



#7 Renewable & Storage Forum

22nd of October 2025

PPA Platform: Trends and Next Steps

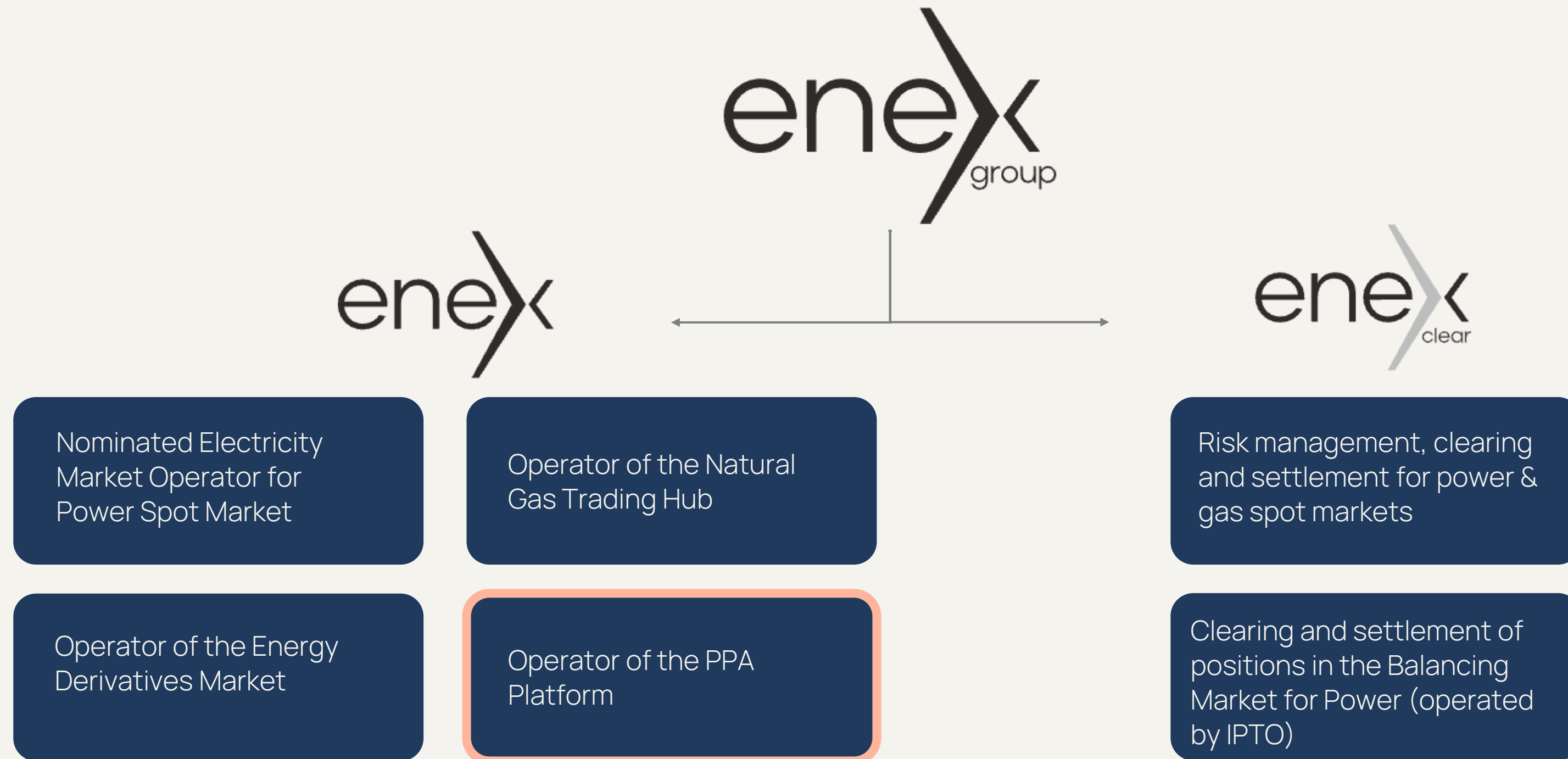
Manolis Kalaitzakis

Strategy & Business Development Director

Hellenic Energy Exchange S.A.



Hellenic Energy Exchange – Overview





PPA Platform

operated by HEnEx

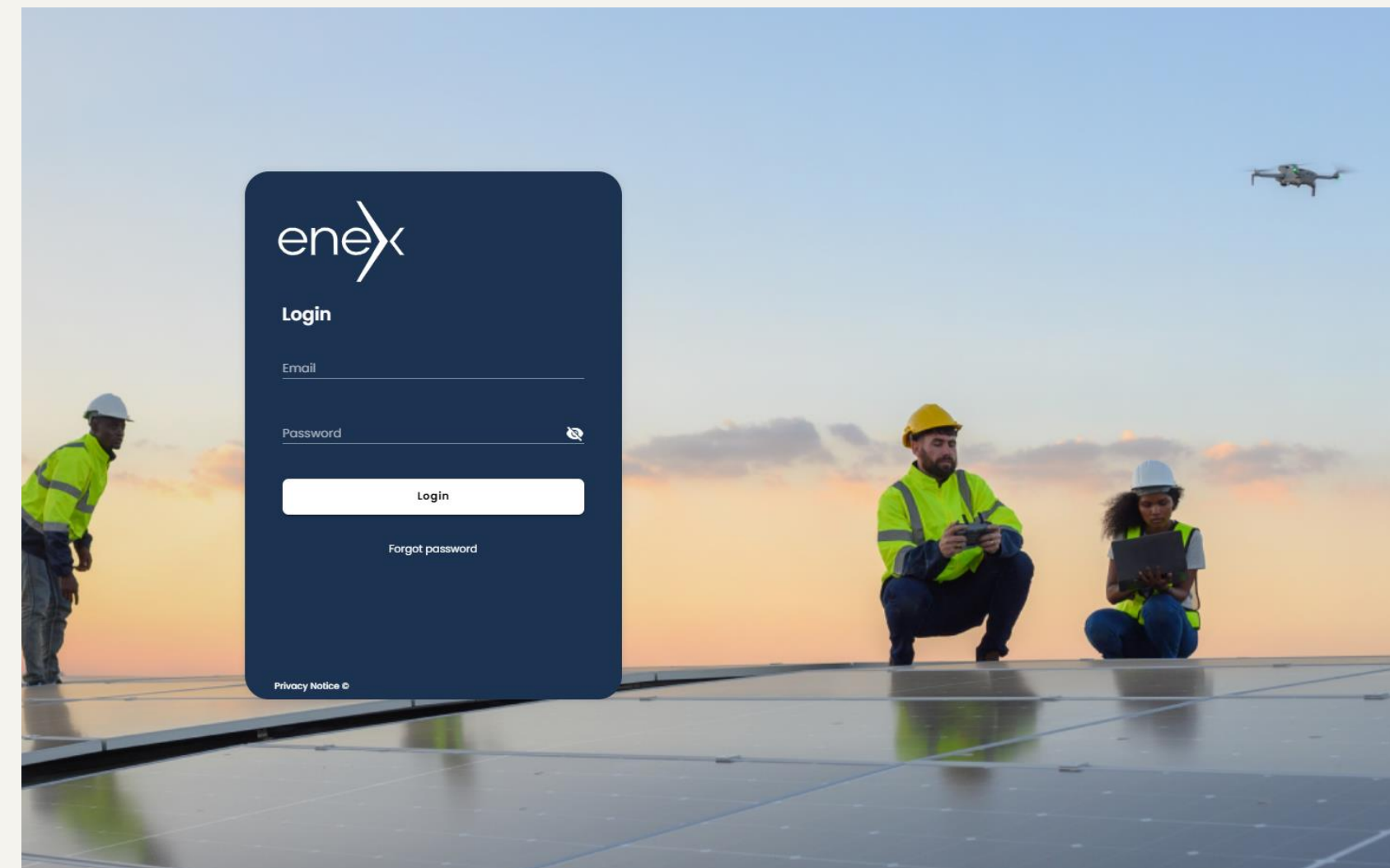
What is the PPA Platform?

The Marketplace

The PPA Platform provides **a marketplace for PPA buyers and sellers to meet**

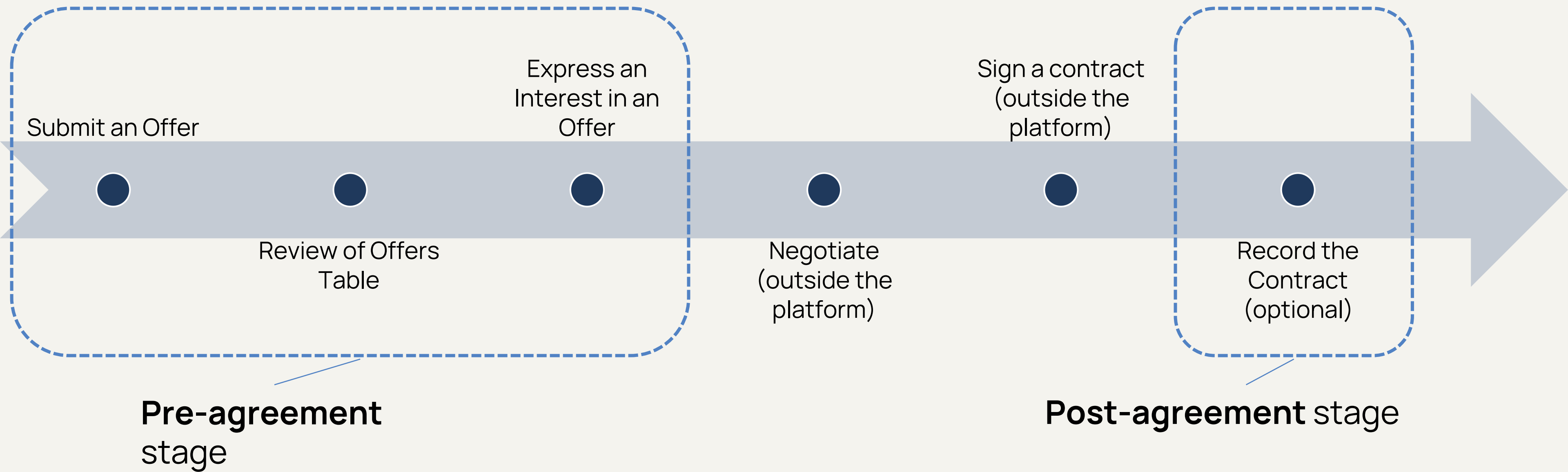
- › Buy and Sell offers can be **posted** on the PPA Platform
- › Parties may **express their interest** in existing offers
- › A **template contract** with standard general terms & conditions is available on the platform for interested parties to use

The PPA Platform went live in December 2024



The PPA market timeline

PPA Platform



Who is eligible to become a Participant?

- ✓ **Participants** can be:
 - Producers and RES Producers
 - Suppliers
 - Traders
 - Aggregators
 - Self-Supplying Consumers
 - Final Consumers
 - Financial institutions
 - Investment firms



New categories

- ✓ HEnEx aims to provide **equal access** to all market players
- ✓ The **Participant status** is acquired through authorization by HEnEx
- ✓ Candidates should **declare their scope of activities** in the Application Form

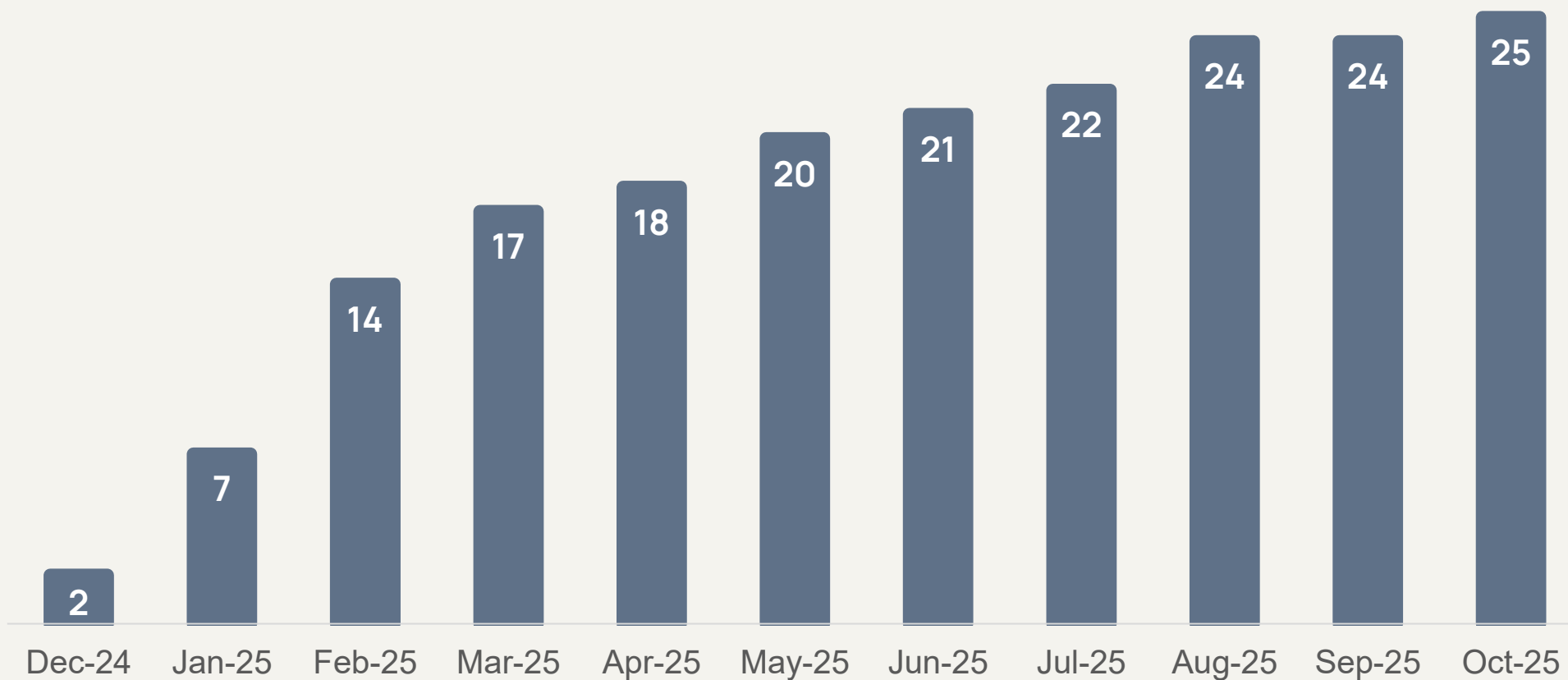


PPA Platform Activity 2024-25 YTD

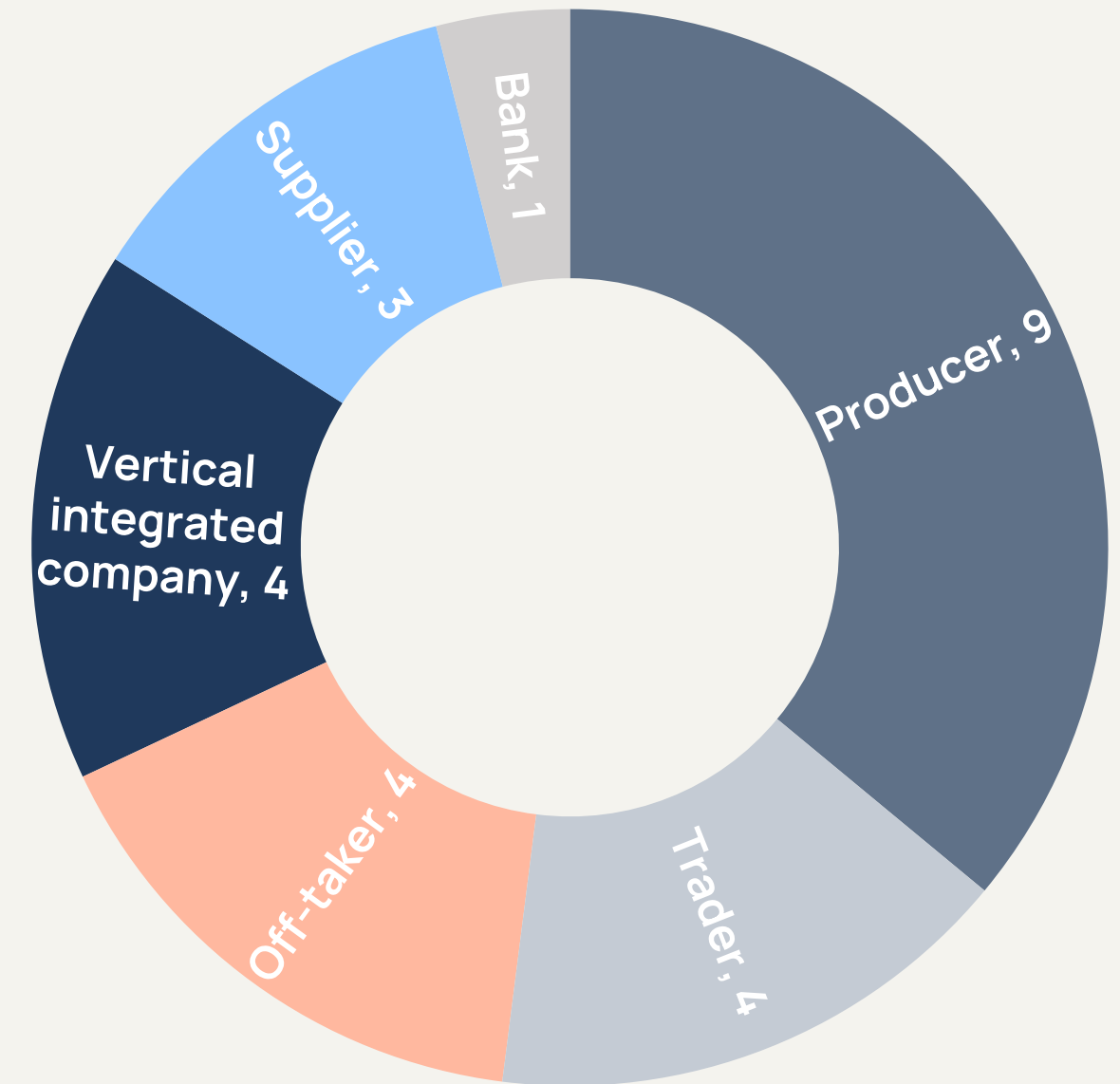
Members progress

Since launching in December 2024, the PPA Platform has experienced **steady growth in membership**, attracting diverse market participants from across the electric power value chain.

Number of Members



Number of companies per Main Activity



25 Members



- 1 Viener SA Energy Firms Societe Anonyme
- 2 NRG SUPPLY AND TRADING S.A.
- 3 Axpo Solutions AG
- 4 FARIA Renewables S.A.
- 5 VATORA (RENEWABLE SOURCES OF ENERGY S.M.S.A.)
- 6 Metlen Energy & Metals S.A.
- 7 PUBLIC POWER CORPORATION S.A.
- 8 ELPEDISON S.A.
- 9 HELLENIC RENEWABLES S.A.
- 10 MEL PAPER – M.A.E.
- 11 HERON S.A.
- 12 GEN - I ATHENS M.E.Π.E. (SMLLC)
- 13 NATURAL GAS – HELLENIC ENERGY COMPANY S.A.
- 14 MOTOROIL RENEWABLE ENERGY S.S.A.
- 15 ZENIΘ GAS & LIGHT
- 16 MET Energy Trading Bulgaria EAD
- 17 PRINCIPIA ENERGY SERVICES
- 18 ENERY POWER HOLDING GMBH
- 19 GREENSTEEL S.A.
- 20 NATIONAL BANK OF GREECE S.A.
- 21 X. ROKAS ABEE
- 22 DEPA COMMERCIAL S.A.
- 23 DUFERCO HELLAS S.A.
- 24 TERNA ENERGY
- 25 DELOITTE BUSINESS SOLUTIONS

4 additional in the admission process

The list of PPA Platform Participants is available [here](#).

Activity

PPA Platform

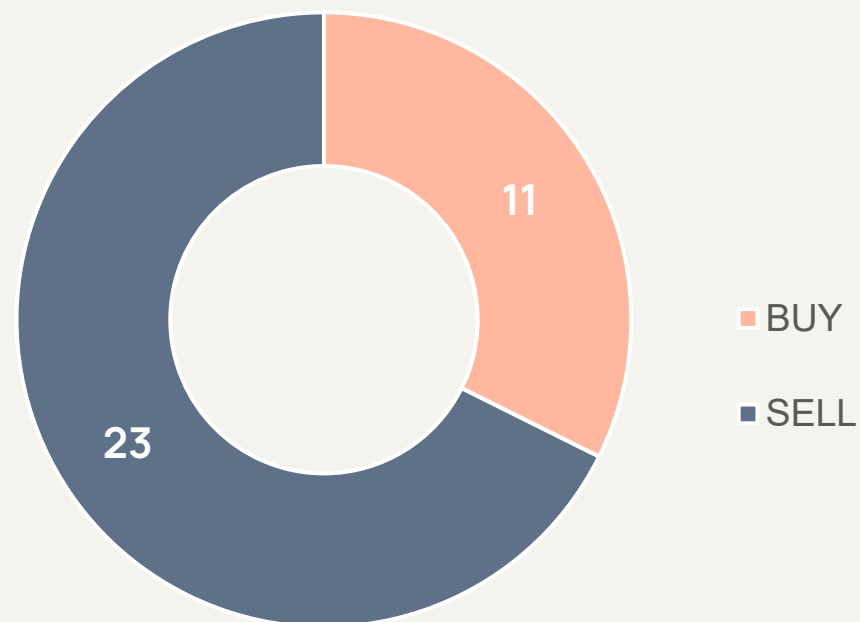
Number of Offers
34

Total Energy Offered
35.5 TWh

Number of Interests
27

Accepted Interests
22

Number of Offers per side



- ✓ **23 out of 34 offers (68%)** submitted on the PPA Platform have received at least one **expression of interest**, including 5 out of 11 buy offers (45%) and 18 out of 23 sell offers (78%)
- ✓ **19 out of 23 offers (83%)** that received an expression of interest concluded to at least one **accepted expression of interest**
- ✓ **More than 55% of PPA offers submitted led to negotiations outside the PPA Platform**

Activity

PPA Platform

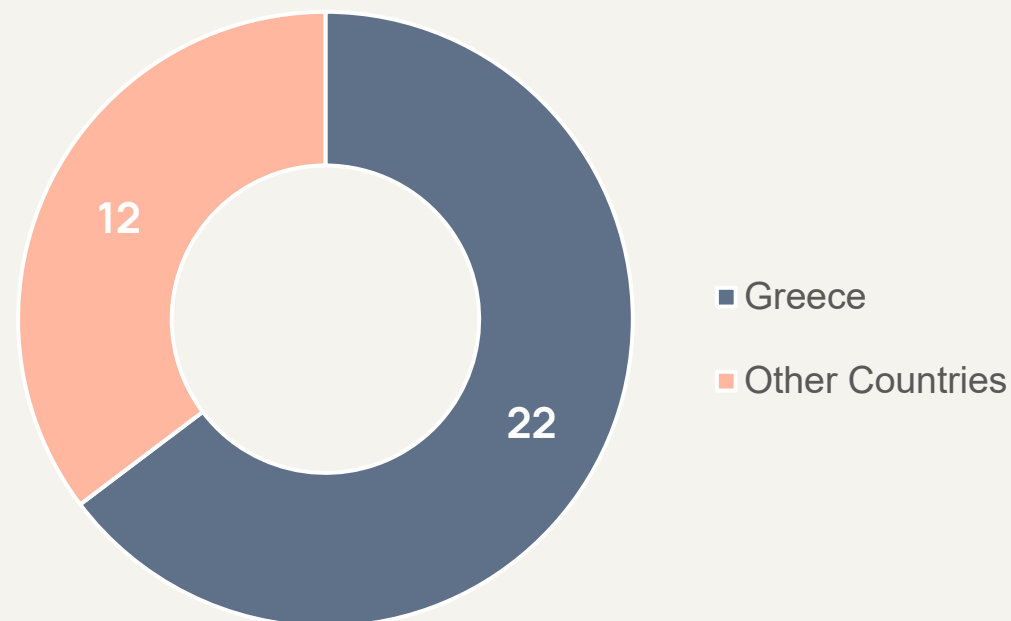
Number of Offers
34

Total Energy Offered
35.5 TWh

Number of Interests
27

Accepted Interests
22

Number of Offers per country

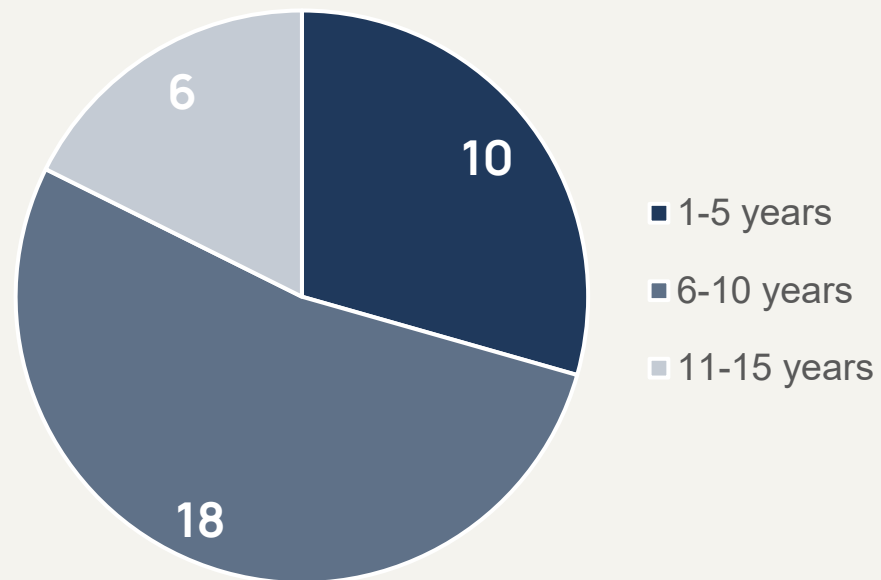


- ✓ **65%** of offers refer to **Greece** as consumption or production country
- ✓ **12 out of 27 interests (44%)** are expressed in offers referring to **Greece**
- ✓ **15 out of 27 interests (66%)** are expressed in offers referring to **other European countries**

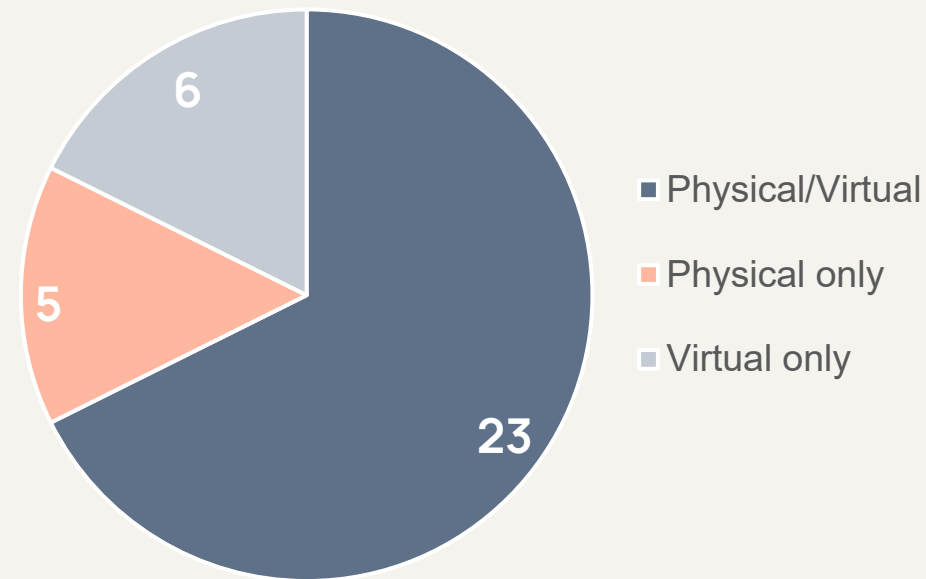
PPA Structure Preferences

PPA Platform

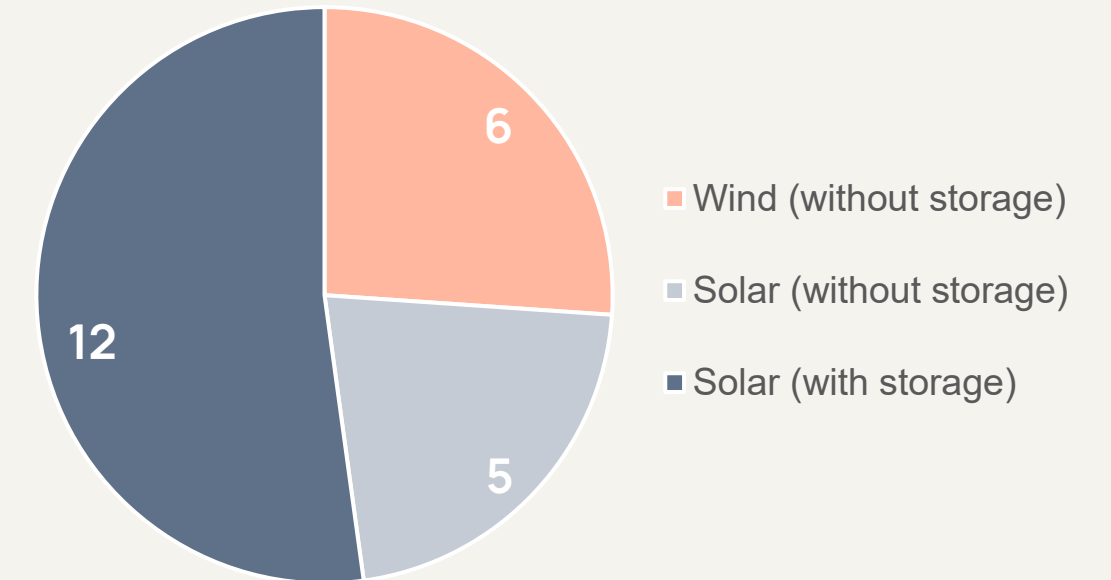
Offer Tenor Distribution



Offers per Settlement Type



Sell Offers per technology



- ✓ 10 out of 11 buy offers seek PPA tenors 5 years or less
- ✓ 17 out of 23 sell offers prefer PPA tenors between 6 and 10 years

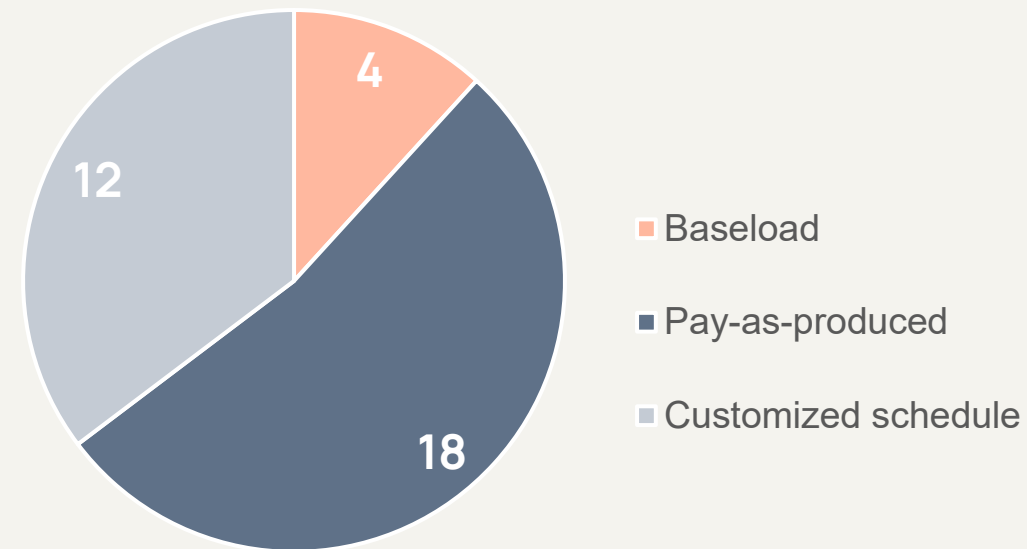
- ✓ Physical PPAs have been offered exclusively by buyers
- ✓ The majority of sell offers refer to Physical/Virtual PPA option

- ✓ 17 out of 23 sell offers regard a solar PPA (either standalone or with storage integration)

PPA Preferences

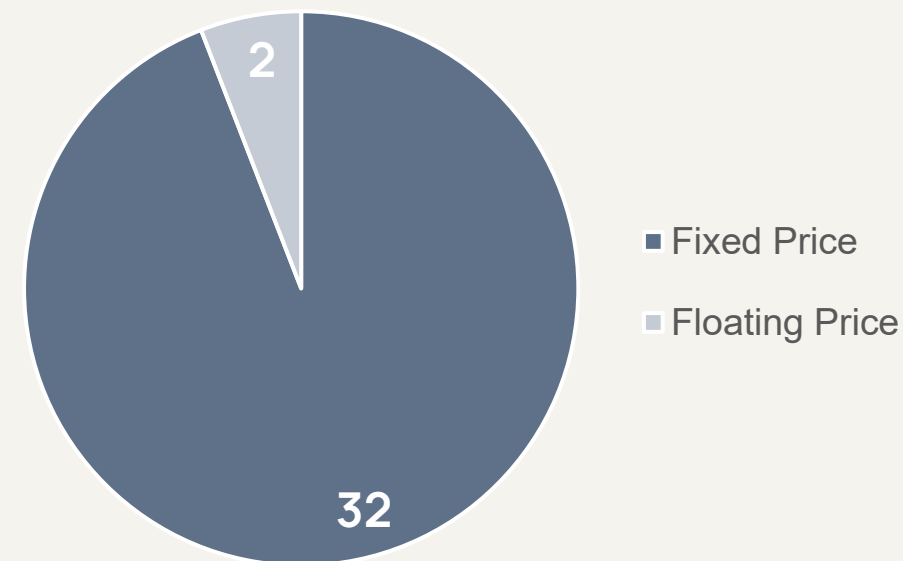
PPA Platform

Offer per profile



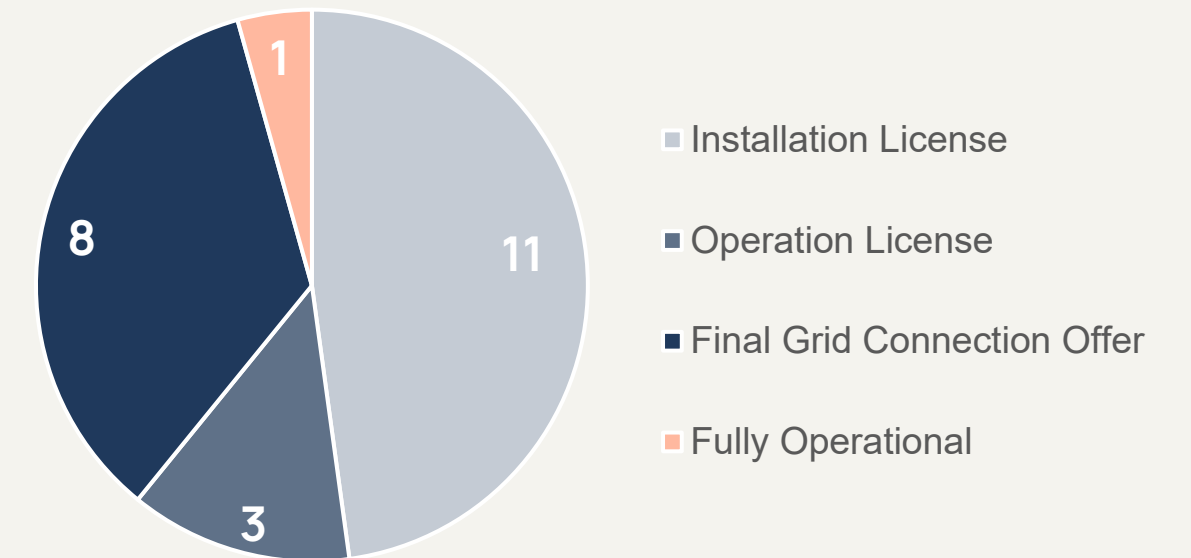
✓ **Baseload PPAs** have been offered **only by buyers** with **no interest** expressed so far

Offer per pricing scheme



✓ **All the interests** have been expressed in PPA offers with **fixed price mechanisms**

Sell Offers per project's status



✓ **No interest** has been expressed in PPA offers which refer to **operational projects**

✓ **9 out of 22 interests** in sell offers regard project with **Final Grid Connection Offer**

Next Steps

Market analytics

Include market analytics to the PPA Platform, offering insights into market activity and participants' preferences

Implement improvements

Continuously enhance existing features to improve the user experience

Plan for PPA Platform v2

Develop an advanced version of the PPA Platform, based on market input, to enhance the value proposition and drive client engagement





Thank you for your attention!

Manolis Kalaitzakis

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