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## ECONOMIC AND SOCIAL COMMISSION FOR WESTERN ASIA

Regional Training Workshop on: "Renewable Energy project development, finance and business planning"  
3-4 May 2016, Rabat, Morocco

### INFORMATION NOTE

The Economic and Social Commission for Western Asia (ESCWA), in cooperation with the Energy Investment Company (SIE) in Morocco, is organizing a training workshop on "Renewable Energy projects development, finance and business planning", to be held the 3rd and 4th May 2016, in Rabat, Morocco. The training is part of the activities included in a United Nations Development Account (UN DA) capacity-building project, led by ESCWA in partnership with UN ECE, aiming at enhancing renewable energy (RE) investments in member countries in the context of sustainable development and climate change mitigation.

#### I. Background Information

The development of sustainable energy systems is essential in implementing sustainable development strategies. The development of RE is one of the main targets of the Sustainable Development Goals as stated in SDG 7 of the 2030 Agenda for Sustainable Development that was adopted by the General Assembly on 25 September 2015 (Resolution A/RES/70/1). It is also one of the three pillars of the UN SE4All decade. The two initiatives call for a stronger deployment of RE projects, and a higher contribution of RE sources to the countries' energy mix. Furthermore, economically viable RE solutions are increasingly becoming available, and countries, worldwide, have expressed their interest in adopting RE in power production and other sectors with high carbon dioxide emission levels.

In the Arab region, there is a significant potential for developing renewable energy (RE) applications, and an Arab strategic framework was developed providing a regional vision for the development of RE in the Arab region<sup>(1)</sup>. This strategic framework was adopted by the League of Arab States (LAS) during its third Arab Economic and Social Development Summit in January 2013 in Riyadh, Kingdom of Saudi Arabia. The framework includes pledges from Arab countries indicating the level of RE contributions they are committed to reach by 2030. The total of these RE targets will result into an estimated additional 75 GW, including hydropower, of RE power generation installed capacities in the region by 2030, if all Arab countries accomplished their pledges. This is about 30% of the 2013 total electrical installed capacity. Furthermore, the present published Countries' targets indicate that the RE projects that are currently programmed to be operational by 2030, can result in an increase of the RE contribution by a total installed capacity of over 106 GW of RE sources, excluding hydropower, by that date<sup>(2)</sup>.

However many countries in the region still face serious challenges in attracting private investments in the RE field. Hence, building capacity to assist RE project developers in attracting investment for RE projects can contribute to helping Member Countries face these challenges.

(1) IRENA and League of Arab States (2014). *Pan-Arab Renewable Energy Strategy 2030: Roadmap of Actions for Implementation*. Available from: [http://www.irena.org/DocumentDownloads/Publications/IRENA\\_Pan-Arab\\_Strategy\\_June%202014.pdf](http://www.irena.org/DocumentDownloads/Publications/IRENA_Pan-Arab_Strategy_June%202014.pdf)

(2) ESCWA (2016), *Analysis of Energy Policy Trends in the Arab Region*. Available from: <https://www.unescwa.org/publications/analysis-energy-policy-trends-arab-region>

## **II. Scope:**

The present UN DA project, on “Promoting Renewable Energy Investments for Climate Change Mitigation and Sustainable Development”, is designed to work closely with RE policy makers, project developers, and other RE stakeholders in the Member Countries, to carry out several capacity building activities related to promoting RE investments. These activities aims at:

- (a) Developing the skills of the public and private sectors at the national level to identify, develop and implement RE investment projects.
- (b) Providing assistance to authorities to introduce regulatory and institutional reforms needed to support these investment projects.
- (c) Enhancing the financing of renewable energy projects in selected countries.

Activities will also include case studies on the experience of policy reforms, regional trainings, workshops and seminars focusing on policy reforms and investment projects development.

This regional training workshop is part of a series of workshops that are programed within the activities of the UN DA project. The training is the first step in a close technical assistance process to RE projects in ESCWA Member Countries to provide national project developers and experts with the basic tools in RE project development, finance and business planning. The training intends to build capacity of RE project developers / consultants in preparing bankable RE proposals

Moreover, the workshop is organized in collaboration with the Energy Investment Company (SIE) in Morocco, representing the financial arm of the State for the execution of the Moroccan energy mix by 2020. It operates both in investment and in the development of renewable energy projects and energy efficiency. As part of its tasks, SIE's role is to develop financing solutions to serve the financial needs of national projects, within a rationale of financial leverage. The workshop will benefit from this valuable partnership with SIE to cover the Moroccan approach in public financing of RE projects.

## **III. Objectives and topics of the regional training workshop**

The objectives of this regional training workshop are to provide capacity building material on financial engineering tools and business planning processes for selected Renewable Energy (RE) project developers and other relevant stakeholders, in conformity with the UN DA “regional training” topics (Activity A 1.1 in the Project Document).

## **IV. Focus Areas**

The regional training will focus on the following issues:

- a) Project development process, including the coverage of the following topics:
  - i. Identification of technically available RE potentials within national context.
  - ii. Economic and institutional analysis for technically available potential,
  - iii. Introduction to the process of initiating and developing a viable business plan.
  - iv. Project description and Project design, etc.
- b) Finance and business planning, including the coverage of the following topics:
  - i. Designing financing mechanisms,
  - ii. Project profitability calculation based on Payback, Pay-off, Net present Value, Internal rate of Return, and calculations in real and nominal terms.
  - iii. Introduction of software/excel as a tool for financial calculations.
  - iv. Identifying potential national, regional and international financial donors for the ESCWA region.
  - v. Environmental benefits calculations derived from the projected operation of the RE project.
  - vi. Financing plans and financial schemes, including an introduction to the requirements of financial institutions.

The workshop will also include a summary mapping of current RE investment potential and challenges in the region; assessment of existing opportunities for RE financing, presentation of some of the criteria and requirements of financial institutions in the region, examination of existing barriers and how to overcome them, etc.

## V. Participants

Participants in the meeting will include RE project developers, or their representatives, as well as experts involved in the preparation of feasibility studies related to RE projects. Some government officials will be invited to participate as well, to be acquainted with the financing engineering process.

## VI. Organization of the meeting

The workshop will be held in Rabat, Morocco on the 3<sup>rd</sup> and 4<sup>th</sup> of May 2016 in one of the Hotels in the area. Workshop materials will be presented in either Arabic, English or French. Simultaneous translation from and to each of the three languages is available.

## VII. Logistical information

Each participant shall undertake the following preparation related to her/his participation: Securing hotel reservation in the venue location, visa, and any other requirements for travelling to Morocco.

Participants can obtain their entry visa into Morocco from the Moroccan embassy to their respective countries.

If necessary, ESCWA may assist in obtaining the entry visa into Morocco. For those needing such assistance, please send a clear scanned color copy of the passport, and include all essential personal data, to the concerned at ESCWA.

## VIII. Correspondence

All correspondence related to the workshop is to be sent to either of the below addresses:

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