



Investment Case Studies

With over £60 million of capital raised, the Ventus Funds are one of the largest groups of investment funds specifically targeted at the UK renewable energy sector. The members of our team have already helped create over 1,000 megawatts of renewable energy capacity, therefore we are perfectly placed to provide the detailed understanding of the technical, financial and contractual requirements necessary to deliver projects. We work in partnership with independent developers, bringing companies to life that provide sustainable, emission-free power. **From imagination to generation. We make it happen.**

Bringing Companies to Life: A7 Greendykeside Limited

Wind farm developer Alex Hensher formed A7 Energy in 2004 to develop small to medium sized sites.

After locating a site at Greendykeside farm in North Lanarkshire, he began the task of turning his idea into reality. Alex secured a lease over the land and put together a successful planning application. With no prior experience of constructing a wind farm, Alex looked for an investment partner not only capable of investing the required capital into the venture but also able to support him in delivering the contracts necessary to start the build.

The Investment Manager linked up with Alex in 2005 and provided support to secure all the contracts necessary to deliver the wind farm as well as a £1.5 million investment from the Ventus Funds. The investment was structured to ensure that Alex Hensher retained a substantial ownership stake in the Greendykeside wind farm company. The Investment Manager helped Alex to negotiate agreements for a bank loan, contracts with turbine suppliers and construction companies, as well as dealing with

the power purchaser and the grid operator. The Investment Manager also provided ongoing support throughout the construction period to ensure that the project was completed on schedule.

This site at Greendykeside consists of two turbines and became operational in 2007. The electricity generated is equivalent to that consumed by approximately 2,200 homes.

Alex Hensher said, "The Investment Manager and the Ventus Funds have proved themselves to be a savvy investor who can take a view on project risks like placing an early wind turbine deposit to advance the wind farm to financial close in as short a time as possible".

"The Investment Manager efficiently managed all the capital needs of the project including equity, debt and mezzanine finance and took on the ongoing management of these funds, as well as chasing all the involved parties to get the deal done. This took the weight off our own shoulders so we could focus on getting planning consents on other wind farms".



Bringing Companies to Life: Achairn Energy Limited

Achairn wind farm started as a tentative idea in September 2003 and progressed all the way to construction five years later. James and Ronald Innes used the experience in their respective backgrounds, electrical and civil engineering, to pioneer the biggest change to the way their family farm will be run in generations. Spearheaded by James, a suitable site was identified and the arduous procedure to secure planning approval was rewarded with permission in March 2006. The three turbine 6 megawatt project became operational early in 2009 and generates enough power for 3,750 homes.

James Innes said, "Farming has changed and you have to move with the times to survive. We live in an age of diversification and although farming is in my blood, nostalgia doesn't pay. Ronald and I were convinced that we needed a strong financial institution with experience in the renewable sector to carry the project forward, and with a few options on the table we opted for the Investment Manager and the Ventus funds. The often tricky turbine and financial negotiations have gone smoother than we would have ever dared imagine and this is wholly due to the superb diligence of the Ventus team".

The Ventus Funds[®] 

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