

CURRICULUM VITAE

Personal Data:

First name: Ivan
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Education:

May 2012

International Institute of Management-LINK: Master of Business Administration

May 2011

The Open University Business School: Management

November 2009

Joint Institute for Power and Nuclear Research-Sosny: PhD in Energy Planning

June 2004

Belarusian State Technological University: MSc in Energy Efficient Technologies and Energy Management

Additional Trainings:

UN Trainings (2017-2020):

- Basic Security in the Field
- Advanced Security in the Field
- UNDP Legal Framework: What Every Staff Should Know: Basic Legal Framework of UNDP and UN Human Rights Responsibilities
- Administrative Law
- Ethics and Integrity at the United Nations Development Programme
- The Gender Journey: Thinking Outside the Box
- Persons with Disabilities Ability. Capability. Employability

Other Trainings (2006)

- International Atomic Energy Agency: Regional Energy Security and Energy Planning Training (Slovakia)

Career History:

Since May 2022

VIEA Consulting

Position: Co-Founder, Director in Sustainable Development and GreenTech Consultancy

Job modality: Part-time

Scope of work:

- Management of consulting projects (strategy, market research, business planning, due diligence) with focus on infrastructure, energy efficiency, bioenergy, biofuels, GreenTech and environmental solutions, water, industry
- Technical assistance projects in energy efficiency, climate change mitigation and adaptation, sectoral decarbonization (proposals writing, coordination of consulting teams), green products, municipal development
- Energy efficiency and carbon benchmarking
- Financial modeling
- Business development
- Development of sectoral databases

October 2012-May 2022

AS Marketing

Position: Co-Founder, Director in Sustainable Development and GreenTech Consultancy

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- Energy efficiency and carbon benchmarking
- Financial modeling
- Business development
- Development of sectoral databases
- Project portfolio: >60 consultancy projects completed in Kazakhstan, China, EU (key accounts - General Electric, Alstom, Emerson, Omron, Nomura Research Institute, EY, KPMG)

Since February 2008**Technical Assistance and Consultancy Projects in CIS countries****Position: National/International Consultant on Climate Change and Infrastructure****Job modality: Project-based****Reference Projects:**

- *Project “Energy Security/FPI: Advance Preparedness and Reaction Measures for Emergencies on the Gas Market (emerging support)” (Moldova)*
- *UK Conflict Stability and Security Fund Project “Policy Action for Climate Security in Central Asia” (Uzbekistan, Tajikistan, Kyrgyzstan)*
- *EU4Climate Project (Moldova)*
- *UNDP/GEF Project “Capacity Building for Emission Trading and Strengthened of Measurement, Reporting and Verification”*
- *UNDP/GEF Projects “Development of 6th and 7th National Communications”*
- *ClimaEast Project “Development of a MRV System on Greenhouse Gas Emissions for the Major Enterprises”*
- *EU Project “Strategy to Adaptation of Braslav Region as a Climate-Neutral Municipality by 2030”*
- *EU ClimaEast Project “Assessment of Vulnerability of the Agriculture Sector to Climate Change and Definition of the Expected Damage in the Short- and Long-Term Perspective”*
- *Heinrich-Böll-Stiftung/DLR Project “Energy Revolution Scenario – 2050”*
- *IAEA Project “Electricity Generation System Analysis for Integration of Nuclear Power Into the Energy System With High Share of Co-Generation Technologies”*

Scope of work:

- Analysis of country-, region- and city-level climate change risks and development of recommendations for sectoral mitigation and adaptation strategies and policies
- Sectoral data collection and analysis (macroeconomic data, energy, industry, water, agriculture, climate data)
- Development of recommendations for deployment of green financing and ESCO mechanisms (Moldova, Kyrgyzstan)
- Overview of best practices in climate change mitigation and adaptation measures and policies
- Development of recommendations for national MRV systems design (Uzbekistan, Kyrgyzstan, Moldova, Uzbekistan, Kyrgyzstan)
- Assessment of vulnerability of the agriculture sector to climate change and development of recommendations for risks mitigation
- Development of scenarios of GHG emissions reduction strategies and their investment requirements
- Development of sectoral marginal abatement cost curves for low-carbon development measures
- Development of recommendations for integration of climate change issues into the energy and industrial policy (Moldova)
- Writing analytical reports, including national-level documents (NDC, National Communications, Biennial Reports, Policy Concepts)
- Communication with stakeholders (ministries and governmental agencies of Moldova, Uzbekistan, Kyrgyzstan, Armenia, international organizations, donors, IFIs, NGOs, business)

February 2014-July 2021

United Nations Development Programme

Position: National Consultant on Energy Efficiency

Job modality: Project-based

Project: Supporting Green Urban Development in Small and Medium-Sized Cities

Scope of work:

- Overview of best practices of policies in the field of green financing, sustainable development, energy efficiency, climate mitigation and adaptation
- Development of the energy efficiency component of the Project Document, implementation of evaluation according to GEF standards;
- Coordination of implementation of pilot energy efficiency projects (smart street lighting, smart metering in residential buildings): project design, procurement, supply of equipment, its installation and maintenance, monitoring of energy savings achieved, dissemination of project best practices
- Development of recommendations for energy efficiency financing support schemes (ESCO market, PPP financing) for public sector and households
- Development of feasibility studies for modernization of street lighting systems in 7 cities (investment required > \$10 Million) and metering equipment with focus on ESCO and PPP implementation schemes
- Development of recommendations for the national policies in the field of green procurement
- Assistance to 7 municipalities in development of Sustainable Energy and Climate Actions Plans, Green Urban Development Plans, Sustainable Urban Mobility Plans
- Calculation of direct and indirect GHG emissions reduction achieved as a result of improvement of energy efficiency in the municipal sector
- Development of the national-level recommendations for the Green Economy Plan for 2021-2025
- Development of recommendations for design of the municipal-level MRV system
- Supervising external consultants (energy efficiency, green financing and procurement, low-carbon development)

June 2007-March 2022

Power Engineering Institute, Joint Institute for Power and Nuclear Research-Sosny

Position: Senior Researcher in Energy and Sustainable Development

Job modality: Project-based

Scope of work:

- Research in energy efficiency, bioenergy, energy planning, energy security, sustainable development and climate policy
- Infrastructure investment planning
- Energy efficiency and carbon benchmarking
- Development and independent expertise of national-level legislation related to the energy, bioenergy, energy efficiency, sustainable development and climate change
- Multi-scenario computer modeling of the national energy sector, development of sectoral databases
- Government relations

May 2004-October 2006

Department of Energy Efficiency, Minsk City Office for Energy Efficiency

Position: Senior Expert

Job modality: Full-time employment

Scope of work:

- Assistance in development and implementation of Minsk City Energy Efficiency Program and coordination of its implementation (>\$20 million per year): program planning, project monitoring, financial controlling
- Development of feasibility studies for energy efficiency projects (street lighting, lighting in public buildings, heating, water, industry)
- Control of compliance of the projects supervised with requirements of the national energy efficiency standards
- Provision of consultancy services in energy efficiency to municipal sector, industry, business
- Government relations

Other Relevant Assignments:

January 2017-April 2022

World Bank

Position: Infrastructure Consultant

Job modality: Project-based

Key Reference Projects:

- Sustainable Energy Scale-Up Project
- InfaSAP Project
- Heat Tariff Reform and its Social Impact Project
- Energy Efficiency Improvement for Public Buildings Project

Scope of work:

- Development of the Project Document for GEF co-financing (\$3.6 Million) for Sustainable Energy Scale-Up Project (focus on energy efficiency in public buildings)
- Overview of infrastructure sectors (water, heating, municipal transport, air transport, ICT sectors) and analysis of their attractiveness for private investment according to WB InfaSAP methodology (with focus on commercial financing and PPP mechanisms)
- Feasibility studies for energy efficiency projects in public and residential sectors
- Development of recommendations for introduction of new instruments for financing energy efficiency projects in the public sector (ESCO mechanisms, revolving funds, commercial financing)
- Development of recommendations for improvement of tariff policies in the heating sector

November 2021-December 2022

Organization for Security and Cooperation in Europe

Position: Consultant on Development of presentation materials and moderation of seminars:

- *“Smart Cities - the Concept, Perspectives: Best Practices from OSCE”*

- *“Perspectives of Hydrogen Industry Development: Innovations and Technologies”*

- *“International Consultant to support the Agency of Investment and Development in Developing Investment Strategy”*

Job modality: Project-based

Scope of work:

- Providing support to the National Investment Agency of Kyrgyzstan in promotion of green investments
- Development of guidelines and recommendations in the field of green investment policies
- Delivering training with overview of the best practices of green economy support mechanisms in EU countries and consultancy support in promotion of the green investment strategy in Kyrgyzstan
- Delivering trainings with overview of the best practices in Smart City solutions and global trends of hydrogen industry in Turkmenistan

October 2019-December 2021

European Bank for Reconstruction and Development

Position: Consultant

Job modality: Project-based

- Overview of perspectives of ESCO market
- Provision of analytical services for business under EBRD-supported consultancy facility for SME's (EU market entry strategy for biodegradable compostable packaging manufacturer)

Key Strengths and Areas of Expertise:

- Strong expertise in technical domains: energy efficiency, infrastructure (power, heating, water, wastewater, waste management, ICT), e-mobility
- Strong expertise in climate change domains: climate change mitigation and adaptation, climate risks and vulnerability assessment, national-, municipal- and project-level MRV systems, nature-based solutions
- Strong expertise in project evaluation, Prodoc development for GEF-financed projects
- Strong expertise in consultancy domains: project management, business planning, market research, feasibility studies, financial modeling, due diligence, project monitoring, sustainable development, SDG, ESG
- Expert knowledge of project implementation standards and procedures of IFIs (World Bank, EBRD), international organizations (UNDP, OSCE, IEA, IAEA, IRENA), donors (GEF, GCF)

- Strong expertise in sustainable financing domains: green economy, green financing schemes, PPP, ESCO
- Expert knowledge of GHG reporting standards (IPCC 2006 guidelines, GHG Protocol)
- Knowledge of GHG emissions trading schemes
- Knowledge of international sustainable development reporting standards and initiatives (CDP, TCFD, GRI, SASB, ISO 26000, ISO 14000, AA1000)
- Project experience in EU (Germany, Denmark, Romania, Slovakia), UK, China, developing countries (Armenia, Moldova, Kazakhstan, Turkmenistan, Uzbekistan, Tajikistan, Kyrgyzstan, Belarus, Russia)
- 14-year experience in consultancy for top international businesses (General Electric, Alstom, Emerson, Omron, EY, KPMG, Grundfos) and SMEs
- Expert knowledge of GR principles, experience in liaise with international organizations, IFIs, NGO, business

Language Proficiency:

- English: fluent
- Spanish: fluent
- Belarusian native speaker
- Russian: native speaker
- Ukrainian: intermediate

Professional Memberships and Accreditations:

- **UNFCCC Consultant Roster**
- **UNDP GPN-ExpRes Roster** (Nature, Climate and Energy/Energy)
- **European Commission Roster** (areas of competence – energy policy, energy efficiency, decarbonization, market research, export support)
- **FAO Investment Centre** (area of competence - investment operation specialist /climate finance specialist)
- **OSCE Roster** (STA Roster, Senior Energy Experts Roster)
- Member of **Association of Industrial Market Analysts**

Computer Skills:

- General software packages: advanced user level
- Sectoral databases and international statistics: IEA, IRENA, IAEA, US DOE, US Census, Eurostat, UNStat, UNIDO, FAO, UNFCCC - advanced user level
- Financial databases: World Bank, ADB, IMF, CBI, Bloomberg, Thomson Reuters, SPARK - advanced user level
- Energy Planning Software: WASP, BALANCE, MESSAGE, MAED, LEAP - advanced user level

Ivan Filiutsich

Relevant Project Experience:

#	Project	Scope of Services Provided	Organization	Year	Project Status
Practical Experience in Project Document Development and Project Evaluation					
1	Sustainable Energy Scale-Up Project: Development of Project Document	<ul style="list-style-type: none"> - development of the Project Document for raising GEF co-financing (\$3,6 Million) for SESUP project - data collection and energy audit of 160 residential buildings and heat supply scheme of municipalities - feasibility study of thermal modernization of residential buildings of Slonim (analysis of costs required for energy efficiency modernization packages, payback period) - analysis of different options for providing incentives for householders to participate in co-financing thermal modernization projects providing consultancy support to the World Bank in terms of final selection of buildings for piloting co-financing mechanisms 	World Bank	2020-2021	Completed
2	UNDP/GEF Project "Supporting Green Urban Development in Small and Medium-Sized Cities"	<ul style="list-style-type: none"> - development of the energy efficiency component of the Project Document, implementation of interim and terminal evaluation according to GEF standards; - development of feasibility studies for modernization of street lighting systems in 7 cities (investment required > \$10 Million) and metering equipment with focus on ESCO and PPP implementation schemes - coordination of implementation of pilot energy efficiency projects (smart street lighting, smart metering in residential buildings): project design, procurement, supply of equipment, its installation and maintenance, monitoring of energy savings achieved, dissemination of project best practices - development of recommendations for energy efficiency financing support schemes (ESCO market, PPP financing) for public sector and households - assistance to 7 municipalities in development of Sustainable Energy and Climate Actions Plans, Green Urban Development Plans, Sustainable Urban Mobility Plans 	UNDP	2014-2021	Completed

#	Project	Scope of Services Provided	Organization	Year	Project Status
Experience in Energy Efficiency, Energy Security, Renewable Energy, ESG and PPP Projects					
1	Project “Energy Security/FPI: Advance Preparedness and Reaction Measures for Emergencies on the Gas Market (emerging support)”	<ul style="list-style-type: none"> – Implementation of national risk assessment affecting the security of gas supply in line with requirements of EU Regulation 2017/1938. for the Republic of Moldova – Development of the Preventive Action Plan and the Emergency Plan for the Republic of Moldova 	UNDP	2022-2023	Ongoing
2	Development of Feasibility Studies for Street Light Modernization	<ul style="list-style-type: none"> – feasibility studies for street lighting modernization projects in 7 cities, total investment >\$10 million – assessment of attractiveness of the optimal financing schemes for street lighting modernization projects, including EPC mechanisms, IFI financing 	UNDP	2018-2021	Completed
3	Analysis of Energy Efficiency of Aluminium Plant	<ul style="list-style-type: none"> – energy efficiency benchmarking analysis for the aluminium plant project – analysis of specific energy consumption of technological processes – development of recommendation for improvement of energy efficiency 	Top Aluminium Manufacturing Company	2017	Completed
4	Energy Efficiency Benchmarking of the Cement Industry	<ul style="list-style-type: none"> – energy efficiency benchmarking of the cement industry – analysis of specific energy consumption of technological processes – development of recommendation for improvement of energy efficiency 	UNIX	2012	Completed
5	Comparative Analysis of Energy Efficiency of the Agricultural Machinery	<ul style="list-style-type: none"> – energy efficiency benchmarking of the agricultural machinery – analysis of specific energy consumption of technological processes – development of recommendation for improvement of energy efficiency 	NASB	2010	Completed
6	Support to ESCO Business Development: Analysis of Heat Consumption Regulators, Meters and Centrifugal Pumps Market in Kazakhstan	<ul style="list-style-type: none"> – analysis of key market parameters – assessment of equipment cost – assessment of opportunities for ESCO business model with focus of residential and public building modernization – development of recommendations for the customer 	Teplocom	2008-2011	Completed
7	Modernization of Lighting in Public Buildings Installation of Heating Regulators and Meters in Residential Buildings	<ul style="list-style-type: none"> – development of feasibility studies for lighting modernization in >100 public and >500 residential buildings – consultancy support of procurement and supply of equipment – energy audits and monitoring of energy savings achieved according to the national energy efficiency standards 	Municipality	2004-2006	Completed
Experience in Infrastructure Consultancy					
1	Assessment of Possibilities for Smart Grid Solutions Deployment	<ul style="list-style-type: none"> – overview of electricity infrastructure – assessment of readiness of infrastructure for smart grid solutions deployment 	Utility Company	2014	Completed

#	Project	Scope of Services Provided	Organization	Year	Project Status
		<ul style="list-style-type: none"> - profiling key market players - analysis of the legal framework for smart grids - analysis of EU best practices in smart grid deployment - development of recommendations for middle-term development of smart grid solutions 			
2	Electricity Generation System Analysis for Integration of Nuclear Power Into the Energy System With High Share of Co-Generation Technologies	<ul style="list-style-type: none"> - assessment of opportunity of integration of nuclear power plant into the energy system - building alternative scenarios for the energy system with fast renewable energy deployment 	IAEA	2006-2008	Completed
Experience in Technical Assistance Projects in Climate Change Mitigation, Adaptation and Green Economy					
1	UK Conflict Stability and Security Fund Project "Policy Action for Climate Security in Central Asia" (Uzbekistan, Kyrgyzstan)	<ul style="list-style-type: none"> - analysis of best practices and policies in MRV system design - development of guidelines and recommendations for MRV system design in Uzbekistan, Kyrgyzstan 	UNDP	2022	Completed
2	International Consultant to support the Agency of Investment and Development in Developing Investment Strategy	<ul style="list-style-type: none"> - providing support to the National Investment Agency of Kyrgyzstan in promotion of green investments - development of guidelines and recommendations in the field of green investment policies 	OSCE	2022	Completed
3	EU4Climate Project: Mainstreaming Climate Change into the Energy Policy of the Republic of Moldova	<ul style="list-style-type: none"> - analysis of EU best practices and policies and measures in climate change mitigation in the energy sector - development of recommendations for integration of climate change issues into the energy policy of Moldova 	UNDP	2021-2022	Completed
4	Assessment of Vulnerability of the Agriculture Sector to Climate Change and Definition of the Expected Damage in the Short- and Long-Term Perspective	<ul style="list-style-type: none"> - assessment of potential risks due to long-term climate change consequences for the agriculture sector - modeling of crop yield for different climate-change scenarios - assessment of potential losses for the agriculture sector driven by climate change 	European Commission	2016-2017	Completed
Experience in GHG Emissions Measurement, Reporting and Verification Consultancy and Research					
1	Capacity Building for Emission Trading and Strengthened of Measurement, Reporting and Verification: Development of Scenarios for GHG Emissions in Industrial Sector	<ul style="list-style-type: none"> - analysis of the GHG inventory - development of GHG emissions forecasts in the industry development of scenarios for low-carbon development of the industry - analysis of least-cost sectoral decarbonization options 	UNDP	2021-2022	Completed

#	Project	Scope of Services Provided	Organization	Year	Project Status
2	A Strategy for Decarbonization of the Steel Industry	<ul style="list-style-type: none"> – Analysis of world best practices in steel sector GHG emissions regulations – Analysis of sectoral GHG emissions reduction policies and measures – Steel industry GHG emissions benchmarking – Development of recommendations for decarbonization of the steel industry 	Environmental Industrial Policy Centre	2021-2022	Completed
3	A Strategy for Decarbonization of the Railways JSC	<ul style="list-style-type: none"> – Market research and forecasting of long-term demand for commodities subject to CBAM regulation – Assessment of vulnerability of export to CBAM regulation – Development of recommendations for decarbonization 	Environmental Industrial Policy Centre	2021-2022	Completed
4	Development of a MRV System on Greenhouse Gas Emissions for the Major Enterprises	<ul style="list-style-type: none"> – overview of key GHG emitters – analysis of best practices for MRV systems design – development of recommendations for MRV system design 	European Commission	2016-2017	Completed
Experience in Design of National-level Sustainable Development Policies					
1	Development of 6 th and 7 th National Communications	<ul style="list-style-type: none"> – overview of the national climate and investment policy – development of policy recommendations for sectoral GHG emission reduction – overview of EU CBAM regulation – analysis of the carbon footprint of the industrial products manufactured subject to CBAM regulation – assessment of vulnerability of industrial enterprises to CBAM regulation 	UNDP	2018-2021	Completed
2	Heat Tariff Reform and its Social Impact Project	<ul style="list-style-type: none"> – review of the tariff policy in the heating sector – development of database of key parameters of the heating sector 	World Bank	2017-2018	Completed
3	Energy Revolution-2050	<ul style="list-style-type: none"> – sectoral data collection and verification – development of climate-neutrality scenarios for the energy sector for the period up to 2050 	Heinrich Boll Foundation/DLR	2016-2018	Completed
4	Development of INDC	<ul style="list-style-type: none"> – development of key parameters of intended nationally-determined contribution 	ClimaEast	2015-2017	Completed
Practical Experience in Local/Community Development Planning and Implementation					
1	Strategy to Adaptation of Braslav as a Climate-Neutral Municipality by 2030	<ul style="list-style-type: none"> – development of the GHG inventory for Braslav region – development of scenarios of climatic neutrality and possible options for its achievement – assessment of investment needs to achieve GHG emissions neutrality 	European Commission	2017-2018	Completed
2	Development of 9 Sustainable Energy Action Plans and Sustainable Energy	<ul style="list-style-type: none"> – analysis of the regional energy and carbon balance according to the Covenant of Mayors' guidelines and approaches – development of the long-term energy efficiency municipal investment plans 	Covenant of Mayors/Eastern	2016-2018	Completed

#	Project	Scope of Services Provided	Organization	Year	Project Status
	Action and Adaptation Plans for municipalities		Partnership Initiative		
3	Development and Supervision of Minsk City Energy Efficiency Program	<ul style="list-style-type: none"> – assistance in development and implementation of Minsk City Energy Efficiency Program and coordination of its implementation (>\$20 million per year): program planning, project monitoring, financial controlling; – development of feasibility studies for energy efficiency projects (including projects in water and wastewater sectors); – control of compliance of the projects supervised with requirements of the national energy efficiency standards; – provision of consultancy services in energy efficiency to municipal sector, industry, business – government relations 	Energy Efficiency Department	2004-2006	Completed
Experience in Development Computer Tools, Manuals or Similar Documents in the Field of Sustainable Development					
1	EU4Climate Project: Forecasting GHG Emissions in the Industrial Sector	<ul style="list-style-type: none"> – analysis of the GHG inventory – development of GHG emissions forecasts – development of scenarios for low-carbon development of the industrial sector – development of modules for the national GHG modeling tool – development of guidelines for use of the national GHG modeling tool for projection of GHG emissions in the industrial sector 	UNDP	2020-2022	Completed
2	UNDP/GEF Project “Supporting Green Urban Development in Small and Medium-Sized Cities”	<ul style="list-style-type: none"> – development of tool for feasibility studies of street lighting modernization projects (energy savings, GHG emissions reductions, payback period, NPV, IRR etc.) – development of guidelines of elimination of barriers for energy efficient lighting 	UNDP	2014-2021	Completed
Experience in Technology Research and Consultancy					
1	Analysis of the Global BIPV Market	<ul style="list-style-type: none"> – analysis of key market parameters – analysis of key market drivers and restraints – market forecasting – profiling key competitors in the industry – Go-to-market entry strategy 	Severstal	2020-2021	Completed

#	Project	Scope of Services Provided	Organization	Year	Project Status
2	Overview of the Global Smart City Solutions Industry	<ul style="list-style-type: none"> - analysis of key market parameters - analysis of key market drivers and restraints - market forecasting - profiling key competitors in the industry - analysis of investment activity in the industry 	Multi-customer report	2019	Completed
3	Analysis of Plate Heat Exchangers and Heating Plants Market	<ul style="list-style-type: none"> - analysis of key market parameters - analysis of key market drivers and restraints - market forecasting - profiling key competitors in the industry - analysis of investment activity in the industry - development of recommendations for the customer 	Multi-customer report	2014-2019	Completed
4	Analysis of Photovoltaics Market	<ul style="list-style-type: none"> - analysis of key market parameters - analysis of key market drivers and restraints - market forecasting - profiling key competitors in the industry - analysis of investment activity in the industry - development of recommendations for the customer 	Multi-customer report	2018	Completed
5	Analysis of Heat Pumps Market	<ul style="list-style-type: none"> - analysis of key market parameters - analysis of key market drivers and restraints - market forecasting - profiling key competitors in the industry - analysis of investment activity in the industry - development of recommendations for the customer 	Multi-customer report	2013-2014	Completed
6	Analysis of Uninterruptable Power Supply Market	<ul style="list-style-type: none"> - analysis of key market parameters - analysis of key market drivers and restraints - market forecasting - profiling key competitors in the industry - analysis of investment activity in the industry - development of recommendations for the customer 	Multi-customer report	2013-2014	Completed
7	Analysis of Industrial Boilers Market	<ul style="list-style-type: none"> - analysis of key market parameters - analysis of key market drivers and restraints - market forecasting - profiling key competitors in the industry 	Multi-customer report	2013	Completed

#	Project	Scope of Services Provided	Organization	Year	Project Status
		<ul style="list-style-type: none"> - analysis of investment activity in the industry - development of recommendations for the customer 			
8	Analysis of Electric Drives Market	<ul style="list-style-type: none"> - analysis of key market parameters - analysis of key market drivers and restraints - market forecasting - profiling key competitors in the industry - analysis of investment activity in the industry - development of recommendations for the customer 	Multi-customer report	2013	Completed
9	Analysis of LED Lighting Market	<ul style="list-style-type: none"> - analysis of key market parameters - analysis of key market drivers and restraints - market forecasting - profiling key competitors in the industry - analysis of investment activity in the industry - development of recommendations for the customer 	NTS	2013	Completed
10	Analysis of the Gas Turbine Market	<ul style="list-style-type: none"> - analysis of key market parameters - analysis of key market drivers and restraints - market forecasting - profiling key competitors in the industry - analysis of investment activity in the industry - analysis of investment activity in gas turbine projects 	General Electric	2012-2013	Completed
11	Analysis of Power Equipment Market in China	<ul style="list-style-type: none"> - analysis of key market parameters - analysis of key market drivers and restraints - market forecasting - profiling key competitors in the industry - analysis of investment activity in the industry - development of recommendations for the customer 	Multi-customer report	2010-2011	Completed
12	Analysis of the Global Biofuels Market Pellets Market	<ul style="list-style-type: none"> - analysis of key market parameters - analysis of key market drivers and restraints - market forecasting - profiling key competitors in the industry - analysis of investment activity in the industry - development of recommendations for the customer 	CRDF	2010	Completed

#	Project	Scope of Services Provided	Organization	Year	Project Status
13	Analysis of Pump Market in China	<ul style="list-style-type: none"> - analysis of key market parameters - analysis of key market drivers and restraints - market forecasting - profiling key competitors in the industry - analysis of investment activity in the industry - development of recommendations for the customer 	Multi-customer report	2009	Completed

Recent experience in delivering trainings and capacity building activities:

Date	Location	Seminar	Topic of Presentation
14.11.2022	Bishkek, Kyrgyzstan	Promotion of Green Investment	1-day training on best practices of green economy development in EU member states
31.10.2022-01.11.2022	Chişinău, Moldova	Training on GHG Emissions Calculations	2-days training on GHG emissions calculations for representatives on municipalities and companies of the Republic of Moldova
13.05.2022	Tashkent, Uzbekistan	Perspectives of Development of MRV System of GHG Emissions in Uzbekistan and Kyrgyzstan	Overview of best MRV practices; key approaches and recommendations for MRV system design for Uzbekistan and Kyrgyzstan
28.04.2022-29.04.2022	Ashgabat, Turkmenistan	Perspectives of Hydrogen Industry Development: Innovations and Technologies	Overview of best practices for hydrogen energy key trends of the global hydrogen industry; technical and economic implications of hydrogen technologies development; assessment of opportunities for hydrogen export from Central Asia region
24.02.2022	Chişinău, Moldova	EU4Climate Project Seminar	Mainstreaming climate change issues into the energy policy of the Republic of Moldova
14.09.2021-16.09.2021	Ashgabat, Turkmenistan	Smart Cities - the Concept, Perspectives: Best Practices from OSCE	Best practices of smart city solutions and their perspectives for Turkmenistan
14.04.2021	Minsk	Financing Energy Efficiency and Climate Projects: Opportunities for Municipalities and Utilities	Key Tools to Support Financing of Infrastructure Projects: Best Practices of UNDP Belarus
05.02.2021	Beresia	EU-Supported Energy Efficient Lighting Seminar	Potential for Modernization of Street Lighting in Belarus: Key Market Support Measures
24.01.2021	Minsk	Nationally-Determined Contribution of Belarus	Key Emission Reduction Strategies for IPPU Sector
05.12.2019	Novopolotsk	Planning and Assessment of Effectiveness of Infrastructure Project	Planning, Financing, Implementation and Monitoring of Infrastructure Projects in Belarus
05.12.2019	Novopolotsk	Planning and Assessment of Effectiveness of Infrastructure Project	Strategies of Fundraising for Different Categories of Infrastructure Projects
09.10.2019	Minsk	Best Practices and Opportunities for Energy Service Contracts to Support Energy Efficiency	Perspectives of ESCO Market in Belarus
05.09.2019	Moscow	III Climate Forum of Cities	Challenges and Perspectives of Green Urban Development for Small- and Medium-Sized Cities in Belarus
07.06.2019	Novogrudok	XV Ecology Forum	SECAPs in Belarus: Opportunities for a Long-term Planning of Energy Efficiency Projects
24.05.2019	Novogrudok	Promoting SDGs in Urban Development, Housing Sector and Land Management in Belarus	Overview of Results of Pilot Energy Efficiency Projects in Novogrudok (Smart Street Lighting and Smart Metering)
23.05.2019	Minsk	Promoting SDGs in Urban Development, Housing Sector and Land Management in Belarus	Analysis of Investment Effectiveness in Low-Carbon Projects in Belarus
25.04.2019	Polotsk	III Conference of the Covenant of Mayors on Climate and Energy	Overview of State of the Infrastructure in Belarus and Perspectives for its Sustainable Financing
01.03.2019	Vitebsk	IV Urban Forum "Prastora-Sustainable Management of Cities"	Key Challenges and Perspectives of Green Urban Development in Belarus

Date	Location	Seminar	Topic of Presentation
05.12.2018	Novopolotsk	Development of Perspective Directions of Green Urban Development in Belarus	Promoting MRV System Design and Comprehensive Assessment of Low-Carbon Project Effectiveness in Belarus
04.12.2018	Polotsk	Development of Perspective Directions of Green Urban Development in Belarus	Feasibility Studies of Energy Efficiency Projects in Municipal Sector: Kea Approaches and Implications
31.07.2018	Minsk	Opportunities for Financing of Sustainable Development Project to Support SGDs in Small - and Medium-Sized Cities in Belarus	Overview of Current State of Infrastructure Project Financing and Opportunities for its Greening
22.06.2018	Braslav	EU Project "Braslav: the First Climate-Neutral Municipality in Belarus"	The Strategy of Climate Neutrality of Braslav: Key Actions and Recommendations
26.03.2018	Minsk	The Theory and Best Practices of Green Procurement in Municipal Projects	Key Principles of Green Procurement and Challenges for their Practical Implementation
08.12.2017	Berlin	Energy [R]evolution Scenario - 2050	Pathways to a Green Energy Transformation in Eastern Europe
06.12.2017	Minsk	Development of Perspective Directions of Green Urban Development in Belarus	Overview of Best Practices of Municipal Green Procurement
06.12.2017	Minsk	Development of Perspective Directions of Green Urban Development in Belarus	Recommendations for MRV Design and Integral Assessment of Greenhouse Gas Emissions Reduction Strategies
05.12.2017	Minsk	Development of Perspective Directions of Green Urban Development in Belarus	Recommendations for CO ₂ Emissions Reduction for Green Urban Development Plans
20.10.2017	Novogrudok	Identification of Criteria and Indicators for Green Urban Development of Novogrudok	SECAP for Novogrudok: Key Recommendations and Proposals
06.10.2017-11.10.2017	Freiburg, Strasbourg	Best Practices of Green Urban Development	Presentation of best practices of green urban development in EU member states for representatives of small- and medium-sized municipalities
21.04.2017	Minsk	ClimaEast Project Seminar: Support of Climate Mitigation and Adaptation in Eastern Partnership Countries	Assessment of Vulnerability of Agriculture Sector of Belarus to Climate Change in Middle- and Long-term Perspective
27.07.2016	Minsk	ClimaEast Project Seminar	Development of Greenhouse gas emissions MRV System for the largest enterprises in the Republic of Belarus: Key Recommendations
24.02.2016	Minsk	ClimaEast Project Seminar	MRV System in Belarus: Preliminary Results of GHG Emitters Analysis, Key Problems Identified and Further Actions Needed