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Towards a greener Future
At the same time as the COP23 and a few weeks before the Paris Climate Finance Summit, green finance appears as one of the most promising solutions to fight against climate change. Beyond that, green finance plays a key role to accompany the ecological transition by promoting sustainable investment strategies, selecting low-carbon projects and creating innovative instruments.

To support the adaptation of financial actors, AFD has launched the SUNREF initiative in 2006. SUNREF’s objective is to mobilize the financial sector of partner countries to reduce global pollution, local pollution and to optimize the use of natural resources (energy efficiency, cleaner production, circular savings, etc.).

SUNREF addresses the need to mobilize the private and public productive sectors to facilitate the transition to a greener economy and thus supports the implementation of the Sustainable Development Goals.

SUNREF seeks for sustainability of operations thanks to the use of loan provision which is a powerful tool for selecting the most viable projects from a commercial and technological point of view, and the capacity building of the stakeholders which contributes to increase enterprises and banks partner competencies on green financing and their agility to seize green investments opportunities.

SUNREF has a huge potential of replication based on the dynamic created during the last years: with a global commitment amount close to EUR 2.5 billion in loans from which EUR 1.4 billion have already been disbursed, SUNREF contributes to 35% of AFD climate / mitigation financing objectives.

Alongside with its operational programs, AFD also wishes to provide its partner banks with an opportunity to exchange experiences and best practices across continents and topics, institutions and methods, operations and risk management. Somehow the SUNREF network is a community, whose members all share the same goals and challenges in order to implement a successful ecological transition. AFD is strongly convinced this community can play a key role to bring innovative ideas for the international policy-makers on green finance.

This belief led AFD to launch the first SUNREF Workshop, which took place in Marseille in June 2016. It gathered 9 partner banks from Egypt, Turkey, Mauritius, South Africa, Kenya and Nigeria. Other partners from financial or non-financial institutions (partner donors such as the EC and IDB, technical assistants, French banking actors, etc.) also actively participated in the discussions.

The objectives of this first edition were the following: (i) creating an appropriate place for discussion and technical knowledge sharing; (ii) strengthening technical capacities on energy efficiency and Corporate Social Responsibility (CSR) aspects; and (iii) sharing examples of innovative projects implemented in France, through regional field visits.

In short: to discuss solutions and join forces.

The workshop allowed for successful technical exchanges among participants on methods, processes, and tools to better apply SUNREF (best available technologies, DOs and DON'Ts, etc.). The results of the first workshop are synthetized in a capitalization document available on the SUNREF website.

To build on this fruitful first edition, the second Workshop of SUNREF partners will take place in November 7th-10th 2017, in the Republic of Mauritius. It is kindly hosted by the SUNREF Indian Ocean partner banks in Mauritius: SBM Bank (Mauritius) Ltd and Mauritius Commercial Bank (MCB).

This second edition will draw on the experience of the first workshop in its design and pedagogical process: a balance between participative debates and field visits, and between external experts’ presentations and participants’ concrete exchanges of practices.

The topics of the workshop have been determined in accordance with the expectations of the participants. This edition will focus on how structural changes within a financial institution can allow green finance to emerge as a core activity; focusing on technical topics such as climate change adaptation and mitigation, environmental and social risks management, and impact measurement.

Three field visits will allow for participants to observe different types of technologies successfully implemented in Mauritius.

This second workshop will gather a large group of partner banks from Kenya, Tunisia, China, Indonesia, Mauritius, Egypt, Turkey, India, Armenia …

We look forward to meeting you there!

The AFD/SUNREF team
The transition towards a greener model holds considerable economic development potential. Green growth provides the private sector with a number of opportunities in the fields of energy management, sustainable natural resources management and environmental protection. In Southern countries, financing this green growth poses a major challenge to which AFD contributes, thanks to the SUNREF (Sustainable Use of Natural Resources and Energy Finance) program, in partnership with green finance actors (banks, companies, public authorities, donors...).

Seizing the opportunities of the ecological transition

The aim of the SUNREF program, AFD’s green finance label, is to facilitate access to affordable sustainable energy in order to ensure the development of a low-carbon economy and contribute to mitigating the causes of climate change.

SUNREF helps private actors in Southern countries to seize opportunities of the ecological transition and encourages local banks to finance it on customized financial terms. This innovative range of services gives the private sector greater access to bank financing to acquire better quality equipment, and thereby make savings and increase its competitiveness, thanks to better energy management and by taking the environment into account.

SUNREF also offers its partners an integrated approach which aims to strengthen the capacities of all actors, thanks to a technical assistance program whose role is to support and boost the market for financing green investments: assisting banks in project financing and helping companies implement strategies for an optimized use of energy and natural resources.
The workshop will be held at:
Hennessy Park Hotel,
65, Ebene Cybercity
Ebene, Mauritius

The transfer from the airport to the hotel can be
done by taxi. Several taxis are located outside
the airport but if you want to plan your transfer
before your arrival please contact :
Nasser Saheb (AFD’s local agency taxi reference):
+230 52 56 29 48
nasser.sahebtaxi@hotmail.com
Price for the transfer 1600 MUR – 2000 MUR

The currency is the Mauritian Rupee – MUR. Several exchange bureaus are at the airport in the arrival halls. Other exchange bureaus are available in the cities.
1 USD = 34 MUR
1 EUR = 39 MUR

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**Project 1 : Solar Field**

Solar Field Ltd is a consortium between the company Harrell Mallac based in Mauritius and Dhamma Energy, a Spanish solar field constructor and operator. Thanks to a Euro 4 Million loan provided by SBM through the SUNREF Program, the consortium has installed in 2017, a solar field of a capacity of 2MW in order to provide the national electricity grid with more than 4000MWh/an exclusively produced from renewable resources.

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**Project 2 : Plaine des Roches Wind Farm**

First wind farm of Mauritius, Plaine des Roches combines two advanced technologies specifically investigated for cyclonic areas (Gamesa G58 Wind turbines) installed thanks to a 16.8 MEuro investment. This type of renewable energy project based on a large-scale wind farm is unprecedented in Mauritius and therefore supporting the development of this industry assisted building capabilities in the country, through advanced technology transfer. The project has introduced a proven wind turbine technology, methods and skills in Mauritius and demonstrate its applicability and efficiency, thus widening its accessibility.

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**Project 3 : SUPER U**

Located at the East of the Island, the company SUPER U has initiated several complementary investments in order to equip its mall with the best and most adapted technologies according to energy efficiency, renewable energy and environment protection international standards. This exemplary project has been made possible thanks to a 7 MEuros loan granted by the Mauritius Commercial Bank (MCB) through the SUNREF Program.
Tuesday November 7th
Hennessy Park Hotel

8.30 Welcoming Coffee

9.00 Opening remarks
Matthieu Discour, AFD
Alain Law Min, MCB
Raj Dussoye, SBM

9.30 Inaugural session
Introduction to the workshop
AFD Team

11.00 Implementing the Paris agreement on climate change roundtable

Lunch and networking
Hennessy Park Hotel

14.00 The SUNREF program
AFD Team

16.45 SUNREF in Mauritius
Matthieu Discour, AFD
Raj Makoond, Business Mauritius
Marjaana Sall, EU

18.00 Welcoming cocktail

Ending at 17.30

Wednesday November 8th
Hennessy Park Hotel

9.00 Introduction Day 2

9.30 Environmental and Social Management
Teddy Deroy, Consultant
Camille Le Bloa, AFD
Partners’ Testimonies

18.00 Welcoming dinner

Ending at 17.30

Thursday November 9th
Hennessy Park Hotel

9.30 SUNREF Innovation LAB
AFD Team
Partner’s testimonies

13.45 Change management: how to build a powerful network of allies to support your SUNREF project
Charlotte Jeanmonod, Consultant
Caroline Rozières, AFD

16.45 Preliminary debriefing
Myriam Bouslama, AFD

16.15 Concluding session
Workshop Debriefing
Bastien Bedossa and Caroline Rozières, AFD

Ending at 17.30

Friday November 10th
MCB Premises

7.45 Field visit 1
in partnership with SBM

9.30 Field visit 2
in partnership with SER
Plaine des Roches Wind Farm

11.00 Field visit 3
in partnership with MCB
Super U project

Lunch and networking
MCB Saint Jean premises

Lunch and networking
Hennessy Park Hotel

15.00 SUNREF Peer-to-peer session
Partner’s testimonies

Ending at 17.15
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### Thursday, November 9th

**9.00** Introduction to Day 3

**9.30** Bastien Bedossa, AFD  
Beryl Bouteille, AFD  
Caroline Rozières, AFD  
Bastien Trombetti, AFD  
Elodie Vitalis, AFD  

- **Partners’ testimonies**

**SUNREF Innovation Lab**  
This session aims to stimulate the discussion with the participants on new possible innovative projects in the field, new instruments and new possible paths of collaborations. The group will also collectively identify the strengths and barriers to deployment of credit lines encountered by the attending financial institutions in the field.

**12.30** Lunch and networking

**14.00** Charlotte Jeanmonod, Consultant  
Caroline Rozières, AFD  

- **Change management and Collective Intelligence: how to build a powerful network of allies to support your SUNREF project**

This special session will start by a performance entitled “Make relationships work”. At a time where the search for agility, collaboration and commitment is in full swing and the digital revolution redefines most of our work practices daily, this conference proposes to revisit the fundamental mechanisms of collective intelligence and collaboration.

Then the group will apply these mechanisms to the challenges we all face in promoting new innovative projects such as SUNREF: how to convince internally within our institutions? How to PITCH our SUNREF projects? How to build a network of allies to support it? In short, how to be successful “intrapreneurs”?

**16.45** Partners’ testimonies  

- **Preliminary Debriefing**

Ms Bouslama will discuss with the participants the key points to keep in mind after the first three days of the workshop.

**17.30** Debriefing

### Friday, November 10th

**7.00** Departure from Hennessy Park Hotel by bus

**7.45** Solar Field Project  
Field Visit n°1 in partnership with SBM

**9.30** Plaines des Roches Wind Farm  
Field Visit n°2 in partnership with SER (Syndicat des Energies Renouvelables) and QUADRAN

**11.00** Super U Project  
Field Visit n°3 in partnership with MCB

**13.15** Lunch and visit of the MCB Saint Jean Premises

**15.00** SUNREF Peer-to-peer session

This final session will draw on the results of the SUNREF Innovation LAB session. It will provide an opportunity for a peer-to-peer exchange between SUNREF partner banks, through a “speed-dating process”, in order to discuss potential areas of synergies and collaborations.

**16.15** Caroline Rozières & Bastien Bedossa, AFD  

- **Concluding Session / Workshop debriefing**

**17.15** Ending
Marjaana SALL  
EU Ambassador to Mauritius  
Marjaana Sall is the Ambassador and Head of the Delegation of the European Union (EU) to the Republic of Mauritius, to the Union of Comoros and to the Republic of Seychelles since 2015. She is also responsible for the cooperation between the European Union and the Indian Ocean Commission (IOC). She has extensive experience in Africa having served the past 20 years in the Delegation of the EU in Kenya and Finnish embassy in South Africa. She has also worked in the Permanent Mission of Finland to the United Nations in New York, and as Deputy Ambassador of the Finnish Mission in Indonesia. Marjaana Sall joined the Ministry for Foreign Affairs of Finland in 1997.

Raj Dussoye  
SBM  
Raj is a seasoned banker with 35 years of banking experience of which 25 years have been spent at SBM. He has broad-based experience spanning from Retail, Corporate, International and Private Banking. He was the CEO of Bank One Limited and has been a Consultant at AXYS Group Ltd since February 2014. He holds an MBA from the Heriot Watt University Edinburgh and is an Associate of the Chartered Institute of Bankers, U.K. Mr. Dussoye is an executive director on the board of SBM Bank (Mauritius) Ltd.

Alain Law Min  
MCB  
Alain was appointed CEO of MCB Ltd effective 28 April 2017. Prior to his nomination, he was the Head of the Retail SBU, responsible for the Affluent, Individual and Business customer segments, the multi-channel distribution, including the branch network, as well as the ‘Retail Product’ and ‘Operations and Service’ units. He launched MCB Ltd’s leasing, factoring and private banking services and acted as Project Director for the Business Process Re-engineering exercise initiated with Accenture in 2001. Before joining MCB, he was Senior Manager at De Chazal Du Mée’s Consulting division. He is currently a director of Finlease Co. Ltd and MCB Forward Foundation, both subsidiaries of MCB Group Ltd. Alain holds an MBA from Cranfield University, a BA (Honours) in Economics and is an Associate member of the Institute of Chartered Accountants in England and Wales.

Raj Makoond  
Business Mauritius  
Raj Makoond is presently the Chief Executive Officer of Business Mauritius, the coordinating body of the Mauritius private sector. Prior to joining Business Mauritius, he was Director of the Joint Economic Council, Deputy Secretary-General of the Mauritius Chamber of Commerce & Industry and Senior Economist at the Ministry of Economic Planning & Development. He co-chairs with the Board of Investment a wide range of initiatives on Business Facilitation and Ease of Doing Business in Mauritius. He is also a member of Statistics Mauritius. He co-chairs the Skills Working Group with the Ministry of Labour and the Ministry of Education the Graduate Training for Employment Scheme (GTEES) to address the issue of skills mismatch. He co-chairs with SIC, the Investment Support Programme (ISP) set up by the Ministry of Finance under the National Resilience Fund to support the business community. Mr Makoond holds a BA Honours in Economics and an MSC in Tourism Planning.

Teddy Deroy  
Consultant  
Teddy Deroy is a Director at IBIS, based in Nairobi. Teddy has +15 years’ experience in the ESG management fields in European and Africa. Teddy has acquired a robust experience in the banking sector. This includes multiple ESDD on behalf of banks for Project Finance, support for ES clauses in financial documentation and being the ESG focal point for SGB and BNPB as part of multi-million Corporate Loan when at Perenco. He has led ESDD and developed ESM/S of IFs including the ESDD of the FSDH bank in Nigeria and an ESMS development for BNI bank in Madagascar. Teddy has extensive experience in IF ESR standards, including EP III, the IFC Note on IFs and initiatives such as the IFC ESRM, the Nigerian SBP, the Kenyan SFI, etc. Teddy is also outsourced as ESG specialist amongst two funds who provide debt as financing mechanisms to SMEs in Africa.

Antoine Helouin  
Ernst & Young  
Antoine Helouin belongs to EY’s Sustainable Performance & Transformation team based in Paris, France. With more than 700 sustainability consultants in the world, EY is a leading auditing and consulting firm towards sustainability. Antoine is specialized in sustainable finance and assists public and private clients in various fields to manage their E&S risks and to promote innovative green/social financial products. Even if not new, measuring the impacts of investments on the environment and society in general is a growing trend for financial intermediaries and Antoine has supported several of them in exploring this area, including IFC, Société Générale or the French Deposits and Consignments Fund.

Charlotte Jeannmonod  
Consultant  
Specializing in cultural mediation, public relations and conception of cultural projects, Charlotte Jeannmonod has made the performing arts her favorite subject. After working for 10 years at the Théâtre du Rond-Point in Paris on events and cultural projects, she created Joue-la comme William ! (in reference to Shakespeare) and specializes in pedagogy through detour. Because performing arts and theatre are an ideal illustration to talk about our relationships with others, she uses them above all for their relational dimension. She also works as a trainer for various organizations, including the KPMG Foundation, which works for the professional and social insertion of young people in difficulty.

Matthieu Discour  
AFD  
Regional Director for Mauritius and Seychelles, Agence Française de Développement. Matthieu Discour, 45yrs-old, has been working for the AFD since 2000. He has taken several positions at the headquarters and in different offices (Morocco, Vietnam) or in French diplomatic missions (Deputy Financial Counsellor at the French Permanent Mission in New York). He was appointed in 2014 as Regional Director for Mauritius and Seychelles. Matthieu Discour has graduated from the Institut d’Etudes Politiques de Paris, holds a Master in Public Administration from the University of Paris-Dauphine and a MBA from the Ecole Nationale des Ponts et Chaussées-Paris.
Since June 2017 Thomas has been seconded to the AFD in Paris. University of St. Gallen and the Chinese University of Hong Kong. Previously, Thomas studied at the University of Heidelberg, the studies the role of banks in developing and emerging economies. His research Evaluation Department. Thomas has obtained his PhD in Finance and energy sector projects in the bank’s Financial Cooperation as a Project Manager on a global portfolio of financial sectorentering the bank five years ago, Thomas has been working Thomas works for KfW Development Bank in Frankfurt. Since 2011 she moved to Brazil and took over Proparco’s regional office for South America. She came back to Paris in 2015 and joined AFD’s headquarter as Head of Financial Institutions. Myriam is graduated from EDHEC Business School and HEC Montréal. Myriam Bouslama AFD Myriam Bouslama started her career in the investment banking sector in Spain. She has occupied several positions in the Structured and Project Finance teams within BNP Paribas and Groupo Santander. In 2009, she joined the AFD group as Senior Investment Officer in the Banking and Capital Markets Division of Proparco (AFD’s subsidiary in charge of Private Sector). In 2011 she moved to Brazil and took over Proparco’s regional office for South America. She came back to Paris in 2015 and joined AFD’s headquarter as Head of Financial Institutions. Myriam is graduated from EDHEC Business School and HEC Montréal.

Bastien Bedossa AFD Bastien Bedossa is Investment Officer at AFD. He is in charge of coordinating green finance activities in the Financial Institutions and Private Sector Division. He started his career as Country Risk Analyst within AFD’s Research Department. Bastien is graduated from the Ecole Polytechnique and the Paris Graduate School of Economics, Statistics and Finance (ENSAE) in International and Financial Macroeconomics.

Béryl Bouteille AFD Béryl is Project Manager within the Financial Institutions and Private Sector support Division at the AFD. She works on structuring and implementing the SUNREF program in AFD’s countries of operation. She has experience in supporting international financial institutions for the development of sustainable investment strategies in terms of climate finance, impact measurement and CSR (Corporate Social Responsibility) approach. Béryl is graduated from ESSEC Business School and Chimie ParisTech engineering school.

Camille Le Bloa AFD Camille Le Bloa is an E&S specialist within AFD, and is in charge of E&S appraisal and supervision of projects implemented through financial institutions. She joined AFD in 2015, after working overseas during six years with NGOs. She had then managed several projects in energy, environment, and rural development. Camille is a graduate in Social Sciences (Sciences-Po Rennes), and holds a Master’s Degree in Agricultural Development and Economic Policies (University of Paris I).

Caroline Rozières AFD/Development Campus Caroline is a Learning Project Manager at AFD, where she creates and facilitates customized training programs in the fields of Financial Inclusion, Support to the Private Sector, and Innovation. After starting her career as an advocacy officer in non-profit organizations, Caroline joined the AFD group in 2008. As an adviser to AFD CEO, she collaborated to several publications on international development aid. Then she worked within AFD’s operations team as a microfinance investment officer. In 2014, she joined AFD’s Development Campus (former CEFEB) where she leads a dozen trainings a year, using different types of collective intelligence techniques in order to foster collaborations and nurture innovation. Caroline holds two master degrees in Public Affairs (Sciences Po Paris) and International Administration (Paris II) and is a Certified Creativity Trainer.

Bastien Trombetti AFD Bastien Trombetti is Investment Officer in the financial institution division of AFD for two years, where his main area of focus is in promoting SUNREF program in West Africa and Middle East. Previously, Bastien was based in Jakarta (Indonesia) as project officer for AFD local office in charge of the banking sector and green lines of credit. He started his career in Deloitte, as consultant working in the sustainability services division. Bastien holds an engineering degree from Ecole Centrale Lyon and MSc in Sustainability and Social Innovation from HEC Paris.

Elodie Vitalis AFD Elodie Vitalis is Project Officer in the financial institution division of AFD for two years, where she is in charge of the strategy of communication and marketing of SUNREF. She joined the AFD in 2013 and was in charge of public relations and communication with institutional and financial partners on the theme of agriculture and biodiversity for AFD. She had managed projects on remittances when she worked for the World Bank. Elodie is a graduate in Political Sciences (Sciences Po Bordeaux), and holds a Master’s Degree in Public Affairs and Lobbying (Sciences Po).
About SUNREF

SUNREF (Sustainable Use of Natural Resources and Energy Finance) is AFD’s green finance label. In a context of energy and environmental transition, SUNREF helps private actors in Southern countries seize the opportunities of this transition via an innovative approach and encourages local banks to finance it. To date, 42 SUNREF projects have been successfully implemented since 2006, in partnership with 70 local banks in some 30 countries of operation, for a total commitment of over EUR 2.5bn of loans allocated by AFD, including EUR 1.2bn already disbursed.

www.sunref.org

About AFD

AFD (Agence Française de Développement) is France’s inclusive public development bank. It commits financing and technical assistance to projects that genuinely improve everyday life, both in developing and emerging countries and in the French overseas provinces. In keeping with the United Nations Sustainable Development Goals, AFD works in many sectors — energy, healthcare, biodiversity, water, digital technology, professional training, among others — to assist with transitions towards a safer, more equitable, and more sustainable world: a world in common. Through its network of 85 field offices, AFD currently finances, monitors, and assists more than 2,500 development projects in 108 countries.

www.afd.fr