



Agenda
AHEF AM.103 WORKSHOP:
“Capacity building for financing of EE / RES projects”

February 25 - March 1, 2014
#902, 26/1 V. Sargsyan str. Yerevan, 0010, Armenia

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

AGENDA

UCORA, Yerevan, Armenia

Day 1

25 February 2014

- 09:30 10:00 Opening: Introductions & briefing
EU Delegation
Larry Good, Key Expert on SE, INOGATE New ITS Project
Stephen Strauss, Chief of Party, USAID Finance for Economic Development (FED) Program
Armen Gabrielyan, President of UCORA (Union of Credit Organizations of Armenia)
- 10:00 10:15 Short quiz
- 10:15 10:35 Presentation: "EE/RES Technologies and Business in Armenia"
Vahan Babajanyan, Banking & Financial Expert, INOGATE New ITS Project
- 10:35 11:10 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 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 12:50 Presentation: "Following the OECD plan to climate stabilization"
Larry Good, Key Expert on SE, INOGATE New ITS Project
- 12:50 13:00 Questions and answers

End of Day 1



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Day 2

26 February 2014

- 09:30 10:00 Presentation: "Introducing Erste Bank, EE/RES financing, bank's policy, portfolio, partners"
Werner Weihs-Raabl, Local Banking Expert, Erste Bank
- 10:00 10:50 Lecture: "EE / REC project feasibility assessment through Life Cycle Cost analysis"
Vahan Babajanyan, banking & financial expert, INOGATE New ITS Project
- 10:50 11:10 Lecture: "Examples of Lending for EE/RES, Calculation of Project Feasibility Indicators"
Vahan Babajanyan, banking & financial expert, INOGATE New ITS Project
- 11:10 11:30 Coffee break
- 11:30 12:45 Lecture: "Project structures, part II: Risk identification and management, bank guarantees, main evaluation tools & indicators"
Werner Weihs-Raabl, Local Banking Expert, Erste Bank
- 12:45 13:00 Questions and answers

End of Day 2



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Day 3

27 February 2014

- 09:30 10:00 Lending to Small and Medium Enterprises for EE/RES
Stephen Strauss, Chief of Party, USAID Finance for Economic Development (FED) Program
- 10:00 10:50 International Practices in EE/RES Lending to Small and Medium Enterprises
Stephen Strauss, Chief of Party, USAID Finance for Economic Development (FED) Program, Ruben Gevorgyan, Team leader, USAID FED Program
- 10:50 11:10 Residential Energy Efficiency Lending Programs in Armenia
Luiza Vardanyan, Director, Habitat for Humanity Armenia Foundation
- 11:10 11:30 Coffee break
- 11:30 12:00 Presentation: "EE/RES financing, terms and technologies, Financial support facilities and projects available for EE/RES in Austria, European experience, success stories, Part 1"
Werner Weihs-Raabl, Local Banking Expert, Erste Bank
- 12:00 12:20 Presentation: "EE/RES financing, terms and technologies, Financial support facilities and projects available for EE/RES in Austria, European experience, success stories, Part 2"
Werner Weihs-Raabl, Local Banking Expert, Erste Bank
- 12:20 12:40 Lecture: "Project LCC Short Analysis"
Larry Good, Key Expert on SE, INOGATE New ITS Project
- 12:40 13:10 Presentation: "EE/RES Project Analysis Methodology"
Vahan Babajanyan, banking & financial expert, INOGATE New ITS Project
- 13:10 14:00 Lunch
- 14:00 14:20 Sensitivity Analysis for EE/RES lending to SME.
Ruben Gevorgyan, Team leader, USAID FED Program
- 14:20 14:35 Sensitivity Analysis for EE/RES Projects
Vahan Babajanyan, banking & financial expert, INOGATE New ITS Project
- 14:35 14:50 Group exercises presentation: "LCC project feasibility analysis in 10 steps"

Vahan Babajanyan, banking & financial expert, INOGATE New ITS Project

14:50 15:40 Group work on exercises: "LCC project feasibility analysis in 10 steps"

End of Day 3



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Day 4

28 February 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: "EE/RES financing schemes, lending conditions and monitoring plan"
Werner Weihs-Raabl, Local Banking Expert, Erste Bank
- 12:00 12:15 Group exercises presentation: "Developing EE/RES financing schemes, lending
conditions and monitoring plan"
Vahan Babajanyan, banking & financial expert, INOGATE New ITS Project
- 12:15 13:00 Group work on exercises: "Developing EE/RES financing schemes, lending conditions
and monitoring plan"

End of Day 4



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Day 5

01 March 2014

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| 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" (Transport)
Group 3 leader |
| 10:45 | 11:10 | Group 4 presentation and discussion: "Solutions & conclusions of exercise" (SHPP)
Group 4 leader |
| 11:10 | 11:30 | Coffee break |
| 11:30 | 11:50 | Presentation: "EE/RES Project Analysis: Cash flow management"
Vahan Babajanyan, banking & financial expert, INOGATE New ITS Project |
| 11:50 | 12:10 | Presentation: "Financing structures, Models and Norms Renewable Energy"
Werner Weihs-Raabl, Local Banking Expert, Erste Bank |
| 12:10 | 13:00 | Quiz |
| 13:00 | 14:00 | Lunch |
| 14:00 | 14:45 | Presentation: "Awareness Raising in EE/RES"
Khatuna Didbaridze, Expert, INOGATE New ITS Project |
| 14:45 | 15:15 | Closing: Debriefing, presentation of certificates
Larry Good, Key Expert on SE, INOGATE New ITS Project |
| 15:15 | 16:00 | Special session: "Train the trainers (TTT)"
Werner Weihs-Raabl, Local Banking Expert, Erste Bank
Vahan Babajanyan, banking & financial expert, INOGATE New ITS Project |

Ruben Gevorgyan, Team leader, USAID FED Program

End of Day 5