

# pV magazine group

## **pV magazine Webinar: Has large-scale solar got its sums right?**

powered by Sterling and Wilson

### **With**

- **Vikas Bansal**, Head of Business Development Int. markets, Sterling and Wilson
- **Dr. Rainer Gegenwart**, CTO, Phanes Group
- **Moderation:** Ian Clover, pV magazine

### **Content:**

1. Discussion of current large-scale pricing landscape
2. Analysis of certain markets from an EPC perspective
3. How conditions in less stable markets affect costs, from a developer perspective

**More information, downloads and recordings on pV magazine webinars:**  
**[www.pv-magazine.com/webinars](http://www.pv-magazine.com/webinars)**

# pv magazine group

## Introduction: Has large-scale solar got its sums right?

- Solar PPAs have begun hitting record lows at an accelerated rate in the past 18 months.
  - **India: 500 MW Bhadla Park: \$37/MWh**
  - Abu Dhabi 1.17 GW Sweihan Park: \$24.2/MWh
  - As low as \$23.6/MWh in Saudi Arabia . ACWA awarded the tender
  - **And a world low of \$21.48/MWh in Chile, won by Enel)**
  - At the same time, panel prices are rising
- > **Four very different countries, but what do they all have in common?**

*Photo: Neoen*



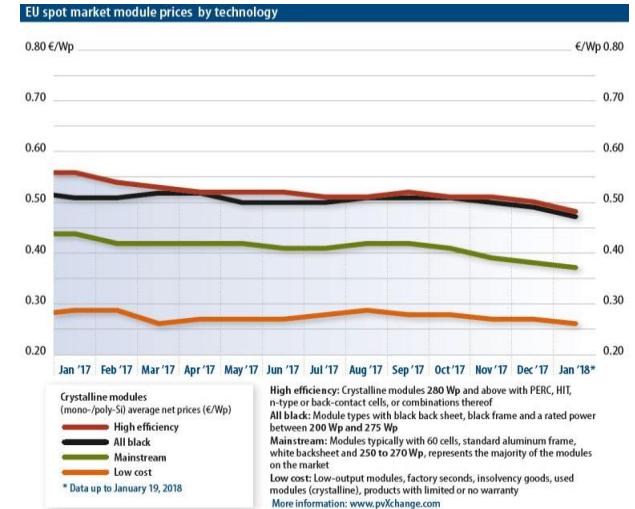
**If we look at the winning developers: Acme Solar, JinkoSolar/Marubeni, ACWA, Enel – all very large, global firms, winning bids on huge projects**

# pv magazine group

## Rising prices vs. Lower PPAs – something's got to give

Photo: pv magazine

- PPAs are at their lowest in regions with no solar panel duties applied
- **Prices for modules could be set to rise**, so what impact is this likely to have on large-scale development costs?
- Buy or wait: how do EPCs make this decision on when to buy their modules?
- Will **module prices fall in Q2**, given current polysilicon and wafer capacity increases?
- **Are projects that have won development licenses based on lower module prices at risk? Might some not be developed?**  
→ Who takes responsibility in such cases? Who ultimately assesses the risk?



**Modules account for approx. 30% of a large-scale solar project's costs. How do EPCs calculate their PPAs based on this?**

# **pV magazine group**

**pV magazine Webinar: Discussion of presentations, and questions from the audience**

**That concludes today's webinar on large-scale solar. Thanks for listening!**

**Join us for the next pV magazine webinars, details below:**

- **Powered by JinkoSolar: how can cell and module innovation continue to drive standards?**  
Tuesday March 27, 2pm – 3pm (CET)
- **Powered by Kaco: Kaco returns to the battery storage market with a new inverter**  
Wednesday April 24, 3pm – 4pm (CET)

**More information, downloads and recordings on pV magazine webinars:  
[www.pv-magazine.com/webinars](http://www.pv-magazine.com/webinars)**