



Internship Proposal: Investigation of the risks of profit-sharing scenarios for B2B customers with steerable RES assets

Background

Irex Consulting is a business engineering consultancy company specialized in the energy & utility sectors. We are experts in tackling operational business challenges across the entire value chain – production, sourcing & trading, grids, and supply.

Assignment

As businesses increasingly adopt steerable renewable energy assets, profit-sharing models between energy suppliers and B2B customers must balance financial incentives with operational risks. Market price volatility, regulatory constraints, and technical limitations can all impact the fairness and stability of these agreements, making it essential to develop well-structured, resilient approaches.

This internship will focus on evaluating the financial and operational risks associated with different profit-sharing models for B2B customers with steerable renewable assets. The research will analyze key risk factors, including volatility in market prices, regulatory constraints, and technical constraints that may influence revenue-sharing agreements. The goal is to provide recommendations for designing equitable and risk-mitigated profit-sharing mechanisms that align with market dynamics and stakeholder interests.

Through this research, the intern will gain valuable insights into:

- How market price volatility and regulatory changes impact profit-sharing agreements
- The operational constraints of steerable renewable assets and their effect on revenue distribution
- Strategies for balancing financial incentives with risk management in B2B energy agreements

By exploring these factors, the findings will help develop more transparent and effective profit-sharing models, fostering stronger collaboration between energy actors and B2B customers in the evolving renewable energy landscape.

Objectives

- A market study on the current energy supply (injection/offtake) offering in Belgium and its neighboring countries involving profit-sharing schemes;
- Exploring innovative strategies for profit-sharing agreements between end-customers with renewable assets and energy actors;
- A comprehensive report outlining the conducted research;
- A conclusive presentation to irex Consultants aimed at augmenting their understanding of B2B commodity products involving profit sharing approaches, guided by insights from the research.

Preparation Material

- Relevant Irex training material will be provided

Schedule Beginning of July -- End of August (Flexible)

Contact

Patrick Larin

Contact patrick.larin@irex-consulting.com

Website <http://www.irex-consulting.com/>