



South East Europe regional workshop on renewable energy project development and financing

June 12th, 2018

Metropol Palace Hotel Belgrade, Bulevar kralja Aleksandra 69 - Lavander room

Time	Session Title and Objectives	Speaker/Facilitator
8.30 – 9.00	Registration	
9.00 – 9.20	Introduction and Welcome Remarks	<i>IRENA, Ministry of Mining and Energy of Serbia</i>
9.20 – 9.45	Scene setting presentation South East Europe Regional Initiative	<i>Marcin Scigan, IRENA</i>
Session 1: Renewable energy finance – presentation of global trends and discussion of regional experiences		
<i>This session will present main findings from the IRENA/CPI report “Global Landscape of Renewable Energy Finance” and provide an opportunity for participants to share their experiences in development and financing of renewable energy in the region.</i>		
9.45 – 10.10	Presentation of main findings from the report “Global Landscape of Renewable Energy Finance”: renewable energy investments by technology, region, source and financial instruments.	<i>Sandra Lozo, IRENA</i>
10.10 – 10.40	Group photo and coffee break	
10.40 – 12.30	Interactive discussion on financing renewable energy in the region. <i>(Please see page 3 for topics that will be covered).</i> <u>Moderator:</u> <i>Sandra Lozo, IRENA</i> <u>Panelists:</u> Jasmina Trhulj , Energy Community Secretariat; Carrie Walczak , Green for Growth Fund; Francesco Corbo , European Bank for Reconstruction and Development; Zoran Stanić , European Investment Bank; Rainer Sünnen , KfW; Aleksandar Savić , ERSTE Bank Serbia; Nikola Nikolić , Enercons	
12.30 – 14.00	Lunch	
Session 2: Renewable energy project development – Best practices from the IRENA Project Navigator		
<i>This session will provide insights on key issues with regards to the bankability of solar PV projects including technical and economic feasibility, risk management and preparation of project proposals to financing instruments.</i>		
14.00 – 15.00	Introduction to renewable energy project development: best practices with the IRENA Project Navigator	<i>Simon Benmarraze, IRENA</i>
15.00 – 15.15	Coffee break	
15.15 – 16.30	How to make a solar PV project bankable: practical steps, analysis, tools and templates for utility, industrial, commercial, and distributed applications	<i>Carlos Ruiz, IRENA</i>
17.00 – 18.00	Visit to the Museum of Nikola Tesla (<i>Krunska 51</i>)	
18.30	Dinner (<i>Madera Restaurant, Bulevar kralja Aleksandra 43</i>)	



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<p>Session 3: Renewable energy project development – Lessons Learned and regional experiences <i>This session will feature a detailed discussion on how to successfully develop a medium-to-large solar project including return on experience from the industry and group exercise.</i></p>		
09.00 – 09.30	Understanding requirements to access concessional debt financing with the IRENA/ADFD Project Facility	<i>Seleha Lockwood, IRENA</i>
09.30 – 10.00	Navigating the investors and lenders requirements: Contractual agreements and risk management review	<i>Simon Benmarraze, IRENA</i>
10.00 – 10.30	Preparing investment proposals with tools and templates for the IRENA Project Navigator	<i>Carlos Ruiz, IRENA</i>
10.30 – 11.00	Coffee break	
11.00 – 11.30	Development of performance models as an input for financial modelling	<i>Simon Benmarraze, IRENA</i>
11.30 – 12.30	Group exercise on the preparation of a project proposal using tools and templates from the IRENA Project Navigator	<i>Simon Benmarraze, Carlos Ruiz, IRENA</i>
12.30 – 14.00	Lunch	
<p>Session 4: Renewable energy project development – Best practices on the development, financing, construction of small-scale solar PV projects <i>This session will feature a detailed discussion on how to successfully develop a medium-to-large solar project including return on experience from the industry and group exercise.</i></p>		
14.00 – 14.30	Analysis of project development cycles for small scale solar PV systems	<i>Carlos Ruiz, IRENA</i>
14.30 – 15.00	Group exercise on the preparation of a project proposal using tools and templates from the IRENA Project Navigator	<i>Simon Benmarraze, Carlos Ruiz, IRENA</i>
15.00 – 15.30	Case Study: Development and construction of a small-scale rooftop solar PV systems	<i>Nicolae Zaharia Sinergetika</i>
15.30 – 16.00	Wrap-up and closing of the workshop	



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Guidance on Session 1

June 12th, 2018

Session 1: Interactive discussion on financing renewable energy in the region

Discussion topics:

- Participants' experience in development and financing of renewable energy projects in the region – lessons learnt and best practices that can be replicated.
- Identification of priority action areas to increase investors' ability to fund renewables in the region:
 - Analysis, technical skills and assistance needs:
 - Resource potential, data collection/quality
 - Capital availability/cost, financial engineering capabilities:
 - Local capital availability (at sufficiently long tenors)
 - How can the high cost of capital barrier be alleviated?
 - Financing structures for renewable energy projects
 - Availability and affordability of risk mitigation instruments
 - Bankability of renewable projects:
 - Project scale (large-scale vs. small-scale financing requirements/needs)
 - Documentation terms
- How can greater cooperation between policy makers, public finance and private actors be achieved? What formats could this cooperation take? Examples of successful methods/initiatives (national, regional level).
- Support that IRENA can provide to advance action at national and regional level, ensuring synergies with existing programmes. Feedback and suggestions for facilitating platforms, initiatives, trainings or other actions.