
Request for Expression of Interest (REOI)

Funding source:	Asian Infrastructure Investment Bank (AIIB)
Sector:	Asset Management
Project Name:	AIIB Asia Emerging Market Fixed Income Managed Portfolio
Project No.	PD000152-Regional

Date: September 12, 2018

The Asian Infrastructure Investment Bank (AIIB) now invites Expression of Interest (EOI) from qualified firms, to provide *Asset Management Services* for its Investment Operations Department and to manage a bespoke **Asia Emerging Market (EM) Fixed Income Portfolio**. A shortlist will be prepared following the pre-defined selection criteria for participating in the RFP.

The letter of expression of interest (EOI) should provide information of the company's track records and experiences in managing such portfolios in the past five (5) years. Please provide the information requested in the Annex B.

Firms should submit EOI Form in Annex B to the following the following contact and Email address in PDF format, before **24:00, Oct 3, 2018 (Beijing time)**.

Contact information:

Evan Shang
Senior Procurement Specialist
Corporate Procurement Department
Asian Infrastructure Investment Bank
B-9 Financial Street, Xicheng District
100033 BEIJING, CHINA
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Annex A – Simplified Terms of Reference

Annex B - EOI Form

Annex A: Simplified Terms of Reference

AIIB Asia EM Fixed Income Managed Portfolio

BACKGROUND

The Project is to develop the debt capital market by managing a fixed income portfolio of USD500 million that comprises fixed income securities in Asian infrastructure and other productive sectors that are selected by utilizing an ESG screening. An asset manager will be appointed to follow an agreed-upon investment policy to screen, invest in, and manage fixed income securities (primarily bonds) issued by infrastructure and other productive sector related issuers.

OBJECTIVE

The objectives of setting up a fixed income portfolio are to: (i) encourage private sector financing for infrastructure and other productive sectors through the development of capital market instruments and vehicles that enable mobilization of capital including fixed income securities selected based on issuers' ESG ratings; (ii) diversify the offerings available to project sponsors via exploring capital market opportunities and reinforce novel distribution channels for such financing; and (iii) establish and catalyze an ESG fixed income investing framework and culture for other market participants in Asia who share AIIB's investment philosophy.

SCOPE OF WORK

- **Set up and manage a USD 500 million segregated account for AIIB**, invested in Asia EM fixed income securities
- **Portfolio Strategy:** Buy-and-hold with limited trading; coupon and interest income will be reinvested until the end of the investment period
- **Sectors:** It should be primarily infrastructure and other productive sectors credit. Major sectors include energy/power, utilities, transportation/logistics, internet/communication/telecom, urban development, social infrastructure (hospitals, schools), capital goods, industrials, building materials, manufacturing; and quasi-sovereign / state-owned enterprises are also allowed; the portfolio will exclude real estate, financials (except green bonds issued by banks), and retail; sovereign bonds, project bonds and other fixed income instruments related to real assets will also be excluded
- **ESG Screening:** In addition to exclusionary screening, minimum ESG criteria will be established for issuers; the Project Team will work with ESG rating agencies and index providers to customize an ESG-related index
- This tentative scope of work and will be further elaborated and discussed with the asset manager

TIMELINE

Investment Period: about five years

QUALIFICATION

The firm undertaking the assignment should have a minimum of five years of direct experience in Asset Management and a total Asset Under Management (AUM) of at least **USD 300 billion as of 31st December 2017**.

Annex B: EOI Form

[Firms responding to the EOI can attach their company presentation and other supporting documents in PPT/PDF formats]

Expression of Interest (EOI) by Firm

AIIB Asia EM Fixed Income Managed Portfolio

Date: [dd/mm/yyyy]

Dear Mr./Ms. [copy the AIIB's representative's name, designation and department as indicated in the EOI],

We have read carefully your Invitation for Expression of Interest for the captioned assignment/project and find the Terms of References (TOR) match our firm's capacity for providing the services required in the TOR. We would like to express our interest for being considered for the Shortlist. We understand that AIIB does not have an obligation that we must be shortlisted.

Our firm's profile and information relevant to this EOI are provided below:

I. Firm Profile

Firm's Name	
Country of Incorporation:	
Firm's Address: (Street name, City, State/Province, Country, ZIP code) Fax No.: Phone No.: Email: Website:	

II. Specific Qualifications and Experience

[Highlight the qualifications and experiences of your firm in undertaking tasks in the areas of focus, as indicated in the EOI].

III. Track Records

[Please select at least three of the most relevant funds / managed portfolio to demonstrate the firm's qualifications and experience

Period	Client / Funds	Performance	Comments

V. Eligibility Declaration

We, the undersigned, certify to the best of our knowledge and belief:

- We have read the advertisement, including the generic terms of reference (TOR), for this assignment.
- We confirm that the project references submitted as part of this EOI accurately reflect the experience of our firm.
- We confirm our firm and all the personnel indicated in the EOI have met the requirements of Corporate Procurement Policy of AIIB, which can be found on <https://www.aiib.org/en/opportunities/business/corporate-procurement/index.html>

[Signature:
Name of the firm's authorized representative:
Position]