

*Panelist Biographies*

**KfW Financial Sector Development Symposium**

***Greening the Financial Sector -  
How to Mainstream Environmental Finance  
in Developing Countries?***

**Berlin  
4 and 5 December 2008**

## **BIOGRAPHIES**

### **Wolfgang Kroh**

*Member of the Board of Managing Directors, KfW Bankengruppe, Germany*

Wolfgang Kroh studied business administration in Frankfurt am Main and Würzburg, and received his Diplom Kaufmann in 1971. From 1971 until 1976, he was a project manager for KfW in financial cooperation initiatives in Africa. From 1976 to 1986, Mr. Kroh worked as a transport sector economist and then as Division Chief of the sector policy department, specialising in the areas of agriculture, transport, and telecommunications. After becoming Vice President for East Asia, Wolfgang Kroh became First Vice President, responsible for policy and promotional concepts for financial cooperation with developing countries. From 1996 to 2000, Mr. Kroh served as Senior Vice President, Secretariat of International Credit Affairs. Since December 2000, Wolfgang Kroh has been a Member of the Board of Managing Directors of KfW.

### **Karin Kortmann**

*Parliamentary State Secretary,*

*German Federal Ministry for Economic Cooperation and Development (BMZ), Germany*

Karin Kortmann is Parliamentary State Secretary at the Federal Ministry for Economic Cooperation and Development. She is Member of the German Bundestag for the Social Democratic Party (SPD) of Germany since 1998. From 1999 to 2002 she was Spokesperson for the SPD parliamentary group on the Study Commission of the German Bundestag on the Future of Civic Activities. From 2002 to 2005 she was spokesperson for the SPD parliamentary group on economic cooperation and development. Karin Kortmann studied at the Catholic University of Applied Sciences in Mainz. From 1991 to 1997 she was Federal chairwoman of the Federation of German Catholic Youth. She is also Member of the Central Committee of German Catholics and spokesperson on fundamental policy.

## **Session 1**

### **Doris Köhn (Moderator)**

*Senior Vice President, Europe, Middle East and North Africa, KfW Entwicklungsbank, Germany*

Ms. Köhn studied at the Universities of Hamburg and London. She holds an MSc in Economics and Political Science and completed postgraduate studies at the German Development Institute. She joined KfW Entwicklungsbank in 1985 as a Young Professional and has held various positions within the institution until today. From 1989 to 1991 Ms. Köhn gained field experience in Costa Rica, directing a rural development project. Prior to her present assignment, Ms. Köhn served as a Sector Director at the World Bank, Washington, D.C., for the Middle East and North Africa Region (1998-2001). In 2001 she was nominated First Vice President for Europe and Caucasus at KfW and at the same time Network Head for Financial and Private Sector Development world-wide. In this position she has actively promoted financial sector development work, with a special emphasis on microfinance. In April 2006 Ms. Köhn was appointed Senior Vice President for Europe, North Africa and Middle East at KfW. She is on the Supervisory Boards of the ProCredit Banks in El Salvador and Ukraine as well as of ProCredit Holding, one of the world's leaders in microfinance.

### **Dr. Peter Lindlein (Keynote Speaker)**

*Managing Director, iCee GmbH, Germany*

Peter Lindlein is a Consultant and Managing Partner of iCee GmbH in Frankfurt. After writing his doctoral thesis about Costa Rica's debt problem during a research stay in San Jose (1983/84), Peter Lindlein joined KfW (1985-87) as a project manager in the Asia department of the Financial Cooperation division. From 1988-1990 he worked for the Friedrich-Ebert-Foundation as director of their program of Applied Economic and Social Sciences in Lima, Peru. He returned to Germany after the fall of the Berlin wall and worked as head of the Consultant Task Force of the Treuhandanstalt in Dresden, responsible for controlling about 600 companies (1992-93), and for the Treuhandanstalt Berlin. The consulting company iCee GmbH ([www.icee.de](http://www.icee.de)) was founded by him and his partners in 1992. It mainly works in the fields of financial sector development and the energy sector in developing and transition countries. Together with Wolfgang Mostert he wrote "*Financing Renewable Energy. Instruments, Strategy, Practice Approaches*", which was published by KfW as Discussion Paper No. 38 in 2005. In 2008 the "*Guidelines on Feasibility Studies*" that he and Vietnamese colleagues developed for the Government of Vietnam and the Multilateral and Bilateral Development Banks were adopted for ODA projects in Vietnam by decision of the Prime Minister. Peter Lindlein holds a PhD in Economics from the University of Bonn.

**Marc Buiting**

*Senior Investment Officer, Africa, Netherlands Development Finance Company (FMO),  
The Netherlands*

Mr. Buiting has some 20 years experience in financing infrastructure projects in developing countries with major Dutch banks, PwC and the last five years with FMO. At ING Barings he initiated and was director of an advisory group on project financing, at PwC he was responsible for corporate finance in the energy sector in the Netherlands. He also established a global renewable energy advisory group at PwC. As a strong advocate of renewable energy in developing countries where energy is much more needed, he decided to implement it himself by joining FMO. At FMO he is working on primarily energy and water projects in Africa. The current pipeline of renewable and cleaner energy projects exceeds 500MW in some 10 African countries. Mr. Buiting graduated in economics and business science at Erasmus University Rotterdam.

**Paul Clements-Hunt**

*Head of Unit, United Nations Environment Programme Finance Initiative (UNEP FI),  
Switzerland*

Paul Clements-Hunt has been the Head of the United Nations Environment Programme Finance Initiative (UNEP FI) since November 2000. UNEP FI, based in Geneva, is the largest partnership between the United Nations and the financial services sector, counting more than 180 banks, insurance companies and investment firms as members. UNEP FI was instrumental in the 2004-06 development and launch of the UN Principles for Responsible Investment (PRI). The PRI is now backed by over 400 institutional investors representing more than USD 16 trillion in assets under management. Clements-Hunt was one of the two lead United Nations representatives throughout the PRI negotiations in 2005-06 and sits on the PRI Board as the UNEP representative. In 2007, he was invited to join the Financial Times Sustainability Banking Awards panel of judges and the United Nations special climate change panel on finance and investment. Clements-Hunt is a Board Member of Sustainable Finance Geneva, a network of professional finance executives committed to pushing forward sustainability practice in the Swiss financial services sector. Prior to joining the United Nations, Clements-Hunt spent 1998-2000 representing the Paris-based International Chamber of Commerce, directing the organisation's policy work in energy, environment and sustainable development. From 1991 to 1998, Clements-Hunt was based in Bangkok, Thailand, where he founded the country's first environmental strategy consultancy which developed projects throughout Southeast Asia. In 1994, he took the idea for an Asia-Pacific-wide environmental strategy service to the world's largest testing, inspection, and certification company, Société Générale de Surveillance (SGS). He developed the business for the SGS Group as the SGS-Environmental Information Unit. For over 17 years, Clements-Hunt has presented and lectured internationally on sustainable finance and responsible investment issues. Clements-Hunt graduated with a BA degree in Economics from the University of East Anglia, and completed post-graduate studies in journalism at University College, Cardiff.

**Dirk Haböck**

*Managing Director, Internationale Projekt Consult GmbH (IPC), Germany*

Dirk Haboeck is a managing director of IPC – Internationale Projekt Consult GmbH – a Frankfurt-based consulting company which focuses primarily on microcredit. IPC was the driving force behind the development of the worldwide group of ProCredit banks and continues to furnish advisory services to these institutions. Mr. Haboeck, who graduated from the University of Münster, Germany, with a degree in economics in 1996, has an outstanding professional track record as a co-ordinator of large-scale credit programmes, such as the EBRD's Russia Small Business Fund, to which he was assigned from 1996 to 2001, and as a bank manager within the ProCredit group. From the end of 2001 until July 2004, he served as a short-term consultant based at IPC's head office. In this capacity, he drew upon his specialised expertise to provide advisory assistance in micro lending, institution-building and training to various microfinance projects in Eastern Europe and the CIS countries. From August 2004 until the beginning of 2008, Mr. Haboeck served as general manager of ProCredit Bank Ukraine. During this period, he also served on the board of directors and on the audit committee at other institutions in the ProCredit group. In addition, he was involved in the establishment of the ProCredit Regional Academy in Skopje, Macedonia, a training facility for middle managers from the ProCredit banks in Eastern Europe. In these roles, he developed extensive expertise in the design of business strategies, the implementation of regional expansion plans, and the training to bank staff at all levels. Mr. Haboeck is currently in charge of overseeing all of IPC's project activities in Russia, Ukraine, Turkey and China.

**Alexia Latortue**

*Senior Microfinance Specialist, Consultative Group to Assist the Poor (CGAP), USA*

Alexia Latortue joined CGAP in 2002 and is based in CGAP's Paris office. She leads CGAP's work on improving the effectiveness of funding for microfinance and provides strategic and technical services to a broad range of donors and investors. Latortue has written extensively on aid effectiveness in microfinance and reviews key CGAP documents on a diversity of topics as a member of its Publications Committee. Before joining CGAP, Latortue was a development specialist with Development Alternatives, Inc., where she managed technical assistance to microfinance service providers. She has a master's degree in Development Economics from the Fletcher School of Law and Diplomacy at Tufts University. She speaks English, French, Creole, German, and has rudimentary Spanish.

## **Session 2**

### **Nico Pijl (Moderator)**

*Chief Risk & Finance Officer, Netherlands Development Finance Company (FMO),  
The Netherlands*

In 2005 Nico Pijl was appointed Chief Risk & Finance Officer in FMO. In 2001 for the first time he became a member of the Management Board of the FMO as Chief Portfolio Manager. From 1986-2001, he held a variety of positions within FMO, including Regional Manager Latin America & the Caribbean and later Asia. From 1980 till 1986 he was responsible for the financing of infrastructure projects as Project Economist in the West Africa Projects Department of the World Bank. From 1977 till 1980 Nico Pijl worked for the United Nations as economist in a technical assistance project for Ministry of Planning and Development in Gambia, West Africa. Nico Pijl holds a master degree in Macro-economics and Development Economics from the Erasmus University, Netherlands.

### **Wolfgang Mostert (Keynote Speaker)**

*Director, W. Mostert Associates, Denmark*

Wolfgang Mostert is an independent consultant based in Copenhagen since 1993. He has more than two decades of experience in developing innovative regulatory and financing instruments for the energy sector. Mr. Mostert has worked in more than 80 countries, starting as a research assistant in the international Science & Technology Policy Instruments Project, coordinator's office in Peru 1975-76; UNDP program officer in Bolivia 1978-80; Ministry of Energy Denmark 1980-85, including service as energy and science attaché at the Danish Permanent Representation to the EU in Brussels 1981-84. He joined the engineering consulting firm Birch & Krogboe in Denmark 1985-88, became a Senior Economist at the World Bank 1988-91, and a management consultant at PA Consulting Group Copenhagen office in 1991-93. His experience includes the creation of solutions both for large countries with a potentially large market for renewable energy (RE) and energy saving (EE) technologies and for small countries with small RE and EE markets and a weak banking sector. His work includes assistance in the formulation of specific strategies for RE&EE and rural electrification, restructuring of power markets, organisation of regulatory institutions, subsidy policies and new financing instruments, assistance in creating and managing specialised funds for financing RE&EE as well as funds for rural electrification.

**Philippine De T'Serclaes**

*Policy Analyst, Energy Efficiency and Environment Division,  
International Energy Agency (IEA), France*

Philippine de T'Serclaes, French national, works in the Energy Efficiency and Climate Change division of the International Energy Agency (IEA) where she specializes on financing issues. Her work at the IEA includes the publication of two books analyzing policies and measures to overcome market barriers to energy efficiency projects—with a focus on the building sector. In addition, her area of expertise includes analysis on financial mechanisms for clean technology projects in major emerging economies, linkages between carbon finance and energy efficiency investments, as well as sectoral approach frameworks for post-2012. Prior to joining the IEA, Philippine completed an MSc in Law & Finance at the London School of Economics where she wrote her thesis on “Corporate responses to climate change issues”. Her prior work experience includes two years as a financial analyst in Mergers & Acquisitions on emerging market at the Rothschild Bank in Paris. She worked on numerous privatization and acquisition deals in Morocco, Burkina Faso, and Romania.

**Laksmi Dhewanthi**

*Assistant Deputy Minister, Incentive and Environmental Fund,  
Ministry of Environment of the Republic of Indonesia*

Mrs. Laksmi Dhewanthi is a government official with 19 years of experience in environment and sustainable development. She is Assistant Deputy Minister for the Incentive and Environmental Fund in the Ministry of Environment of Republic of Indonesia. Her responsibilities include the development and implementation of various economic instruments, i.e. fiscal and financial incentives schemes and natural resources accounting as well as trade and environment. Since 2002, she has been in charge of managing environmental soft loan schemes, a financial assistance scheme for environmental investment targeted on Micro, Small and Medium Enterprises (MSMEs). In this capacity Mrs. Dhewanthi works closely with various financial institutions. Currently, she represents the Ministry as a Board member of the Asia and Pacific Roundtable for Sustainable Consumption and Production. Prior to her current position, she was responsible for various tasks within the ministry, including the field of environmental impact assessment and auditing, standardization and cleaner technology, and international cooperation. Mrs. Dhewanthi lectures in many environmental-related training courses and has profound expertise in policy analysis, strategic environmental assessment (SEA) and environmental management systems. She has participated extensively in international environmental conferences and seminars.

**Roland Michelitsch,**

*Manager, Development Effectiveness Unit, International Finance Corporation (IFC), USA*

As Manager of the Development Effectiveness Unit in the International Finance Corporation (IFC), Roland Michelitsch is responsible for measuring and reporting on the development results of IFC's activities.

Previously he managed evaluation of investment projects in IFC's independent Operations Evaluation Group, where he helped set up IFC's project evaluation system and framework and led evaluations on various topics (e.g. extractive industries, financial intermediaries, project economic analysis). Prior to that, he worked on investments in Sub-Saharan Africa, corporate governance and experimental economics. He holds a Ph.D.

and M.A. from the University of Arizona, and an MBA and law degree from the University of Graz.

**Roland Siller**

*First Vice President, Europe and Caucasus, KfW Entwicklungsbank, Germany*

Prior to his appointment as KfW's First Vice President for Europe and Caucasus in May 2006, Mr. Siller headed KfW's Financial Sector and Energy Division for the MENA region and KfW's Sector Policy Department. He is a member of the supervisory boards of ProCredit Bank Albania and ProCredit Bank Georgia as well as former member of the Investment Committee and the Board of the Global Microfinance Facility. He joined KfW in 1994 as a project manager in the financial sector team in the MENA region. During that time he was seconded for two years to AfD, the French development bank. Mr. Siller holds a Master's degree in business administration and political science from the University of Erlangen-Nuremberg, Germany and the Institut d'Etudes Politiques, Strasbourg (France).

### **Session 3**

#### **Uwe Ohls (Moderator)**

*Senior Vice President, Asia, KfW Entwicklungsbank, Germany*

Uwe Ohls is Senior Vice President for Asia at KfW Development Bank. After graduating in mechanical engineering, he studied business administration at the University of Frankfurt. Before joining KfW in 1977 he gained experience in industrial engineering with manufacturing companies. After working as a task manager in KfW's Asia Department he became Division Chief in the Sector Policy Department. In 1992 he became Chief of the Energy Division. In 1998 he was appointed First Vice President for South and Central Asia. During his professional career at KfW Development Bank his special focus was on policy development, infrastructure financing, environmental aspects and promotion of private and financial sector development in Asia. He initiated a number of operations with micro finance banks and SMI financing and launched KfW's Microfinance Initiatives in Asia together with the IFC in 2007.

#### **John MacLean (Keynote Speaker)**

*President, Energy Efficiency Finance Corp., USA*

John MacLean is an investment banker and financial advisor with a background in energy project and equipment finance, and municipal finance, specializing in efficiency and renewables. Mr. MacLean has 26 years commercial finance experience with a wide range of investment structures, mainly for senior debt, and also for municipal bond, leasing, factoring, subordinated debt, guarantees, project equity and corporate equity transactions. Mr. MacLean has worked as an independent financial advisor since 1989 and has worked on financing energy efficiency projects throughout his career. His clients have included commercial and development financial institutions, energy services companies, project developers, large energy users, utilities, public agencies and state and local governments on energy project development, procurement and finance assignments. Prior to 1989 he worked with Oppenheimer & Co., Inc., Municipal Finance Department (Boston, USA). He graduated from Yale University in 1980 in economics. During the last twelve years (1996 to present) he has worked internationally as a financial advisor mainly with the World Bank, International Finance Corporation, Asian Development Bank, Inter-American Development Bank, UNEP, UNDP and other development agencies to originate investments and develop, structure and implement financing programs for EE and RE projects in emerging market countries. He has worked in over 20 countries. Mr. MacLean is an adjunct faculty member at The Evergreen State College in Olympia, Washington, teaching sustainable economics and political economy

**Clifford J. Aron**

*Principal, GreenMax Capital Advisors, Poland*

Cliff has 30 years of energy policy, project development and project finance experience with a specialization in energy efficiency, thermal power plants, CHP and renewable energy technologies. Since 1996 he has resided primarily in Europe, providing management services exclusively to international clients. During this period he has served on the Management Boards of energy project developers and ESCOs in Central Europe and acted as a main advisor to IFC and the World Bank in the design, establishment and operation of energy efficiency and renewable energy loan guarantee and technical assistance programs. He has also served as advisor to commercial banks and investment funds. Earlier, Cliff was a leader in restructuring the power sector in New York, spent thirteen years leading BEI Energy Corp., a successful New York-based ESCO he founded in 1982. He was the founding President of the New York Energy Efficiency Council.

**Bob Assenberg**

*Deputy Director, Triodos Investment Management B.V., The Netherlands*

Bob Assenberg is Deputy Managing Director of Triodos Investment Management B.V. ("TIM"), which is 100% owned by Triodos Bank N.V., the Netherlands. Within Triodos, he is responsible for the management and development of funds for renewable energy in emerging markets. In 2006 and 2007, he supervised the mandate with the European Commission to establish a Global Energy Efficiency and Renewable Energy Fund. He is at present Fund Manager of Triodos Renewable Energy for Development Fund (TREFD). TREFD, with its founding base in the mid-nineties, is a fund-of-funds for renewable energy in developing countries and economies in transition targeted at access to energy in rural areas. Additionally, Bob is a member of the Board of Directors of The Bellwether Microfinance Fund and the microfinance organisation BSFL (the flagship of the BASIX organisation), both in India. Prior to joining Triodos, Bob worked for the International Project Consultants (IPC) and was involved in management of ProCredit Banks in Bosnia and Serbia. Bob also worked for FMO (Netherlands Development Finance Company), where he was involved in acquisition, negotiation and management of investments in Asia. In the early part of his career, Bob worked as well as for large multinational companies in the UK and The Netherlands in the areas of corporate finance and treasury.

**Margé Karner**

*Sector Lead, Energy Efficiency, International Finance Corporation (IFC), USA*

Margé Karner, is CGF's sector leader for Energy Efficiency at the International Finance Corporation (IFC), the private sector arm of the World Bank Group. At the IFC she focuses on scaling up and main-streaming EE investments through FIs, and leads the IFC overall activities in energy efficiency finance in both investment and global technical assistance program. Based on current role, she has overseen a significant growth in IFCs activities in this area globally, with a special emphasis in Asia and Europe. She joined IFC in 1998, and has worked as an Investment Officer across sectors and regions in IFC. Prior to joining IFC, Margé worked at Barents Group, focusing on M&A and private equity investments in emerging markets. Margé is a national of Estonia, with a MA in International Economics.

**Eric Usher**

*Head, Renewable Energy Finance Unit, United Nations Environment Programme, Division of Technology, Industry and Economics (UNEP DTIE), France*

Within UNEP's Division of Technology, Industry and Economics, Eric Usher is responsible for renewable energy and sustainable energy finance programme activities. This work focuses on new approaches to delivering cleaner energy services in regions without access, and new means for financing cleaner energy infrastructure. Through various programs UNEP has implemented a variety of market support instruments - including seed financing and enterprise development, financing subsidies, risk guarantee facilities and financier advisory support services. At the global level, UNEP's Sustainable Energy Finance Initiative provides a broad platform for engaging the finance sector in the shift towards cleaner energy infrastructure. Overall, these different mechanisms and partnerships are aimed at helping financiers share risks, buy down transaction costs, build capacity and address various other barriers that make building sustainable energy investment portfolios a challenge. Before joining UNEP, Mr. Usher held the position of General Manager of Noor Holding, a solar rural electrification company in Morocco and, prior to that, Manager of energy technology commercialisation projects at the Energy Diversification Research Laboratory in Varennes, Quebec. Eric holds an MBA from INSEAD in Fontainebleau, France, and a BSc in Electrical Engineering from Queen's University in Kingston, Canada.

## **Session 4**

### **Roland Siller**

*First Vice President, Europe and Caucasus, KfW Entwicklungsbank, Germany*

Prior to his appointment as KfW's First Vice President for Europe and Caucasus in May 2006, Mr. Siller headed KfW's Financial Sector and Energy Division for the MENA region and KfW's Sector Policy Department. He is a member of the supervisory boards of ProCredit Bank Albania and ProCredit Bank Georgia as well as former member of the Investment Committee and the Board of the Global Microfinance Facility. He joined KfW in 1994 as a project manager in the financial sector team in the MENA region. During that time he was seconded for two years to AfD, the French development bank. Mr. Siller holds a Master's degree in business administration and political science from the University of Erlangen-Nuremberg, Germany and the Institut d'Etudes Politiques, Strasbourg (France).

### **Prof. Jerry R. Skees (Keynote Speaker)**

*President, GlobalAgRisk Inc., H.B. Price Professor of Risk and Policy, University of Kentucky, Department of Agricultural Economics, USA*

Jerry Skees is President of GlobalAgRisk, Inc. and The H.B Price Professor of Policy and Risk at the University of Kentucky. Skees has a unique career that blends experience in academia, government, and the private sector. His research and work focus on public policy for natural disaster risk in agriculture. Dr. Skees has established himself as a leader in innovation in agricultural insurance programs in the United States and globally, developing new markets for sharing catastrophic risk. In 1989, he was on leave in Washington, DC, first as the research director for the Special Commission on the Improvement of the Federal Crop Insurance Program and then as a visiting scholar at the Department of Agriculture (USDA). Since 1997, he has worked in numerous emerging or developing economies, with recent and ongoing work that includes a World Bank project that is developing and pilot testing a new livestock insurance program in Mongolia, which won the 2006 World Bank Golden Plough Award for innovation; a USAID project obtaining approval from the Peruvian government for insurance against catastrophic losses from El Niño with a new ENSO Insurance product; and an Inter-American Development Bank project using index insurance to hedge against irrigation risk in the Rio Mayo irrigation district of Mexico.

**William J. Dick**

*Consultant, Commodity Risk Management Group (CRMG),  
Agriculture and Rural Development (ARD), World Bank, USA*

William Dick was the founder and Managing Director of Agricultural Risk Management Ltd. (ARM). Between 1983 and 2000, ARM established itself as a leading consultancy involved with the design of agricultural and forestry insurance programmes, with its client base consisting of insurance and reinsurance companies, Lloyd's, and development banks and international agencies. ARM was acquired by Aon in 1995. In 2000 he joined the Partner Reinsurance Company, Zurich, where he headed PartnerRe Agricultural Services, and then became a senior underwriter for agricultural business. In 2005 he was appointed as a Consultant to the Commodity Risk Management Group of the World Bank, where he works on risk management solutions, including weather index insurance product design and implementation, in conjunction with government departments, agricultural banks, and insurance and reinsurance companies. Recent projects have been undertaken in China, Vietnam, Thailand, Bangladesh, Madagascar and Senegal, and in the design of a prototype for flood index insurance. William Dick's particular interests are in institutional planning for agricultural insurance, involving private and public sectors, and in risk management mechanisms to facilitate the financing of agriculture. He has worked for 25 years in international agricultural insurance.

**Prem Das Rai**

*Chief, BASIX ONE, Operations North East, BASIX, India*

In December 2007 Prem Das Rai became Chief of BASIX ONE, India. In this position he is spinning an innovative entity to bring BASIX learning and organization into the North East Region of India, especially in Micro Insurance and Financial Inclusion. After two years at the Bank of America, Calcutta Branch, he worked from 1982 till 2007 in leading positions in enterprises of the Government of Sikkim, such as: CMD Sikkim Computers & Systems (P) Limited, Sikkim Industrial Development & Investment Corporation Ltd. (Financial Institution), SABCCO (Financial Institution) and Sikkim Milk Producers' Cooperative Union Ltd. Among others, he is a leading member in the Sikkim State Planning Commission – taking charge of Economic and Development Planning in the Government of Sikkim – Founder Chair of the Ecotourism and Conservation Society of Sikkim (ECOSS), founder member of the Ecotourism Society of India (ESI) and the Advisory Council of the Centre for North East Studies and Policy Research (C-NES). Prem Das Rai holds a Post Graduate Diploma in Business Administration (MBA) from the Indian Institute of Management (IIMA), Ahmedabad, Gujarat, India, and a degree in B. Tech (Chemical Engineering) from the Indian Institute of Technology (IITK), Kanpur, UP, India.

**Jürg Trüb**

*Managing Director, Environmental & Commodity Markets, Swiss/Re, Switzerland*

Juerg Trueb heads Swiss Re's Specialties department that includes three units; Agriculture, Nuclear Energy and Environmental & Commodity Markets (ECM). The Agriculture team provides cover for everything from traditional hail insurance to commercially orientated business interruption policies in the livestock sector. The Nuclear Energy unit provides coverage for nuclear installations and activities pertaining to the nuclear fuel cycle. The ECM team trades in emission certificates, weather and weather contingent commodity structures for the energy and agricultural sector and contingent power price options. His current projects include the expansion of the Agricultural team's client base to corporates and financial service providers, and driving the expansion of ECM's product offering to service customer needs related to agricultural inputs as well as energy and soft commodities. Prior to his current role Juerg contributed to the set up and development of Swiss Re's worldwide weather business, led Swiss Re's Atmospheric Perils team and was responsible for developing underwriting tools for European windstorm, tropical cyclones and methods to steer Swiss Re's exposure to natural catastrophes. Juerg holds a PhD in Natural Sciences from the Swiss Federal Institutes of Technology Zurich.

**Bernhard Zander**

*First Vice President, KfW – Carbon Fund, KfW Förderbank, Germany*

Bernhard Zander is an economist by profession and has worked in KfW since the early 1980s in various functions. He looks back on many years of experience in Financial Cooperation with Developing Countries as well as commercial Export and Project Finance. Since 2003 Bernhard Zander has worked exclusively on issues of emissions trading and the Kyoto Protocol instruments. In this capacity he has led the conceptual development of KfW's Carbon Fund. Since 2005 Bernhard Zander has headed the KfW Carbon Fund team, which is the focal point for all purchasing activities of KfW related to carbon credits. Today, KfW is well established in the market as a buyer of carbon credits from CDM and JI projects, and has broad experience in selecting and contracting projects abroad.

## **Session 5**

### **J.D. von Pischke (Moderator)**

*Chairman, Frontier Finance International, Inc., USA*

Expert Adviser to the 2008 KfW Financial Sector Development Symposium and co-editor of the Symposium publication series

J.D. von Pischke is the President of Frontier Finance International, Inc. (FFI), the Washington representative office of Internationale Projekt Consult GmbH (IPC) and ProCredit Holding AG, both based in Frankfurt. These three companies are dedicated solely to development finance and institution-building at the small end of the market for banking services. Prior to becoming a founder of FFI, J.D. von Pischke was a World Bank staff member from 1976 to 1995, specialising in finance projects and financial policy. He served for 10 years on the board of directors of the Bank-Fund Staff Federal Credit Union. For two years he directed USAID's Financial Sector Development Project, based at Barents Group, KPMG Peat Marwick. Earlier, he worked for Chase Manhattan Bank in New York, London and Monrovia, and served in the US Peace Corps in Ethiopia as a lecturer at Haile Sellassie I University. He holds an M.B.A. from Columbia University. His PhD research at the University of Glasgow explored the political economy of farm credit in Kenya. J.D. von Pischke is the author of *Finance at the Frontier: Debt Capacity and the Role of Credit in the Private Economy*, published by the World Bank in 1991. He is a co-editor of 10 books, including an annual series sponsored by KfW that deal with financial sector development. This series, published in English by Springer, is based on thematic materials presented at annual symposia or conferences convened by KfW.

### **Prof. Renate Schubert (Keynote Speaker)**

*Head of Institute, Institute for Environmental Decisions, ETH Zurich, Switzerland*

Renate Schubert is a professor for Economics at the Swiss Federal Institute for Technology in Zürich (ETHZ). From 1993 to 2006 she was head of the Centre for Economic Research at ETHZ. In July 2006 she founded the Institute for Environmental Decisions (IED) which she heads. Professor Schubert is author of numerous articles and books addressing questions on decision-making under uncertainty, risk and insurance problems, energy and environmental economics, developing countries' problems and gender issues. In 2000 Renate Schubert became a member of the Scientific Council of the German Government for Global Environmental Changes (WBGU). Since 2004 she has chaired this Council. For many years Professor Schubert was a Committee member of the Swiss and the German National Scientific Council. In addition, she has been member of several scientific and other advisory groups and councils. Before coming to ETHZ Renate Schubert was an assistant Professor at the Technical University of Darmstadt (Germany). Thereafter she became a Professor at the University of Regensburg (Germany) and later on in Tübingen (Germany) from where she moved to Zurich.

**Amal El Tobgy***Senior Partner, Banking and Finance, AIT Consulting Ltd., Egypt*

Mrs. Amal El Tobgy is Chairperson of the Credit & Finance Committee of the Egyptian Businessmen's Association "EBA" and a Board Member of El Nasr Clothing & Textile Company "Kabo" and Wave for Trading and Agencies. She started her banking career at Banque Misr, the second largest Public Sector Egyptian bank in Egypt. In 1975, she was part of a senior team from Banque Misr, First National Bank of Chicago, Banca di Roma and UBAF Bank Ltd that established Misr International Bank (MiBank) the second largest Private bank in Egypt. Before joining AIT Mrs. Eltobgy was The Senior General Manager and Board Member of Misr International Bank and Deputy Chairman of Misr Bank Europe GMBH, Frankfurt, Germany. She was also Deputy Chairman of "EGYCAP", the first venture capital company in Egypt, and served on several committees for the design and implementation of the first economic reform in Egypt (1991). At AIT Mrs. Eltobgy has undertaken several consultancy projects including support for the modernization of the financial sector in Egypt, the design of financial mechanisms for environmental credit facilities and the comparative assessment of different environmental programmes financed by multilateral and bilateral donors. In 1996 Mrs. Eltobgy was awarded "Chevalier de L' Ordre Nationale de Merite" by the President of France.

**Joel Freehling***Vice President, Manager, Triple Bottom Line Innovation, ShoreBank Chicago, USA*

Joel Freehling is the Manager of Triple Bottom Line Innovations at ShoreBank. With assets of \$2.2 billion, ShoreBank is America's first and leading community development and environmental bank. Joel is responsible for developing innovative programs that further ShoreBank's mission of promoting financial services and information that positively impact the community and the environment. His primary focus is on the design and implementation of new financial products for the bank's customers that encourage energy efficiency and green development among homeowners, developers, community-based organizations and businesses in the Chicago, Cleveland and Detroit markets. Previously, he served as Deputy Director of Corporate Risk Management at ShoreBank Corporation and served as a small business lender in the bank's Business Banking unit. He earned a B.A. degree with honors from the University of Michigan and an M.A. from the University of Florida and Stony Brook University. Joel is a board member of the Midwest Energy Efficiency Alliance and serves on the finance committee of the Chicago Chapter of the U.S. Green Building Council. He also serves as a thesis advisor to the ABA Stonier School of Banking.

**Roland Michelitsch,***Manager, Development Effectiveness Unit, International Finance Corporation (IFC), USA*

As Manager of the Development Effectiveness Unit in the International Finance Corporation (IFC), Roland Michelitsch is responsible for measuring and reporting on the development results of IFC's activities.

Previously he managed evaluation of investment projects in IFC's independent Operations Evaluation Group, where he helped set up IFC's project evaluation system and framework and led evaluations on various topics (e.g. extractive industries, financial intermediaries, project economic analysis). Prior to that, he worked on investments in Sub-Saharan Africa, corporate governance and experimental economics. He holds a Ph.D.

and M.A. from the University of Arizona, and an MBA and law degree from the University of Graz.

**Prof. Eva Terberger**

*First Vice President, Evaluation Department Financial Cooperation, KfW Entwicklungsbank, Germany*

Eva Terberger is Professor of Development Finance at the University of Mannheim. Since 10/2006 she is on part time leave from the university to head the FC Evaluation Department of KfW, Entwicklungsbank. She received her PhD and qualification as a university lecturer in economics at the University of Frankfurt. Her main research interests are development finance with a special focus on microfinance, the development of financial markets, corporate finance and corporate governance. She has participated in numerous conferences and studies on micro and development finance and has worked as a short-term expert for the German development agencies, evaluating projects in the financial sector in several countries. Since 1998 she has been a member (2000 to 2004 Chair) of the Scientific Advisory Board to the Federal Ministry for Economic Cooperation and Development and has contributed to several publications of the Board on key issues of development policy.

## **Session 6**

### **Dominik Ziller (Moderator)**

*Head of Division, Budget,*

*German Federal Ministry for Economic Cooperation and Development (BMZ), Germany*

Dominik Ziller joined the German Federal Ministry for Economic Cooperation (BMZ) in 1998. He began his career in the Division for Donor Cooperation and was responsible for cooperation with the OECD and G8 countries. Prior to becoming Head of the Budget Division in 2006, he worked for the Eastern/South-Eastern Europe Division and the South East Asia Division. From 1994 until 1998, Mr. Ziller was at the Federal Press Office, and was posted to the German Embassy in Paris in 1997. Since the formation of EFSE in 2005 Mr. Ziller has been a member of its Supervisory Boards. He studied at the universities of Bonn and Munich and is a fully qualified lawyer, second state examination.

### **Kirsty Hamilton**

*Associate Fellow, RE Finance Project, Energy & Environment Programme, Chatham House, United Kingdom*

Kirsty Hamilton is an Associate Fellow at Chatham House, where she leads the Renewable Energy Finance Project, working with financiers at the intersection of investment and policy development. With 18 years experience as an Observer at the UN climate change negotiations, she also works as an international policy consultant. She is currently on the Advisory Board of UNEP Finance Initiative's climate change work, recently completing an assessment of energy efficiency and finance; on the Steering Committee of 'REN21' international policy network; and in 2005-2007 was an Expert Reviewer of the Intergovernmental Panel on Climate Change (IPCC). In 2008, she was involved in IPCC Scoping work for its Renewable Energy Special Report.

### **Javier Manzanares**

*General Manager, Investment Banking and Development Division,*

*Central American Bank for Economic Integration (CABEI), Honduras*

Mr. Manzanares holds an MBA in Finance from Kellogg, Northwestern University of Chicago; an EMBA from HKUST, Hong Kong; and an MBA from IUA, San Francisco, USA. He is currently General Manager of Investment Banking and Development at the Central American Bank for Economic Integration (CABEI) and has held the following senior positions: Manager/Director for Central America, Banco Sabadell (Guatemala, RO); Deputy General Manager for Banco Internacional, Guatemala, Fierro Group; Executive Vice President and BOD Member of the International Finance Bank, Fierro Group, Miami USA; Deputy General Manager, Banco Santander Central Hispano, Tokyo; Deputy General Manager, Banco Santander Central Hispano, Ho.

**Terry McCallion**

*Director, Energy Efficiency & Climate Change,  
European Bank for Reconstruction and Development (EBRD), United Kingdom*

Terry McCallion is the Director of the EBRD Energy Efficiency and Climate Change Team in the Banking Department, based in London. He previously was a banker in the EBRD's Financial Institutions Team working on transactions with banks, insurance companies and mortgage finance clients. Prior to joining the EBRD, Terry was Finance Manager at MMT, an environmental technology business in the United States. He started his career as an engineer in the oil and gas business with Bechtel before attending business school and moving into banking and finance. He has B.Sc. in Chemical Engineering from Queens University and an MBA from Columbia Business School.

**Paul Rippey**

*Consultant, Climate Change and Microfinance, USA*

Paul Rippey is a consultant working at the intersection of climate change and microfinance. He has lived and worked for 20 years in West, North and East Africa, starting two large MFIs, including being co-founder of Al Amana in Morocco, which now has \$300m in assets and half a million clients. From 2001 to 2006, he headed DFID's Financial Sector Deepening Project in Uganda, launching a "Consolidation Challenge Fund" in a crowded MFI sector, a nationwide financial consumer education program, and promotion of informal sector savings groups. Now based in Portland, Oregon, in the US, he heads the Energy Links project of the Center for Financial Inclusion at ACCION International, which brokers partnerships among suppliers of clean energy products, sources of finance, and distribution chains in order to make clean energy products widely available. Energy Links is initially promoting solar/LED lamps in Uganda and Mali, and working in partnership with large financial institutions both to gain rapid outreach and to address the challenge of the relatively high cost of acquisition of clean energy products. He is the author of a CGAP Focus Note, "Microfinance and Climate Change: Threats and Opportunities", which stresses the key role that pro-poor financial institutions can play in both mitigation and adaptation to climate change, because of their positioning in the market, their outreach, and their core competencies. He is one of 2500 volunteers trained by former US Vice President Al Gore to lead the slide show at the heart of the movie *An Inconvenient Truth*, and has made about 40 presentations in eight countries.

**Michael Schneider**

*Director, Asset Finance & Leasing, Deutsche Bank AG, Germany*

Michael Schneider has been a Director of Asset Finance & Leasing at Deutsche Bank, Frankfurt, since 2006. Having joined Deutsche Bank in 1994 as an apprentice and then being employed as an analyst, Michael Schneider completed an exclusive four-year executive training programme, taking on responsibilities in a variety of departments, including Public Sector Clients, Retail and Private Banking, and Credit Risk Management. Between 2000 and 2005 he served as Associate and later Vice President of Asset Finance & Leasing in New York. Applying his extensive knowledge of structuring, he was Deutsche Bank's lead structuring executive in charge of "db Microfinance-Invest Nr. 1", the world's first securitisation of subordinated microfinance credits with an external rating. Michael Schneider holds a degree in banking from Bankakademie Leipzig.

. . . . .

**Matthias Adler**

*Principal Financial Sector Economist, KfW Entwicklungsbank, Germany*

Focal Point for 2008 KfW Financial Sector Development Symposium

Matthias Adler holds a master's degree in economics (University of Tübingen). After spending six years with the German Foreign Ministry in various embassies in developing countries, he has been working for 15 years with KfW Entwicklungsbank in various posts, with a regional focus on Africa and Europe. In the Africa Department, he served as a principal economist dealing with macroeconomic issues including sovereign ratings. For several years, he has been involved in both project and concept work as principal financial sector economist and microfinance specialist. Since 2007, he is focal point for KfW's microfinance activities, including microinsurance, and cross-cutting issues such as „responsible finance“. Among other activities, M. Adler deals with in-house training in the field of financial sector promotion, particularly microfinance. He is also involved in KfW's equity participations in global microfinance investment funds. Besides German, Matthias Adler speaks English, French and Spanish.