

**PPF.CB.MD**  
**Case Story**

**“Specifics of Investment Projects in Energy Efficiency and Renewable Energy Sources” Training Course in Moldova**

**SMALL-SCALE CAPACITY BUILDING PROJECT**

**1. The Idea**

The idea of Training Courses under component B (Investment Facilitation Component) of the SEMISE project has been initiated in 2010 during reconsideration of the methodology of implementation of the SEMISE’s component B.

The information acquired by the SEMISE team during the fact-finding missions and PPF promotion events in 2009-2010 showed that the capacity building demand among the local bankers considerably differs across the INOGATE Partner Countries (PCs). The Republic of Moldova together with Ukraine and Georgia belongs to the group where relatively high demand for the capacity building selectively covered by the IFIs’ TA (e.g. that by EBRD and/or IFC) and need a special treatment that differs from the simple regional capacity building approach – e.g. round table discussions and/or country-dedicated actions.

As a rule, there are well-established national banks associations in the PCs, and provision of capacity building services to the member banks is one of their statutory duties. Therefore, it was the SEMISE’s intention to organize the Training Course taking advantage of the support by the respective national banks associations. Since the solid and broadly recognized Moldovan Banks Association (MBA) was successfully approached and declared their support to such an initiative in writing, it was decided to organize the Training Course in Chisinau, Moldova, while using the MBA’s support and, in particular, that of the "ABM Consulting" Financial-Banking Centre thereof.

The Training Course was to result in improved capacity of the Local Financial Institutions’ (LFIs) front offices to screen and estimate the potential, benefits and risks of EE/RES investment projects as proposed by the LFI’s clients. Some of the participating banks might also have a pipeline of EE/RES investment projects and thus might need help in appraisal of them. If so, separate requests to the SEMISE could be expected, to be a matter of separate evaluation procedures under the SEMISE’s Project Preparation Facility (PPF).

**2. Implementation**

The SEMISE team has established the cooperation with the MBA thus ensuring that the seminar would have an appropriate awareness of the majority of banks in Moldova. Since these kinds of events are typical for the MBA it was natural for the organisation to work with SEMISE.

The content of the training course and its agenda were built up on the similar event carried out in Belarus in April 2011. A manual, “Specifics of Investment Projects in EE and RES”, produced by the SEMISE team for the April event in Belarus was replicated for this training course in Moldova. In order to adapt the content to the real situation in Moldova it was decided to invite a Moldovan expert as a speaker, who was identified and contracted. Being for many years professor at the Technical University Dr. Valentin Arion revised the manual and adapted necessary sections to the country conditions.

The 3-day seminar was held in Chisinau on June 08-10, 2011. 9 participants attended the seminar that represented 5 LFIs and the MBA. “Specifics of Investment Projects in EE and RES” manual was handed over to the participants at the beginning of the seminar. It also included a brief presentation of the Moldovan energy system as prepared by Prof. Valentin Arion.

### **3. Results Achieved**

The participants have demonstrated relatively good level of understanding the main characteristics of the EE and RES investment projects. Nevertheless the seminar helped them to organise their knowledge and link their financial knowledge to the reality of EE and RES investment project’s process.

During the seminar the participants have evaluated a number of training elements by filling in three questionnaires prepared by SEMISE. Analysis of answers received shows the following:

- the participants’ knowledge (evaluated on the basis of their answers) has grown from 61,1% of right answers (the first day) to 73% (last day).
- speakers’ performance was evaluated on the average at a very good level (94,4%).
- participants’ satisfaction of the venue and arrangement was between good and very good. There were 87,5% answers “good”, 8,9% answers “very good” and 1,8% answers “so-so”.

The questions asked and some discussions, which took place during the seminar, provide quite a good picture of the relevancy of this seminar. The Moldovan Banks Association (MBA) represented by Mr. Alexandru Savva, Director of "ABM Consulting" Financial-Banking Centre of the MBA, praised the well-timed efforts of the SEMISE team.

Though several LFIs showed the interest to the seminar it has to be pointed out that the investment climate for EE and RES projects is rather not mature in Moldova yet.

### **4. The Future**



ENERGY COOPERATION BETWEEN THE EU, THE LITTORAL STATES OF THE BLACK & CASPIAN SEAS AND THEIR NEIGHBOURING COUNTRIES

Within a month after the training course, a proposal for further cooperation between the SEMISE and one of the Moldovan LFIs that participated in the training course followed for an opportunity study for wind energy development in the Republic of Moldova that was later formulated as PPF.35.MD project, evaluated and approved for implementation. However, due to the shortage of the available project resources, the SEMISE project will not be able to implement this assignment.