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## 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 3<sup>rd</sup>, 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**

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*DAY 1: Tuesday May 3<sup>rd</sup>, 2016 (Continued)*

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**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 Divisions 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
    - Profitability 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***

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*DAY 2: Wednesday May 4<sup>th</sup>, 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**

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***DAY 2: Wednesday May 4<sup>th</sup>, 2016 (Continued)***

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**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**