



Terms of Reference

Consultancy for the Nature Transition Plans for Banks

Background

The Kenya Bankers Association (KBA) serves as the premier advocacy body for the financial sector and acts as the umbrella organization for institutions licensed and regulated by the Central Bank of Kenya (CBK). Currently, it represents a membership of 46 financial institutions.

In line with its mandate to safeguard and support the banking industry—and, by extension, the broader Kenyan public—KBA is proud to lead the Sustainable Finance Initiative (SFI). Launched in 2015, the initiative marked a critical turning point as KBA guided the banking sector in adopting industry-wide Priorities, Procedures, and Policies on Sustainable Finance. This milestone provided banks with a framework for balancing immediate commercial objectives with long-term economic goals and socio-environmental responsibilities.

These principles are aligned with global best practices and reflect the sector's commitment to generating long-term value for financial institutions, their clients, and society at large.

Over the past eight years, KBA has enhanced industry capacity through its SFI e-learning training program, equipping bank personnel to foster financial inclusion while addressing key sustainability challenges including climate change, natural resource depletion, environmental degradation, and social inequality that threaten Kenya's sustainable development.

In advancing the SFI agenda, KBA in 2023 became a co-convener of the Task Force on Nature-Related Financial Disclosures (TNFD). This strategic role demonstrates KBA's dedication to strengthening transparency and disclosure practices within the banking industry, with the broader goal of promoting Nature-Positive financing.

To support this agenda further, KBA now seeks to engage a consultant to work with two banks in developing nature transition plans. Below kindly find more details on the objectives and scope of the assignment.

Objectives of the Assignment

KBA supports the ambition of Kunming-Montreal Global Biodiversity Framework (GBF) that seeks to halt and reverse biodiversity loss by 2030. The Association recognises that significant changes to business practices across the banking industry can contribute to a world living in harmony with nature.

To achieve this, nature transition plans need to be factored in banking to achieve the following objectives:

1. Enable banks to manage in a coherent and structured manner their nature-related dependencies, impacts, risks, and opportunities;
2. Enable banks to disclose material elements which inevitably improve their banking practices while also bolstering investor confidence as a result of enhanced transparency;
3. Empower banks to develop strategies to respond to nature loss while also tapping into new opportunities; and
4. Support banks to prioritise assessing nature related risks.

Scope of the Assignment

The consultant will be expected to support the two banks in developing their nature transition plans and enable them to begin their TNFD reporting journey. Below is the scope of work:

1. Support the two banks to carry out a Locate, Evaluate, Assess and Prepare (LEAP) assessment to identify nature-related dependencies, impacts, risks, and opportunities throughout its business model and value chain. The consultant should use the Exploring Natural Capital Opportunities, Risks and Exposure (ENCORE) tool to achieve this.

Deliverable(s): Nature risk heat map for each selected bank; Nature transition plan for each bank that includes a roadmap for integrating nature in the short-term, medium term and long term;

2. The consultant will aid the selected banks to identify critical stakeholders who can help them to deliver their transition plans and advance a nature positive economy.

Deliverable (s): Stakeholder maps

3. Support banks with portfolio reviews to tag nature positive related projects. This will enable the supported banks to identify an existing pipeline of nature positive projects within their portfolio.

Deliverable(s): Identification of a pipeline of nature-positive projects that clearly articulates the readiness of these projects for financing/investments. Where projects need some support to get to bankability (e.g. project development support, derisking, etc), this should be clearly articulated.

4. The consultant will work with the selected banks to develop their nature financing plan strategies.

Deliverable(s): A nature financing plan/strategy.

5. Give technical assistance to the selected banks to begin their TNFD reporting journey.

Deliverable(s): Formal adoption of the TNFD by the supported banks; a case study or learning materials that can be used by KBA for its other members.

Qualification of the Consultant

The preferred qualifications of the Consultant include:

Section	Information Required	Consultant Submission	Weight (%)
1. Response Letter	Demonstrates understanding of the project context, background, and objectives.	Attach a well summarized response letter not exceeding 2 pages.	15%
2. Company Overview	Brief on the consultant/firm, highlighting relevant experience, key clients, and past projects of similar scope.	Company name and contacts, project summaries, clients, years of operation and referral letter from previous clients.	20%
3. Technical Proposal	Detailed work plan, Gantt chart with timeline, milestones, and deliverables.	Attach technical proposal not exceeding 3 pages.	25%
4. Financial Proposal	Cost per activity, daily rate, number of days, travel/accommodation costs, and total estimated cost.	A detailed financial proposal with all applicable taxes	20%
5. Case Study	Summary of a related past assignment, with project	Present Project name, duration, outcomes and budget within 2 pages	10%

Section	Information Required	Consultant Submission	Weight (%)
	deliverables, stakeholders, budget, and outcomes		
6. Consultant Bio & Resume	CVs of assigned personnel with bios indicating relevant expertise and roles on the project.	A tabular summary containing the Names, qualifications, roles, key experience	10%
Total			100%

A rough estimate of level of effort is **60 Days** assuming a team of two full-time professionals. When submitting their proposal the Consultant(s) should recommend their anticipated workplan and number of days.

Schedule

- Call for Proposals: 11th June 2025
- Response deadline: Noon, 16th June 2025
- Notification: 18th June 2025
- Contracting: Week of 19th June 2025
- Commencement of Assignment: 23rd June 2025
- End of Assignment: 26th Aug 2025

Submissions should be sent via email to sfi@kba.co.ke before Noon on 16th June 2025.