



BROCHURE

**Course Title: Understanding and Exploring the
Business Opportunities in Sustainability
Implementation for the Financial Sector**

CORPORATE SUSTAINABILITY AND RESPONSIBILITY (CSR)

CENTRE FOR SUSTAINABLE BUSINESS

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1. DOCUMENT OVERVIEW

1.1 Purpose

Overview

Many banks and other organisations in the financial sector still see sustainability as something they do in response to regulatory pressure or to mitigate harm. We want to change the focus to how it can be a tool for the financial sector to make a positive impact. Sustainability is a business opportunity rather than something you do on the side. The main challenge for lenders is a lack of knowledge about how to change their organisations and how to select the right businesses to invest in.

The first step is to move from trying to avoid risks to proactively looking for ways to tap into the business opportunities offered by sustainable banking. In doing this, you need to understand what sustainability means to your organisation, to measure where you are currently, work out where you want to go and how you are going to implement a strategy to get you there and this is what this training will help you achieve.

And you must always remember that banking is still an exercise in lending consumers' savings to the real economy so you cannot gamble with that money. As a result, Leonie Schreve, head of sustainable lending at ING says: "We don't invest in sectors that do not have proven technology. On the other hand, we don't want to have a 15-year exposure to an unsustainable industry that may not be around in 10 years' time because of regulation, environmental challenges or social pressures."

1.2 Audience

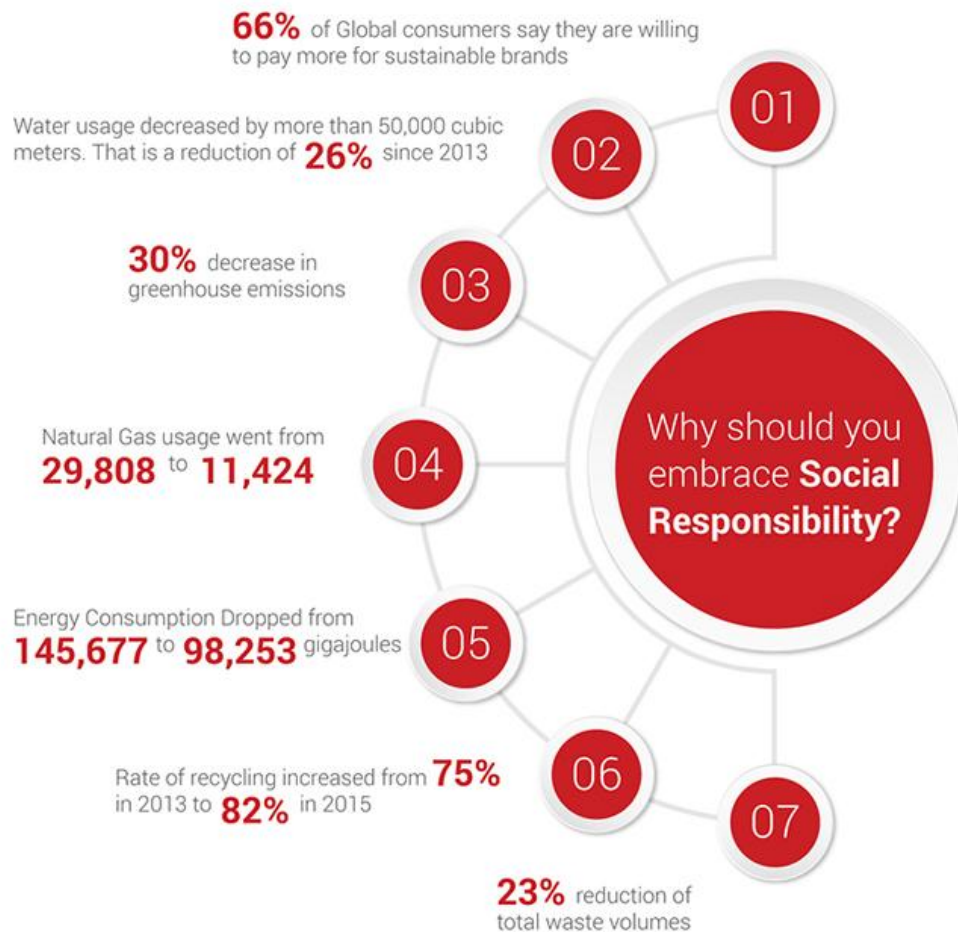
This COURSE IS DESIGNED FOR:

- *All Staff across all departments and in different levels of responsibilities*

1.3 Learning Objectives

By attending this practical one day course you will be able to:

- Learn about the Principles of Sustainable Banking for Sustainable Development
- Identify Business Opportunities in Sustainable Banking
- Be able to explore Emerging Sustainable Banking Opportunities



SOURCE: MODUSLINK CSR REPORT 2015

2.0 Course Contents

INTRODUCTION

- The Changing Landscape of Banking
- The Link between Sustainability and Banking
- Identifying the Sustainability elements in Business/Credit Proposals

Business Case for Sustainable Banking in Nigeria

SUSTAINABLE FINANCING FOR SUSTAINABLE DEVELOPMENT

- Understanding Impact Investments

- Infrastructure Financing
- PPP Financing
- Innovation Financing
- SMEs/Entrepreneurial Financing
- Pro-Poor Investments

RESOURCE EFFICIENCY, COST SAVING AND RETURN MAXIMIZATION

- Adopting innovation for operational efficiency
- Energy Efficiency
- Paper Efficiency
- Use, Reuse and Recycling
- Process Automation
- Others

MANAGING RISKS & CORPORATE REPUTATION

- Identifying and Managing Social and Environmental Risks (ESMS) in Banking Operations
- Effective E&S Risk Management in Credit Administration
- Supply Chain Management
- Stakeholder Engagement & Social Investment
- Reducing credit risk and enhancing returns

EXPLORING OPPORTUNITIES IN SUSTAINABLE BANKING

- Innovation financing
- Exploring the Carbon Finance Market
- Green Bonds
- Renewable Energy
- Attracting New Business by Strengthening Capacity in Renewable Energy Projects
- Waste Management/Recycling
- Leveraging market-based incentives and favourable regulatory frameworks
- Overcoming Barriers to Sustainable investments

LEVERAGING OPPORTUNITIES IN UNDERSERVED MARKETS/GROUPS

- Beyond corporate responsibility, capturing a huge, untapped market
- Financial Inclusion products and Services
- Women Empowerment Products
- Others

EXPLORING EMERGING SUSTAINABLE BANKING OPPORTUNITIES: CASE STUDIES

- Examples Of Profitable Bank-Financed Projects with Positive Environmental and Social Components/Impacts
- Sustainable business, what global peers are doing
- Specific Examples and models
- Identifying and pursuing your niche market in Sustainability

CONCLUSION

- Sustainable Banking: A SWOT
- Exercises on how to sell a Sustainable investment idea to a difficult boss

3.0. TRAINING EVALUATION

In evaluating the effectiveness of training delivery, information will be sourced from the following areas:

- *The outcomes of competency tests completed by trainees at the end of each module*
- *Feedback from trainees on confidence level at the end of each module*
- *Feedback from trainers on training problems or individuals with who have experienced learning difficulties*

To support the evaluation process, trainees will be provided with survey link to complete an evaluation survey. This will be used to measure the reaction of trainees post-training

4.0. Our Expertise

4.1 About International Network for Corporate Social Responsibility (INCSR)

International Network for Corporate Social Responsibility (INCSR) is an international team of Sustainability / Corporate Sustainability and Responsibility (CSR) Consultants working to promote best practices in Sub Saharan Africa.

Registered as a Non-Governmental Organization in Nigeria (No 99264), we have a network of Sustainability/CSR experts who are industry leaders in all areas including research, training, and auditing. We provide businesses and governmental agencies with globally certified social responsibility training and advisory services aimed at positioning your organization for increased bottom-line and better oversight.

4.2 Lead Facilitator's Profile

Mr. Eustace Onuegbu

Eustace Onuegbu is a certified Management Consultant by the International Council of Management Consulting Institutes (ICMCI) Switzerland and a Fellow of the Institute of Management Consultants (IMC), Nigeria. He is presently serving as the President of International Network for Corporate Social Responsibility (INCSR).

Eustace is the initiator and host of the International Conferences on Business and Human Rights and has worked with leading organisations such as the Central Bank of Nigeria; Centre for International Governance and Innovation (CIGI) Canada; University of Lagos Nigeria; The Federal House of Representatives, Abuja; Oil and Gas Free Zones Authority among others on Sustainable Development, Corporate Sustainability and Responsibility, and Corporate Governance. He has made several representations to international organisations including the United Nations, African Union, ECOWAS, and The Senate of Federal Republic of Nigeria on a wide range of environmental and social impact issues.

Eustace is a leading CSR expert and an avid advocate of instituting global best practices in the conduct of Corporate Sustainability and Responsibility (CSR) in Africa. He holds a degree in Marketing from Abia State University in Nigeria, another in International Business and Management from Amsterdam School of Business, The Netherlands and a post graduate degree in International Human Rights Law from Birmingham City University in the United Kingdom. He is also a certified Lead Auditor.

For booking and further enquiries, please email: admin@incsr.org