

Engaging with Commercial Banks

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Engaging the Banking sector: the key to successful up-scaling of retrofit finance

Funding resources
and lending model

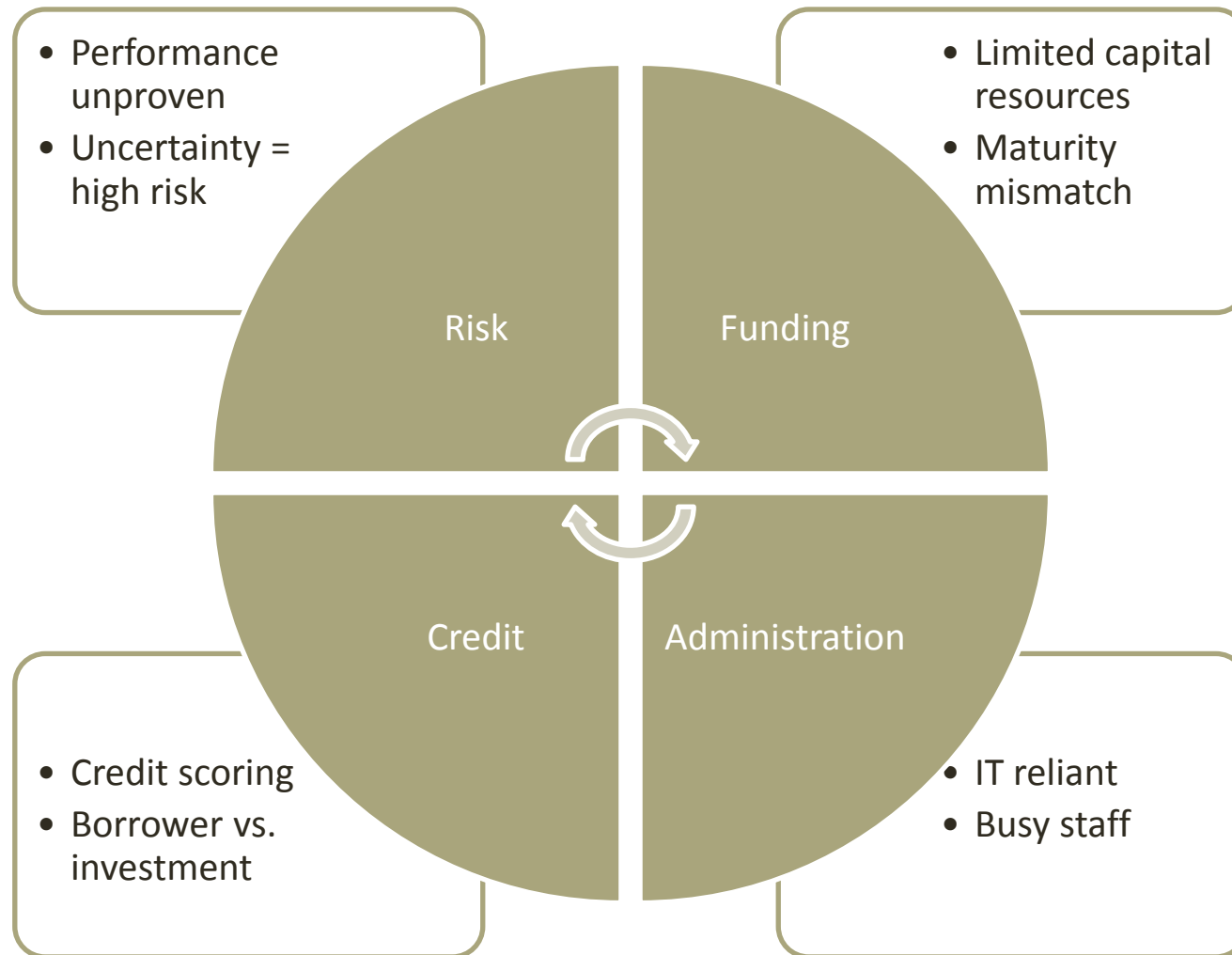
Existing processes
and personnel

Commercial
Banks

Branch networks and
market proximity

Data for targeted
marketing

Barriers to Banking sector participation – resistant to change



Considerations for overcoming Banking sector inertia

Sector level commitment

Consider Mandatory requirements

Retrofit financing as a financial vs. technical product

Alleviate funding constraints

Provide attractive ring-fenced funding

Consider “innovative” financial instruments

Keep it simple

Provide technical support for marketing and implementation

Minimise or remove detailed technical criteria

Lessons learned: Selling retrofit financing as a sustainable product



Converting talking to action – aids for successful Banking sector involvement

