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# CERTIFIED EXPERT IN ESG AND IMPACT INVESTING

↑ Certificate Program



Frankfurt School

# CONTENT

3

Certified Expert in ESG and Impact Investing

4

Study Content

5

Study Concept

6

Benefits at a Glance

7

Registration Deadlines and Tuition Fees

8

Your Lecturers

9

We Shape the Economy and Future

10

Contact

# CERTIFIED EXPERT IN ESG AND IMPACT INVESTING

## Course Objective

Adaptation seeks to moderate harm or exploit beneficial opportunities. Most of the research on adaptation to date has focused on public spending on adaptation rather than private adaptation, although it may be likely that most of the adaptation financing needs appear with the private actors affected by climate change. Understanding this will help to moderate and potentially accelerate adaptation, as well as address the role of government incentives for adaptation projects. This course will demonstrate that adaptation can appear with different economic and financial characteristics depending on the level we look at it and the individual activity that is considered. Depending on these different characteristics there are different roles for private and commercial actors or governmental institutions in facilitating the structural change towards a low carbon and climate-resilient economy.

## Target Group

This online course is designed for professionals and executives working in international DFIs, multilateral donor organizations, institutional investors, pension funds, insurance companies, asset and fund managers who want their investments to achieve positive impact. It is also designed for financial institutions in developing countries that explicitly target both financial and non-financial objectives.



**Karl H. Richter**

Lead lecturer  
Certified Expert in ESG & Impact Investing



**Jonas Hernán Fleer**

Senior Program Manager  
Sustainable World Academy

**+** All Info on the topic  
➔ [www.fs.de/CEII](http://www.fs.de/CEII)

# STUDY CONTENT

## Facts

### Learning format

Online course

### Course intakes

March - August

September - February

### Duration of the programme

6 months

(Course extension possible for a charge)

### Workload

5-8 hours per week

### Type of examination

Assignments (case studies) & final examination

(2 hours in online format)

### Graduation

Certified Expert in ESG and Impact Investing

### Credits

6 ECTS

### Eligibility

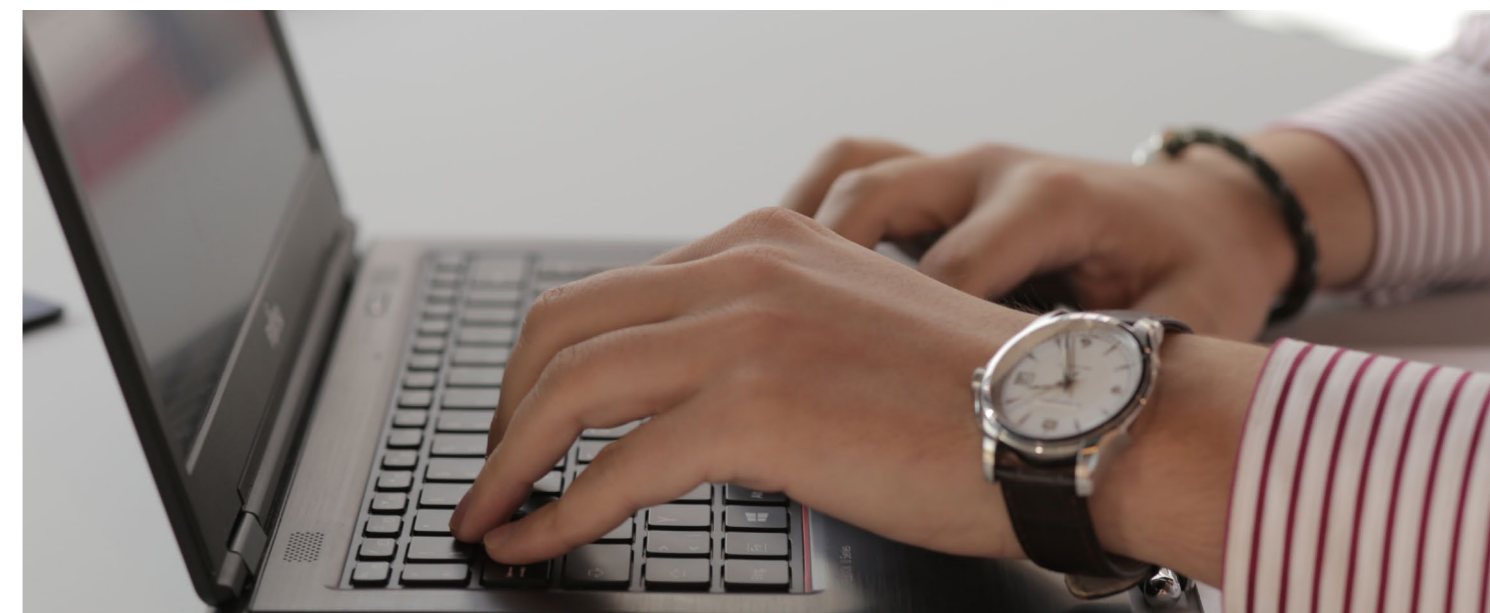
Diploma in Green Finance

Master of Leadership in Sustainable Finance

(online)

<b>Unit 1</b>	<p><b>Introduction and Overview: What are ESG Criteria and Impact Investing?</b></p> <ul style="list-style-type: none"> <li>Understand basic terms, trends and the landscape in ESG and impact investing</li> <li>Understand how and why ESG / impact investing affects risks and returns</li> <li>Understand how and why climate risks affect ESG and impact investing</li> </ul>
<b>Unit 2</b>	<p><b>Historical and Theoretical Context</b></p> <ul style="list-style-type: none"> <li>Understand key historical trends and theoretical concepts</li> <li>Understand what is relevant for diverse operational contexts</li> <li>Be ready to apply theory to practice</li> </ul>
<b>Unit 3</b>	<p><b>Quality Assurance Approach to Managing ESG Issues and Impact</b></p> <ul style="list-style-type: none"> <li>An understanding of the conceptual underpinnings of the Quality Assurance process to managing ESG and Impact.</li> <li>A high-level understanding of each of the eight strategies that are used to manage exposures, risks, outputs and outcomes</li> <li>Understanding what a Quality Assurance process is: what makes a good Quality Assurance process, how a Quality Assurance process is used and what it achieves.</li> </ul>
<b>Unit 4</b>	<p><b>Integrating ESG and Impact Management in the Investment Process</b></p> <ul style="list-style-type: none"> <li>Understanding each of the eight strategies in detail, including data and reporting requirements and the ESG and Impact claims made possible by each strategy.</li> <li>Understanding that the eight strategies are independent of each other and the implications this has for using the QA process to identify which strategies are being used by other actors.</li> <li>Understanding the types of behaviour that can be considered impact washing.</li> </ul>
<b>Unit 5</b>	<p><b>Specialised Financial Instruments and Legal Contracts that Integrate ESG &amp; Impact</b></p> <ul style="list-style-type: none"> <li>Introduction to the most commonly used asset classes for ESG and impact investing purposes</li> <li>Understanding of the role of equity and debt as well as hybrid structures for ESG and impact investing as well as the different investor types' investment rationale</li> <li>Incorporation of ESG &amp; impact features into sustainable finance instruments and introduction of drafting ESG and impact features in legal (financial) agreements</li> </ul>
<b>Unit 6</b>	<p><b>Disclosure and Reporting of ESG &amp; Impact</b></p> <ul style="list-style-type: none"> <li>Understand how investors and private companies disclose their ESG and other impact</li> <li>Understand the spread of initiatives as well as what these initiatives require in terms of non-financial management and or reporting</li> <li>Applying the requirements of the main regulatory frameworks and emerging legislation in individual financial instruments and disclosure</li> </ul>

# STUDY CONCEPT



Our certificate programs will help you to systematically develop your qualifications and knowledge, to shape them successfully and to advance your career.

Our online certificate courses are offered on a part-time basis and take 6 months to complete. The flexible approach of our courses allows you to follow your own and individual curriculum, taking into account a few deadlines. This makes it possible to complete the course in parallel with demanding jobs and private commitments.

The Certified Expert in ESG and Impact Investing (CEII) is designed as an online course. Methodologically, this course is based on video lectures, PDF scripts, interactive forums, exercises, and case studies. The topics and international discussions, best practices and lessons learned are deepened by means of practical examples from the field. Short online quizzes check your learning progress.

At the end of the course, the participants work on practical assignments and put their newly acquired knowledge into practice - supported by

our experienced team of trainers. They are given the opportunity to take part in a discussion forum. Here, all course-specific topics and contents are discussed and a lively exchange of experiences and ideas takes place. Furthermore, the multilingual e-Campus team is always available to answer questions of any kind.

After successfully completing the e-learning course, graduates receive a Frankfurt School certificate, which will entitle them to identify themselves as Certified Experts in in ESG and Impact Investing.

# CLASSROOM TRAINING

The voluntary classroom training is a practical complement to the e-learning course. It can be booked independently of the course or in combination with it. The 2-day classroom training takes place on the new campus of the Frankfurt School of Finance & Management. Although it does not affect the certificate

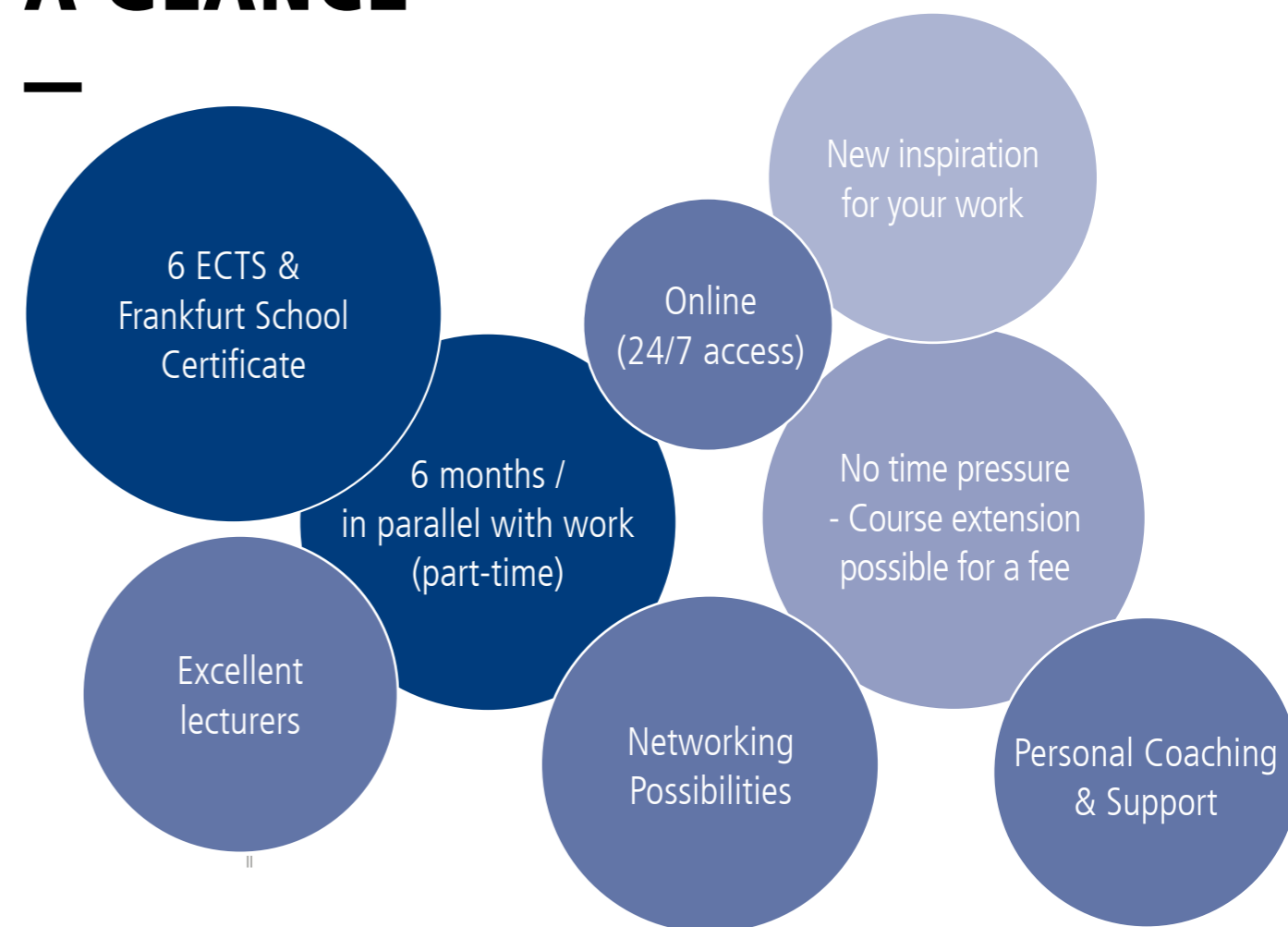
issue, it provides excellent support for the practical application of the acquired knowledge. You will get to know your fellow students and trainers personally, and have the chance to discuss and network with them about relevant topics. An agenda for the training could look like the following:

Time / Day	Day 1	Day 2
09:00 - 12:30	Welcome and introduction	Implementing ESG Principles in Fund Management
	The Landscape of Climate Impact Investing	
	Break	Break
	The Landscape of Climate Impact Investing	Implementing ESG Principles in Fund Management
12:30 - 13:30	Networking Lunch	Networking Lunch
13:30 - 17:00	Blending of Development & Private Impact Finance	Impact Investing Mandates, Processes and Evaluation
	Break	Break
	ESG Data & SFDR Reporting	Climate Impact Investing in EU Bond Markets
17:00	Keynote and Networking Drinks	Farewell Drinks

Language  
Only English

\*Provisional agenda. Subject to change

# BENEFITS AT A GLANCE



### Your contribution towards achieving the UN SDGs

This course expands your knowledge about the following SDGs. The Sustainable World Academy (SWA) offers courses for professionals and managers that aim, among other things, to promote the UN goals for sustainable development (SDGs).



# REGISTRATION DEADLINES AND TUITION FEES

## Next course intakes:

1 September 2023 – 28 February 2024  
1 March 2024 – 31 August 2024

## E-Learning

Registration period	Fee
Until 15 January / 15 July .....	EUR 1,485
After 15 January / 15 July .....	EUR 1,700

## Classroom training\*

Registration period	Fee
Until 15 January / 15 July .....	EUR 1,485
After 15 January / 15 July .....	EUR 1,700

## Package (E-learning + Classroom\*)

Registration period	Fee
Until 15 January / 15 July .....	EUR 2,550
After 15 January / 15 July .....	EUR 2,850

## Certificate fee

After passing the exam, you will receive a digital certificate. **Should you require a printed version of your certificate, we charge a service fee of EUR 50.**

## Sustainable World Academy Package

Secure an exclusive 30% discount for the Frankfurt School Summer Academy.

## Further information

➔ [www.fs.de/summeracademy](http://www.fs.de/summeracademy)

**You can register here**

➔ [www.fs.de/ceii](http://www.fs.de/ceii)

## Discounts

### 10%

#### Group discount

(for 2 or more participants of the same organization/institution)

### 10%

#### for FS Alumni

## Payment options

 Bank transfer

 Credit card

 PayPal

Unfortunately, payment in installments is not possible



# YOUR LECTURERS



## Karl H. Richter

Co-founder of EngagedX, which is a consultancy specialising in impact investing, thought leadership, data and tech development, advocacy and policy work. Karl works internationally across private, public, and social sectors. He lectures at the Frankfurt School of Finance and Management.

Karl's previous experiences include a 12 month assignment as Head of Research and Knowledge for the UNDP SDG Impact Finance initiative (UNSIF), where he led research to improve the analytical framework for social impact investing; membership of Groupe d'Experts de la Commission sur l'Entrepreneuriat Social (GECES) of the European Commission to advise on its Social Business Initiative; part of the OECD expert group on social impact investing. Karl is currently Senior Fellow of the Finance Innovation Lab; and adviser to several organisations, including the China Alliance for Social Value Investment.



## Prof. Dr. Zacharias Sautner

Zacharias Sautner is Professor of Finance at Frankfurt School of Finance & Management. He was previously Associate Professor of Finance at the University of Amsterdam and Research Fellow in Finance at the Saïd Business School of the University of Oxford. Zacharias Sautner works in the area

of empirical corporate finance and focuses on ESG, climate finance, and corporate governance. His research was published in leading international journals such as the Journal of Finance, Review of Financial Studies, Management Science or Review of Finance and he has presented at conferences such as the AFA, WFA, and EFA. He was ranked #2 in Germany in Business Administration (#1 in Finance) based on A+ publications (age of 40 or below) by Forschungsmonitoring.org (February 2019). He teaches corporate finance, valuation, and corporate governance and has won different research and teaching awards.



## Dina Lorentz

Dina Lorentz studied economic law focusing on finance and started her career as a consultant and investment banker specialized in the acquisition and respective valuation of financial institutions. She now works as a Business Development Manager Regulatory.

In addition, she is specialized in Impact Investing topics having worked for a Swiss Impact Investment Fund the last years in Lima, Peru. Underlying her dedicated work within Impact Investing she is a member of the Board of SA Oikocredit North Germany, a support association of Oikocredit International.



## David Wilton

David is an experienced investor with an exceptional track record in investing with a double-bottom-line. He has successfully pioneered investment programs in Sustainable Investing (incorporating SRI, ESG, Thematic and Impact) and Emerging Market Private Equity.

David advises clients on incorporating sustainable investing (including Socially Responsible Investing, ESG, Thematic and Impact) into both individual strategies and the broader firm business model. He also helps clients to screen both investments with a sustainable lens and investments in the emerging markets.

David is currently a member of the IFC's AIMM panel which rates the impact of fund investments, a Board and IC member of Lumis Partners and an Advisor to Jupiter Impact, Time Partners and several private equity funds under development.

## Sustainable World Academy

The Sustainable World Academy develops technical, educational and professional training courses to promote the UN goals for sustainable development (UN-SDGs). The courses are offered online through our e-campus platform and in classroom, e.g., our Inclusive Finance Summer Academy.

➔ [www.fs.de/swa](http://www.fs.de/swa)

# WE SHAPE THE ECONOMY AND FUTURE

Our graduates are the authors of the Frankfurt School success story. For more than 60 years we have been training young talents and experienced professionals.

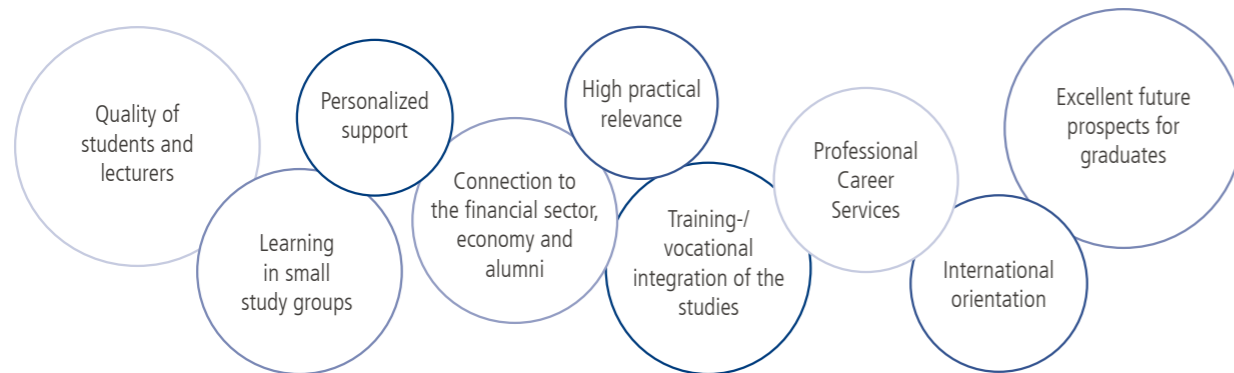
The Frankfurt School of Finance & Management is a leading private business school with its headquarters on the new campus in Frankfurt am Main. It is represented by numerous regional educational centers throughout Germany and many affiliates and programs abroad.

We see finance as a cross-divisional function in all companies, who deal with the management of funds. In management, we support managers in their efforts to manage staff and material resources to achieve the goals of the company as economically as possible.

It offers challenging study and executive education opportunities in various program areas. These include scientific research centers and numerous national and international consulting projects. All teaching, research and consulting activities take place in the field of conflict between business, finance and management.

With its educational programs, courses of study, research and consultancy projects, the Frankfurt School is a valued source of advice and inspiration, as well as an educational partner for companies and organizations, for young professionals and experienced specialists and managers.

## Reasons for the Frankfurt School



## Facts & Figures

**1957**

Founded as Bank Academy e.V.

**2004**

Scientific university

**2008**

Non-profit limited liability company owned by the Frankfurt School Foundation

**2017**

Move to the new Campus at Adickesallee 32-34

### Frankfurt office

Administration & Campus

### Study centers

Hamburg and Munich

### 54 other places of study

in Germany

### Project Offices

worldwide

**2462\***

Students in the academic programs

**1529\***

Students in the extra-occupational programs

**39.019\***

Participants in trainings

**> 106.000**

Graduates from academic and extra-occupational programs

This information is based on the year 2018

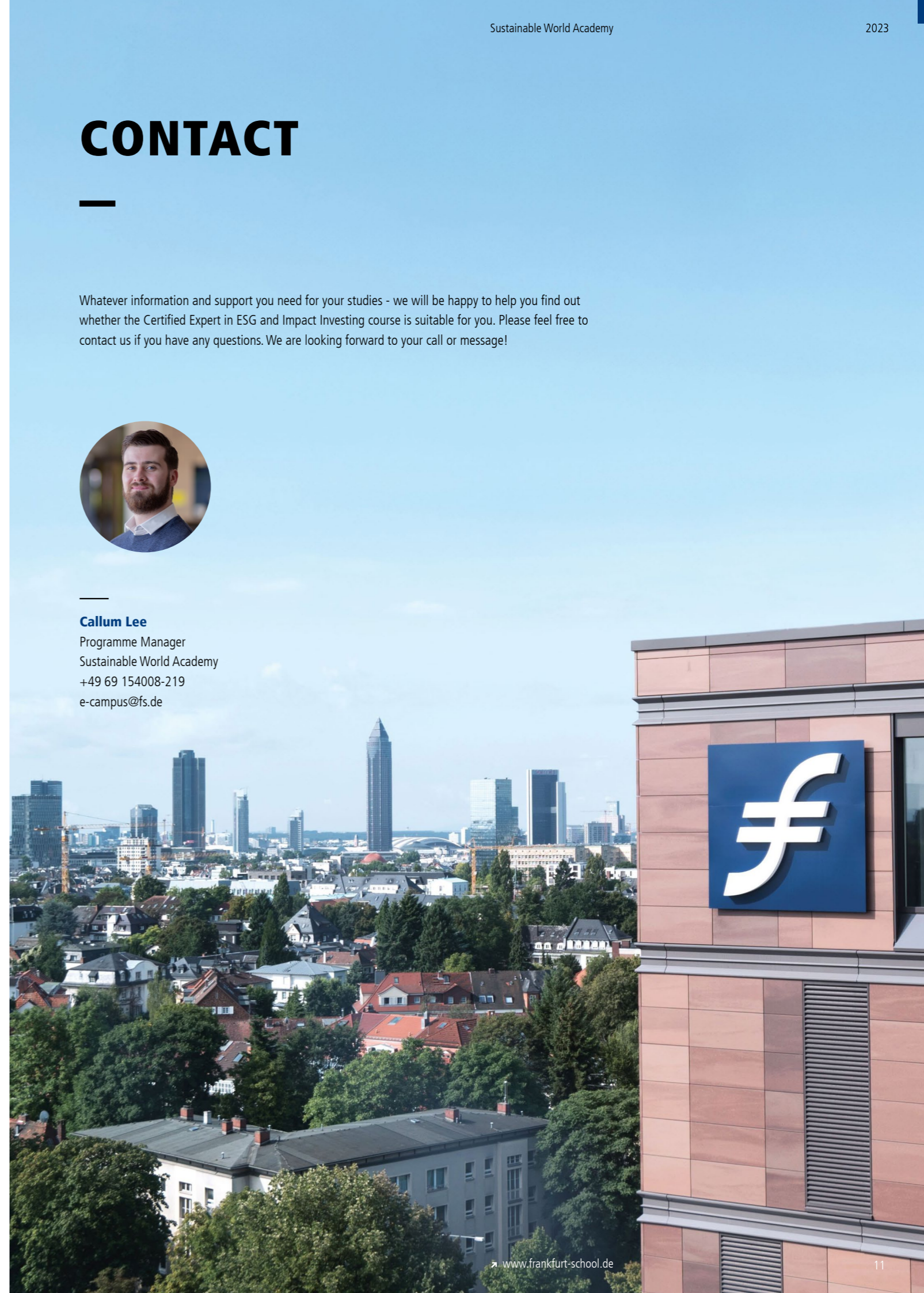
# CONTACT

Whatever information and support you need for your studies - we will be happy to help you find out whether the Certified Expert in ESG and Impact Investing course is suitable for you. Please feel free to contact us if you have any questions. We are looking forward to your call or message!



### Callum Lee

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