REQUEST FOR PROPOSALS

ESG IN CREDIT RISK AND RATINGS
WORKSHOP PLANNING

INTRODUCTION

The ESG in credit risk and ratings initiative aims to enhance the transparent and systematic incorporation of ESG factors in credit risk analysis. The initiative was launched in 2016 with a statement, still open to sign, endorsed so far by 171 investors (both asset owners and investment managers with over US$36 trillion of assets under management collectively) and 26 credit rating agencies (CRAs). Four reports have been published as part of the first phase of the initiative and over 20 roundtables organised across the world for credit practitioners between 2017-2019.

Since 2020, the PRI has organised workshops convening credit analysts from investment organisations and CRAs, as well as corporate borrowers. So far, ten of these workshops have been organised, with key takeaways documented in the series of articles Bringing credit analysts and issuers together. This is a request for proposal to support the PRI with the organisation of additional workshops.

PROJECT AIMS

The PRI is looking to appoint a consultant that will help with the organisation, including the content preparation and talking points, of the aforementioned workshops starting in October 2021. The PRI will identify and convene participants. The workshops last for 2.5h each and will cover the following sectors:

- Utilities
- Financials
  - European banks
  - Anglo-Saxon banks
Insurance
Transportation
  o Marine transport
  o Road transport
  o Airlines

The number of workshops will vary between 5 and 7 depending on whether for the transportation sector we host one single workshop (with marine, road and air transport at the same time) or three separate one (with a workshop for marine, road and air transport, respectively).

ACTIVITIES AND EXPECTATIONS

The consultant should undertake the following activities:

1. **Work with the PRI**
   * With the Head of Fixed Income and the Fixed Income Analyst dedicated to the ESG in credit risk and ratings initiative

2. **Conduct desk-based research prior to the workshops**
   * Using a broad range of resources: companies’ annual and sustainability reports and third-party research (from CRAs, ESG information providers, industry associations etc.)

3. **Prepare sector-specific talking points prior to the workshops**
   * Identify key material credit-relevant ESG issues for each of the sectors mentioned above
   * Draft relevant questions to be asked during the workshops to credit analysts – investors and CRAs – and representatives of debt issuers

4. **Attend the workshops**
   * Specify if help can also be provided with moderating the events (to be discussed with the PRI)

5. **Produce written high-quality post-workshop articles**
   * Extract the main themes from the notes taken during the workshops
   * Draft short reports (not longer than ten pages) with the key takeaways and potential emerging solutions for each themes, adding to the series [Bringing credit analysts and issuers together](#)
   (click on this hyperlink to see a sample of previous notes)

6. **Help the PRI producing a final report summarising the learnings of the workshops organised from December 2019**
   * Using material from prior workshops running from December 2019 to June 2021
   * Using material from future workshops running from October 2021 onwards
The PRI is therefore inviting proposals from individuals or organisations with the following:

- Demonstrable fixed income market experience
- Ability to conduct in depth and high-quality research and analysis on the sectors mentioned above
- Experience on appreciating how the materiality of ESG factors varies across multiple sectors
- Expertise on identifying the difference between credit-relevant ESG factors and ESG factors that are useful for the overall sustainability profiling of an issuer
- Experience in producing and presenting the outcomes of research in a way that key findings, analysis and recommendations can be clearly identified

**DELCIVERABLES AND TIMINGS**

The key deliverables for this project are: desk-based research ahead of each workshop (any format), talking points ahead of each workshop (in Word), article summarising the key takeaways after each workshop (in Word and PDF), final report at the end of the series (in Word and PDF).

The project will run from September 2021 until September 2022. Below are suggested timings for the project (with some dates still tbc), to be agreed with the selected consultant:

<table>
<thead>
<tr>
<th>Activity</th>
<th>Timing</th>
</tr>
</thead>
<tbody>
<tr>
<td>Deadline for RFP responses</td>
<td>6 September 2021</td>
</tr>
<tr>
<td>Project start date</td>
<td>15 September 2021</td>
</tr>
<tr>
<td>Workshop with utilities companies</td>
<td>14 October 2021</td>
</tr>
<tr>
<td>Workshop with European banks</td>
<td>17 November 2021</td>
</tr>
<tr>
<td>Workshop with Anglo-Saxon banks</td>
<td>January 2022</td>
</tr>
<tr>
<td>Workshop with insurance companies</td>
<td>March 2022</td>
</tr>
<tr>
<td>Workshop(s) with transport companies</td>
<td>May 2022</td>
</tr>
<tr>
<td>Start working on final report</td>
<td>June/July 2022</td>
</tr>
<tr>
<td>End of project</td>
<td>September 2022</td>
</tr>
</tbody>
</table>

**HOW TO SUBMIT A PROPOSAL**

Please send your proposal via email to Carmen Nuzzo (carmen.nuzzo@unpri.org) and Sixtine Dubost (sixtine.dubost@unpri.org) by 6 September 2021. Feel free to contact us for any questions regarding the project or the requests outlined in this document.

Proposals must include:

I. Details of proven experience and knowledge demonstrating appreciation of how the materiality of ESG factors varies by sector. Experience within the financial and insurance sectors is required. Examples of prior written articles or reports are welcome.

II. Knowledge of and experience in working with institutional investors.

III. A brief biography of individuals that would be involved with indication of their locations.

IV. Proposed costs of the project for each element and completion dates.

V. Availability for the requested period / ability to achieve deadlines.