



## Press Release

Dimitris Kazazoglou-Skouras: *“The banks assist the efforts of businesses for green profitability”*

*The importance of sustainability in increasing business profitability and the role of banks*

The **integration of sustainability criteria results in a competitive result** for businesses, as **customers (businesses and consumers alike) become increasingly demanding** regarding sustainability-related issues, while at the same time it **unlocks opportunities for businesses to obtain access to financing**, said **Dimitris Kazazoglou-Skouras, Governance and Sustainability Director** of Alpha Bank, during the session of the discussion panel “The Multidimensional Contribution of the Banking Sector on the Sustainable Transition of Business” at the Delphi Economic Forum.

Mr. Kazazoglou-Skouras emphasized that the **ESG ratios indicate the resilience and profitability** of businesses and are **key for them to securing capital and resources**.

*“The **gains due to sustainability** are not only considered in connection with the ease of access to bank lending, but also **in the light of a firm’s entire capital cycle**, whether the funds involved are raised from the capital markets or from other sources,”* explained Mr. Kazazoglou-Skouras. **“Banks can leverage their skills to support their Customers in this, either with products and solutions for sustainable loans or by facilitating access to other forms of capital, for which sustainability will now be a key requirement.”**

### Climate Risk and its impact on banks and businesses

Participating in a second discussion panel at this year’s Delphi Economic Forum, themed “From Risk to Reward: The Business Imperative to Finance Climate Adaptation and Resilience”, Alpha Bank’s Governance and Sustainability Director outlined **the ways in which the bank can safeguard itself from climate risk while financing its customers**.

*“The banks must assess the creditworthiness of Customers for new disbursements, taking into account the impact of climate challenges on the viability of their business, the future value of their assets placed as collateral, but also the geographic location where the business is based and the extent of its exposure to climate conditions,”* said Mr. Kazazoglou-Skouras. He further emphasized **the importance of crafting sustainable banking products aligned with defined “green” financial standards, a practice Alpha Bank has embraced**. Moreover, banks ought to devise methods to satisfy the **increasing demand for sustainable investment choices and cultivate specialized expertise to cater to each customer’s unique requirements**, he added.

*“To manage climate risk, businesses themselves need to rethink their approach to sustainability – they need to move from having a sustainability strategy in place to **developing a business strategy that is sustainable**”* he added.

Finally, in response to the question of how banks can strengthen their resilience, Mr. Kazazoglou-Skouras stressed the need for banks to strengthen their risk management framework, not only in connection with credit risks, but also in connection with non-financial risk types, such as market



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risk and reputational risk. *“At Alpha Bank, we see financing as a ‘toolbox’ that encompasses traditional bank lending, private funds and other facilitatory financial instruments. At the same time, we have developed a solid Climate Risk Management Framework, which, combined with our Sustainable Finance strategy, minimizes our exposure to climate risk,”* he concluded.