## Is Marginal Cost Pricing still the ideal Energy Market Design

### Panel Session on

**The Energy Market & The European Energy Crisis** (Sponsored by the IEEE Greece PES Chapter) May 12, 2025 Athens, Greece Alex Papalexopoulos, Ph.D. President, CEO & Founder, ECCO International, Inc. **CEO & Chairman of the Board, ZOME Energy Networks, Inc.** San Francisco, CA alexp@eccointl.com



## Outline

- The Marginal Pricing Based Market Architecture
- Benefits of marginal Pricing
- Marginal Pricing Challenges
- Marginal Pricing Under Emergencies
- Marginal Pricing in a RES-based System (Challenges and Solutions)
- A Roadmap Moving Forward
- Conclusions



## **EU Politicians' Comments**



"We still have an electricity market that is designed in a way like it was necessary twenty years ago before we started to bring in the renewables. Today, the market is completely different and the system does not work any more." <u>Ursula von der Leyen, 8 June, 2023</u>



"People are being charged for their electricity prices on the basis of the top marginal gas price, and that is frankly ludicrous. We need to get rid of that system." <u>Boris Johnson, 25 June 2022</u>

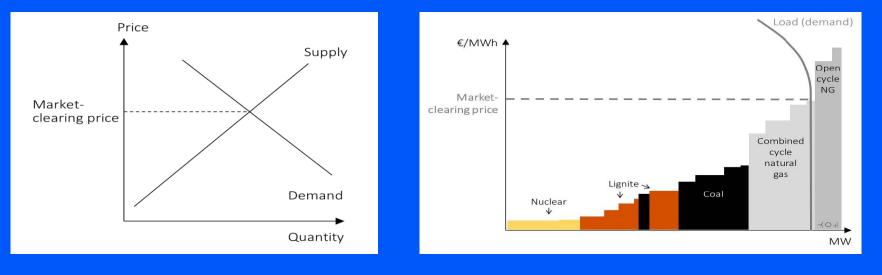


"You have skyrocketing electricity prices that no longer have anything to do with electricity production costs, it follows gas, it's absurd" <u>Emmanuel</u> <u>Macron, 28 June 2022</u>



## Marginal Pricing (1/4)

Marginal pricing is not unique to power markets; consistent with economic theory; commodities such as oil, copper, milk, solar panels are priced on the margin; It's how prices emerge from decentralized decision making; it is based on shadow prices of the load balance constraint in the dispatch optimization which determine the marginal effect of perturbing the constraint on the objective function





# Marginal Pricing (2/4)

- Provides incentives to bid close to the actual costs → promotes efficiency
- It supports (short run) <u>efficient market clearing</u>
  - Maximizes social welfare (short run)
  - Maximizes profit for each generator
- Incentivizes <u>optimal resource mix</u> in the long run
- Compatible with carbon pricing  $\rightarrow$  promotes decarbonization
- Allows part of capital costs to be recovered → <u>reduces the need for</u> <u>subsidies or capacity mechanisms</u>
- Sends signal for investments in new technologies and where new investments would be required (e.g., storage, peak generation, hydrogen, etc.) → promotes innovation (Investments reduce margins)
- Transparent and understandable to market participants → <u>builds</u> <u>confidence in the market</u>



## Marginal Pricing (3/4)

- Contributes to the financing of RES and reduces the need for subsidies → <u>supports decarbonization</u>
- Provides a signal for demand participation (through aggregators) -> promotes demand participation in wholesale markets
- Compatible with spatial and temporal marginal costs for delivering electricity 
   <u>facilitates spatiotemporal price discovery (LMPs)</u>
- Serves as a reference for risk hedging strategies for both producers and consumers → enables end-customer shielding from price shocks

 Serves as a reference for market coupling in EU (for DAM) → <u>facilitates cross-border trading, enhances price convergence</u>



## Marginal Pricing (4/4)

- When generation capacity is at an optimum level, marginal pricing (set at VOLL during scarcity) will result in full recovery of fixed costs
- There are some unique characteristics of power markets; nonstorability (in massive scale), perishability and uncertainty resulting in high market price volatility
- High price volatility motivates buyers to enter into long-term contracts to hedge their risk exposure and enable investments
- Energy-Only markets can work (ERCOT, Australia, etc.)
- Convexity is required for marginal pricing to work
- In reality non-convexity exists due to: cost monotonicity, binary decision variables, Unit Commitment costs, inflexible units, etc.
- Under non-convexity conditions marginal pricing sometimes cannot support an efficient dispatch (<u>need of uplift payments</u>)



## **Marginal Pricing Challenges**

Marginal Pricing under emergencies

 Renewable Energy based systems with zero marginal cost generation (Unit Commitment, Dispatch and Pricing)



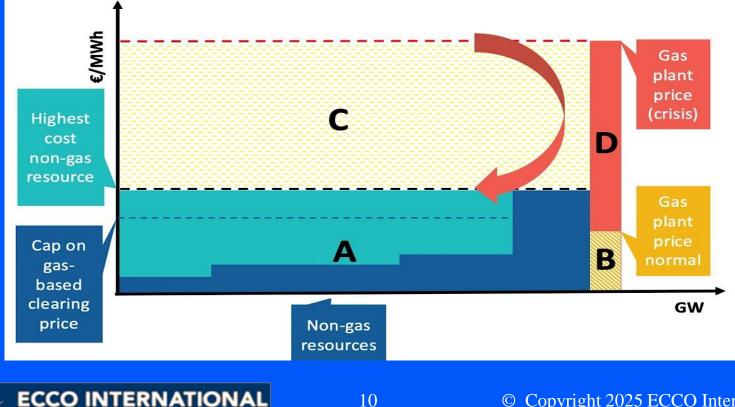
## Marginal Pricing Under Emergencies: The Price Shock Absorber Solution

- I support <u>'Price shock absorber</u>' mechanisms also called soft caps or circuit breakers; they trigger a temporary cap on the ability of gas generation to set the price as result of an extraordinary event (a 'shock')
- Under these conditions the accumulated <u>inframarginal rents</u> are deemed to reach a level beyond which they are no longer contributing to the <u>market's objective of maximizing the social</u> <u>welfare</u>
- It decouples wholesale electricity and gas prices
- It preserves to maximum extent the efficiency of the marginal pricing while protecting electricity consumers from the extreme impacts of extraordinary events



### **EU Energy Crisis: The Price Shock Absorber Solution**

Loads pay A + B + D BUT NOT C (no substantial transfer of wealth from consumers to generators)



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## Other Pricing Methods Under Emergencies

- Windfall profit tax (implemented in many EU countries)
  - Mechanics
  - collect the profits, cycle them through national coffers and pay out to consumers on a pre-determined basis
  - Decouple subsidies from consumption & caps technology agnostic
  - The good
  - It is used to raise funds to subsidize targeted users
  - It maintains production and allocative efficiency
  - It is economically sound, in principle
  - The Bad
  - Inefficiencies of many intermediate processes
  - Requires substantial creative accounting
  - Arbitrary politically-based decisions



## Other Pricing Methods Under Emergencies

### Bifurcation of the DAM into two markets

- one for RES, hydro and nuclear and
- the other for coal and gas
- A terrible idea debunked in the US from all serious market designers
  - It kills the market signal and the inframarginal rents
  - It kills the maximization of social welfare and creates huge regulatory and investment uncertainty
  - Increases the cost of capital
  - Provides disincentives for long-term PPAs and Forward Markets



### **Renewable Energy based Systems with Zero Marginal Cost Generation (1/4)**

- Challenges in Renewable Energy based systems include increased:
  - Congestion
  - Uncertainty
  - Non-convexities

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- Marginal pricing can effectively address these challenges / externalities
- Every study we have executed confirms that the price distribution has and will continue to change as **RES** generation penetrates the system



# Renewable Energy based Systems with Zero Marginal Cost Generation (2/4)

- Challenges in Renewable Energy based systems include increased:
  - Congestion
- Congestion now becomes unsystematic and unpredictable
- The need to transition Zonal Model to Nodal LMP models is increasing
- LMPs reflect the marginal cost of congestion



# Renewable Energy based Systems with Zero Marginal Cost Generation (3/4)

### Uncertainty

- Procurement of ancillary services (re-designed, including ramping, to address reliability concerns) is compatible with Marginal Pricing (through co-optimization)
- Pricing the marginal risk that assets impose on the system (reliability externality) and addressing the cost-causation argument (the "polluter" pays) is critical
- It reduces costs for consumers and provide signal for investment in technologies that support renewable integration



# Renewable Energy based Systems with Zero Marginal Cost Generation (4/4)

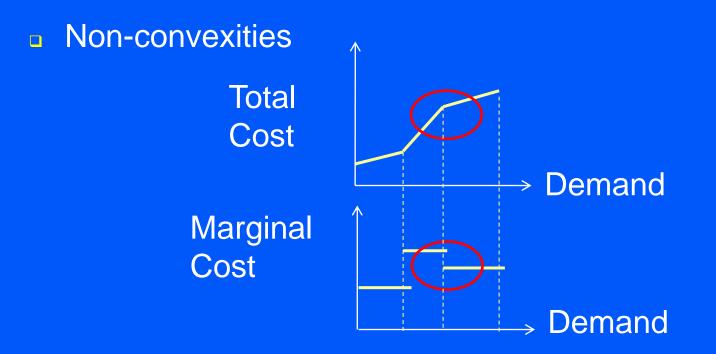
### Non-convexities

- A long-standing issue that will be aggravated (frequent switching of units, more hours in technical minimum generation), and resulting uplifts would increase
- Approaches such as <u>Integer Relaxation</u>, <u>Average Incremental</u>
   <u>Cost</u>, <u>Convex Hull pricing</u> are all compatible with marginal pricing
  - Integer Relaxation is a "proxy" Convex Hull pricing
  - Average Incremental Cost adds on the LMP component to eliminate make-whole payments
  - Convex Hull pricing derives the marginal cost in a "convexified economy" (obtained from a convex combination of feasible schedules) and supports the market solution with minimum uplift





## Marginal Pricing Under Non-Convexities





#### <u>Unit Commitment problem</u>

$$\min_{\mathbf{x},\mathbf{y}} f(\mathbf{x},\mathbf{y}) = \sum_{i} f_{i}(\mathbf{x}_{i},\mathbf{y}_{i}),$$

subject to:

System constraints, e.g., power balance:

$$\sum_{i} x_{i,t} = D_t, \forall t,$$

<u>Generation unit constraints,</u> e.g., min/max limits, ramp rates, min up/down times,  $(\mathbf{x}_i, \mathbf{y}_i) \in \mathbf{Z}_i, \forall i.$ etc.:

#### $f_i(\cdot)$ : Cost function of unit *i*

- *x<sub>i,t</sub>*: <u>Continuous</u> variables,
   e.g., power output of
   unit *i*, at time period *t*
- *y<sub>i,t</sub>*: Discrete variables, e.g., status (on/off) of unit *i*, at time period *t*
- $D_t$ : Demand at time period t
- $Z_i$ : Set of unit *i* constraints



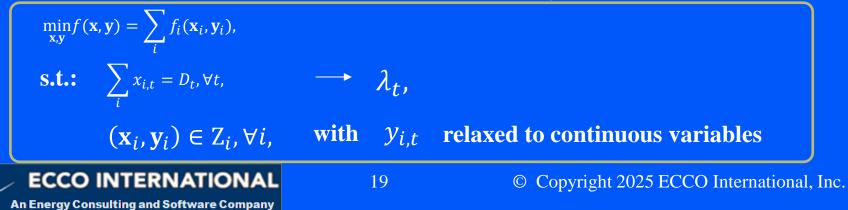
**Unit Commitment problem** •

$$\min_{\mathbf{x},\mathbf{y}} f(\mathbf{x},\mathbf{y}) = \sum_{i} f_{i}(\mathbf{x}_{i},\mathbf{y}_{i}),$$

subject to:  $\sum_{i} x_{i,t} = D_t, \forall t,$  $(\mathbf{x}_i, \mathbf{y}_i) \in \mathbf{Z}_i, \forall i.$ 

Integer Relaxation ( $\lambda$ )  $\bullet$ 

- $f_i(\cdot)$ : Cost function of unit *i*
- x<sub>i.t</sub>: **Continuous** variables, e.g., power output of unit *i*, at time period *t*
- $y_{i,t}$ : **Discrete** variables, e.g., status (on/off) of unit *i*, at time period *t*
- Demand at time period t  $D_{t}$ :
- Set of unit *i* constraints  $Z_i$ :



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#### <u>Unit Commitment problem</u>

$$\min_{\mathbf{x},\mathbf{y}} f(\mathbf{x},\mathbf{y}) = \sum_{i} f_i(\mathbf{x}_i,\mathbf{y}_i),$$

subject to:

$$\sum_{i} x_{i,t} = D_t, \forall t,$$
$$(\mathbf{x}_i, \mathbf{y}_i) \in \mathbf{Z}_i, \forall i.$$

<u>Convex Hull Prices (λ)</u>

 $\max_{\lambda} q(\lambda), \quad \text{Lagrangian Dual}$ where:  $q(\lambda) = \inf_{(\mathbf{x}_i, \mathbf{y}_i) \in \mathbf{Z}_i, \forall i} L(\mathbf{x}, \mathbf{y}, \lambda),$  $L(\mathbf{x}, \mathbf{y}, \lambda) = \sum_i f_i(\mathbf{x}_i, \mathbf{y}_i) - \sum_t \lambda_t \left(\sum_i x_{i,t} - D_t\right)$ 



$$f_i(\cdot)$$
: Cost function of unit *i*

*x<sub>i,t</sub>*: <u>Continuous</u> variables,
 e.g., power output of
 unit *i*, at time period *t*

- *y<sub>i,t</sub>*: Discrete variables, e.g., status (on/off) of unit *i*, at time period *t*
- $D_t$ : Demand at time period t

 $Z_i$ : Set of unit *i* constraints

$$\begin{array}{ll} \min_{\mathbf{x},\mathbf{y}} \sum_{i} f_{i}^{**}(\mathbf{x}_{i},\mathbf{y}_{i}), & \text{Convexified Primal} \\ \text{subject to:} \quad \sum_{i} x_{i,t} = D_{t}, \forall t, & \longrightarrow \lambda_{t}, \\ \vdots & & & & & \\ (\mathbf{x}_{i},\mathbf{y}_{i}) \in conv(\mathbf{Z}_{i}), \forall i. \end{array}$$

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- The expanded Unit Commitment can provide convex hull prices with most constraints included, like ramping
- These approaches have not attracted too much attention in the industry
- An alternative approach is to maintain the standard unit commitment but apply either the well-known Dantzig-Wolfe decomposition or heuristics to accelerate Benders decomposition applied to the dual problem of the original unit commitment
- Bottom Line: Greater penetration of renewables does not affect the basic theoretical issues, but it does reinforce the importance of improved pricing models



## **Moving Forward**

- Forward Markets and long-term markets based on expected real-time prices (stay deterministic for now); the basic structure of FM and contracts, which are mostly financial, stay the same
- They provide a valuable arbitrage function to address prices but not quantities
- Redesign Contracts for Differences (price, floors, etc.)
- Redesign of Short-term markets to accelerate deployment of Renewable Energy
- RA; Two connections with market design (incentive problem, incomplete markets)
- Transmission policy & infrastructure planning (need hybrid systems)
- **Better Consumer Empowerment and Protection**
- DR and DERs (DSO Markets) and Interface with wholesale markets

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Continue to improve price formation 



## **Key Messages**

- Electricity market are necessarily hybrid systems
- The basic framework of efficient spot electricity markets with marginal pricing remains solid (in theory and practice) despite the challenges
- Power is a commodity differentiated by time and space and marginal pricing offers the correct price signals for <u>operation</u> and <u>investment decisions</u>
- RES penetration clearly creates challenges but does not challenge energy market & RA theory & practice; to the contrary the spot market design is even more important in decarbonization efforts
- Reform efforts should focus on <u>efficient pricing models</u>, <u>scarcity pricing</u>, <u>improved capacity market models</u>, <u>flexible demand response</u>, <u>multi-period dispatch and pricing</u>, <u>Unit Commitment pricing issues and</u> <u>expansion of wholesale market to the distribution level (DSOs)</u>
- Maintain the classical Unit Commitment but apply the Dantzig-Wolfe Decomposition or heuristics to accelerate the Benders Decomposition

