

# SUSTAINABLE ENERGY FINANCE CLIENT SPOTLIGHT



**IFC**

**International  
Finance Corporation**  
WORLD BANK GROUP

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# Tamweelcom

## *Jordan: Maximizing Profits for Micro-Enterprise*

“It has been a very positive experience for Tamweelcom to enter the climate financing sector and still work with its target market and network of lower-income client”

Ziad Al-Refai, Executive Director



Photo : Energized, Insights from Our Partners in Sustainable Energy Finance, IFC, 2014

# Center-invest Bank

## *Russia: Taking a Bite out of the SME Market*

“Market differentiation and expansion of our services into market segments with high potential are key factors to increase our competitiveness and sustain revenue growth. That is why areas such as lending to SMEs and energy efficiency projects are among our highest strategic priorities”

Sergey Smirnov, member of the Executive Board for Bank Center-invest



Photo : Energized, Insights from Our Partners in Sustainable Energy Finance, IFC, 2014



# Banque Libano-Francaise

## *Lebanon: Building Resilience into a Fragile Economy*

“BLF has a clear environmental sustainability strategy based on active participation in policy shaping, developing the green lending business, and promoting a sustainable energy finance model for the bank and its clients”

Maurice Iskandar, Head of the International Division at BLF



Photo : Curt Carnemark, WBG Photo Library

# *Bank of the Philippine Islands*

## *Cultivating Clients through Education*

“We found that climate-related events such as Typhoon Yolanda, coupled with the impending power crisis and threats of power rate hikes, heightened public interest in energy efficiency and renewable energy”

Jo Ann Eala, Vice President and Head of BPI’s Specialized Lending Team and Sustainable Energy Finance program



Photo : Energized, Insights from Our Partners in Sustainable Energy Finance, IFC, 2014