ASIAN BANKING SCHOOL

Public Programmes | Sustainable Finance

HOW SUSTAINABILITY IMPROVES BANKABILITY

A PRACTICAL GUIDE FOR BUSINESSES

Learning Level: Intermediate

PROGRAMME DESCRIPTION

Getting a loan today isn't just about showing profits and cash flow. Banks also want to know how ready your business is to manage sustainability — like how you handle environmental risks, your future transition plans, and how responsibly you run your operations.

This one-day course is designed for SMEs and commercial borrowers who want to improve their chances of securing green or transition finance. You'll learn what banks really look for, how to explain your sustainability efforts clearly, and how to prepare documents that support your funding application.

You'll also get a simple, practical introduction to Bank Negara Malaysia's Climate Change and Principle-based Taxonomy (CCPT) — a tool banks use to assess whether business activities align with climate goals. This course keeps it non-technical and focused on what businesses need to get ready.

Through real examples, easy-to-use templates, and role-play exercises, you'll walk away knowing how to improve your "bankability" — and speak the language that helps you move closer to funding approval.

LEARNING OBJECTIVES

By the end of the programme, participants will be able to:

- Understand what banks look for when assessing green or sustainability-related business loans
- Identify how environmental efforts and responsible business practices can improve your funding eligibility
- Learn how to explain your sustainability efforts clearly, using simple language and examples
- Gain a basic understanding of Bank Negara Malaysia's CCPT and how it connects to your business activities

TRAINING METHODOLOGY

Presentation, group discussion, role play, case study activity-based learning approach

PROGRAMME OUTLINE

Module 1: What Funders Look for Today

- Why banks now ask about sustainability
- Common myths vs. real expectations
- What matters most to credit officers
- What businesses often misunderstand about "being green"

Module 2: What Sustainability Means for Your Business

Activity-Based

- What is sustainability in simple business terms?
- Warm-up activity: ESG topic mapping by sector
- What a banker might ask you — and why it matters
- Governance, transparency, and simple actions that build lender trust

Module 3: Understanding the Basics of CCPT

- What is CCPT, and why do banks use it?
- What counts as "green" or "transition" activities
- Examples from key industries (manufacturing, services, logistics)
- How to describe your business activity in a way banks understand

Module 4: Telling Your Sustainability Story to the Bank

- How to avoid greenwashing or vague claims
- What makes a good sustainability or transition plan
- Explaining your business journey using a "Problem–Action–Impact" format

Module 5: Practice Session – Banker–Business Simulation

- Simulation: green or transition-aligned case
- Banker–Borrower Dialogue Role play
- Wrap-up: Recap key points and your next steps

PARTICIPANT PROFILE

1. SME & corporate owners, CFOs, sustainability or operations managers
2. Relationship Managers (RMs), Credit Analysts, and Sustainable Finance team
3. Business owners, CFOs, sustainability leads, commercial borrowers, and bankers involved in sustainability-linked lending or credit decisions

ABOUT THE TRAINERS

SHARON LIEW SIEW WEI

Senior Training Consultant, Asian Banking School

Sharon Liew is an experienced Sustainable Finance Trainer with over 17 years of expertise spanning central banking, auditing, consulting, education, and training.

She began her career at BDO, leading audits across various industries and government-linked entities. She later joined Bank Negara Malaysia (BNM), where she supervised financial institutions and led thematic reviews on risk management control functions. In 2012, she represented BNM at the Monetary Authority of Singapore's Banking Supervisory Training. Driven by a passion for teaching, Sharon transitioned to academia, where she taught banking and finance at Tunku Abdul Rahman University College (TARUC). She also taught foreign languages to corporate learners from diverse backgrounds, further enhancing her ability to connect with individuals from various cultures.

At ABS, Sharon designs, develops, and delivers sustainable finance programmes, including the Sustainable Finance Structured Learning Pathway, which covers foundational to advanced levels and is aligned with the Green Finance Advisor (GFA) certification. Her recent projects include collaborations with Universiti Teknologi Malaysia (UTM) on renewable energy policy focus groups and green finance training tailored to ASEAN-specific challenges.

Sharon has built strong academic partnerships with leading learning institutions in China, including Tsinghua University and the International Institute of Green Finance at Central University of Finance and Economics (IIGF-CUFE), focusing on, fintech, sustainable finance and AI integration in financial education. Her regional expertise is further demonstrated through her role as a judge at the I-CEE Student Case Competition at the International Business School-Beijing Foreign Studies University (IBS-BFSU) and her presentations at ASEAN+3 and RCEP conferences.

Sharon is a Chartered Accountant with the Malaysian Institute of Accountants, a Certified HRDF Accredited Trainer, a Certified Expert in Sustainable Finance from the Frankfurt School of Finance & Management, and a holder of the Professional Certificate in Islamic Finance from INCEIF. She is also TESOL certified by the London Teacher Training College and certified in Teaching Chinese as a Foreign Language (CTCSOL) by Hanban.

PROGRAMME DETAILS

Date : 19 November 2025

Time : 9:00 AM – 5:00 PM

Venue : Asian Banking School

PROGRAMME FEE*

MYR 1,700 *per pax*

**Subject to 8% Service Tax*

HRDC Prog No:
10001567059

AICB 8 CPD HOURS

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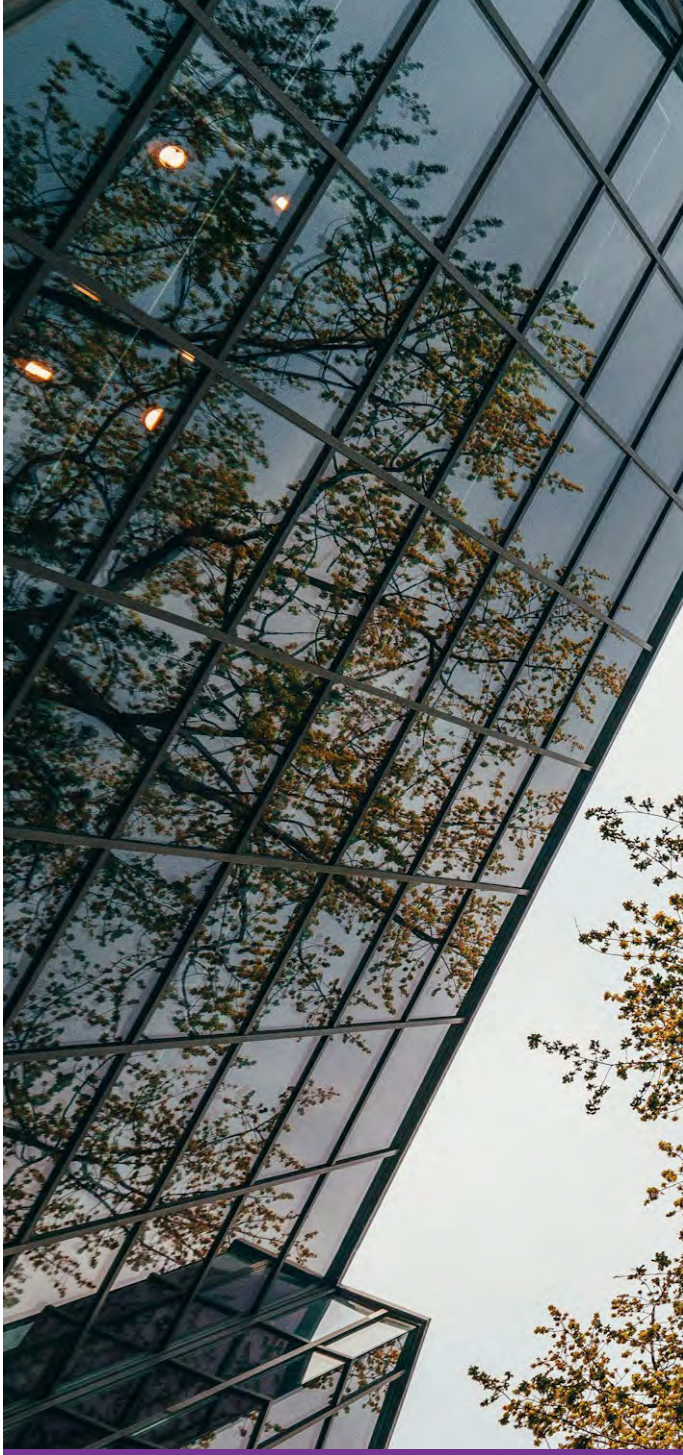
ABOUT ASIAN BANKING SCHOOL

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 Bayes Business School (formerly Cass) in London, the University of Cambridge Judge Business School, Frankfurt School of Finance and Management, INSEAD, the University of Edinburgh Business School, Bologna Business School, Bangor Business School, ESSEC Business School, Tsinghua University and the Saïd Business School, University of Oxford.

ABS began operations in 2015 and has continued to set the standard for developing talent in the banking industry through its innovative, unique, and relevant training programmes that have transformed the banking education landscape. In 2023, ABS established its Singapore office as part of its expansion plans to provide personalised training consultancy services within the region and is well positioned to be a gateway to the global markets.



CONTACT US

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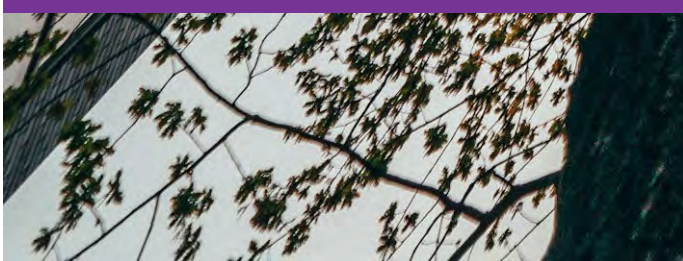

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