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Comprehensive Workshop in Climate Finance

5 – 9 October 2026
Amsterdam (Netherlands)

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Introduction

The Climate Finance Workshop is a comprehensive five-day training program designed to equip professionals, executives, and relationship managers with the tools, strategies, and insights required to lead the transition toward sustainable finance.

This intensive program is tailored for managers and leaders across the Middle East and North Africa region, particularly those in banking, financial services, energy, telecommunications, government, and corporate sectors who aim to understand, position, and promote green financial solutions effectively.

Participants will learn how to identify new opportunities within existing client portfolios, develop innovative sustainable financing strategies, and strengthen institutional leadership in climate-related investments.

By combining expert-led instruction with interactive sessions, case studies, and advanced learning technologies, this workshop bridges the gap between theory and practice—enabling participants to transform climate finance concepts into measurable institutional results.

Workshop Objectives

The Climate Finance Workshop aims to:

- Understand the foundations, mechanisms, and importance of climate finance in today's economic landscape.
- Identify business opportunities for sustainable finance within existing client networks.
- Develop the ability to position, communicate, and sell green finance solutions effectively.
- Strengthen institutional and individual capacity to integrate climate finance into existing operations.
- Apply practical tools and frameworks to evaluate climate-related financial opportunities.
- Enhance relationship management skills for building long-term, sustainability-driven client partnerships.
- Build leadership confidence in managing, promoting, and scaling green portfolios.
- Leverage data-driven and AI-enabled tools to enhance learning, strategy design, and decision-making.

Workshop Outlines

Day 1: Introduction to Climate Finance, Sustainable Banking & Policy Landscape

- Understanding the global and regional context of climate finance.
- Key principles, definitions, and drivers of sustainable finance.
- Overview of green financial products and institutional roles.
- The structure of global climate finance flows and funding mechanisms.
- National and international regulatory frameworks.
- The link between sustainability, profitability, and risk management.
- Role of banks and financial intermediaries in achieving climate goals.
- Group discussion: Why climate finance matters to your organization.

- Case study: Regional climate-aligned financial initiatives.
- Workshop activity: Mapping the environmental impact of your current portfolio.

Day 2: Building Green Portfolios & Structuring Climate Finance Products

- Assessing existing client portfolios to identify green finance opportunities.
- Integrating sustainability criteria into client evaluation and segmentation.
- Developing internal guidelines for green project eligibility.
- Designing climate finance products for diverse client needs.
- Green bonds, sustainability-linked loans, and blended finance structures.
- Pricing strategies and risk-sharing mechanisms.

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- Portfolio review and opportunity mapping exercise.
- Simulation: Developing a prototype green financing solution.
- Peer discussion on product-market fit, sustainability impact, and institutional readiness.

Day 3: Relationship Management, Climate Finance Strategy & AI Applications

- Identifying client sustainability needs and positioning green finance solutions.
- Communicating value propositions and overcoming client objections.
- Cross-selling opportunities within existing client relationships.
- Aligning climate finance initiatives with corporate strategy.
- Governance, accountability, and sustainability performance indicators.
- Introduction to data analytics and AI-enabled decision-support tools.
- Demonstration of AI-powered climate finance applications.
- Workshop: Drafting an institutional climate finance strategy and preparing a customized client proposal.

Day 4: Sectoral Applications, Impact Measurement & Reporting

- Climate finance applications across energy, infrastructure, transport, agriculture, and water sectors.
- Case studies of successful regional climate finance projects.
- Assessing sector-specific opportunities within participants’ institutions.
- Establishing metrics for climate finance performance.
- Integrating Environmental, Social, and Governance ESG indicators.
- Preparing climate finance reports and disclosures.
- Exercise: Building an internal climate finance reporting dashboard.
- Group discussion on institutional accountability, stakeholder communication, and measurable outcomes.

Day 5: Integration, Action Planning & Institutional Transformation

- Recap of key concepts, tools, and practical applications.
- Developing institutional action plans for expanding green finance portfolios.
- Final assessment of participants' strategic proposals.
- Group presentations and peer feedback.
- Measuring progress and defining institutional success metrics.
- Discussion on embedding sustainability culture and maintaining long-term momentum.
- Workshop evaluation, closing remarks, and certification ceremony.

Why Attend This Workshop? Wins & Losses!

- Master practical and strategic aspects of climate finance in a regional context.
- Learn how to identify and capture green opportunities from existing clients.
- Strengthen sales and relationship management capabilities for sustainable products.
- Build leadership capacity to integrate climate finance into business strategy.
- Gain hands-on experience developing and marketing climate finance solutions.
- Improve institutional reputation through sustainability-driven initiatives.
- Leverage AI-based training tools for continuous professional development.
- Earn an accredited certificate that validates your climate finance expertise.

Conclusion

The Climate Finance Workshop offers an in-depth, practical pathway for institutions and professionals aiming to become leaders in sustainable finance. Over five intensive days, participants progress from foundational understanding to strategic application—learning how to design, manage, communicate, and expand climate finance solutions while integrating sustainability into institutional strategy and long-term business growth.

Question 1: What are the key drivers behind the global transition toward climate finance and sustainable finance?
Answer:
The global transition is driven by climate change, international agreements such as the Paris Agreement, increasing regulatory requirements, investor demand for sustainable investments, corporate ESG commitments, and the need to finance low-carbon and climate-resilient economic development.

Question 2: How can financial institutions identify and develop green finance opportunities within their existing client portfolios?
Answer:
Financial institutions can identify opportunities by reviewing existing client portfolios, assessing projects with environmental benefits, engaging clients to understand their sustainability objectives, and offering products such as green loans, sustainability-linked loans, and green bonds.

Question 3: What role do banks and financial institutions play in supporting climate-related investments and sustainable development?
Answer:
Banks and financial institutions mobilize capital for sustainable projects, develop green financial products, manage climate-related financial risks, support clients in their transition toward sustainability, and contribute to national and global climate goals through responsible lending and investment practices.

Question 4: What are the main challenges organizations face when integrating climate finance into their business strategy and operations?
Answer:
Organizations often face challenges such as limited technical expertise, evolving regulatory requirements, difficulties in measuring climate impacts, inconsistent reporting standards, limited data availability, and balancing sustainability objectives with financial performance.

Question 5: How can data, ESG principles, and Artificial Intelligence improve decision-making in climate finance?
Answer:
Data and ESG indicators enable organizations to assess sustainability performance, identify risks and opportunities, and improve transparency. Artificial Intelligence supports decision-making by analyzing large datasets, forecasting trends, automating risk assessments, optimizing portfolios, and enhancing the efficiency of climate finance strategies.