
Wind and Solar Portfolio Growth, Route to Market and Revenue Risk Training Course

15 – 19 March 2027
Istanbul





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Ref: 372_23118 Date: 15 – 19 March 2027 Location: Istanbul Fees: 4300 GBP

Programme Summary

Wind and solar portfolio growth, route to market and revenue risk form the subject of this one-week training course for energy company directors, business development heads and utility strategy leaders at a strategic level, ending in a portfolio growth and revenue plan. Wind and solar output is sold through auctions, contracts and open markets, and each route carries different price risk. The programme moves from principles, through diagnosis of revenue exposure, to design of contract mixes and bidding rules, then to application on one portfolio. Mars Training Centre UK delivers this programme in wind and solar portfolio growth.

The Business Case

When growth targets are set by capacity alone, portfolios add plants that sell into the same hours, earn lower prices as output rises and leave shareholders exposed to unpriced swings. Leaders who compare routes to market, test revenue under price scenarios and balance contracted and market income can show why each addition belongs in the portfolio and what it risks.

- Revenue Stability: Improves as contracted and market income are balanced against risk limits.
- Realised Price: Rises as sites, technologies and sale routes are diversified.
- Bid Discipline: Strengthens as auction offers follow tested cost and price assumptions.

Principles and Evidence Base

- Contract for difference mechanics: They shape the comparison of fixed, indexed and market-linked remuneration built in Session 1.
- Capture price and price cannibalisation: They frame the diagnosis of falling realised prices in Session 2.
- Portfolio diversification: It guides the mix of technologies, sites and contract types designed in Session 3.
- Revenue stacking: It informs the balance of contracted, merchant and ancillary income tested in Session 4.

Intended Participants

- Energy company directors who decide how much capacity to add and on what terms.
- Business development heads who build pipelines and prepare auction and contract offers.
- Utility strategy leaders who set the contracted share of renewable output.
- Commercial and risk managers who monitor portfolio price exposure.



The programme serves independent power producers, integrated utilities, oil and gas companies and infrastructure investors.

Learning Outcomes

1. Participants will be able to compare auction, contract and market routes for wind and solar output.
2. Participants will be able to diagnose revenue exposure from capture price, curtailment and negative-price hours.
3. Participants will be able to construct a contract mix that balances contracted and merchant income.
4. Participants will be able to prioritise pipeline projects by revenue risk and portfolio contribution.
5. Participants will be able to evaluate hedging options against a stated risk appetite.
6. Participants will be able to justify a portfolio growth and revenue plan to a board.

Programme Structure

Day 1: Wind and Solar Portfolio Growth Principles

How is wind and solar output sold, and what does each route pay for?

- Auction Remuneration Comparison Table
- Contract for Difference Payment Mechanics
- Corporate Power Purchase Agreement Structures
- Merchant Sale Route Map
- Portfolio Growth Governance Chart

Day 2: Diagnosing Revenue Exposure and Price Risk

Where does revenue fall short of the expected price, and why?

- Capture Price Calculation
- Price Cannibalisation Test
- Curtailment and Negative-Price Hour Review
- Basis and Shape Risk Check
- Pipeline Attrition Analysis

Day 3: Designing Contract Mixes and Bidding Rules

Which combination of contracts and bids keeps revenue within risk limits?

- Contracted Versus Merchant Share Model
- Technology and Site Diversification Matrix
- Auction Bid Floor Calculation
- Hedging Instrument Comparison
- Risk Appetite Statement



Day 4: Revenue Stacking, Growth Paths and Governance

How are income sources combined, and who approves each growth step?

- Revenue Stack Scenario Model
- Storage and Ancillary Income Appraisal
- Growth Path Option Comparison
- Investment Committee Paper Format
- Portfolio Exposure Dashboard

Day 5: Applying Wind and Solar Portfolio Growth to One Portfolio

Is the plan ready for a board or investment committee to adopt?

- Applying the Session 2 Exposure Tests to the Chosen Portfolio
- Testing the Session 3 Contract Mix Under Price Scenarios
- Checking the Session 4 Growth Paths Against Risk Limits
- Setting Review Triggers and Reporting Cycle
- Completing the Portfolio Growth and Revenue Plan

Methodology

The programme uses a data workshop with anonymised generation profiles, price series, contract terms and project costs from wind and solar portfolios. Participants work in small teams as portfolio director, development head and risk manager, and carry one growth decision from route choice to a committee recommendation, reviewing each step as a group.

- Suggested activity: Calculating capture prices for two sites and explaining the gap.
- Suggested activity: Building two contract mixes and comparing revenue under a low-price scenario.
- Suggested activity: Defending a growth plan to a panel acting as an investment committee.

Capstone Output

Each participant completes a portfolio growth and revenue plan for one wind and solar portfolio. It holds a route-to-market comparison, an exposure assessment, a contract mix, bidding rules, risk limits and review triggers. The plan is used to brief a board, guide auction and contract decisions and review each new project.



Frequently Asked Questions

Is wind and solar portfolio growth suitable for directors without a trading background?

Yes. Wind and solar portfolio growth is set at strategic level and assumes you decide on capacity and commercial terms, not that you have traded power before.

Which principles does wind and solar portfolio growth rest on in this training?

Wind and solar portfolio growth rests on contract for difference mechanics, capture price and cannibalisation analysis, portfolio diversification and revenue stacking.

How is the plan from wind and solar portfolio growth used at work?

You use the portfolio growth and revenue plan to brief a board, set contract and bidding rules and test each new project against agreed risk limits.

How does wind and solar portfolio growth differ from a power plant operations programme?

Wind and solar portfolio growth centres on routes to market and revenue risk, while a power plant operations programme centres on running generating units.