

## PV Financing Workshop:

# “Suitable Business Models & Financial Schemes for PV development in Europe”

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**Date:** 19. February 2016

**Venue:** ibis Brussels Centre Sainte Catherine  
Rue Joseph Plateau Straat 2 | B-1000 Brussels



## Objective:

To present some of the suitable business models and financial schemes for the development of photovoltaic in Europe, as well as their challenges and best practices. European renowned experts will describe the best practices and challenges of these models.

## Agenda:

Time	Topic
9:00 - 9:30	<p><b>Welcome and Introducing PV Financing – project outcomes</b></p> <p><i>Luz Aguilar – BSW Solar (project coordinator)</i></p>
9:30 - 10:45	<p><b>Opportunities and challenges of self-consumption in PV in the distributed segments</b></p> <ul style="list-style-type: none"> <li>• Summary of PV market development in Europe and evolution of self-consumption policies</li> <li>• Description of the business models related to self-consumption: do's and don'ts</li> <li>• Description of grid costs, taxes, aggregation for market access, regulations</li> <li>• Virtual self-consumption or virtual net-billing</li> <li>• Financing tools to promote self-consumption</li> <li>• Complex business models including PV self-consumption together with additional tools (storage, DSM, building refurbishment etc.)</li> </ul> <p><i>Gaëtan Masson – Director, Becquerel Institute</i></p> <p>➔ <b>Discussion with the NIP<sup>1</sup> about the needs and challenges implementing the business model.</b></p>
10:45 - 12:00	<p><b>Evolution of the UK market for ground mounted solar</b></p> <ul style="list-style-type: none"> <li>• From FiT to RO, CFD</li> <li>• Volume and viability - cost of capital and business models</li> <li>• Market saturation and maturity</li> <li>• Impact of falling wholesale power</li> <li>• Withdrawal of subsidy and pressure to move to new business models</li> <li>• Investor perspective - international comparisons and lessons - what next for UK investors</li> </ul> <p><i>Giles Clark - CEO Primrose Solar</i></p> <p>➔ <b>Discussion with the NIP about the needs and challenges implementing the business model.</b></p>

<sup>1</sup> NIP: National implementation Partners refers to the 7 countries where PV Financing is being implemented, these include: Austria, France, Germany, Great Britain, Italy, Spain and Turkey

12:00 - 13:00	Lunch
13:00 - 14:15	<p><b>Selling electricity from PV directly to third parties: opportunities and obstacles in Germany</b></p> <ul style="list-style-type: none"> <li>• PV market development in Germany with regard to projects making use of feed-in-tariffs, self-consumption and decentral direct selling models</li> <li>• The Renewable Energy Sources Act 2014 (EEG 2014): the legal framework</li> <li>• Grid costs, taxes and other fees in relation to the decentral selling of electricity from PV</li> <li>• Examples for business models: multi family home, shopping centre, industrial park</li> <li>• Step by step to a decentralized direct selling operation: what are the legal requirements?</li> <li>• Comparison: self-consumption vs. direct selling</li> <li>• Marketing electricity from PV via the grid</li> </ul> <p><i>Dr. Steffen Herz, Lawyer and Partner at von Bredow Valentin Herz (vBVH), Berlin</i></p> <p>➔ <b>Discussion with the NIP about the needs and challenges implementing the business model.</b></p>
14:15 - 15:30	<p><b>Innovative PV-Solutions in urban energy supply: experiences of the crowdfunding model in Austria</b></p> <ul style="list-style-type: none"> <li>• PV in Austria and Vienna</li> <li>• Key characteristics of the crowdfunding model WIEN ENERGIE</li> <li>• Importance and the benefits of the business Model – Crowdfunding</li> <li>• Success factors and challenges and project finance</li> </ul> <p><i>Klemens Neubauer - Wien Energie GmbH</i></p> <p>➔ <b>Discussion with the NIP about the needs and challenges implementing crowdfunding.</b></p>
15:30 - 16:00	<b>Summary of the key outcomes of the workshop</b>
16:00	End of the session

**Registration:** please send an email to [aguilar@bsw-solar.de](mailto:aguilar@bsw-solar.de) until the 12 of February with the subject: “PV Financing Workshop 19.2.16”

For more information about PV Financing please visit: <http://www.pv-financing.eu/>