



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 >205MW 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.



Managing Director
Neil Drake



Senior Commercial
Manager
Digna Bankovska



Senior Operations
Manager
Kaleigh Maietta



Technical Lead
Pushwinder Kumar



Landowner
Relationship Manager
Neil McCaddon



Development Manager
Becky Lummes

Reliance Energy's Director



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

Hire in a team



When working in such a temperamental market building a team or finding spare resource can be difficult. For a simple day rate, the Reliance Energy team can be engaged to review potential projects, undertake due diligence, review contracts, review operational processes and more.

Reliance Energy can also undertake strategic analysis of both an organisation or a project, and offer evidence or points for negotiation.

Operational support

- Site assessment & prequalification
- Legal/contractual management
- Land negotiations
- Grid and planning management
- Project development, due diligence and transaction support
- Operational pipeline assessment and management
- Client/landowner liaison
- Data room analysis and recommendations
- Funder due diligence

Strategic support

- Regulatory review
- Strategy formation and implementation – including governance structures, secretariat implementation, report setup
- Process review and establishment – operational review, organisational development, staff training and process implementation
- Industry specific strategic support – grid or gas strategy, commercial modelling, business planning

REL staff can be available on an ad-hoc, site-by-site, portfolio level or pipeline level day rate to assist with any capacity concerns within your team.

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:

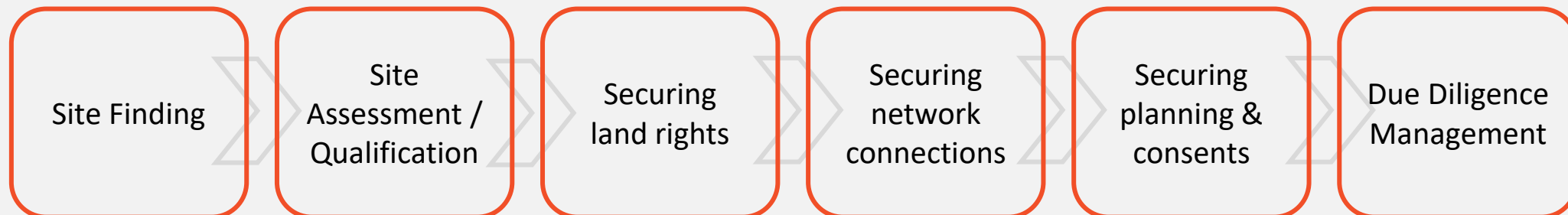
- Our consultants are integrated within Reliance Energy's working practices, ensuring our processes are streamlined. When working in new areas or with new technologies, we pull in expertise and share knowledge throughout the team to effectively adapt our existing processes to meet the bespoke needs of 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

Many of our clients choose to engage our consultants for jointly developed projects, though the Reliance Energy team are always ready to work with our clients' preferred advisors and document templates.



Reliance Energy's Site Development Services

Core services



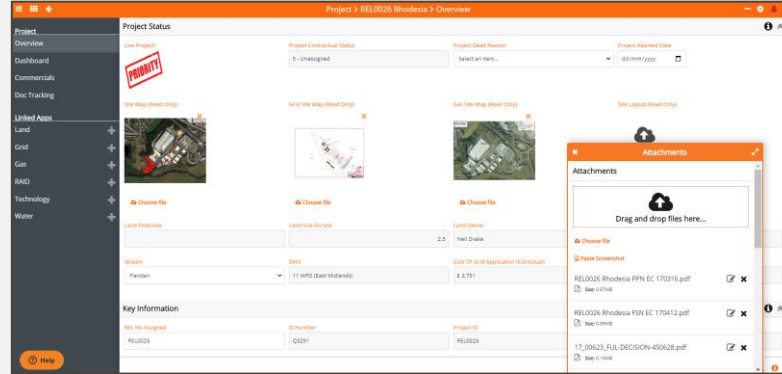
Enhanced services






































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

Next Steps

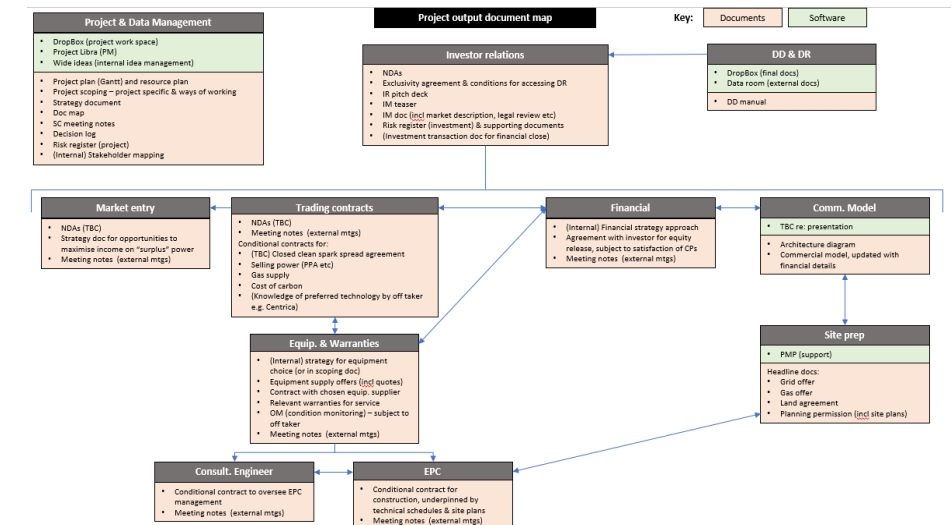
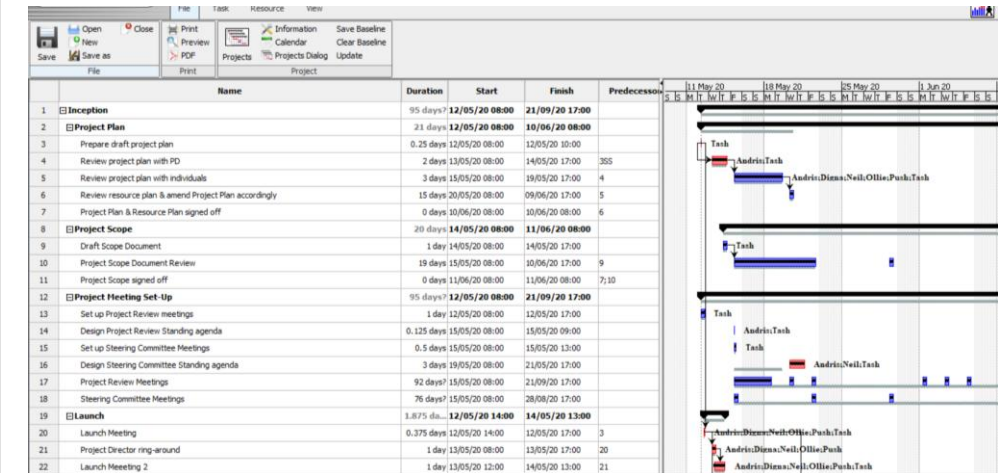
- Follow up planning application
- Accept Electricity Grid offer
- Chase up Gas offer
- Ongoing landowner management

PROTECT: Commercial

- 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 1300 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***