



**International Training Course on Business Planning for Energy Efficiency Projects  
20-21 June 2013, Istanbul, Turkey**

**AGENDA**

**International Training Course  
on Business Planning for Energy Efficiency Projects**

*co-organized by*

*Ministry of Energy and Natural Resources of Turkey*

*United Nations Economic Commission for Europe (UNECE)*

*United Nations Economic and Social Commission for Asia and the Pacific (ESCAP)*

*United Nations Development Program (UNDP)*

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TIME	TOPIC
<b>DAY 1</b>	<b>20 June 2013</b>
<b>09:00 – 09:30</b>	Registration
<b>09:30 – 10:00</b>	Opening Panel: • Mr. Halil İbrahim Gündoğan, Ministry of Energy and Natural Resources of Turkey • Mr. Oleg Dzioubinski, UNECE • Mr. Sergey Tulinov, ESCAP
<b>10:00 – 11:15</b>	Session 1 – Mr. Deltcho Vitchev, Training Facilitator, Renaissance Finance International • Introduction of the second part of the Training Course Programme • Introductions by participants and presentations of completed key parts of their project proposals (up to 5 minutes each) • How to describe market in the project business plan?
<b>11:15 – 11:30</b>	Coffee-break
<b>11:30 – 13:00</b>	Session 2 – Mr. Deltcho Vitchev, Training Facilitator • Project and company cash flow (including introduction of software/Excel tool) • Financial projections, including cash flows, sensitivity and financial analysis
<b>13:00 – 14:00</b>	LUNCH
<b>14:00 – 15:30</b>	Session 3 – Mr. Deltcho Vitchev, Training Facilitator • Risk assessment and evaluation of the main risk elements relevant to any project



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	• Project implementation and financial management
<b>15:30 – 16:00</b>	Coffee-break
<b>16:00 – 17:30</b>	Session 4 – Mr. Deltcho Vitchev, Training Facilitator • Financial schemes and sources • Presentation techniques: how to present a project in a clear way that is understandable for the financial institutions/investors
<b>18:00 – 20:30</b>	Reception/Boat Trip
<b>DAY 2</b>	<b>21 June 2013</b>
<b>09:00 – 10:30</b>	Session 1 – Mr. Deltcho Vitchev, Training Facilitator • Individual analysis of project business plans and project proposals of training participants
<b>10:30 – 11:00</b>	Coffee-break
<b>11:00 – 12:30</b>	Session 2 – Mr. Deltcho Vitchev, Training Facilitator Mr. Markus van der Burg, Conning Asset Management Limited • Introduction for presentations to financing partners
<b>12:30 – 14:00</b>	LUNCH
<b>14:00 – 16:00</b>	Session 3 – Panel Discussion of Experience with Energy Efficiency Financing Instruments Moderator: Mr. Sedat Çal (Hacettepe University) – Mrs. Yonca Ercümen, Turkey Sustainable Energy Financing Facility (TURSEFF) – Mrs. Hülya Kurt, Industrial Development Bank of Turkey (TSKB) – Mrs. Julide Oguz, KfW Development Bank – Ms. Merve Böğürcü, Technology Development Foundation of Turkey (TTGV) – Mr. Markus van der Burg, Conning Asset Management Limited – Mr. Leon Wijshoff, Covenant of Mayors East (COMO East)
<b>16:00 – 17:30</b>	Session 4 – Wrap-up of the Training Course • Introduction of the next steps: Mr. Oleg Dzioubinski, UNECE and Mr. Sergey Tulinov, ESCAP • Closing: Mr. Erdal Çalikoğlu, Deputy General Director, Ministry of Energy and Natural Resources of Turkey