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# Incorporating ESG Information into RFP Responses

Wednesday, 21st September, 8:30 to 16:30

Great Hall, Bishopsgate Institute, 230 Bishopsgate, City of London, EC2M 4QH

## Confirmed speakers from:

- Merseyside Pensions
- Towers Watson
- Mercer Investment Consulting
- Aon Hewitt
- Kirstein Finans
- Folketrygdfondet
- UN PRI
- RPMI Railpen
- Storebrand Investments
- PGGM
- London Pensions Fund Authority
- ERAFP
- Mercer
- Hymans Robertson

## A Workshop for Asset Management Marketers and Proposal Writers

This workshop will educate RFP writers, asset management marketers and anyone involved in the sales and marketing function at asset management firms about what pension funds are looking for when they include ESG criteria in their RFPs.

Decision makers from pension funds that require ESG information in proposals will be on hand to explain their ESG requirements, discuss the overall concepts that drive these requests and provide guidelines for how asset management firms should integrate their ESG information into proposals.

[www.responsible-investor.com/RFP](http://www.responsible-investor.com/RFP)

# Programme

- 8:30 AM** Registration & Breakfast
- 9:00 AM** Welcome and Opening Remarks
- Hugh Whelan, *Managing Editor*, **Responsible Investor**
- 9:15 AM** **Panel: ESG Requirements in Pension Fund RFPs – An Overview**
- Emma Hunt, *Senior Investment Consultant, Sustainable Investment Team*, **Towers Watson**
  - Tim Currell, *Head of Sustainable Investment and Corporate Governance*, **Aon Hewitt**
  - Will Oulton, *Head of Responsible Investment*, **Mercer**
- 10:15 AM** **Presentation: Danish Pension Funds and ESG – An Insider's View**
- Jesper Kirstein, *CEO*, **Kirstein Finans A/S** –  
With Q&A from conference chair and attendees
- 10:45 AM** Coffee/Tea/Networking Break
- 11:15 AM** **Panel: UK Funds – Adding ESG Requirements Step by Step**
- Moderator**, Marc Brammer, *Head of Business Development, Northern Europe*, **MSCI ESG Research**
- Frank Curtiss, *Head of Corporate Governance*, **Railpen Investments**
  - Owen Thorne, *Investment Officer*, **Merseyside Pension Fund**
  - Allison Galbraith, *Investment Consultant*, **Hymans Robertson**
- 12:00 PM** **Presentation: PGGM – A Case Study from a Global Leader**
- Tim van der Weide, *Advisor, Responsible Investment*, **PGGM** –  
with Q&A from conference chair and attendees
- 12:30 PM** Networking/Lunch
- 1:30 PM** **Presentation: More Than Exclusions – Explaining SRI Strategy**
- Christine Tørklep-Meisingset, *Head of Sustainable Investment Research*, **Storebrand Investments**
- 2:15 PM** **Interview: Beyond Box-Ticking – Principles into Proposals**
- Rob Lake, *Director of Strategic Development*,  
**United Nations Principles for Responsible Investment**
- 3:00 PM** Refreshment Break/Stretch
- 3:30 PM** **Closing Panel – View from the Investment Committee**
- Aled Jones, *Investment Manager – ESG*,  
**London Pensions Fund Authority**
  - Melanie Brooks, *SRI Analyst*, **Folketrygdfondet**
  - Olivier Bonnet, *Head of SRI Strategy*, **ERAFP**
- 4:15 PM** Final Comments, Thank you
- Hugh Whelan, *Managing Editor*, **Responsible Investor**
- 4:30 PM** Finish

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## Special RFP Team Pricing

1. £600 for one person from any company
2. £900 for two people from any company
3. £1200 for three people from any company
4. £1500 for four people from any company

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