

Green Finance Product Development and Sales for Corporate Bankers

Programme Code: HGES00P24031

12 March 2024 (Tuesday)
3:00pm – 5:00pm

2 HOURS
HKIB ECF SFC
CPD CPD CPT

Programme Outline

- Overview of green finance product landscape**
 - Market trends of popular green finance products in HK and major Asian markets
 - Sale opportunities of ESG and green finance products
 - Designs of ESG and green finance products for corporate clients
 - Key design elements, process, and considerations
 - Product construction and compliance concerns
- Sales Pitches of ESG and green finance products**
 - Sales strategies of popular products
 - Product characteristics in selected industries (real estates, consumables, industrials, public services, healthcare, etc.)
 - Carbon neutrality and carbon trading derivatives for corporate clients
 - Policy incentives for banks and corporates
- Play a Game: ESG Rating**
- Green Finance Product Design & Development Considerations**
 - Certification of green finance products
- HKMA GSF Grant Scheme**

Speaker Introduction

The speaker has served the senior management and board management of several listed companies in the past 30 years. He is presently a responsible officer of a licensed corporation, an INED of a listed company and a senior advisor of two other listed companies. He formulated ESG and internal control strategies for listed companies. He writes columns in major financial media and authors several book titles in ESG and green finance.

He is a chartered surveyor and received his PhD in Economics from Jiang Xi University of Finance and Economics and an MBA in Economics from the University of South Australia. He is also a visiting professor or a professor in practice in several universities and academic institutions in Hong Kong and in other regions.

Target Audiences

- Banking Practitioners**
- Corporate and institutional sales and product development divisions in corporate banking and investment banking**
- HKIB Professional Qualification holders :**

CRWP ARWP ACsP ACRP
CORP AORP CCRP(CL)
CCRP(CPM) CFinT(M) CFinT(S-OBAPI)
CFinT(S-AIBD) CFinT(S-DLT) CFinT(A) CFinT(S-RT)



Programme Delivery

Virtual Classroom (Zoom)
Cantonese

Early Bird DEADLINE

27 February 2024 (Tuesday)

Application DEADLINE

5 March 2024 (Tuesday)

**PRICE
LIST**

Early Bird

Regular Price

Individual
Member
HKD
600

HKD660

Staff of
Corporate
Member
HKD
720

HKD790

Non-
Member
HKD
800

HKD880



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