

Learn Anywhere, Learn Anytime

Catering to meet all your learning needs:

• Face To Face • Live Online Training • On-site & Customised Training



# FINANCING SOLAR ENERGY

LIVE ONLINE TRAINING

Sep2021

Course Parts will commence at **11:30** and end at **14:00 (AEST)**. There will be short breaks during each course Part.

Part 1: 6<sup>th</sup> September

Part 2: 7<sup>th</sup> September

Part 3: 13<sup>th</sup> September

Part 4: 14<sup>th</sup> September

4 Part Series



**Our Expert  
Course  
Instructor**



**Julian Roche** began his career with the UK Government as an economic analyst, specialising in foreign trade, energy and economic modelling. He subsequently joined the mainstream Civil Service fast stream, where he specialised in major privatisations and procurement at the time of the development of Public-Private Partnerships. He then returned to economic analysis in the private sector as a divisional forecasting head for what later became Global Insight.

## Key Learning Objectives

- ▶ Understand the commercial implications of the latest developments in solar energy technology.
- ▶ Be able to assess the cost of solar energy at scale and retail levels.
- ▶ Appreciate the implications of changing government support and regulation for renewable energy across multiple jurisdictions.
- ▶ Research the major solar panel production companies worldwide.
- ▶ Value solar assets using all applicable methodologies.
- ▶ Compare a range of grid, corporate and retail solar projects in Australia and across multiple Asia Pacific jurisdictions.
- ▶ Use corporate and project finance structures for solar energy projects.
- ▶ Model solar panel output.
- ▶ Audit and compare solar energy financial models.

# FINANCING SOLAR ENERGY

## LIVE ONLINE TRAINING

Sep2021

Course Parts will commence at **11:30** and end at **14:00 (AEST)**. There will be short breaks during each course Part.

Part 1: **6<sup>th</sup> September**

Part 2: **7<sup>th</sup> September**

Part 3: **13<sup>th</sup> September**

Part 4: **14<sup>th</sup> September**

**4** Part  
Series

## ABOUT THE COURSE

The inexorable rise of solar energy both on and off-grid has created the need for project participants to understand not only the technical aspects of solar panels and energy transmission, but also the regulatory background, economic rationale for solar projects, the financial structures that are being employed to make them profitable, and the financial models that underpin them.

The initial focus of the course is on the current state of the industry in Australia and Asia. Recent technical developments have led to rapid cost decreases, which require detailed consideration of benchmarks, forecasting techniques, and the range of possible trajectories of technical development, competition from other energy sources, and compensating battery storage possibilities. The next step is to analyse current market conditions in detail, at grid, corporate and retail level, examining both the range of regulatory frameworks that apply at national and sub-sovereign level throughout Asia Pacific, the solar value chain, and the availability of both equity and debt finance for solar projects, including examples of international agency support.

This permits delegates to work in groups to analyse the rationale, financial structure, management and outcomes of individual projects, including grid electricity supplier initiatives, corporate offtake deals both on and off-grid, and retail supply examples. This group work in turn leads to consideration of the valuation methodologies involved and the valuations solar projects and companies currently achieve. Delegates will then use the market knowledge and valuation techniques they have acquired during the course to audit, compare and perform risk analysis on solar financial models.

## EXPERT COURSE INSTRUCTOR



**Julian Roche** began his career with the UK Government as an economic analyst, specialising in foreign trade, energy and economic modelling. He subsequently joined the mainstream Civil Service fast stream, where he specialised in major privatisations and procurement at the time of the development of Public-Private Partnerships.

He then returned to economic analysis in the private sector as a divisional forecasting head for what later became Global Insight. After having worked on a range of derivative contracts for in the City of London, in 1991 he set up his own consultancy, where he acted inter alia for a number of years as senior consultant to a venture capital company guiding tech investments, and subsequently advised developers and energy companies on finance and modelling, and UNCTAD, the World Bank and governments on global investments and trade.

He regularly publishes and conducts courses on a range of financial topics including renewable energy, financial modelling, project finance, venture capital, and valuation to international firms, banks, and public sector agencies including central banks and sovereign wealth funds.

Julian holds a first-class degree in Philosophy, Politics and Economics from Oxford University and amongst other higher degrees, a PhD in risk management from Deakin University.

## WHO WILL BENEFIT

This course is designed for renewable industry professionals and others who need to gain a detailed understanding of how solar projects can and are being successfully financed and executed in Australia and Asia. The step-by-step method of training allows those without prior experience of finance or financial modelling to gain as much from the course as all other participants.

The course will therefore benefit engineers, solar specialists, developers, promoters, those working in corporates engaged in solar offtake projects and retail solar firms. The course is also designed to benefit lawyers, accountants and bankers, as well as investors, economists, regulators, and those involved with the development of solar energy policy within government and local communities.

## Learn Anywhere, Learn Anytime

### Catering to meet all your learning needs:

- Get **high quality** practical training from our expert instructors
- From **Face To Face**, **Online** and **Blended Learning**, get a superior solution for your learning needs
- Learn **live online** in an interactive environment
- **Invest** in yourself. Invest in your team.

Register today for our **Live Online Training** courses and find out how they can help you transform the way you work. Contact one of our training consultants on [training@informa.com.au](mailto:training@informa.com.au) to find out more.

# FINANCING SOLAR ENERGY

## LIVE ONLINE TRAINING

Sep2021

Course Parts will commence at **11:30** and end at **14:00 (AEST)**. There will be short breaks during each course Part.

Part 1: **6<sup>th</sup> September**

Part 2: **7<sup>th</sup> September**

Part 3: **13<sup>th</sup> September**

Part 4: **14<sup>th</sup> September**

**4** Part  
Series

## Course Outline

### Modules 1 and 2: The financing of solar energy

#### State of Solar

- Analysing solar energy generation

#### Case Study: Installed capacity and market conditions

- Performance benchmarks and new solar technology
- Operating costs for solar projects (including panel efficiency)
- LCOE factors for solar – approaching parity throughout Asia-Pacific

#### Exercise: Projecting solar LCOE throughout Asia-Pac

- Alternative cost calculations
- Integrating solar and battery technology

#### Solar energy and corporate finance

- The retail market for solar energy
- Key international players
- National market differentiation
- Existing retail market incentives (including tax credits, residential FITs) in Asia-Pacific

#### Case Study: Comparative analysis of solar policies in Australia (Federal and State), Singapore, Indonesia, Philippines, and Malaysia

- Household, farm and SME take-up issues
- Integrating solar energy with residential and commercial development
- Financing and modelling household solar energy

#### Group Exercise: Modelling the choice for solar in 2021: comparing jurisdictions, Australia, New Zealand and Asia-Pacific

#### International solar finance

- Large-scale solar projects and off-grid analysis
- Solar auctions and the future of the grid
- Renewable energy asset flows
- Institutional investors in solar projects

#### Case Study: Economies of scale: China Energy Investment Corporation

- Listed companies with major solar exposure
- The impact of regulation and portfolio diversification
- Solar equity investment performance

### Modules 3 and 4: Structuring, valuing, and modelling solar projects

#### Valuing solar assets

- Accounting principles and practice for solar assets
- Valuation methodologies for solar assets
- Empirical analysis of solar asset valuation
- Comparison with listed share prices in Asia-Pacific jurisdictions

#### Project finance for solar energy

- Logic, structure and advantages of SPV finance
- Measuring the cost of capital
- Building the JV: project owners, financiers/investors, landowners, service providers and technology suppliers.

#### Case Study: Power Purchase Agreements (PPAs), solar leases and bankability

- Empirical analysis of SPV finance for solar
- Legal and tax issues
- Derivatives as risk management tools for solar finance
- Sources of solar project finance in Asia-Pacific
- Bank lending criteria: what makes a solar project bankable?

#### Group Exercise: Pitching a solar project to a bank

- The solar project bond market in Asia-Pacific

#### Case Study: International rating agency criteria for solar projects and debt

#### Modelling solar finance projects

- Excel revision
- Energy output modelling
- Inflation and escalation
- Solar model structure
- Introducing accounts, depreciation and tax into the model
- Measuring and managing reserves and risk
- Integrating models into feasibility studies

#### Group Exercise: Comparing and auditing solar financial models

#### Course Conclusion

# FINANCING SOLAR ENERGY

## LIVE ONLINE TRAINING

Sep2021

Course Parts will commence at **11:30** and end at **14:00 (AEST)**. There will be short breaks during each course Part.

Part 1: **6<sup>th</sup> September**

Part 2: **7<sup>th</sup> September**

Part 3: **13<sup>th</sup> September**

Part 4: **14<sup>th</sup> September**

**4** Part  
Series

## Easy Ways to Register

**1 Web**  
[www.informa.com.au/financingsolar](http://www.informa.com.au/financingsolar)

**2 Telephone**  
+61 (02) 9080 4032

**3 Email**  
[training@informa.com.au](mailto:training@informa.com.au)

## Learn Anywhere, Learn Anytime

### Catering to meet all your learning needs:

- Get **high quality** practical training from our expert instructors
- From **Face To Face, Online** and **Blended Learning**, get a superior solution for your learning needs
- Learn **live online** in an interactive environment
- **Invest** in yourself. Invest in your team.

**Register today** for our **Live Online Training** courses and find out how they can help you transform the way you work. Contact one of our training consultants on [training@informa.com.au](mailto:training@informa.com.au) to find out more.

## Financing Solar Energy - Live Online Training

Course Code	Location	Course Parts	Month	Standard Price	4+ Dels Discount
P21GR50AUV	Live Online Training	All 4 Parts	Sep2021	\$2,095 + \$209.50 GST	<b>\$2,304.50</b> <b>Great Savings:</b> When you book <b>4 or more</b> participants! <b>Call us</b> today on <b>+61 (2) 9080 4032</b> or email <a href="mailto:training@informa.com.au">training@informa.com.au</a> to take advantage of the discount offer.

### Privacy Policy & Updating your Details:

Please visit us online at [www.informa.com.au/privacy](http://www.informa.com.au/privacy) for a full privacy policy. Database amendments can be sent to [database@informa.com.au](mailto:database@informa.com.au) or phone **+61 (0) 2 9080 4017. ABN: 66 086 268 313**

## Informa Corporate Learning – On-site & Customised Training

Informa Corporate Learning has a long-standing track record of delivering very successful customised learning solutions achieving real and measurable value for our clients through our senior training consultants.

If you have 8+ interested people, an on-site course can be the ideal solution – giving you the opportunity to customise our course content to your specific training needs, as well as attracting significant savings compared to public course costs.

### Why Choose On-site With Informa Corporate Learning?

- 1. Custom design** – Together, we will identify the best blended learning solution for your culture, your people and your training objectives.
- 2. Quality Assured** – We design market-leading training programs, concepts and methodologies, with a 400+ course portfolio. Our rigorously selected 900+ instructor faculty are recognised experts in their field. Quality of their content and delivery methods is assured through continuous monitoring and evolution.
- 3. On-site training** is a cost effective way to train your people and achieve your defined outcomes.

### Our Long Standing Clients Include:

ActewAGL, Ajilon, Ambulance Victoria, ANU, Arrow Energy, Australian Super, Barrick, BHP, Chevron Australia, Coffey International, ConocoPhillips, CSIRO, Dalrymple Bay Coal Terminal, Department of Education, Department of Planning, Electricity Generating Authority of Thailand (EGAT), ENI Australia, EY, Fortescue Metals Group, Health Purchasing Victoria, IBM, IP Australia, Jemena, Litmus Group, Metro Trains, Office of the National Rail Safety Regulator, Origin Energy, Pacific National, PT Freeport, Public Transport Authority – WA, QGC – BG Group, Queensland Rail, Rio Tinto, Romgaz, SA, South Australia Health, Telstra, Transport & Infrastructure, UBS, Woodside and more...

Speak with **Anton Long** on **+61 481 995 653** or **Holly Baldwin** on **+61 450 866 597** to discuss your customised learning solution, or email [training@informa.com.au](mailto:training@informa.com.au)