ECONOMIC AND SOCIAL COMMISSION FOR WESTERN ASIA (ESCWA)
Regional Training Workshop on: “Renewable Energy project development, finance and business planning” – 3-4 May 2016, Hotel Rabat, Rabat, Morocco

Draft AGENDA

DAY 1: Tuesday May 3rd, 2016

08:30 – 09:00 REGISTRATION

09:00 – 09:30 OPENING SESSION: WELCOMING SPEECHES
Mr. Ahmed Baroudi / Director General, SIE
Ms. Radia Sedaoui / Chief Energy Section, SDPD - ESCWA

09:30 – 09:45 Overview of the Project & Expected Outcomes from the Workshop
Mr Mongi Bida / ESCWA & Mr Viktor Badaker / UN ECE

09:45 – 11:00 SESSION 1: FINANCING RENEWABLE ENERGY PROJECTS – CHALLENGES & POTENTIAL SOLUTIONS
Chairperson: Mr. Ahmed Baroudi / Director General, SIE

09:45 – 10:10 SIE presentation on the Moroccan financing Schemes and mechanisms for financing RE projects
Mr. Ahmed Baroudi / Director General, SIE
Energy Investment Company (SIE)

10:10 – 10:35 Enel Green Power presentation on Development and financing RE experiences in the Mediterranean and African Region
Marco Raganella, Enel Green Power

10:35 – 11:00 Res4Med experiences in Development and financing RE in the Mediterranean and African Region
Roberto VIGOTTI, Secretary General,
Renewable Energy Sources for Mediterranean (Res4Med) program

Note: It is expected that each speaker would limit the presentation to a maximum of 15 minutes, allowing to use the remaining 10 minutes for discussion of the presented topics.

11:00 – 11:15 Coffee Break
11:15 – 12:55  **SESSION 2: ROLE OF THE FINANCING INSTITUTIONS IN PROMOTING RE PROJECTS**  
**Chairperson:** Ms. Radia Sedaoui / Chief Energy Section, SDPD - ESCWA

11:15 – 11:40  Financing RE projects in the private sector in Morocco, the Central Popular Bank experience, Ms. Soumia Alami Ouali, Deputy Director of the SME Division of the Bank (Directrice générale adjointe du Pôle Banque de la PME), Banque Centrale Populaire, Morocco

11:40 – 12:05  Presentation of Banque Du Liban on financing RE projects in the private sector in Lebanon  
Mr Mazen Halawi, Head of Subsidized Loans and Financing Programs Division, Banque Du Liban, Lebanon

**Note:** It is expected that each speaker would limit the presentation to a maximum of 15 minutes, allowing to use the remaining 10 minutes for discussion of the presented topics

12:30 – 13:00  Discussion and Concluding Remarks for Sessions 1 & 2

13:00 - 14:15  Lunch Break

14:15 – 16:30  **SESSION 3: TRAINING SESSION – PART 1**  
**Chairperson:** Mr. Ahmed Mohamed Mohina / Undersecretary of State for Authorities’ Follow up, Ministry of Electricity & Renewable Energy / President ESCWA Committee on Energy

14:15 – 16:30  Renewable Energy project development, finance and business planning - Part 1 (Based on the ESCWA Guidebook Methodology)  
Mr. Rafik MISSAOUI / ESCWA Consultant and training facilitator

- **Introduction to economic and financial analysis**
  - Basic concepts
  - Profitably indicators
  - Typology of risks and their mitigation

- **Basic elements for RE projects profitability assessment**
  - Main technologies
  - Reference technologies capital costs (CAPEXs)
  - Reference of operating costs (OPEXs)
  - Specificities of financial analysis for RE projects
  - Main factors affecting the RE projects

- **Practicing Exercise; to be started during the session and completed individually after the session**
DAY 2: Wednesday May 4th, 2016

09:00 – 10:45  SESSION 3: TRAINING SESSION – PART 2

Chairperson: Mr. Ahmed Mohamed Mohina / Undersecretary of State for Authorities’ Follow up, Ministry of Electricity & Renewable Energy / Chairman ESCWA Committee on Energy

09:00 – 10:45  Renewable Energy project development, finance and business planning - Part 2 (Based on the ESCWA Guidebook Methodology)

Mr. Rafik MISSAOUI / ESCWA Consultant and training facilitator

- **Main business models of RE projects for electricity generation** (Net metering, Self-consumption, Feed in tariff model, Concession)
  - Principle of the model
  - Stakeholders and institutional aspects
  - Administrative and legal aspects
  - RE project risks analysis for the different models

10:45 – 11:00  Coffee Break

11:00 – 13:30  SESSION 4: TRAINING SESSION – PART 3

Chairperson: Mr. Ahmed Mohamed Mohina / Undersecretary of State for Authorities’ Follow up, Ministry of Electricity & Renewable Energy / Chairman ESCWA Committee on Energy

11:00 – 13:30  Renewable Energy project development, finance and business planning - Part 3 (Based on the ESCWA Guidebook Methodology)

Mr. Rafik MISSAOUI / ESCWA Consultant and training facilitator

- **Main steps for RE project development**
  - Project identification
  - Administrative and legal aspects
  - Project development
  - Contracting
  - Project Financing
  - Project Implementation
  - Project Operation
- **Main financing tools for RE projects**
  - Relevant financing sources
  - Main financing mechanisms
- **How to prepare a bankable business plan for RE projects**

13:30 - 14:30  Lunch Break
DAY 2: Wednesday May 4th, 2016 (Continued)

14:30 – 16:00  Session 5: Training Session – Part 4

Chairperson: Mr. Ahmed Mohamed Mohina/Undersecretary of State for Authorities’ Follow up, Ministry of Electricity & Renewable Energy/Chairman ESCWA Committee on Energy

14:30 – 16:00  Renewable Energy project development, finance and business planning - Part 4 (Based on the ESCWA Guidebook Methodology)

Mr. Rafik MISSAOUI/ESCWA Consultant and training facilitator
- Presentation of the financial analysis tool
- Case studies: analysis of 4 RE different projects (Group practice)
  • Different technologies (PV, wind, biomass, etc.)
  • Different models (Feed-in tariff, self-consumption, etc.)

Additional Facilitators of group work: Mr. Deltcho Vitchev (Director, Renaissance Finance International), Radia Sedaoui, Mongi Bida (ESCWA) and Oleg Dzioubinski (UNECE)

16:00 – 16:30  Concluding Remarks for Workshop