

Nathan Goode



Recent Career Summary

Director, Aventia Consulting Limited

Current

Head of Energy & Cleantech, Grant Thornton UK LLP / Global Lead

July 2010 - June 2015

Partner/Director, Government & Infrastructure Advisory Group, Grant Thornton

June 2002 - June 2015

Associate Director, Arthur Andersen

September 1998 - May 2002

Previously, Nathan worked in investment banking, having joined Barclays Bank in September 1987

General Experience

As a Partner at Grant Thornton UK LLP, Nathan worked with public and private sector organisations, providing consulting and transaction advice across a wide range of projects and programmes in social, environmental and economic infrastructure. Latterly, Nathan was the global lead for Grant Thornton's international Energy & Cleantech sector group, having created the UK firm's Energy, Cleantech & Sustainability sector in the UK. He established the firm's renewables advisory team over 10 years ago, initially focusing on the onshore wind sector and expanding to cover all main areas of renewables, energy efficiency and energy from waste. Nathan also has nearly 20 years' experience advising fundraising and project delivery for a broad range of public / private infrastructure projects in education, health, digital and IT.

His primary career focus has been on creating effective commercial relationships between public - private and private - private stakeholders. His work has included fundraising (debt and equity), due diligence and advice on acquisitions and disposals.

Nathan brings insight, creativity, extensive transaction experience and a track record of working with both private sector and public

sector clients, as well as a wide network of contacts.

Nathan recent launched his own consultancy, **Aventia Consulting**, which provides strategic and commercial advice across the infrastructure, energy and sustainability sectors.

Nathan has made a significant contribution in recent years to the commercialisation and development of growth strategies for "green", low carbon and smart business strategies for cities and regions in the UK.

Strategic Consultancy

Nathan led the evaluation team appointed in September 2014 by the **Department of Energy & Climate Change ("DECC")** to carry out the evaluation of Electricity Market Reform Programme. The scope of the evaluation covers the Capacity Market Mechanism, Contracts for Difference and the FID Enabling for Renewables project.

Member of the **Liverpool LEP Low Carbon Committee**, focusing on economic growth from low carbon projects.

Wrote and presented the business case for the successful campaign to locate the **UK Green Investment Bank** in Edinburgh.

Developed business case for **Greater London Authority's DEPDU II** programme, to roll out decentralised energy projects across London.

Member of the Advisory Board for the **Scottish Green Investment Partnership** (Green Investment Bank and Scottish Government Collaboration).

Advised on development of new social investment platform for the Bristol city region (**Great Western Regional Capital**).

Published influential **Sustainable Cities** report focusing on integrated sustainability strategies pursued by UK cities and potential financing mechanisms to support them.

Nathan has worked with a number of business organisations in the green sector, including the **Green Alliance**, the **Aldersgate Group** and the **CBI**.

Transaction Advisory

Infrastructure

Currently advising on procurement of clinical services operator for 3 general hospitals in Doha, Qatar.

Advised on over 30 education & health PPP projects in the UK for both public and private sector clients.

Advised south coast port on the business case for regenerating the port using strategies to secure offshore wind and other renewable energy related investment.

Advised on range of publicly procured ICT / digital projects, including shared services, secondary education, corporate IT, criminal records, broadband and land registries.

Led the GT advisory team working for **Ofgem** on the Round 2 OFTOs (Offshore Transmission Operators).

Energy

Advised major global utility on structures for Energy Service Companies ("ESCOs").

Advising **Big 6 utility** on their decentralized energy acquisition strategy. Previously advised them on their Green Deal tender strategy.

Advised London borough on financial aspects of their district heating programme.

Led the GT advisory team working for the **Carbon Trust** and **Scottish Government** on **wave and tidal** projects.

Led advisory team for the sale of equity in a **33MW wind project** in Ireland.

Advised a leading independent wind developer in the UK, the sales of strategic equity in three projects totalling c270MW consented capacity.

Advised a bank in the renewables sector on the development of financial models and a due diligence package for a series of small-scale wind farms.

Sustainability

Advised the **Green Investment Bank** on their programme of energy efficient street lighting projects.

Advised **City of Edinburgh** and the **Scottish Cities Alliance** on a commercial platform for launching domestic energy retrofit.

Advised a number of early stage clean -tech companies on commercialization and fund raising, primarily covering new forms of energy generation, and low carbon transport.

Advised **Carbon Trust Enterprises ("CTEL")**, a government agency, on a range of low carbon start-ups.

Professional qualifications and memberships

Associate, Chartered Institute of Bankers
BA (Hons) Modern Languages and Philosophy (Oxford)

Languages

Fluent French speaker
Moderate competence in German