



**AHEF AM.093 WORKSHOP:  
"Capacity building for financing of EE / RES projects"**



**Yerevan, Armenia, January, 14-18, 2014  
6, Deghatan str. Yerevan, 0010, Armenia**

**Training provided by INOGATE Technical Secretariat  
EU funded project**

**AGENDA**

**Ameria Bank, Yerevan, Armenia**

**Day 1**

**14 January 2014**

09:30 09:50 Opening: Introductions & briefing  
Gagik Sahakyan, Deputy CEO, Ameria Bank  
Larry Good, Key Expert on SE, INOGATE New ITS Project

09:50 10:20 Presentation: "INOGATE New TS Project"  
Larry Good, Key Expert on SE, INOGATE New ITS Project

10:20 10:40 Short quiz

10:40 11:10 Presentation: "Following the OECD plan to climate stabilization"  
Larry Good, Key Expert on SE, INOGATE New ITS Project

11:10 11:30 Coffee break

11:30 12:20 Lecture: "EE / REC project feasibility assessment through Life Cycle Cost analysis"  
Vahan Babajanyan, banking & financial expert, INOGATE New ITS Project

12:20 12:40 Lecture: "Project LCC Short Analysis"  
Larry Good, Key Expert on SE, INOGATE New ITS Project

12:40 13:10 Special session: "Train the trainers (TTT)"  
Vahan Babajanyan, banking & financial expert, INOGATE New ITS Project

13:10 13:30 Questions and answers

**End of Day 1**



# AHEF AM.093 WORKSHOP: "Capacity building for financing of EE / RES projects"



Yerevan, Armenia, January, 14-18, 2014  
6, Deghatan str. Yerevan, 0010, Armenia

Training provided by INOGATE Technical Secretariat  
EU funded project

## AGENDA

Ameria Bank, Yerevan, Armenia

### Day 2

15 January 2014

- |       |       |   |
|-------|-------|---|
| 09:30 | 09:40 | Presentation: "Introducing Erste Bank, EE/RES financing, bank's policy, portfolio, partners"<br>Werner Weihs-Raabl, Local Banking Expert, Erste Bank                                    |
| 09:40 | 10:25 | Lecture. Project structures, part I. Risk identification and management, bank guarantees, main evaluation tools & indicators"<br>Werner Weihs-Raabl, Local Banking Expert, Erste Bank   |
| 10:25 | 10:40 | Lecture. Examples of Lending for EE/RES, Calculation of Project Feasibility Indicators (Part 1)<br>Vahan Babajanyan, banking & financial expert, INOGATE New ITS Project                |
| 10:40 | 11:10 | Lecture: "Making EE/RES financing attractive to banks: Sources, tools, methods, forms"<br>Werner Weihs-Raabl, Local Banking Expert, Erste Bank  |
| 11:10 | 11:30 | Coffee break  |
| 11:30 | 12:20 | Lecture: "Project structures, part II: Risk identification and management, bank guarantees, main evaluation tools & indicators"<br>Werner Weihs-Raabl, Local Banking Expert, Erste Bank |
| 12:20 | 12:40 | Lecture. Examples of Lending for EE/RES, Calculation of Project Feasibility Indicators (Part 2)<br>Vahan Babajanyan, banking & financial expert, INOGATE New ITS Project                |
| 12:40 | 13:10 | Special session: "Train the trainers (TTT)"<br>Werner Weihs-Raabl, Local Banking Expert, Erste Bank   |
| 13:10 | 13:30 | Questions and answers   |

**End of Day 2**



**AHEF AM.093 WORKSHOP:  
"Capacity building for financing of EE / RES projects"**



**Yerevan, Armenia, January, 14-18, 2014  
6, Deghatan str. Yerevan, 0010, Armenia**

**Training provided by INOGATE Technical Secretariat  
EU funded project**

**AGENDA**

**Ameria Bank, Yerevan, Armenia**

**Day 3**

**16 January 2014**

- |       |       |   |
|-------|-------|---|
| 14:00 | 14:50 | Presentation: "EE/RES financing, terms and technologies, Financial support facilities and projects available for EE/RES in Austria, European experience, success stories"<br>Werner Weihs-Raabl, Local Banking Expert, Erste Bank |
| 14:50 | 15:05 | Presentation: "EE/RES Technologies and Business in Armenia"<br>Vahan Babajanyan, Banking & Financial Expert, INOGATE New ITS Project  |
| 15:05 | 15:40 | Presentation: "EE/RES Project Analysis Methodology"<br>Vahan Babajanyan, Banking & Financial Expert, INOGATE New ITS Project  |
| 15:40 | 16:00 | Coffee break  |
| 16:00 | 16:20 | Lecture: Sensitivity Analysis for EE/RES Projects<br>Vahan Babajanyan, Banking & Financial Expert, INOGATE New ITS Project  |
| 16:20 | 16:30 | Examples/Short Exercises on calculation of project indicators<br>Vahan Babajanyan, Banking & Financial Expert, INOGATE New ITS Project  |
| 16:30 | 16:45 | Group exercises presentation: "LCC project feasibility analysis in 10 steps"<br>Vahan Babajanyan, Banking & Financial Expert, INOGATE New ITS Project   |
| 16:45 | 17:30 | Group work on exercises: "LCC project feasibility analysis in 10 steps"   |
| 17:30 | 18:00 | Special session: "Train the trainers (TTT)"<br>Werner Weihs-Raabl, Local Banking Expert, Erste Bank   |

**End of Day 3**



**AHEF AM.093 WORKSHOP:  
"Capacity building for financing of EE / RES projects"**



**Yerevan, Armenia, January, 14-18, 2014  
6, Deghatan str. Yerevan, 0010, Armenia**

**Training provided by INOGATE Technical Secretariat  
EU funded project**

**AGENDA**

**Ameria Bank, Yerevan, Armenia**

**Day 4**

**17 January 2014**

09:30 09:55 Group 1 presentation (10 min) and discussion (15 min): "Project #1" (Biogas)  
Group 1 leader

09:55 10:20 Group 2 presentation (10 min) and discussion (15 min): "Project #2" (Lighting)  
Group 2 leader

10:20 10:45 Group 3 presentation (10 min) and discussion (15 min): "Project #3" (Pump)  
Group 3 leader

10:45 11:10 Group 4 presentation (10 min) and discussion (15 min): "Project #4" (Pipeline)  
Group 4 leader

11:10 11:30 Coffee break

11:30 12:00 Presentation: "Awareness Raising in EE/RES"  
Khatuna Didbaridze, Expert, INOGATE New ITS Project

12:00 12:30 Presentation: "EE/RES financing schemes, lending conditions and monitoring plan"  
Werner Weihs-Raabl, Local Banking Expert, Erste Bank

12:30 12:45 Group exercises presentation: "Developing EE/RES financing schemes, lending  
conditions and monitoring plan"  
Vahan Babajanyan, banking & financial expert, INOGATE New ITS Project

12:45 13:00 Group work on exercises: "Developing EE/RES financing schemes, lending conditions  
and monitoring plan"

13:00 13:30 Special session: "Train the trainers (TTT)"  
Vahan Babajanyan, banking & financial expert, INOGATE New ITS Project

**End of Day 4**



**AHEF AM.093 WORKSHOP:  
"Capacity building for financing of EE / RES projects"**



**Yerevan, Armenia, January, 14-18, 2014  
6, Deghatan str. Yerevan, 0010, Armenia**

**Training provided by INOGATE Technical Secretariat  
EU funded project**

**AGENDA**

**Ameria Bank, Yerevan, Armenia**

**Day 5**

**18 January 2014**

- 09:30 09:55 Group 1 presentation and discussion: "Solutions & conclusions of exercise" (Wind Park)  
Group 1 leader
- 09:55 10:20 Group 2 presentation and discussion: "Solutions & conclusions of exercise" (Cooling / Heat)  
Group 2 leader
- 10:20 10:45 Group 3 presentation and discussion: "Solutions & conclusions of exercise" (SHPP)  
Group 3 leader
- 10:45 11:10 Group 4 presentation and discussion: "Solutions & conclusions of exercise"  
(Transportation)  
Group 4 leader
- 10:20 11:30 Coffee break
- 11:30 12:00 Presentation: "EE/RES Project Analysis: Cash flow management"  
Vahan Babajanyan, banking & financial expert, INOGATE New ITS Project
- 12:00 13:00 Quiz
- 13:00 13:45 Lunch
- 13:45 14:00 Closing: Debriefing, presentation of certificates  
Larry Good, Key Expert on SE, INOGATE New ITS Project

**End of Day 5**











ng)











