With the aim of fostering collaboration, the Secretariat of The Montreal Group is facilitating a series of One-off Benchmark discussions around key topics of common interest for participants of state-supported Development Banks to learn and exchange with their peers from around the world.

Those interested about Cleantech financing met virtually in 2020.
Susan Rohac is Vice President, Cleantech Practice, at BDC. With over 25 years of extensive experience in financial services, banking and higher risk patient capital lending and investing, Susan provides support and guidance to a team of devoted professionals serving the cleantech sector in Canada.

Formally established in January 2018, BDC’s Cleantech Practice is committed to deploying $600 million between 2018 and 2023 in both debt and equity to high-potential cleantech companies with proven technology, demonstrated market traction, and the potential and capability to scale to more than $100 million in annual revenue.

Before her current role, Susan was Vice President, Growth and Transition Capital, at BDC, where she led a specialized team of financial professionals, providing private equity and mezzanine debt for companies looking to grow, make acquisitions or facilitate an ownership transition. She also held the position of Senior Vice President, Financing and Consulting, at BDC, where she oversaw term lending and consulting activities across 33 business centers. In that role, she also implemented strategies to improve client satisfaction and increase the reach and visibility of BDC in Ontario. Susan holds honours degrees in both Science and Finance, as well as an executive MBA.

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Ariane Voyatzakis holds a master’s degree in engineering from Agroparistech and a master’s degree in finance from Sciences Po Paris.

In 2001, she joined Bpifrance as a venture capital investor in life sciences. Since 2005, Ariane has been head of the Agro-food sector within the Innovation Department. She performs technical and financial analysis of innovation projects, is in charge of public relations and publishes an annual report of innovation trends in the sector.

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Benoît Calatayud holds a double Master degree, one in engineering from Centrale Nantes (General training and final year specialization in marine energy) and one in Public Affairs from Sciences Po (Energy specialization).

In 2018, he joined Bpifrance as Managing Specialist, Energy Transition.

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Abdelmoughite Abdelmoumen is the Head of Strategy and Cooperation at CCG Finance (Morocco), he has a work experience of 18 years in both the public and private sectors. Prior to joining CCG Finance, he served as a Senior Manager at the strategy & financial consulting practices at Deloitte.

As the Head of Strategy and Cooperation, Abdelmoughite is in charge of guarantee/financing product design, strategic planning, special projects and international cooperation.

Abdelmoughite holds a master’s degree in Financial Engineering from Sophia Antipolis University (France) and a bachelor’s degree in Management from the ENCG Business School (Morocco).

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Jani Tuominen works as Finance Manager, SME Financing at Finnvera. He has been working at Finnvera for over 10 years with experience from all SME customer segments within Customer Relations. All in all he has 13 years of experience in different positions in banking and financing. In 2007-2009 he worked on consumer financing and sales in Citibank plc.

Jani graduated from the Lappeenranta University of Technology and received his M.Sc. degree in Economics in 2016.

Finnvera provides financing for the start, growth and internationalization of enterprises and guarantees against risks arising from exports. Finnvera strengthens the operating potential and competitiveness of Finish enterprises by offering loans, domestic guarantees, export credit guarantees and other services associated with the financing of exports. The risks included in financing are shared between Finnvera and other providers of financing. Finnvera's outstanding commitments from SME and Export Financing are approximately 25 billion euros.

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MUHANNAD NEFAIE
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Muhammad is a Finance graduate from the University of Texas at San Antonio, Certified Management Accountant (CMA), passed two levels of the Certified Internal Auditor (CIA) examination.

He worked with Saudi Aramco for six years holding different positions ranging from Strategic Transformation Professional in Saudi Aramco’s Accelerated Transformation Program (ATP) aimed to move from and Oil and Gas Company to a leading Energy and Petrochemical Company. After that, he was seconded to SASREF a Saudi Aramco’s Joint Ventures with Shell for three years holding several positions. He was on an assignment in The Hague as a cost controller for a project that tackles the International Maritime Organization’s new regulation which was reducing the Sulphur content in diesel. Furthermore, he was appointed as SASREF’s Treasurer managing over one billion USD for one and half year. He worked on several acquisitions one of which was Saudi Aramco acquiring SABIC one of the biggest acquisitions in the world. Currently he is working as an Advisor in SIDF working in the International Organization Group.

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The Montreal Group is a global forum for development banks focused on micro, small and medium-sized enterprises (MSME).

It is a not-for-profit organization that was founded in 2012 to promote international cooperation, mutual learning and exchange of technical expertise among its members. The Group’s name is derived from the city in which it was founded, Montréal, Canada.

As of June 2020, members are:
BDC (Canada), BNDES (Brazil), Bpi (France), CCG (Morocco), CDB (China), Finnvera (Finland), Nafinsa (Mexico), SIDF (Kingdom of Saudi Arabia), SOWALEIN (Belgium)

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