Grupo Bancolombia

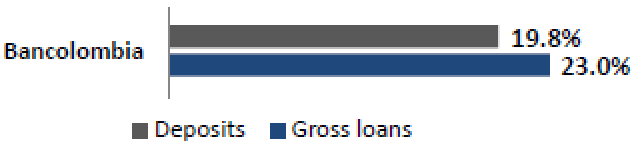
Experience from commercial banks in developing innovative financial lines for climate change mitigation

The Role of National Development Banks in Mobilizing International Climate Finance

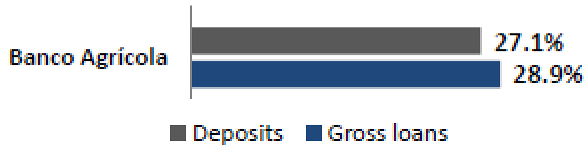
The Equator Principles
UNEP - FI
CECODES WBCSD
Dow Jones Sustainability Index
GRI
Pacto Global

Bancolombia Group

Market Share Colombia (as of December 2011)

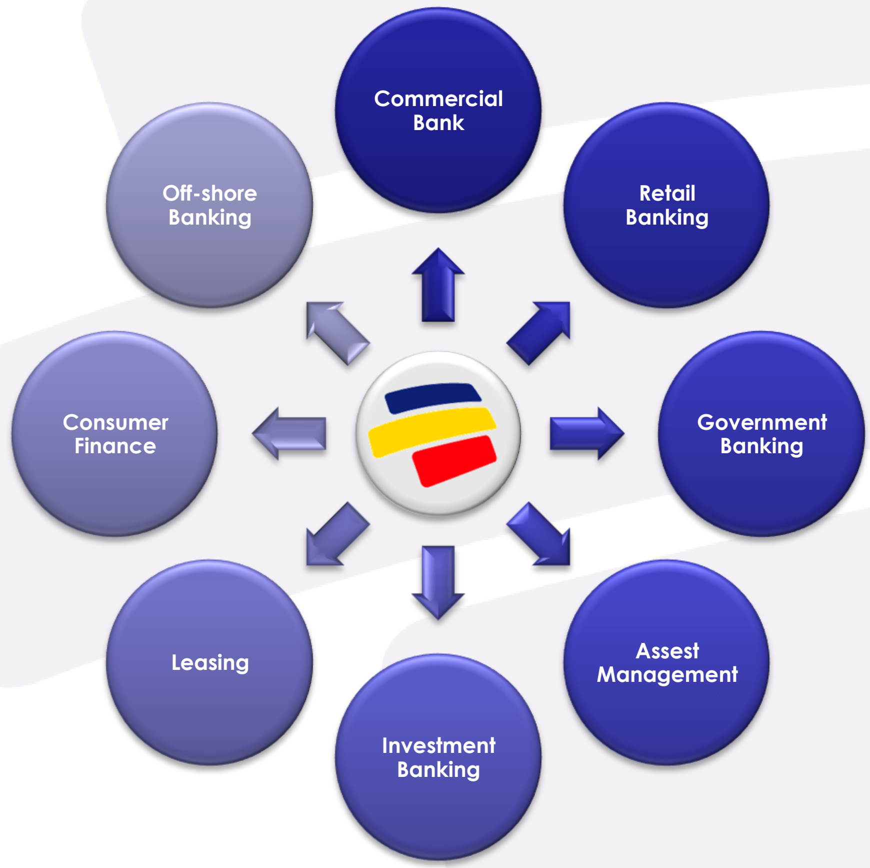


Market Share El Salvador (as of December 2011)

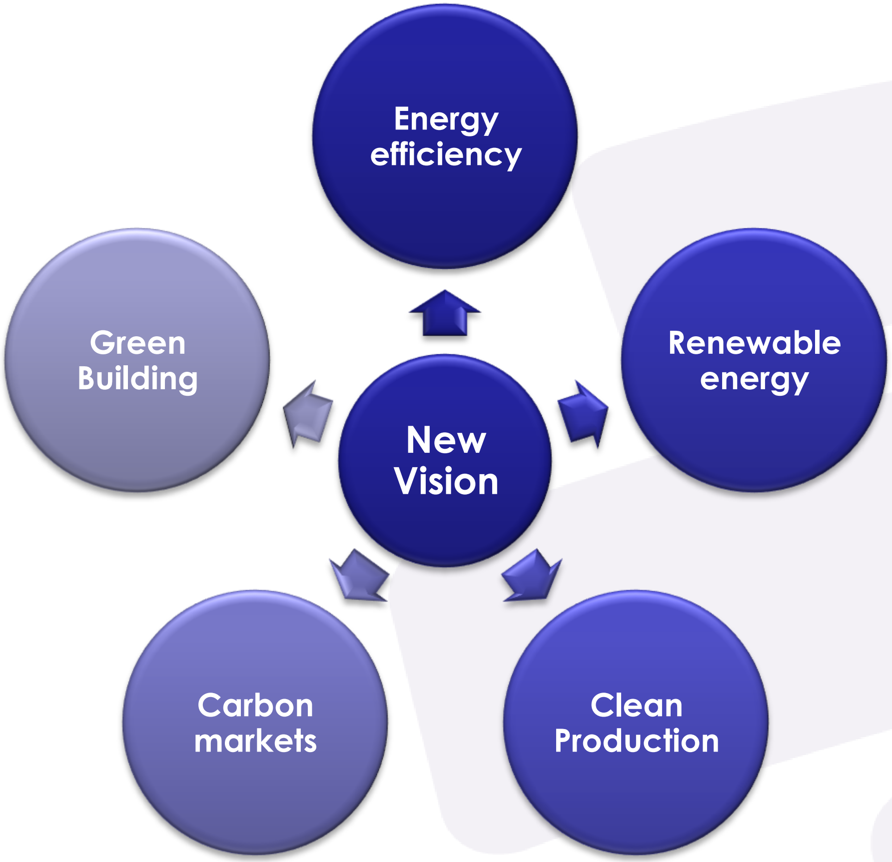


Gross Loans per Currency & Type	3Q11	4Q11 $	4Q11 QoQ	4Q11 YoY
COP denom.	41,918	44,413	6.0%	23.1%
Commercial	23,820	24,835	4.3%	13.9%
Consumer	8,026	8,831	10.0%	42.8%
Financial Leases	6,069	6,442	6.2%	21.2%
Mortgage	3,731	4,028	8.0%	59.7%
USD denom.	8,025	8,738	8.9%	33.5%
Commercial	6,181	6,886	11.4%	43.5%
Consumer	1,045	1,037	-0.8%	-0.5%
Financial Leases	357	376	5.3%	39.3%
Mortgage	421	418	-0.5%	-2.5%
TOTAL (COP)	57,399	61,388	7.0%	26.3%

COP billion; USD million



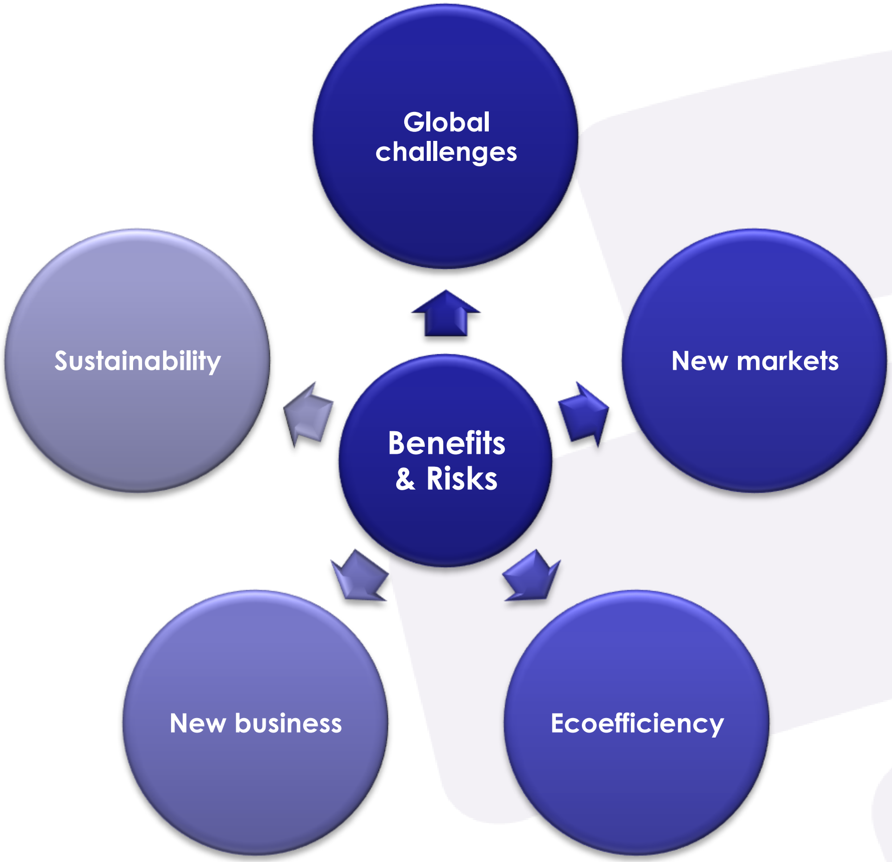
Projects

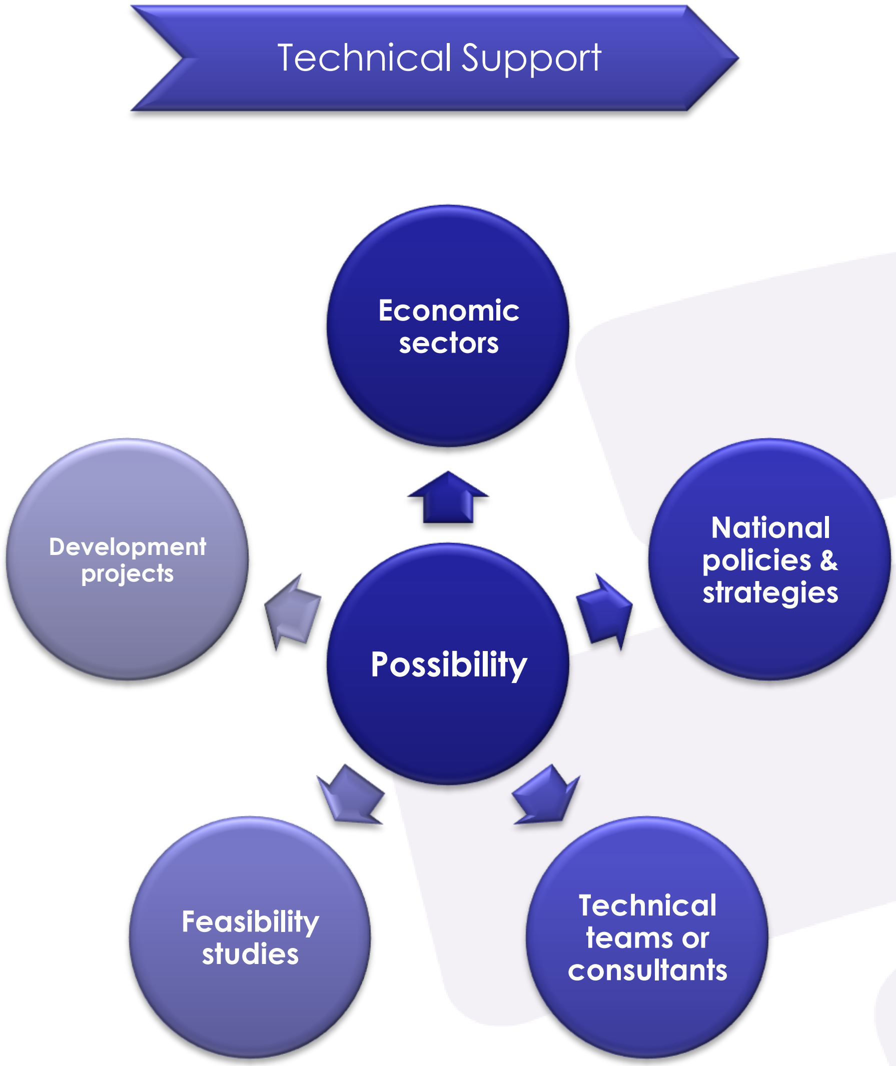

Energy efficiency
Renewable energy
Clean Production
Carbon markets
Green Building
New Vision

Relevant topics

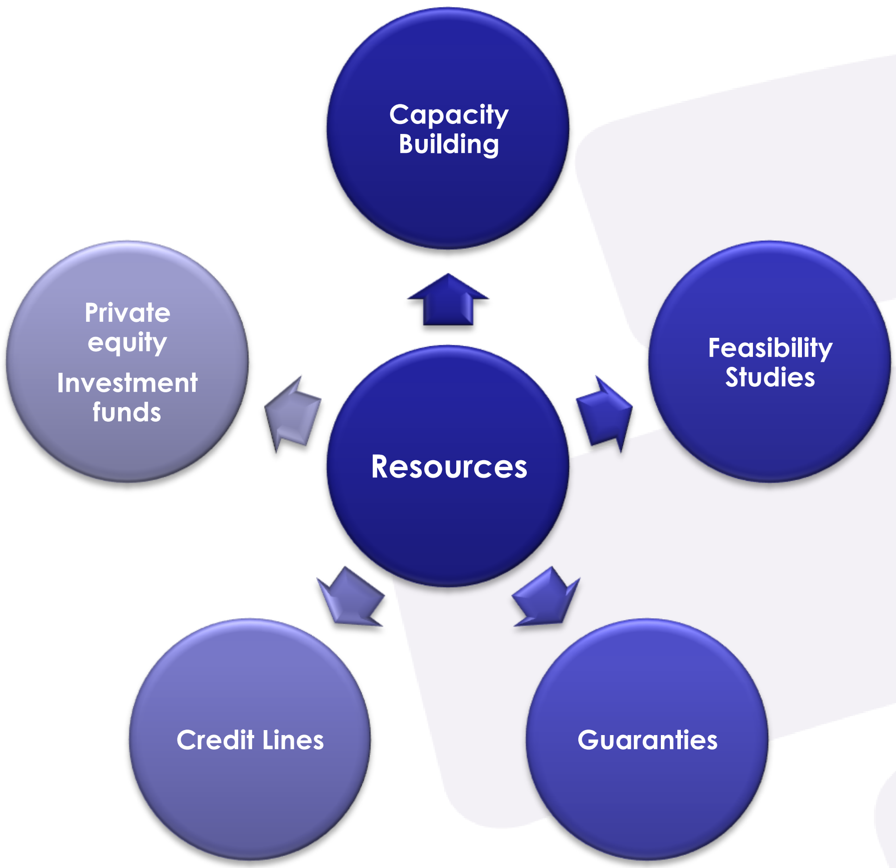
Knowledge & consensus	Technical Support	Financial Support
Consumers	Businessmen	Businessmen
Business person	Consultants	Utility companies
Associations	Suppliers	Government
Consultants		Financial sector
Suppliers		NDB´s
Utility companies		
Government		
Authorities		
Financial sector		
NDB´s		

Knowledge & consensus

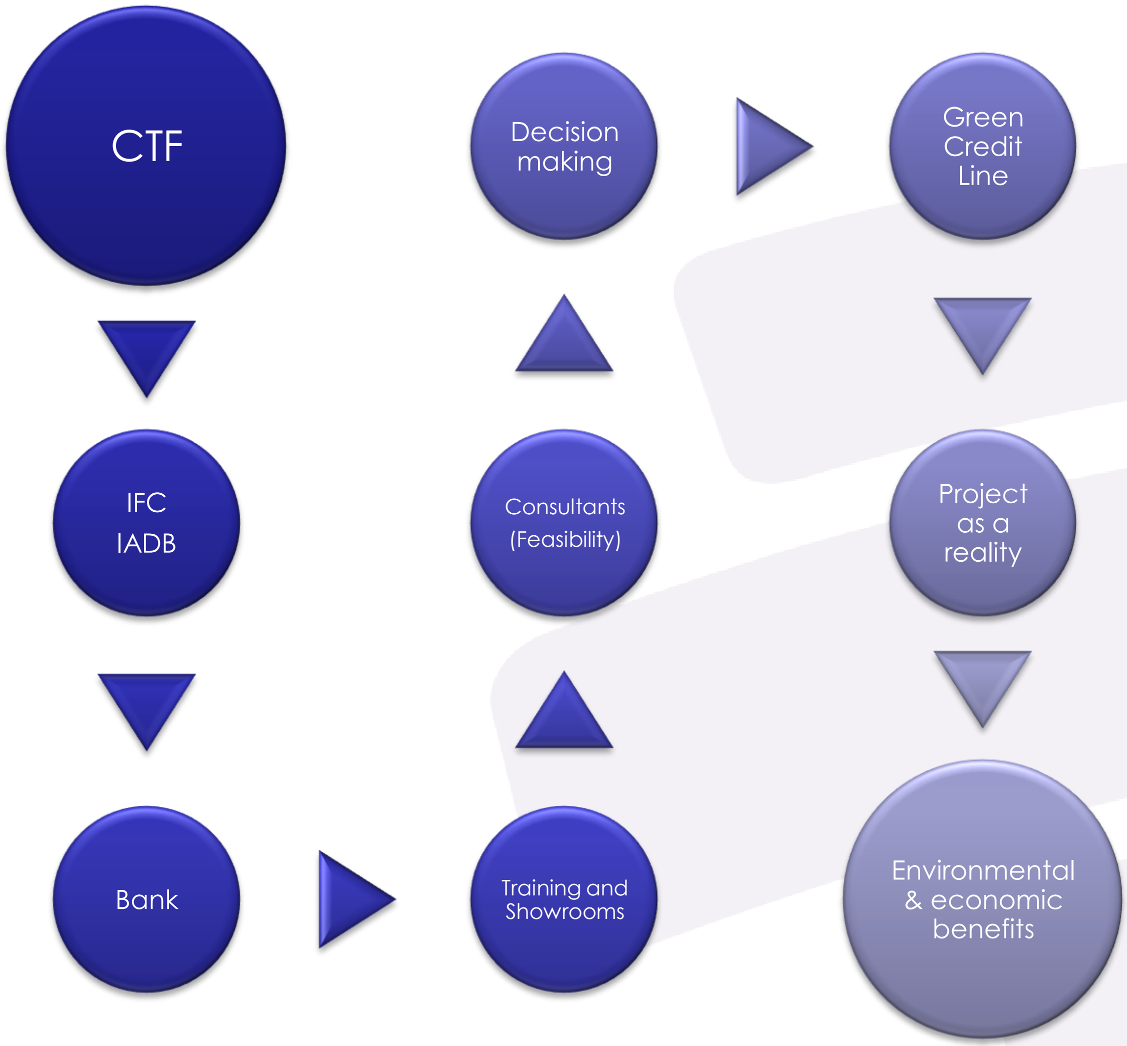



Technical Support
Economic sectors
National policies & strategies
Possibility
Technical teams or consultants
Feasibility studies
Development projects

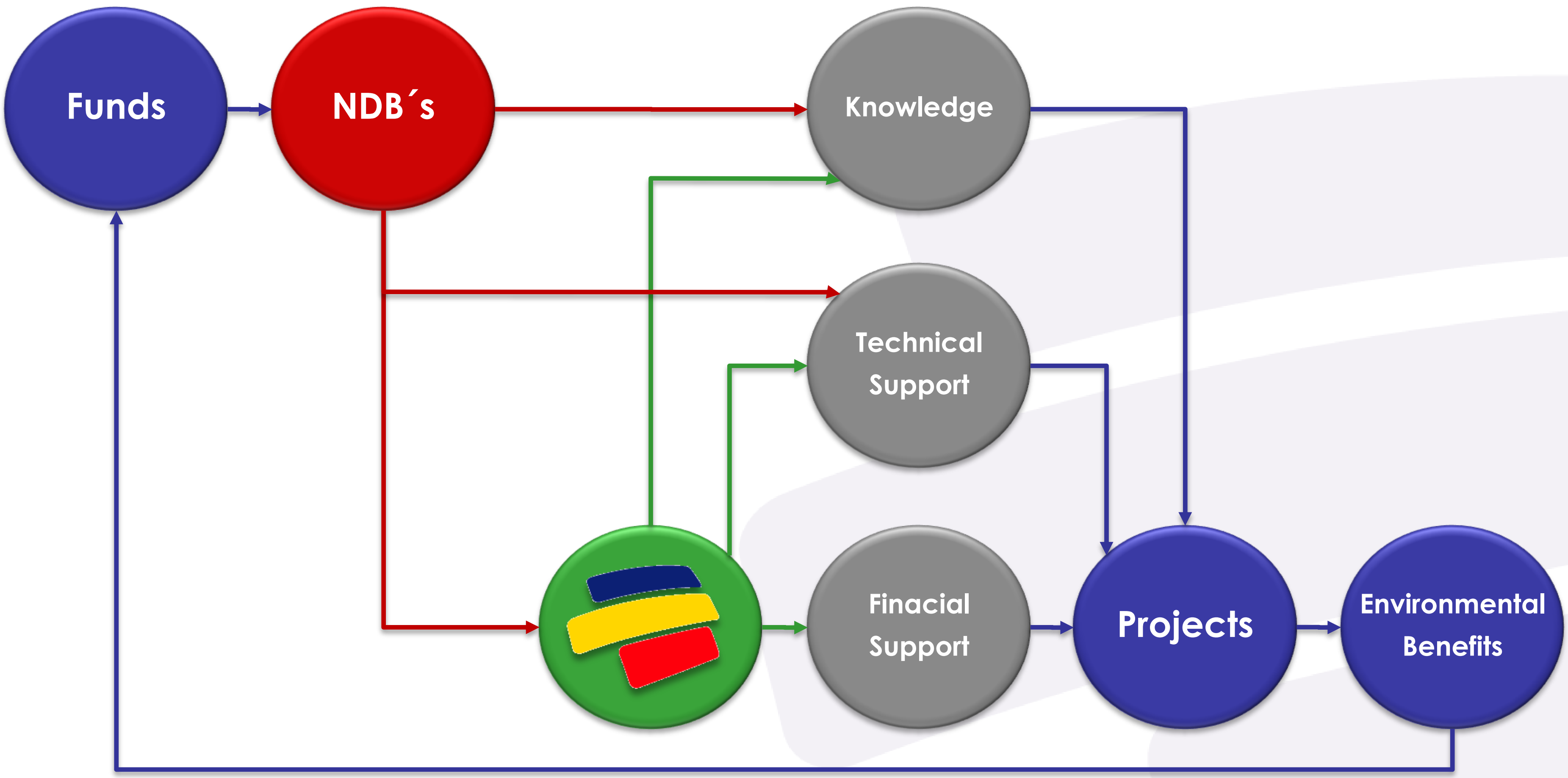
Financial Support



Environmental sustainability credit line



Rol of NDB´s


Funds
NDB´s
Knowledge
Technical Support
Finacial Support
Projects
Environmental Benefits

Questions

- The GCF private sector facility – how should it be structured based on the experiences of national development banks?
- Incentive schemes and capacity of financial intermediates and first tier banks to channel development bank finance
- Brokerage between financial needs and conditions from private sector and priorities established by governments / funds
- Strategies and type of financial mechanisms for leveraging private sector finance
- Most successful experiences in leveraging private sector finance to address climate change
- What type of financing strategies and risk transfer mechanisms must be developed to help channel both public international funding and private capital toward climate change mitigation? (e.g. guarantees, carbon funds, venture structures, special purpose vehicles, etc.)
- How to promote investment in emissions reductions projects and programs at the financial system level?

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