



**A NEW APPROACH FOR RISK MANAGEMENT  
IN ELECTRICAL ENERGY MARKETS:  
RISK SHARING CONTRACTS**

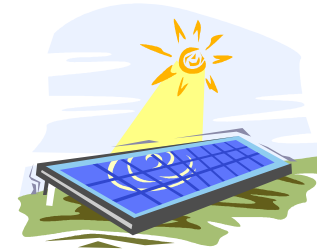
**Leontina M V G Pinto**

**[leontina@engenho.com](mailto:leontina@engenho.com)**

---

# **BRAZILIAN SYSTEM**

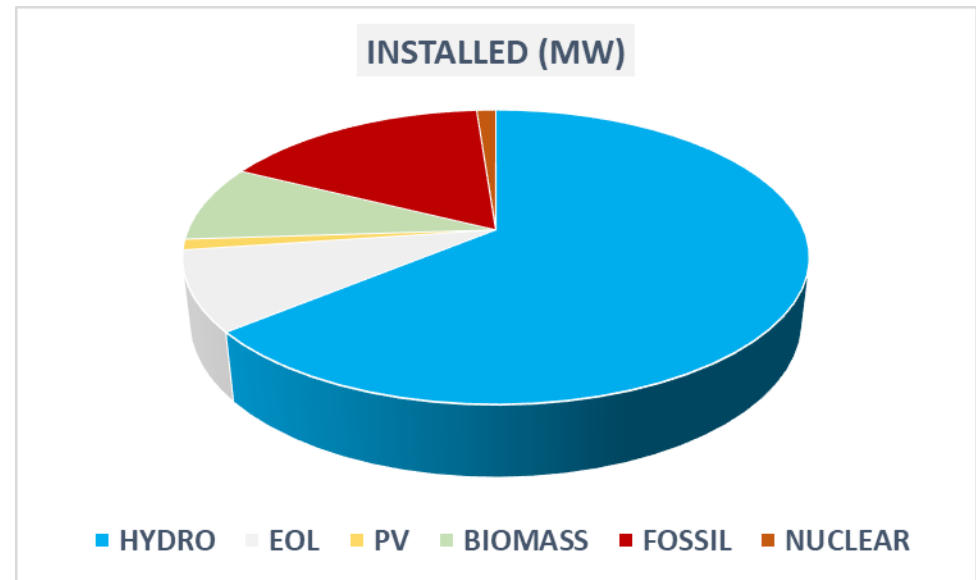
# ENERGY SOURCES



**GOD IS BRAZILIAN...**

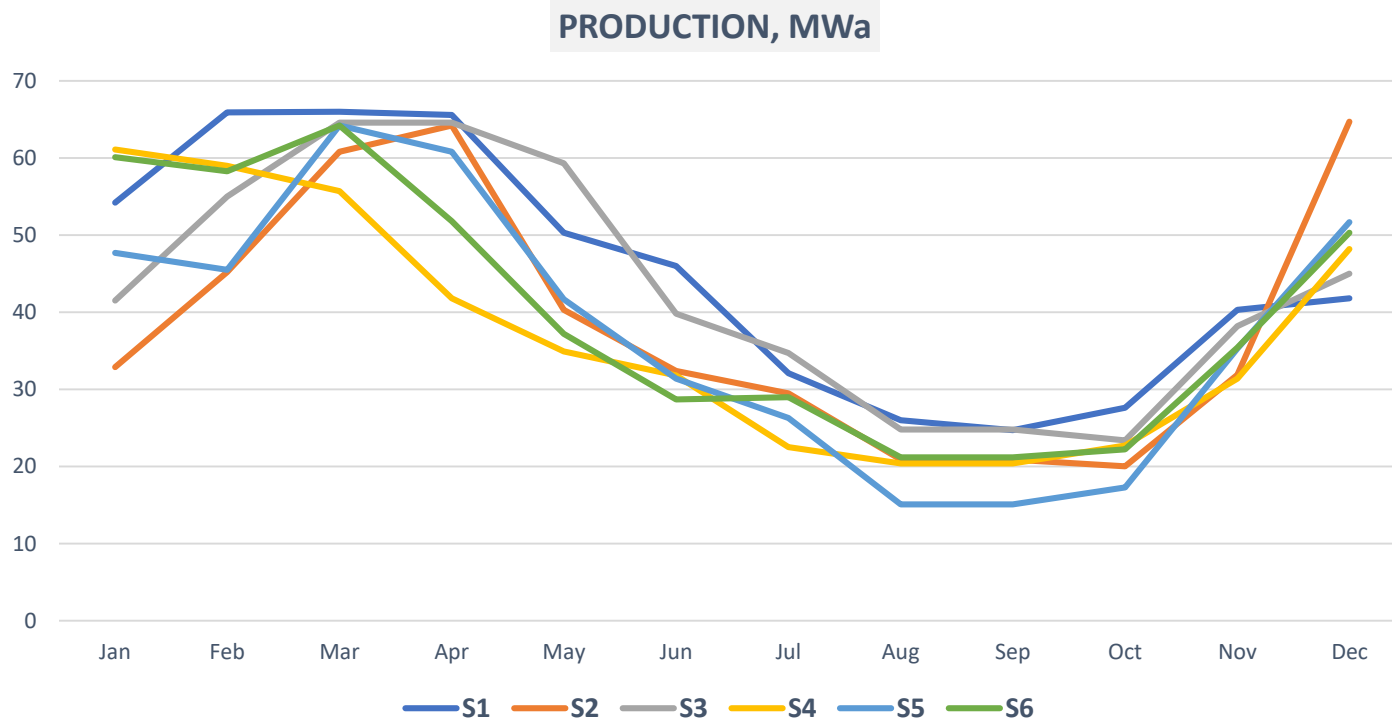
# ENERGY SOURCES

SOURCE	INSTALLED (MW)	PART
HYDRO	108.149	64,04%
EOL	14.784	8,75%
PV	1.988	1,18%
BIOMASS	14.188	8,40%
FOSSIL	27.784	16,45%
NUCLEAR	1.990	1,18%
TOTAL	168.883	100,00%



**82% CLIMATE-DEPENDENT**

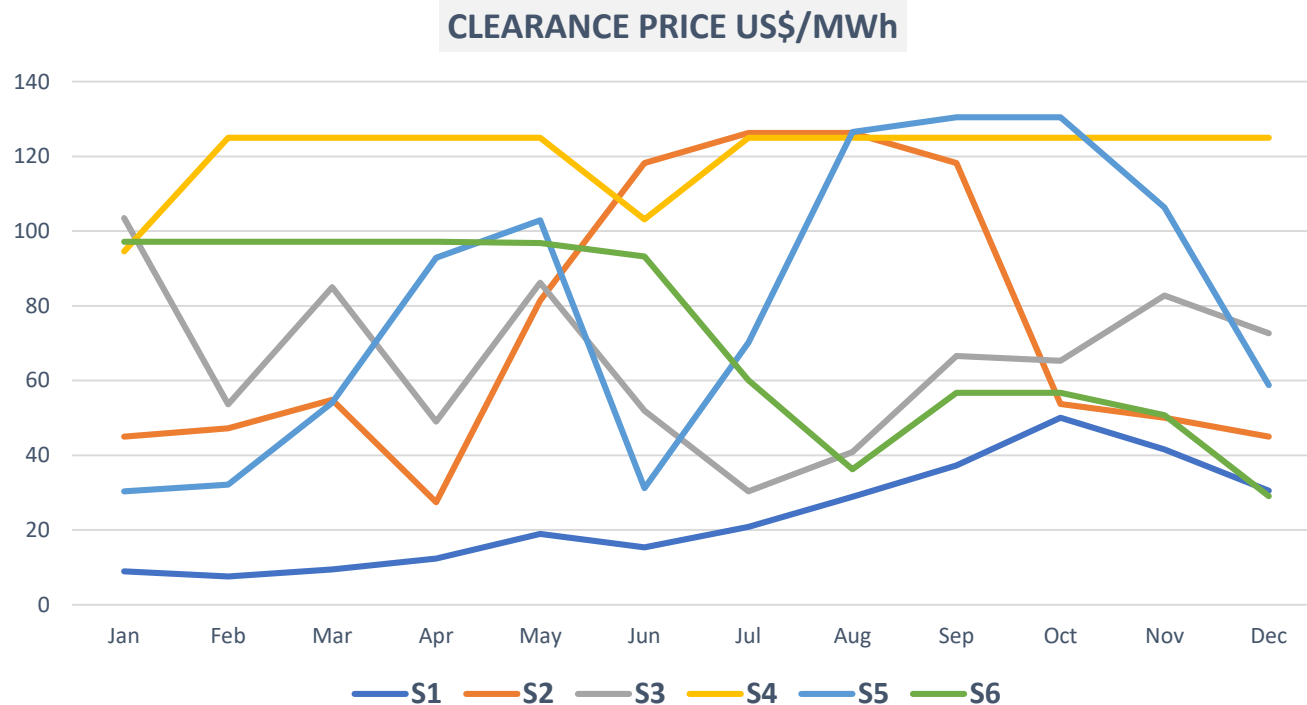
# UNCERTAINTIES



**RIO CLARO, HYDRO, SOUTHEAST**

**UP TO 70% DIFFERENCE**

# UNCERTAINTIES



CLEARANCE PRICE, SOUTHEAST

MORE THAN 1000% DIFFERENCE

# DEFAULTS

- **Generators' output not enough to supply contracts**
- **Necessary to buy in clearance Market**
- **Not able to pay!**
- **Consumers do not get energy, generators get debts**
- **Clearance trading chamber: defaults U\$2-5 million/month**



# UNHAPPY CONSUMER

- High inflows: prices go down – consumers see their contracts as overpriced
- Low inflows: prices go high – generators see their prices as underpriced

It is almost a “game” – almost crossing the border between the uncertain and the unknown

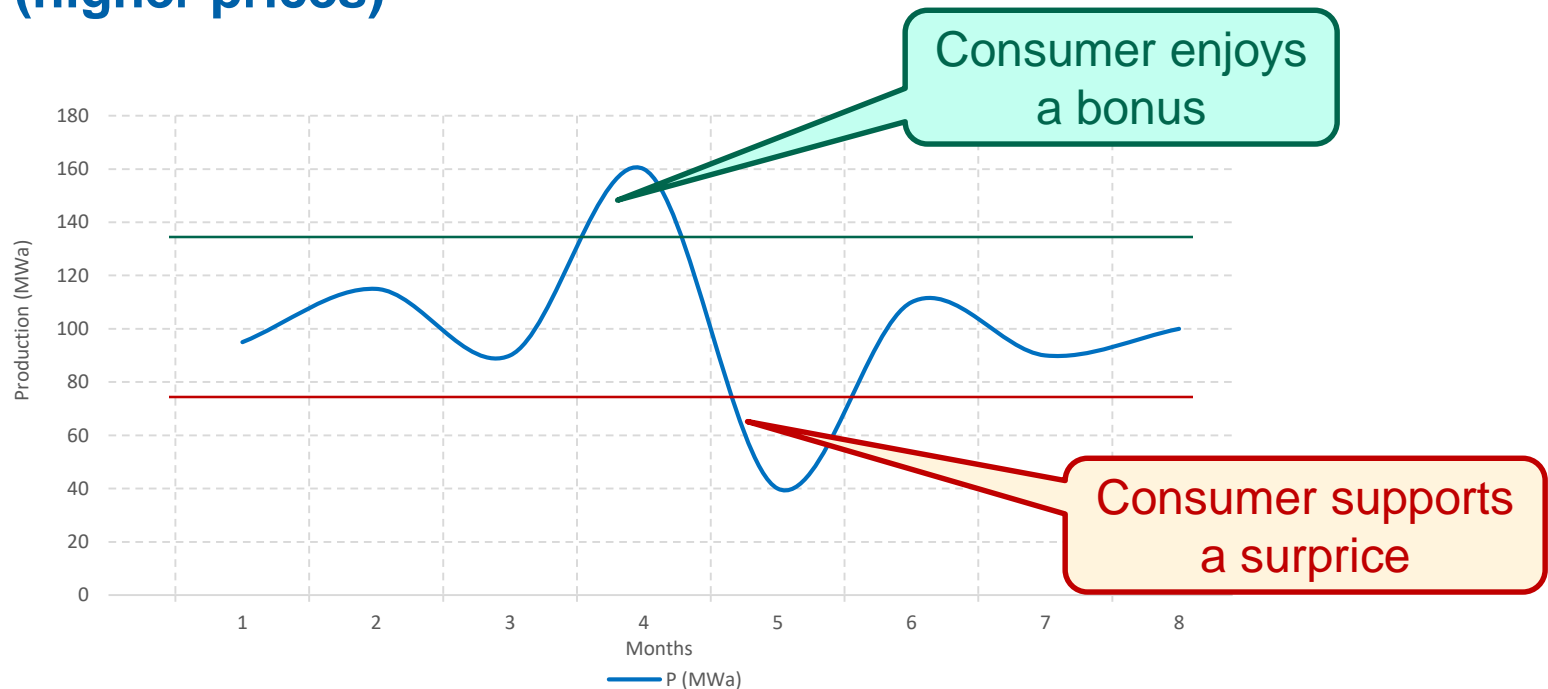




# PROPOSAL: RISK SHARING

## RISK SHARING CONTRACTS

- Generators' output higher than a limit (climate is generous): consumers get a premium (lower prices).
- Generator's output lower than a limit (climate is adverse): consumers get a surplus (higher prices)



*Min  $E_s$  (surcharge<sub>s</sub> – bonus<sub>s</sub>)*

*s/to*

*Production<sub>s</sub> + (buy<sub>s</sub> - sell<sub>s</sub>) = Contract<sub>s</sub>  $\forall s$*

*buy<sub>s</sub> < Lcflow*

*$E_s$  (buy<sub>s</sub>) < CVAR*

*contract balance*

*cash flow limits*

*conditioned value-at-risk constraints*

*⋮*

**TAILORED FOR  
EACH  
COUNTERPART**

# SOME RESULTS

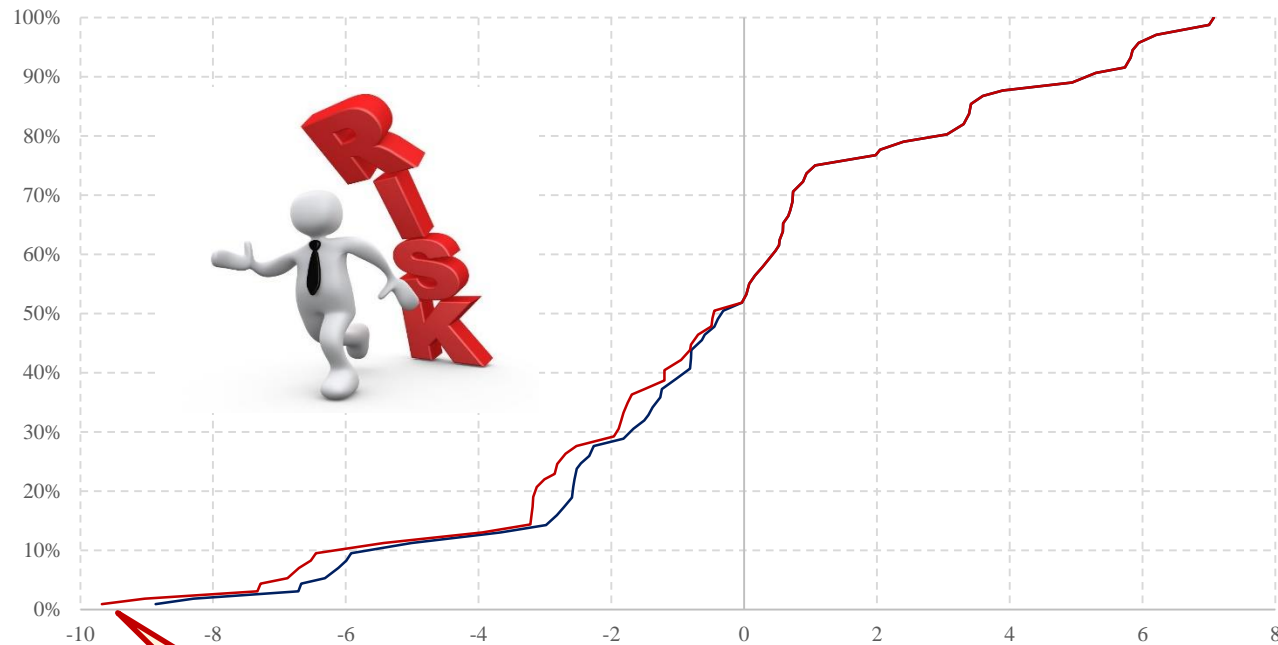
## Contract 40 Mwa, Price R\$ 140/Mwh

Category	Item	Value	
Risk Contract Variables	$P^{risk}$ (R\$/MWh)	130,74	<b>Price reduction (Bonus)</b>
	$L_{min}$ (MWa)	36,92	<b>Lower limit threshold</b>
Buyer's Expected Annual Cost (R\$ million)	Conventional Contract	53,57	<b>9% consumer's discount</b>
	Risk Contract	48,85	
Seller's Expected Annual Revenues (R\$ million)	Conventional Contract	49,61	<b>5,4 generator's losses</b>
	Risk Contract	44,89	
	Risk Premium	2,16	



# SOME RESULTS

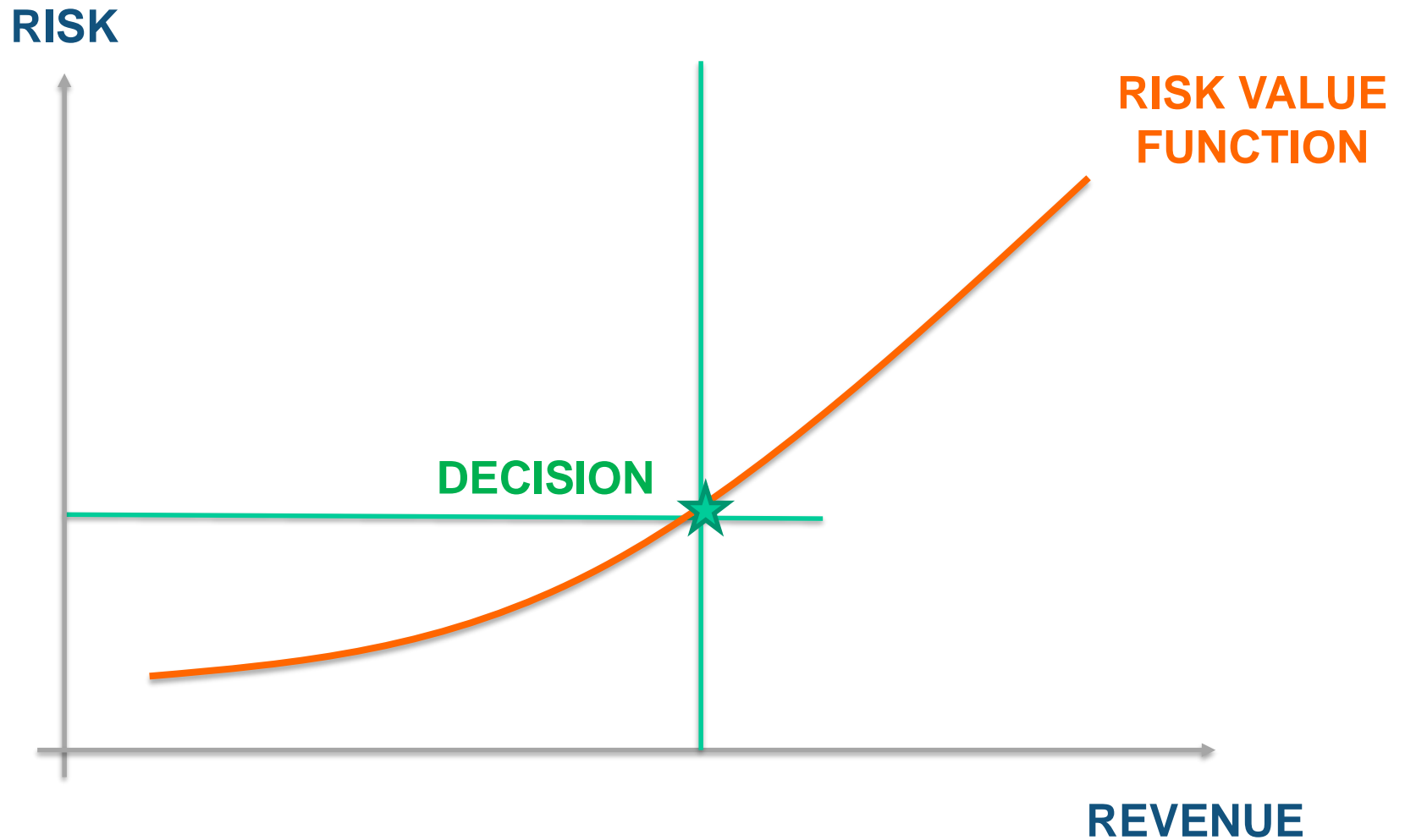
Contract 40 Mwa, Price R\$ 140/Mwh



Higher Risks

**RISK CONTRACT:  
-R\$9 MILLION CVAR**

# COMING SOON



# CONCLUSIONS

## Risk sharing contracts

- Better prices for consumers
- Lower risks for generators
- Customizable
- Although designer for expected scenarios, cover the unknown (protects both counterparts)



# THANK YOU

## Engenho Pesquisa, Desenvolvimento e Consultoria



**Leontina Pinto**  
**Executive Director**  
**Av. Cândido Portinari, 400**  
**Barra da Tijuca**  
**Rio de Janeiro/RJ**  
**CEP 227930-312**  
**Tel/fax 55 21 3329 3662**  
**[leontina@engenho.com](mailto:leontina@engenho.com)**