

## SEMISE – SMALL-SCALE CAPACITY BUILDING PROJECT

PPF No. 08.BY

### Project Title

Bank's Capacity to EE and RES Project Development

Country (s) Belarus

Timescale for implementation January – April 2011

### Beneficiary(s)

Belarusian-Russian Belgazprombank Joint-Stock Company

### Main and specific objectives

The **main objective** of the project is to help boost investments into EE and RES in Belarus by building the capacity of one of the leading banks in the country. It is further the objective to demonstrate to other Belarus banks that they may take inspiration from the capacity building of Belgazprombank's staff. The **specific objectives** are to (1) build the capacity of Belgazprombank middle level managers in order to help them better handle EE and RES investment projects (2) contribute to reduction of risks of EE and RES investment projects and (3) prepare SEMISE to replicate this kind of assignment.

### Results achieved

In the beginning of the assignment the SEMISE team drafted a comprehensive manual for the bank presenting the main characteristics of energy, energy systems and energy efficiency and renewable energy sources. Five experts contributed to the manual. This activity lasted six weeks.

Then, based on the manual presentations for the workshop were prepared. The same five experts contributed to presentations but only three of them delivered the training. The training lasted 3 days. A total of 21 persons participated in the workshop. Participants came from all regional branches, corporate credit departments etc and were thus the most relevant specialists for the workshop.

The evaluation of the training itself showed a steady development in the learning curve from day 1 to day 3. The general level of satisfaction was 94,2%.

As planned this training served as a basis for similar event in Moldova and Ukraine.

### Lessons learned

The overall majority of the participants in the training workshop were young people without – so it seemed – past industrial background. The SEMISE team therefore advised Belgazprombank's management only to use experts for evaluation of technical part of loan applications. Particularly those who had past industry experience and/or had been trained to do so. It was recommended to continue capacity building. If the bank will strategically focus on this kind of projects it is advisable to look for an engineering partner and try to develop ESCO business together. As an alternative a leasing scheme can be considered.

For further information please contact the SEMISE office in Kiev. Information may also be obtained from the representative of the Beneficiary - Mrs. Tatiana Avramenko, Head of Loan Department e-mail: avramenk@bgpb.by.

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