



# Climate and Sustainable Energy Finance

Summer Academy & Executive Training · 10–14 July 2017, Germany



EDUCATION  
MADE IN GERMANY



# Welcome to the Climate & Sustainable Energy Finance Summer Academy 2017!



German Excellence. Global Relevance.

For more than 50 years, Frankfurt School of Finance & Management has been a leading business school in providing professional, academic, and executive education to managers, executives and financial institutions. Within the framework of the Frankfurt School – UNEP Collaborating Centre for Climate & Sustainable Energy Finance (the Centre) we are proud to present our Climate and Sustainable Energy Finance Summer Academy & Executive Training 2017. Now in our eighth year, the Summer Academy as well as the Executive Training launched in 2016 offer a great opportunity to gain extensive and practical experience in public and private sector climate finance and project finance taught through classroom learning and practical modeling and case studies.

Frankfurt School launched its first Sustainable Energy Finance Summer Academy in 2010 in strong recognition of the financial sector's crucial role in integrating climate considerations and sustainability into their operations. Every year, our participants benefit from the Centre's remarkable knowledge base built up from their combined research and project implementation approach and expert staff.

We look forward to once again hosting you at our Summer Academy & Executive Training in Frankfurt!



In the Decade of Sustainable Energy for All (2014–2024) and with the commitment to raise ambition in the Paris Agreement, facilitating the path towards a low carbon, climate resilient economy constitutes one of UN Environment's top priorities. This requires the scaling-up of private sector investments in clean energy at the global, regional and national levels. UN Environment helps link public and private sector financiers with the aim of building capacity and raising awareness on clean technologies.

The Frankfurt School – UNEP Collaborating Centre supports essential structural changes in energy supply and use around the globe, especially by catalyzing private sector capital flow toward investments in sustainable energy and climate change mitigation and adaptation. The Summer Academy 2017 is an exciting opportunity to hear from those at the forefront of climate and sustainable energy finance. These experts develop and test new instruments, products and services that meet the changing needs of the financial sector. Building interactive, dynamic, and fruitful links between the public and private sector is crucial to shape a sustainable world.

The Summer Academy provides a platform to build and share knowledge on the topic, thereby helping to tackle the challenges that lie ahead. For this reason, we are pleased to once again support the Climate and Sustainable Energy Finance Summer Academy & Executive Training, delivered by the Frankfurt School – UNEP Collaborating Centre for Climate & Sustainable Energy Finance.



Prof. Dr. Udo Steffens  
President of Frankfurt School of Finance & Management



Mark Radka  
Chief, Energy, Climate, and Technology Branch  
Division of Technology, Industry and Economics  
UN Environment

## The Programme in a Nutshell ...

The Frankfurt School – UNEP Collaborating Centre for Climate & Sustainable Energy Finance is becoming a leading think and do tank for sustainable energy and climate mitigation and adaptation finance. It is not only project implementation and applied research which makes us stand out, but also our knowledge transfer platform for local and regional training and executive education.

One of the Centre's primary goals is equipping developing and emerging economies with the necessary skills to gain access to clean energy and climate finance. To help achieve this goal, the Centre offers two innovative training programmes. The first, which is now in its eighth year, is its seminal 5-day Climate and Sustainable Energy Finance Summer Academy. The second is a specialized Executive Training targeting experienced practitioners with some prior financial knowledge which was successfully introduced in 2016. We believe that both training programmes effectively

supply international decision makers, project developers and investors with technical and financial know-how through practical and theoretical coursework.

For the past four years, the Centre has also offered a sister programme, our Climate & Renewable Energy Finance e-learning course, comprising lectures on climate & renewable energy (RE) finance, different RE technologies in the energy generation mix, environmental economics, project financing and international climate policy. This is doubly exciting for our Summer Academy & Executive Training; not only has the knowledge and experience built up over the last 8 Summer Academies to offer an even more exciting new learning programme, but we have also developed a more specialised and tailored programme for more senior-level practitioners working in the field of climate and sustainable energy finance.





## What do the programmes offer you?

### Summer Academy

The 2017 Summer Academy gives participants the chance to take a leading role in the climate finance story. Participants complete core coursework on the linkages between public and private sector finance, the impact of recent international climate negotiations and policies and sources of financing to scale up and unlock climate finance. Moreover, technical issues are part of the programme, covering an introduction to RE project finance and financial modeling. Participants will also benefit from prime knowledge exchange opportunities through interactive sessions on

project design. Interactive analysis working groups tailored to your expertise will also be offered on energy efficiency finance, the role of microfinance, adaptation finance. The interactive sessions are designed to enable participants to explore the risks and barriers to private investment in climate finance, build their own financial model, and assess the financial viability of investments and the impact of public support instruments.

To top off the week, a panel discussion will be held with senior level practitioners offering rare insights into the industry.

### Summer Academy – Agenda 2017\*

Day	9:00 am – 12:15 pm		1:30 pm – 5:00 pm		Evening programme
Sunday 09 July	Arrival				Welcome dinner
Monday 10 July	Welcome words & meet and greet	Environmental economics and international climate change politics Negotiations and regulations	Climate finance and sources of financing Public and private investors and financial instruments to unlock and scale-up climate finance		Free evening
Tuesday 11 July	Project finance Project finance from a banking perspective Risks and barriers to private investment in climate finance		Project finance Project development cycle and financing requirements Cash flow analysis and structuring alternatives		City Tour & Dinner at traditional German restaurant
Wednesday 12 July	Financial modeling Building your financial model		Financial modeling Project financial viability under various regulatory and public support scenarios Banking due diligence		Institutional fair and BBQ at FS campus
Thursday 13 July	Parallel tracks 1) Energy efficiency finance 2) Role of microfinance in climate finance 3) Adaptation finance		Project design Applying previous knowledge components to effectively design your own sustainable energy project and attract public and private financing		Free evening
Friday 14 July	Project pitch Present your project to a "credit committee"	Case study presentations	Panel discussion	Evaluation and final remarks; Certificates ceremony	Farewell

\*Subject to change



## Executive Training

The cutting-edge Executive Training aims to equip participants with a deep understanding of the investment decision-making process and innovative transaction structures for finance. In addition to sessions on RE project finance and financial modeling delivered by the Centre's senior staff, industry insiders will join every day to openly discuss recent trends and innovative concepts, such as SME finance, green bonds, yieldcos, utility business models, and the role of retail investors. Because of their high level of experience, the trainers and guest speakers will serve as

ideal sparring partners to facilitate a deeper exchange, debate and understanding of these innovative concepts.

The Executive Training will run concurrently to the Summer Academy, offering senior-level practitioners and policy-makers an intensive leadership programme. To facilitate a more tangible experience, the two programmes will come together for the meet and greet evening social programmes, including a barbecue, a dinner and an institutional fair that offers the opportunity for you to showcase your projects and institutions, as well as joint panel discussion and the final ceremony.

## Climate and Sustainable Energy Finance Executive Training – Agenda 2017\*

Day	9:00 am – 12:15 pm	1:30 pm – 5:00 pm	Evening programme
Sunday 09 July	Arrival		Welcome dinner
Monday 10 July	<b>Welcome words &amp; meet and greet</b> <b>The challenges in climate and renewable energy finance</b> Understanding the bigger picture and the agenda for the next week	<b>Financing large RE projects – recent trends in structuring</b> Analysis of financing structures Project finance from a banking and equity investor's perspective	Thinking outside the box: <b>Financing shopping malls – why is it relevant for RE</b> Free evening
Tuesday 11 July	<b>Market and regulatory design – impacts and incentives for project financing</b> Understanding incentives for project stakeholders and the impacts on their behaviour Discussion with an industry insider: Associate challenges with financing large RE projects in Africa and beyond	<b>The future of utility business models and the global Energiewende</b> Implications of capital intense RE business models for listed companies and stock market dynamics Discussion with a leading research analyst: Brown and green utility business model performance in recent years	City Tour & Dinner at traditional German restaurant
Wednesday 12 July	<b>Advanced cash flow modelling – crunch the numbers!</b> Deep dive into financial modelling	<b>Advanced cash flow modelling – crunch the numbers!</b> Sensitivity analysis: Project financial viability under various regulatory and public support scenarios	Institutional fair and BBQ at FS campus
Thursday 13 July	<b>Demystifying Green bonds &amp; Yieldcos – economic considerations and pricing potential</b> Understanding green bond's underlying structures and categories An institutional investor shares their outlook for different markets Case studies: Analysis of the US YieldCo trend and lessons learnt for other markets	<b>Closing the SME finance gap – challenges from the financier's perspective</b> Understanding the debt and equity finance needs in different lifecycle phases. Discussion with market insiders	<b>Innovation – prerequisite or barrier for shifting the trillions?</b> Understanding the different categories of innovation and the challenges for institutional investors Showcase innovation unlocking institutional investors' appetite for large scale investments Free evening
Friday 14 July	<b>The role of retail investors</b> Understanding financial requirements under various sources and structures	<b>Demystifying adaptation finance:</b> Understanding the private sector perspective on adaptation	<b>Panel discussion</b> <b>Evaluation and final remarks; Certificates ceremony</b> Farewell

\*Subject to change



## About the Organiser



**Frankfurt School**  
FS-UNEP Collaborating Centre  
for Climate & Sustainable Energy Finance

The Centre is a strategic cooperation between UNEP and Frankfurt School of Finance & Management. The Centre has a long-standing track record in designing, implementing and evaluating climate finance projects aiming to facilitate private sector investments. Finding appropriate supply of financing and offering the right instruments to channel such financing is crucial and a core focus area for the Centre's project design and implementation work. The Summer Academy & Executive Training programme builds on this framework for identifying and propagating good practices in sustainable energy and climate finance.

[www.fs-unep-centre.org](http://www.fs-unep-centre.org)

### Who should attend the Executive Training?

With a clear finance focus, the programme is suitable for senior level public- and private-sector practitioners, including entrepreneurs, project developers, private investors, initiator/fund houses, international development finance consultants and managers, plant operators and manufacturers, engineers and advisory professionals (e.g. law firms, business and tax consultants). Other interested parties, such as academics in finance, are also welcome to apply.

As opposed to the Summer Academy, it is recommended that applicants of the Executive Training understand basic financial concepts.

*"The program has provided me with valuable insights into new trends and innovative concepts of RE Finance and effective tools for my daily job. The different perspectives and experiences of trainers and participants, combined with the interactive teaching approach applied enabled me to critically analyze circumstances of RE Finance projects and to think outside the box for finding solutions. The participants of the executive training were well mixed with different professional backgrounds – from managers of utilities to international development finance consultants and came from around 20 nations – I really enjoyed the international working atmosphere in the breakouts and the evening program. In a nutshell: Highly recommendable!"*



Christine Strehle  
Sales Manager Insurance Services  
ALLIANZ CLIMATE SOLUTIONS GMBH

*"The summer academy was very well organized. The staff who put the training together did a fantastic job. The course content was also very relevant. It is interesting to learn that there are many options available for renewable energy and financial institutions can have different products that take this into consideration. It was also interesting to learn about financial modelling and engage with other colleagues in focus group discussions. It was also awesome to experience the German hospitality and warmth and to take a tour of Frankfurt. Overall, I had a splendid time and would love to have a deeper learning and spend more time at the Frankfurt School."*



Elias Chandi, Senior Officer,  
RAFIKI MICROFINANCE BANK, Kenya



## Administrative Details

### Tuition fees and accommodation expenses

The total fee for the **Summer Academy** is EUR 3,750.00

The total fee for the **Executive Training** is EUR 3,750.00

Scholarships may be made available to eligible candidates. For more information, please visit [www.frankfurt-school.de/sustainable-energy-finance](http://www.frankfurt-school.de/sustainable-energy-finance)

For both the Summer Academy & Executive Training, the course fee covers all training materials and full-board accommodation in single rooms for the duration of the training. Participants must cover all training costs and/or find a sponsor for their participation and all travel expenses to the venue.

### Training venue

The activities for both trainings will take place at **Frankfurt School's** facilities directly in the city centre of Frankfurt am Main.

### Requirements

The language of instruction for both trainings will be English. No translation will be provided.

### Application procedures

You can apply for both the Summer Academy and the Executive Training online at: [www.frankfurt-school.de/summer\\_academy](http://www.frankfurt-school.de/summer_academy)

For both trainings the application deadline is **May 7<sup>th</sup> 2017**.

To ensure a maximum exchange of knowledge with your peers the Executive Training is limited to 15 participants.

### For more information please contact:

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