

COMPETITIVE BUSINESS ADVANTAGE

Equipping financial institutions to assess risks and opportunities and to capture new markets in major investment sectors, such as energy, renewable energy, carbon and emissions finance, clean-technology and in supply chains.

SUSTAINABLE FINANCE WORKSHOP FOR FINANCIAL INSTITUTIONS

RISKS

- Tougher environmental regulation may trigger credit risks
- Environmental compliance is becoming a cornerstone of competition between leading companies and Asian brands

OPPORTUNITIES

- Innovative power generation strategies, clean tech, sustainable transport and organic farming investments are growing
- New financial tools can increasingly be used to offset environmental risks and create new tradable products

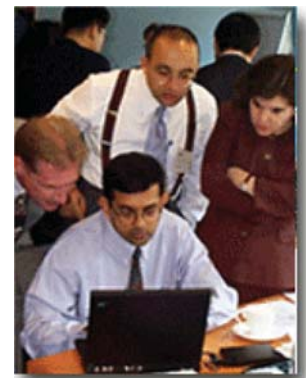
Sustainable finance is increasingly recognized by leading financial institutions as a key strategic aspect of financial management. The business case for managing environmental, social and governance (ESG) issues is now well established. On the one hand, there are risks to be managed. On the other hand there are investment opportunities to consider.

A systematic approach to sustainability issues benefits financial institutions in several ways, by reducing risks, revealing investment opportunities and building reputation.

The workshops will examine techniques for financial institutions to transform the increasing risk posed by environmental and social issues into commercial opportunity. The modular and interactive structure of the course will ensure high value for newcomers and for financial professionals with experience in ESG issues.

Workshop Objectives

Jointly presented by the International Finance Corporation's Sustainable Financial Markets Facility (IFC) and the Association for Sustainable & Responsible Investment in Asia (ASRIA), the workshop will provide an introduction to sustainable finance, how it applies to lending and investments, and how to develop a systematic approach to identifying and evaluating the issues of sustainability.



This **two day** workshop is designed to help institutions gain competitive advantage through the delivery of value-adding environmental services to industry clients. The workshop assists financial managers to complete three tasks:

- Assess the strategic rationale for environmental and social management
- Perform cost-effective environmental and social risk management (ESRM) of investments
- Implement value-adding environmental and social management techniques institution-wide

WORKSHOP CONTENTS

Participants will be guided through five steps towards developing their Sustainability Management System (SMS). Each step is initiated by a presentation providing a thorough understanding of the issues, followed by a group exercise to develop that portion of the SMS.

Step 1: Business Priorities

Step 2: Sustainability Policy

Step 3: Procedures

Step 4: Resources & Commitment

Step 5: Monitoring & Feedback

ABOUT THE TRAINERS

The trainers delivering the workshop have international experience in both financial and sustainability issues with particular expertise in the materiality of sustainability issues in the Asian region. The Competitive Business Advantage training workshop has to date been delivered to the senior management of over two hundred financial institutions across more than 45 markets.

TARGET AUDIENCE

The workshop is tailored to management staff in financial institutions who are in charge of credit risk management, environmental management and sustainability issues. Many leading global banks have now established lending policies on complex issues such as pulp, paper, timber and extractive projects. The seminar will put these efforts in context and highlight the credit rationale and system strategies needed to implement these types of policies.

The Competitive Business Advantage workshop is an interactive event, drawing on the experience and insight of participating managers as well as the trainers. The workshop is based on participant centered learning and teaching methods include case studies, videos, software tools and group exercises.

All participants shall receive a full copy of the training materials and additional documentation after the workshop.

CBA is a workshop presented by IFC's Sustainable Financial Markets Facility, which is currently supported by funding from the governments of Italy, Netherlands, Norway, Switzerland and Luxembourg.

REGISTRATION FORM AND DETAILS

22nd - 23rd June, 2006

Cliftons Central Training Facility, Level 33, 9 Queen's Road, Central, HONG KONG

Please visit the event website, at www.asria.org/events/hongkong/06june

Or contact:

Ms Sweeta Motwani

Tel: (852) 28919298 **Fax:** (852) 2575 6801 **Email:** sweeta@asria.org