



# Infinis

**ENGIE devises bespoke, flexible export contract for leading renewable energy generator.**



## Requirement

Infinis is a leading UK renewable energy generator, operating 121 landfill gas sites, ten hydroelectric sites and 16 onshore windfarms.

The company's landfill gas sites provide regular and predictable generation output and, as such have traditionally agreed fixed price power purchase agreements (PPAs) for their export generation, ensuring budget certainty.

However, Infinis also wished to explore more flexible export contract arrangements, which would give it the ability to respond to market opportunities.

## Solution

Jon Crouch, Commercial Manager at Infinis, says: "The fixed price export contracts we have always sought for our landfill gas sites are simply awarded to the offtake company presenting the best price on the day we offer the contract. Through this process, ENGIE has won contracts to buy the output from 32 of our sites. However we recognised that we could be getting better prices if we were able to be more responsive to market price movements. So we began a process of investigating the flexible export contracts offered by the UK's major power purchasers."

ENGIE's fixed price export contracts give Infinis an agreed price for the energy it generates, providing a guaranteed income for every MW of energy produced. It is a low-risk arrangement for the generator that provides a regular, predictable income stream.

The company's flexible export contracts enable energy generators to secure prices for their future output at any time, for specific months, seasons or any other time period.

"We found that ENGIE offered the most flexible approach of any offtaker, and were willing to collaborate with us to devise a contractual arrangement that precisely suited our needs.

"This flexibility, combined with the sharpness of its pricing, were the key factors in our decision to sign our first flexible PPAs with ENGIE."

**Jon Crouch, Commercial Manager,  
Infinis**

## Contract key facts

- ✓ Sites contracted: 89
- ✓ Contract type:  
Fixed (32 sites)  
Bespoke Flexible (57 sites)
- ✓ Volume: 1TWh over 2.5 years
- ✓ Contract start: 2014

## Flexible contracts for secured prices

Infinis has now agreed flexible export contracts for 57 of its landfill gas sites. These contracts were specially developed by ENGIE in consultation with Infinis, combining transparent pricing with the ability to respond to market opportunities.

ENGIE worked closely with a range of Infinis teams to agree the detailed terms and conditions and legal arrangements. The result is a bespoke, flexible export contract type that allows Infinis to secure prices for its output at any time. Multiple transactions for each delivery period can be undertaken, for volumes as low as 1MW and for periods as short as one month at a time.

The contract gives Infinis the flexibility to either sell all forecasted output prior to the start of the month of delivery or to leave volume to be sold at the day-ahead market index price.

All the company needs to do is call the ENGIE trading desk at any time during trading hours to request a price for a particular volume and a specific time period. The experienced energy traders will offer Infinis the best price from a range of trading screens, Infinis can then decide whether or not to accept this price. The entire transaction takes a matter of minutes to complete.

Following the month of delivery, the value of each agreed transaction undertaken is used to create a single monthly price, which is paid for the output of all sites in the contract.

## Positive experience

Jon Crouch continued: “We are very pleased with the new contractual arrangements, and our early experience of putting them into practice has been very positive.

“We recently secured a very good price for 19MW of output for next winter. We noticed that market prices had spiked, so we contacted ENGIE immediately to get a price.

“They came back to us within 30 seconds and within two minutes we had agreed and secured the price.

“The transaction could not have been simpler from our point of view, and the speed of response meant we were able to capture a price at the peak of the market.”

## Meeting renewable obligations

As well as purchasing output from the landfill gas sites, ENGIE buys renewable certificates (ROCs) from Infinis, which help to meet the energy supplier’s own sustainable sourcing commitment under the government’s Renewable Obligation.



“We have built up a close working relationship with ENGIE, who are the first offtaker to develop flexible export contract arrangements for us.

“The contract negotiations went very smoothly and so far we have found the back office administration and payment systems to be flawless.”

**Jon Crouch, Commercial Manager,  
Infinis**

For further information please contact:

✉ [export@engie.com](mailto:export@engie.com)

🌐 [engie.co.uk](http://engie.co.uk)

