GREEN PPAS · STEP 04 · CONTRACT & CONNECT · REPORT

Negotiated PPA & Term Sheet Summary

Clause-by-clause negotiation record comparing initial draft, counter-positions and final agreed terms, with rationale for each material change.

Worked example (anonymised): 30 MW Open-Access Solar Project for an Industrial Offtaker Group · 30 MWac / 40 MWp, group captive structure · Southern India, 33 kV DISCOM network. Illustrative project: solar IPP supplying five industrial offtakers under a group-captive PPA, requiring simultaneous open-access approval and DISCOM interconnection sign-off ahead of a Q1 commissioning window.

Illustrative sample image

Sample excerpt · Key PPA Terms - Before/After Negotiation

Clause	Initial Draft	Negotiated Position	Status
Tariff escalation	Fixed, no escalation	Fixed for 10 yrs, CPI-linked review yr 11-25	Agreed
Curtailment compensation	Nil	Deemed generation up to 10%/yr	Agreed
Change-in-law	Developer bears full risk	Pass-through with cap at 5% tariff impact	Agreed
Termination payment	Book value only	Book value + 12-month revenue buffer	Under review
Guarantee/security	Bank guarantee 5% PPA value	Bank guarantee 3% + parent comfort letter	Agreed

Notes

• Final version reviewed by client's legal counsel before execution
• Escalation and curtailment terms benchmarked against 6 comparable regional PPAs signed in the last 18 months

What happens in this step

1. Review and redline the PPA, connection agreement and any O&M;/energy-storage services agreement against term sheet and regulatory templates

2. Negotiate tariff structuring, curtailment/deviation clauses, change-in-law protections, termination payments and step-in rights with legal counsel
3. Prepare and file open-access applications (long-term/medium-term/short-term as applicable) with the nodal agency, STU and DISCOM, tracking approval timelines
4. Coordinate connectivity studies, metering scheme approval and protection-coordination sign-off with the transmission utility
5. Align commissioning test schedules (grid interconnection, reliability run, PPA effective date) across developer, EPC, utility and offtaker
6. Monitor conditions-precedent checklist for PPA effectiveness and financial closure triggers
7. Support first-bill reconciliation and handover of the executed contract package to the client's asset-management team

Outcomes

• Fully executed, bankable PPA with negotiated risk allocation acceptable to both developer and offtaker
• Open-access and connectivity approvals secured within the project's construction timeline
• Coordinated commissioning avoiding revenue-start delays and grid non-compliance penalties
• Clean handover package (contracts, approvals, SLDs) ready for asset management and lender due diligence

Want this for your project? Write to info@growthifye.com or use the Contact page — we will scope the real deliverable set for your capacity, state and lender requirements.