

Capability Statement



About LCP Delta

Our mission is to enable a better, faster energy transition for all

Founded in 2004 and based across the UK, France, Norway, the Netherlands and beyond, LCP Delta provide data-driven research, consultancy, technology products and training services to companies investing in and navigating the energy transition.

We are a diverse team from a variety of backgrounds including engineers, data analysts, environmentalists and more.

LCP Delta is a mission driven organisation - all of us want to make a difference to the energy transition and accelerate the path to a low carbon future.

The energy market is becoming increasingly complex. As consumers become more empowered and as energy systems around the world decarbonise, there is a need to understand both the generation and demand side to effectively navigate the rapid changes occurring.

We know it's a complicated topic, and we're here to help.

Andy Bradly, Partner, LCP Delta

LCP Delta was formed through the merger of Delta-EE and LCP Energy to bring together deep generation and consumer-side expertise, to provide our clients with a single partner to help them on their journey and provide them with a 360° view across the energy spectrum.



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200+
Global clients



6
offices



110+
Colleagues

LCP Delta supports investment decisions in the energy transition

Supporting investment decisions in energy assets

- Revenue forecasting and optimisation for energy assets in GB and Europe
- Commercial & market due diligence on both acquisitions and disposals
- **Client:** Infrastructure developers, energy companies, fund managers, lenders

Providing sector and industry insights

- We offer a portfolio of subscription research services across multiple sectors that offer in-depth market analysis
- A dedicated power service with comprehensive insights on policy, regs, and market developments
- **Client:** Energy companies, fund managers

Providing intelligence & advice on strategy and business model innovation

- Providing deep sector and market knowledge to provide the evidence for robust decision making
- Development of roadmaps, partner and go-to-market strategies
- **Client:** energy companies, OEMs, technology providers

Implementing an investment strategy

- Working with you to implement an investment strategy based on our dedicated energy transition investment framework – LCP Transform
- Deliver a fully invested portfolio of energy transition exposures aligned with your requirements and the agreed strategy
- **Client:** Asset Owners

LCP Delta’s recent project work to support investment decision making

LCP Delta have supported, or are currently supporting, circa £1.8 billion of investment in the energy transition.

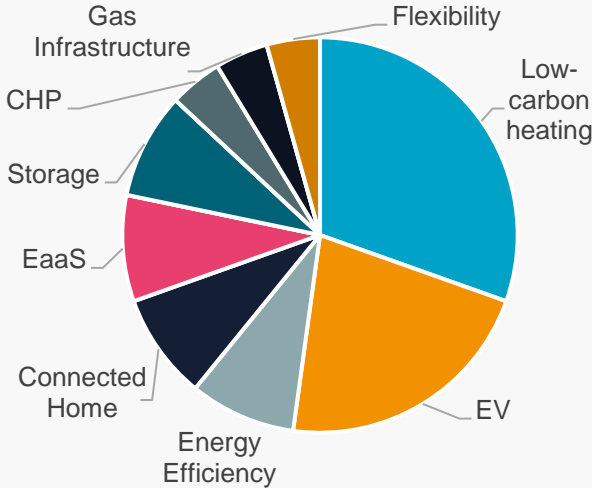
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LCP Delta has provided support to 20 clients in a total of 23 projects.

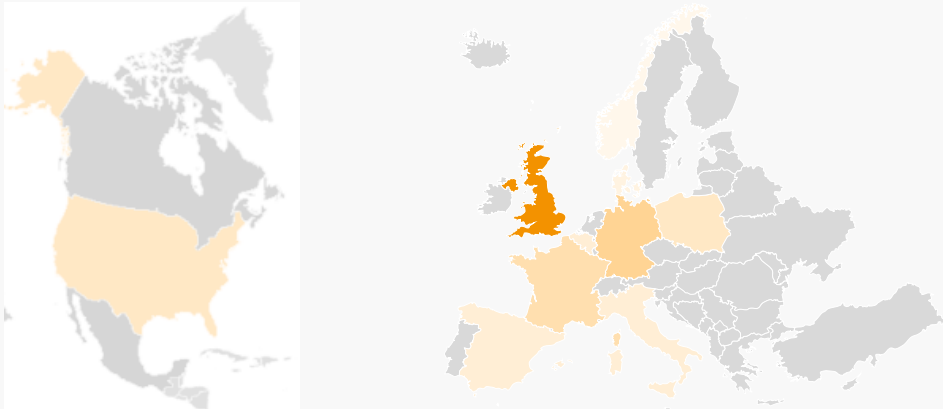
- + Support has predominantly been provided on the buy-side to fund managers looking to invest in various players in the energy sector.
- + 10 projects have led to investment, while 3 other projects continue to seek investment / looking to invest.
- + Recently completed sell side commercial due diligence for one of the UK’s largest flexibility provider – Staterra (reported £500 – 600m).

Type of opportunity	No. of projects	No of projects ongoing / lead to investment	Total Investment (£M)
Buy-side	17	7	689
Sell-side	4	4	828
Series Funding	2	2	47
Equity Investment	1	1	232
Total	23	13	1797

Areas Covered by Investment Support



Counties Covered by Advice – 13 in total



How we support clients make strategy and investment decisions

Supporting investment decisions from target identification, market and commercial due diligence through to deal support from both the buy and sell-side perspective.

Typical investment journey:

Pre-Deal

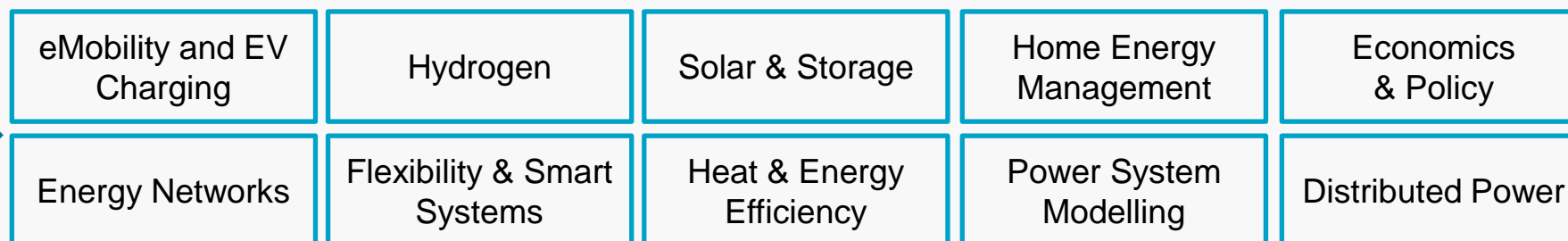
Deal

Post-Deal



How we help our clients

- ❖ **Identification of relevant targets & high growth areas** of the energy transition to focus on
- ❖ Analyse the **attractiveness and sustainability** of target's business model and its context (e.g., addressable market sizing, competitor benchmarking, policy impacts)
- ❖ Indicate **potential risks** and thereby increasing the success rate of the merger or acquisition
- ❖ Provides a report of **attractiveness** on target company & **support during discussions to secure or close deals**



The four ways we provide support to clients' decision making

The best advice, support and tools to enable the energy sector to drive the energy transition



Subscription research services

Our portfolio of subscription research services offer in-depth insights across the energy transition landscape. We have been undertaking primary research with organisations active in the energy transition since 2004 – we have an unparalleled international network of contacts we can draw on. Each service focuses on a particular aspect of the energy transition.

Market, strategic and advisory consulting

We provide support across the full energy value chain with bespoke research, insight, forecasts and advice tailored to them. Our consultancy offerings draws on expertise and data from across LCP Delta, from strategic market entry analysis through to detailed half-hourly revenue forecasting.



We support our clients in four ways



Technology & data

Data integration and analysis is at the heart of the energy transition. However, sourcing and navigating complex, wide-ranging datasets is challenging. At LCP Delta, we combine and curate proprietary and public datasets to provide you with a single source of truth across the energy spectrum and make this data interactive using our cutting-edge technology.

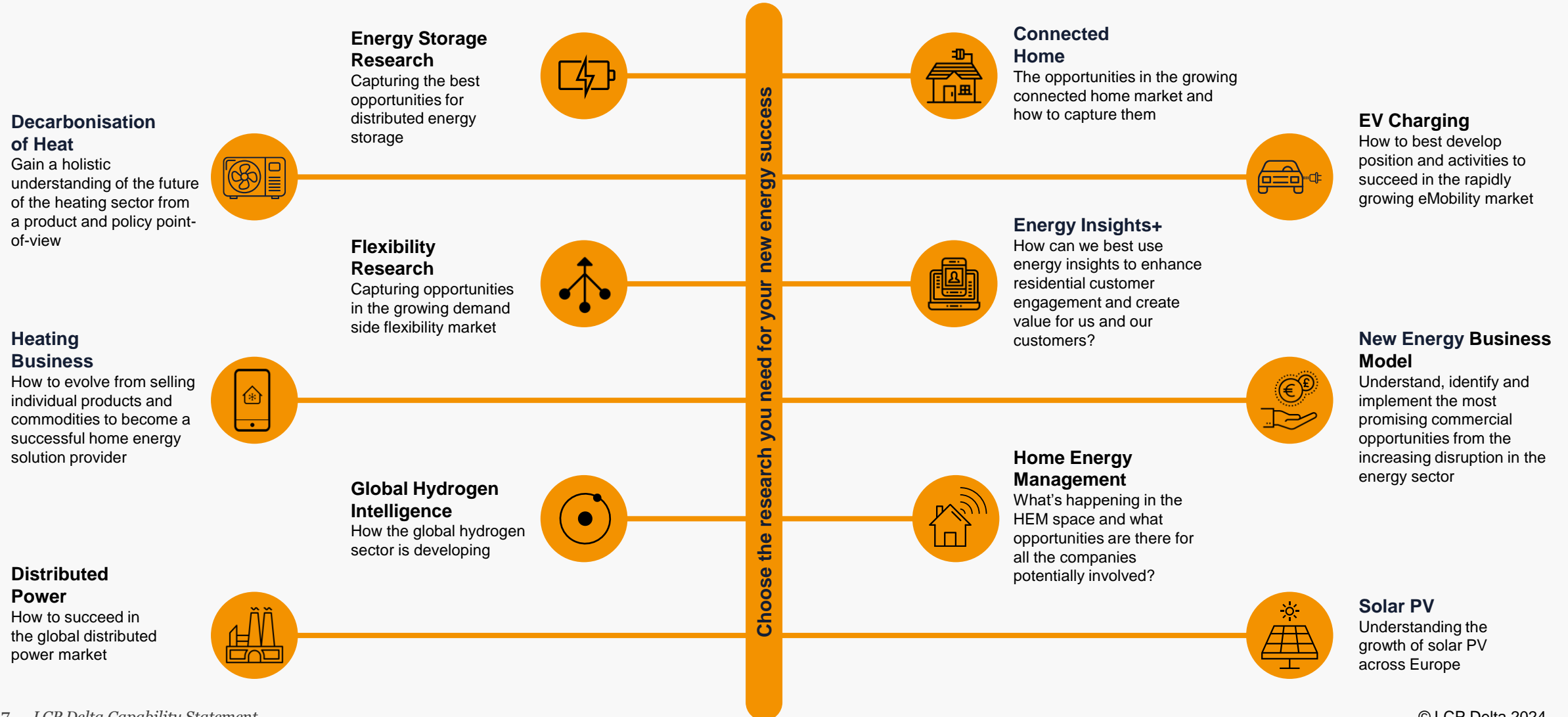
Training

Our training helps professionals quickly develop their new energy knowledge, accelerating their impact for organisations who want to capture opportunities. We provide meaningful, concise and easy to understand short courses.



Subscription Research Services

Use a combination of our subscription research services, bespoke consultancy projects and training services to gather the information you need to ensure your business's success in the energy transition.



What makes our subscription research unique?

LCP Delta is the leading provider of market insight on the European energy transition. Our research provides deep knowledge and insights across a broad range of topics.

Breadth and depth of expertise

Our portfolio of research services offers analysis across Global markets, with in-depth insights, and granular market data provided for all leading European countries.

A relationship-based service

Our team of experts is always available to answer your questions. We also have webinars, calls and on-site presentations with each of our subscribers to discuss our latest research.

Based on primary research

Our analysis is based on insights and data gathered from our extensive network of industry contacts. We also conduct primary customer research with homeowners and important supply chain stakeholders.

Cost-effective

Subscribers receive access to €100,000s-worth of research and data for a small fraction of the cost.

Rolling research programme driven by subscriber interest

We continuously engage with our subscribers. This ensures that our research is focused on your key questions and needs.

Our track record

We have been immersed in new energy for 20 years. Our team of experts is regularly invited to speak at high-profile events across the globe and subscribers often seek additional insight via our consulting services.

Consulting Services

Deep expertise, knowledge and world-class modelling capabilities across the energy value chain

How we help our clients



Market sizing, forecasting deployment of new energy technologies & services.



Modelling, revenue optimisation and forecasting, system costs analysis



Competitive landscape, analysis of key players, technologies



Customer research and insights, client archetypes, policy impact analysis and business models



Strategic advice, due diligence, scenario development, thought leadership

Our areas of expertise

Demand

Understanding client, market dynamics, technology & service deployment, and policy & regulatory changes on the demand side.

Energy networks

Assessing the impact on energy networks of regulatory changes, demand & supply evolutions and deployment of flexibility.

Generation

Revenue forecasting & system optimisation of generation assets as well as policy implications on generation mix & system costs.

*Selection
of our
clients*



Examples of recent consulting projects

Client	Commercial Due Diligence, Market Analysis and M&A
Energy Efficiency Provider Client: Investment Firm	Strategic growth strategy development to enable an investor acquire a majority stake in a Home Energy Efficiency service provider. The work provided a short-medium-long term growth pathways for the target company to achieve a revenue growth of 10x over the next 10 years
Heat infrastructure acquisition target Client: Fortune Global 500 investment firm	Developed a framework for screening and prioritising viable investment opportunities for the client in European heating market focussed on District Heating and CHP assets. LCP Delta recommended a strategic approach using an extensive series investment criteria and created a long list of potential opportunities (~50) and prioritised top 10 investment opportunities. In addition, LCP Delta facilitated client engagement with relevant people within the identified companies to support the transaction.
Smart grid solutions provider Client: Investor	Supported an investor on analysing a market opportunity in North America and Europe, addressing key questions around target's IP and patents as well as commercial readiness of demand side management platform; and its suitability for target customers; Evaluated target's revenue and growth assumptions; nature of competition in the market and reviewed SWOT of key players to define white spaces for the target company.
EV Charging Provider Client: Mobility Private Equity Firm	Supported the client on acquiring a leading EV charging company through an independent review of company's IM and VDD leveraging our deep market understanding. Also evaluated company's business plan , key assumptions and financial fields. Benchmark the target vs. market players on technical, market and operational capabilities.
HEM Provider Client: Investment Manager	Commercial due diligence for an international infrastructure investment manager on a Home Energy Management solutions provider, reviewing the policy, regulation, market, competition, revenue and commercial analysis of the solution for the UK residential market.

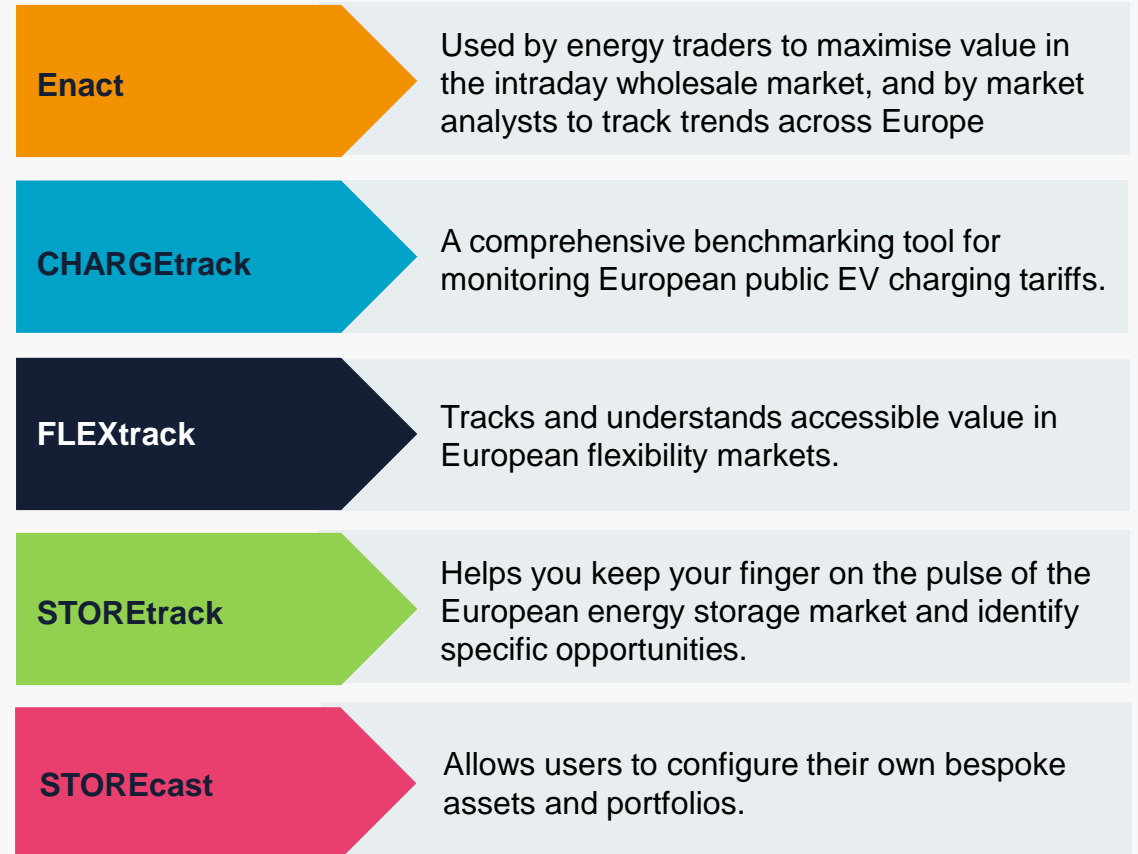
Technology & data

Providing the data, visualisation and analytics to inform decision making

Our Technology & Data team's offerings are twofold:

First, we provide access to proprietary or hard-to-access data, collated with a clear aim – to answer your strategic questions. Our teams bring together data from a wide range of external sources, as well as our own primary research, and bring this into a unified source. This allows you to access this data in one place, delivered through targeted datasets and visualisations that get straight to the core of your queries.

Secondly, we develop focused Software-as-a-Service (SaaS) technology products, all designed and built in-house. Our applications span a broad spectrum, from artificial intelligence to support power trading through to tracking the companies involved in every storage project across Europe. Each product is bespoke, engineered to help you interpret the data most effectively.



Visit <https://portal.lcpdelta.com>

Energy Transition Training

Learn in a live, interactive environment with energy courses designed to help you understand energy transition strategies, policy and market trends.

Energy Transition Foundation

Onboarding to the energy transition: jargon busting; new energy supply chains; technologies; drivers and barriers; and how the energy transition could evolve

Flexibility: Foundation to Practitioner

Demystify key terms, the role of flexibility in the power system in Europe, the different types of flexibility available or traded; market trends and business models, values and accessibility of flexibility services, and the future outlook for this market.

Bespoke training courses

We also provide private training programmes on request. These have content and structure tailored for the needs of one organisation or team. Delivered by experts with in-session Q&A and reference materials provided.



Hydrogen in the energy transition

Demystify the European production to consumption value chain; the key applications, with case studies; national policy and key initiatives; the future outlook of hydrogen in the wider energy transition.

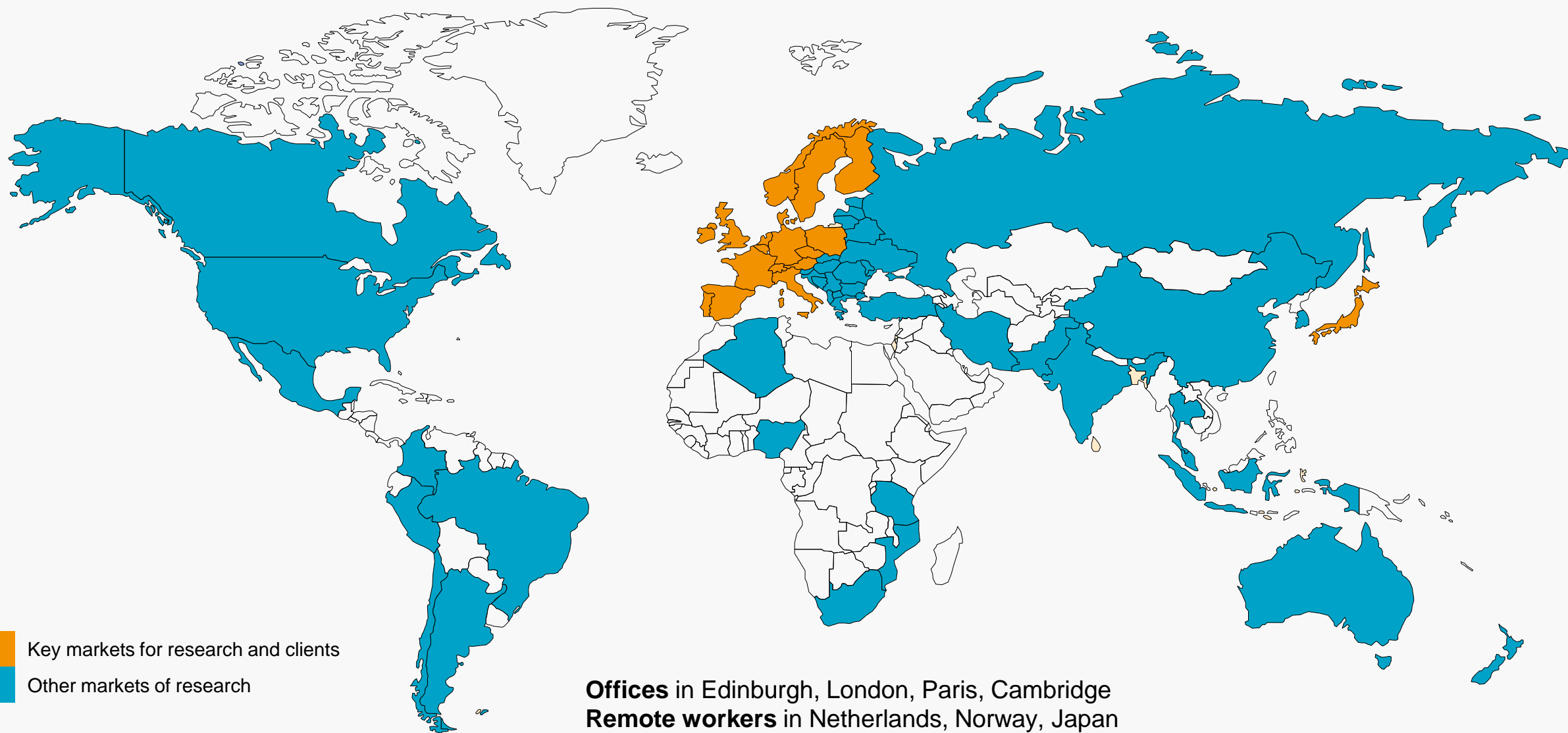
Understanding the decarbonisation of heat

Policy drivers across key European countries; the value chain; key technologies in heating; uptake rates, drivers and barriers; new services and business models; and the outlook for the market

The EV Charging ecosystem: fundamentals, markets and customers

The basics of EVs; charging business models; assessment of the European outlook for the charging market; the ecosystem of players, with case studies; and understanding the EV customer

LCP Delta international presence and research



LCP Delta work is often cited in media and industry publications

The Telegraph

UK at risk of electricity blackouts for 10 hours this winter

CURRENT ±

Wind generation hits highest ever availability with a peak of 17.6GW

FINANCIAL TIMES

Ofgem admits Britain is at risk of 'gas supply emergency'



Britain's National Grid to review electricity balancing costs

Analysts at LCP's Energy Analytics on Monday said the cost of the UK's balancing mechanism reached 967 million pounds over the three months from Sept. 1, up 294% from the same period last year.

The New York Times

Why Europe's Electricity Prices Are Soaring

Reverberations from the war in Ukraine have "distorted" the market for natural gas, forcing energy prices up.

Bloomberg

Brexit Hands Traders a Lucrative Way to Play Power Markets

THE TIMES

Wind and solar boom will bring energy surplus



LEADING ARTICLE

The Times view of turning renewable energy targets into reality: Windy Ambitions

Detailed policies are needed for Britain to deliver on his renewable energy aspirations

The Times Leading Articles | Friday May 06 2022, 9:00pm, The Times

FINANCIAL TIMES

Fire at UK-France electricity subsea cable triggers new price surge

The Guardian

Britain's last coal power stations to be paid huge sums to keep lights on



Energy security strategy: How would moving to renewables save us money on fuel bills?

How financing and revenue models are evolving in UK battery storage



UtilityWeek

Volatility brings shift towards longer-duration batteries

THE TIMES
How ready is Britain for a gas crisis this winter?

MailOnline

Soon we'll have too MUCH energy! Boom in wind and solar power will see so much surplus electricity generated by 2030 that some will go to waste, forecast says



Power prices soar after key electricity cable between UK and France catches fire

THE TIMES
Offshore power 'will fail without subsidies'



'UK needs £350bn of new investment to reach net zero targets'

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[Talking New Energy,
an LCP Delta podcast](#)

About LCP Delta

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