

## “Training Workshop for ESCOs on Energy Efficiency financing”

### Tentative Agenda

**Date** : 26-27 March 2018

**Venue** : The Royal Plaza, 19, Ashoka Road, Janpath, C.P., New Delhi

**Day-1: 26 March, 2018**

Time	Topic	Speaker
09:30 AM - 10:00 AM	Registration	
WELCOME SESSION		
10:00 AM - 10:05 AM	Welcome Remarks	Mr. Pankaj Kumar, Secretary, Bureau of Energy Efficiency (BEE)
10:05 AM - 10:10 AM	Address	IFC/ World Bank Group*
10:10 AM – 10:20 AM	Inaugural Address	Mr. Raj Pal, Economic Advisor, Ministry of Power**
10.20 AM – 10.30 AM	Special Address	Mr. Abhay Bakre, Director General, BEE**
10:30 AM – 10:40 AM	Address	Ms. Varsha Joshi, IAS Secretary, Power Dept, GNCTD**
10:40 AM – 10:45 AM	Vote of Thanks	Mr. A.K. Jha, Executive Officer, EE&REM Centre
10.45 AM – 11:00 AM	Group Photograph followed by Tea	
TECHNICAL SESSION		
11:00 AM - 11:45 AM	Module 1: Introduction to ESCO Market – National and International Experience	Dr. Ashok Kumar, Director, BEE
11:45 AM - 12:15 PM	Module 2: ESCO Assessment Process	Mr. Vipin Jindal, AVP, ICRA
12:15 PM- 01:00 PM	Module 3: Emerging areas in EE and M&V protocols	Dr. G.C. Datta Roy, Founder CEO and Advisor, Development Environergy Services Limited (DESL)*
01:00 PM - 02:00 PM	Lunch	
02:00 PM – 06:00 PM	Visit to Industry	

\*Invited \*\* To be Confirmed

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**Day-2: 27 March, 2018**

Time	Topic	Speaker
10:00 AM - 10:30 AM	<b>Module 4:</b> Introduction to EE Financing	Mr. Joseph Prakash, Associate Director, Meghraj Capital Advisors
10:30 AM - 11:15 AM	<b>Module 5:</b> EE financing schemes – BEE's initiatives	Ms. Vineeta Kanwal, Jt. Director, BEE
11:15 AM – 11:30 AM	<b>Tea</b>	
11:30 PM – 12:15 PM	<b>Module 6:</b> EE financing – Other initiatives	Mr. Sanjay Goyal, General Manager, Small Industries Development Bank of India*
12:15 PM – 01:00 PM	<b>Module 7:</b> EE Financing –Technical Appraisal	Mr. K.P. Philip, AGM, Indian Renewable Energy Development Agency Limited*
01:00 PM – 02:00 PM	<b>Lunch</b>	
02:00 PM – 03:00 PM	<b>Module 8:</b> EE Financing –Financial Appraisal	Mr Chandan Bhavnani Executive Vice President, Yes Bank Ltd
03:00 PM – 03:15 PM	Quiz	Coordinated by BEE & IFC
03:15 PM – 03:30 PM	<b>High Tea</b>	
03:30 PM - 04:00 PM	Distribution of Certificates & Quiz Prizes	Coordinated by BEE & IFC
04:00 PM- 04:05 PM	Vote of Thanks	Mr. A.K. Jha, Executive Officer, EE&REM Centre
04:10 PM –06:00PM	Parallel Breakout Session: - ESCOs looking for financing would present to FIs - New ESCOs discussion with rating agencies	Coordinated by BEE & IFC

\*Invited