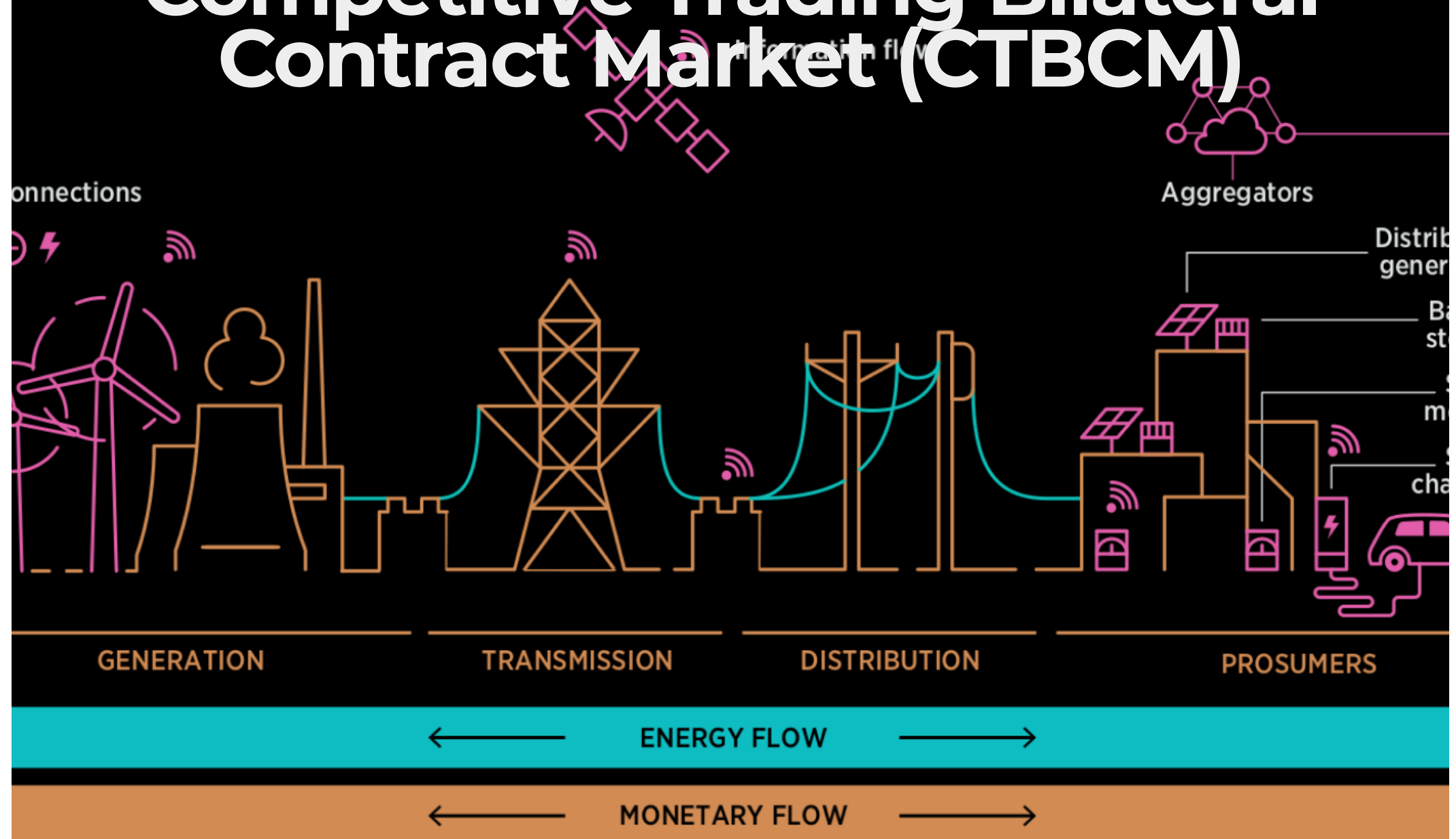


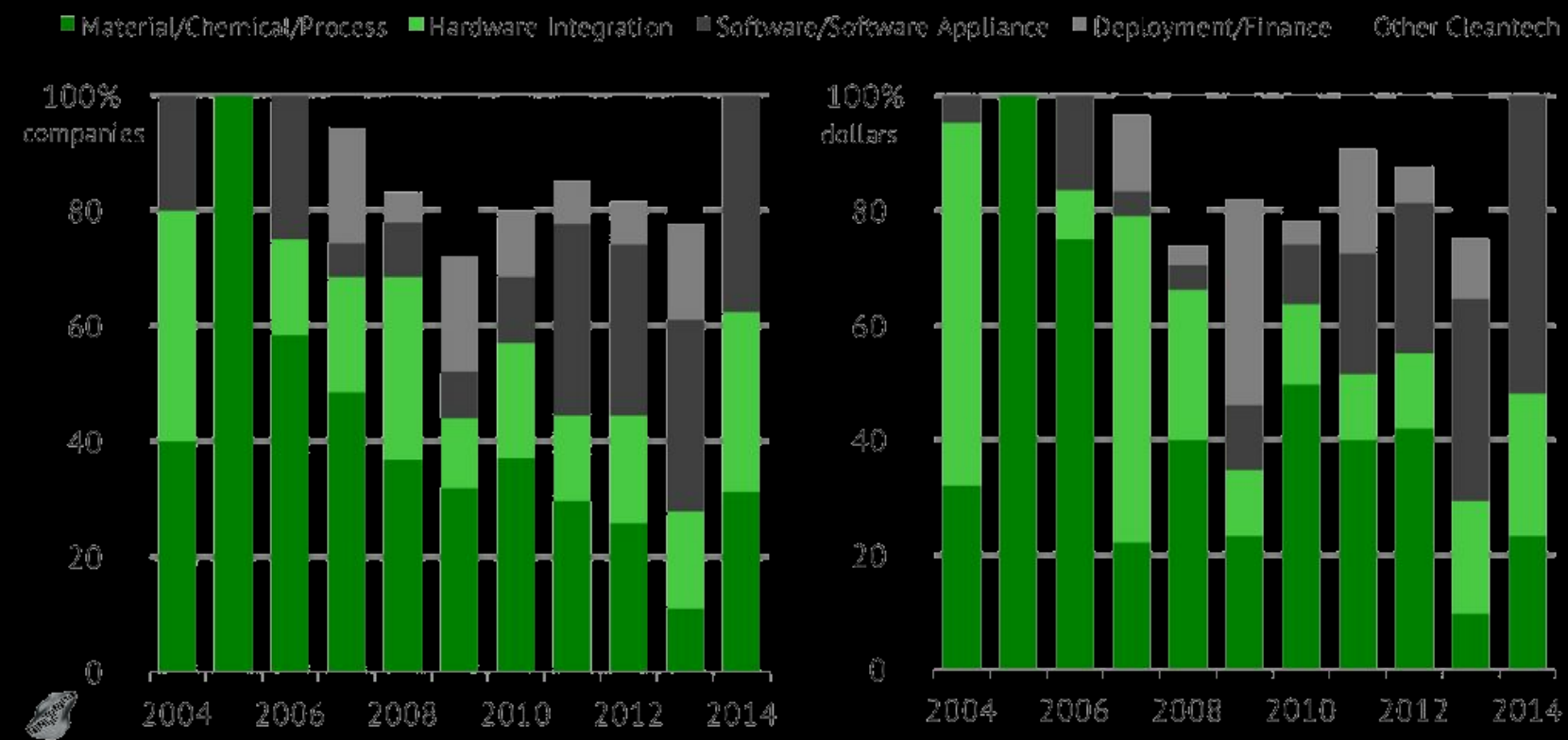
Fintech and the energy sector: a perfect marriage, or an odd couple?



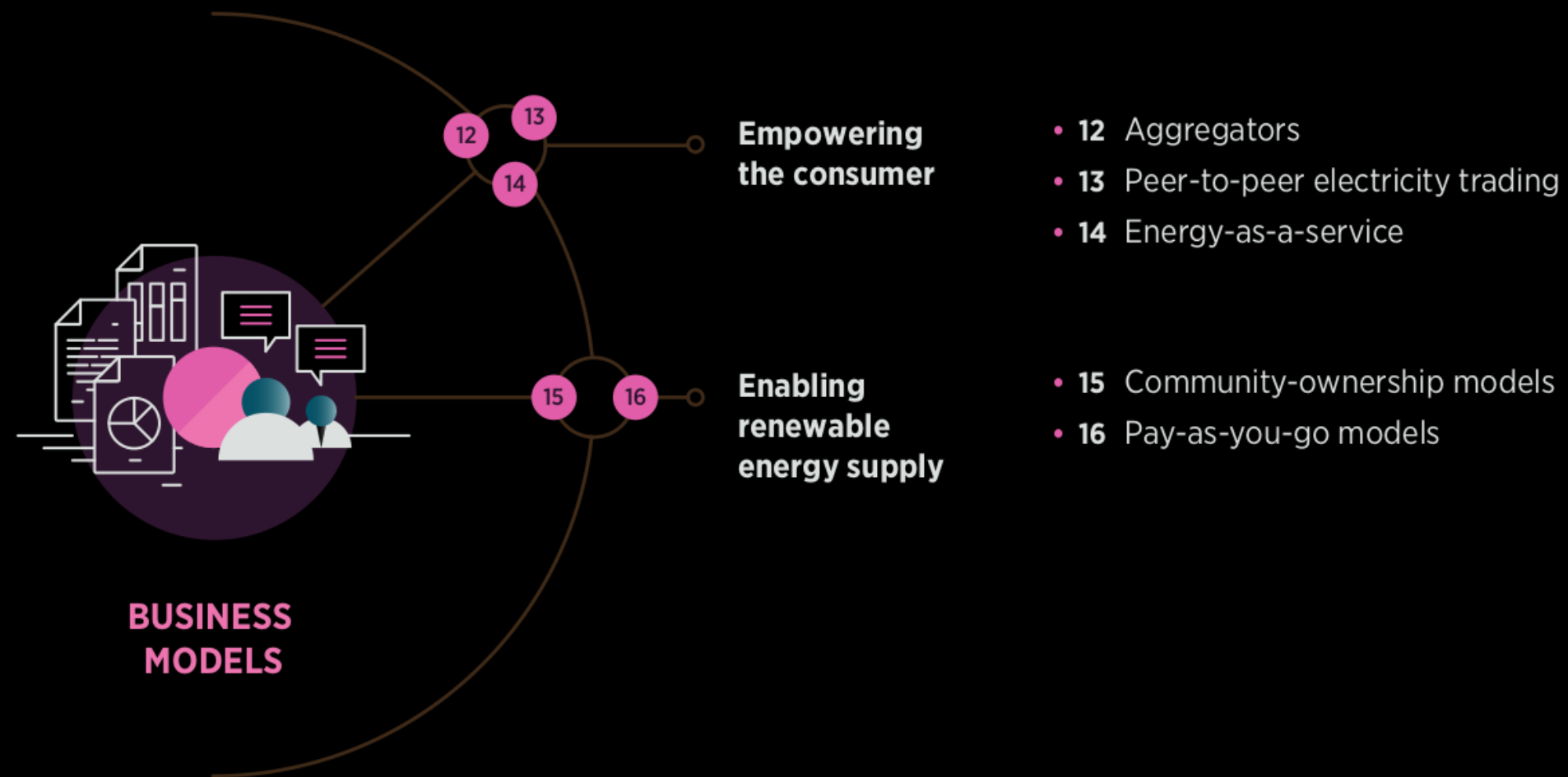
Competitive Trading Bilateral Contract Market (CTBCM)



Software Is Eating Cleantech



A-round VC financing for cleantech companies shifted from breakthrough materials, chemicals, and hardware to "capital light" innovations and business models.

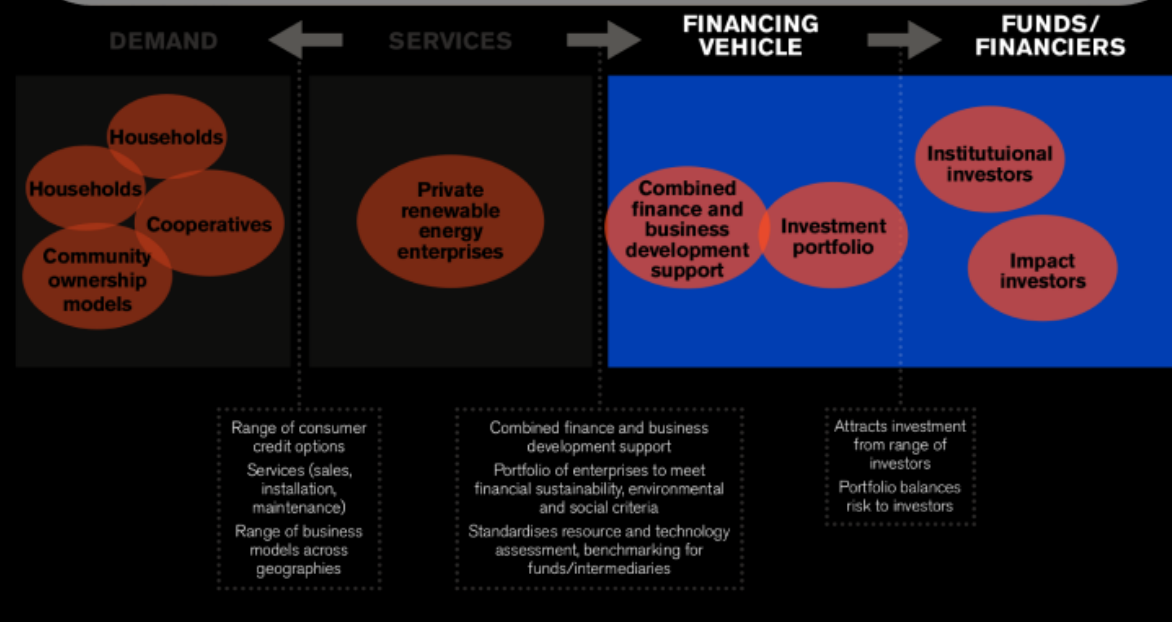
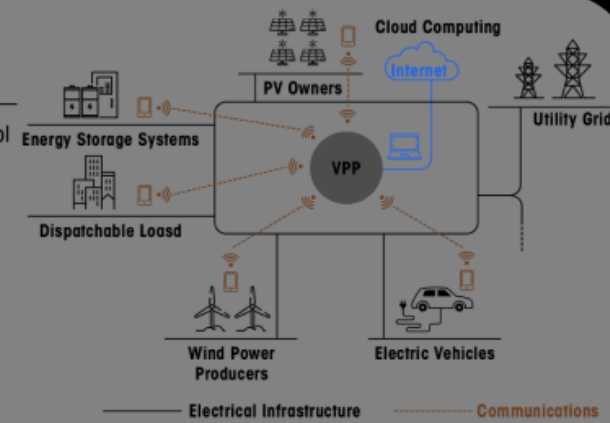


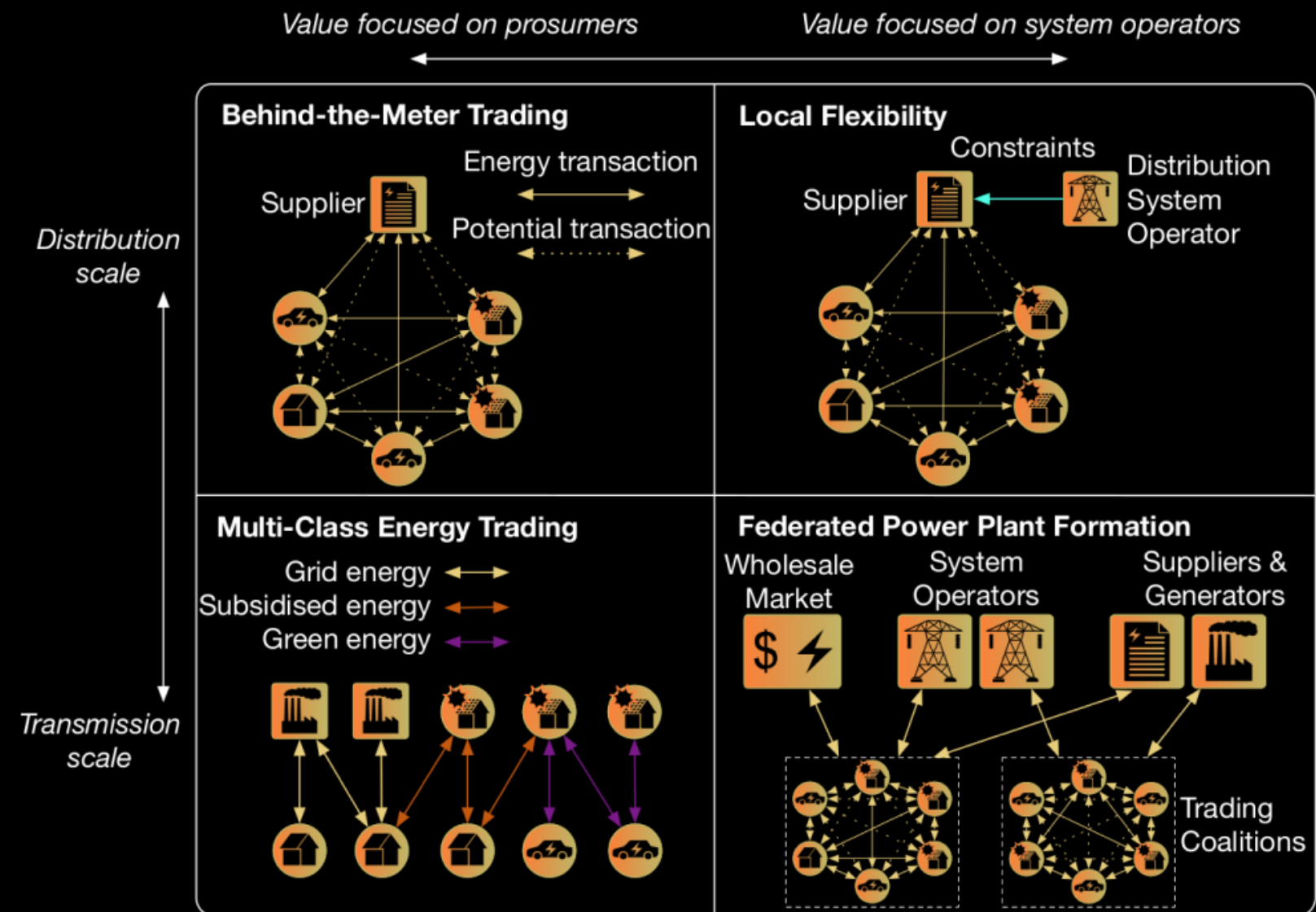
1 BENEFITS

Aggregators use a centralised IT system to remotely control the DERs and optimise their operation.

They can provide:

- Load shifting
- Balancing services to TSOs
- Local flexibility to DSOs





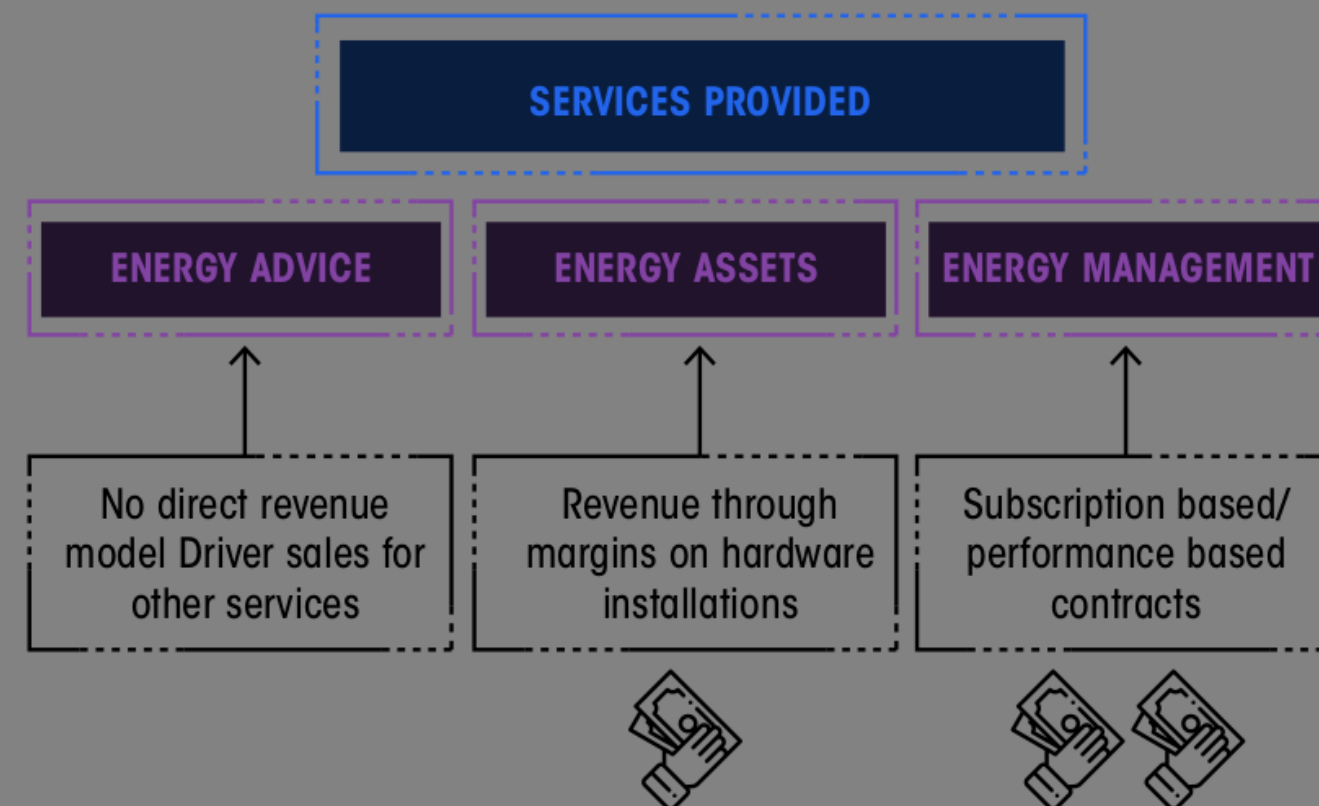
Energy as a Service

1 BENEFITS

Through different services provision and revenue models, EaaS supports:

- deployment and operation of distributed energy resources and
- demand-side management

This unlocks demand-side flexibility.



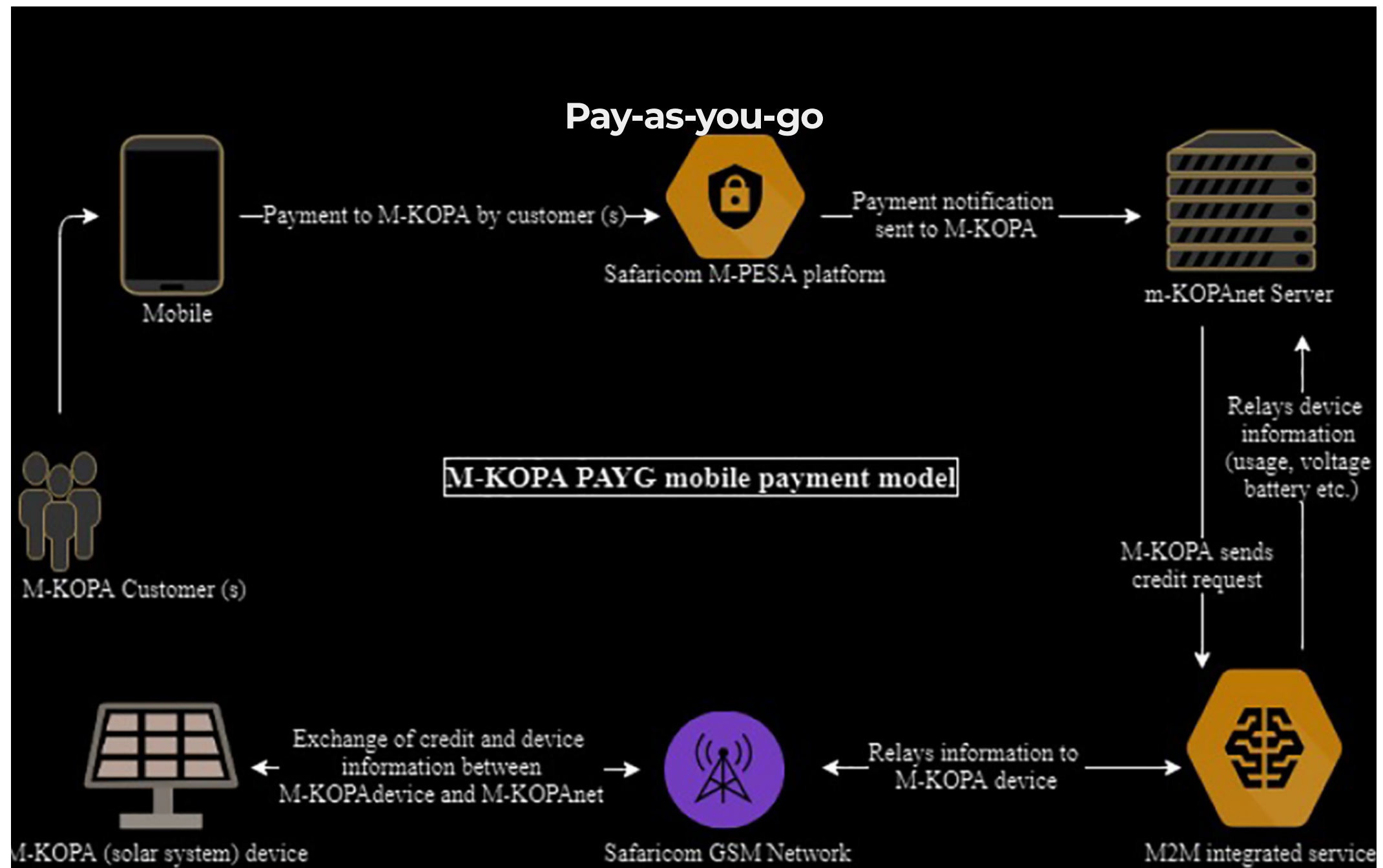


Fig. 3. M-KOPA PAYG model.
Source: (Nique & Smertnik, 2015).



Proxy Revenue Swap

Description: Fixed \$ contract, frequently used to support project financing

Use Case: New & existing merchant projects seeking revenue certainty

Experience: ~2,000 MW Closed



Balance of Hedge

Description: Fixed \$ or \$/MWh contract that mitigates the residual volume and market price risks of a traditional hedge

Use Case: New & existing projects with PPAs or hedges seeking additional revenue certainty

Experience: ~500 MW Closed



Proxy Generation P

Description: Fixed \$/MWh contract settling on Proxy Generation, frequently used to support project financing

Use Case: New & existing merchant projects seeking revenue certainty

Experience: ~100 MW Clo



Proxy Generation PPA Settlement

Description: Settlement service for PPAs settling on Proxy Generation

Use Case: Buyers protecting themselves from expensive and uncontrollable hourly operational risk

Experience: ~1,100 MW Closed



Volume Firming Agreement

Description: Financial firming of PPA settlements, helping clean energy buyers transfer volume and shape risks

Use Case: Buyers aiming to eliminate financial exposure when matching renewable generation with electricity demand

Experience: ~900 MW Closed



Settlement Guarantee Agreement

Description: Fixed payment contract enabling the transfer of uncertain future PPA settlements to an insurer

Use Case: Buyers seeking to eliminate commodity exposure and volume risk associated with PPA settlements

Experience: ~50 MW Closed

Sub-national Pooled Financing - Mutual Credit and Risk Sharing

- Blockchain and Governance

References

- [What is fintech](#)