

Call for Consultant Support: EMDE Investor Taskforce Asset Owner

Summary

Project overview: IIGCC as the secretariat for EMDE Investor Taskforce is inviting expressions of interest from individual consultants to conduct a series of interviews (c. 15 to 20) with senior representatives from UK asset owners exploring their approach to investing in Emerging Markets and Developing Economies (EMDEs). Based on these interviews the consultant will prepare a report (c. 30 pages) that will be used to inform the work of the EMDE Investor Taskforce.

Issue date: 28 July 2025

Closing date: 3 August 2025

IIGCC contact: Angus Wilson, awilson@iigcc.org

1. Background

The Institutional Investors Group on Climate Change (IIGCC) is the European membership body for investor collaboration on climate change and the voice of investors taking action for a prosperous, low carbon future. IIGCC has more than 400 members across asset owners and asset managers.

The Emerging Markets and Developing Economy Investor Taskforce “the Taskforce” is an industry led Taskforce that was recently [launched](#) by the Economic Secretary to the Treasury and the Minister for Development with the leaders from UK asset owners, managers, investment consultants, banks and credit rating agencies. The taskforce is focused on mobilising increased capital from UK asset owners into EMDEs, and is based on the recommendations in the report [‘the UK as a Climate Finance Hub’](#).

To deliver its goals the work of the Taskforce is divided into [four workstreams](#), each focused on addressing specific issues that are acting as barriers to UK asset owners allocating to EMDEs. IIGCC has been appointed as the secretariat for the Taskforce and is responsible for facilitating and coordinating its activities.

To support these four workstreams and ensure they are accurately identifying and addressing the barriers faced by the UK asset owners, the Taskforce intends to

interview 15 to 20 senior decision makers from UK asset owners, CIO or CROs, to understand, at a granular level, the reasons that they do or do not allocate to EMDEs, and the rationale for the levels of allocation. The findings from those interviews will be used to inform a report which will help guide the work of the Taskforce and may in part be published publicly.

To deliver these asset owner interviews and the subsequent report, IIGCC, as the secretariat of the Taskforce is inviting expressions of interest from consultants with the required expertise to undertake them.

2. Project Specification

The project is made up of two key activities – 1. Conducting the interviews 2. Producing a report based on the interviews.

In advance of the interviews the Taskforce intends to have shared an initial set of background questions with each of the AOs to collect key information regarding their existing EMDE approach and allocations, which will inform the interviews.

The Interviews

The successful consultant will be required to arrange and conduct the envisaged 15 to 20 interviews, with each one likely to last between 1 hr and 2 hrs subject to the interviewees' availability.

The consultant will ask questions based on a pre-prepared list of questions developed by the co-chairs of the four Taskforce workstreams, but that should be tailored by the consultant using the asset owners answers to the background questions shared in advance. The consultant would need to be responsive to the answers received and have enough expertise to integrate details and nuance in the answer to questions.

The consultant would also be expected to take their own notes. The consultant may be joined in the interviews by some of the co-chairs of the workstreams where relevant.

The consultants would not be required to secure agreement to being interviewed, which will be the responsibility of the Taskforce.

The Report

Based on the information gained from the interviews the consultant will be expected to produce a report analysing and summarising the findings of the interviews.

Subject to the findings of the interviews, we would expect the report to include analysis of:

- The approaches of different types of asset owners (i.e. DB/DC pension funds or insurers) to investing in EMDEs and how it fits within their Strategic Asset Allocation.
- Exposures to EMDEs by asset class
- Asset owners' investment requirements for allocations to different asset classes (i.e. risk, return, liquidity needs, fund term etc.)
- The key barriers to allocation for different types of investors and the consistency of these barriers across the AO community.
- Extent to which AOs address or require climate and/or sustainable development considerations in their existing EMDE allocations.
- The role of internal processes and policies.
- The potential solutions cited by asset owners to address barriers or enable increased EMDE allocations.

The report is envisaged to be c.30 pages though the exact length would be at the discretion of the consultant. That would not include the answers to background questions and interview write-ups which, subject to interviewees' approval, could be shared with workstream leads, with a higher level summary of interviews possibly published for public use.

The Secretariat would be able to support with the design and communications of any documents for publication.

Additionally, the consultant would be expected to report back in person to each of the workstream leads on findings relevant to the work of Taskforce and continue to have some availability for follow up questions from workstream leads over the following months.

Project Timeline

Subject to the successful appointment of a consultant in early August, interviews would be conducted throughout August with workstream discussions and the report produced by the end of September.

3. Request for Proposal

Through this "Request for Proposal", IIGCC invites expressions of interest and proposals to undertake the interviews and produce the report detailed in the project specification.

Consultant specification

The consultant will be expected to have an investment background and expertise in the products and strategies (across all asset class and blended/ structured instruments) being discussed with CIO/CROs as well as a familiarity with the challenges of investing in EMDEs and the needs of, and barriers faced by asset owners. Experience working in or with (e.g., ex-investment consultant) an asset owner would be an advantage.

The project would likely be well suited to an independent consultant but applications from consultancy companies will also be considered. The successful consultant will be expected to work closely with the Taskforce secretariat and Taskforce and workstream co-chairs.

Subject to budget and received applications, the secretariat may explore hiring two consultants to ensure all the relevant expertise is covered.

Application Deadline

The following key dates apply to this “Request for Proposal”:

Issue Date	28 July 2025
Closing Date	3 August 2025

Interested parties are to direct any queries and questions regarding this “Call for Consultant Support” to Mahesh Roy (mroy@iigcc.org), Angus Wilson (awilson@iigcc.org) and Saru Gupta (sguta@iigcc.org). IIGCC will endeavour to respond to any queries submitted.

IIGCC may amend the “Call for Consultant Support” documents by issuing notices to that effect to all Proposers and may extend the closing date and time if deemed appropriate.

Expression of Interest and Proposals

Expressions of interest and proposals must be submitted by email to: Mahesh Roy (mroy@iigcc.org), Angus Wilson (awilson@iigcc.org) and Saru Gupta

(sguta@iigcc.org). The subject heading of the email shall be [EOI – EMDE IT – [Proposer(s) Name(s)]].

Any Proposal received by IIGCC later than the stipulated closing date and time, and any Proposal that is incomplete, may not be considered.

Proposers must include details of proven experience and knowledge relating to asset owner decision making in the UK regulatory context and investing in emerging markets. Examples of previous or similar work is welcome.

Proposers should indicate the necessary resource and costs to deliver the project. Project cost should be stipulated by reference to an hourly or daily rate.

4. Conditions

IIGCC is not bound in any way to enter into any contractual or other arrangement with any Proposer as a result of issuing this "Call for Consultant Support". IIGCC reserves the right to terminate the procurement process at any time prior to contract award. By participating in this process, Proposers accept the conditions set out in this "Call for Consultant Support".

Proposers should read IIGCC's privacy note before submitting a proposal. The privacy note can be found on IIGCC's website [here](#).