



# Environmental Finance

*Integrating Sustainability Concerns into  
Mainstream Financial Practice and Shared Value  
Creation*

# Our Story

**Finance for Impact** was first incubated by a group of MIT Sloan Fellows in 2006 as an innovative sustainability model for business.

Launched in 2008, amidst the financial crisis, our premise was that, through rethinking global financial governance, investors and the private sector could play an increasing role in addressing the most urgent social and developmental issues of our time.



*“In 2008, my vision for Finance for Impact was to find ways of unlocking the potential of Finance to foster a more sustainable economy. With over 150 client engagements (multilateral institutions, global investors and corporate), today we continue to grow and contribute to improving economic opportunities for communities and businesses across the world.”*

**Thierry Senechal, Managing Director**

**Finance for Impact**



# Our Value Proposition

**Finance for Impact** is an advisory firm exclusively focused on sustainable and ethical finance.

We provide environmental, social and governance research as well as services to investors, corporates, policymakers and non-profit organizations.

We design economic models and investment strategies that generate positive social impact and promote the integration of sustainability concerns into mainstream financial practice.

We use structured problem-solving, fact-based analysis and employ high-level skills to measure the relationship between economic and social performance and assess social impact.



Specialized Expertise in  
Social Impact Research  
and Services



Strong  
Analytical Tools for  
Screening and Proofing  
Investment



Global Experience with  
Investors, Corporates,  
and Multilateral  
Institutions



Global Risk Assessment  
Techniques for Climate  
Change and Natural Resource  
Constraints



Innovative Research  
Integrating Sustainability  
Concerns in Policy Action



# Where Does **Finance for Impact** Operate?



## INVESTORS

- We define and implement social impact investment strategies
- We provide environmental analytics for investment decision making
- We conduct environmental assessments and audits
- We design ESG rankings and SRI screening and proofing mechanisms for investments
- We evaluate the investment impact on climate change



## CORPORATES

- We help identify business opportunities aligned to ESG principles
- We integrate social impacts into shared value creation and strategic operations
- We assess and manage risk and performance
- We strengthen transparency, accountability and reporting
- We calculate the cost of environmental damage



## POLICYMAKERS

- We help policymakers promote fair access to finance for the most vulnerable people
- We identify cost-effective, enabling sustainability issues to be fully integrated into mainstream policymaking
- We define norms and standards in the field of sustainable finance
- We build a strong evidence base for policymaking and learning

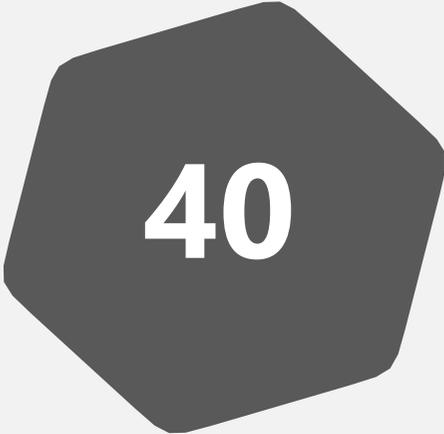


# Quick Facts & Numbers



64

Working experience in **64 countries** worldwide:  
13 in Africa  
7 in South and North America  
10 in Asia  
11 in the Middle East  
23 in Europe.



40

**40 clients**, including the multilateral development banks, the international financial institutions, national and local governments, corporates.



150+

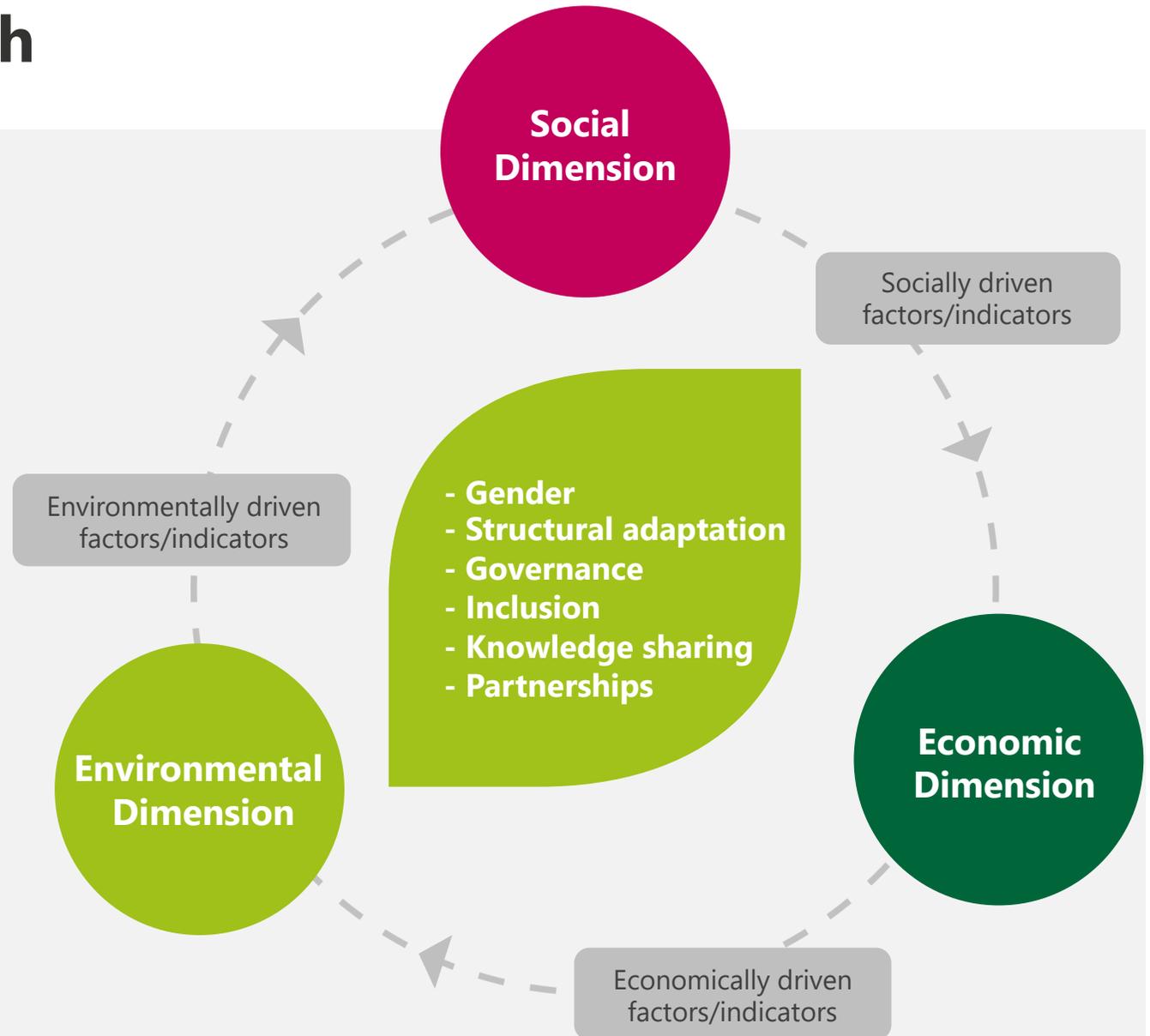
**Over 150 client engagements** directly contributing into the transformation of the social and economic environment at a local and national level.



# Our Overall Approach

**Finance for Impact** always seeks to align processes to the traditional pillars of sustainable development, e.g. social, environmental, climate change and economic.

We also consider other cross-sectoral dimensions, e.g. governance, gender equality, inclusion, structural adaptation, knowledge, partnerships, etc.



# Our Unique Focus in Developing Markets

**Finance for Impact** has a unique focus on investment and private sector development in developing markets.

We have worked with many financial institutions in developing Asia and Africa to introduce environmental, social, and governance standards in their lending practices.

We have also engaged policy dialogue with regulators and governments to promote stability in financial systems, and channel finance in responsible companies.

Through our work **Finance for Impact** has accumulated a large body of knowledge—in particular with environmental and social sustainability screening of large infrastructure investment projects—that we share with our clients.



# Our Service Offerings – What We Do Best

**Finance for Impact** offers its clients a broad set of professional services throughout the entire project lifecycle.

From before projects begin to their completion and beyond, we bring insights, tools and hands-on support to help our clients achieve their sustainability goals.

We ensure that our work benefits from a variety of perspectives and approaches. Cross-pollination is a core element of our value proposition.

## STRATEGY

We help design and implement ESG investment strategies. Before recommending a responsible finance approach, we typically analyze market constraints, regulatory requirements, changes in growth patterns, competitive differentiation, risks.

## IMPLEMENTATION

We link the strategy to the screening and proofing processes. We identify social and environmental criteria used in the screening of investment projects and develop specific scorecards and metrics that can generate a social investment score or rating.



# Our Service Offerings – What We Do Best

## DATA AND ANALYTICS

We provide climate change and natural capital metrics that financial institutions and corporates require to assess the risks and opportunities. We develop robust data-driven models and turn complex information into visually pleasing and effective materials

## STANDARD SETTING

We engaging standard setters, policymakers and the industry to elaborate and implement principles, guidelines, and codes of conduct across sectors. We evaluate the impact of existing norms and regulations and build consensus to adopt new standards ensuring sustainability.

## IMPACT MEASUREMENT

We assess environmental and social impacts in a way that is efficient and robust, to inform strategic decision making and reporting. For investors, we typically evaluate the 'greenness' of capital allocation and its contribution to a low carbon transition at an asset or portfolio level.

## MONITORING AND EVALUATION

We build accountability and transparency, improving development results, identifying lessons and creating knowledge. We have strong expertise in defining key performance indicators in the social and environmental sectors and ensure clients achieve best practice reporting standards.



# Our Clients

Our clients and partners aspire to make a positive difference in the world through socially responsible investments and programs.

**Finance for Impact** shares these same values.

We aspire to build enduring relationships with both our clients and partners, something that is reflected in the growing number of organizations who return for new projects and assignments.



# Where does **Finance for Impact** Operate

To this date, we have worked with over **40** different clients and partners in **60+** countries.

Over the years, our team enjoyed, working, wherever possible, in the field.

This is our lifeblood: shedding preconceptions, learning from different perspectives, getting exposed to new thinking and ideas, talking and listening to investors, corporates and policy makers from Indonesia to Ukraine, France to Botswana, USA to Jordan, Russia, Poland, Senegal, China and Bhutan.



We take pride in and emphasize the quality of our client relationship.

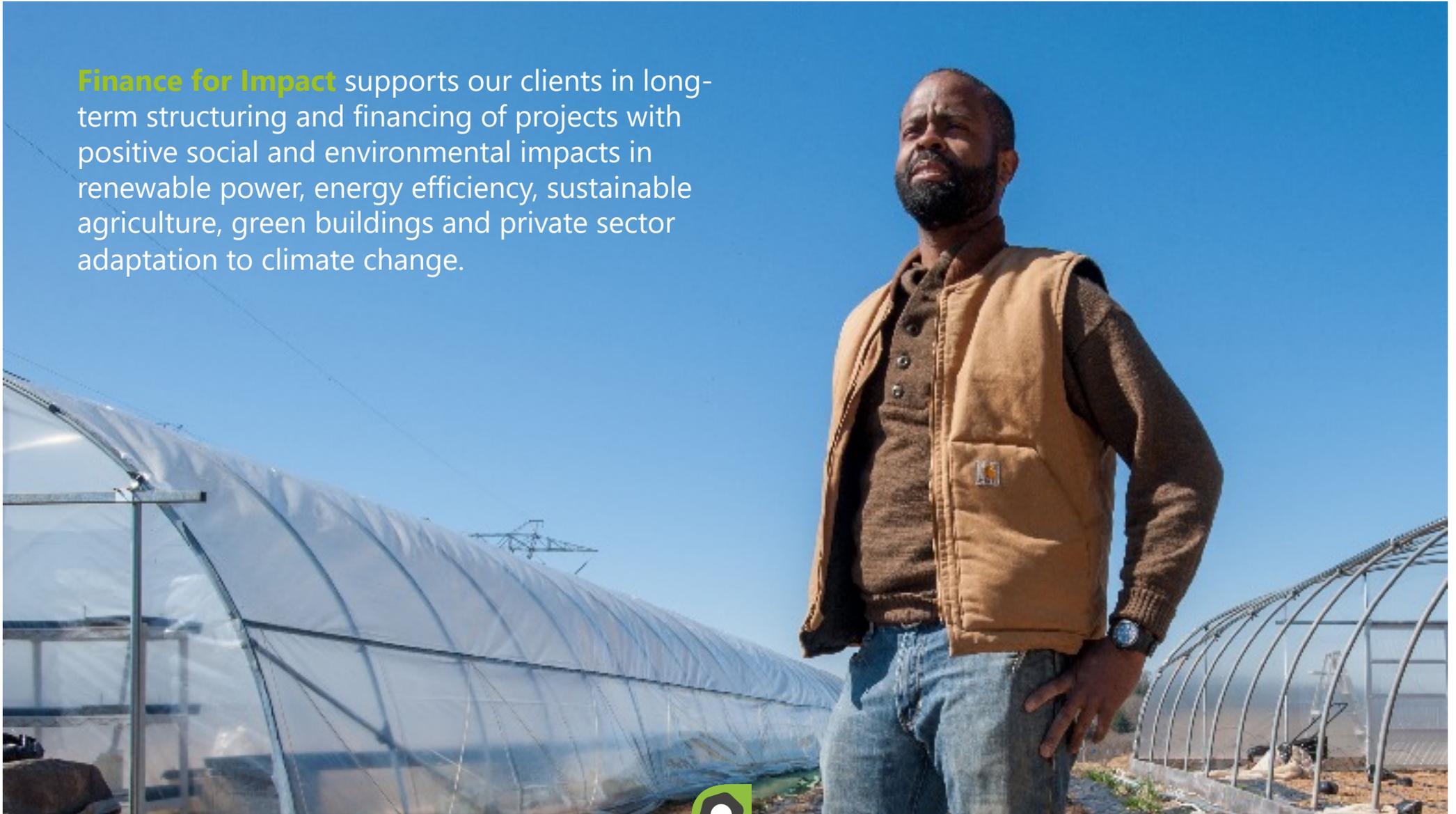


# Our Recent Clients & Partners



# Our References

**Finance for Impact** supports our clients in long-term structuring and financing of projects with positive social and environmental impacts in renewable power, energy efficiency, sustainable agriculture, green buildings and private sector adaptation to climate change.



# Our References

The economic, environmental and social challenges of the 21st century suggest fundamental changes to economic models, leading to major transformations of current financial and investment strategies.

**Finance for Impact** supports organizations seeking to integrate social, environmental and governance factors into their strategies, operations and management – with a focus on promoting responsible growth and sustainable value creation.

## OUR EXPERTISE

- Environmental policy and evaluation
- Integration of ESG into financial operations
- Guidance for the social and environmental screening and proofing
- Scorecard and indicators for the evaluation of ESG performance
- Impact assessment of business activities on the ecosystem
- ESG research, environmental ethics
- Environmental risk and impact assessment
- Designing standards for assessing unsustainable activities
- Liability and damage estimation
- Transferring climate change technology
- Natural resource management
- Disaster risk management
- Just transition and climate change strategies and solutions



# Spotlight on Selected Projects:



## Guidance on Social Sustainability Screening & Proofing European Commission, DG EMPL

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The European Commission mandated **Finance for Impact** to prepare the guidance for social screening and proofing of financing and investment operations under the InvestEU programme 2012-2027. The results of the study is to serve as a basis for the Commission to further examine with InvestEU implementing partners the practical implementation of the sustainability proofing foreseen in the Programme regulation.

**Finance for Impact** first identified specific strengths and weaknesses of existing social and environmental screening methodologies and procedures used by potential InvestEU potential implementing partners. Then, we outlined different options for developing a dedicated InvestEU social impact scorecard, which provides an overview of a potential investee's social performance and generates a social investment score.

### Year

2019-2020

### Duration

10 months

### Location

Europe



# Spotlight on Selected Projects:



## Blue Economy Development Framework European Commission, EASME

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As part of a consortium with Ecorys, **Finance for Impact** conducted a research project examining the investment sources of those maritime activities that risk leading to unsustainable outcomes.

Our objective was to identify and describe the financial practices in the blue economy that support unsustainable activities, in particular those which harm the ocean environment and local communities; and which expose companies, financial institutions and investors from the private and public sector to stranded assets, reputational risks and economic losses.

Ultimately, the goal was to provide recommendations to investors and policymakers to steer blue economy investments from such unsustainable activities to sustainable ones that can foster economic development in a responsible manner.

### Year

2019-2020

### Duration

12 months

### Location

Europe



# Spotlight on Selected Projects:



## Financing the Transfer of Climate Technologies UNEP/ Climate Technology Centre and Network

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**Year**  
2018

**Duration**  
6 months

**Location**  
Worldwide

The transition to a climate-resilient and low carbon economy requires an unprecedented level of resources to be mobilized in a very short time.

**Finance for Impact** reviewed strategies, approaches, and mechanisms implemented by IFIs that influence investment decisions in climate change technology-oriented adaptation and mitigation projects with special consideration given to the least developed countries.

We identified the key national factors that influence climate-related investment decisions by IFIs at different global, regional and local levels (i.e. the existence of complementary domestic climate change policies within recipient countries, recipient government's determination of financing priorities in the country, underlying country risk, regulatory barriers, and broader investment landscape).



# Spotlight on Selected Projects:



**Year**  
2020

**Duration**  
4 months

**Location**  
Mozambique



WORLD BANK GROUP

## Preparing a Sustainable Blue Economy Roadmap World Bank

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**Finance for Impact** supported the development of a roadmap to guide coordination efforts and financing for sustainable blue economy development in Mozambique. This roadmap included an action plan, including prioritized, concrete, time-bound and costed actions, as well as suggested partnerships and indicators for monitoring progress.

Our team also drafted a proposal for institutional and inter-sectoral coordination and developed core blue economy investment principles and blue economy indicators.



# Spotlight on Selected Projects:



## Monitoring of Environmental & Natural Resources Damage United Nations

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Following the Iraqi invasion of Kuwait, **Finance for Impact** advised the United Nations in the review of monitoring and assessment of environmental damage, including the depletion of natural resources, monitoring of public health, and performing of medical screenings for the purposes of investigation and combating increased health risks.

We helped design a monitoring system, including data collection procedures and valuation evidence for assessing damages.

**Year**  
2008

**Duration**  
50 months

**Location**  
Kuwait, Saudi  
Arabia



# Spotlight on Selected Projects:



## Year

2015-2016

## Duration

10 months

## Location

Morocco, Algeria

## Advisory Work on a Green Sovereign Bond Issue

Global International Bank

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**Finance for Impact** advised MOFs on international capital markets / road show opportunities based on the respective countries' financial markets experience and various economic considerations e.g. Green Projects' deal flow, International Trade and FDIs.

Recommendations were formulated in relation to the launch of an inaugural Sovereign Green Bond at a time of focus around COP 22 in Marrakesh.

Presentation was also made to the local financial community to highlight the benefits of international debt markets, both as a way to create a sustainable funding source and an opportunity to reinforce the country's economic priorities and growth targets.



# Spotlight on Selected Projects:



## Year

2014-2015

## Duration

10 months

## Location

Large European  
Metropolis

## Advisory and Launch of Climate Bonds

National Promotional Bank

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**Finance for Impact** consultant advised and successfully closed inaugural Green Bonds for large public entities. This involved researching both the investor side and the issuers' ESG commitments to document the Bond issue framework in preparation for investor road shows.

The work involved a review of the Issuers' environmental sustainability objectives, their project eligibility process and criteria, as well as an assessment of the implications for their internal organisation, and the recommended formats for the Issuers' reporting documentation.



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