CRE 4 GROUND TENDER – 4TH SESSION

Large capacity photovoltaic plants
(500 kWc – 30 MWC)

Results Analysis

August 8th, 2018
This tender for large capacity solar plants was announced in 2016. It initially aimed to support 3 GWp of capacity over 6 sessions; this target was increased to 4 GWp in December 2017. Nicknamed “CRE 4”, this tender focuses on ground-mounted plants and shadehouses with capacities between 500 kWp and 30 MWp.

In February 2018, we analysed the outcome of this tender’s third session, in which we identified 30 developers who had collectively gotten 77 projects awarded. Today, we analyse the results of the fourth session, made public on August 6th, 2018 by the Ministère de la Transition Écologique et Solidaire. The overall capacity of the winning projects is 720 MWp (up from 500 MWp for each of the 3 previous sessions).

### SCOPE OF THE TENDER
- **Capacity**: 500 kWc – 30 MWc
- **Type**: Ground-mounted plants and parking lot shadehouses
- **Rating criteria:**
  - **1st & 2nd categories** - Price (70) + Carbon Impact (21) + Environmental Fit (9)
  - **3rd category** - Price (70) + Carbon Impact (30)

### PROJECT CATEGORIES
- The **first category** is for ground-mounted plants with a capacity between 5 MWp and 30 MWp
- The **second category** is for ground-mounted plants with a capacity between 500 kWp and 5 MWp
- The **third category** is for parking lot shadehouses with a capacity between 500 kWp and 10 MWp.

### KEY METRICS – CRE 4 GROUND TENDER – 4TH SESSION
- **Allocated capacity**: 727.9 MWp
  - **1st category**: 453.5 MWp
  - **2nd category**: 203.5 MWp
  - **3rd category**: 70.9 MWp
- **Total number of projects**: 103 projects
- **Average tariff offered**: 58.2 €/MWh
  - **1st category**: 52.1 €/MWh
  - **2nd category**: 62.7 €/MWh
  - **3rd category**: 83.8 €/MWh
Engie ranked first among developers, with 25 projects making up 229 MWp. Total secured 15 projects for a total of 95 MWp. Urbasolar comes in third with 63 MWp. These three first developers make up more than half (54%) of the total allocated capacity.

The total allocated capacity for this session amounts to 728 MWp. 31 developers were identified of which 15 were awarded a total of less than 10 MWp on this tender.

N.B. 12.7 MWp could not be attributed to developers. Please feel free to contact us if you want to share information.

This graph aims to display the total capacity allocated by developer, even though some assets may be developed for third-parties.

(1) includes CNR, owned at 49% by Engie, and Langa Solar (2) includes Quadran, one of Total’s subsidiaries.
AWARDED DEVELOPERS – 1ST CATEGORY

1ST CATEGORY – GROUND-MOUNTED PLANTS WITH A CAPACITY BETWEEN 5 MWp & 30 MWp

- Engie 168.3 MWp
- Dhamma Energy 36.5 MWp
- Urbasolar 33.0 MWp
- Longwing 32.9 MWp
- Sun’R 25.3 MWp
- EDF EN 19.8 MWp
- Others 81.3 MWp

Total 56.3 MWp

1st category
453.5 MWp
AWARDED DEVELOPERS – 2\textsuperscript{ND} CATEGORY

2\textsuperscript{ND} CATEGORY – GROUND-MOUNTED PLANTS WITH A CAPACITY BETWEEN 500 KWP & 5 MWp

![Pie chart showing awarded developers in the 2nd category]

- **Engie**: 37.8 MWp
- **Valorem**: 19.4 MWp
- **Générale Du Solaire**: 14.1 MWp
- **Cap Vert Energie**: 10.6 MWp
- **Valeco**: 10.0 MWp
- **Lexel**: 8.7 MWp
- **Urban Solar**: 7.8 MWp
- **RES Group**: 7.7 MWp
- **Eolfi**: 5.0 MWp
- **Sergies**: 5.0 MWp
- **Voltalia**: 5.0 MWp
- **Others**: 41.6 MWp

**Total 32.9 MWp**

**2\textsuperscript{nd} category**: 203.5 MWp
AWARDED DEVELOPERS – 3\textsuperscript{RD} CATEGORY

3\textsuperscript{RD} CATEGORY – SHADEHOUSE PLANTS WITH A CAPACITY BETWEEN 500 KWP & 10 MWp

- Engie 22.8 MWp
- Urbasolar 21.9 MWp
- Voltalia 3.9 MWp
- Arkolia 2.8 MWp
- Total 5.8 MWp
- Others 13.8 MWp

Total 70.9 MWp
As in previous sessions, the Occitanie and Nouvelle Aquitaine regions stand out in this fourth session. Close to 50% of the winning projects are located in these south-western regions.

It is to be noted that northern regions are home to nearly 35% of the total capacity allocated. For example, 85 MWp of projects are in the Centre-Val de Loire region and 77 MWp are in the Hauts-de-France region.

The PACA region only has 11 projects which is low in comparison to the 14 projects awarded to the Auvergne-Rhône-Alpes region located north of PACA.
**CRE 4 GROUND TENDER – GLOBAL RANKING**

**CUMULATED AWARDED CAPACITY RANKING OVER THE 4 SESSIONS OF CRE 4 GROUND TENDER**

- **Engie** has been the most successful developer so far, with nearly 550 MWp awarded over the 4 sessions of CRE 4 ground tenders. This is more than twice the capacity awarded to the second-place developer in the ranking (these figures include CNR, owned at 49%, but also Langa Solar).
- **Urbasolar** ranks second with close to 200 MWp secured in total, consistently over the 4 sessions.
- **Total** comes third, just a few MWp behind Urbasolar, thanks to the 95 MWp awarded during this fourth session (these figures include Quadran and Total Solar).
- **Neoen** (130 MWp) and **Valorem** (107 MWc) complete the top 5.
- Interestingly, the top 10 developers make up 1,544 MWp or roughly 2 thirds of the total of 2,278 MWp allocated over the 4 sessions so far.
The steepest tariff decrease is observed for shadehouses with rather consistent decreases over the 4 sessions that add up to 20% over the last 18 months.

The global tariff across all categories decreased by 1/6th (-16.6%) in 18 months. The global tariff came down from 70.6 € / MWh to 58.2 € / MWh.

The first category, which is for large capacity ground plants (5-30 MWp), reached an all-time low tariff in French tenders at 52.1 € / MWh at the fourth session. Between March 2017 and September 2018, the average tariff for this category declined by nearly 18%.
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