

Adalta Energy – Export Case Study



Case Study

5MW Community Energy Wind Farm

Scenario

Client required a route to market that could deliver strong, stable revenues while navigating an increasingly volatile power market.

Traditional PPA options were:

- Offering limited upside
- Lacking flexibility
- Failing to fully capture the value available through Licence Exempt Supply (LES)

At the same time, **Feed-in Tariff (FiT) pricing remained a critical benchmark**, creating a real risk of locking into a structure that could underperform versus FiT returns.

Client needed a solution that delivered:

- Strong and bankable revenues
- Full access to LES value
- **Flexibility to revert or pivot if FiT proved more attractive**

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Solution

Adalta delivered a structured procurement process, engaging multiple offtakers and assessing both **headline PPA pricing, LES capability, and FiT alignment.**

The selected solution combined:

- A competitive fixed PPA
- A **high-matching LES structure**
- A **flexible agreement**, allowing client to exit or pivot in line with FiT performance or market movements

Crucially, the structure was built around:

- Access to a **large import portfolio**, enabling consistently high LES match rates
- A **transparent benefit-sharing model**, with an enhanced proportion of value returned to the generator
- **Contractual optionality**, ensuring client is not locked into a sub-optimal position versus FiT

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Client Benefits

- **Higher Realised Revenue**
Combined PPA + LES structure delivers a stronger overall return
- **£42/MWh above FiT Export tariff – Total Additional Benefits £483K**
- **Maximised LES Value**
High matching rates ensure more generation qualifies for LES benefits
- **Greater Share of Benefits**
Improved percentage of LES value retained by AWEL
- **FiT-Aligned Flexibility**
Ability to exit or adapt if FiT pricing outperforms market routes
- **Downside Protection, Upside Retained**
Avoids being locked into underperforming contracts
- **Bankable Structure**
Suitable for community energy stakeholders and funding requirements – Approved by Triodos Bank

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Why Adalta

- **High Matching Rate Access**
Proven access to counterparties delivering consistently strong LES performance
- **Generator-First Commercials**
Focus on maximising generator share, not supplier margin
- **FiT-Aware Structuring**
Contracts designed to work alongside, not against, FiT economics
- **Flexible PPA Design**
Retains optionality in a changing regulatory and pricing landscape
- **Established Market Relationships**
Direct access to leading LES and PPA providers
- **Outcome-Focused Procurement**
Focused on total value delivered, not just headline price