



AHEF AM.082 WORKSHOP: “Capacity building for financing of EE / RES projects”

Yerevan, Armenia, November, 5-9, 2013
Republic Square, Erebuni Plaza Business Center

Training provided by INOGATE Technical Secretariat
EU funded project in cooperation with Finance for
Economic Development (FED) Program by USAID

AGENDA

Converse Bank, Yerevan, Armenia

Day 1

05 November 2013

- 09:30 09:45 Opening: Introductions & briefing
Larry Good, Key Expert on Sustainable Energy, INOGATE New ITS Project
Vahe Dalyan, Converse Bank, Deputy CEO
Werner Weihs-Raabl, Local Banking Expert, Erste Bank
Vahan Babajanyan, Banking & Financial Expert, INOGATE New ITS Project
Stephen Strauss, Chief of Party, USAID Finance for Economic Development (FED) Program
Ruben Gevorgyan, Team Leader, USAID Finance for Economic Development Program
- Day 1.1 - Presentation: "INOGATE New ITS Project: Sustainable energy"
Larry Good, Key Expert on Sustainable Energy, INOGATE New ITS Project
- 09:45 10:00 Short quiz
- 10:00 10:30 Day 1.2 - Presentation: "Following the OECD plan to climate stabilization"
Larry Good, Key Expert on Sustainable Energy, INOGATE New ITS Project
- 10:30 11:10 Day 1.3 - Lecture: "Making EE/RES financing attractive to banks: Sources, tools, methods, forms"
Werner Weihs-Raabl, Local Banking Expert, Erste Bank
- 11:10 11:30 Coffee break
- 11:30 12:20 Day 1.4 - Lecture: "Project structures, Part I: Risk identification and management, bank guarantees, main evaluation tools & indicators"
Werner Weihs-Raabl, Local Banking Expert, Erste Bank
- 12:20 12:40 Day 1.5 - Presentation: "Introducing Erste Bank, EE/RES financing, bank's policy, portfolio, partners"
Werner Weihs-Raabl, Local Banking Expert, Erste Bank
- 12:40 13:00 Questions and answers

End of Day 1



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Day 2

06 November 2013

- 14:00 14:20 Day 2.1 - Presentation: "Examples of lending for EE/RES"
Stephen Strauss, Chief of Party, USAID Finance for Economic Development (FED) Program
- 14:20 14:40 Day 2.2 - Presentation: "EE/RES technologies and business in Armenia"
Vahan Babajanyan, Banking & Financial Expert, INOGATE New ITS Project
- 14:40 15:40 Day 2.3 - Lecture: "EE/RES project feasibility assessment through life cycle cost (LCC) analysis"
Vahan Babajanyan, Banking & Financial Expert, INOGATE New ITS Project
- 15:40 16:00 Coffee break
- 16:00 17:10 Day 2.4 - Lecture: "Project structures, Part II:
Risk identification and management, bank guarantees,
main evaluation tools & indicators"
Werner Weihs-Raabl, Local Banking Expert, Erste Bank
- 17:10 17:30 Questions and answers

End of Day 2



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Day 3

07 November 2013

- 09:30 10:20 Day 3.1 - Presentation: "EE/RES financing, terms and technologies, European experience, success stories"
Werner Weihs-Raabl, Local Banking Expert, Erste Bank
- 10:20 10:35 Day 3.2 - Lecture: "Project LCC short analysis"
Larry Good, Key Expert on Sustainable Energy, INOGATE New ITS Project
- 10:35 11:10 Day 3.3 - Presentation: "EE/RES project analysis methodology"
Vahan Babajanyan, Banking & Financial Expert, INOGATE New ITS Project
- 11:10 11:30 Coffee break
- 11:30 11:50 Day 3.4 - Lecture: "Sensitivity analysis for EE/RES projects"
Ruben Gevorgyan, Team Leader, USAID Finance for Economic Development Program
- 11:50 12:00 Day 3.5 - Presentation: "Examples & short exercises on calculation of project indicators"
Vahan Babajanyan, Banking & Financial Expert, INOGATE New ITS Project
- 12:00 12:15 Day 3.6 - Introduction to group exercises: "LCC project feasibility analysis in 10 steps"
Vahan Babajanyan, Banking & Financial Expert, INOGATE New ITS Project
- 12:15 13:00 Group exercise work: "LCC project feasibility analysis in 10 steps"

End of Day 3



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Day 4

08 November 2013

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| 14:00 | 14:25 | Group 1 presentation (10 min) and discussion (15 min): "Project #1" (biogas)
Group 1 leader |
| 14:25 | 14:50 | Group 2 presentation (10 min) and discussion (15 min): "Project #2" (lighting)
Group 2 leader |
| 14:50 | 15:15 | Group 3 presentation (10 min) and discussion (15 min): "Project #3" (pumps)
Group 3 leader |
| 15:15 | 15:40 | Group 4 presentation (10 min) and discussion (15 min): "Project #4" (pipeline)
Group 4 leader |

15:40 16:00 Coffee break

16:00 16:30 Day 4.1 - Presentation: "EE/RES financing schemes, lending conditions
and monitoring plan"
Werner Weihs-Raabl, Local Banking Expert, Erste Bank

16:30 16:45 Day 4.2 - Introduction to group exercises:
"Developing EE/RES financing schemes,
lending conditions and monitoring plan"
Vahan Babajanyan, Banking & Financial Expert, INOGATE New ITS Project

16:45 17:30 Group exercise work: "Developing EE/RES financing schemes, lending
conditions and monitoring plan"

End of Day 4



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Day 5 (final)

09 November 2013

09:30 10:20 Group 1 presentation and discussion: "Solutions & conclusions of exercise"
(wind park)

Group 1 leader & Ruben Gevorgyan with sensitivity analysis

10:20 11:10 Group 2 presentation and discussion: "Solutions & conclusions of exercise"
(cooling & heating)

Group 2 leader & Ruben Gevorgyan with sensitivity analysis

11:10 11:30 Coffee break

11:30 12:00 Day 5.1 - Presentation: "Austria: Financial support facilities and projects
available for EE/RES"

Werner Weihs-Raabl, Local Banking Expert, Erste Bank

12:00 13:00 Quiz

13:00 14:00 Lunch

14:00 14:30 Closing: Debriefing, presentation of certificates

Larry Good, Key Expert on Sustainable Energy, INOGATE New ITS Project

14:30 16:00 Day 5.2 - Special session: "Train the trainers (TTT)"

Larry Good, Key Expert on Sustainable Energy, INOGATE New ITS Project

Werner Weihs-Raabl, Local Banking Expert, Erste Bank

Vahan Babajanyan, Banking & Financial Expert, INOGATE New ITS Project

Ruben Gevorgyan, Team Leader, USAID Finance for Economic Development
Program

End of Day 5, End of Workshop