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<b>Consulting Services (Energy, Financial Advisory)</b>	<b>Deadline: 31<sup>st</sup> January 2018 (1pm Philippine Time, 7am Central African Time)</b>
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**Country:** *Regional (Southern African Development Community region)*

### **Invitation for Expression of Interest**

**Ref.:** International, open tender for Consulting Services for Financial Advisory Services

**Beneficiary:** Africa GreenCo

**Project measures:** Africa GreenCo (“AGC DevCo”) is a not-for-profit company developing a new for-profit business model to catalyse private sector investment in renewable energy generation projects within SADC. This involves the establishment of a government co-owned creditworthy intermediary power purchaser and electricity services provider (“GreenCo”). GreenCo addresses a key impediment to developing sub-Saharan Africa’s renewable energy resources at scale – the creditworthiness of power offtakers.

GreenCo will aggregate and mitigate demand and supply risks as an operating member of regional power pools. This will help unlock the private capital required to meet SDGs and NDCs at lower cost and in a fiscally efficient manner, and will provide a stepping-stone to the development of liquid power markets by leveraging and increasing the utilisation of existing power pools. The target market for GreenCo is SADC grid-interconnected countries with an anticipated focus on, but not limited to, Zambia

AGC DevCo has been allocated grant funds from the SADC Project Preparation and Development Facility (PPDF). AGC DevCo will utility these funds to procure consulting services to further structure and implement GreenCo. Under this tender, AGC DevCo is seeking expert financial advisory services to ensure optimal financial structuring of GreenCo’s operating entities and a

smooth and efficient process of working with the investor group to achieve “financial close” of GreenCo.

**Requested Consultant services:** After a review of the existing financial and legal baseline documentation, the consultant shall provide financial structuring, transaction and regulatory advisory as well as financial modelling support to further develop and optimize GreenCo. The consultant will assist AGC DevCo in capital raising, in particular from development banks and development financing institutions, and liaise with credit rating agencies. Furthermore, the consultant shall support AGC UK in management of investor and other stakeholder relations.

**Key Personnel profile:** A team of financial experts with an excellent record in providing financial advisory services to investors, project developers, development and commercial banks in sub-Saharan African markets. Previous experience (i) working on renewable energy (RE) independent power producer (IPP) transactions in SADC (and particularly outside South Africa) with development banks and DFIs; and (ii) structuring innovative, multi-stakeholder finance vehicles incorporating capital from donors and/or DFIs, is essential. Experience working with credit rating agencies and governments within the SADC region will be assessed favourably

To receive the Invitation for Expression of Interest, please contact the assigned Tender Agent under [africagreenco@icee.de](mailto:africagreenco@icee.de).

AGC DevCo is a not-for-profit registered under the laws of England and Wales. AGC DevCo will execute this Tender in accordance with the PPDF Guidelines (Rules) for the Procurement of Services dated November 2013 (Revision 1, as amended from time to time). It is foreseen to assign the services to an independent firm / consultant firm or a consortium with a proven track record in the respective areas. The minimum annual turnover of the consultant / consortium shall exceed USD 5m. For consortia, the aggregated turnover will be considered. Further information will be availed in the Invitation for Expression of Interest.

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