# Clean Energy Investment Decisions Training Course: Returns, Scenarios and Risk Treatment

5 – 9 April 2027
Istanbul

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## Programme Summary

Clean energy investment decisions are the subject of this one-week training course for energy strategists, investment and finance managers and project developers, taught at strategic level and ending in a clean energy investment decision paper. Capital for renewable projects is limited, yet resource, technology, market and policy risks differ between options. The programme moves from opportunity screening to cost of energy, returns, risk treatment and a final application, using prepared project cases. Mars Training Centre UK delivers this programme on clean energy investment decisions to mixed-organisation cohorts.

## The Business Case

Leaders who can compare projects on cost of energy, expected returns and downside risk commit capital to the options that earn their place and decline those that rest on optimistic assumptions. Without that discipline, projects are ranked on headline capacity, a single forecast and a supplier presentation, and losses appear only after funds are committed. The programme works on the measures below.

- Risk-Adjusted Return: Improves when each project is tested against scenarios before approval.
- Cost of Energy: Becomes comparable when every option is expressed on one basis.
- Exposure to Single Risks: Falls when risks are identified, ranked and treated through contracts and structure.

## Principles and Evidence Base

- ISO 31000 risk management guidelines: An international standard for treating risk, applied in Sessions 3 and 4 to structure the risk register.
- Time value of money: The principle that later cash is worth less than cash now, applied in Session 2 to returns.
- Levelised cost of energy: A method for expressing lifetime cost per unit of energy, applied in Session 2.
- Probabilistic scenario analysis: The testing of results across a range of inputs, applied in Sessions 4 and 5.

## Intended Participants

- Energy strategists who decide which clean energy options enter the pipeline.
- Investment and finance managers who appraise projects for a committee.
- Project developers who screen opportunities before design spending begins.
- Utility and industrial planners who weigh self-generation against grid supply.

Typical settings include power utilities, oil and gas operators and heavy industry.

## Learning Outcomes

1. Participants will be able to evaluate clean energy opportunities by resource, technology and market fit.
2. Participants will be able to construct a cost of energy and returns comparison for competing projects.
3. Participants will be able to diagnose the main risks of a project.
4. Participants will be able to appraise a project under alternative scenarios.
5. Participants will be able to prioritise projects within a limited capital budget.
6. Participants will be able to justify a clean energy investment decision to an investment committee.

## Programme Structure

## Day 1: Clean Energy Investment Decisions and Opportunity Screening

Which clean energy opportunities deserve detailed appraisal?

- Technology and Resource Fit Matrix
- Market and Offtaker Landscape Map
- Policy Support Mechanism Overview
- Opportunity Screening Scorecard
- Decision Criteria Sheet

## Day 2: Cost of Energy and Returns

What does a unit of clean energy cost, and what does the project return?

- Levelised Cost of Energy Model
- Capital and Operating Cost Build-Up
- Discounted Cash Flow Template
- Payback and Return Measures Table
- Financing Structure Comparison

## Day 3: Risk Identification and Analysis

Which risks could change the result, and how large are they?

- ISO 31000 Risk Process Outline
- Resource and Technology Risk Register
- Market and Price Risk Review
- Policy and Counterparty Risk Review
- Risk Ranking Heat Map

## Day 4: Scenarios and Risk Treatment

How does a project perform when assumptions move, and how is risk reduced?

- Scenario Design Grid
- Sensitivity and Tornado Chart
- Contract Allocation of Risk Table
- Insurance and Guarantee Options Sheet
- Downside Case Summary

## Day 5: Clean Energy Investment Decision Paper for One Organisation

Do the earlier findings join into a decision that a committee can approve?

- Applying the Session 1 Screening Scorecard
- Testing the Session 2 Returns Comparison
- Checking the Session 3 Risk Ranking
- Reviewing the Session 4 Downside Case
- Completing the Clean Energy Investment Decision Paper

## Methodology

The programme is a case analysis built on prepared project data from a power utility, an industrial energy user and a development lender, including cost tables and draft contract terms. Participants screen options, build comparisons, rank risks and test scenarios, then defend their decision paper to peers acting as an investment committee.

- Suggested activity: Ranking four solar, wind and storage options on cost of energy.
- Suggested activity: Building a risk register for one project from its draft contract terms.
- Suggested activity: Testing a project result against a fall in the power price.

## Capstone Output

Each participant completes a clean energy investment decision paper for one organisation. It holds a screening result, a returns comparison, a ranked risk register, a scenario summary and a recommended choice. At work it goes to the investment committee and sets the criteria used to judge later proposals.

## Frequently Asked Questions

### Is clean energy investment decisions training suitable for leaders without a finance background?

Yes. Clean energy investment decisions are taught at strategic level through prepared cases and templates. You need responsibility for energy choices, projects or investment papers, but no prior financial modelling experience.

### Which methods do clean energy investment decisions rest on in this training?

Clean energy investment decisions here rest on ISO 31000 for risk, the time value of money for returns, levelised cost of energy for comparison and probabilistic scenario analysis for testing results.

### How is the paper from clean energy investment decisions training used at work?

You take the decision paper to your investment committee, use its risk ranking to challenge proposals and keep its screening criteria as the standard for later projects.

### How do clean energy investment decisions differ from a programme on project finance structuring?

Clean energy investment decisions centre on screening, cost of energy, risk and scenarios for choosing projects, while a programme on project finance structuring centres on debt terms, security and lender documentation.