



**AHEF BY.085 WORKSHOP:
“Capacity building for financing of EE / RES projects”**



**Minsk, Belarus, December, 09-13, 2013
220004, Minsk, Pobediteley Ave. 29.**

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

AGENDA

BelVEB Bank, Minsk, Belarus

Day 1

09 December 2013

- 14:00 14:15 Opening: Introductions & briefing
EU Delegation
Larry Good, Key Expert on SE, INOGATE New ITS Project
- 14:15 14:30 Short quiz
- 14:30 15:00 Presentation: "Following the OECD plan to climate stabilization"
Larry Good, Key Expert on SE, INOGATE New ITS Project
- 15:00 15:40 Lecture: "Making EE/RES financing attractive to banks: Sources, tools, methods, forms"
Michael Plechaty, local banking expert, VA TECH Finance GmbH, Senior Vice-President
- 15:40 16:00 Coffee break
- 16:00 16:50 Lecture: "Project structures, part I: Risk identification and management, bank guarantees, main evaluation tools & indicators"
Michael Plechaty, local banking expert, VA TECH Finance GmbH, Senior Vice-President
- 16:50 17:10 Presentation: "EE/RES Technologies and Business"
Vahan Babajanyan, Banking & Financial Expert, INOGATE New ITS Project
- 17:10 17:30 Questions and answers

End of Day 1



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Day 2

10 December 2013

- 09:30 09:50 Presentation: "Introducing VA TECH and Erste Bank Finance"
Michael Plechaty, local banking expert, VA TECH Finance GmbH, Senior Vice-President
- 09:50 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 Presentation: "Examples of Lending for EE/RES"
Vahan Babajanyan, banking & financial expert, INOGATE New ITS Project
- 11:10 11:30 Coffee break
- 11:30 12:40 Lecture: "Project structures, part II: Risk identification and management, bank guarantees, main evaluation tools & indicators"
Michael Plechaty, local banking expert, VA TECH Finance GmbH, Senior Vice-President
- 12:40 13:00 Questions and answers

End of Day 2



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Day 3

11 December 2013

- 09:30 10:20 Presentation: "EE/RES financing, terms and technologies, European experience, success stories", "Financial support facilities and projects available for EE/RES in Austria"
Michael Plechaty, local banking expert, VA TECH Finance GmbH, Senior Vice-President
- 10:20 10:35 Lecture: "Project LCC Short Analysis"
Larry Good, Key Expert on SE, INOGATE New ITS Project
- 10:35 11:10 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 Lecture: "Sensitivity Analysis for EE/RES Projects"
Vahan Babajanyan, banking & financial expert, INOGATE New ITS Project
- 11:50 12:00 Examples/Short Exercises on calculation of project indicators
Vahan Babajanyan, banking & financial expert, INOGATE New ITS Project
- 12:00 12:15 Group exercises presentation: "LCC project feasibility analysis in 10 steps"
Vahan Babajanyan, banking & financial expert, INOGATE New ITS Project
- 12:15 13:00 Group work on exercises: "LCC project feasibility analysis in 10 steps"
- 13:00 14:00 Lunch
- 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" (Pump)
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 Presentation: "EE/RES financing schemes, lending conditions and monitoring plan"
Michael Plechaty, local banking expert, VA TECH Finance GmbH, Senior Vice-President

- 16:30 16:45 Group exercises presentation: "Developing EE/RES financing schemes, lending conditions and monitoring plan"
Vahan Babajanyan, banking & financial expert, INOGATE New ITS Project
- 16:45 17:30 Group work on exercises: "Developing EE/RES financing schemes, lending conditions and monitoring plan"

End of Day 3



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Day 4

12 December 2013

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

End of Day 4



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Day 5

13 December 2013

Special session: "Train the trainers (TTT)"

09:30 10:00 Presentation: "Awareness Raising in EE/RES"
Khatuna Didbaridze, Expert, INOGATE New ITS Project

10:00 11:10 Presentation: "EE/RES Project Analysis: Examples and Comments"
Vahan Babajanyan, banking & financial expert, INOGATE New ITS Project

11:10 11:30 Coffee break

11:30 13:00 Presentation: "EE/RES Project Analysis: Topics to focused on"
Larry Good, Key Expert on SE, INOGATE New ITS Project
Michael Plechaty, local banking expert, VA TECH Finance GmbH, Senior Vice-President
Vahan Babajanyan, banking & financial expert, INOGATE New ITS Project

End of Day 5







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