



RI TRANSPARENCY REPORT

2020

ATTALEA PARTNERS

About this report

This report is an export of the individual Signatory organisation responses to the PRI Service Provider Reporting Framework during the 2020 reporting period. It shows your responses to mandatory indicators, as well as responses to voluntary indicators that your organisation has agreed to make public. You will be able to access the public RI Transparency report of your organisation and that of other signatories on the [PRI website](#).

The information is presented exactly as it was reported. Where an indicator offers a response option that is multiple-choice, all options that were available to the signatory to select are presented in this report. Presenting the information exactly as reported is a result of signatory feedback which suggested the PRI not summarise the information. As a result, the reports can be extensive. However, to help easily locate information, there is an **Index** which highlights where the information can be found and summarises the indicators that signatories complete and disclose.

Understanding the Index

The Index summarises the response status for the individual indicators and modules. It can be used by stakeholders as an 'at a glance' summary of reported information and to identify particular themes or areas of interest.

All indicators within a module are presented below. The status of indicators is shown with the following symbols:

Symbol	Status
✓	The signatory has completed all mandatory parts of this indicator
☑	The signatory has completed some parts of this indicator
🔒	This indicator was not relevant for this signatory
-	The signatory did not complete any part of this indicator.
🔍	The signatory has flagged this indicator for internal review

Within the table, indicators marked in blue are mandatory to complete. Indicators marked in grey are voluntary to complete.

Index

Organisational Overview			
Indicator	Short description	Status	Disclosure
OO 01	Basic information	✓	Public
OO 02	Reporting year	✓	Public
OO 03	Signatory category and services	✓	Public
OO 04	Other offerings/business activities	✓	Public
OO 05	Breakdown of ESG coverage	✓	Asset mix disclosed in OO 06
OO End		✓	-

Strategy and Governance			
Indicator	Short description	Status	Disclosure
SG 01	Responsible investment policy	✓	Public
SG 02	Norms used to develop policies	🔒	n/a
SG 03	Policy offerings to clients	✓	Public
SG 04	ESG/RI in business offerings	🔒	n/a
SG 05	Outsourcing of services	✓	Private
SG 06	Providing training/education	✓	Public
SG 07	Applying, advancing and promoting the PRI principles	✓	Public
SG 08	Actions taken to promote responsible investment	✓	Public
SG 09	Long term trends	✓	Public
SG 10	Interaction with asset owners	🔒	n/a
SG 11	Aligning approach with investor goals	✓	Public
SG 12	ESG recommendations not aligned with investor goals	✓	Public
SG 13	Seeking feedback from clients	✓	Public
SG 14	Managing conflicts of interest	✓	Public
SG End		✓	-

Confidence building measures			
Indicator	Short description	Status	Disclosure
CM1 01	Other product offerings, processes and/or activities	-	n/a
CM1 02	Assurance of responses	✓	Private
CM1 End	Module confirmation page	✓	-

ATTALEA PARTNERS

Reported Information

Public version

Organisational Overview

PRI disclaimer

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Basic Information

OO 01

Mandatory

Public

Descriptive

OO 01.1 Select the location of your organisation's headquarters.

Spain

OO 01.2 Indicate the number of countries in which you have offices (including your headquarters).

- 1
- 2 - 5
- 6 - 10
- 11 - 50
- >50

OO 01.3 Indicate the regions where you have offices.

- Africa/Middle East
- Asia (excluding Japan & Korea)
- Australasia
- Canada
- Continental Europe
- Japan & Korea
- Nordic
- South America
- UK & Ireland
- US

OO 01.4 Indicate the approximate number of staff in your organisation in full-time equivalents (FTE).

FTE

2

OO 01.5 Additional information.[OPTIONAL]

Attalea Partners is a one-stop-shop ESG and Impact Investing strategic consultancy company, based in Spain. We were incorporated in 2019, and are UN PRI signatories since July 2019.

Our clients are mainly Private Equity, Private Debt and Infrastructure investors based in Spain, with footprint mainly in the Iberian Peninsula and Latin America.

We provide a full range of services across our client's investment process, from ESG strategic consultancy to helping their portfolio companies in the implementation of ESG actions.

Our team has an extensive track record in Private Equity, Project Finance and advising institutional clients in elaborating ESG strategy:

- **Álvaro Molina (founding partner)** has advised for 18 years institutional investors to take the best investment decisions from various perspectives. During the last 7 years, Alvaro advised institutional investors in the incorporation of responsible investment principles within their investment processes, working for Aon Hewitt as Head of Institutional Investor Business Development, and prior to this for Willis Towers Watson as Head of Responsible Investment in Spain. Alvaro knows well the Private Equity sector. He started his professional career as Analyst at PAI Partners, and then formed part of the Timón family office investment team, participating in the creation and management of its Private Equity investments.

- **María Merry del Val (founding partner)** has worked for 20 years for Private Equity and Infrastructure investors, focused on structured Finance (M&A, Leveraged and Project Finance). Maria has developed her career in investment banking, starting as Analyst at Goldman Sachs (M&A), followed by Iberdrola (M&A) and RBS (Private equity and Project Finance). Maria has also created two start-ups, 3coma3 and eVotify. Since 2017, Maria engaged herself actively with the Impact Investing ecosystem in Spain which is still in its infancy. Through her collaboration with Codespa, an NGO based in Spain, she has contributed to Spain's adherence to the Impact Investing GSG in June 2019.

Attalea's founding partners are convinced that an adequate management of extra-financial risks and opportunities are key to value generation.

Our vision is that the world's investment activity must incorporate sustainable and responsible investing criteria principles in order to be profitable in the long term.

Our mission is to help our clients achieve ESG integration by incorporating ESG (Environmental, Social and Governance) factors within their investment decision process, actioning value-creation levers, improving risk management and generating long-term sustainable returns.

From inception, we understood that strategic advice to our financial clients is meaningless without supporting them with practical frameworks, tools and actions to incorporate ESG factors within their investment decision processes. This is why we have developed a full range of services, from transactional services, such as ESG Due Diligence, design of KPIs at fund and investee level, to technical services, such as environmental (carbon footprint measurement, environmental consultancy, energy efficiency,), social (HR consultancy, social KPIs, social actions) and governance (compliance).

In order to provide best quality services, we have closed partnerships with an energy efficiency and environmental player and with social and governance experts. These partnerships allow us to guarantee the maximum level of service quality to our clients.

Reporting Year

OO 02	Mandatory	Public	Descriptive
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OO 02.1	Indicate the year end date for your reporting year.
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31/12/2019

Signatory category and services

OO 03	Mandatory	Public	Gateway
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OO 03.1

Indicate which of the following categories reflect your core offering or main business activity:

- Reporting
- Active Ownership Services
- Investment consultancy
- Research and Data Provision
- Other, specify (1)
ESG and Impact Investing strategic and financial Consultant
- Other, specify(2)

OO 03.2

Indicate any other business activities that your organisation offers. Indicate whether you wish to report on these business areas.

- Reporting
- Active Ownership Services
- Investment consultancy
- Research and Data provision
- Other, specify (3)
- Other, specify (4)
- None of the above

OO 04

Mandatory

Public

Descriptive

OO 04.1

Please describe your core offering or main business activity.

Attalea Partners is an ESG and Impact Investing strategic and financial consultancy company. We provide a full range of services across our client's investment process, from **ESG strategic consultancy, ESG financial consultancy, and services to investees in their implementation of ESG action plans.**

From inception, we understood that strategic advice to our clients is meaningless without supporting them with practical frameworks, tools and execution means to incorporate ESG factors within investment decisions. This is why we have developed a full range of services, from transactional services, such as ESG Due Diligence, design of KPIs at fund and investee level, to technical services, such as environmental (carbon footprint measurement, environmental consultancy, energy efficiency), social (HR consultancy, social KPIs, social actions) and governance (design of compliance framework, consultancy on governance structure, executive pay and alignment of interests and cyber security).

1. Within **ESG strategic consultancy**, our services include:

- **Management Companies:** ESG training, assistance to GPs in elaborating a Responsible Investment strategy, assistance in elaborating Responsible Investment policies, yearly action plans, ESG Governance, KPI design, measurement and monitoring at portfolio level, assistance in selection of global collaborative projects and implementation, strategy design to contribute to SDGs, assistance in transparency, such as ESG or sustainability reports;
- **Portfolio Companies:** ESG Due Diligence, 100-day ESG action plans, 3-5 year action plans and long-term ESG strategy definition and implementation of annual ESG action plans, ESG training, ESG risk and opportunity mapping, assistance in implementation and monitoring, KPI selection, KPI process automatization, KPI audit, ESG financial modelling, ESG exit plans, engagement and communication strategies, strategy and action-plan design to contribute to SDGs (incl. measurement), consultancy in responsible business and assistance in technical and sustainable businesses certifications.

2. Within **ESG financial consultancy**, our services include:

- **Green Bonds:** assistance in the Green Bond issuance, technical support and third-party opinions;
- **ESG financing:** structuring of ESG financing, technical support and third-party opinions;
- **Impact investing:** structuring of Impact Investing M&A transactions, technical support and third-party opinions regarding financial and impact measurement.

3. Within **ESG technical consultancy**, our services include:

- **Environmental:** energy efficiency, renewables, carbon footprint measurement and reduction&offset action plans, hydric footprint measurement, environmental footprint measurement, assistance in obtention of environmental certifications, KPI design, implementation and audit and impact measurement;
- **Social:** HR consultancy, social KPIs, salary gender gap, employee engagement and metrics; consultancy on Health and Safety, implementation of social actions, design and execution of employee handbooks; employee wellness programs;
- **Governance:** consultancy on governance structure, design and execution of policies (SCR, purchasing, anti-corruption and bribery, Code of Conduct), design of compliance framework, executive pay and alignment of interests and cyber security, assistance on transparency strategies and reporting, risk and materiality mapping, stakeholder mapping;
- **Other:** assistance in obtention of SDG certification. SDG consultancy, consultancy and assistance in responsible businesses, B-Corp framework.

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Reported Information

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Strategy and Governance

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Policy on ESG beliefs

SG 01	Mandatory	Public	Gateway
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SG 01.1 Describe how your organisation's philosophy incorporates environmental, social and governance factors, and the link to your business offerings.

Attalea's founding partners are convinced that an adequate management of extra financial risks and opportunities are key to value generation.

We believe that Private Equity, Private Debt and Infrastructure investors are in an extraordinary position to influence their portfolio companies, mostly SMEs that conform over 95% of Spain's total number of companies, employing c.40% of employees (excl. self-employment).

Our philosophy is to "take ESG into action", by helping our clients to action the various ESG value levers, which are in our view:

- **Top-line growth**, identifying ESG opportunities that allow companies to tap new markets ("blue oceans") or expand into existing ones (eg. certifications that allow to become a provider in public licitation);
- **Cost efficiency**, identifying ESG pockets of cost levers, such as energy efficiency, human resources management or fine/lawsuits minimisation;
- **Employment productivity**, as a strong ESG value proposition is currently a lever to attract and maintain talent;
- **Investment optimisation**, allowing a better Return on Investment on Capex
- **Brand value**, as, through ESG, strong brands offer stakeholders a way to align their values with their actions.

SG 01.2 Indicate whether you have policies that formalise the incorporation of your ESG beliefs in your business offerings.

- Yes
 No

SG 03	Mandatory	Public	Descriptive
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SG 03.1 Indicate whether you offer standard, off the shelf, policies to clients as part of your product offerings, and/or whether you create tailored versions for individual clients.

	Off the shelf	Tailored
Asset class-specific RI guidelines	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Sector-specific RI guidelines	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Screening/exclusions policy	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Engagement policy	<input type="checkbox"/>	<input checked="" type="checkbox"/>
(Proxy) voting policy	<input type="checkbox"/>	<input checked="" type="checkbox"/>
RI guidelines set out within the Investment Policy Statement (IPS)	<input type="checkbox"/>	<input checked="" type="checkbox"/>
RI guidelines set out in a freestanding RI policy	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Multi-year RI implementation project plan	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Conflict of interest management policy	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Stockbroker allocation policy	<input type="checkbox"/>	<input type="checkbox"/>
Securities lending policy	<input type="checkbox"/>	<input type="checkbox"/>
Other, please specify (1)	<input type="checkbox"/>	<input type="checkbox"/>
Other, please specify (2)	<input type="checkbox"/>	<input type="checkbox"/>
Other, please specify (3)	<input type="checkbox"/>	<input type="checkbox"/>
None of the above	<input type="checkbox"/>	<input type="checkbox"/>

SG 03.2

Provide a brief description of the key elements, any variations, or exceptions applying to these policies.

Attalea Partners designs **tailor-made Responsible Investment policies for our clients**. Alternatively, should the client have already a Responsible Investment, we provide a review of Responsible Investment policies to match current best practices in the market.

Our clients, the private market universe (Private Equity, Private Debt, Infrastructure), aim to integrate ESG considerations within their investment processes. Therefore, the scope of the policies we design for them falls within the integration characteristics, that is, the explicit and systematic inclusion of ESG considerations in the investment processes. The policies we design actively address all phases of the investment process including screening, Due Diligence, Investment or Credit Committees, ESG Value Creation beliefs and philosophy, Portfolio Management and ESG action-plan implementation and finally, exit processes. We also address the need to commit to transparency and communication of the ESG efforts as well as the promotion of the acceptance and implementation of the UN Principles, and finally engagement within the industry and policy makers.

We typically reference Responsible Investment policies to the main international frameworks, guidelines and conventions, such as (not exhaustive) UN (UN Global Compact and UN PRI), OCDE, ILO,

recommendations of Private Equity and Infrastructure associations, financial markets regulators, and global initiatives (TCFC, CDP), standards (GRI), and certifications (B-Corp, SDG, ISO), encouraging our clients to actively reference the policies to SDG contribution.

Finally, we encourage our clients to review their Responsible Investment Policies on a yearly basis to include LP preferences, reference to the most relevant global initiatives, update on means devoted to ESG, etc. We emphasize the need to review systematically any side letter signed with LPs and incorporate it at the next policy update review.

Once the policy is signed by our clients, we continue to advise them on how to take it to practice. In particular, we provide consultancy services on the following:

- Management company RI long-term strategy and yearly action-plans;
- Material themes to address according to sector / global trends;
- ESG Governance at management company level, establishing Committees when appropriate, ESG roles and accountability;
- Stakeholder map, risk and materiality matrix at management company level;
- Management company strategic KPI design and selection;
- Automation of processes, specifically in KPI generation;
- Monitoring tools;
- Third-party assurance and audit of KPIs and reports.

SG 06	Mandatory	Public	Descriptive
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SG 06.1	Indicate whether you provide training/educational services on ESG/RI. Tick all that apply.
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- Board/trustee training
- Investment manager training
- Regulatory bodies/authorities or public policy makers
- Corporate executive training
- ESG analyst training
- Other, specify (1)
- Other, specify (2)
- Other, specify (3)
- Other, specify (4)
- None of the above

SG 06.2	Describe the main components of your training/educational services on ESG/RI and any variations depending on the group you provide training/education to.
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Attalea offers ESG training sessions for our clients at all levels, including in-company training sessions as well as employee handbooks. We insist on having the training session as a pillar of our consultancy services, as it creates a common language between our clients' senior management, investment directors, junior employees, with Attalea's consultants. It is also a place of debate, dialogue, and exchange of ideas and impressions, which allows our clients to communicate their ESG vision and strategy, and all of its employees to understand and embed it in their day to day work.

Our training services are tailor-made to the client and type of group we are providing the education to. The main components of our training services are the following:

1. **Private Equity Managing companies:** high-level overview of Responsible Investing in Private Equity. Best Practices. ESG and Fiduciary duty. Integration of ESG considerations in the Private Equity investment process. Map of Spanish Private Equity players according to ESG level of integration. The role of Responsible Investment in the value-creation process. ESG in practice.

How to communicate and manage ESG integration with portfolio companies. How to communicate and manage ESG integration with portfolio companies. How to take ESG into action. KPI design and selection, monitoring. Case studies and role play. We typically undertake training to all levels at the client group, given the small size of the Private Equity teams in Spain. We adjust the message according to the seniority of the audience, that is:

- Founding Partners / Partners.
- Investment Directors.
- Junior employees.

2. Portfolio company: What is ESG? ESG as value-creation lever. Anticipating and adapting to ESG trends. ESG risks, opportunities and materiality mapping. Stakeholder map. The importance of appropriate ESG Governance and policies. ESG in practice, deep dive into Environmental, Social and Governance value-creation levers. ESG measurement: KPI design and selection, monitoring.

We adjust the message according to the seniority of the audience, for SMEs, in our experience, training is addressed to:

- Senior management
- Portfolio company ESG team
- Middle-management

SG 06.3 Describe whether these training/educational services include any commercial elements.

Our training services include commercial elements and explain our service offering due to our audience's lack of knowledge of ESG's breadth and depth. We provide our clients with a quick skim through the many issues they can encounter and how we can help them in various themes and situations.

SG 07

Mandatory

Public

Descriptive

SG 07.1 Describe how your organisation applies, advances and promotes the PRI Principles.

Attalea Partners was born to become the trusted advisor of reference to help our clients deliver their ESG / Impact goals. Attalea's mission includes to actively apply, advance and promote the PRI Principles. In this sense, we help our clients, mainly private asset owners, to understand and apply the PRI Principles. We have 3 types of clients:

- Private Equity established players that want to become best practice within UN PRI;
- Private Equity new players that want to embed RI within their investment processes and are born with the intention to integrate ESG from inception;
- Other asset owners (infrastructure or private debt) that still need to understand the importance of ESG in the value-creation process.

Our methodology is to first **encourage our clients to adhere to UN PRI**, explaining to them in detail the commitments they are about to embrace. Once they have adhered, we then provide ESG training to the team, usually founding partners, partners and investment directors, so they can **effectively apply the PRI Principles**. Finally, we **help our clients to abide to their commitment as UN PRI signatory**. As a success story, we have engaged with one new Private Equity player and they have adhered to UN PRI early 2020.

SG 07.2	Highlight whether there are any ways that your organisation would like to engage further with the PRI. [OPTIONAL]
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There are various ways we would like to engage further with the PRI:

- 1) **Participating in Collaboration projects**, through the Collaboration Portal, to participate in Research projects in any of the Environmental, Social or Governance arenas.
- 2) **Providing best-practices and case studies sourced from our experience in Spain**, that can be used in any study that PRI might publish on the Private Market.
- 3) In particular, we find that the **Private Debt market** is under-sourced in UN PRI (tools, resources, and the PRI Reporting Tool), as it focuses mainly on quoted instruments. The asset class is somewhat new to ESG, and PRI resources respond typically to the fixed income public market. We have a long-dated experience in this arena and would like to contribute to the PRI resourcing within this asset class.

SG 08	Mandatory	Public	
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SG 08.1	Indicate which of the following actions your organisation has taken to promote responsible investments during the reporting year, independently of collaborative initiatives.
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- Provided or supported education or training programmes for clients, investment managers, legal advisers or other investment organisations
- Provided financial support for academic or industry research on responsible investment
- Encouraged better transparency and disclosure of responsible investment practices across the investment industry
- Spoken publicly at events and conferences to promote responsible investment
- Written and published in-house research papers on responsible investment
- Encouraged the adoption of the PRI
- Written and published articles on responsible investment in the media
- Policy engagements and other interactions
- Other, specify
- None of the above

SG 09	Mandatory	Public	Descriptive
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SG 09.1	Indicate which of the following long-term trends are addressed in your product outputs.
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- Changing demographics

SG 09.2	Explain how this long-term trend affects your product outputs.
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Governments, industries and wealth managers globally are preparing or already addressing the change in the population pyramid in the developed countries. Main trends are 1) ageing population 2) wealth transfer from the baby boomer generation to the millennial generation and 3) increasing female decision-makers.

At Attalea Partners, we follow closely these trends and advise our clients from various perspectives:

- LPs increasing awareness to align investment and financial goals with their investors' values without diminishing their return expectations;
- Regulation tackling social issues, such as diversity and inclusion;
- Markets needing to address ageing population and companies have to include specific products to meet their needs;

- Millennials as decision makers, native digitals, total awareness of the world's major issues, and need to align their decisions with their values, including who they work for (talent attraction), how they make purchasing decisions, and how they invest.

Our advise is delivered in various forms, such as ESG Due Diligence, regular conversations with our clients, market updates and advise on investable opportunities that are market leaders within these trends.

Climate change

SG 09.2

Explain how this long-term trend affects your product outputs.

Climate Change is the current key ESG trend globally. We provide our clients with the necessary tools to adress it effectively.

- **Environmental Assessment:** the Environmental Assessment has become a critical step within project development. We undertake environmental evaluation from the initial project stages improves, Environmental Impact Studies of plans, programmes and projects, Design of projects and strategies of Positive Environmental Impact, Landscape Studies, Implementation of Environmental Management Systems (EMAS, ISO 14001), Environmental monitoring of the project.
- **Impact measurement:** specialised assistance, from data collection to preparation to certification audits. Within this, we undertake:
 2. **Carbon Footprint Measurement:** calculation of the Carbon footprint of the organisation and product (ISO 14064, ISO 14067; GHG Protocol, PAS 2050, Carbon footprint registration, compensation and carbon dioxide absorption projects-MITECO).
 3. **Environmental Footprint:** calculation of the Environmental Footprint of the organisation and product (HAP methodology of the European Union) through multicriteria analysis of environmental impact with the perspective of the complete life cycle.
 4. **Water Footprint:** Water Footprint Calculation according to international scheme (ISO 14046, Water Footprint Network).

Resource scarcity

SG 09.2

Explain how this long-term trend affects your product outputs.

Climate change, water scarcity, rising sea levels, finite natural resources, facing a more populous and urbanised world are one of the biggest problem the world is trying to solve. What will happen the day most common resources, such as freshwater, see their prices rise exponentially?

At Attalea Partners we adress actively this long-term risk within our (i) ESG Due Diligence (ii) risk, opportunity and materiality matrix and (iii) energy efficiency and environmental consultancy services.

We also adress these issues within SDG consultancy, analysing investors and companies contribution to the relevant and material SDG targets that adress Resource scarcity.

Technology developments

SG 09.2

Explain how this long-term trend affects your product outputs.

Cybersecurity is at the forefront of investors, companies and legislators' worries. This major risk impacts significantly reputation and can cause enormous economic costs. Investors are keen on been informed on how companies manage this risk and expect them to report on governance issues around cybersecurity.

At Attalea we adress actively this risk within our (i) ESG Due Diligence (ii) risk, opportunity and materiality matrix and (iii) selection of cybersecurity professionals (legal & IT). We advise on Cybersecurity Governance, protocols, emergency action plans and reporting key risks and issues to stakeholders.

Other, specify (1)

Diversity and inclusion

SG 09.2

Explain how this long-term trend affects your product outputs.

Workplace diversity and inclusion is a growing force in sustainable investing. Investors, companies and legislators are increasingly embracing the fact that diverse and inclusive workforces are more productive, innovative and capable of driving businesses. Investors are increasingly putting pressure on companies to establish SCR policies which reflect its communityis needs.

Attalea Partners is developing a series of services to adress our clients needs regarding workplace diversity and inclusion by establishing partnerships with local facility services socially responsible companies.

We also adress these issues within SDG consultancy, analysing investors and companies contribution to the relevant and material SDG targets that adress Diversity and inclusion.

Other, specify (2)

None of the above

SG 11**Mandatory****Public****Descriptive****SG 11.1**

Describe how you typically align your organisation's philosophy and approach to ESG/RI with your investor clients' goals.

Describe

Attalea Partners believes that Responsible Investing is the way forward to invest, in order to better manage risks and generate long-term profitability. We believe that a correct ESG risk and opportunity management creates value. We also believe that private markets have a stronger influence on their investees to actually drive change, and that, to a large extent, Environmental, Social and Governance factors generate real impact in society as a whole.

Our vision is that the world's investment activity has to incorporate sustainable investing to be profitable in the long-term, and this is explained in our ESG value statement in our web page www.attaleapartners.com.

Our mission is to help our clients achieve ESG integration, and very often we find that beliefs and outcomes diverge. This is where Attalea adds most value, making beliefs become a reality, and take ESG into action. This is documented in our ESG trainings as well as our ESG Case Studies, which we share with our clients.

All in all, Attalea Partners has at its heart of its service offering to align our investment philosophy and approach to ESG with our investor clients' goals.

This is not relevant for my organisation

SG 12	Mandatory	Public	Descriptive
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SG 12.1	Describe what steps you take, if any, when your ESG recommendations are not in line with your investor clients' goals.
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Describe

When helping our clients to achieve ESG integration by incorporating ESG factors within investment decisions, we very often come across a number of situations where our ESG recommendations are not in line with our clients' role. Our approach is to provide investors with further information by co-ordinating with technical experts a set of sound and practical arguments to align our clients with our recommendations.

One example of this is the approach of Spain's private market to Climate Change. In 2019, this issue has not been vastly taken as a priority within the Private Market. Attalea Partners' advantage is that we "talk our clients language", finding the right Climate Change value-creation levers that convince our clients to take action. We repeatedly encourage our clients to sit down with our team of environmental experts to explain how energy efficiency, environmental consultancy, and other Climate Change actions contribute to the value-creation process.

This is not relevant for my organisation

SG 13	Mandatory	Public	Descriptive
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SG 13.1	Indicate whether you seek feedback from clients on your RI/ESG services and product offerings
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Yes

SG 13.2	Describe how you use this feedback in your RI/ESG services and product offerings.
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Attalea Partners gathers feedback in two ways:

- 1) Client surveys: we undertake anonymous feedbacks when we deliver our services to the clients' teams, such as our ESG education programs. We gather feedback based on surveys and put conclusions together. This way we are able to gather instant feedback to improve and enhance our portfolio offering. We are also transparent, sharing this feedback with our clients.
- 2) Communication with clients: Attalea has a structured ESG feedback gathering (1) when delivering our services we undertake a short feedback survey to ensure our quality is best-in-class and (2) through constant communication with our clients, which ensures a rapid response in broadening our service offering as well as adherence to our high quality standards.

No

SG 14	Mandatory	Public	Descriptive
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SG 14.1	Indicate whether your organisation has a policy for managing potential conflicts of interest.
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Yes

No

Attalea Partners' action plan for 2020 includes further Governance procedures and we are currently designing our conflicts of interest policy, as of March 2020. We expect to have this policy up and running in the next 2 months.

ATTALEA PARTNERS

Reported Information

Public version

Confidence building measures

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