In the Spotlight

TAMWILCOM's roadmap for greening Moroccan SMEs

As a result of its efforts to accelerate green finance, TAMWILCOM established a 2024-2030 roadmap to support SMEs in line with Morocco's Sustainable Development Goals (SDGs). The Montreal Group's Secretariat had the opportunity to discuss this initiative with Abdelmoughite Abdelmoumen, Chief Strategy Officer at TAMWILCOM.

What motivated TAMWILCOM to focus on green finance, and how does this align with the Moroccan government's strategic vision for sustainable development?

TAMWILCOM is committed to promoting sustainable development and addressing the climate challenges faced by the Kingdom of Morocco through a focus on green finance. This proactive approach aligns with the government's vision to green the entire business financing support system. Any green transition necessarily involves onboarding SMEs, given their significant role in our society, and this is where TAMWILCOM can make an impact, just like it has been doing for the past 75 years.

The green finance initiative led by TAMWILCOM will have a major impact on the sustainability of the Moroccan economy. By enhancing the resilience of businesses to environmental and climate risks, we contribute to creating a more stable and sustainable economic environment, in line with the country's SDGs and its international commitments.

Could you share with us the main components of this roadmap and how it will contribute to the greening of SMEs?

Our roadmap aims to facilitate Moroccan SMEs climate transition by offering them tailored financing solutions and integrating environmental criteria into

Mr. Abdelmoughite Abdelmoumen, Chief Strategy Officer at TAMWILCOM - Morocco's SME-focused public development bank

our intervention approach, both for guarantees and co-financing (joint loans) instruments. To achieve this, we will do it in phases, which will progressively increase the number of businesses and sectors that can benefit from our interventions.

The first phase, which extends to 2026, will focus on funding operations of more than 20 million dirhams (around $2M USD). During this phase we will identify and assess the underlying risks related to projects guaranteed under the "Damane Istitmar" product in sectors such as agriculture, construction, chemistry, plastics, and transport.

The second phase, extending to 2029, will lower the threshold to 15 million dirhams (around $1.5M USD). During this phase we will expand the identification and assessment of risks to other sectors based on their environmental risk impact.

Starting in 2030, we will proceed with the third phase where will again lower the threshold to 10 million dirhams (around $1M USD) and expand the environmental assessment to all sectors. Projects identified as environmentally high risk, will be subject to a tighter process and associated measures, from ceilings reduction, increased rates, up to project exclusion.

Could you share specific examples of actions being taken today?

TAMWILCOM has already started offering a wide range of solutions that provide preferential conditions for the green economy and sustainable projects.

For instance, the "Green Invest" program is an innovative product in terms of sustainability financing in Morocco. It consists of a joint loan with preferential interest rates and of up to 30 million dirhams (around $3M USD). Dedicated to supporting sustainable, eco-friendly and green economy projects, it covers areas such as renewable energy, energy efficiency, pollution control, resource conservation, and waste management. This program also fosters manufacturing of equipment associated with these sectors, thereby stimulating innovation and growth in green industries.

The “Damane Istitmar” program is also an interesting case of TAMWILCOM’s green current programs. It aims at supporting businesses by guaranteeing their capex related loans, allowing them to fund their projects and continue to grow. This program is particularly appreciated by the industrial sector, exporters, and green economy companies. The regular guarantee coverage rate is of 60%, but this rate goes up to 70% for green and sustainable projects.

Another example is the “Cap Access Program”, a product launched by Mohammed VI Fund for Investment and operated by TAMWILCOM, with collaboration from private banks. It offers companies access to mezzanine finance. The ESG criteria used for the application process is gradually being enhanced in collaboration with partner financial institutions.

What are the expected long-term benefits of TAMWILCOM's green finance initiatives for SMEs and the broader Moroccan economy?

TAMWILCOM's green finance initiatives offer several long-term benefits for SMEs and the broader Moroccan economy.

These initiatives help SMEs identify, assess, manage, and monitor environmental risks, enabling them to reduce their carbon footprint and transition towards a greener, more sustainable economy. This not only improves their competitiveness but also aligns with global environmental standards.

Moreover, these initiatives support Morocco's national mobilization objectives for environmental and climate strategy, including reducing greenhouse gas emissions and fostering sustainable practices across various sectors. By making sustainable development a central pillar of its societal project, Morocco aims to decarbonize its economy and contribute to achieving global sustainable development goals.

Are there any other key messages you would like to share with us?

I would like to emphasize our strong commitment towards innovation and a collaborative and partner-driven mindset. At TAMWILCOM, we firmly believe that green finance is not limited to isolated initiatives but requires an integrated and comprehensive approach. That is why we work closely with banks, financial institutions, and SMEs to develop innovative solutions that address current environmental challenges.

In this journey the contribution of The Montreal Group and its members has been valuable in terms of expertise and sharing of good practices.

ABOUT TAMWILCOM

Founded in **1949**	**140** employees
99% indirect intervention	Supporting **40 000** SME clients