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EU4Environment
Green Economy in Eastern Partner Countries

**EU4Environment training on writing business plans for
Resource Efficient and Cleaner Production (RECP)
manufacturing enterprises – the case of Azerbaijan**

AGENDA

Date: November 22, 2023

Time: 9:30 - 17:30 (Baku time)

REGISTRATION LINK

Format: online video conference

Language: Azerbaijani (with simultaneous interpretation in English)

Action implemented by:



AGENDA

Moderator: Mrs. Asya Chalabova, ACE Group Consultants, the National Implementation Partner of UNIDO in Azerbaijan

Time	Item
9:00 – 9:30	Registration
9:30 – 09:45	Opening remarks and brief introduction of the EU4Environment programme <i>Mrs. Asya Chalabova, ACE Group Consultants, NIP</i>
09:45 – 10:20	The basics of a business plan <i>Mr. Javanshir Abdullayev, Business and Financing Development Expert</i>
	Framework of the RECP business plan <i>Mr. Javanshir Abdullayev, Business and Financing Development Expert</i>
10:20 – 11:00	Assumptions for production and financial projections (case base) <i>Mr. Javanshir Abdullayev, Business and Financing Development Expert</i>
11:00 – 11:30	BREAK
11:30 – 13:00	Assumptions for production and financial projections (case base) <i>Mr. Javanshir Abdullayev, Business and Financing Development Expert</i>
13:00-14:00	LUNCH
14:00 – 14:20	Improvement of investment viability of RECP Projects <i>Mr. Sergei Fashevsky, International Expert, Sigra Group, Norway</i>
14:20 – 15:00	Development of cashflow projections <i>Mr. Javanshir Abdullayev, Business and Financing Development Expert</i>
15:00 – 15:30	Development of profit & loss based projections <i>Mr. Javanshir Abdullayev, Business and Financing Development Expert</i>
15:30 – 16:00	BREAK
16:00-16:20	Development of financial ratios <i>Mr. Javanshir Abdullayev, Business and Financing Development Expert</i>
16:20-16:40	Development of the RECP marketing and implementation plan <i>Mr. Javanshir Abdullayev, Business and Financing Development Expert</i>
16:40 – 17:10	Questions and Answers
17:10 – 17:30	Wrapping up and closing the event

Seminar objectives, expected outputs, and outcomes

The one-day training is organized under the European Union-funded EU4Environment programme. It aims to help the Azerbaijani and Eastern Partnership countries enterprises engaged in the UNIDO RECP Demonstration Project to understand how to write a business plan. A business plan has many purposes; it may be designed to enlist the support of investors and clients, to give direction to the employees within a company, to change public perception of a business, or to serve as a map against which executives and managers can evaluate their company's RECP progress. The training will help the participants understand the essence of the RECP business plan by tackling its benefits, assumptions and expectations, issues related to investment, the development of a cashflow and profit & loss projection, financial ratios, and steps to design an implementation plan.

Participants

The training is addressed to specialists working in financial management and risk assessment, environmental management, energy efficiency, engineering (chemical, industrial, environment, or related fields) and/or in manufacturing companies in Azerbaijan and Eastern Partnership countries as well as Government and SMEs Development Agencies representatives, financial organizations, members of academia, and industry professionals. Any interested enterprises and experts, regardless of the sector of economy or area of expertise, are also welcomed to participate. The tentative number of participants is 50 persons.

Registration

To participate in this online event, please complete this online registration at least a day before the event: <https://unido-org.zoom.us/meeting/register/tZMlc-Ctqj0qGNXChBnBbiJWdIOHEJHPUIyV>

Background

Currently, one of the most important approaches to improving the production and environmental activities of enterprises is the introduction of [Resource Efficient and Cleaner Production \(RECP\)](#). This approach is based on an ongoing assessment of the potential for saving resources, energy, and materials to prevent overspending, reduce emissions and discharges of pollutants into the environment, and reduce waste generation, which will, above all, contribute to reducing the economic costs of enterprises. RECP is used as an umbrella term for the application of preventive environmental strategies to achieve the triple aims of production efficiency, environmental management and human development. The RECP programme builds the national capacity, fosters dialogue between industry and government, and facilitates investments for the transfer and adaptation of environmentally sound technologies. The United Nations Industrial Development Organization (UNIDO) has developed the RECP methodology, which is used by experts and enterprises in the field of environmental management to identify sources of losses from all types of resources, identify the root causes of such losses, and develop and assess the feasibility of activities aimed at reducing or completely eliminating the identified losses.

About the EU4Environment Action

The "European Union for Environment" (EU4Environment – Green Economy) Action helps the Eastern Partnership countries preserve their natural capital and increase people's environmental well-being, by supporting environment-related action, demonstrating and unlocking opportunities for greener growth, and setting mechanisms to better manage environmental risks and impacts. It is funded by the European Union and implemented by five Partner organisations - OECD, UNECE, UNEP, UNIDO, and the World Bank – over the 2019-2024 period, with a budget of EUR 20 million. For more information about the Action, please visit: www.eu4environment.org

For more information about RECP in Azerbaijan, please visit: <https://recp.aceconsultants.az/en>
