power" platform - PPA in the cloud

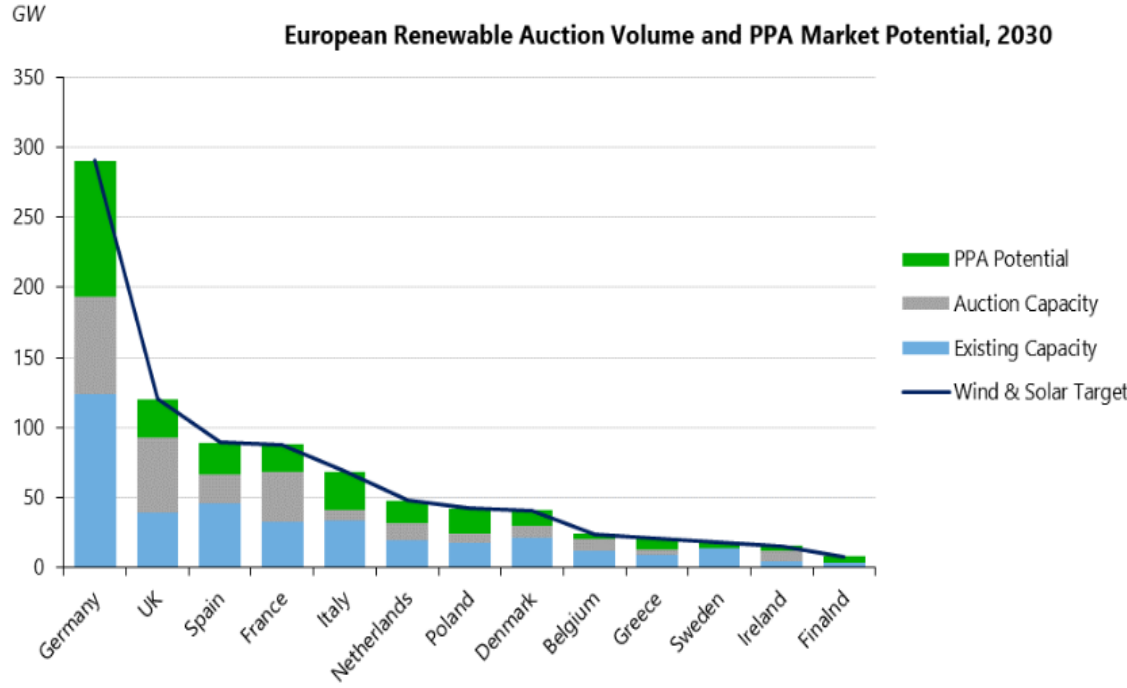


\*Monthly for the duration of the contract



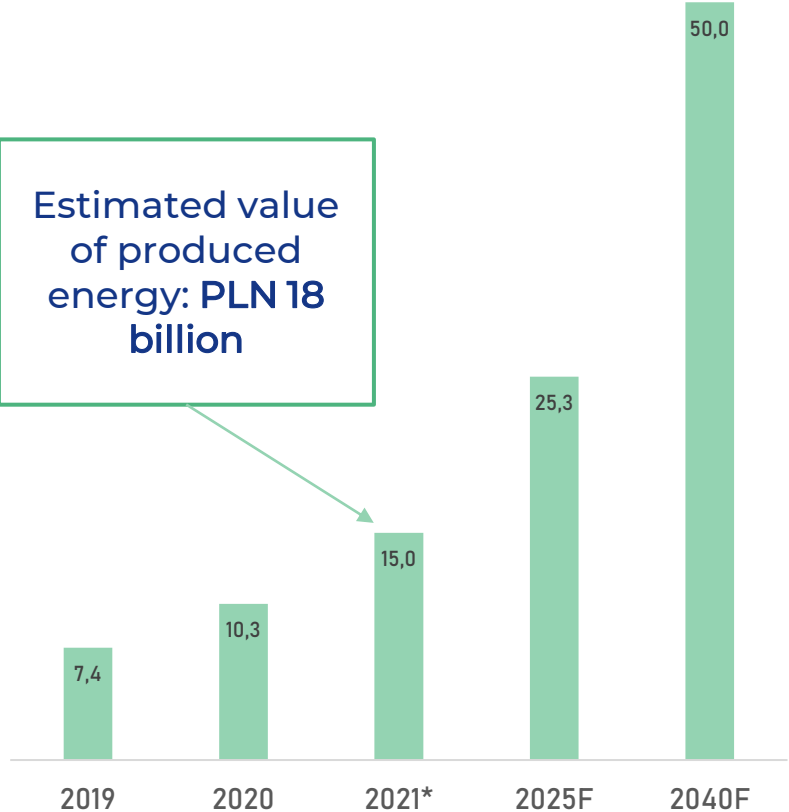
# Potential of the PPA market in Europe

## Potential of the PPA market in Europe in 2030



# Market prospects

RES capacity forecast in Poland (GW)



PPAs concluded in Europe



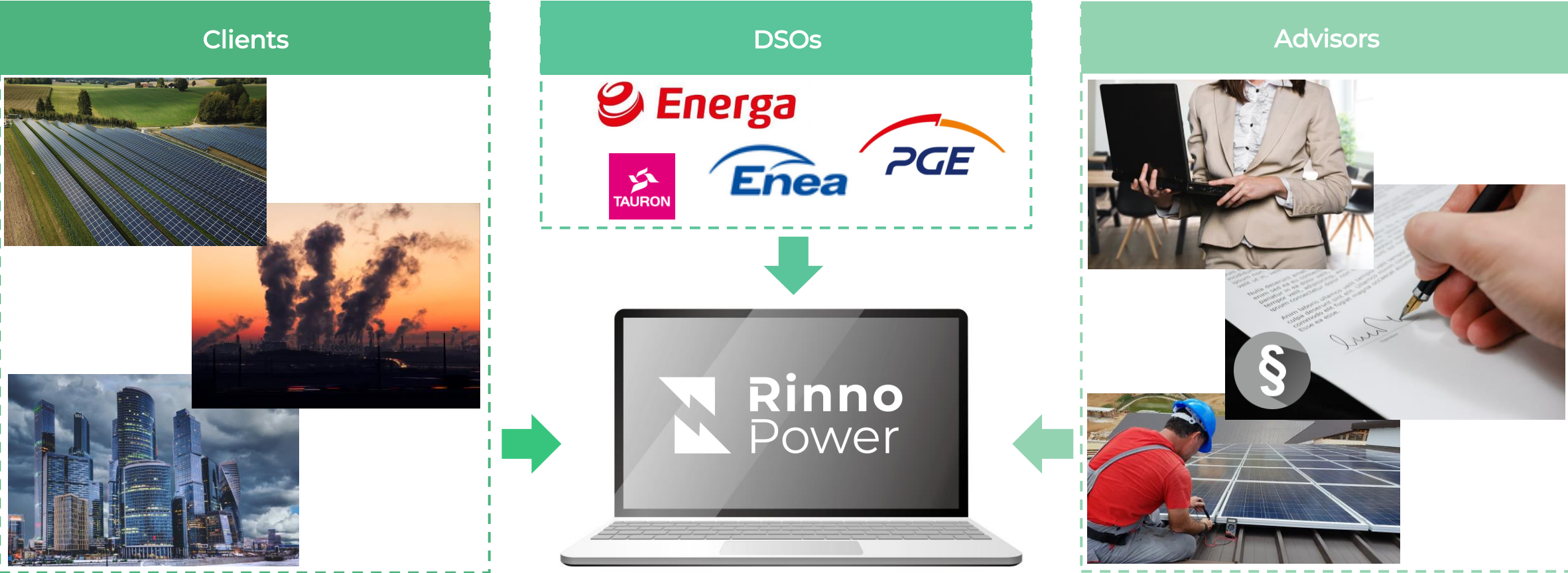
Short-term goal: **1%**  
of RES capacity in Poland



Long-term goal:  
**10-15%**  
of RES capacity in Poland  
**3-5%**  
of RES capacity in Europe

Sources: Own study based on data from PSE, ARE, CIRE, PSF, Pexapark.  
\*end of November 2021  
Rinno Power Sp. z o. o.

# Users of the platform



# Client segments

## Energy producers (with more than 0.5 MW of power)



Number of  
RES  
installations  
>0.5 MW\*

**2990\*\***

Installed RES  
capacity >0.5  
MW\*

**11,2 GW**

Number of  
significant  
entities in  
Poland\*

**~100**

Obtained  
letters of  
intent

**7**

\*source: Data for Poland, URE, as of December 31, 2021

\*\*increase from 2,496 as at June 30, 2021.

Rinno Power Sp. z o. o.

## Energy consumers (with a consumption of more than 0.5 GWh per year)

- Heavy industry
- Food industry
- Transport
- Packaging industry
- Chemical industry
- Pharmaceutical industry
- Corporations and retail



Target group size in  
Poland \*\*\*

**~5000**

Annual energy  
consumption of the  
target group in  
Poland\*\*\*

**~32 TWh**

Obtained letters of  
intent

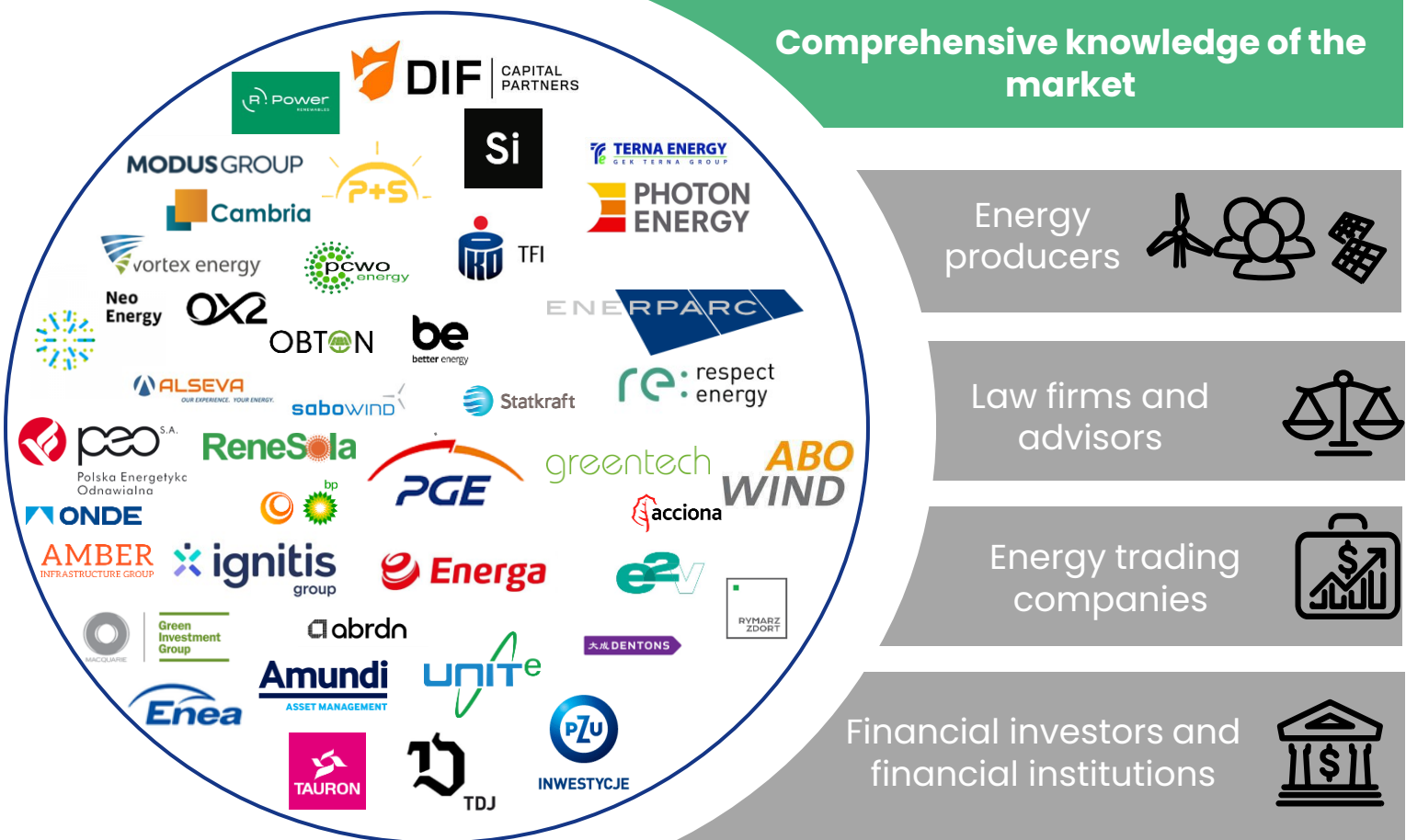
**7**

\*\*\*In Poland, conservative assumptions based on the Energy Regulatory Office

# RinnoPower founders have a broad understanding and knowledge of the RES sector

## Participation in industry events

Other events:



# Benefits for the clients

## Benefits of the PPA agreements

1



Stability and predictability of the energy price during the contract period

2



Increased bankability of the RES assets

3



Access to „green” energy

## Benefits of Rinno Power

1



Access to the community of counterparties interested in concluding PPAs

2



Standardization and acceleration (even 3-4x) of the process of concluding PPAs

3



Real-time analytics, monitoring and management of PPAs

# Communication channels

## Sales channels

1



Founders and their market relationships

2



Direct sales by the sales team

3



Events and trade fairs

## Educational and information channels

1



Website, blog and business social media

2



Press articles (including sponsored ones)

3



Technical and expert support in the platform

# Competition

									
Poland & CEE	✓	✓	✗	✗	✗	✗	✗	✗	✓
Support in concluding of PPAs	✓	✓	✓	✓	✓	✓	✓	✓	✓
Marketplace	✓	✗	✓	✓	✓	✓	✗	✓	✗
Automated RfPs	✓	✓	✓	✓	✓	✓	✓	✗	✗
Analytical tools	✓	✓	✓	✓	✓	✓	✓	✓	✓
Management of PPAs concluded	✓	✗	✗	✓	✗	✓	✗	✗	✗
Real-time monitoring of PPAs	✓	✗	✓	✗	✗	✗	✗	✗ ✓	✗



# Sources of Income

1

Fee for signing the contract  
(success fee)



2

Management and monitoring  
fee



3

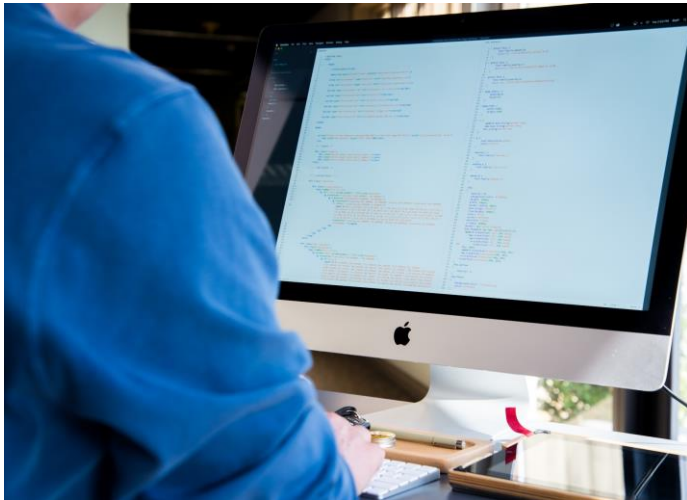
Sale of anonymised market  
reports & payment for access  
to the platform in the future  
(optional)



# What's next?

1

Completion of MVP development



2

Sales and promotional activities



3

Further development of the platform



We are going to raise additional funding for the development of the platform in the near future. We will consider the involvement of business angels and VC. To be discussed

# Thank you!

Please do not hesitate to contact us



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**Artur Wronkowski**

[artur.wronkowski@rinnopower.com](mailto:artur.wronkowski@rinnopower.com)

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Rinno Power spółka z ograniczoną odpowiedzialnością with its registered office in Lublin,  
Gospodarcza 26, 20-213 Lublin, registered by the Lublin-Wschód District Court in Lublin  
with its seat in Świdnik, VI Commercial Division of the National Court Register ,  
KRS: 0000935140, NIP: 946-271-18-98, REGON: 520537000.



Project title: Rinno Power - a platform supporting the signing of direct energy sales contracts (so-called PPAs) with RES for the B2B segment

Name of the beneficiary: Rinno Power Sp. z o. o.

Project value: PLN 1,307,708.00

Contribution of the European Fund: PLN 999,999.50

The aim of the project is to develop the activities of Rinno Power Sp. z o. o. based on the "data-driven marketplace" platform (which is an innovative product) created as part of the project, enabling the conclusion of PPAs and its introduction and promotion on the Polish market, as well as building the foundations for foreign expansion.



**Fundusze Europejskie**  
Polska Wschodnia



**Rzeczpospolita  
Polska**

**Unia Europejska**  
Europejski Fundusz  
Rozwoju Regionalnego

