# MASTERCLASS IN SECURING SUSTAINABLE & GREEN FINANCE

## A UNIQUE TRAINING AND CAPACITY BUILDING PROGRAMME DESIGNED FOR NIGERIA AND AFRICAN COUNTRIES!



The Masterclass in Securing Sustainable and Green Finance programme aims to equips participants with the insights, frameworks and practical skills to successfully secure sustainable and green finance.

BUSINESS MANAGEMENT SERVICES CONSULTANCY LTD
www.bmsconsultancy.com

# WELCOME

We are delighted to introduce you to our Masterclass in Securing Sustainable and Green Finance programme. A unique training and capacity building programme phased over 4 months.

The Masterclass is designed to equip senior-to-middle level officials, managers and professionals in the public and private sectors with comprehensive understanding of the sustainable finance landscape as well as the process and art of how to successfully secure sustainable and green finance.

Furthermore, the Masterclass, will equip the participants with an insights, tools and practical skills to successfully develop strong pipelines of feasible and bankable projects to enable them secure public and private finance earmarked for sustainable and green projects.

This Masterclass will provide you a unique opportunity to actively learn, put in practice what you've learned and engage with leading authorities, industry leaders and your peers to exchange knowledge, experiences, ideas, best practices and strategies for mobilizing sustainable and green finance to your organisation.

We look forward to welcoming you and people in your organisation.

**Please note** that we can tailor this Masterclass s to meet your specific organisational needs, and deliver as in-house programme, at a time to suit you, at your premises or another preferred venue

## AFRICA REGION



Bala Sanusi
Director Africa Region, BMS Consultancy Ltd
EMAIL: b.sanusi@bmsconsultancy.com

## UNITED KINGDOM



Dr. Jan Fanuel
Director Learning & Development
EMAIL: j.fanuel@bmsconsultancy.com

# THE PROGRAMME SNAPSHOT

**Format:** In-Person and Online

**Duration:** 4 months

**The Fundamentals of Securing Sustainable and Green Finance**
Live Online Workshop (Hours of effort: 8 to 10 hours a week) - 13 April – 15 July 2026

**Practical Application of Learning at Work**
11 May – 7 August 2026

**The Art of Securing Sustainable and Green Finance**
Live Online & In-Person (to be held in Abuja) - 5-Day Workshop - 3 – 7 August 2026

### Fees:

**In-person & Live Online:** The fee now is **£4,999** but it normally cost £6,450 before discount
**Live Online:** The fee now is **£3,999** but it normally cost £5,300 before discount
**All fees** are exclusive of VAT
**Fees payment** can be made in Naira

**Fee Discount** - As part of our commitment to help make your training budget go further, we are pleased to offer organisations in Nigeria and Africa substantial discount. For instance, the fee per participant is normally £6,450, it will now be £4,999 after discount.

# PROGRAMME AIMS

Sustainable and green finance are projected to exceed $53 trillion by 2025, representing more than a third of the projected $140.5 trillion in total global assets, unfortunately, Nigeria gets very little of this critical finance.

One of the key reasons is the shortage of human knowledge and technical competency to successfully support organisations in the public and private sector to navigate the sustainable finance cycle, from project origination to implementation and the key insights needed to successfully secure sustainable and green finance.

This cutting-edge Masterclass in Securing Sustainable and Green Finance programme aims to equip participants with the insights, frameworks and in-depth understanding of the sustainable and green finance landscape as well as the techniques, tools and practical skills to successfully secure sustainable and green finance.

# WHAT MAKE THIS PROGRAMME UNIQUE?

This programme's approach is non-traditional, and has distinctive differences to other training programmes.

In partnership with our expert partners, we are offering participants and their organisations a unique integrated capacity building, training and development programme phased over 4 months.

Several learning tools and techniques are incorporated into the programme – including seminars (online and in-person), peer-learning, webinars, on-line resources and forums as well as self-directed workplace project, to help participants apply and sustain their training experience.

By the end of this programme participants will be able to develop a green climate project that are financially, economically, and technically feasible and bankable for their organisation.

# THE PROGRAMME FEATURES

The programme includes:

- Learning and development needs analysis at organizational and individual level
- Highly interactive in-person residential training workshop
- Live online sessions with facilitators and other experts to supplement the online learning
- Practical case studies and activities to help participants apply the material to their situation at work
- On-line resources - articles, webinars, videos, email alerts, etc
- e-learning platform – to enable participants and facilitators share knowledge and experiences
- Action learning – to apply theory to practice and tackle real-world problems in small groups, take action, reflect on their experiences, and learn from each other
- Peer learning – to support and sustain peer-to-peer and institution-to-institution learning and collaboration
- Sectoral expertise - In-depth examination of critical sectors and appropriate financial mechanisms.
- Get real-world insights - from industry experts, financiers and distinguished professors,
- Self-directed workplace projects - to effect transfer of learning to the workplace, consolidate learning and support continuing development - by developing a feasible and bankable project to secure public and private finance earmarked for sustainable and green projects
- Opportunity to participate in exclusive matchmaking platform and event dedicated to raising sustainable and green finance as well as accelerating the financial closure of deals.

# WHO SHOULD ATTEND?

This programme is ideal for executives, senior and middle management personnel and professionals in the private and public sectors, including

- Finance directors and managers
- Budget directors and managers
- Financial reporting team members
- Strategic planning team members
- ESG and Sustainability team members
- CSR team members
- Internal Audit and Internal Control Function
- Investment / Portfolio managers and professionals
- Risk managers and professionals
- Project finance / Structured finance managers and professionals
- Facilities and Infrastructure managers and professionals
- Product managers and developers
- Business development managers
- Policy and regulation makers
- Executives, senior and middle level management personnel and professionals who need a broad understanding of how to raise sustainable and green finance

## Participating Sectors / Industries Includes

- Power and Utilities
- Oil, Gas, and Petrochemicals
- Water Resources
- Housing, Real Estate and Construction
- Urban, Rural Development and Infrastructure
- Transportation
- Food security (agriculture, livestock and fisheries)
- Health and Pharmaceuticals
- Environment and Forestry
- Industries, Manufacturing and Mining
- Coastal zone protection and marine resources.
- Financial Services

Guided by our deeply held values and passion for making a positive impact, we are commitment to providing excellent and innovative services to build a better and more sustainable future for our clients, stakeholders, Nigeria, Africa and the world

# PROGRAMME OVERVIEW

Significant volumes of sustainable and green climate finance have been pledged by governments, investors, development finance institutions (DFIs), multilateral climate funds and donors, etc for financing bankable sustainable and green projects in developing countries.

But these finances are not being access by many developing countries like Nigeria. Among the principal reasons for these are, first the challenging and complex sustainable and green finance ecosystem and a shortage of green climate projects that are financially, economically, and technically feasible and bankable.

The second key reason is the shortage of human capital and technical competency to successfully support organisations in navigate the sustainable finance cycle, from project origination to implementation and the key insights needed to successfully secure sustainable and green finance.

This programme will hones these knowledge and skills. The Masterclass in Securing Sustainable and Green Finance is a unique training and capacity building programme phased over 4 months.

It is specifically designed to equip senior-to-middle level officials, managers and professionals in the public and private sectors with comprehensive understanding of the key concept, principles, sustainable and green finance ecosystem

# PROGRAMME BENEFITS

On completion of this capacity building and training programme, participants will:

- Be better equipped to prepare feasible and bankable projects eligible for sustainable and green finance funding
- Acquire the key insights, tools and frameworks needed to successfully secure sustainable and green finance.
- Gain a deeper understanding of sustainability and ESG definitions, concepts, terminology and current trends,
- Review the current approaches to sustainability and ESG within the private and public sector internationally and in Nigeria
- Acquire a greater understanding of what sustainability and ESG means for their organisations in the context of sourcing sustainable and green finance.
- Be able to appreciate better investors, funders and key stakeholders' perspectives and expectations on sustainability and ESG
- Develop a deeper understanding of the core concepts, principles, drivers and practices of sustainable and green finance.
- Increased their knowledge and awareness of sustainable and green finance sources, opportunities and challenges, particularly in the developing country context
- Distinguish between different types of sustainable and green finance products in the capital market and relevant eligibility criteria
- Be better equipped to select the appropriate sustainable and green products or services to fund sustainable projects
- Be able to evaluate ESG risks and opportunities from a financial perspective, and understand how to manage/mitigate those risks.
- Learn how to lead stakeholder engagement initiatives that build trust and drive sustainable growth
- Explore the role of sustainability communications in an organisation's sustainable and green finance strategy and initiatives
- Learn how to develop and sustain effective communication strategies with financiers and stakeholder

# PROGRAMME STRUCTURE

## 4 MONTHS AGENDA:

| **THE FUNDAMENTALS OF SECURING SUSTAINABLE AND GREEN FINANCE**<br>ONLINE WORKSHOP<br>13 APRIL – 15 JULY 2026 | |
|---|---|
| **Welcome and Orientation** | - Introductions<br>- How we are going to work together? |
| **Introduction to Sustainability and ESG** | - What Is sustainability and ESG?<br>- Sustainability and ESG factors and challenges<br>- Key considerations for organisation, financier and stakeholders<br>- Sustainability and ESG trends and initiatives |
| **An Overview of Sustainable and Green Finance Landscape** | - Overview of sustainable and green finance ecosystem<br>- Key trends and drivers in sustainable and green finance<br>- Relevance of sustainable finance and green to private and public organisations<br>- Sustainable and green finance frameworks and standards. |
| **Sustainable and Green Finance Sources** | - Sources of sustainable and green finance<br>- Leveraging private finance<br>- Multilateral and bilateral climate funds and donors<br>- Development financial institutions (DFIs)<br>- Crowdfunding |
| **Sustainable and Green Finance Products** | - Sustainable and green finance products<br>- Sustainable investment funds<br>- Green bonds and social bonds<br>- Sustainable loan and savings products |
| **What your organisation needs to do to prepare for Sustainable Finance** | - Selecting suitable instruments<br>- Preparing to access sustainable financing<br>- Process for securing financing<br>- Positioning the organisation<br>- Best practices and case studies |
| **Sustainability Communication and Sustainable Finance** | - Sustainability Communication as a catalyst to Sustainable Finance<br>- Navigating the complex landscape of green finance marketing and communications<br>- Reporting standards and frameworks (GRI, SASB).<br>- Communicating sustainability performance to stakeholders.<br>- Developing and sustaining effective communication with financiers and stakeholder<br>- Key steps to designing an effective, clear and impactful ESG communications strategy. |
| **Risk Management and Sustainable Finance** | - Introduction to ESG risks<br>- The fundamentals of ESG risk management<br>- Risk aspects from a sustainable finance perspective<br>- ESG risks and how to develop strategy to mitigate them.<br>- ESG risk management best practices |
| **Stakeholder Engagement** | - What are stakeholders and why they are important;<br>- Definition of a stakeholder in the context of ESG.<br>- Stakeholder identification and mapping and engagement.<br>- Value preposition of all stakeholders.<br>- What are the most effective engagement tools? |

| PRACTICAL APPLICATION OF LEARNING AT WORK<br>11 MAY – 7 AUGUST 2026 | |
|---|---|
| **Action Learning Sessions** | To enable participants to apply theory into practice and tackle challenges facing their work or sector in groups, reflect on their experiences, and learn from each other.<br>Approximately 12 hours of online meetings between workshop sessions. |
| **Self-Directed Workplace Project** | To develop a feasible and bankable project to secure public and private finance earmarked for sustainable and green projects,<br>The time investment will vary according to project. |

| 3 – 7 AUGUST 2026<br>**THE ART OF SECURING SUSTAINABLE AND GREEN FINANCE**<br>5-DAY WORKSHOP IN ABUJA<br>IN-PERSON & ONLINE | |
|---|---|
| **Climate Finance Sources, Project Design, and Proposal Processes -** | - Climate finance flows<br>- Donor priorities<br>- Proposal Requirements and processes<br>- Operationalization of key aspects in project design<br>- Non-financial Proposal requirements |
| **Climate Finance Instruments and Financial Structuring** | - Climate finance instruments<br>- Financial transactions<br>- Driving project bankability<br>- Financial modeling<br>- Financial structuring and project finance |
| **Sectoral Expertise**<br>In-depth examination of critical sectors and appropriate financial mechanisms. | - Power and Utilities<br>- Oil, Gas, and Petrochemicals<br>- Water Resources<br>- Urban, Rural Development and Infrastructure<br>- Food security (agriculture, livestock and fisheries)<br>- Transportation<br>- Health and Pharmaceuticals<br>- Environment and Forestry<br>- Industries, Manufacturing, Mining, etc<br>- Coastal zone protection and marine resources<br>- Housing, Real Estate and Construction<br>- Financial Services |
| **Wrap up** | - Presentation of Certificates<br>- Closing Remarks<br>- Closing of Programme |

# ABOUT US



## Business Management Services Consultancy Ltd (BMS)

BMS Is an established international firm that specialises in providing learning & development, capacity building and consulting services.

Our extensive track record spans more than two decades. For this time, we have been designing and providing leading-edge learning & development and consulting service solutions to clients across sectors and industries. Our global experience and local knowledge has played a part in making us a trusted partner and preferred choice by many of the world's leading corporations.

With specialists' staff and associates, as well as strategic partnership with top academic institutions, professional bodies, business networks and corporate organisations, we have access to the best and latest expertise. As such, we are uniquely placed to provide a fully integrated response to our clients' needs, whether this is to: develop and manage projects; provide institutional and human capacity strengthening programmes or manage risk.

With roots in the United Kingdom and presence in five regions of the world: Europe, Africa, America, Asia and Middle East we are in a strategic position to provide clients with flexible and responsive professional services to meet the evolving needs of the ever changing and dynamic world.

Our long and successful involvement with the private sector, government ministries, departments and agencies, international development institutions and civil society organisations across the globe, demonstrates our capability to work across industries, sectors and cultures. Some of our clients includes:

ACP Secretariat, Belgium, Addax, Agip, Arab Shipping Company, Australian Maritime Safety Authority, Aviva, BAE Systems, Bahamas Maritime Authority, Bank of England, Barbados Port Authority, Bristow Norway, British Broadcasting Corporation (BBC), British Council, British Gas, British Museum, Cairn Energy, Centrica, Chevron, Coca Cola, Department for International Development UK, Department of Communications South Africa, Department of Energy and Climate Change UK, Dublin Airport, EDF Energy, Eni Oil (Italy), European Commission, Federal Ministry of Finance Nigeria, Federal Ministry of Science & Technology Nigeria, Financial Services Authority UK, Grenada Ports Authority, Halifax Bank of Scotland, Kuwait Oil Tanker Company, London Borough of Lewisham UK, London Transport, Luanda Refinery, Maritime and Coastguard Agency, Namibian Ports Authority, National Health Service (NHS) UK, Nigerian National Petroleum Company (NNPCL}, Nobel Oil Group, Royal Bank of Scotland, Royal Borough of Kensington and Chelsea, Sasol, Shell, South African Maritime Safety Authority, Total, Victoria and Albert Museum UK, World Bank

# WHAT MAKES OUR LEARNING PROGRAMMES UNIQUE?

Our Learning approach is based on the three pillars of learning excellence, these are: **Relevance, Quality and Impact.** The approach offers a new breakthrough learning experience: it has 10 ingredients that mark the BMS' learning activities and, together, differentiate us from other learning organisations and institutes.

### Our training address relevant issues that affects participants and their work

For learning to be effective, it has to be relevant to individuals and their workplace. That is why, prior to commencement of any programme, we start by understanding our clients and course participants learning needs and the challenges they faced. We in turn tailor the programme to address the relevant issues that affects them and their work.

### Unique learning design, method and delivery

Most of our programmes take a blended learning approach – combining experiential, practical, and applied learning with well-tested academic theories, and utilises a variety of learning methods. This powerful mix of learning style is the most excellent way to optimise learning experience and make it stick, as well as assist participants in effectively transferring what they learned back to their workplace

### First-class facilitators and resource persons

We are proud of the fact that many of our facilitators and resource persons are among the leading experts in their specialist area. They have in-depth knowledge of their subject, and combine academic expertise with years of hands-on business and industry experience. They are passionate about developing others, and have proven time and time again their ability to facilitate top-quality learning and provide the best possible learning experience.

### Continuous and sustainable learning

We believe that learning is a process – not a one-time event. That is why we offer various learning supports e.g. post-programme one-on-one coaching sessions and/ or coaching notes, additional learning resources such as webinars, white papers and eLearning to help participants apply and sustain their learning experience.

### Personal learning plan and commitment

Participants are encouraged to document specific insights and action items from each session. Our Facilitators will work with them to identify 3 -5 items they wish to focus on, and how to develop an action plan to implement these insights. The participants are expected to share this with their superiors, colleagues and subordinates and put new learning into immediate application on the job.

### Work-based projects associated with coursework

As an option, participant can select a management-approved project that would tackle area of concern from their work place to which development and application of what they have learned would make a positive difference. In this way the training generates a measurable return on investment and pays for itself many times over

### Comprehensive learning resources – on and off line

Participants will be provided with comprehensive manual and reference material to support their continuous learning and development, including textbooks (where relevant), in addition to which (on most programmes) they will also have access to online Virtual Learning Forum (VLF). The VLE includes extensive additional learning resources and links to articles, research, surveys and relevant practical tools.

# HOW TO APPLY

To apply for the Masterclass in Securing Sustainable and Green Finance Programme, please:

- **Email your name or the names of people you want to register to:** training@bmsconsultancy.com
- **Telephone**+44 (0) 74 2411 1719 / +234 810 000 0108 / +31 205 419 3330
- **Online at:** www.bmsconsultancy.com/masterclass-in-securing-sustainable-and-green-finance-programme
- **Complete the booking form below and e-mailing it to:** training@bmsconsultancy.com
- **Post to**: BMS Consultancy Ltd, Knowledge Dock Centre, University Way, London E16 2RD, UK

An invoice will be sent upon receipt of the booking form. The invoice payment can be made by bank transfer, credit card or cheque. Fees must be paid in full prior to start of the programme.

Your place will be reserved upon confirmation of payment.

You will receive a welcome email with the steps to follow.

You will then be able to access our virtual platform and become familiar with it before your program begins.

## BOOKING FORM

| | | | |
|---|---|---|---|
| **Course Title:** | Masterclass in Securing Sustainable and Green Finance | | |
| **Mode of Attendance:** | **In-Person + Online** | **Online** | |
| **Delegate Details:** | **First Name:** | | **(Dr./ Mr./ Mrs./ Ms./ Other)**: |
| | **Last Name:** | | |
| | **Position:** | | |
| | **Organisation:** | | |
| | **Address:** | | |
| | | | |
| | **Telephone:** | | **Mobile:** |
| | **Email:** | | |

**NOTE:** This form may be reproduced for additional registration

## COURSE FEE AND GENERAL INFORMATION:

The programme fee covers: tuition; comprehensive set of programme materials and working papers, bag, notebook, pen, gifts; programme certificate; coffee breaks (morning and afternoon); buffet lunch; refreshments; training equipment; plus many other programme expenses.

Delegates are responsible for their own accommodation and travel arrangement. However, our training team can assist participants to find suitable accommodation.

## Terms and conditions

**Cancellations and refunds**

For Cancellations (which must be in writing) received by BMS 60 or more working days before the scheduled training programme, the full fee is payable. For Cancellations within 31 - 60 working days before the scheduled training programme we charge a 40% cancellation fee. For Cancellations less than 30 working days before the scheduled training programme there would be no refund, however course papers and materials given to attendees will be provided. Refunds where applicable, will be made within 30 days of receipt of the written cancellation.

**Program Change Policy**

BMS reserves the right to cancel the programme, alter the programme, change venues and substitute trainers, speakers and consultants at its discretion. Where the programme is cancelled by BMS, participants will receive a full refund for course fees paid, if alternative dates offered are not acceptable. If for any reason BMS decide to amend or cancel the training programme we will not be responsible for air-fares, hotel or other costs incurred by registrants.