



## BANKER TRAINING

### Description

The banker training follows a generic capacity-building strategy to increase the knowledge and skills of professionals within private financial institutions with the goal of helping them understand and assess the opportunities and risks and overcome the barriers associated with financing sustainable energy.

### Pilot Project 1: Engaging the banks in financing sustainable energy in Mexico

### Objective

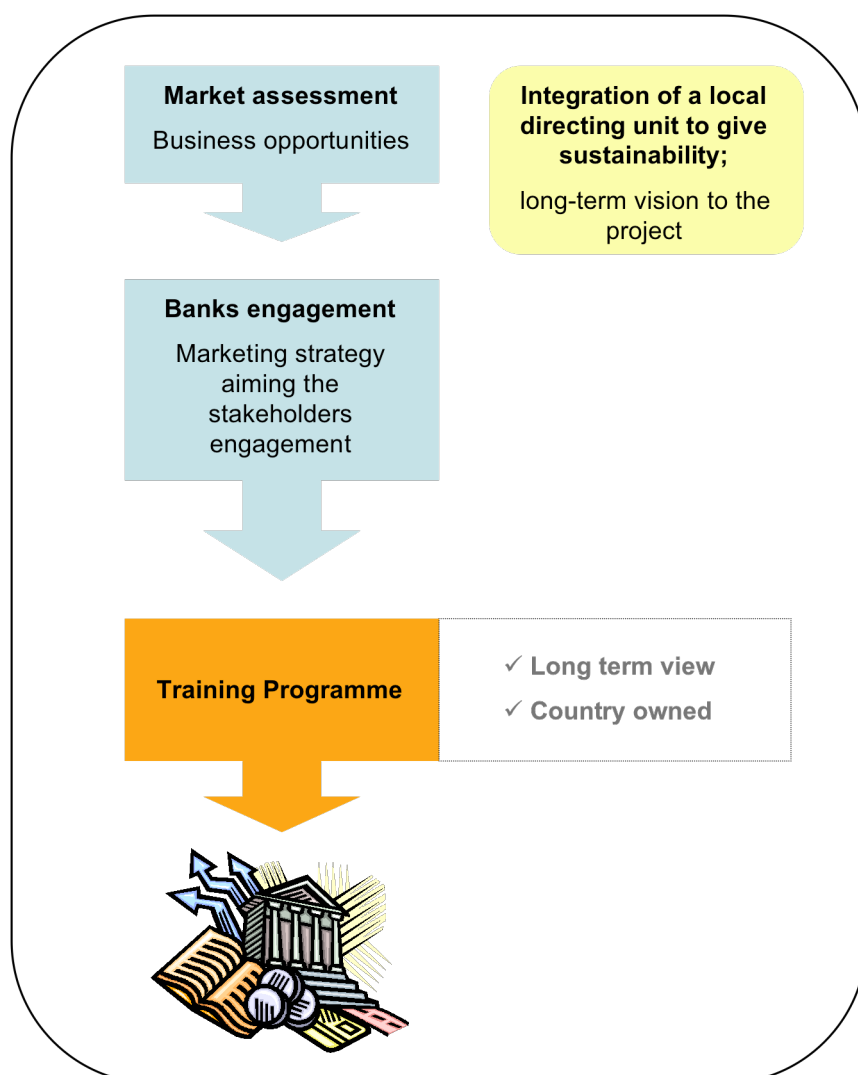
To scale up the engagement of local financial institutions in the financing of sustainable energy by providing loan officers with the tools and skills they need to develop the expertise necessary to evaluate and ultimately build clean energy loan portfolios.

### Operation

This project is divided into three phases:

- Conducting a targeted market assessment to demonstrate the business opportunities for small-scale renewable energy and energy efficiency projects in Mexico.
- Marketing strategy to engage key stakeholders from the banks in financing sustainable energy. Demonstrating them where are the business opportunities.
- Developing and implementing a capacity building programme for bank personnel to build expertise in assessing loan applications from potential investors seeking capital for renewable energy and energy efficiency projects.

This strategy includes the creation of a multi-sector, local think-tank to create synergies that could strengthen the project and provide a platform for further long-term initiatives that stimulate development of the sustainable energy market.



The training programme aims to train financiers as well as insurers on managing sustainable energy financing and risk mitigation, providing in-depth and personalised training through a series of seminars and targeting a specific sector of the market and the most profitable technologies.

