

PROGRAMME DESCRIPTION

Understanding and mastering the opportunities and risks arising from the Environmental, Social and Governance (ESG) criteria, such as climate change, is of key importance for financial market professionals in the 2020s. Institutional investors, private wealth bankers, and portfolio investors are frequently asked by clients to "green" their portfolio. At the same time, (financial) market regulators are acutely aware of sustainability risks. These are risks arising along a business's supply chain, which may not be compliant with ESG criteria for various reasons, and which are formidably difficult to measure and assess. This programme aims to equip participants with the tools to clearly identify ESG related risks and opportunities and to provide impetus for the innovation of new sustainable financial products.

PROGRAMME STRUCTURE

DAY ONE

MORNING SESSION: A typology of ESG Data

ESG Data is an important information source for integrating environmental, social and governance (ESG) criteria in business processes and financial analysis. Even though ESG data have already been used for many decades, their use has become more and more pronounced in the investment communities in the recent years. Two trends can be observed: firstly, there is an increasing demand for sustainable investing calls for sustainable investment strategies, which are designed primarily based on ESG data and secondly, the role of ESG data in the sustainability area is reinforced by regulatory guidelines that call for asset managers to fulfil fiduciary duty and regulation that require more ESG-related disclosure. In this morning session, we will first answer the question how ESG data is defined and which sources and information are needed, followed by a classification of ESG data and an overview, how ESG key performance indicators (KPIs) may look like.

AFTERNOON SESSION: Data Providers and their Respective ESG KPI Approaches

Sometimes it is difficult for investors and banks to process all ESG-related information and then, act on it. The complexity must be reduced in order to, for instance, empower a company's management to steer the company alongside certain ESG factors or to enable an asset manager to identify the important risks and opportunities for an investable company. This session will therefore shed light on the landscape of ESG data providers, and present their approach for modelling, defining and quantifying ESG KPIs. Participants will then change their perspective and define their own ESG KPIs for given case-studies.

DAY TWO

MORNING SESSION: ESG Ratings

This session will explore ESG ratings and labels. ESG ratings and labels can be seen as the products created based on ESG data. In the past years, a variety of ESG rating products have emerged with the aim to offer investors insights into ESG risks and opportunities embedded in their portfolios, allowing investors to understand the investee companies' exposure to and management of ESG issues in various dimensions. We start with a description of origin and evolution of ESG ratings and introduce you to the most relevant providers and products in the market. A systematic approach to categorising (including coverage, scope and methodology) the various ESG rating products helps you to understand and to choose the right approach for your business.

AFTERNOON SESSION: Use Cases for ESG Ratings

This session is divided into two parts: First, we will work on concrete case studies where participants will have the chance to choose the "right" ESG rating product to given case studies, thus simulating the daily work of financial institutions and investors, while taking into consideration the institutions' organisational and management processes. Secondly, we will discuss existing limitations and challenges rising from the emerging and rapidly changing developments in the sustainability world.

TRAINING METHODOLOGY

The programme will be a blend of lectures, case discussions and in-class development of practical illustrations to allow for a hands-on experience with the concepts studied and deep learning.

PARTICIPANT PROFILE

- Bankers in corporate, private, investment and retail banking
- Senior bank strategists and strategic advisors
- · Banking supervisors and regulators
- Bank consultants

ABOUT THE TRAINER



Dina Lorenz

Dina's educational background is in law and economics. She has extensive experience in mergers & acquisitions, both from a legal as well as a financial perspective, with a special focus on financial institutions, including financial modelling. In 2013, she moved to Peru where she started focusing her personal passion and work ambitions on sustainable finance in general and related financial instruments. In Lima, she was working for one of the largest European impact investing fund managers in the area of microfinance where she headed the operations department of the Latin American fund.

Coming back to Europe in 2016, she joined the law firm Freshfields Bruckhaus Deringer, where she has been focusing on innovative sustainable financial instruments and related strategies, including bankable and capital markets products for the development of a sustainable environment and investment strategies, such as impact investing. Since November 2018, she is primarily working as Director for the Sustainable Finance arm of the European Sustainable Investment Practice for Dentons LLP Europe, the largest law firm in the world.

Outside Dentons, Dina is a member of the board and Head of Finance of Oikocredit SA North Germany, a Cooperative of Oikocredit International, a Netherland's based worldwide cooperative and social investor, providing funding to the microfinance sector, fair trade organisations, cooperatives and small to medium enterprises in Africa, South-East Asia, India and Latin America. In addition, she is a consultant to the Green Sustainable Finance Cluster Germany as well as founding member on the establishment of the Federal Initiative Impact Investing in Germany.



ABOUT ASIAN BANKING SCHOOL

The ASIAN BANKING SCHOOL (ABS) is dedicated to developing talent and is the largest specialised provider of quality banking training programmes in the ASEAN region.

As the industry's preferred partner in learning and development, ABS offers customised and open enrolment training programmes that cover a comprehensive list of banking areas developed by its Specialist Training Consultancy Team or in collaboration with strategic learning partners that includes some of the top business schools in the world. This includes its Executive Education programmes with Cass Business School in London, the University of Cambridge Judge Business School, Frankfurt School of Finance and Management and INSEAD.

ABS also works closely with the Asian Institute of Chartered Bankers in raising competency standards for the industry through the delivery of training workshops related to professional qualifications developed and awarded by the professional body; and is the exclusive training partner for the Chartered Banker Institute in the UK. It plays a significant role in enriching the talent pipeline for the financial services sector through the industry recognised Financial Sector Talent Enrichment Programme (FSTEP) and Graduate Training programmes; and is also responsible for designing, developing and delivering the industry-wide Ethics and AML/CFT programmes.

ABOUT FRANKFURT SCHOOL

Frankfurt School of Finance & Management gGmbH (Frankfurt School) is a leading private business school based in Frankfurt am Main. It is triple-crown accredited by EQUIS, AACSB and AMBA, as one of only 50 business schools globally. It is also ranked in the top 30 in the Financial Times. In Germany, it is ranked number one in various categories such as job placement.

Unusually for a business school, Frankfurt School has a department dedicated to providing advisory services and training for finance called International Advisory Services (IAS). IAS provides expertise in Financial Inclusion, SME Banking, Agricultural Finance, Sustainable Finance, and hosts the UNEP Collaborating Centre for Climate & Sustainable Energy Finance. This is a strategic cooperation between the Frankfurt School and the United Nations Environment Programme (UNEP) and the Green and Sustainable Finance Cluster Germany.

The Green and Sustainable Finance Cluster Germany is a network sponsored by the major German banks and financial institutions including Deutsche Börse (German Stock Exchange), Deutsche Bank, BNP Paribas, Helaba, KfW, Commerzbank, Metzler Bank and Moody's. It is supported by the state government, and various other think tanks. Its mission is to promote sustainable financial products and ensure that the transformation to a sustainable financial sector is achieved. It offers advice to the German federal state and the EU Commission in its drafting of legislation with respect to the regulatory framework of Sustainable Finance.



CONTACT US

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