

PPA Platform | Trends and Next Steps

Athina Zitouni-Petrogianni

Head of Business Planning & Strategic Analysis

Hellenic Energy Exchange S.A.



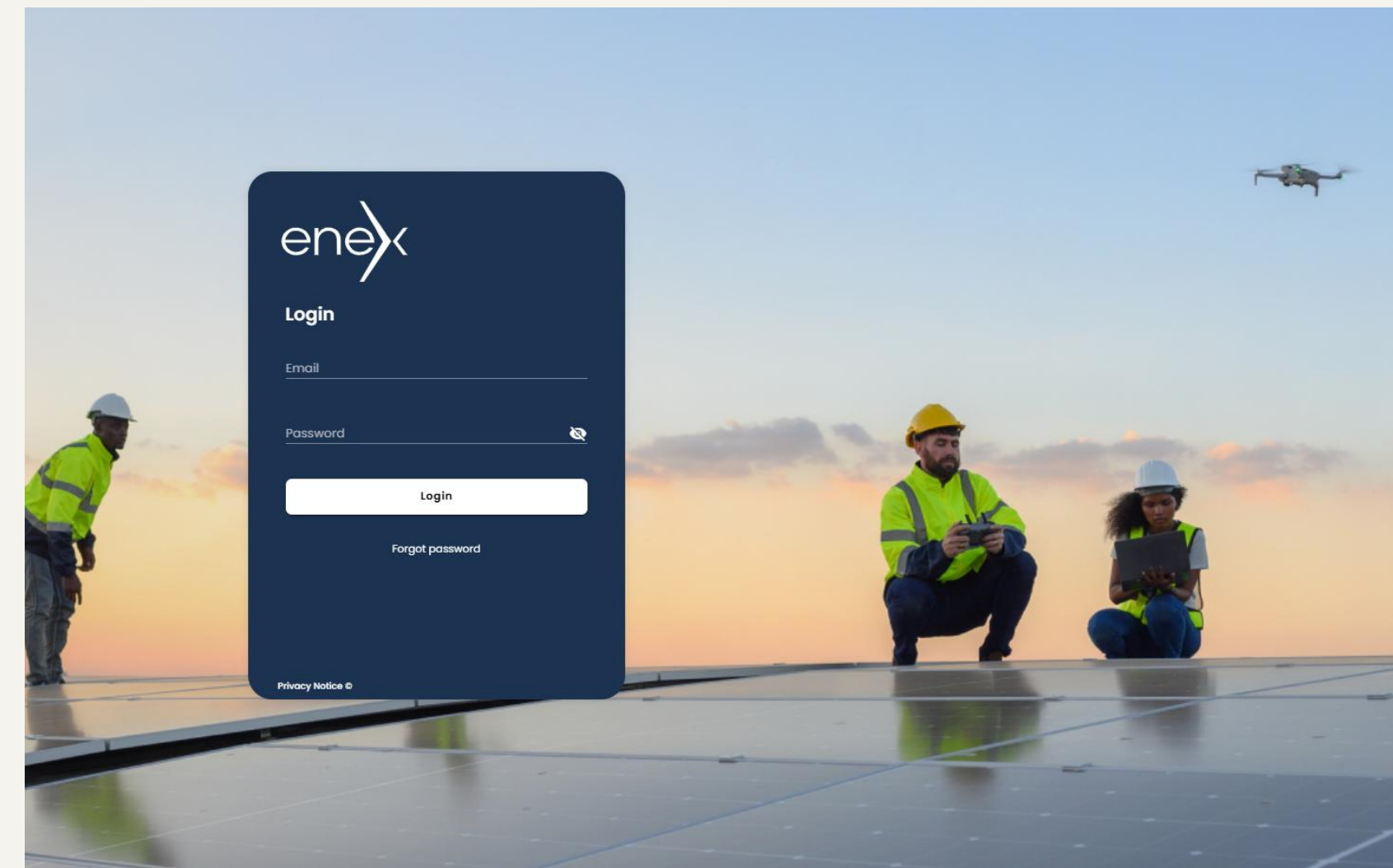
A structured marketplace for PPA discovery

PPA Platform

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

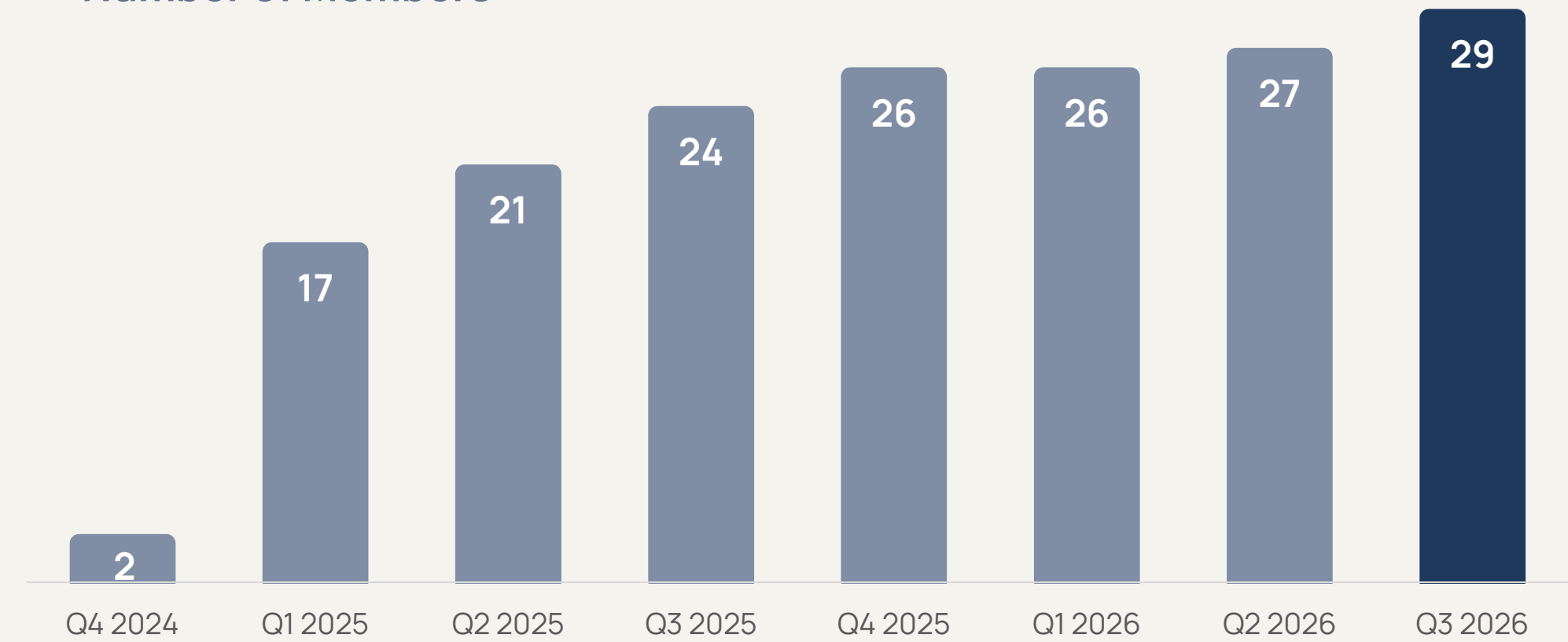


A growing member base

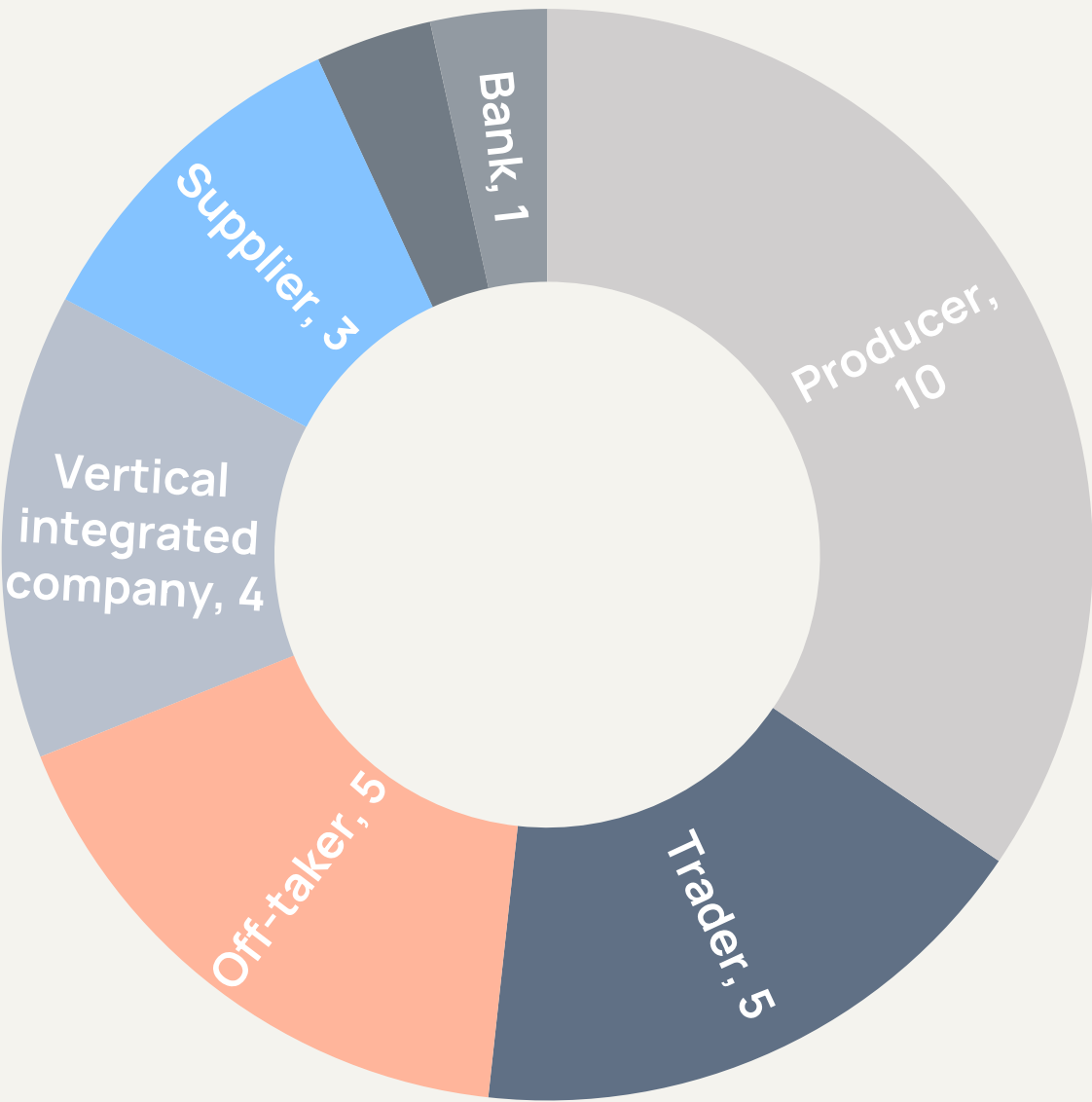
PPA Platform

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



A broad participant ecosystem

PPA Platform

29

MEMBERS

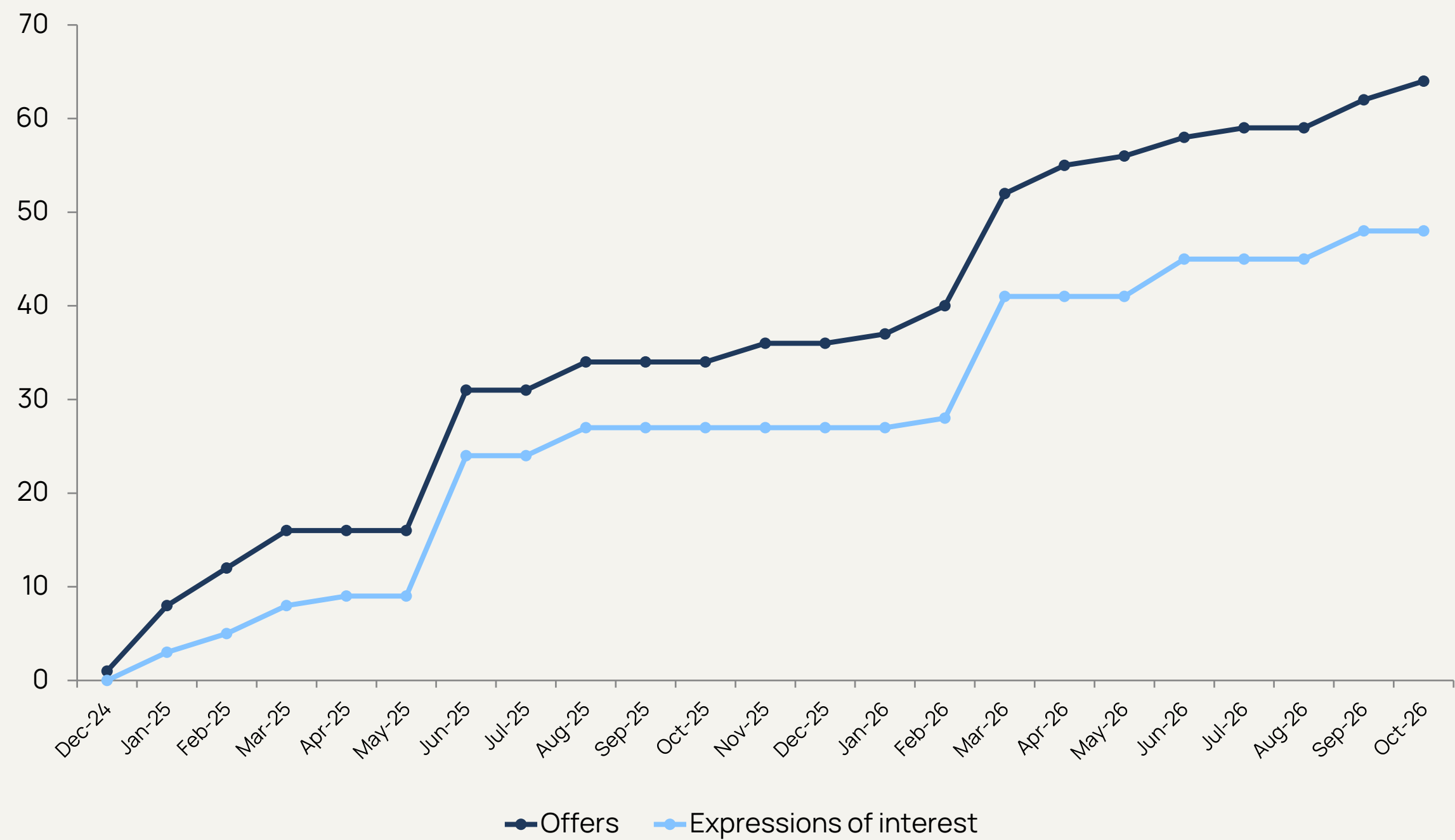


01	Viener SA Energy Firms Societe Anonyme	11	HERON S.A.	21	X. Rokas ABEE
02	NRG Supply and Trading S.A.	12	GEN-I Athens M.E.P.E. (SM LLC)	22	DEPA Commercial S.A.
03	Axpo Solutions AG	13	Natural Gas – Hellenic Energy Company S.A.	23	Duferco Hellas S.A.
04	FARIA Renewables S.A.	14	Motor Oil Renewable Energy S.S.A.	24	TERNA ENERGY
05	VATORA (Renewable Sources of Energy S.M.S.A.)	15	ZENITH Gas & Light	25	Deloitte Business Solutions
06	Metlen Energy & Metals S.A.	16	MET Energy Trading Bulgaria EAD	26	ECOENER HELLAS S.S.A.
07	Public Power Corporation S.A.	17	Principia Energy Services	27	Sirius Energy CEE S.R.O.
08	ELPEDISON S.A.	18	Enery Power Holding GmbH	28	BIOKARPET ABEE
09	Hellenic Renewables S.A.	19	GREENSTEEL S.A.	29	EXALCO S.A.
10	MEL PAPER – M.A.E.	20	National Bank of Greece S.A.		

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

Increased cumulative activity

Cumulative activity from launch to 15 October 2026



64

Offers - 43 sell & 21 buy
+88% vs Oct 2025

54.4 TWh

Total energy represented
+53% vs Oct 2025

48

Expressions of interest
+78% vs Oct 2025

24

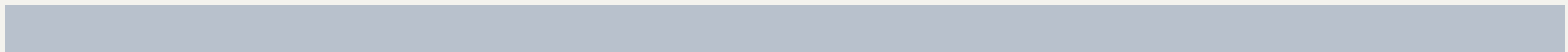
Accepted interests
+9% vs Oct 2025

From offers to accepted expressions of interest

PPA Platform

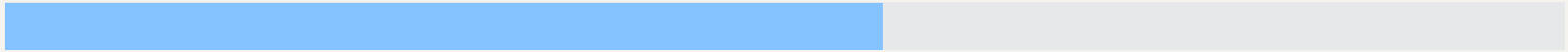
OFFER-LEVEL PROGRESSION

All offers **64**



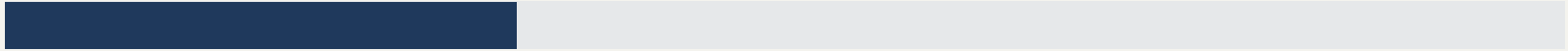
64 unique offers

Offers attracting interest **36**



56% of all offers

Offers with accepted interest **21**



33% of all offers

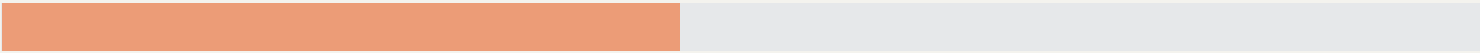
58.3% of offers attracting interest have at least one accepted expression (21 / 36).

STATUS OF ALL 48 EXPRESSIONS

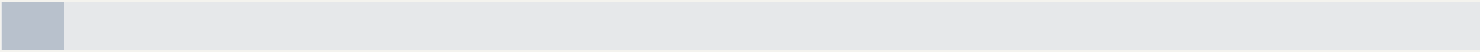
Accepted **24** 50.0%



No response **22** 45.8%



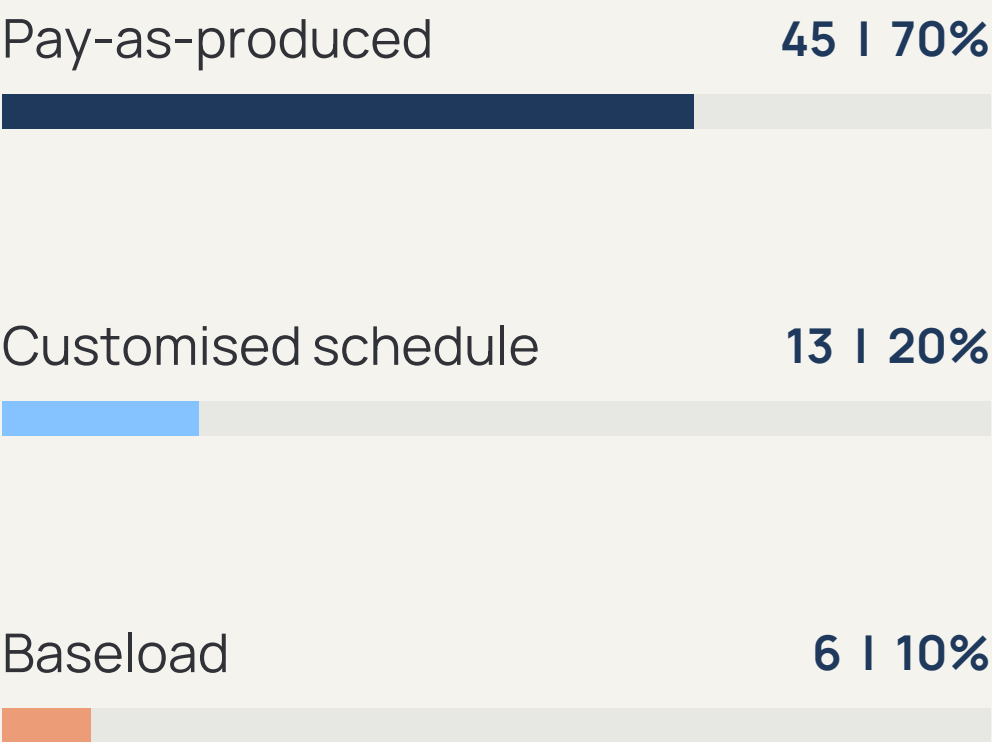
Rejected **2** 4.2%



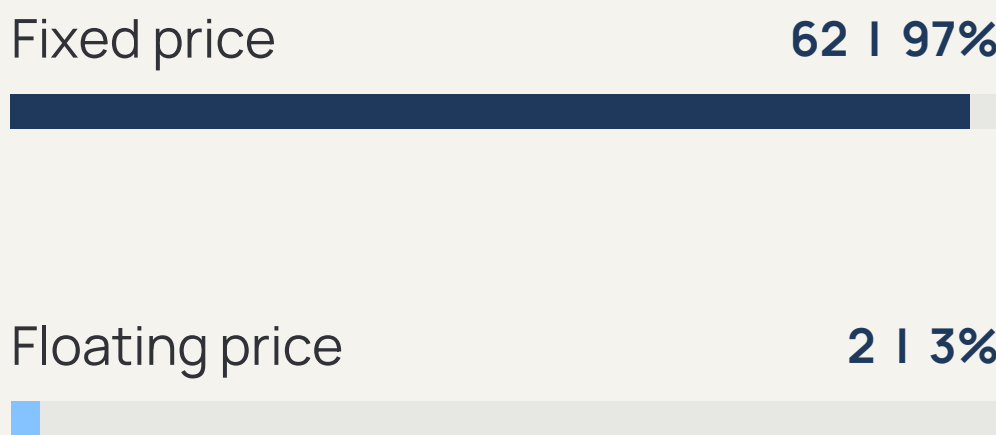
24 accepted expressions
that may lead to negotiations outside the PPA Platform

Product preferences across all 64 offers

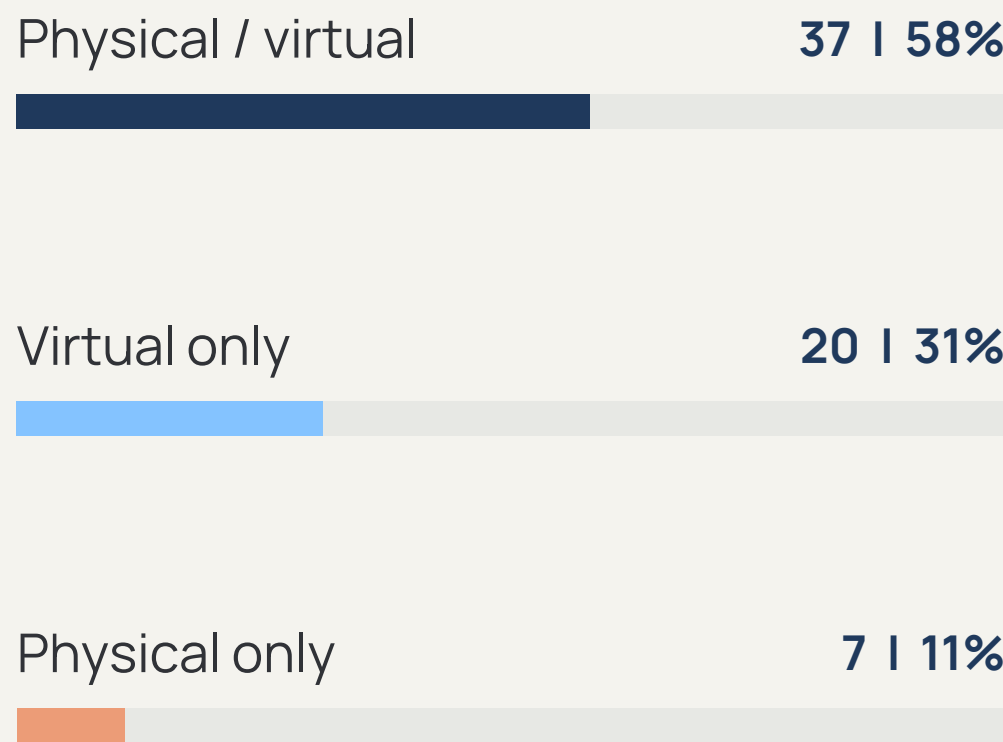
Production profile



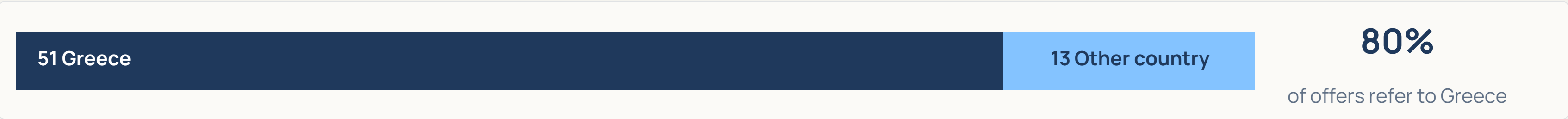
Pricing scheme



Settlement option



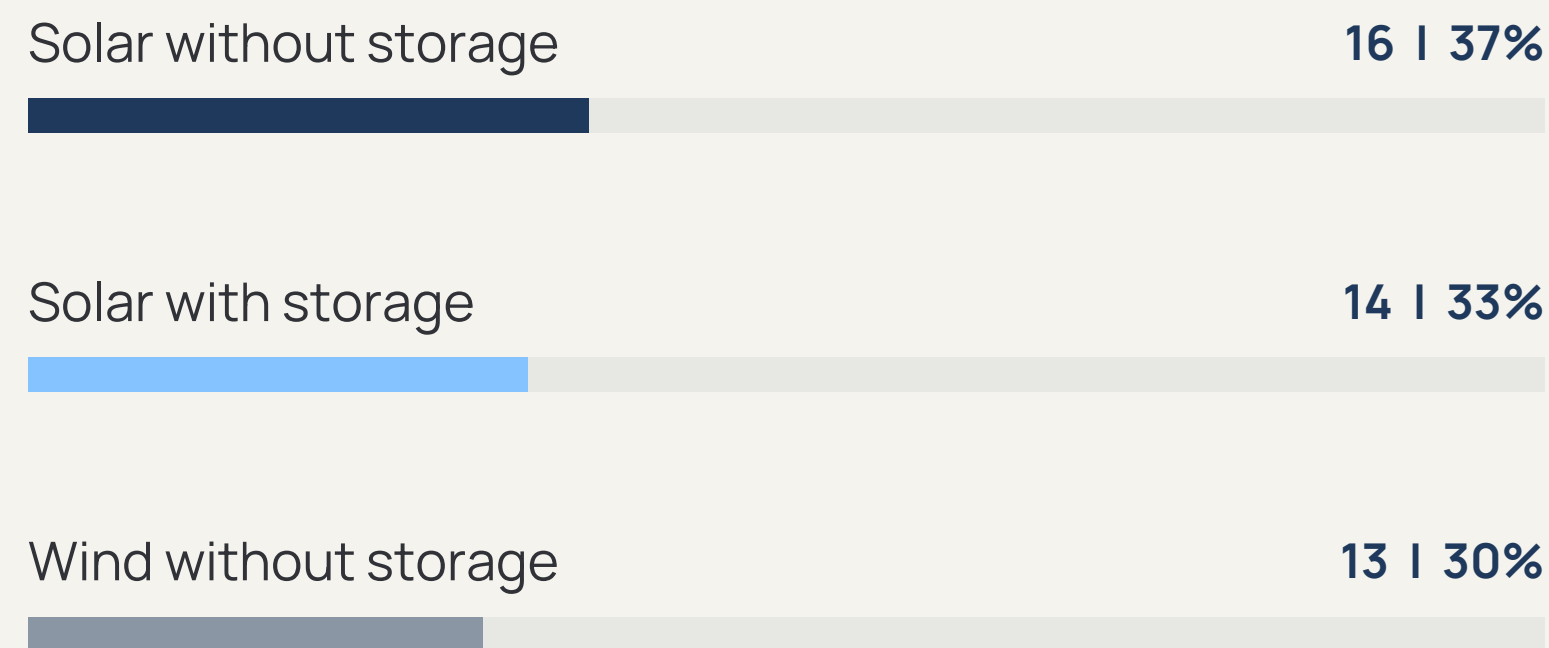
The current offer pool is predominantly fixed-price and pay-as-produced, while most offers preserve settlement flexibility.



Sell-side offers | Technology and project status

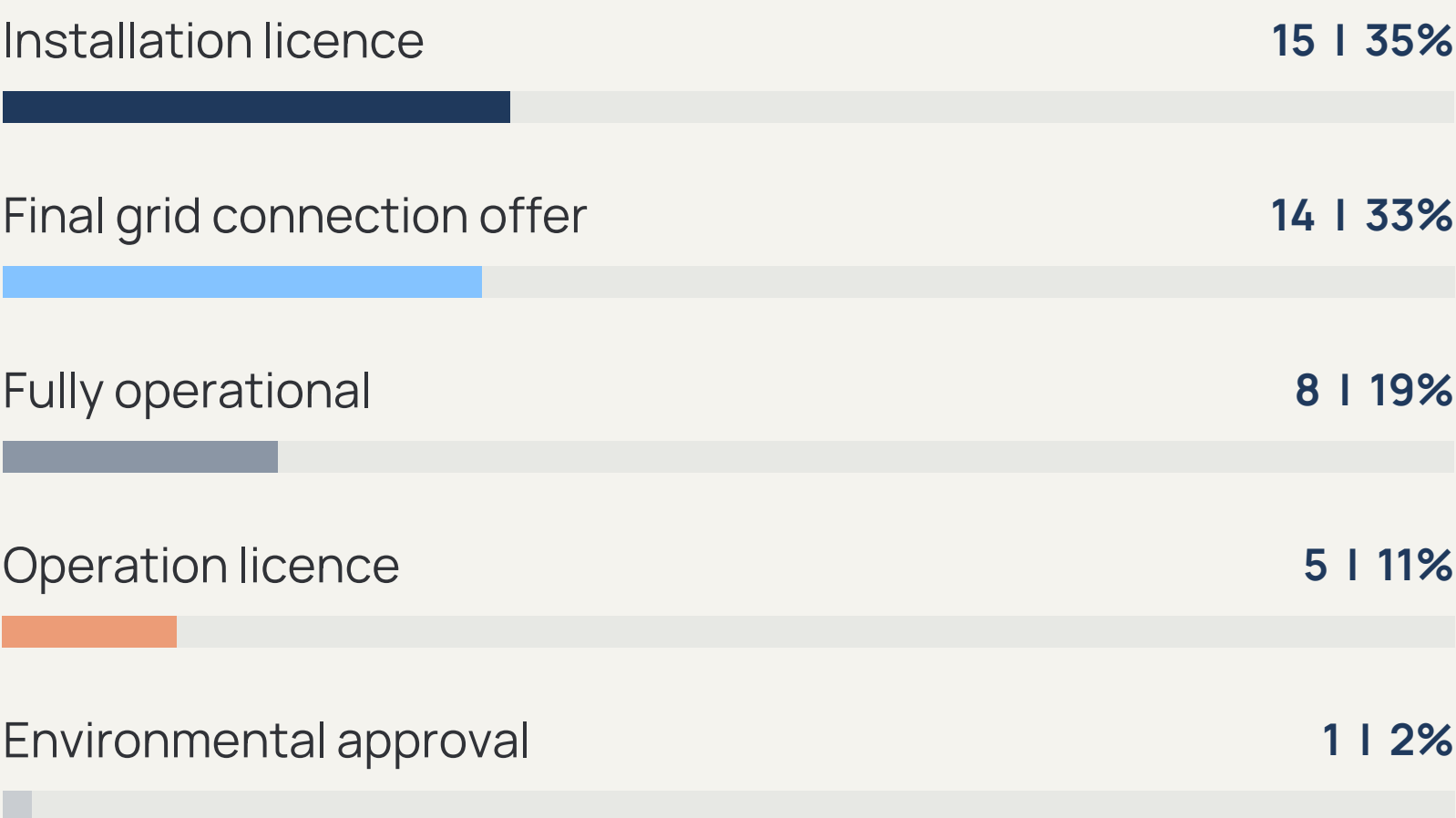
43
sell offers

Technology



70% of sell offers are solar; one in three combines solar with storage.

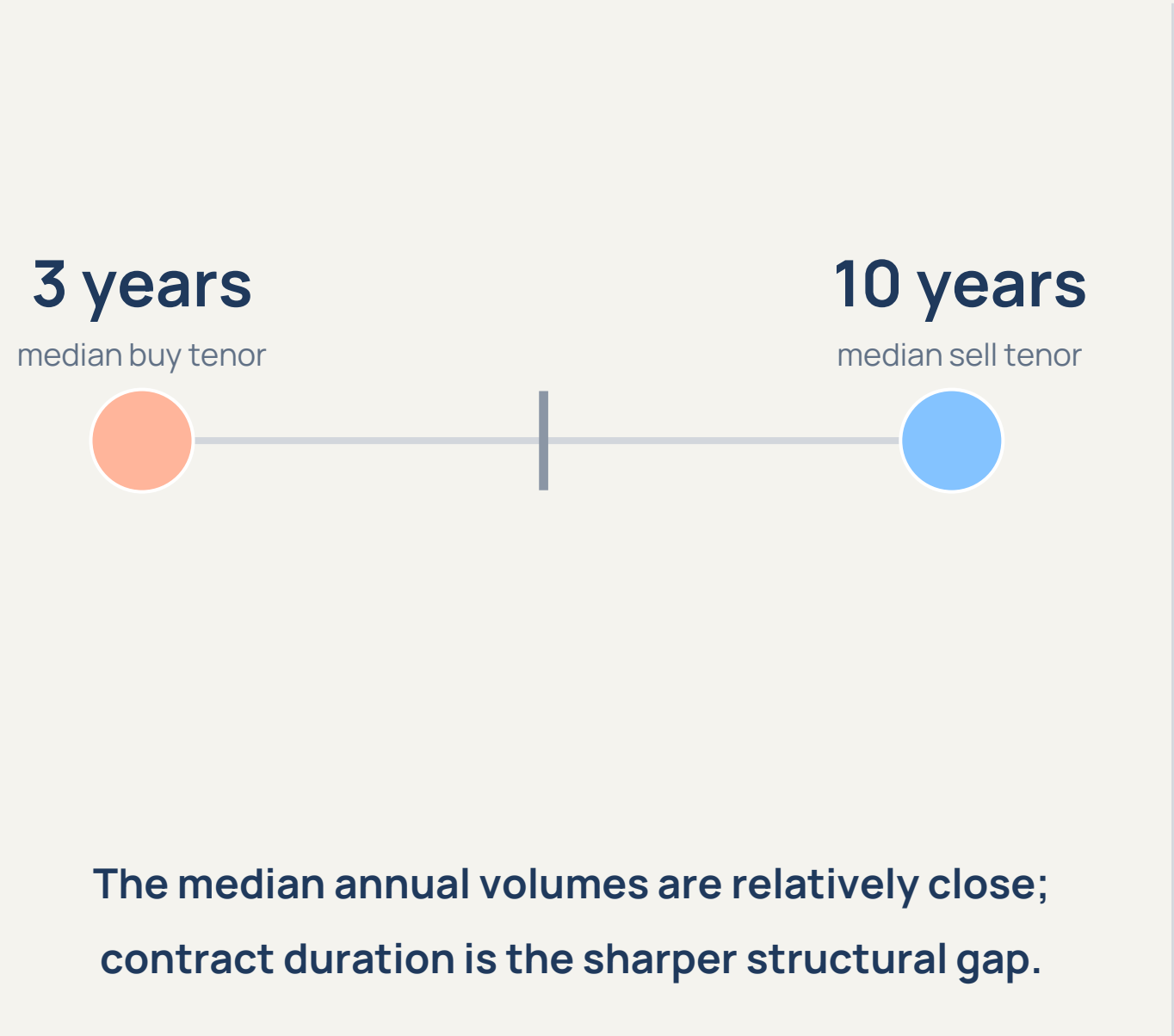
Project status



Two thirds of sell offers are at installation-licence or final-grid-offer stage.

The clearest buyer-seller mismatch is tenor

Posted fixed-price bands overlap; the structural gap is more visible in contract duration and settlement preferences.

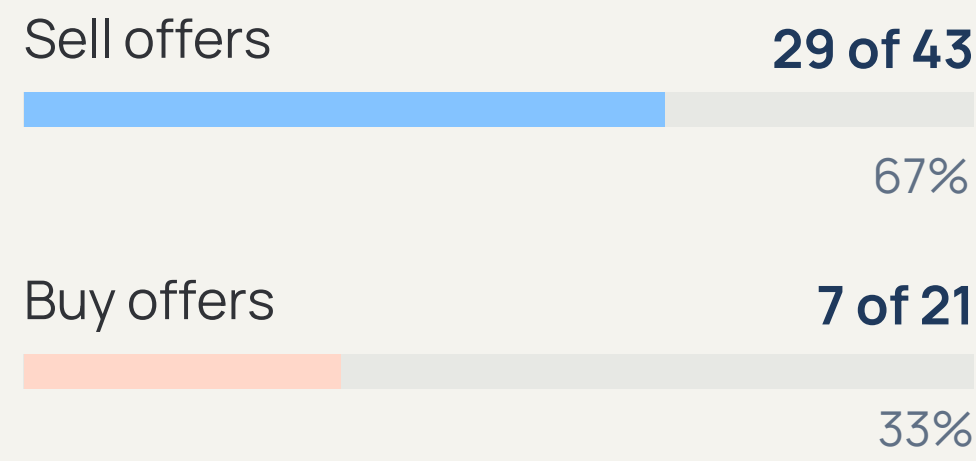


BUY SIDE		SELL SIDE	
21 offers		43 offers	
57%	have tenors of 5 years or less	95%	have tenors above 5 years
52%	are virtual-only	77%	allow physical or virtual settlement
50 GWh	median annual quantity	62 GWh	median annual quantity
76%	are pay-as-produced	67%	are pay-as-produced

Where PPA offers attract interest

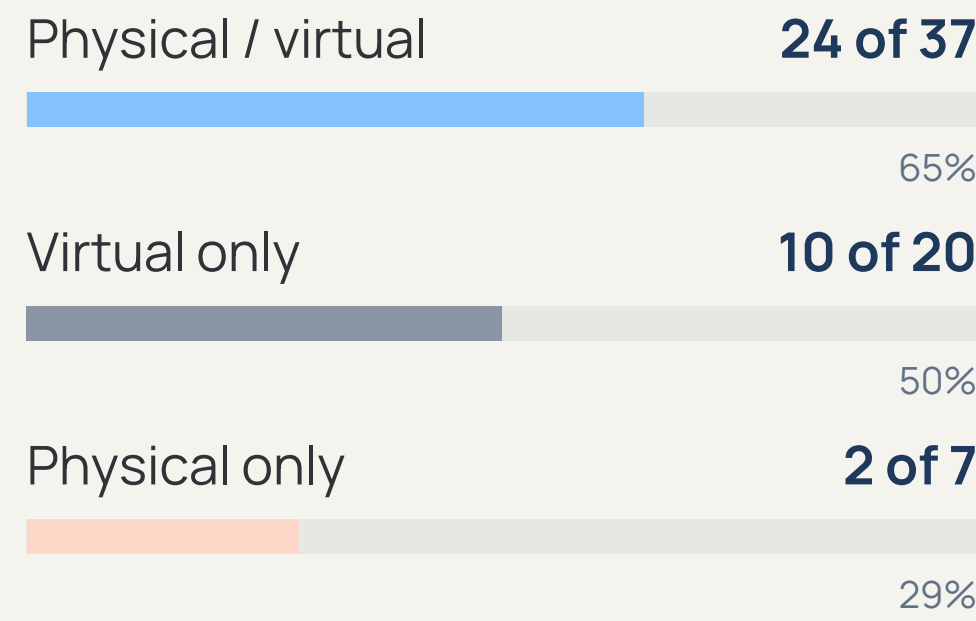
Share of offers that received at least one expression of interest

Offer side



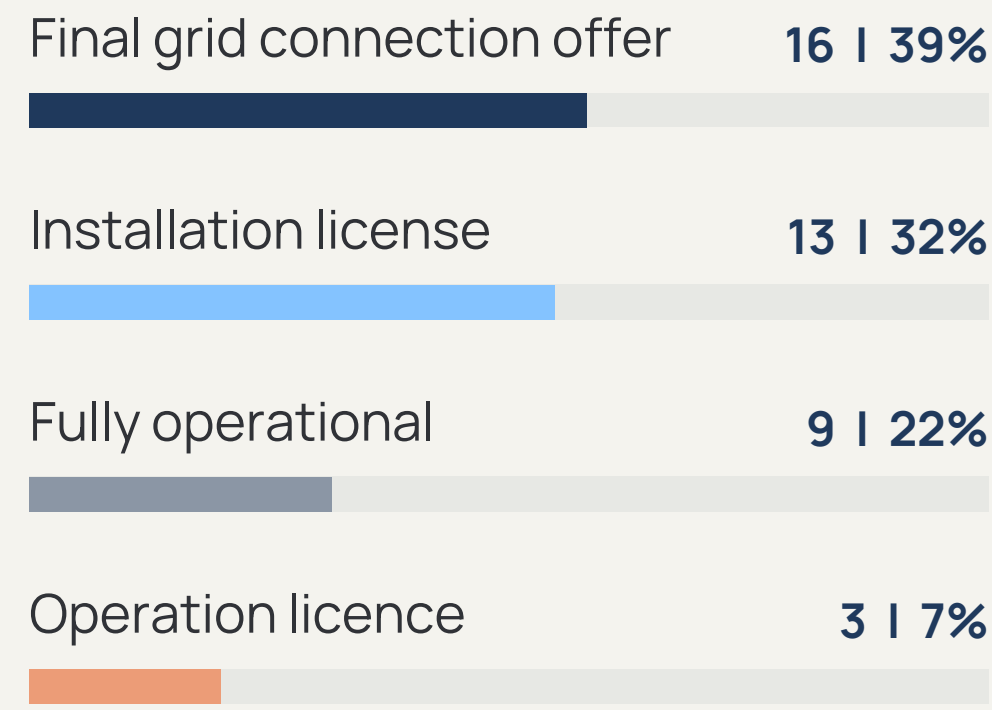
Interests are higher for sell offers than for buyer requests in the current sample.

Settlement option



The majority of interests have been expressed in Physical/Virtual PPA offers

Project status



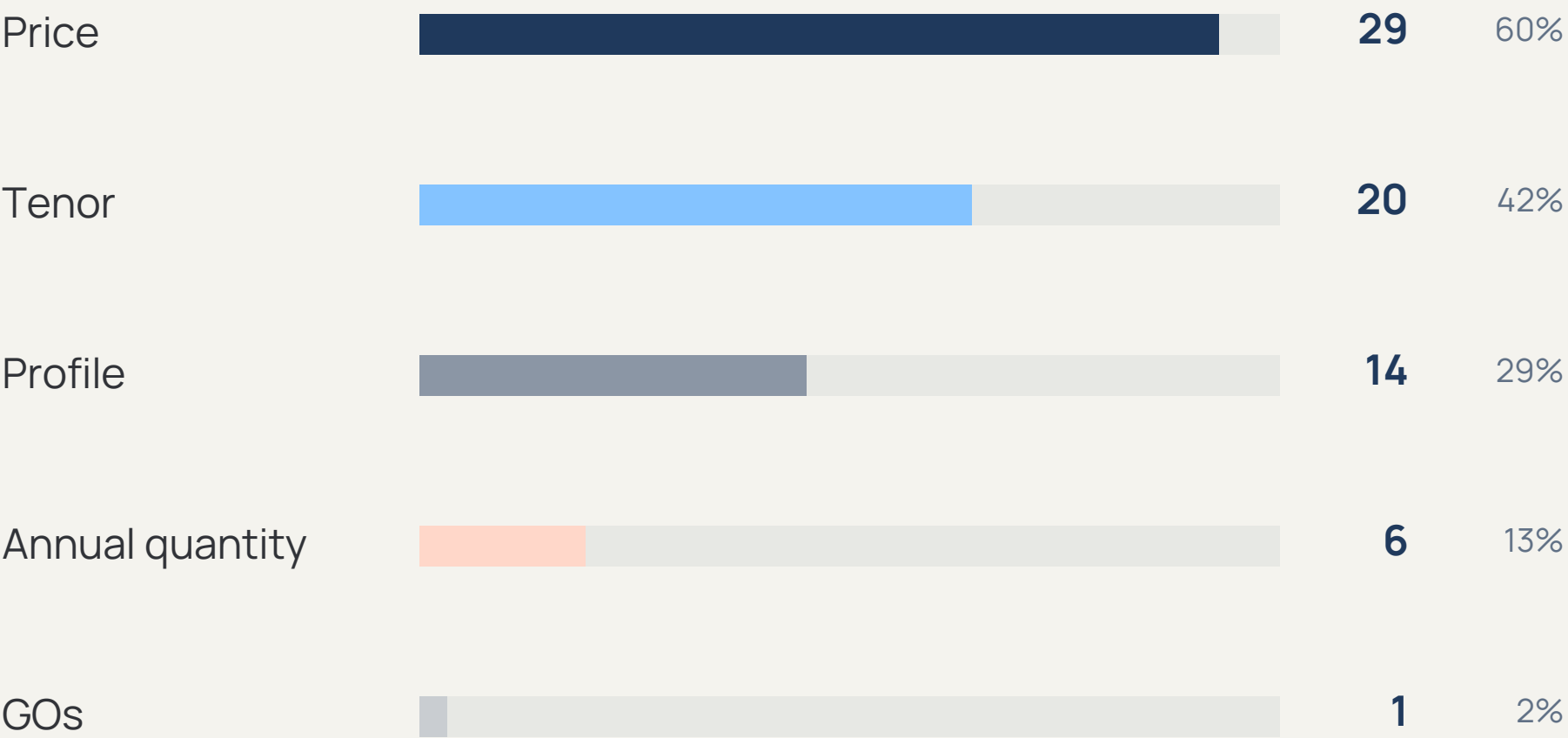
71% concern projects with an installation license or final grid connection offer

Terms for negotiation during an expressions of interest

Price is the most frequently flagged term – but tenor and profile are also central to structuring.

48
expressions of interest

TERMS FLAGGED FOR NEGOTIATION



16 of 48 expressions of interest did not flag a specific term for renegotiation.

Next Steps

- 1 Deepen buy-side and regional participation
- 2 Continuously enhance existing features to improve the user experience
- 3 Introduce offer matching to drive client engagement
- 4 Offer an advanced view to PPA market conditions through strategic partnerships



Thank you for your attention!