



ManagEnergy Masterclass Agenda

Date: 3rd to 5th February 2020

NEW Location: Espace Jacquemotte, Rue Haute 139, 1000 Brussels

Module 3: Risk analysis and development of Guarantee Schemes

1.1. Aims & Objectives

After having explored Project Finance (Module 1) and Corporate Finance (Module 2) the aim of this module is to increase the knowledge of participants in the development and use of financial instruments with a focus on Risks coverage so that they can plan and implement the most challenging investment projects.

On completion of this module, the learner will/should be able to identify risks (notably of financial nature) and propose appropriate mitigation strategies, develop potential contractual outlines for PPP solutions.

Day 1					
4hrs: 12.30pm-6pm					
	Unit Number Unit Name	Unit Start Time	Unit Duration	Unit Content	Time (mins)
Day 1 4 hrs: 2pm – 6.pm	Welcome Lunch	12.30pm	1.00hrs		
	Welcome session EASME	1.30pm	20 min	Welcome Icebreaking session Introduction of Trainers and Participants.	20
	Refreshing module 1 and 2 Julije Domac (REGEA)	1.50 pm	20 min	Main outputs, vocabulary and contents from the previous modules, overview of module 3	20
	Fundamentals of risk assessment and mitigation Velimir Šegon (REGEA) Josip Čengija (REGEA)	2.10 pm	1.0 hrs	The different natures of risks, risk assessment methods, mitigation strategies,... <ul style="list-style-type: none"> • Incentive effects (agency problems) and risk allocation • risk valuation methods • financial risks mitigation strategies 	60
	Tea / Coffee	3.10pm	20 mins		
	Fundamentals of risk assessment and mitigation Velimir Šegon (REGEA) Josip Čengija (REGEA)	3.30pm	0.30 hrs	Continuation	30
	Case study Velimir Šegon (REGEA) Josip Čengija (REGEA) Julije Domac (REGEA)	4.00pm	1.50 hrs	Practical cases: using the risk analysis methods presented, identify, classify and quantify risks and develop a comprehensive mitigation strategy.	90
	Finish	5.30pm			
	Day 2				



7hrs: 9am – 6.00pm					
	Unit Number Unit Name	Unit Start Time	Unit Duration	Unit Content	Time (mins)
Day 2 7 hrs: 9am – 6pm	EU Finance Filip Dumitriu (FEDARENE)	09:00am	1.0hrs	A European Green Deal, A new LIFE programme: What's in it for energy agencies?	30
	Josip Čengija (REGEA) Velimir Šegon (REGEA)			Focus on possible use of structural funds through Financial instruments, case studies from Lithuania, Estonia and Poland	30
	Guarantee schemes Daniel Encinas (AGENEX)	10.00am	1.0 hrs	Overview, what is a guarantee fund, how it works, why it is important, how it could be used Case study: Practical experience of AGENEX, an energy agency setting up a guarantee fund in Extremadura	60
	Tea / Coffee	11.00pm	30 mins		
	Public-private partnership (PPP) & EPC – Compare and Contrast Josip Čengija (REGEA)	11.30pm	1.5 hrs	Insight in general distinctions between PPP projects/contracts with energy standards and primarily EPC project/contracts (solely energy related contracts) and overview of general structure of PPP contracts with focus on output specifications and payment mechanisms	90
	Lunch	1.00pm	60 mins		
	Output specification and payment mechanisms of PPPs (1) Velimir Šegon (REGEA) Josip Čengija (REGEA) Julije Domac (REGEA)	2.00pm	1.5 hrs	Practical work: Contracts Building case study from Traditional & Design & Build model, to EPC and PPP financial models -Structuring output specifications -Linking payment with performance -Examples of output specifications, KPIs and Payment mechanisms (6 groups of 3-4 people).	90
	Tea / Coffee	3.30pm	30 mins		
	Output specification and payment mechanisms of PPPs (2) Velimir Šegon (REGEA) Josip Čengija (REGEA) Julije Domac (REGEA)	4.00pm	1.5 hrs	Practical work: Contracts Building case study from Traditional & Design & Build model, to EPC and PPP financial models -Structuring output specifications -Linking payment with performance -Examples of output specifications, KPIs and Payment mechanisms (6 groups of 3-4 people).	90
	Finish	5.30pm			



Day 3 6 hrs: 9am – 3pm					
Day 3 6 hrs: 9am-3pm	Unit Number Unit Name	Unit Start Time	Unit Duration	Unit Content	Time (mins)
	Welcome address	9.00am	15 mins	Dirk Peters, DG ENERG	15
	PDA - practicalities ELENA – practicalities and case studies Martin Eibl, EASME Dinis Rodrigues, EIB	9.00am	75 mins	Practical overview of how to develop and implement a PDA Case Studies and practical overview of how to develop and implement and ELENA supported action	35 40
	Tea / Coffee	10.30am	30 mins		
	Financing: Continuation of practical work Velimir Šegon (REGEA) Josip Čengija (REGEA) Julije Domac (REGEA)	11.00am	1.5 hrs	Continuation of practical work: Financing – how to finance your project and where do guarantee funds fit in? Focus on blending, public & private capital etc. Prepare general overview (schematic) of financing model(s) – 1 hr Discuss and challenge – 30 min	90
	Lunch	12.30pm	1 hrs		
	EU city facility Mariangela Luceri	1.30pm	20 min	Presentation of the EU City Facility project	20
	Wrap up through practical work Velimir Šegon (REGEA) Josip Čengija (REGEA) Julije Domac (REGEA)	1.50pm	100 min	Wrap up: What has been learned in Module 3 Presentation of the projects (pitch) Each group should present (the pitch) the PPP vs traditional approach.	100
	Break	3.30pm	30 mins		
	Final Wrap Up and Evaluation Julije Domac (REGEA) Anette Jahn (EASME)	4.00pm	1 hrs	Lessons learned and main takeaways Conclusions, Evaluations Closing remarks	60
	Finish	5.00pm		Presentation of Certificates & Close	