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Holistic team effort

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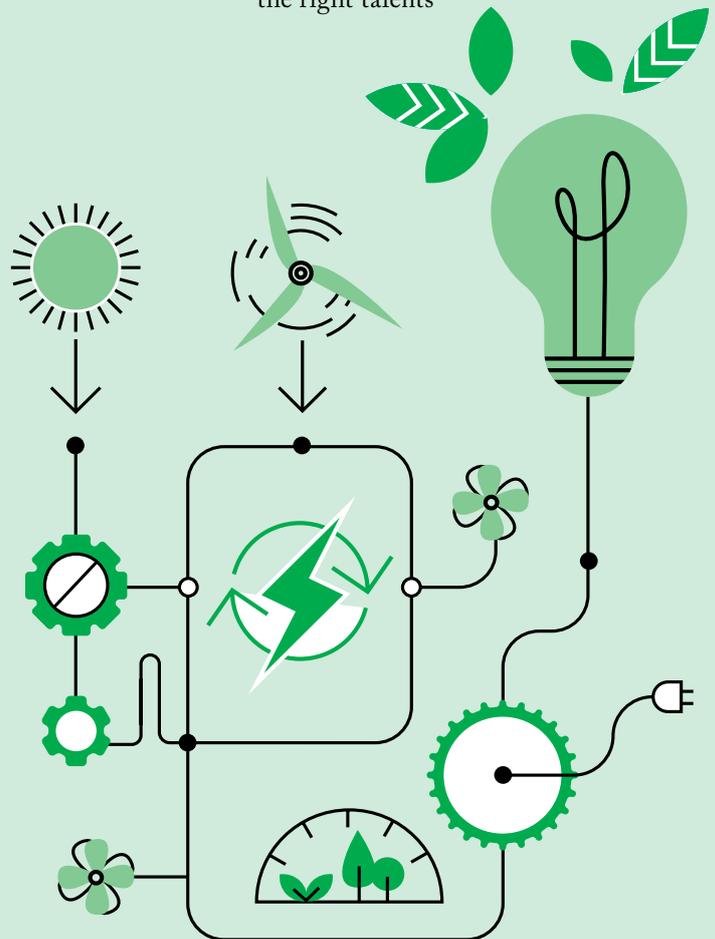
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Sok Voeun, CEO

Efficient three-wheelers for entrepreneurs in Cambodia

LOLC provides financial services that empower entrepreneurs. With effective and sustainable financing solutions for means of transport, LOLC created opportunities to transform the quality of their lives and communities.

Type:
mid-size
microfinance bank

GCPF Partner:
since 2018

Starting point: no
prior GL experience
or products

Current position:
the leading
microfinance
institution of green
lending in Cambodia

**Range of green loan
size:**
USD 2 000 - 4 000

Starting Point

Cambodian streets are vibrant and busy with cars, motorbikes and especially with three-wheelers. Tuktuks are not only one of the main modes of transportation but also a business opportunity and source of income for the drivers and their families. This results in a large demand of asset backed lending related to different means of transportation. While the LPG tuktuk technology was already introduced in the Cambodian market, it had not taken off properly. For LOLC, a microfinance institution with a social vision and business orientation, this presented a promising opportunity. With the support of GCPF, a green lending solution with a win-win-win-premise was created: to finance specific types of energy efficient products like LPGgas- engine three-wheeler and energy efficient cars.

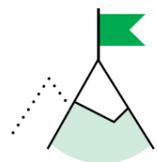
Initial concerns

- Despite disappointing results of testing renewable energy products with solar home systems due to high dependency on suppliers and facing unexpected after-sale support claims, LOLC management and board showed the courage to develop a new product that is not only good for clients but also the environment.
- The knowledge and practice about green lending was rather novel to the institution at the time wherefore initially, LOLC was uncertain about its ability to deliver the convincing benefits to partners and customers.

We constantly need to adapt to the fast changing needs and trends in our market. We see green lending as an opportunity how we can generate value to our costumers beyond the financing, which is critical in our competitive environment.

— Sok Voeun, CEO, LOLC (Cambodia) Plc.

Challenges faced

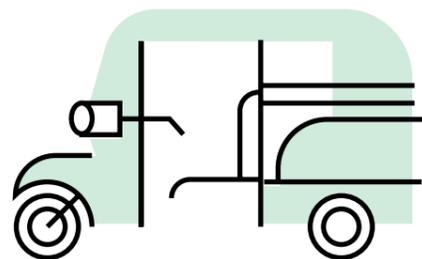


- For green lending to succeed, internal knowledge had to be built, shared and actively coordinated throughout the company.
- In retail chain distribution, operational challenges are mainly in consumer understanding and confidence. Many customers didn't have confidence that the product needs less energy to run and is saving them money over its life cycle. At the same time, the purchase of a new vehicle to replace the old one requires a significant investment.
- Competition through much cheaper second hand products in the market made an effective sales pitch especially challenging.

Actions taken



- Internally, with the support of GCPF, LOLC staff was trained on understanding EE/RE opportunities and how to get there. A “green lending champions”-program was formed to foster skills and knowledge transfer.
- From senior management to credit officers and tellers, a waterfall knowledge distribution via trainings and instructional videos helped the adoption of the project and empowered staff to be confident in green lending loan sale.
- To finance energy efficient tuktuks and cars, LOLC started a joint project with Vipar Auto (Cambodia) Co. – a company that provides three-wheelers – and other local dealers offering means of transportation.



Learnings



- Getting credit officers' interest to promote green lending is key for success. Providing comprehensive and targeted information was critical.
- Building on the experience with the challenging setup around a solar home systems offer, a key success factor was partnering with suppliers and integrating them into the value chain early on.
- The uniqueness of selling green loans compared to conventional loans is to explicitly show the clients the product's benefits through information campaigns and after-sales support.

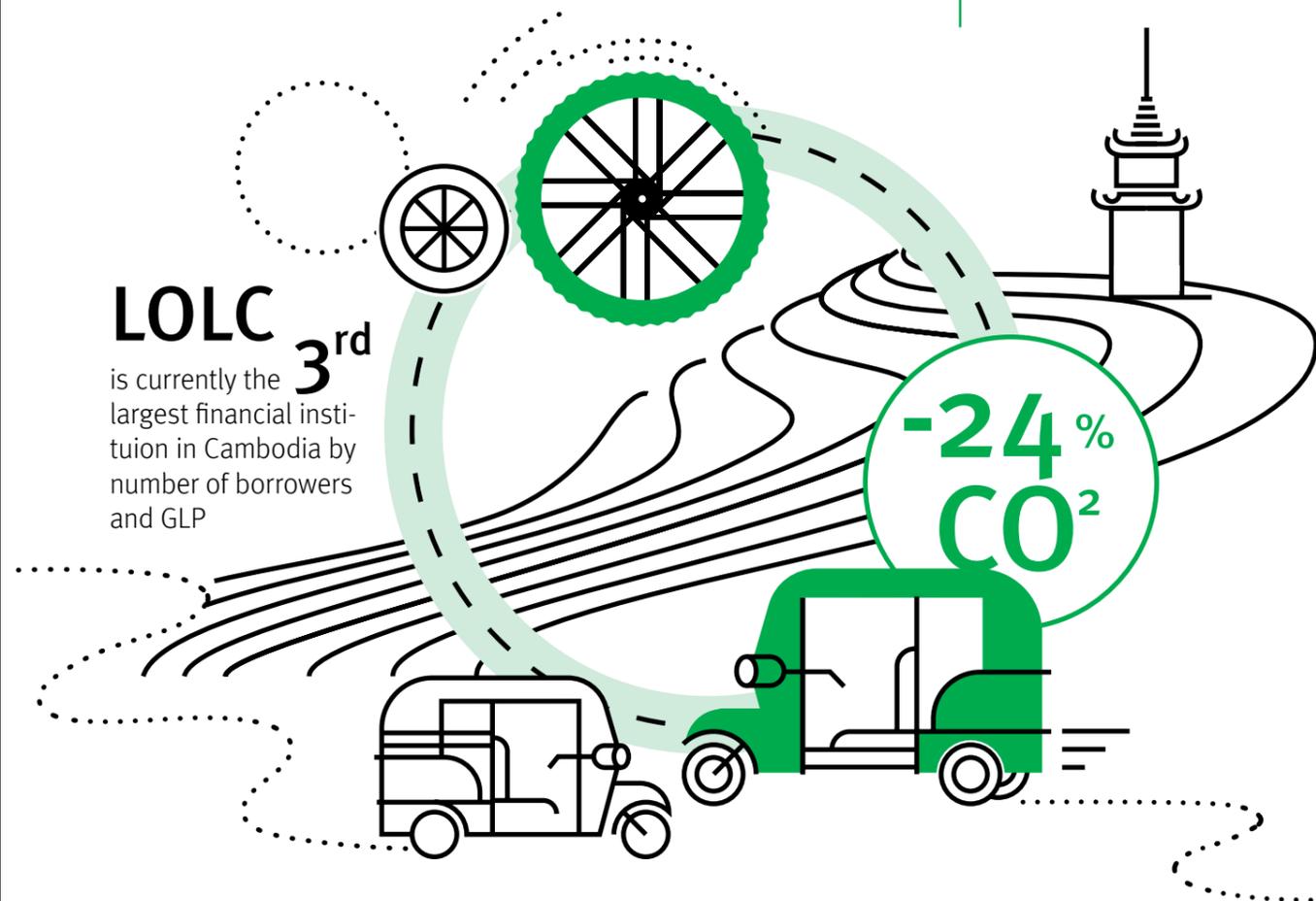
It's a win-win. Just lending money is not the only benefit we aspire. The green lending solution is carried on as well for its social and commercial feasibility.

— Sok Sophal, Deputy CEO, LOLC (Cambodia) Plc.

LOLC 3rd

is currently the largest financial institution in Cambodia by number of borrowers and GLP

-24%
CO²

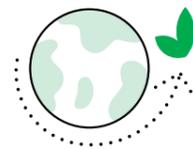


Benefits



- GCPF not only provided funding but also ongoing support to LOLC in establishing a robust project assessment and monitoring the managed process.
- The internal knowledge acquired and built is currently being transferred into other retail areas, such as financing energy efficient household appliances.
- For consumers, the green lending offer for LPG powered tuktuks proved to be especially valuable on the three “S” – savings, security, safety – leading to a successful uptake of the technology in the market. On top of the savings, owning a tuktuk is also a sought after business opportunity to earn money as a driver.

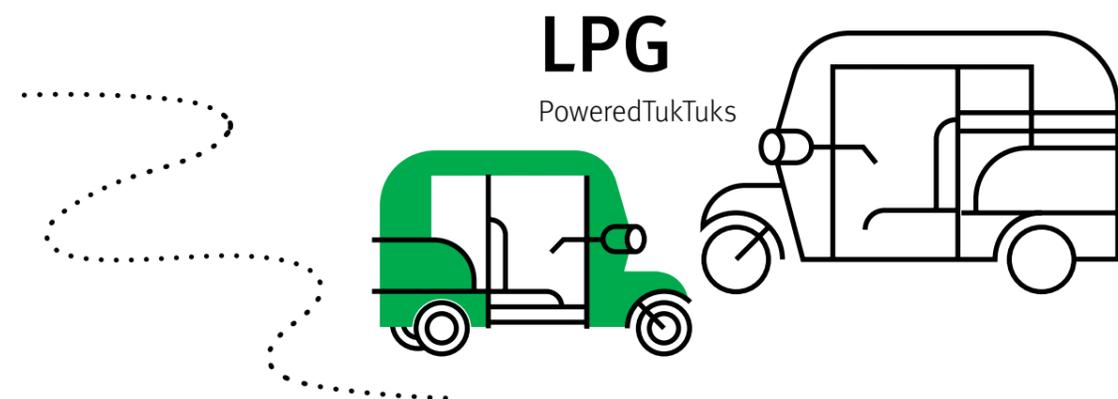
Vision for the future



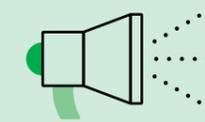
The green lending project plays a key role in LOLC's objectives, with the intention to expand this project further to go from around 3-4% of the portfolio to become the third largest product of LOLC. While still new on its green lending journey, the chosen starting effort and solution for energy efficient transportation is already well respected within the institution for its alignment with the company mission for environmental-friendly products and services. LOLC wants to further diversify its product offering and welcomes GCPF's support and advice on untapped potential within EE/RE opportunities and expand the outreach of LOLC's SDG goals.

The experience of «failing» in one project will not result in giving up on green lending. Even during challenging times, we keep trying to find new items or products, capturing the market development and changing consumers needs.

—
**Deputy CEO,
LOLC (Cambodia) Plc.**



Awareness about green lending



The awareness of green lending is not yet widely adopted in Cambodia. Facilitated by GCPF's funding and efforts, LOLC had the chance to become a first mover in the area and building its knowledge and capacity within green lending.

Green lending portfolio and its impact



LOLC is implementing its green lending project on means of transportation across its 81 offices nationwide, focusing on energy efficient threewheelers, disbursing green lending solutions to more than ten thousand clients. LPG powered tuktuks save 24% of CO2 emissions compared to conventional tuktuks. The second largest segment of green investments are retail loans for home appliances.

Banking ecosystem



LOLC is currently the 3rd largest financial institution in Cambodia by number of borrowers and GLP. Building on a strong customer loyalty, LOLC had the opportunity to position itself to be a first leader of green lending in Cambodia's market.



Gigi Gabunia, CCO

Greening Georgia's hotels and residential buildings

BasisBank is among the first banks to pilot green lending in Georgia. While BasisBank is still young in its journey, the bank found a way to gradually incorporate green lending into its existing business model and structures. Using its few internal resources cleverly and focusing on the existing client portfolio, BasisBank aims to progress on its green lending journey by collecting experience with green finance projects and upskilling the staff with the help of external experts.

Type:
mid-size commercial
bank

GCPF Partner:
since 2018

Starting point:
little existing GL
experience

Current position:
early mover

**Range of green loan
size:**
USD 400 000

Starting Point

Basisbank stood proudly among the other, larger financial institutions, who developed green portfolios in Georgia, paving the way and building awareness about benefits of green investments. Seeing the opportunity arise in the market, BasisBank adopted its own green lending strategy. BasisBank focused on its largest client segment and targeted corporates and SME, leaving the retail clients to the larger banks with widespread branches. How to go about it, on the other hand, was a more challenging question. Despite early steps on the green lending market with great openness and willingness to learn and incorporate green lending into the business, internal knowledge and resources of the bank had room for further development and improvement. The institution was in pursuit of new instruments for those purposes, but efforts to pursue this angle had to be pragmatic and smartly allocated. The partnership with GCPF proved to be a worthwhile solution.

We understand the utmost importance of Sustainable Financing for our emerging economy and the society as a whole, thus we pursue to further develop our strategy and lending portfolio in this direction. Our approach implies seeking partnership with international and local business partners who generate not only profit, but social and environmental benefits as well.

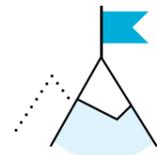
—
Gigi Gabunia,
CCO, BasisBank

Initial concerns

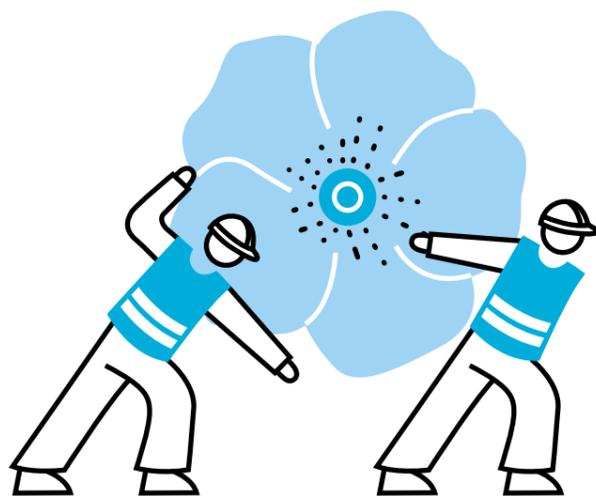


- Despite banks starting to take up green lending, the topic and concept was still new to clients. Consequentially, demand was basically inexistent.
- At the beginning, BasisBank lacked internal resources with specific know-how. This initial situation combined with the scarce demand from its clients didn't make green lending an obvious choice for BasisBank.
- While the partnership with GCPF bought access to additional funds to support green lending growth, it has also brought valuable advisory support to meet assessment, monitoring and reporting requirements of green loans and their impact.

Challenges faced



- Despite offering energy assessments and loans for investments in energy efficient construction or machinery, BasisBank's clients were still reluctant to opt for these loans. The short-term costs, often higher for energy efficient alternatives, weighed heavily on the loan decision and it was challenging to highlight their long-term cost benefits.
- Developing expertise in green lending is a learning journey that takes time. Communicating regularly with the GCPF team was crucial in getting the team up to speed and keeping the institution's motivation high.



Actions taken



- BasisBank raised awareness and increased interest for green investments during face-to-face consultations with clients. In these, both a loan officer and a technical assistant elaborated on the actual differences and long-term gains between conventional financing and green lending to make them see the real benefits and respond to clients' questions.
- The governmental program "Produce in Georgia" offers benefits like subsidized interest rate as well as guarantees. BasisBank managed to incorporate energy efficiency criteria in investments financed under the program incentivising green loans and stimulating green lending development.
- Staff training was critical to improve BasisBank's understanding about green lending, increase internal capacity and enable the team to identify new investment opportunities that save energy, so that the credit department could systematically deal with such projects and clients on its own.

Learnings



- Among the clients, construction and site development companies became more and more interested in green lending, as the result of a long-term energy efficient (and therefore also running cost-efficient) building is an important driver for investment choices.
- Based on the current experiences, providing more flexible terms for these type of loans seems to be a promising idea to facilitate the adoption of green loans.

We value our partnership with GCPF not only for teaming us up with green lending experts, but also for direct, relentless involvement of GCPF team members, who never backed down on any efforts to build our capacity and institutionalize the knowhow one step at a time.

—
Gigi Gabunia,
CCO, BasisBank

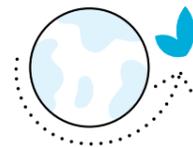


Benefits

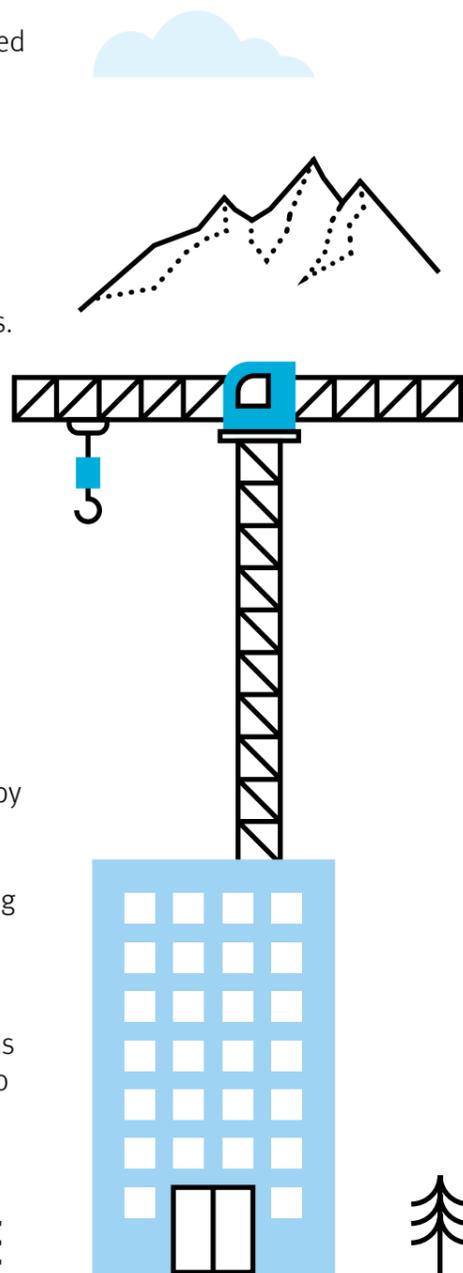


- BasisBank and GCPF mandated experts organised business trainings with clients. Through those, hotels benefited of energy assessments and gained insights on available sustainable investment measures and what amount of energy savings each of them could yield, whereas BasisBank was able to develop a pipeline of interested clients.
- The personal involvement from the GCPF team throughout the lifetime of projects proved to be a substantial element for the success of the green lending strategy. Having frequent personal meetings to cover all outstanding issues and problems that arised along the way helped BasisBank to adapt in terms of internal processes, communication with the clients and dealing with issues that pop up throughout the projects.
- The longer-term oriented funding of GCPF and its division in two tranches proved to be very beneficial for BasisBank, especially when confronted with challenges due to the Covid crisis. GCPF showed flexibility to adapt and restructure the fund installments.

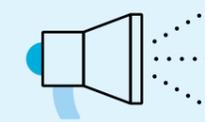
Vision for the future



The current share of green lending in the loan portfolio of Basis-Bank amounts to around 10%. This was achieved step-by-step, by gradually but constantly increasing the number of clients every year. And BasisBank remains busy with identifying new clients. The ultimate objective is to attract more clients keen on investing in energy efficient buildings and machinery. The short term plan for achieving the strategic goals is to develop and introduce a dedicated green product. Acknowledging that green lending will become even more important in the future and the market trends are developing that way, BasisBank wants to be ready to tap into new market opportunities.



Awareness about green lending



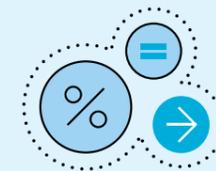
In 2018, green lending was still a new concept for the clients and the market in Georgia. Along with other larger financial institutions, BasisBank wanted to be at the forefront of this development. This required efforts to raise awareness among staff and clients about the benefits of green investments.

Green lending portfolio and its impact



BasisBank is not offering a dedicated green lending product, but instead focuses on incorporating energy efficiency aspects in investment decisions. Specifically in the area of hotels and restaurants, BasisBank helps its corporate clients with energy assessments to identify and finance investments for energy efficient construction and machinery.

Banking ecosystem



There is a strong competition within green lending in Georgia. While large banks are driving the awareness and development of green investments covering renewable energy projects and all types of energy efficiency measures for business and private individuals, BasisBank found a promising niche by concentrating on the construction sector.



Miguel Ebenberger, CEO

Leveraging internal know-how to mainstream sustainable principles in Ecuador

As part of a development-oriented commercial banking group, taking into account the impact on the environment and society of ProCredit investments lies at the core of the institution's mission. ProCredit has been pursuing green lending already before partnering with GCPF, but found in the fund a strategically aligned partner accelerating the achievement of green lending targets and pursuing the institution's ambition of promoting sustainable investments with all clients.

Type:
mid-size commercial bank

GCPF Partner:
since 2012

Starting point:
existing GL experience

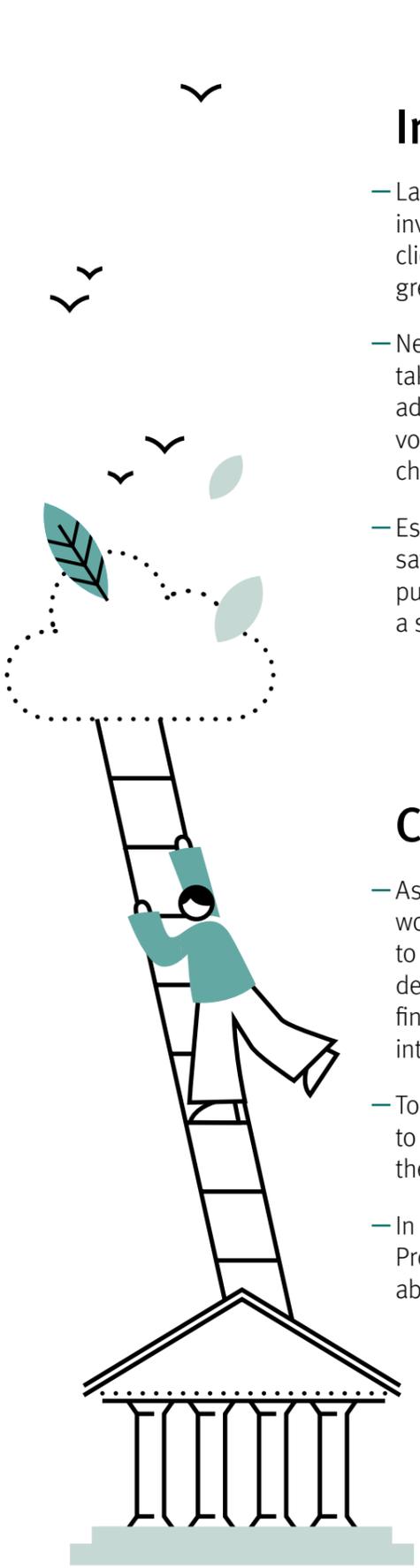
Current position:
one of the leading institutions of green lending in Ecuador

Range of green loan size:
USD 50 000 - 2 000 000

Starting Point



Pursuing sustainable banking is reflected in the institution's code of conduct and engrained in its daily operations. With all staff dedicated to these principles, ProCredit is equipped with the motivation to promote green lending. But dedication and motivation alone weren't the only ingredients necessary. ProCredit's initial green lending approach focused on supporting its client segment at the time: micro SMEs. Aiming to serve the whole profile of clients, there was no specific segment or product in focus. ProCredit Group shareholders were driving the strategic decision of growing a green portfolio. Therefore, ProCredit was intentionally looking for partners to work on this strategy and found in GCPF a partner with the relevant expertise. GCPF's clear green lending targets motivated ProCredit to venture into untested green lending areas.



Initial concerns



- Launching an EcoCredit line was tough, as sustainable investments or energy efficiency were no relevant topics and clients were unaware. ProCredit also had to introduce the idea of green lending itself to the market.
- Negotiating the conditions for the credit line with GCPF meant taking a risk from the side of ProCredit. Without subsequent adaptations in the strategy of the bank, distributing the high loan volume on green initiatives among clients would pose a significant challenge.
- Especially for smaller clients, environmental aspects or energy savings are not the most important decision parameters, but the purchase price. For green loans to be adopted, ProCredit needed a strategy to tackle this.

Challenges faced



- As clients were not driven by future saving potentials, ProCredit wouldn't recommend energy efficiency directly. Instead, it tried to engage with clients while they were still in the investment decision phase, incentivising a green decision with attractive financing conditions for the corresponding product (eg. lower interest rates and longer tenors).
- To assess eligibility for a green loan, ProCredit needed the clients to be open to collaborate and provide the details on the products they were considering.
- In order to deal and engage with clients on green initiatives, ProCredit staff had to learn through widespread internal trainings about environmental topics.

Actions taken



- Shifting the strategic client approach by moving from small to larger companies made the promotion of green loans easier on two accounts: Firstly, these companies are more likely to be open to innovation and external advice, secondly the investments of these companies tend to be better documented, which allows for easier verification of green loan eligibility.
- Building internal capacities was critical for reaching the ambitious green strategy: The bank created a team of in-house technical experts to train commercial staff on how to engage with clients on the topic.
- To help identify green investment opportunities, product shortlists of pre-approved clean technologies were provided by the in-house experts. Any investment type that was not covered in the shortlists would be separately assessed by the technical experts.

Learnings



- SMEs are naturally keen to innovate and invest in new technologies. Whereas they might not always be driven by having environmental impact, they are looking at potential benefits in regards of longer term financial savings and are open to invest in energy efficiency measures.
- GCPF processes were demanding in terms of standards and cumbersome in the beginning. In turn, now familiar with the reporting on usage of funds, this allowed ProCredit to be prepared to access other credit lines and to be in an advanced position on the market.

After almost a decade of promoting green leading, we witness that clients value us not only as a provider of finance, but they also appreciate that we understand their business and can engage conversations on how to optimize operations. We see this ability as a clear differentiator for us today.

—
Miguel Ebenberger,
CEO, ProCredit
Ecuador

No other lender brings that level of expertise. GCPF has provided continued assistance to analyse concrete cases that are more challenging in term of assessing climate impacts.

—
Katarina Zdraljevic, Head of Environmental Management Unit, ProCredit Ecuador

Benefits



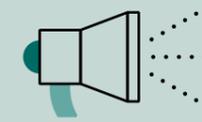
- When tackling a new market, one has to be more than just a fund provider. By developing a high level of expertise of the market, clients and products and then offering this knowledge as advice to optimize operations, ProCredit gained a unique reputation which is reflected in the high referral rate among clients.
- Raising the awareness and pursuing a targeted communication approach around green lending was an important driver of ProCredit's success and reputation as a competent bank in the field. The honest approach of "experience first, communicate second" by sharing knowledge in webinars underlined its thought leadership.
- A particular driver for broadening the green loan portfolio emerged through the partnership with GCPF and especially its technical assistance. The collaboration and knowledge exchange between technical experts of ProCredit, peers from other institutions and the GCPF team was valuable where investments required a deeper assessment and to broaden the horizon for further opportunities and market potential.

Vision for the future



Today, 20% of ProCredit's portfolio is green, resulting in a leading market position not in volume but in green matters. ProCredit wants to continuously increase its portfolio share of green lending to 25% over three and to 30% over five years. To achieve this, the task at hand is to diversify more from energy efficiency towards renewable energy as energy shortages are to be expected in Ecuador, resulting in new client demand. In addition, the bank plans to enter new sectors such as sustainable construction. Competition on the market is expected to increase, which only means one thing for ProCredit to remain its front running position: Moving a bit faster. How? By increasing its sustainability standards, all the while keeping internal expertise as a key differentiating asset.

Awareness about green lending



When ProCredit started in Ecuador, it paved the way for green lending as a frontrunner in the area offering green loans for investments in energy efficient products. Clients at the time were not aware of neither green products nor technologies. Nowadays, the market has caught up and awareness has risen both on the client and institutions side.

Green lending portfolio and its impact

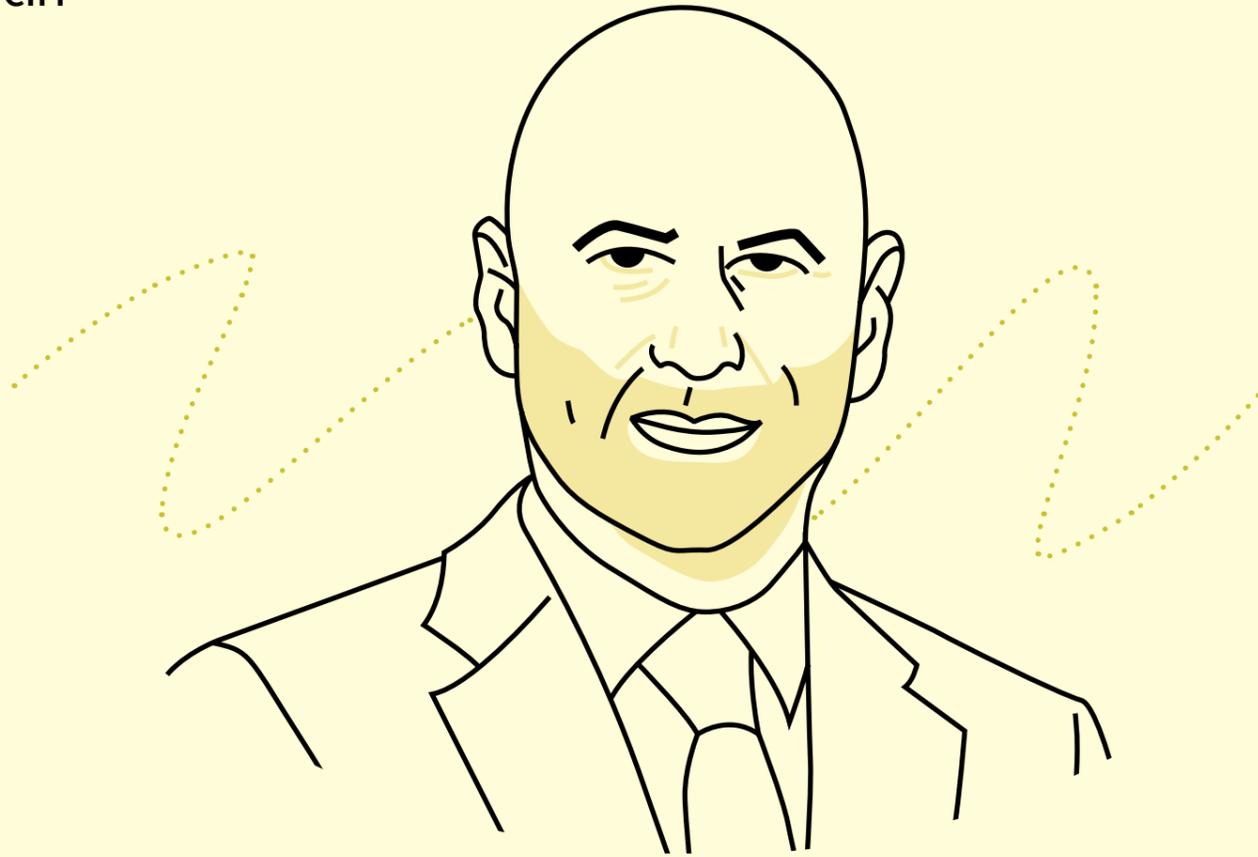


ProCredit has a broad and diverse green lending portfolio, initially serving mainly micro enterprises with an EcoCredit to incentivize investments in energy efficiency for a broad range of products. Now operating from a very strong position in SME lending for both energy efficiency and renewable energy, ProCredit is starting to venture into financing green buildings.

Banking ecosystem



With changing regulations and tax incentives on environmental aspects, new market segments of green lending are opening up. Green lending is slowly becoming mainstream in Ecuador and most larger financial institutions are venturing into that area. In this competitive ecosystem, ProCredit can build on its decade long experience in the area.



César Cañedo Arguelles, CEO

Pushing the boundaries of clean energy financing

A pioneer of clean energy finance in the Latin America & Caribbean region, CIFI's commitment to sustainability has evolved and deepened significantly in recent years, becoming an intrinsic part of its business model. Manifested in a holistic approach that pursues prudent environmental and social management and climate sustainability across its operations, CIFI tells its green financing journey loudly and proudly.

Type:
Mid-sized
commercial non-
bank financial
institution

GCPF Partner:
since 2017

Starting point:
advanced GL
experience

Current position:
Leading institution
in financing of
small to medium-
scale energy and
infrastructure
projects in Latin
America.

**Range of green loan
size:**
USD 2 000 000 -
20 000 000

Starting Point

CIFI (the *Corporación Interamericana para el Financiamiento de Infraestructura*) focuses on the structuring and financing of infrastructure and energy projects across the Latin America & Caribbean (LAC) region. Two aspects are key to the development of a healthy project finance portfolio: anticipating regional trends and managing individual project risks. CIFI's success with both contributed to the increase of renewable energy in its portfolio. Solar projects in particular boomed at the time, and CIFI, thanks to its extensive experience in structuring, had an advantage in markets where the technology was still new and untested.

While supporting the development of renewable energy across the region, risk management became a central priority for CIFI. In addition to being the "right thing to do", CIFI realized early on that proper assessment and mitigation of environmental and social (E&S) risks was critical to a project's performance and, in turn, to CIFI's bottom line. Accordingly, the company established rigorous methodologies for evaluating, mitigating and monitoring E&S risks and created an independent department for "Environmental, Social and Governance" reporting directly to the CEO. This anchoring of sustainability at the highest level has influenced everything from day-to-day origination to long-term strategy. Even though CIFI was already a leader in green lending, its partnership with GCPF has helped drive the company further. For CIFI, GCPF represents a reliable partner with deep technical expertise that is able to feed its broader strategic ambitions, guide its development of climate impact metrics, and assist in the landscaping new financing opportunities beyond traditional renewable energy and energy efficiency.

In pursuing a comprehensive ESG strategy, we realized that it simply did not make sense to finance certain fossil fuel projects anymore. To succeed on this journey, having accurate and comprehensive data is key, and for this we are deeply grateful for GCPF's close and on-going support.

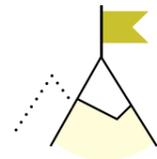
—
César Cañedo Arguelles,
CEO, CIFI

Initial concerns

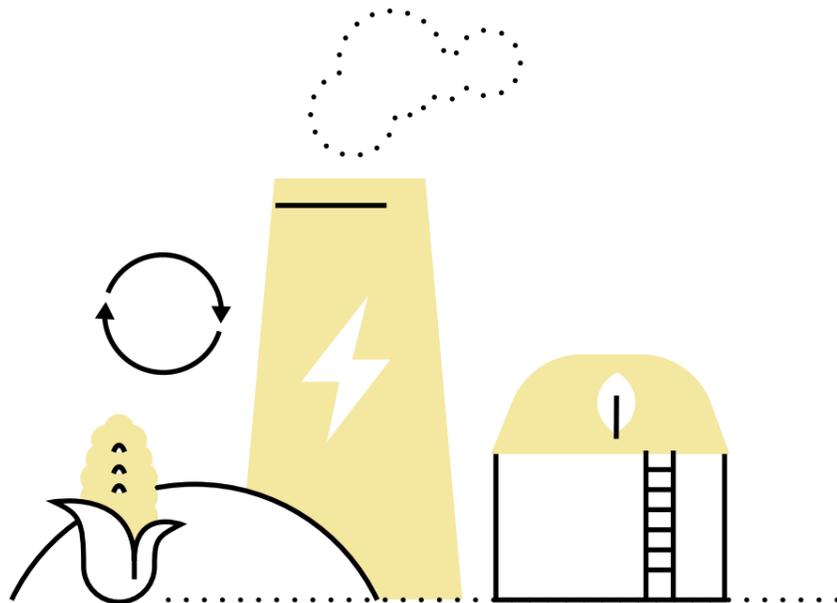


- While CIFI had an ESG team in its earlier days, it was staffed with only one person. Given the breadth and depth of E&S challenges in greenfield infrastructure and energy projects, growing internal capacity was key.
- Moving to a proactive E&S risk mitigation strategy meant overhauling its policies and procedures, establishing metrics to evaluate benefits and harms, and ensure that sustainability aspects were considered early on when assessing a project's viability.

Challenges faced



- Since the amount of its own capital that CIFI allocates to a particular project is limited, the company must persuade local banks to cofinance projects alongside it, and not all banks have the same knowledge of project finance or commitment to mitigating E&S risks.
- As a pioneering clean energy lender in the LAC region, CIFI has had an added burden to protect the reputation of the broader clean energy sector and demonstrate that renewable energy investments are commercially viable if structured properly.



Actions taken



- To have more control over the structuring of its projects, CIFI moved from being a participant on financings arranged by other lenders to being the lead arranger across nearly all of its projects. This entailed assuming all the heavy lifting in terms of financial structuring, E&S risk management, and fund mobilization.
- Supported by GCPF team, one of the first projects undertaken by the new department was to develop a comprehensive and company-wide ESG strategy. One concrete output was to ensure that climate and impact metrics were collected early in the investment process, thereby ensuring that a project's ESG profile was carefully reviewed throughout the entire investment process.
- CIFI also embarked on another ambitious project with GCPF: Defining a pathway to ensuring a loan portfolio and investment strategy consistent with a 1.5-degree global warming scenario. More than just mapping the carbon footprint of its portfolio, the project has given CIFI a pathway and set of metrics to determine where it wants its portfolio to be in the future.

Learnings



- With GCPF's support, CIFI has enhanced the quality and quantity of metrics collected, ensuring that E&S and carbon sustainability concerns help drive project origination, structuring and execution.
- To ensure that prudent E&S management becomes a driver of business strategy, where the Head of ESG is positioned in the organization is important. By being a member of Senior Management and reporting directly to the CEO, CIFI's Head of ESG drives the development and uptake of strategic initiatives.
- To decarbonize a loan portfolio, reliable data going back at least three consecutive years is needed. Building on a project with GCPF, CIFI has developed internal capabilities to measure its carbon footprint and decided to close certain carbon-intensive sectors - such as coal and oil - to investment.

Having worked with many green lenders, I am impressed by how resourceful, technically robust and engaged everybody at GCPF is. People know what they are doing and truly help their partners build the bridge between climate and financial aspects, translating this across a financial institution's various levels. It's not only easy but also fun to work with you, and we are grateful to have a trusted and supportive ally to accompany us on our green lending journey.

—
Carla Chizmar,
Head of ESG, CIFI

Benefits

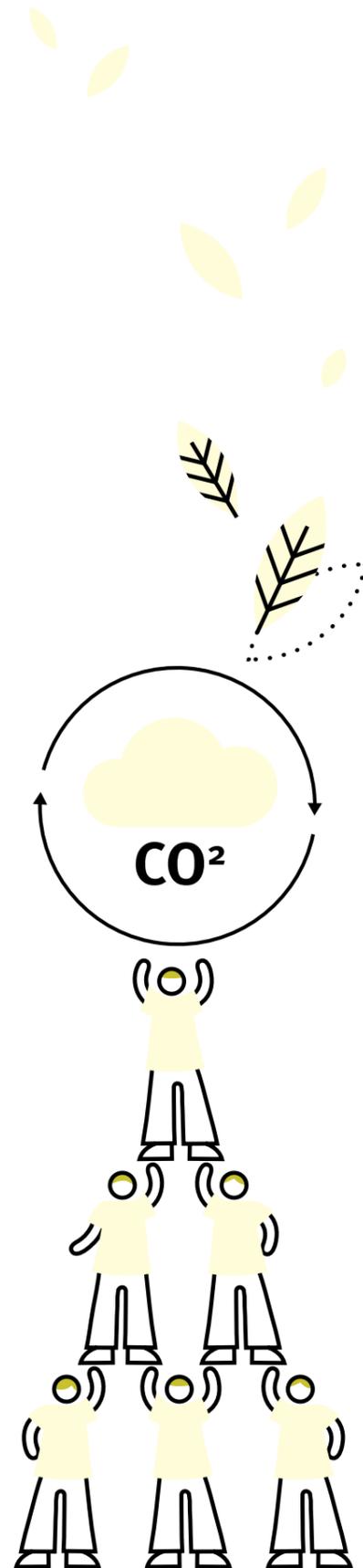


- Beyond the careful technical support provided by GCPF, the partnership has been fun and engaging, providing for high levels of motivation throughout even the most challenging periods of project execution.
- The close partnership helped GCPF to improve its own tools and offerings as well. The E&S Categorization and Assessment tools that GCPF has made available to its global partners were originally designed by CIFI.
- Despite having an outstanding track record, CIFI has only recently become more vocal about its green lending track record and ambitions. The company's communication strategy reflects the centrality of data-driven sustainability targets that align with globally relevant targets.

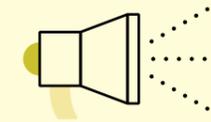
Vision for the future



Over 50% of CIFI's portfolio is currently dedicated to renewable energy. Going forward, as the company explores ways to further decarbonize its lending footprint, new sectors beyond renewable energy and energy efficiency – such as alternative fuels, green cities, and electric vehicle infrastructure – are being explored. Building on its solid track record in climate mitigation, CIFI is looking to push the envelope in seeking best practices in E&S management and building the Latin American & Caribbean region's climate resilience as well. In addition to leading by example in its own projects, CIFI will continue working with market stakeholders at regional and global initiatives such as the "Equator Principles", to advance its vision of sustainability.



Awareness about green lending



Despite rising awareness about the role of finance in addressing climate change, there is still a broad range in knowledge and commitment among financial institutions. Often being one step ahead of the rest, CIFI onboards local banks for sustainable and responsible investments. As a landmark achievement, CIFI issued the country's first Green Bond, further contributing to CIFI's signaling effect on green lending across the region.

Green lending portfolio and its impact

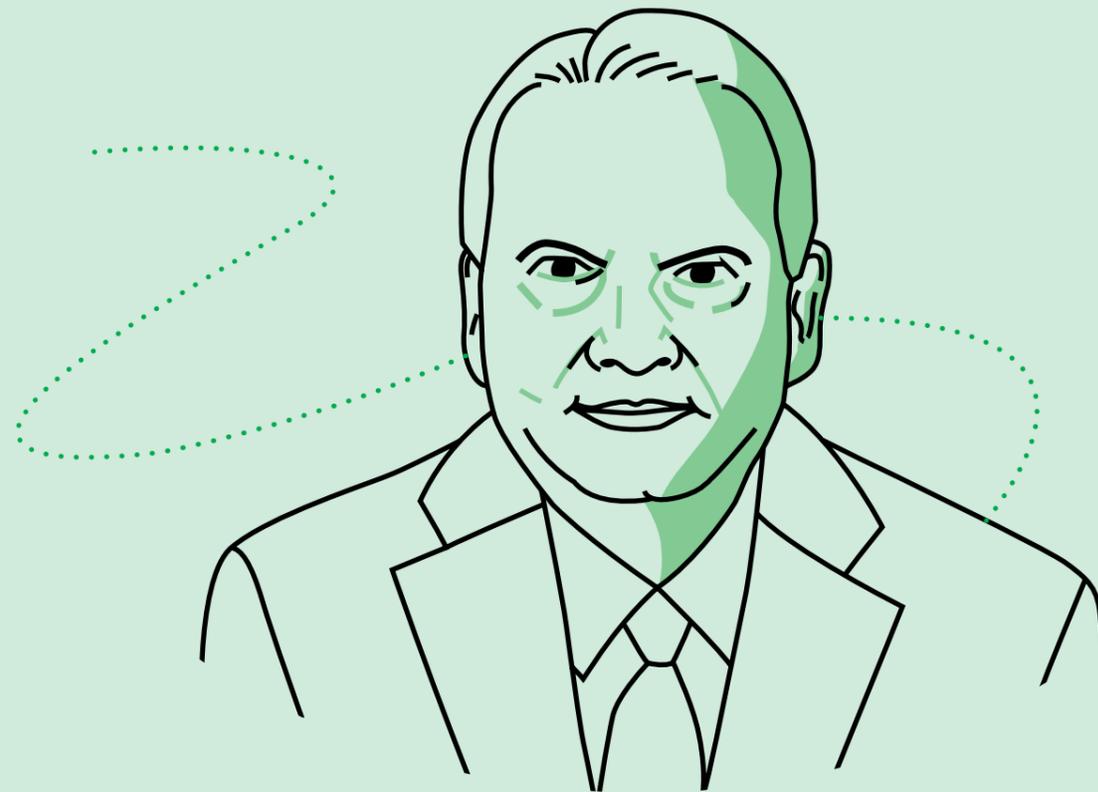


CIFI focuses on the middle market for infrastructure and energy, specializing on project finance. As the first institution in Panama to issue green bonds, CIFI continuously creates positive environmental and social impact in the region by mobilizing other stakeholders towards climate mitigation and, with time, climate resilience projects. CIFI has mobilized more than USD 20.0bn of capital from other local banks and European DFIs into the projects it structures.

Banking ecosystem



CIFI is a DFI backed institution with strong standards for environmental and social risk management. As one of the only companies able to address the complex structuring needs of small- to medium-sized infrastructure and energy projects, CIFI plays an important role in advancing the LAC region's clean energy transition, especially given that this segment is traditionally underserved by local banks and DFIs.



John Keith, CEO

Pioneering the role of banks for solar panels in Costa Rica

By financing solar panels for the past ten years, Banco Promerica Costa Rica paved the way for green lending and proved that tedious efforts for small loans amount to a high environmental and social impact.

Type:
mid-size commercial bank

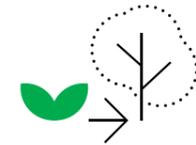
GCPF Partner:
since 2015

Starting point:
initial GL experience

Current position:
market leader in solar PV

Range of green loan size:
USD 25 000
(EE car) - 250 000
(solar PV) - 100 000
(green houses)

Starting Point



Starting in the mid nineties, Costa Rica built a long tradition of sustainability, engraining it as one facet of people's DNA. For Banco Promerica Costa Rica, this becomes evident in their approach to banking. The Bank's institutional objectives are not so much about being a "green" bank, but instead being a responsible bank, that is conscious of its impact and role in the society. Naturally, when the concept of green lending was first introduced in the mid 2000's, Banco Promerica Costa Rica was an early-adopter and started to get involved. Starting with one internal champion taking on the topic, a few years later, Banco Promerica Costa Rica was in the first round of banks to partner with GCPF, fostering the bank's approach to build its green lending portfolio.

The green lending journey started with financing solar panels for individuals and small enterprises.

Initial concerns



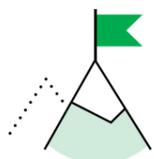
- Venturing into green lending was a risky decision. Even though Costa Rica constitutes a good market environment to offer sustainable products and has plenty of sun hours a day, solar panels were a rare sight in the country at the time.
- Solar panels were not just new to the clients, but also to the bank. Motivation was strong, but internal knowledge to pursue this was still limited.

When the green lending concept was starting to evolve, there was only a small amount of green borrowers in the market. These customers are now large companies, contributing to the strength of our current portfolio.

—
**John Keith, CEO,
Banco Promerica
Costa Rica**



Challenges faced



- Looking into solar PV opportunities, there were a lot of smart engineers in the market but with little knowledge of business concepts and how to market their solution to potential clients.
- Transferring knowledge and developing internal capacity is challenging and time consuming to begin with, but gains even more importance when green lending activities are focused on smaller projects.
- Complying with the high standards of GCPF was a tough challenge in the beginning. Behind taking on this challenge there was a strategic consideration: if Banco Promerica Costa Rica manages to fulfil GCPF requirements, it will serve as a positive signal to other potential lenders.

Actions taken



- Banco Promerica Costa Rica defined the concept of a leasing contract for solar panels that calculates the energy savings into the repayment structures. Presenting this business plan to existing customers in engineering laid the foundation of a successful partnership in financing solar PVs for micro enterprises.
- Once the risk analysts were on board, also the clients had to be convinced. When presenting the business model to them and conveying that this solution is a win-win for everyone involved, a crucial aspect was to highlight that clients will be able to pay for the loan based on their expected energy savings.
- GCPF supported Banco Promerica Costa Rica in transferring their green lending knowledge into other segments and crafting an offer in the mobility sector. Leveraging the bank's strong position in the market of financing used cars, a lending product for electric cars was developed.

Learnings



- Green lending can often be a slow and long process that requires leadership in taking on the topic and a high buy-in of senior management. From starting with one person as a designated “champion” in this field, to building a team around it and to now having everybody at the bank understand the concepts and efforts of sustainability in banking was a rewarding experience.
- With transportation as one of the biggest sources of emissions and import figures of combustion cars going down in the upcoming years, the green lending product for electric cars will gain importance in the future. GCPF's team was a welcome support in optimising the sales strategy for the adoption of the loans, by addressing companies with a larger set of cars instead of individual owners.

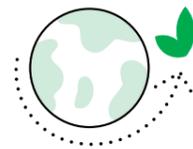
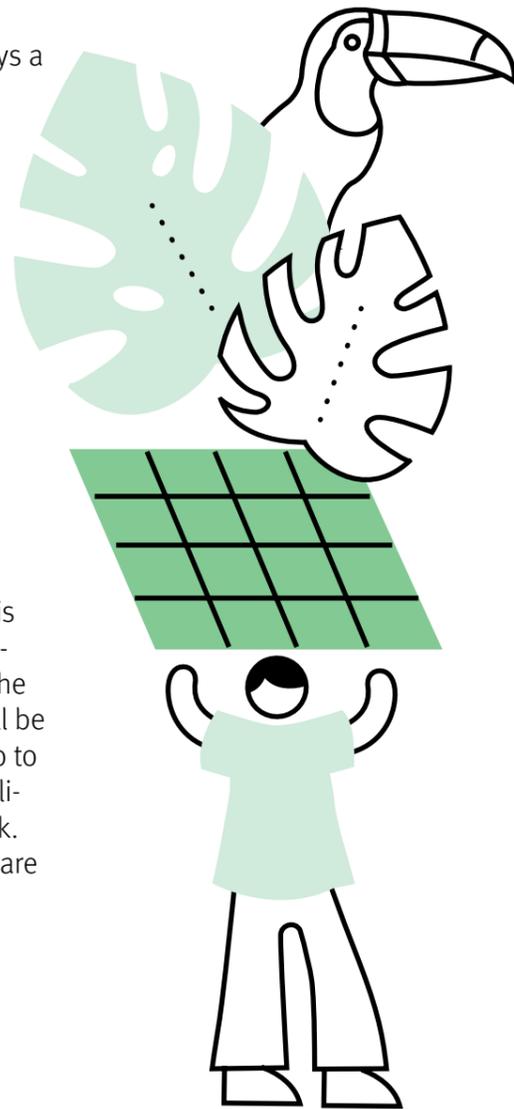
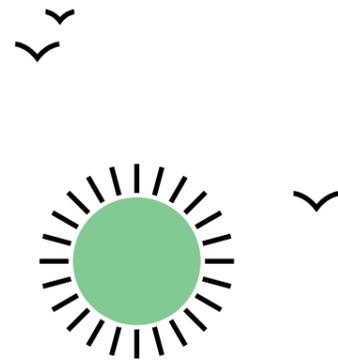
Our conviction to develop impactful products is not limited to sustainability in terms of renewables or energy efficiency. Following and acting on global mega trends not only has an environmental and societal impact but it means good business, too. These are all reasons why a bank should develop in this path.

—
**Michelle
Espinach,
Sustainable Bank
Manager,
Banco Promerica
Costa Rica**

Benefits



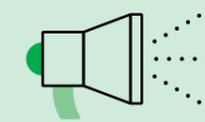
- Being the market leader in financing solar PVs creates an advantageous position to realize also industrial solar PV projects, which are expected to become feasible with new regulatory changes.
- The success of Banco Promerica Costa Rica in green lending has spilled over to other divisions of the Promerica Group, with the sustainability team mentoring the other banks.
- Also within the banking landscape of Costa Rica, Banco Promerica is far from shying away from competition. Instead, the bank is active in promoting sustainability in banking forums and enjoys a good reputation in the market.



Vision for the future

With all the ignited competition, Banco Promerica Costa Rica is not resting on its laurels. The bank has taken on the next challenge. As the only bank in Costa Rica, Banco Promerica took the bold decision to commit to the net zero banking alliance. It will be a huge task to transition all the clients and the whole portfolio to net zero by 2050. The strategy to tackle this? Make sustainability not only known, but mainstream throughout the whole bank. Training and incentives for loan officers around green lending are methods to facilitate this uptake.

Awareness about green lending



Sustainability has been an important topic in Costa Rica for several years and the country has often served as a best-case example and showcase of sustainability to the world. This results in a high level of awareness in the country and the financial industry.

Green lending portfolio and its impact

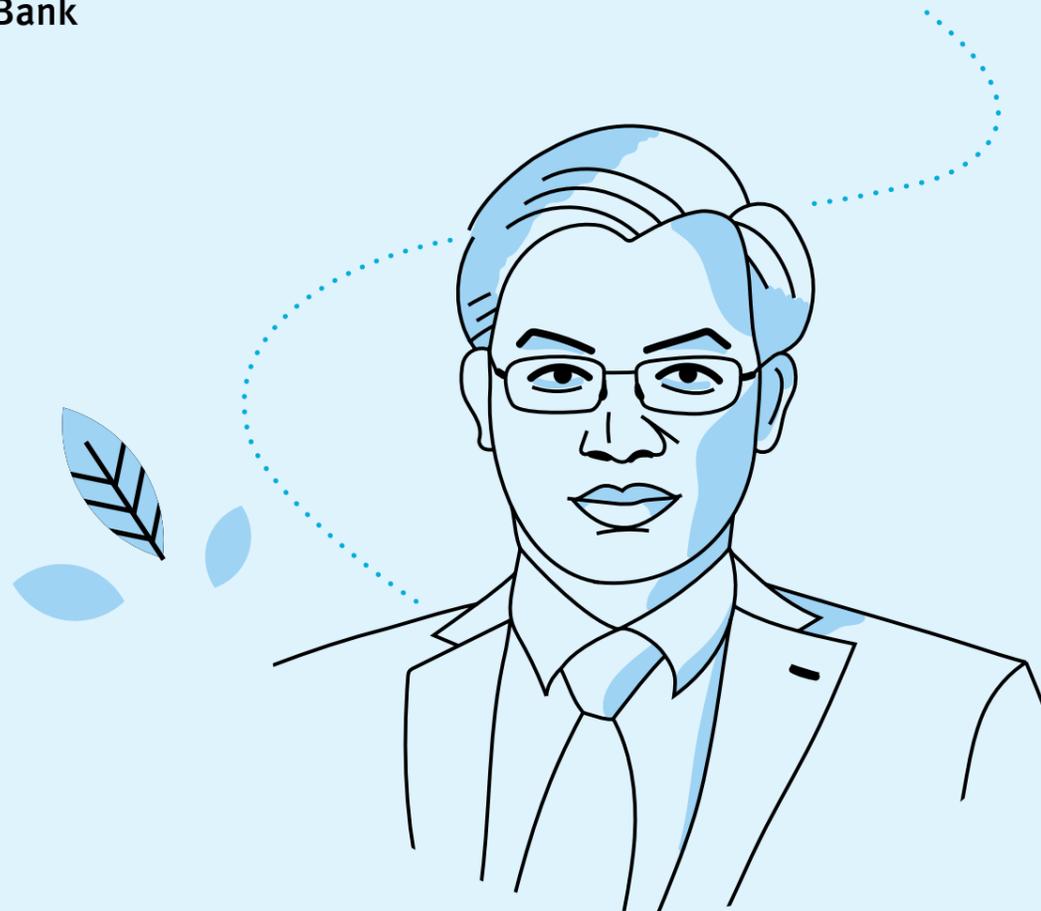


From pioneering to becoming a market leader in financing solar panels for small and micro enterprises, Banco Promerica Costa Rica grew its green lending portfolio step by step. Also giving a sustainability push to the mobility sector, by promoting first energy-efficiency and then venturing into financing new electric cars.

Banking ecosystem



Several banks are offering green financial products and the government is pushing green initiatives, creating a welcoming market environment - and therefore also competition - for green banking. Furthermore, the Bank Association of Costa Rica recently chose sustainability as one of the three main topics within the association, paving the way for sustainability and green lending to become a stronger trend in the sector.



Tran Ngoc Tam, CEO

Building a green strategy on Vietnam's regulatory changes

Slightly ahead of the green lending surge in Vietnam, Nam A Bank understood the necessity of providing attractive financial services for renewable and energy-efficient solutions. Nam A Bank worked in collaboration with GCPF to deploy a Green Credit program with a specific goal of reducing Co2 emissions and saving energy in production and business activities.

Type:
mid-size commercial bank

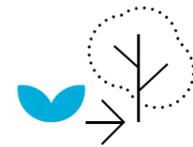
GCPF Partner:
since 2017

Starting point: no prior GL experience or products

Current position: one of the leading institutions in Vietnam

Range of green loan size:
USD 500 (appliances) - USD 500 000 (solar PV)

Starting Point



While economic growth contributes to the overall development of social life, it also has increasingly negative consequences for the environment. All the more so given Vietnam's recent challenges with elevated pollution levels and electricity shortages. In this context, credit institutions and particularly banks are given a greater role in promoting green investment. The government of Vietnam has realized this potential and in 2018 issued a scheme for green banking development in Vietnam. This was an important boost for Nam A Bank's strategy to become a green bank. In GCPF, Nam A Bank found a partner that shares the same objective of actively assisting customers in meeting financial goals while also collaborating on environmental protection. At the onset of its green lending journey, Nam A Bank focused on energy efficient household appliances. As Vietnam had a new labeling requirement it was easy to identify the appliances that consume 20% less energy compared to the market average. This led to an increased demand for such products by consumers as the low power consumption reduced daily cost of living.

Initial concerns

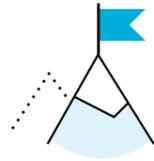


- Pursuing a green bank strategy was slightly intimidating: there was no consistent definition of what constitutes "green" investments.
- Concerns were mostly based on the limited internal capacity and lack of a dedicated E&S team at the time.

We seek to actively assist our customers in meeting financial goals while also achieving climate and energy savings benefits.

—
Tran Ngoc Tam,
CEO, Nam A Bank

Challenges faced



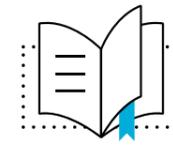
- Initially, customers are often hesitant to invest in new technologies by taking a green loan for a household appliance or installing solar panels.
- Pursuing green lending for energy efficient appliances necessitates an understanding of the technical specifications of the products. As a result, selecting the appropriate products becomes more complicated and is a cumbersome process for both staff and customers in relation to the rather modest loan amounts.
- Nam A Bank realized, that “green” does not mean the same for everyone, which caused difficulties in standardization. Green lending is defined by different criteria and standards, such as the State Bank regulating green lending by field of industries, while GCPF assesses it by the amount of saving 20% energy or reducing emissions.

Actions taken



- Nam A Bank has implemented the program for household products, beginning with five-star labeled energy-efficient home appliances. The focus on working with the domestic labeling system helped overcome the challenge that there was no coherent definition for green investments.
- Nam A Bank determined that all employees should gain a clear understanding on green credit. With the support of GCPF, a green lending training program covering all levels of the bank was conducted. First by educating Nam A Bank executives on the potential and feasibility of the green credit market, followed by training on green credit to managers and employees.

Learnings

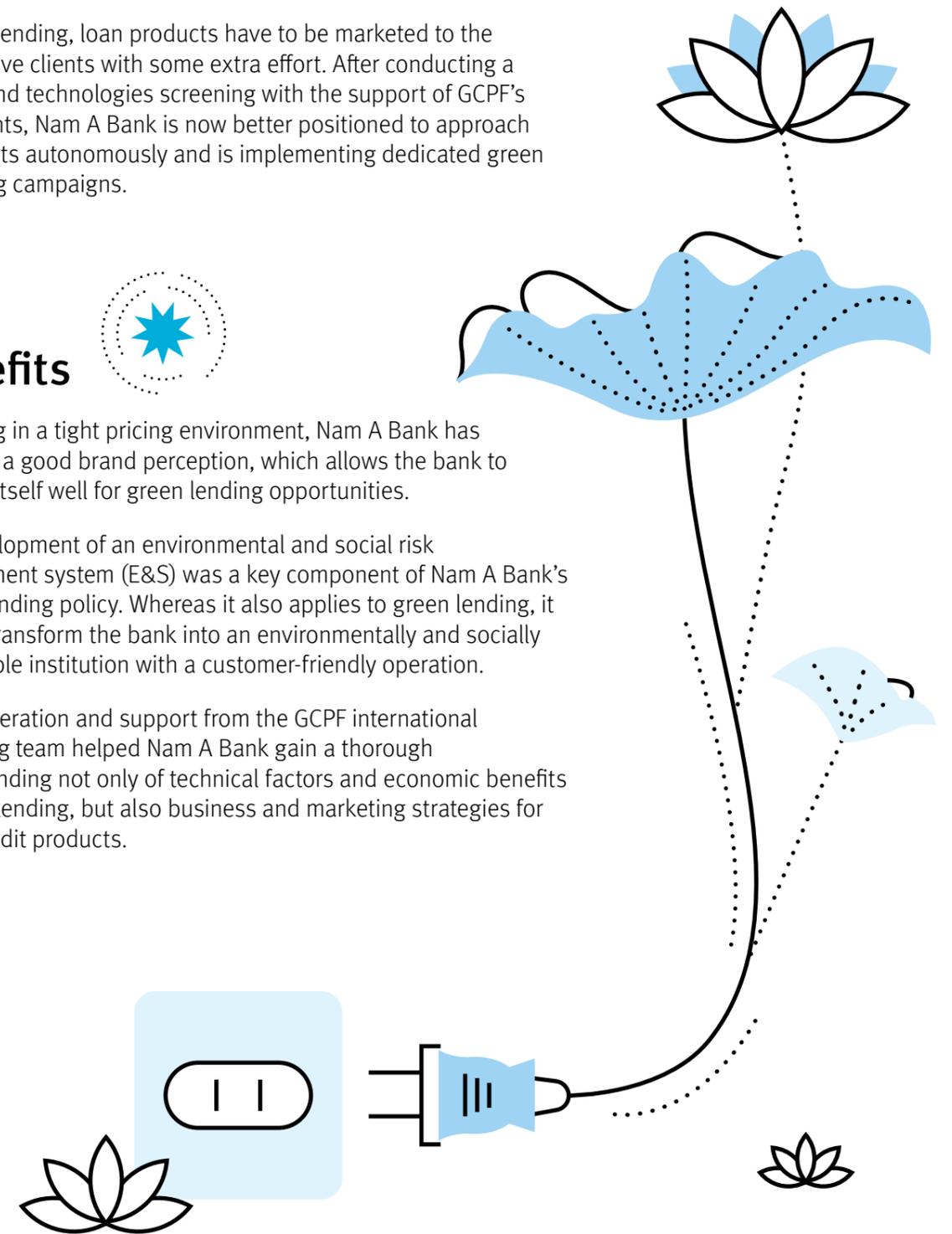


- The green strategy of Nam A Bank profited from being showcased during a session of the GCPF Academy, with the green lending division gaining visibility and credibility vis-a-vis the management of the bank.
- In green lending, loan products have to be marketed to the prospective clients with some extra effort. After conducting a market and technologies screening with the support of GCPF’s consultants, Nam A Bank is now better positioned to approach new clients autonomously and is implementing dedicated green marketing campaigns.

Benefits



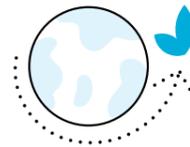
- Operating in a tight pricing environment, Nam A Bank has achieved a good brand perception, which allows the bank to position itself well for green lending opportunities.
- The development of an environmental and social risk management system (E&S) was a key component of Nam A Bank’s overall lending policy. Whereas it also applies to green lending, it aims to transform the bank into an environmentally and socially responsible institution with a customer-friendly operation.
- The cooperation and support from the GCPF international consulting team helped Nam A Bank gain a thorough understanding not only of technical factors and economic benefits of green lending, but also business and marketing strategies for green credit products.



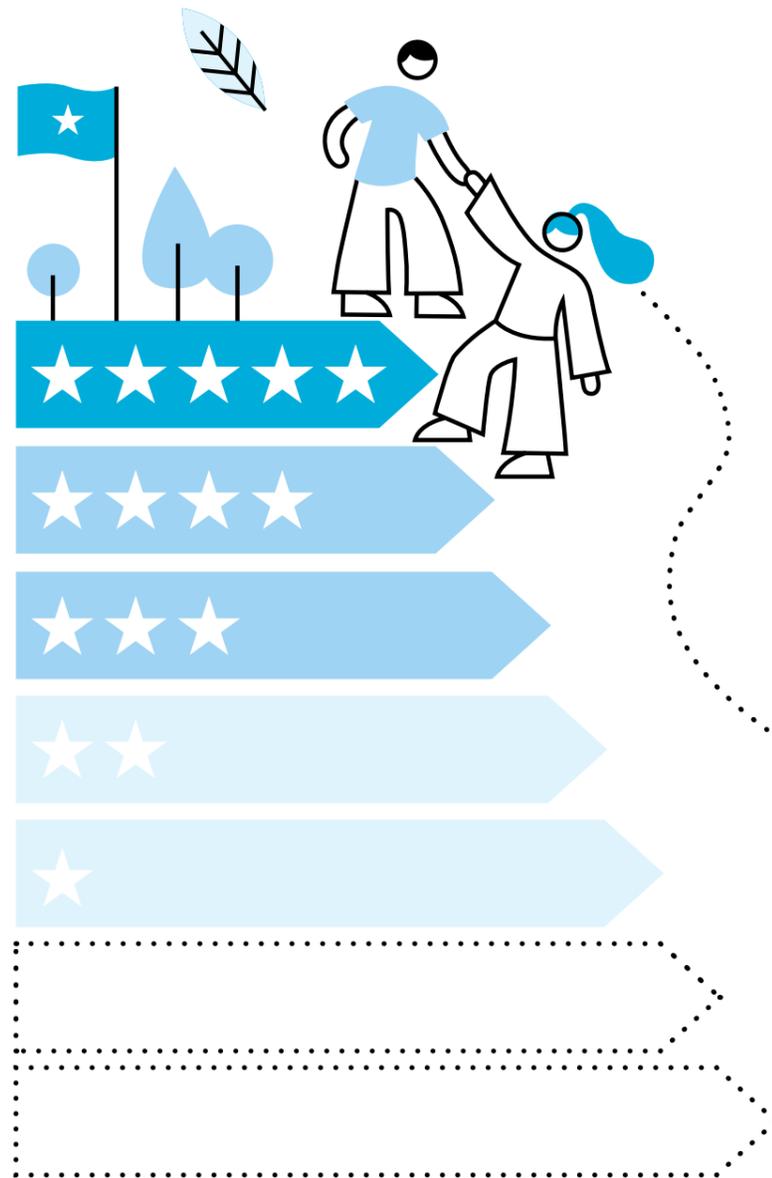
Today, green lending is one of the strategic guidelines of the Board of Directors with special attention and the objective to raise Nam A Bank to a new position in the domestic as well as in the international market.

—
Tran Ngoc Tam,
CEO, Nam A Bank

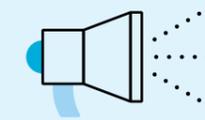
Vision for the future



With the desire to develop comprehensive green financial systems, the goal of Nam A Bank in the future will be to become one of the leading green banks in Vietnam. In order for Nam A Bank to grow stronger in the future, it relies both on the bank's efforts itself and on the domestic and international financial funds available to invest in the green development of banking in Vietnam. Collaboration and support from specialised lenders such as GCPF will be instrumental in this regard.



Awareness about green lending



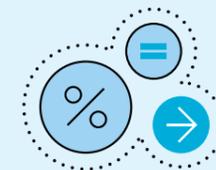
Green lending is a recent topic in Vietnam that is gaining awareness among government entities, financial institutions and clients. Customers might still be reluctant to trust and invest into newer or efficient technologies, but the challenging electricity market in Vietnam pushes the uptake of renewables and energy-efficient solutions.

Green lending portfolio and its impact



Starting with a focus on energy-efficient home appliances and solar PV, Nam A Bank is now diversifying its portfolio and pursuing opportunities in the electric vehicle market, energy-efficient technologies for garment factories, and large-scale renewable energy projects with a combined capacity of more than 35MWp in wind and solar energy.

Banking ecosystem



Large banks were already active in financing bigger projects in renewable energy, with Nam A Bank spearheading as a mid-sized bank also into the area of energy-efficiency related lending activities. Due to a green finance policy push by the government, the market environment is becoming more competitive, as an increasing number of commercial banks are interested to get active in green lending.



Tsevegjav
Gumenjav, CEO

Building on a decade of experience in mitigating climate impact in Mongolia

In a country where the effects of climate change are already widely noticeable and the majority of its population is living in the most polluted capital of the world - Ulaanbaatar - activities to mitigate these effects and improving quality of life are a priority. XacBank has continuously grown its green lending and environmental & social risk management efforts, paving the way and acting as a role model for other institutions in the country.

Type:
large commercial bank

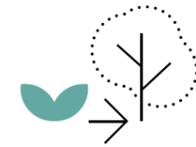
GCPF Partner:
since 2012

Starting point:
advanced GL experience

Current position:
leading institution of green lending in Mongolia

Range of green loan size:
USD 5 000 - 1 000 000

Starting Point



When people experience it with every breath they take, high awareness about pollution and impacts of climate change comes naturally. At XacBank, the youngest commercial bank in Mongolia, this awareness is reflected in the institution's mission statement: *"Being a lifelong partner for our customers in providing value added financial solutions embracing the highest standards of triple bottom line mission: People, Planet, and Prosperity."* Apart from other initiatives, XacBank management decided to create a department fully dedicated to take concrete action regarding fulfilling the "planet"- portion of the mission. The established Eco Banking department started with a small initiative at the time, tackling the most obvious problem for the local community first. It launched a clean stove project, aiming to reduce air pollution around Ulaanbaatar.

By partnering with GCPF, XacBank was looking for support in building the overall green lending strategy and step up the game of applying corresponding methodologies.

Initial concerns



- Financing energy efficiency projects were perceived to be more expensive.
- Despite a high general awareness of pollution, doubts about client demand for green investments lingered within the bank.

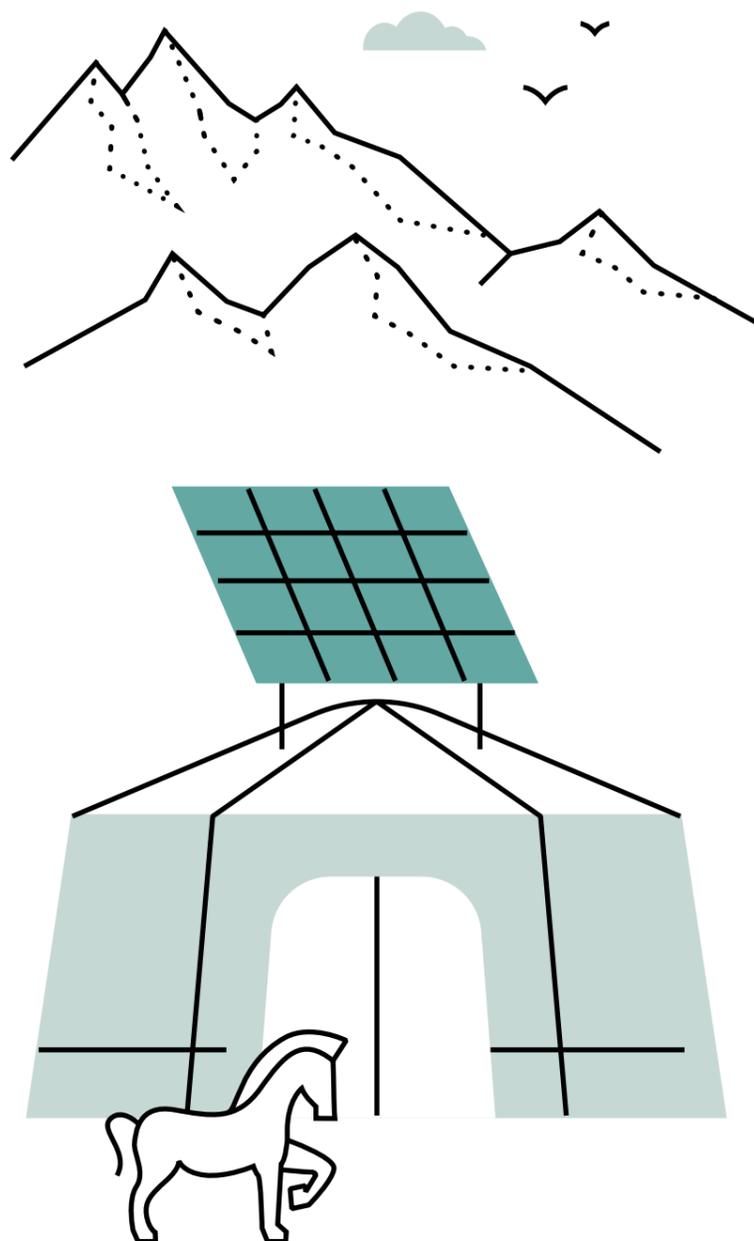
The timing with GCPF was really perfect. We were developing and sharpening our priorities within the Eco Banking department and with GCPF we got a strategic and capable partner to our side that was - and continues to be - keen on sharing its knowledge and methodologies to boost our capacities.

— Tuul Galzagd, Head of Eco Banking Department, XacBank

Challenges faced



- XacBank realized that sustainable banking requires an additional set of skills. On top of banking and financial knowledge, one also needs to bring technical skills, environmental understanding and cooperativeness with (often foreign) financial organisations to the table. Especially internal technical capacity was critical.



Actions taken

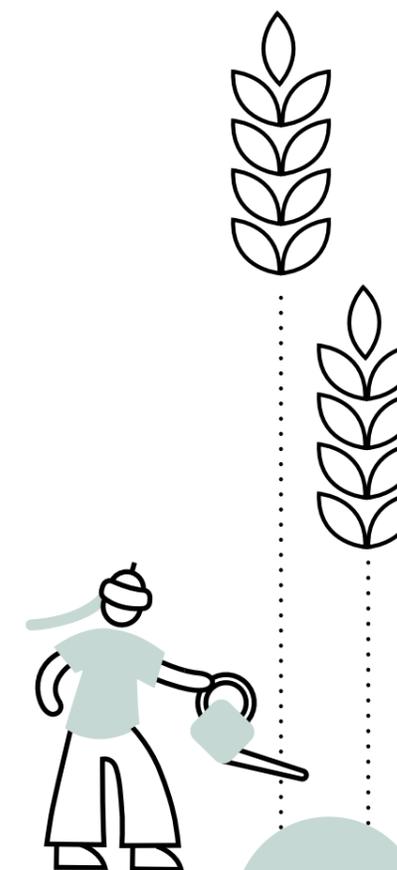


- Through a smart trainee program, XacBank found a unique way to attract passionate and skilled talents to drive motivation and development within the Eco Banking Department. With the “Princeton in Asia” program the bank employs one recent graduate at a time for an 18-month placement in its Eco Banking department, with a handover period from one trainee to another.
- Over nearly a decade of partnership with GCPF, the team underwent multiple trainings on green lending, participated actively in peer learning workshops and benefited from the fund’s internal expertise.
- XacBank is one of the only banks in the GCPF portfolio to have performance incentives for staff to reach green lending targets, with prizes for the top three loan officers and branch managers having the 10% by year-end target as part of their performance indicators.
- XacBank followed-up on an idea originating from a workshop and piloted the Environmental and Social Assessment Tool (ESAT). It was funded by GCPF and created to support front line staff in conducting quick E&S assessments while originating loans to SME clients. The bank’s team has been proactive in translating it to Mongolian and preparing training modules for all credit officers, which are now in progress.

Learnings



- Over the years, the partnership with GCPF allowed XacBank’s Eco Banking team to grow in size and build its internal capacity.
- With these practises in place, the XacBank set up high reporting standards, which enabled the bank to access sources of concessionary and private funding.



XacBank recognizes the crucial role it has to contribute to the fight against climate change by crowding capital into the sustainable energy market.

—
Tsevegjav Gumenjav, CEO, XacBank

Benefits



- When discussing the renewal of the GCPF partnership, capacity building and access to the fund's reporting tool (CO2rA) which enables XacBank to quantify its carbon impacts and report to various green lenders were highly regarded by the Eco Banking team, who underlined the need for continuous training of loan officers.
- As private lender, GCPF was a welcomed partner of XacBank in pursuing and getting Green Climate Fund (GCF) accreditation.
- XacBank as now GCF accredited bank offered to exchange with another GCPF partner financial institution based in Bangladesh on how to approach the accreditation process, sharing their knowledge to support green lending overall.
- The beneficial partnership between XacBank and GCPF has also motivated other banks in the country to enter into partnership with GCPF lately, facilitating the sustainable banking development in Mongolia.

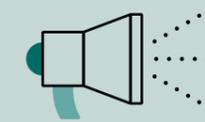
Vision for the future



Since its establishment in 2009, the Eco Banking department has been driving green portfolio growth and built a credible track record through collaboration with international partners. Apart from adding more projects into the pipeline, XacBank also wishes to expand its green financing activities beyond the boundaries of measuring energy efficiency effects. With a broader understanding of "green" investment in mind, XacBank aims to also provide funding for climate adaptation measures and has developed a methodology to assess water saving impacts of investments.



Awareness about green lending



There is a high awareness about pollution and impacts of climate change in the country. XacBank has put social and environmental responsibility at its strategic core and is leading the green lending development in Mongolia through collaboration with international partners and a drive to innovate.

Green lending portfolio and its impact



XacBank has ample experience in deploying green funding. Its green lending portfolio consists of working capital loans for hybrid cars, fuel switching programs for SME and retail loans for insulation. Lately, the bank started to serve also larger SME. In addition, the bank is looking to innovate its product offering and has been actively exploring new financing schemes, i.e. Energy Savings Insurance (ESI).

Banking ecosystem



XacBank became the first commercial bank and first private entity from a developing nation in the world with "National Implementing Entity"-accreditation by the Green Climate Fund (GCF) in October, 2016. In addition, XacBank is the first GCF accredited entity in Mongolia.



Nimal Tillekeratne, CEO

Spearheading the green lending development in Sri Lanka

Being the first mover put Pan Asia Bank at the forefront of the sustainable finance trend that has emerged in Sri Lanka. But how does an institution get into this position from knowing virtually nothing about green lending at the beginning? A journey driven by a good sense for customer needs, adaptability, and infusing green lending in the strategy of the bank and the identity of its employees.

Type:
mid-size commercial bank

GCPF Partner:
since 2013

Starting point: no prior GL experience or products

Current position: leading GL institution in the country

Range of green loan size:
USD 3 000 - 20 000

Starting Point



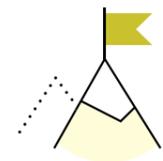
From a position of strength after 4 years of growth, the institution was looking for opportunities to diversify its portfolio. At the time, there was no local understanding about the concept of green lending and the impact it could have and knowledge within the bank was very limited. Meeting with a GCPF representative changed that perspective and the sharing of expertise laid the foundation for the successful partnership to build the competence to pursue green lending even beyond the partnership with GCPF itself.

Initial concerns



- In the first attempt to diversify the green lending portfolio, loans for solar panels were identified as a promising area. However, as there was subsidised funding available, Pan Asia Bank could not compete on financing solar PV.
- It was unclear what other clean technologies apart from solar PV would be relevant for clients.

Challenges faced



- PABC had to overcome the perception that foreign funding equals cheaper rates.
- The market landscape became more competitive, driving the need to be innovative and adaptable to changes in the market environment and finding promising niches.

Actions taken



- Pan Asia Bank was inspired by GCPF to create internal “green champions”: for every branch there is one member that is responsible to identify green lending opportunities. These champions receive training, collaborate in peer learning sessions and are supported on the corporate level.
- Leasing hybrid cars was among the bank’s first green lending activities. But when hybrid cars became very popular, Pan Asia Bank wanted to diversify its portfolio. They learned about drip irrigation during a visit to a GCPF partner bank in India and successfully applied the concept in Sri Lanka.

Learnings



- The bank has come to realize that green investments simply means good investments. By moving its sustainability engagement form CSR to integrating ESMS into the business strategy, it created a win-win-win for clients, society and the bank.
- Getting branch managers on board and identifying a good sponsor for advancing the agenda was a critical success factor.

Benefits



- Being the first mover, PABC’s green initiatives have great publicity and are very valuable in attracting new clients.
- Thanks to green lending, PABC is now recognised as corporate citizen.
- PABC wasn’t just leading other banks, but also leading environmental policies in the country.

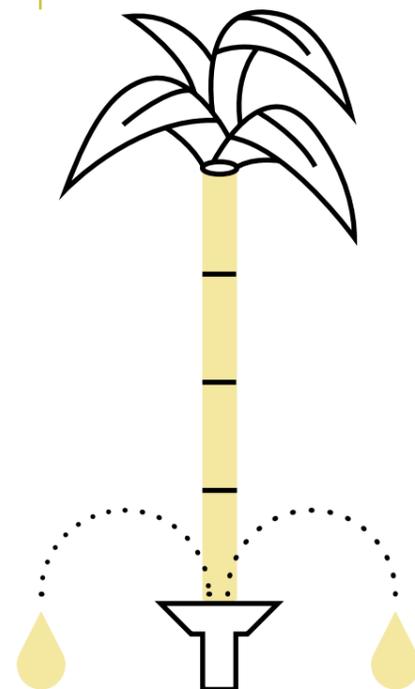
Vision for the future



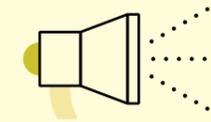
Pan Asia Bank wants to strategically grow its green lending business. Sustainable banking is the way forward for a country like Sri Lanka – and it’s a good business strategy.

Green lending helped us create a strategy to grow stronger in terms of servicing well our costumers, the environment, people and ultimately the country.

—
Nimal Tillekeratne,
CEO, Pan Asia Bank



Awareness about green lending



Apart from CSR, green lending was not pursued by any bank back in the days except for lending for large renewable energy projects. Meeting with a GCPF representative changed PABC’s understanding of the potential and impact of energy efficiency and laid the foundation in building this area within the bank.

Green lending portfolio and its impact



Leasing hybrid cars wasn’t just the ignition of the individual bank journey but also the development of the market. Taking the risk in introducing a new technology for the agriculture sector turned out to be worthwhile. The newer green flagship technology is drip irrigation and solar powered water pumps, which have improved the livelihood of farmers and sustains a key economy sector of the Sri Lankan economy.

Banking ecosystem



In a competitive banking sector, PABC launched the first green lending product which has been widely adapted. PABC was also an active leader in the “SriLankan Banking Initiative” that informed new policies for sustainable investments. Being ahead of the curve has become a competitive advantage for PABC.



Mashrur Arefin, CEO

Greening the textile sector in Bangladesh

In a sea of green banks and initiatives it is not easy to stand out. However, The City Bank Limited (“City Bank”) successfully accomplished a prime positioning in this competitive market where they are considered to be more than just a bank: they are financial consultants. What sets them apart? Bringing their expertise to the clients.

Type:
mid-size private
commercial bank

GCPF Partner:
since 2012

Starting point: no
prior GL experience
or products

Current position:
one of the leading
GL institutions in
the country

**Range of green loan
size:**
USD 1 000 000 -
2 000 000

Starting Point

City Bank began its journey in 1983 as one of the first generation private commercial banks in Bangladesh. The goal it set for itself was to be the the number one solution provider to the customer.

It was around the same time that the readymade garment industry started to take off in Bangladesh. The downside of this economic growth was the strain it put on power supply. Back in the days, power shortages were regularity and clients were interested in energy efficient solutions to save operating costs. The demand for longer term funds by readymade garment producers continued to rise.

This was the best time to promote green lending and, driven by the Central Bank, a push for funding energy efficiency emerged. As a result, in order to be a green bank, the need to differentiate and find an impactful niche increased. City Bank identified a promising way in financing energy efficient machinery for automated manufacturing. In addition, to make sure the financed equipment would uphold sustainable criteria; audits on energy efficiency were planned.

Moreover, the partnership with GCPF did not only promise access to respective funds but also came with the opportunity to build internal knowledge on the topic of green lending.

Our focus is on finding solutions for our customers and GCPF proves truly beneficial because it has features that offer great solutions for them. Our relationship goes beyond just borrower & lender. GCPF also provides understanding and assistance for green lending, which is great.

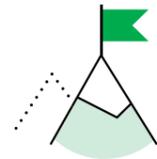
— **Mashrur Arefin, CEO, The City Bank Limited**

Initial concerns



- The intention to provide sustainable finance was an important topic to the management but initial doubts on its execution were lingering. Green lending was considered to be very cumbersome and difficult for staff and customers to understand.
- Within the bank, there was slight resistance about disturbing the clients by letting technical experts assess the performance of clients' machinery.

Challenges faced



- In a market where every bank proclaims to be green, the need for diversification and finding an impactful niche was enormous.
- Once the machinery was commissioned, there was no clear incentive for the client to strive for certain energy efficiency goals.
- Clients were sceptical to receive external technical experts to assess energy savings after having received financing.

Actions taken



- City Bank is not the only bank offering machinery financing, but understanding energy efficiency of the manufacturing machines and assessing their environmental impact is a unique approach to create value for an important client segment.
- The offered trainings for risk management staff was a critical success factor in deepening internal expertise in sustainable financing.

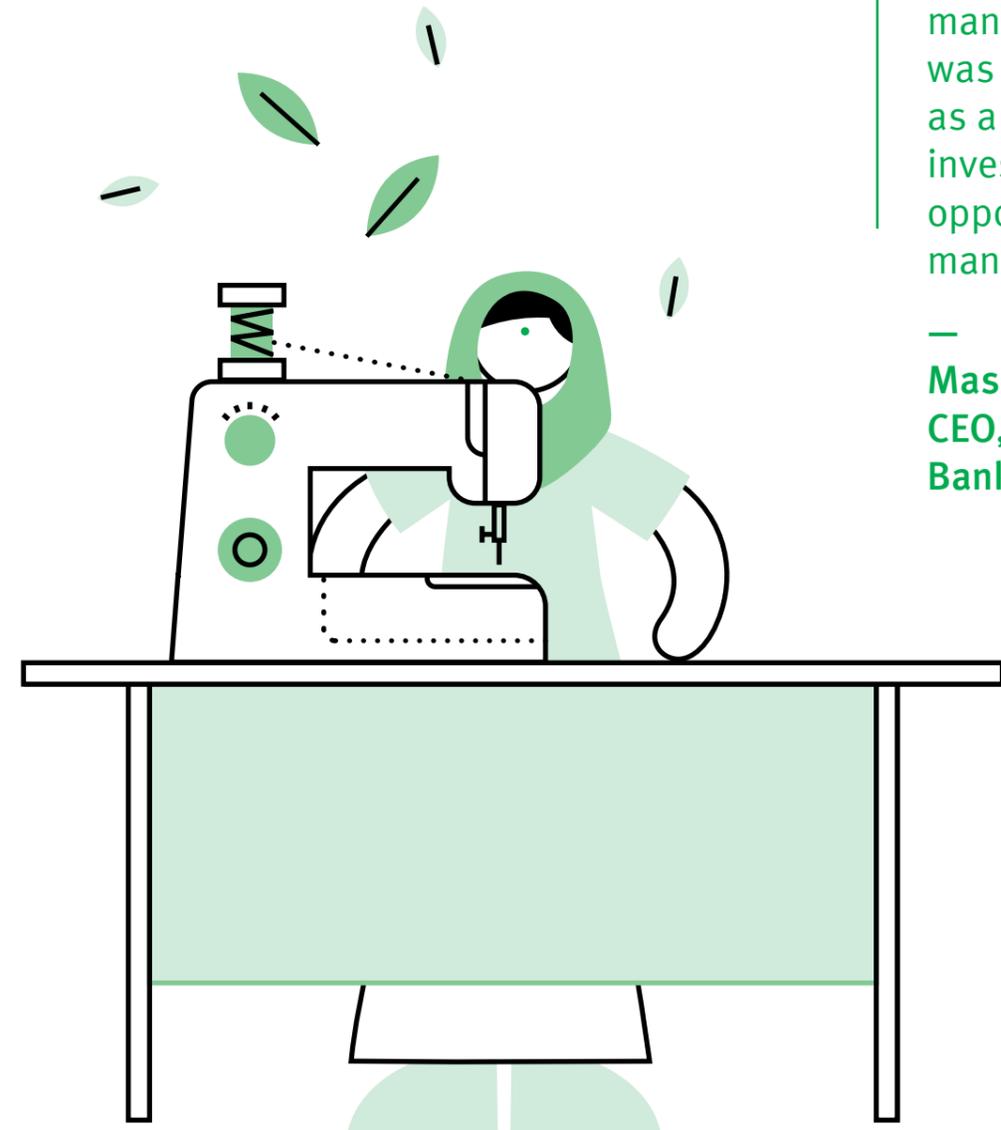
Learnings

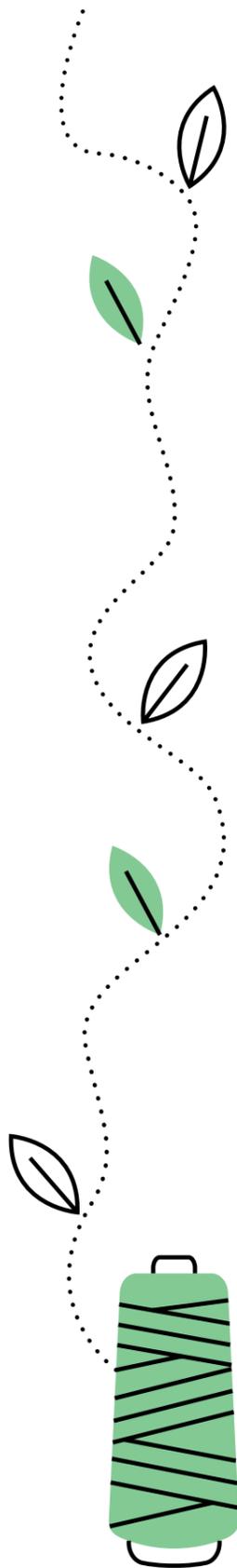


- It was crucial to help clients understand benefits from investments in energy efficient technologies. Gaining recognition as a sustainable and productive factory by an independent certification program not only acknowledged their efforts but also gave them an opportunity to stand out.
- City Bank realized that although green lending might not be easy, it was equally or even more rewarding.

Even though clients did not walk into the bank asking for “green”, financing energy efficient machinery for automated manufacturing was identified as a promising investment opportunity for many clients.

— **Mashrur Arefin, CEO, The City Bank Limited**





Benefits



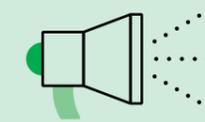
- City Bank is proud to have clients who understand and value sustainability efforts and go the extra mile to go green and create an impact in the industry. City Bank and GCPF also jointly recognized the outstanding contribution of clients toward the mitigation of climate change thru media.
- City Bank has since become one of the leading banks in Bangladesh in green lending. Among 27 other partner institutions, City Bank uses almost 50% of the green fund provided by the Central Bank. Clients are referred to City Bank for guidance on the topic as well.
- Green loans have contributed to the quality of the bank's loan portfolio while helping City Bank establish a reputation as the leading 'green financier' in the market.
- Leveraging the bank's experience, City Bank actively advises customers regarding available and appropriate technologies.

Vision for the future



Historically, power and energy consumption has been a major topic. Today, City Bank sees two interesting drivers of the market. Big power production companies are pushing for greener technologies and intend to become carbon neutral themselves, resulting in a surge of financial requirements thus creating new funding opportunities for local banks. Another identified opportunity is providing wholesale solutions for energy efficiency of industrial setups in newly designed economical zones.

Awareness about green lending



Green is an over-utilized concept in Bangladesh, led by the widespread uptake of small solar home systems. However, knowledge on energy efficiency was limited and awareness among clients had to be built.

Green lending portfolio and its impact



By venturing into the textile sector and assessing energy efficiency, City Bank has created a shift in the market and mindset about areas and possible impact of green lending. In an attempt to diversify, City Bank sees additional green lending opportunities in sectors like pharmaceuticals, food and beverage, or agriculture.

Banking ecosystem



In a highly competitive –including green lending –banking market, City Bank has achieved top-ranking position through their ability to evaluate and process green investments. City Bank's advice and consultancy is sought after not only by the central bank of Bangladesh but also by other competing commercial banks.

We are proud of the achievements of our partner financial institutions of which this booklet only presents a selection.

There is no single recipe for building, diversifying, or scaling green lending.

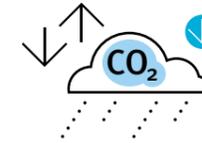
Irrespective of the level of experience of green lending or your bank's client segment, GCPF is there to guide every partner institution in creating a green portfolio that addresses its client and market needs by:

Global



- Enabling your institution to build a track record in green lending in line with international standards
- Sharing international best practises and tools

Climate



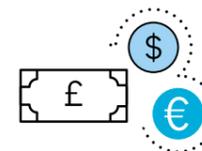
- Offering tailored capacity building for your institution
- Enabling your institution to be recognised as the “go to bank” for green investments

Partnership



- Having in-house experts such as engineers, carbon specialists and environmental and social risk management specialists providing ongoing advice along the investment cycle
- Engaging specialised consultants where required

Fund



- Providing dedicated long-term funding
- Support exploring new market opportunities taking into consideration the local banking environment

Reach out if you are interested to embark on a green lending journey with GCPF!

