



**AHEF GE.049 WORKSHOP:
“Capacity building for financing of EE / RES projects”
Tbilisi, Georgia, July, 9-13, 2013
INOGATE New ITS Project**



AGENDA

Bank of Georgia, Tbilisi, Georgia

Day 1

09 July 2013

- 09:30 09:45 Opening: Introductions & briefing
Francesca Mazzuco, project Manager - Attache, EU Delegation
Vahan Babajanyan, banking & financial expert, INOGATE New ITS Project
- 09:45 10:00 Short quiz
- 10:00 10:30 Presentation: "Following the OECD plan to climate stabilization"
Vahan Babajanyan, banking & financial expert, INOGATE New ITS Project
- 10:30 11:10 Lecture: "Making EE/RES financing attractive to banks: Sources, tools, methods, forms"
Michael Plechaty, local banking expert, VA TECH Finance GmbH, Senior Vice-President
- 11:10 11:30 Coffee break
- 11:30 12:40 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
- 12:40 13:00 Questions and answers

End of Day 1



Day 2

10 July 2013

- 09:30 10:00 Presentation: "Georgian EE/RES business environment"
Irakli Vardigoreli, country expert for Georgia, INOGATE New ITS Project
- 10:00 11:10 Lecture: "EE / REC project feasibility assessment through Life Cycle Cost analysis"
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

Day 3**11 July 2013**

- 09:30 10:20 Presentation: "EE/RES financing, terms and technologies, European experience, success stories"
Michael Plechaty, local banking expert, VA TECH Finance GmbH, Senior Vice-President
- 10:20 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 11:45 EE/RES Business and Technologies (Overview)
Vahan Babajanyan, banking & financial expert, INOGATE New ITS Project
- 11:45 12:00 Examples/Short Exercises on calculation of project indicators
- 11:45 12:15 Group exercises presentation: "LCC project feasibility analysis in 10 steps"
- 12:15 13:00 Group work on exercises: "LCC project feasibility analysis in 10 steps"

End of Day 3



Workshop: "Capacity building for financing of EE / RES projects"



Day 4

12 July 2013

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

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

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

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

11:10 11:30 Coffee break

11:30 12:00 Presentation: "EE/RES financing schemes, lending conditions and monitoring plan"
Michael Plechaty, local banking expert, VA TECH Finance GmbH, Senior Vice-President

12:00 12:15 Group exercises presentation: "Developing EE/RES financing schemes, lending conditions and monitoring plan"

12:15 13:00 Group work on exercises: "Developing EE/RES financing schemes, lending conditions and monitoring plan"

End of Day 4

Day 5**13 July 2013**

- 09:30 10:10 Group 1 presentation and discussion: "Solutions & conclusions of exercise" (Wind Park)
Group 1 leader
- 10:10 10:50 Group 2 presentation and discussion: "Solutions & conclusions of exercise" (Cooling / Heat)
Group 2 leader
- 10:50 11:10 Presentation: "Introduction of Erste Bank, EE/RES financing, bank's policy, portfolio, partners"
Michael Plechaty, local banking expert, VA TECH Finance GmbH, Senior Vice-President
- 11:10 11:30 Coffee break
- 11:30 12:00 Presentation: "Austria: Financial support facilities and projects available for EE/RES"
Michael Plechaty, local banking expert, VA TECH Finance GmbH, Senior Vice-President
- 12:00 13:00 Quiz
- 13:00 14:00 Lunch
- 14:00 14:30 Closing: Debriefing, presentation of certificates
Vahan Babajanyan, banking & financial expert, INOGATE New ITS Project
- 14:30 16:00 Special session: "Train the trainers (TTT)"
Michael Plechaty, local banking expert, VA TECH Finance GmbH, Senior Vice-President
Irakli Vardigoreli, country expert for Georgia, INOGATE New ITS Project
Vahan Babajanyan, banking & financial expert, INOGATE New ITS Project

End of Day 5









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