

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

**Information Report**

The Government of Turkey (Ministry of Energy and Natural Resources (MENR) National Directorate of Renewable Energy (GDRE)), the United Nations Economic Commission for Europe (UNECE), the United Nations Economic and Social Commission for Asia and the Pacific (ESCAP), and United Nations Development Programme (UNDP) conducted the second international training course on Business Planning for Energy Efficiency (EE) Projects in Istanbul, Turkey, on 20-21 June 2013. It was a follow-up to the International Training Course on Business Planning for Energy Efficiency Projects held on 3-4 of April 2013 in Almaty, Kazakhstan. Trainings on Business Planning for Energy Efficiency Projects are among the activities under the United Nations Development Account (UNDA) project “Promoting energy efficiency investments for climate change mitigation and sustainable development” implemented by the UN Regional Commissions, which is part of the Global Energy Efficiency 21 (GEE21) Project. For participants from Turkey, the training course has been conducted within the scope of the “Promoting Energy Efficiency in Turkey” project funded by GEF, which is executed by MENR GDRE and implemented by UNDP in collaboration with other relevant institutions.

Over 80 participants from 23 countries attended at least one course, and almost 40 – both courses. The programme is designed to help representatives of private and public companies from South-Eastern and Eastern Europe, the Caucasus, Central, Northern, South-Eastern and Southern Asia, as well as the Russian Federation and Turkey better prepare and implement EE projects, including receiving access to commercial financing. It also aims at raising awareness about EE investments among financing organizations including through public-private partnerships. In Almaty, participants were trained to improve their financial engineering and business planning skills to identify, select and develop EE investment projects and prepare bankable project proposals. The session was followed by individual on-line consultations.

In Istanbul, 18 participants from 15 countries made presentations on their progress in developing project proposals resulting from their participation in the first Training Course in Almaty. The project proposals were reviewed by the training facilitator Mr. Deltcho Vitchev, an international expert in the area of financing energy efficiency projects, who provided a preliminary analysis of the proposals and presented it to the audience. An extended interactive presentation on business planning and preparing project documentation for EE projects built upon the information provided at the first course in Almaty.

At both courses, representatives of development and commercial banks, credit institutions, international organizations and business companies presented their experience and practices in financing EE projects. One of the sessions in Istanbul was devoted to a discussion panel on experience with energy efficiency financing instruments. The following experts made presentations at the session:

- Mr. Sedat Çal - Hacettepe University (Moderator)
- 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 Böğürücü - Technology Development Foundation of Turkey (TTGV)
- Mr. Markus van der Burg - Managing Director - Conning Asset Management Limited
- Mr. Leon Wijshoff - Senior Consultant - NL Agency/COMO East

Project developers and owners will continue working on their project proposals and will receive further advice. A workshop on the analysis of the project pipeline where the project proposals will be reviewed will take place in early 2014. Materials of the training courses are available at: <http://www.unece.org/index.php?id=32455> (Almaty) and <http://www.unece.org/index.php?id=32820> (Istanbul).

UNDP did a survey of participants' satisfaction with the content and format of the Training Course. The Summary of Participants' Evaluations is presented below.

### **Summary of Participants' Evaluations**

Overall, the participants were satisfied with the training, which allowed ample opportunity for networking with representatives from other countries to learn from their various experiences and opportunities. There was also an opportunity to interact with the training facilitator during individual meetings. On average the seminar's usefulness and knowledge improvement was assessed as 4.2 out of 5 points.

According to the participant evaluations, the most interesting topics were:

- information on business plan development, especially the difference between business plan and information memo
- cash flow
- IPMVP for the monitoring and verification of savings due to EE projects
- implementation process
- development of a bankable project
- project assessment and analysis of risks
- financial schemes
- the role of banks in financing of non-profit projects
- lender requirements (debt service vs. coverage ratio)
- mezzanine financing (capital)
- types and methods of calculations of interest rates
- specific examples of bankable energy efficiency projects and examples of ESCOs worldwide.

The participants would like to have the following issues covered in more detail in future trainings:

- financing issues for specific energy efficiency projects
- monitoring and verification protocol (IPMVP)
- examples of real successful projects
- more detailed business plan examples
- more information on financing sources
- more information on cash flow and structure of project financing
- energy audits and labeling
- practical examples on methodology of developing project proposals
- detailed information on risk assessment
- practical examples on possible problems
- demonstrated outcomes of financed projects.

A large number of participants expressed their satisfaction and gratitude to the training course coordinators for a well-organized event.