



RENEWABLE ENERGY TENDERS

KNOW THE RISKS, FIND THE OPPORTUNITIES

RIISING COMPETITIVE PRESSURE FOR RENEWABLES

Auctions for renewables, as introduced by the German Renewable Energy Sources Act 2017 (EEG 2017), tighten the economic pressure on renewable energy sources and pose new demands on project developers and investors. Apart from site-specific criteria and the shareholder structure, competitive dynamics are a decisive factor. Accordingly, comprehensive knowledge of the market and the competitive environment as well as the outcome of previous auction rounds is crucial for a successful bid.

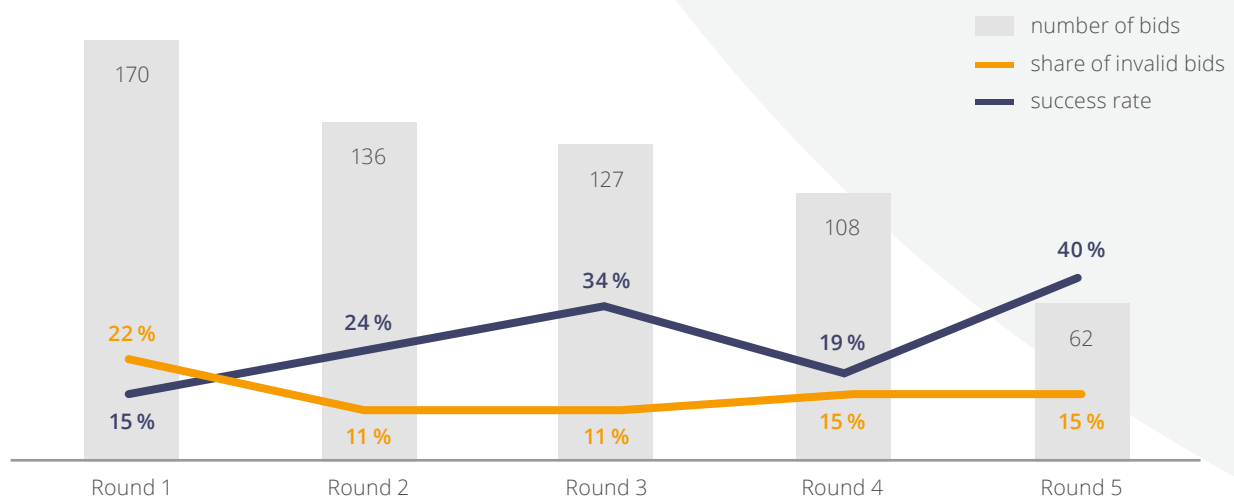
High upfront investments increase the investment risk, particularly for wind energy projects, where granted permits are a prerequisite.

Moreover, future adjustments of the regulatory framework can significantly influence the income situation for later projects and must be taken into account well in advance.

In this context, the following key questions arise for a potential bidder:

- Can the tender result generate sufficient revenues?
- Are the necessary upfront investments for a project expedient?
- What are the opportunities and risks of a tender participation?
- Is there an ideal point in time to participate with a specific project?
- What is the optimal bidding strategy?

HIGH ERROR RATE AND LOW SUCCESS RATE DURING THE FIRST PHOTOVOLTAICS AUCTIONS



OUR CONSULTING SERVICES

TEAM CONSULT provides answers to the questions that arise during the bidding process. We offer professional consultancy regarding the strategic and commercial planning of solar, wind and biomass energy projects and support our clients in all major tendering issues:

- Analysis of market environment and competitive dynamics under consideration of the regulatory framework and regional provisions (e.g. area restrictions)
- Evaluation of upfront investment decisions, taking into account all economic parameters as well as the customer's entrepreneurial objectives
- Analysis of opportunities and risks when participating in the current call for tenders
- Development of an optimal bidding strategy which fulfils the customer's requirements, particularly regarding risk tolerance and expected profit
- Support during all stages of the tendering process

100 % RELIABILITY AND QUALITY

TEAM CONSULT delivers custom-tailored analyses with digestible results, showing specific courses of action based on comprehensible assessment criteria. By involving our senior experts with long-time practical experience in top management positions of energy companies at different market levels we create comprehensive, realistic and robust results and evaluations.

A strict commitment towards our clients protects us from conflicts of interest. That is why we only consult one single customer on the bidding strategy during each call for tenders and grant this customer preferential



consultancy during the subsequent auction round. The interest of our clients is our priority.

TEAM CONSULT'S EXPERIENCE

TEAM CONSULT G.P.E. GmbH, which is headquartered in Berlin, is an internationally active and networked consultancy firm for the energy sector, with leading expertise in particular in the German market. Our expert knowledge includes pricing strategies, tendering management, investment decisions, contract management, regulatory management and mechanism design.

We consult national and international companies in the energy business regarding the market integration of renewable energies and all strategic and commercial issues. Our consultancy services are based on more than 25 years of experience in the energy sector.

We have a comprehensive understanding of the energy market based on constant observation. Using databases that are specially geared up to energy markets, we carry out analyses that allow conclusions to be drawn for reliable opportunity and risk assessments. As a team we guarantee you individual, creative and high-quality solutions to your problems.



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