



Energy:

Agency & Investment Service

Delivering clarity and confidence
across the energy deal lifecycle

Carter Jonas

Introduction to the wider Energy Team

When it comes to energy developments, it pays to have Carter Jonas on board.

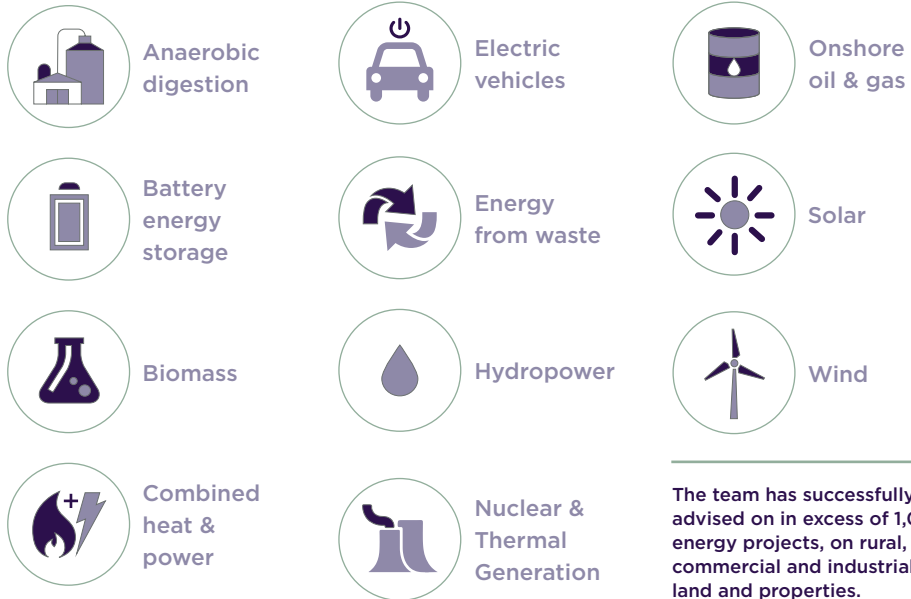
Our market-leading energy team includes surveyors, valuers, environmental specialists, project managers, town planners, and investment professionals specialising in energy transactional services. This diverse expertise enables us to provide comprehensive, independent advice on all aspects of energy projects, ensuring our clients maximise the opportunities available in the evolving energy market.

>18GW
of energy projects under development
which the team have advised on

>6GW
solar projects under
development

>4GW
energy storage projects
under development

We provide advice across all forms of energy including:



The team has successfully advised on in excess of 1,000 energy projects, on rural, commercial and industrial land and properties.

Our services include:



Proud to be a member of 

Overview: Agency & Investment service

Who We Are

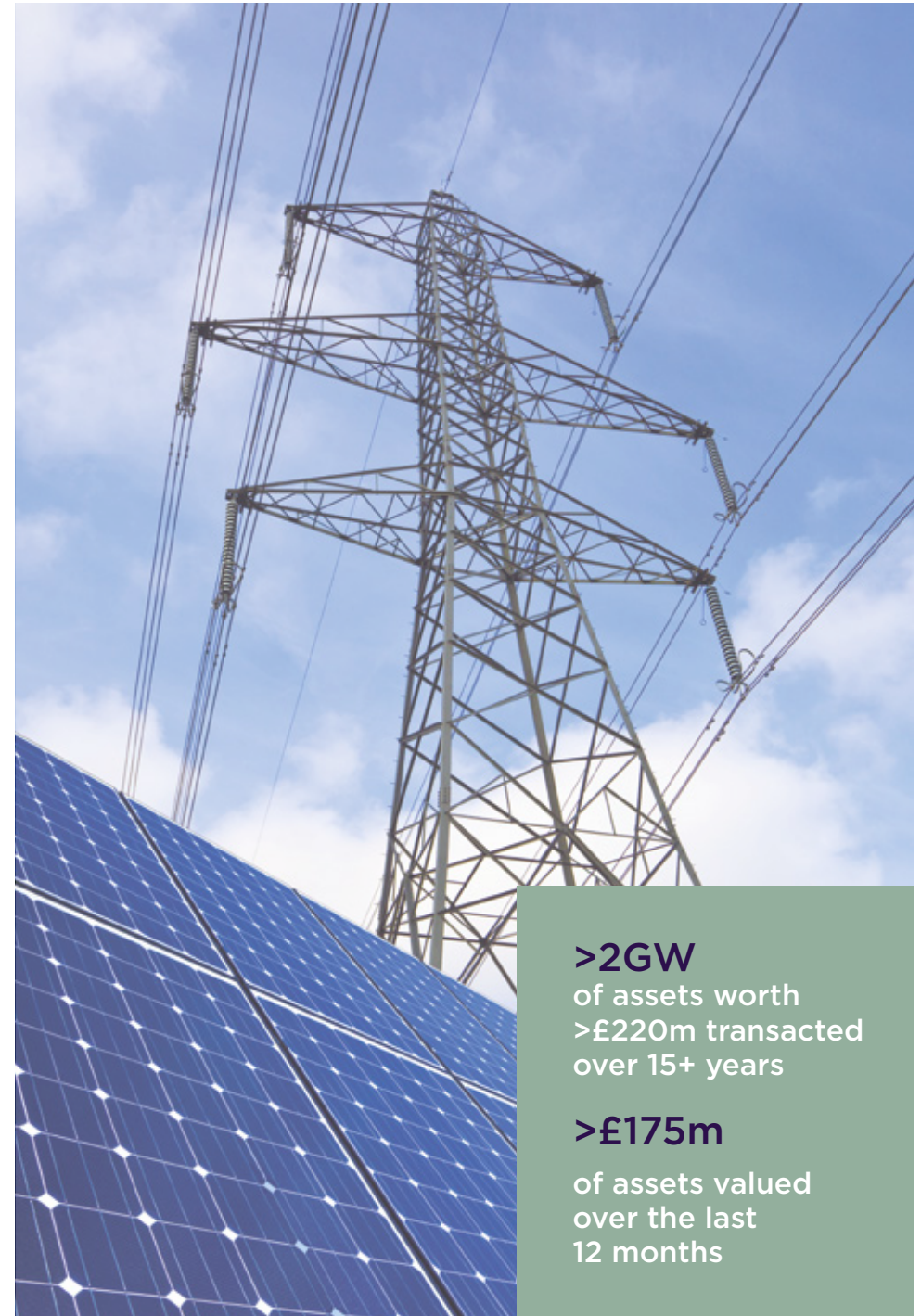
- Carter Jonas Energy Transactional Services is a specialist advisory service line within our market-leading Energy team
- We combine technical, commercial, and strategic insight to support developers, investors, and landowners throughout the deal lifecycle

Where We Fit

- Positioned at the intersection of energy development and investment
- We act on both buy-side and sell-side mandates for projects and platforms
- Facilitate transactions of assets of all maturity stages (greenfield, ready-to-build, operational and re-powering)

Why Us

- Deep UK energy market expertise with strong networks and proven transactional track record
- Bespoke solutions and flexible financial structures for projects of any scale
- Data-driven approach to maximise returns and manage risk



>2GW
of assets worth
>£220m transacted
over 15+ years

>£175m
of assets valued
over the last
12 months

Our Services

Transaction Execution & Valuation

- Sale process management
- Valuation & financial modelling
- Investor engagement

Due Diligence & Risk Analysis

- Technical & investment due diligence
- Market and grid feasibility
- Regulatory compliance reviews



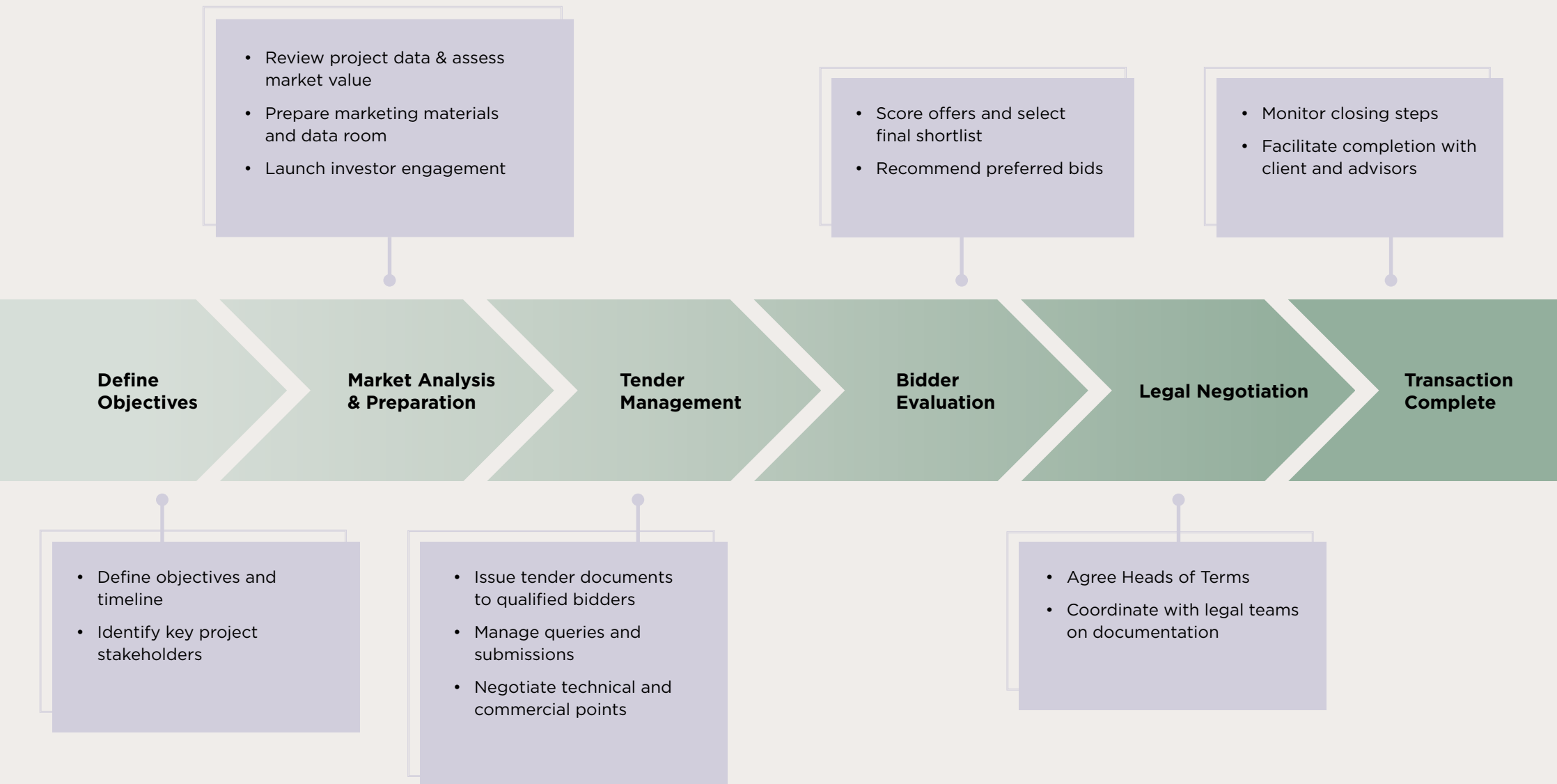
Structuring & Partnerships

- Joint ventures & co-investments
- Corporate & private PPAs
- Development agreements

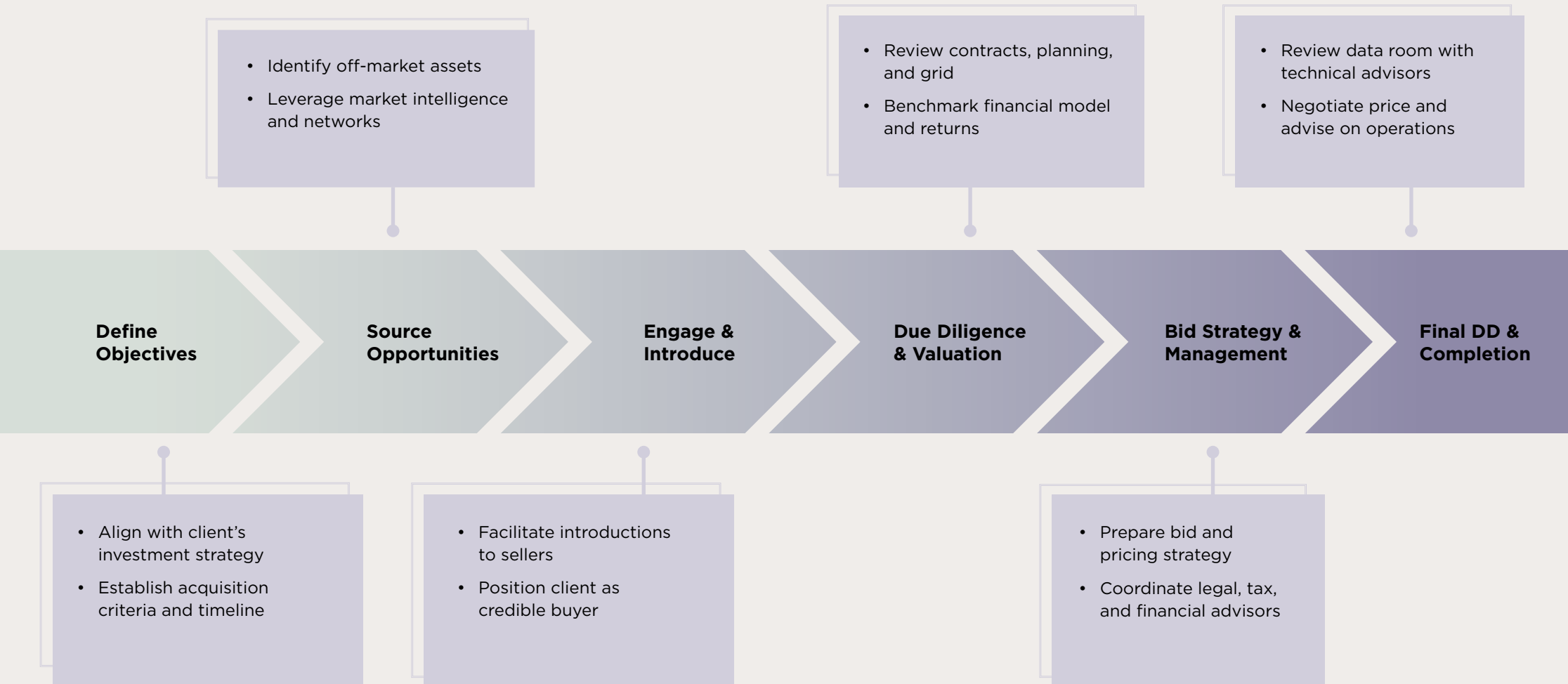
Market Intelligence & Opportunity Sourcing

- Identify development opportunities
- Market analysis & strategic advice
- Competitive positioning

Sell-side approach



Buy-side approach



Case Studies



01

69 MW Consented solar project rights sold

Client: a UK renewable energy developer focused on delivering utility-scale solar projects from origination to ready-to-build/shovel ready

Asset: project rights for 69MW (42MW & 27MW) consented solar

Instruction: dispose of 100% of share capital in the SPVs that hold the project rights to the Solar PV projects

Solution: developed and executed a structured sales process, including bid strategy, marketing materials, investor outreach, and due diligence management

Results: successfully completed share purchase agreement for the 42MW site & secured a non-binding offer for the 27MW project



Case Studies

02

98 MW BESS freehold rights sold

Client: a UK-based property developer specialising in residential and commercial projects

Asset: underlying freehold ground lease for a 98MW/196MWh Battery Storage Facility

Instruction: dispose of the underlying freehold ground lease to a suitable investor

Solution: a structured disposal process was delivered, from information collation and investor marketing through to competitive bidding, negotiation, and final sale completion

Results: the asset was successfully sold on schedule, achieving a price that reflected strong market interest and met the client's objectives

18 MW Wind head lease sale

Client: a large utility company with numerous assets including renewable energy investments

Asset: underlying land at an operational 18 MW onshore wind farm with long-term site development rights

Instruction: market and facilitate the sale of a 50-year reversionary interest in the site of an operational onshore wind farm, including the granting of a head lease, to prospective investors

Solution: marketed the 50-year reversionary interest and head lease to specialist renewable energy investors, clearly outlining the operational wind farm, lease structure, and long-term development potential to generate informed investor interest

Results: completed successful sale of the 18 MW operational wind farm, achieving a strong sale value with over 22 unexpired years on the lease



04

>£75m Portfolio Valuation

Client: a UK financial institution

Asset: mixed energy portfolio valued at over £75m

Instruction: provide annual portfolio valuation advice and investment valuations for secured lending on new acquisitions

Solution: delivered comprehensive valuation reports, incorporating market trends, asset performance, and risk analysis

Results: enabled informed decision-making for portfolio management and acquisition financing



Case Studies



05

22MW Consented solar farm acquisition

Client: a UK local authority

Asset: 22MW consented solar farm

Instruction: act on behalf of the client to acquire the solar farm, including buy-side due diligence and pricing advice

Solution: conducted detailed technical and financial due diligence, advised

on purchase price, and supported transaction execution

Results: acquisition completed successfully; project now operational, contributing to the client's net-zero targets and decarbonising its investment portfolio

06

2MW Operational anaerobic digestion (AD) sale

Client: a private agricultural operator

Asset: operational anaerobic digestion (AD) plant in Lincolnshire – 2MW capacity, processing 50,000 tonnes of feedstock annually

Instruction: market and promote the sale of the operational AD facility

Solution: prepared a full data room, provided technical support throughout the sale process, and engaged a wide pool of renewable energy investors

Results: generated significant buyer interest and facilitated advanced negotiations with multiple parties



Case Studies



07

2.4MW Operational Solar Sale

Client: an independent renewable energy company focused on electricity generation in the UK

Asset: a fully operational 2.4MW Solar Farm (PPA, FiT & REGO) with underlying freehold ground lease optionally available

Instruction: dispose of the operational asset with an option to purchase the underlying freehold ground lease

Solution: managed a full disposal programme, coordinating marketing, investor engagement, financial modelling, offer negotiations, and progression to a successful sale outcome

Results: secured a range of non-binding offers and are actively managing the client through to the point of sale

Some of our key clients



Meet our Team



Stuart Campbell

Stuart is a Partner and Energy profit centre lead at Carter Jonas, and Head of Energy Transactions. He has advised on the disposal of portfolios of renewable projects covering solar, wind, BESS, AD. He has strong links to the investment community and has nearly 20 years' experience in the renewable energy, waste and circular economy sectors. Provides financial, commercial and strategic advice to developers, investors, utility companies, central and local government.



Tom Allen

Tom is an Associate Partner with experience across the renewable energy property sector, including land assembly, agency, due diligence, valuation, and project management. He was previously a Finance and Construction Project Manager for a leading onshore wind developer, managing projects from planning through to construction and sale.



Charles Hardcastle

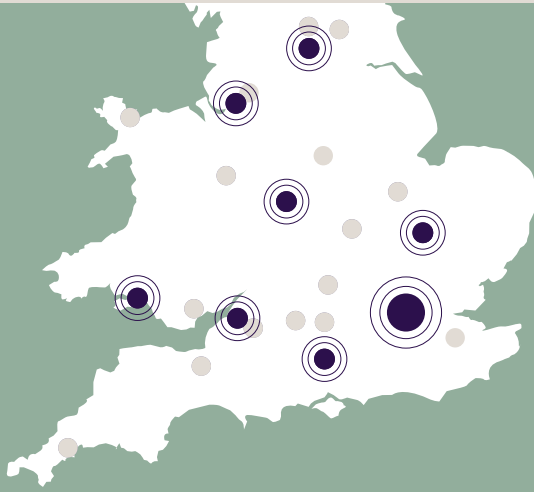
Charles is a Partner and Head of the Energy Team at Carter Jonas, leading the Northern Infrastructure team on major land assembly and infrastructure projects. As an RICS Registered Valuer, he specialises in the development, transaction, and valuation of energy assets, including solar, wind, BESS, and AD, for investment, transactions, and secured lending.



Will Hunt

Will Hunt is an Energy Specialist within the Carter Jonas Energy Team, supporting the Head of Energy Transactions on active transaction mandates. He has advised on transactions of projects and portfolios of renewable energy assets, including onshore wind, BESS, solar and anaerobic digestion. Will has completed financial modelling training and is actively involved in the development, review and refinement of valuation models to support transaction processes.

34 offices across the country,
including 9 infrastructure hubs



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Contact us

Find out more about our Energy services by getting in touch with the team or visiting our website. See the inside back cover for details of individual members of the team.

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Let us know your investment preferences in the energy sector by completing this form (3-5 minutes)



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