Renewable Energy Mergers and Acquisitions Training Course

Professional Development Training Course Outline

Category	Renewable Energy	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

Renewable Energy Mergers & Acquisitions (M&A) is evolving rapidly as investors, utilities, infrastructure funds, private equity firms, and strategic energy companies pursue energy-transition growth, portfolio optimization, grid-connected assets, battery energy storage systems (BESS), solar-plus-storage platforms, wind portfolios, and resilient power infrastructure. Current market analysis points toward fewer but larger and more selective transactions, with buyers increasingly prioritizing execution certainty, operating assets, contracted cash flows, grid access, storage, platform scale, and long-term competitiveness.

Renewable Energy Mergers and Acquisitions Training Course develops the commercial, financial, strategic, legal, technical, and transaction-management capabilities required to evaluate and execute renewable-energy acquisitions and mergers. Participants explore the complete M&A lifecycle from opportunity screening, valuation and due diligence through deal structuring, negotiation, closing, and post-merger integration using real-world case studies covering solar, wind, BESS, hybrid assets, PPAs, development platforms, and grid infrastructure. The course also examines emerging drivers such as AI-driven electricity demand, energy security, grid constraints, corporate PPAs, portfolio aggregation, and energy-transition investment.

Programme Curriculum

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Course Duration

5 days

Course Objectives

By the end of the course, participants will be able to:

1. Understand renewable-energy M&A strategy and emerging energy-transition investment trends.
2. Identify high-potential solar, wind, BESS, hybrid, grid, and renewable-development platforms.
3. Conduct strategic target screening, market mapping, and investment opportunity assessment.
4. Apply advanced renewable-asset valuation and financial modelling techniques.
5. Evaluate DCF, EBITDA multiples, project valuation, IRR, NPV, and sensitivity analysis.
6. Assess PPA, merchant, contracted-revenue, and hybrid revenue models.
7. Perform comprehensive commercial, financial, technical, legal, tax, ESG, and regulatory due diligence.
8. Evaluate grid connection, interconnection queues, permitting, land rights, and transmission risks.
9. Understand M&A deal structures, SPAs, share purchases, asset purchases, earn-outs, and joint ventures.
10. Develop effective transaction negotiation and value-creation strategies.
11. Identify transaction risks, stranded-asset exposure, supply-chain risks, and policy uncertainty.
12. Build practical post-merger integration, portfolio optimization, and synergy plans.
13. Apply current energy-transition M&A trends to investment decisions and transaction case studies.

Target Audience

1. Renewable Energy Executives and Managers
2. M&A and Corporate Development Professionals
3. Investment Banking and Private Equity Professionals
4. Infrastructure and Energy Investment Funds
5. Project Developers and Independent Power Producers (IPPs)
6. Energy Lawyers, Consultants, and Transaction Advisors
7. Utilities and Power Sector Professionals
8. Finance, Strategy, Risk, and Investment Professionals

Course Modules

Module 1: Renewable Energy M&A Landscape and Strategy

- Global renewable-energy M&A trends and the changing investment environment.
- Strategic drivers-energy transition, energy security, electrification, AI-driven power demand, and grid modernization.

- Mapping the renewable-energy value chain across solar, wind, BESS, hydrogen, bioenergy, and grid infrastructure.
- Identifying strategic buyers, infrastructure funds, private equity, sovereign investors, and financial sponsors.
- **Case Study:** Analyze how the market is shifting toward larger strategic transactions, storage, grid-connected assets, and execution-ready portfolios.

Module 2: M&A Opportunity Identification and Target Screening

- Developing M&A investment theses and acquisition strategies.
- Screening renewable portfolios using technology, geography, development stage, capacity, grid access, and revenue profile.
- Assessing operating assets versus greenfield and development-stage opportunities.
- Evaluating platform acquisitions, portfolio aggregation, carve-outs, and strategic partnerships.
- **Case Study:** Compare a mature PPA-backed solar portfolio with a development-stage renewable platform and determine which provides stronger acquisition value.

Module 3: Renewable Energy Valuation and Financial Modelling

- Applying DCF, comparable transactions, trading multiples, enterprise value, and project-level valuation.
- Modelling IRR, NPV, EBITDA, cash yield, leverage, and equity returns.
- Evaluating contracted versus merchant renewable-energy revenue.
- Incorporating PPA pricing, curtailment, degradation, operating costs, inflation, and interest-rate assumptions.
- **Case Study:** Build a valuation framework for a solar-plus-storage portfolio and test valuation sensitivity under different power-price and financing scenarios.

Module 4: Due Diligence for Renewable Energy Transactions

- Conducting commercial, financial, technical, legal, tax, ESG, environmental, and regulatory due diligence.
- Assessing resource quality, equipment condition, O&M contracts, warranties, degradation, and performance history.
- Reviewing PPAs, interconnection agreements, permits, land leases, grid constraints, and project documentation.
- Identifying red flags, transaction risks, contingent liabilities, and value leakage.
- **Case Study:** Perform a due-diligence review of a BESS acquisition where grid connection, revenue assumptions, and technology risks influence the investment decision.

Module 5: Deal Structuring, Financing, and Transaction Execution

- Comparing share acquisitions, asset purchases, mergers, joint ventures, and platform transactions.
- Understanding acquisition financing, project finance, debt, equity, tax considerations, and co-investment structures.
- Designing purchase-price mechanisms, earn-outs, conditions precedent, warranties, indemnities, and risk allocation.
- Managing transaction processes from LOI through SPA, negotiation, signing, and closing.
- **Case Study:** Structure the acquisition of a renewable platform containing operating solar assets and a late-stage development pipeline.

Module 6: PPAs, Revenue Models, Grid and Regulatory Risk

- Understanding corporate PPAs, utility PPAs, merchant exposure, CfDs, and hybrid revenue models.
- Assessing grid interconnection, transmission constraints, queue position, permitting, and connection costs.
- Evaluating policy changes, tariffs, incentives, tax regimes, and regulatory uncertainty.
- Understanding how grid access and contracted cash flows influence transaction value.
- **Case Study:** Assess an acquisition where the value of the renewable portfolio depends heavily on interconnection status and long-term offtake contracts.

Module 7: Battery Storage, Hybrid Assets, and Emerging Energy Technologies

- Understanding BESS economics, storage arbitrage, ancillary services, capacity markets, and co-location.
- Evaluating solar-plus-storage and wind-plus-storage acquisition opportunities.
- Assessing technology maturity, battery degradation, warranties, augmentation, and repowering considerations.
- Exploring green hydrogen, digital energy, virtual power plants, and grid-enabling technologies.
- **Case Study:** Analyze a battery-storage transaction and determine how storage flexibility changes the valuation and strategic attractiveness of a renewable platform.

Module 8: Negotiation, Integration, and M&A Value Creation

- Developing M&A negotiation strategies and identifying buyer-versus-seller value drivers.
- Planning post-merger integration (PMI) across people, systems, operations, contracts, technology, and governance.
- Capturing operational, commercial, financing, procurement, and portfolio synergies.
- Building 100-day plans, integration KPIs, value-creation roadmaps, and portfolio optimization strategies.
- **Case Study:** Develop a post-acquisition integration plan for an infrastructure investor acquiring a multi-country renewable-energy platform.

Training Methodology

- Interactive lectures and presentations.
- Group discussions and brainstorming sessions.
- Hands-on exercises using real-world datasets.
- Role-playing and scenario-based simulations.
- Analysis of case studies to bridge theory and practice.
- Peer-to-peer learning and networking.
- Expert-led Q&A sessions.
- Continuous feedback and personalized guidance.

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call *+254769199797*

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Online	$1,000
23 Nov 2026	27 Nov 2026	Physical	$1,500
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$4,500
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

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