



Introducing Reliance Energy Limited

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About Reliance Energy

- Reliance Energy is a professional services company enabling clients to achieve their UK energy projects ambitions
- We specialise in delivering bespoke, client-specific 'shovel-ready' sites with land, grid connections and planning secured
- The Reliance Energy team is well-known and recognised within the industry, with a strong reputation for delivery and overcoming challenges
- Our track record boasts >175MW of fully consented sites for client-specified facilities to date, with a pipeline of partially developed sites across multiple technologies

People

- ✓ A motivated team who deliver high quality results
- ✓ Extensive site finding & development capability
- ✓ Embedded energy industry expertise
- ✓ Established network of land owners, agents and suppliers
- ✓ Collaborative approach to working with clients

Processes

- ✓ Efficient site qualification & development practises
- ✓ Suite of proven documentation
- ✓ Client-tailored reporting, site reviews and approvals

Systems

- ✓ Bespoke Project Management Portal
- ✓ An investment-grade, site specific commercial model

Meet the Reliance Energy team



Founded in 2016, Reliance Energy has a track record of successfully developing energy projects and overseeing funder due diligence processes. Its established and well-reputed team has amassed the knowledge and experience needed to move quickly and efficiently with a complex and ever-changing energy market.

Led by Managing Director **Neil Drake**, who has built and developed the team to deliver tangible results and establish excellent working relationships.

Reliance Energy's non-exec director, **Andris Bankovskis**, supports Neil providing in-depth understanding and experience in large and small commercial enterprises, industry bodies and government in relation to energy market policies and regulation.



Reliance Energy's Directors



Neil Drake, Managing Director

Neil was appointed as the team's managing director in 2016, bringing with him a proven track record of delivering high quality results through his leadership. He transformed a niche start-up concept into an extremely adept business creating value for its customers. His vision is to harness the team's extensive skills and experience to provide outsourced services to the complex and highly regulated energy industry. An experienced executive, well versed in the practicalities of the directorial role, including business administration and investor relations.

Prior to joining the team, Neil spent a number of years at EDF Energy where he held positions forming commercial strategies for both corporate and B2B functions. Between 2009 and 2011 Neil oversaw the development and delivery of EDF's strategy for the commercialisation of nuclear power; a project that culminated in the launch of Blue, the company's most successful product in both B2B and residential markets. More recently, Neil held strategy roles in EDF's Energy Services, PPA and Supply functions; creating commercial propositions for the UK's largest business consumers and independent generators. He also acted as a National level spokesperson for EDF, led influencing initiatives with Ofgem, Defra and DECC and represented EDF Group on the international stage as part of the World Resources Institute's working group on carbon accounting.

Education and qualifications:

- Chartered Institute of Management Accountants – Certificate of Business Accounting
- University of Bristol – MBA, Strategy and Finance
- University of Brighton – BSc, Sport and Exercise Science



Andris Bankovskis, Non-executive Director

Andris provides oversight to Reliance Energy's trading activities and advises the management team on energy policy and strategy. He has over three decades' experience leading teams and developing policy in electricity generation, supply, regulation and energy technology through working in large energy companies, a major UK energy policy association, an economics consulting group and as an independent energy consultant.

Andris' experience includes nuclear reactor physics, optimisation of generator plant performance, procuring the UK's civil uranium, managing private sector nuclear liabilities, M&A investment due diligence, developing new arrangements for the trading of electricity in Scotland, energy and green certificate trading and compliance and project development. His current interests include the evolution of smart, clean energy systems, energy in the built environment and related policy development. Andris' career spans roles in a variety of senior advisory positions across Government, industry and investment. His most recent positions include serving on the panel for the Chief Scientific Advisor for Wales, allocating research and fellowship funds for all universities in Wales; and the Panel of Technical Experts on Electricity Market Reforms for the Department of Business, Energy and Industrial Strategy, scrutinising Great Britain's electricity security, cost minimisation and environmental impact. Prior to this, he has held numerous senior roles in both renewable energy policy and trading for organisations including British Energy, SQW Consulting and the Association of Electricity Producers.

Education and qualifications

- Open Business School - MBA
- Open University / London College of Law – Qualifying degree in Law
- University of Manchester – BSc (Hons), Physics

Integration with our key suppliers

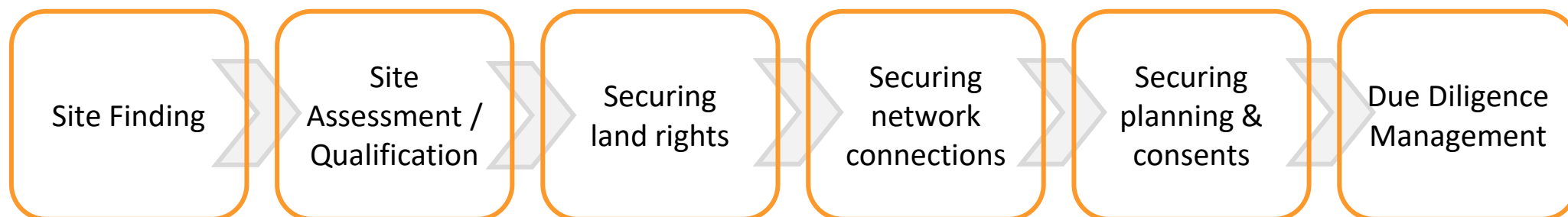
The team is expertly supported throughout the development process by our key legal and planning consultants, drawing on relationships that have been established over several years:

- Our consultants are integrated within Reliance Energy's working practices, ensuring our processes are streamlined. When working in new areas or with new technologies, we pull in expertise and share knowledge throughout the team to effectively adapt our existing processes to meet the bespoke needs of the project
- An established meeting cycle means that key consultants can quickly be brought up to speed on new sites and clients' requirements, and progress can be efficiently monitored across the full Reliance Energy portfolio as very low marginal cost
- Key documentation such as planning appraisals, planning statements and land agreements have been jointly developed and refined over the years, providing robust, proven templates. These can then be tailored to meet the specific project needs enabling quicker, effective delivery



Reliance Energy's Site Development Services

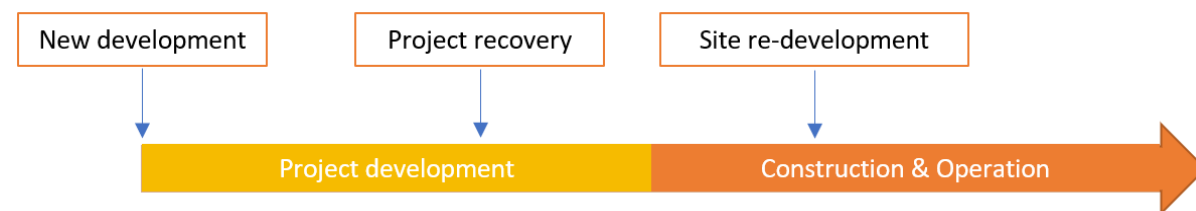
Core services



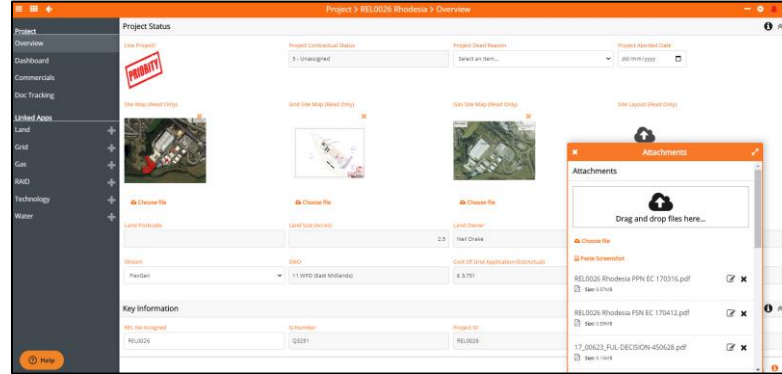
Enhanced services



With Reliance Energy's experience of end to end site development, sites can enter the development process at any stage, whether originated by Reliance Energy or bought from a third party:



Bespoke Portfolio Management - PMP



	Live	Map	Q Number	Opportunity Name	MW	Land	Postcode	Created	Planning	LOA Status	LOA Stage	Budget	DNO	Gas?	Tech. Assess.
Live															
	✓		Q3992	Example Site	49.9		Example Postcode	13/10/2020	100 %	●	Not Required	●	22 WPD (South West)	Low chance	Complete & OK
	✓		Q3998	Example Site	20		Example Postcode	03/11/2020	80 %	●	Signed Copy Stored	●	23 NPG (Yorkshire)	Medium chance	Complete & OK
	✓		Q4002	Example Site	30		Example Postcode	11/11/2020	100 %	●	Not Started	●	15 NPG (North East)	High chance	Awaiting Technical Assessment
	✓		Q4004	Example Site	20		Example Postcode	12/11/2020	100 %	●	Prepare and Send	●	13 SPEN (North Wales)	Medium chance	Complete & OK
	✓		Q4005	Example Site	20		Example Postcode	12/11/2020	100 %	●	Prepare and Send	●	11 WPD (East Midlands)	Unknown	Complete & OK
	✓		Q4007	Example Site	25		Example Postcode	13/11/2020	25 %	●	Prepare and Send	●	14 WPD (West Midlands)	Medium chance	Complete & OK
Deprioritised															
	?		Q3457	Example Site	17		Example Postcode	25/07/2017	0 %	●	Not Started	●	19 UKPN (South East)	Medium chance	Complete & OK
	?		Q3805	Example Site	27		Example Postcode	10/09/2018	0 %	●	Signed Copy Stored	●	15 NPG (North East)	High chance	Awaiting Technical Assessment
	?		Q3809	Example Site	20		Example Postcode	19/09/2018	0 %	●	Not Started	●	15 NPG (North East)	Medium chance	Complete & OK
	?		Q3812	Example Site	20		Example Postcode	12/10/2018	0 %	●	Not Started	●	15 NPG (North East)	High chance	Complete & OK

REL0123 Project Road

Project Size: 20 MW
Status: Informally assigned

Land
Rent: £ 60,000 / annum
Status: LOA in place, HOTs in place, Afl. Agreed

Planning
Planning Probability: 80 %
Status: Planning Application submitted, awaiting Decision

Electricity Grid
Size: Export / Import 20 MW export 5MW import
Cost: £ 895,340
incl. non-contestables: £ 345,689
Connection Voltage: 33kV
Status: Offer accepted
Offer acceptance date: 14-Jan-2021
Est Connection lead time: 18 months

Gas
Cost: Est. £ 863,960 for 57.0 MWt c. 20 MWe+ Reinforcement Costs £ 1,156,000
Status: Indicative, awaiting full offer
Offer expected: 23-Dec-2020

Current Est. Project £k/MW £ 149 k /MW

PROTECT: Commercial

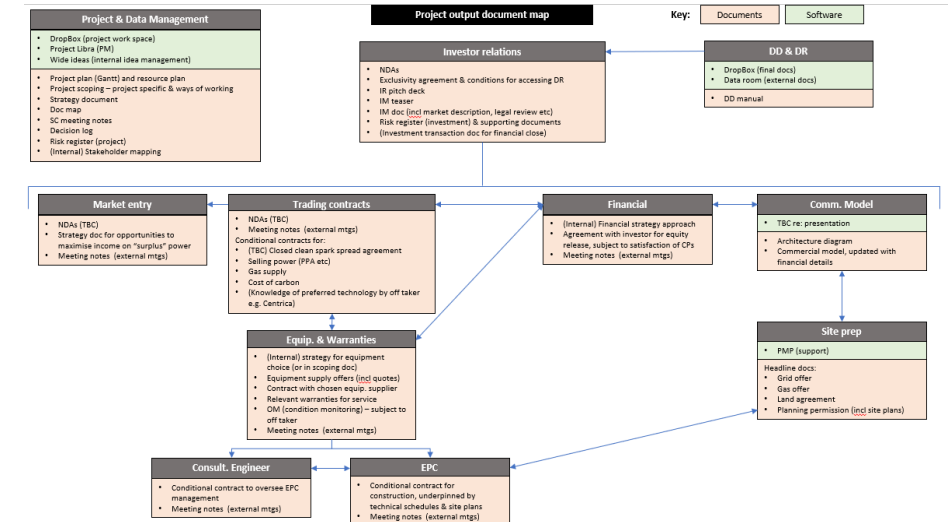
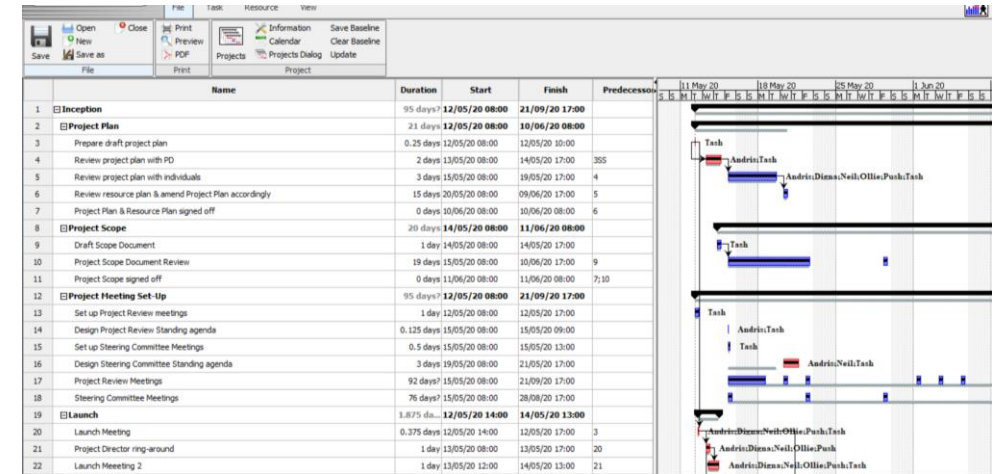
Next Steps

- Follow up planning application
- Accept Electricity Grid offer
- Chase up Gas offer
- Ongoing landowner management

- Site development is complex and multifaceted, with land, grid and planning processes running in parallel
- Reliance Energy has developed a bespoke Project Management Portal (PMP) to enable a modest-sized team to drive large numbers of projects simultaneously, across multiple technologies and clients
- It has been used to track over 1000 sites through every project step, from pre-qualification, throughout development, to completion
- At a project level, PMP provides process progress and action tracking, site summaries for clients and key document storage ready for DD
- At a portfolio level, PMP provides dashboard reporting, KPI monitoring and resource tracking for different clients' development contracts
- With in-house development capability, this system is constantly evolving in line with our processes, to meet the emergent needs of changing technologies, markets and regulations

Project Planning and Management

- In addition to PMP, we use a range of tools to underpin effective project management
- These include:
 - Project plan and resource management, providing a tool for establishing, monitoring and maintaining project delivery within a critical path
 - A comprehensive document mapping solution to underpin project management and due diligence





“ Easily the most professional developer in the industry ”



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***UK Business Development Manager
Sterling & Wilson, EPC***