



MARK RICHARDS

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BIOGRAPHY

Mark is the EMEA Head of the Energy, Environment & Infrastructure Team with extensive experience in providing multi-disciplinary advice to public and private sector clients. Clients include Amber Infrastructure, 3i, Nord LB, Ingenious Renewable Energy and Barclays Bank.

He works on a wide range of high value, innovative and complex infrastructure projects and has been involved in some of the most high profile infrastructure deals, including the first PF2 transaction to close in the UK. Mark has particular experience in:

- equity (including secondary market trades);

- debt structures;
- infrastructure fund trades;
- leasing/structured finance; and
- concession based structures.

As a non-executive director and global council member of the [International Project Finance Association](#), Mark regularly writes chairs and addresses audiences on Global PPP and infrastructure structures.

AREAS OF FOCUS

- Data Centers & Digital Infrastructure
- Electric Vehicles & Charging Infrastructure
- Environment
- Real Estate
- Finance

CLIENT STORY

Getting vertiport pioneer Skyports off the ground in Dubai

London based start-up Skyports Infrastructure has announced its pioneering 'vertiport' operations in Dubai in collaboration with Dubai's Road and Transport Authority (RTA) and electric air taxi provider, Joby Aviation.

CIVIC INVOLVEMENT & HONORS

- *Chambers UK*, Projects: PFI/PPP, 2021
- *The Legal 500 UK*, Infrastructure, 2021

ADMISSIONS

- England and Wales
- New York

RELATED CAPABILITIES

- Environment
- Real Estate
- ESG & Energy Transition
- Nuclear
- Renewables & Storage
- Water & Utilities
- Financial Institutions
- Electric Vehicles & Charging Infrastructure
- Infrastructure
- Energy Transition
- Finance
- Public Sector

EXPERIENCE

- **Renewable Energy** - Advised a client on various renewable energy portfolios, leading on the financing and acquisition of US\$150m of ground mounted solar and onshore wind assets.
- **Oil** - Advised a national oil company on various financings including their USD\$750m corporate facility and their various trade financing and commodities receivable transactions.
- **Schools** - Advised Amber Infrastructure on their successful bid in the £2.4bn government-backed 'Priority Schools Building Programme' using a unique financing model of a bespoke pooled aggregator funding vehicle. The deal was awarded European Social Infrastructure Deal of the Year at the IJGlobal Awards.
- **Mersey Gateway Bridge** - Advised 3i infrastructure on its investment into the Mersey Gateway Bridge, a public-private partnership project which involves the design, build, finance and operation of a 1km tolled bridge across the river Mersey in Liverpool.
- **Hamina-Vaalimaa motorway** - Advised the Finnish Transport Agency on the construction of the €660m E18 Hamina-Vaalimaa motorway to be carried out on a Public-Private Partnership project model. The Finnish Transport Agency is seeking competitive tenders for service contracts, which include financial planning, building design, road construction, and road maintenance.

- **UK Military Flight Training System** - Advised UK Military Flight Training System (UKMFTS) leading the finance, equity and concession agreement negotiations on behalf of UKMFTS project team acting for the Ascent Consortium (Lockheed Martin Corporation and VT Group plc) in relation to the wholesale outsourcing of military flight training.

RELATED INSIGHTS

News

Apr 30, 2025

BCLP advises SatixFy on the English law aspects of its proposed acquisition by MDA Space

News

Apr 29, 2025

BCLP advises SatixFy on securing £1.8 million contract from the UK Space Agency

Insights

Apr 29, 2025

How will the newly created NISTA accelerate infrastructure delivery?

Between 2015-2025 the National Infrastructure Commission (NIC) carried out an important function in assessing the UK's long-term infrastructure needs, setting the infrastructure agenda and providing independent advice to the Government. However, from 1 April 2025, the NIC ceased operating and was combined with the Infrastructure and Projects Authority (IPA) to form a new unit within HM Treasury called the National Infrastructure and Service Transformation Authority (NISTA). In this Insight we explore how this change might accelerate infrastructure delivery.

News

Nov 19, 2024

BCLP receives a second recognition in The Legal 500 Green Guide: UK 2025

Insights

Nov 11, 2024

Typical transaction documents in a (standalone) BESS project-financing

Further to our previous articles on the market and sources of revenue for (standalone) project-financed BESS projects, this article considers the core transaction documents making up a project-financed BESS project and the similarity between these and the transaction documents commonly used in other renewable energy projects. Whilst there are many commonalities with these other project-financed renewable energy projects, there are also key differences – in particular in respect of revenue contracts and the nature and terms of these. Below we briefly consider the transaction documents that are broadly similar to other (project-financed) renewable energy projects, and we then go on to consider in greater detail the relevant differences.

Awards

Oct 17, 2024

Chambers 2025 UK guide ranks BCLP in 34 practice areas and recognises 74 individual lawyers

Insights

Oct 14, 2024

Battery storage revenues and routes to market

As covered briefly in our previous article, the “route to market” / offtake arrangements/ revenue contracts are perhaps the key difference between battery energy storage systems (BESS) projects and other project-financed renewable energy projects; often there is material exposure to market (or ‘merchant’) risk and this makes them arguably more challenging to project-finance for lenders. In this article, we discuss the nature of revenue in a (standalone) BESS project, how electricity storage providers “stack” these revenues and we briefly introduce the contractual structures that are used in connection with the route to market for BESS projects (which we will cover in greater detail in our next article).

News

Oct 02, 2024

The Legal 500 UK ranks BCLP in 52 practice areas and recognizes 69 lawyers as “leading individuals”

Insights

Sep 30, 2024

A short introduction to BESS projects in Great Britain

In a new series of articles we will explore: what BESS is; why it is needed/what drives investment in BESS; key regulatory considerations for BESS; the structure and financing of BESS projects; the nature of revenues available to BESS projects, including revenue stacking and route to market agreements (RTMAs); and the future development of BESS.