REQUEST FOR TECHNICAL PROPOSALS AND BUDGET QUOTATIONS

TECHNICAL ASSISTANCE SCOPE TO SUPPORT A LEADING SOLAR COMPANY IN ACHIEVING FINANCIAL GROWTH AND EXPANDING INTO NEW MARKETS

<table>
<thead>
<tr>
<th>Commodity/Service Required:</th>
<th>Financial Advisory Support to Off-grid Solar Company</th>
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<tbody>
<tr>
<td>Type of Procurement:</td>
<td>One-time procurement</td>
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<tr>
<td>Type of Contract:</td>
<td>Fixed-cost contract</td>
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<tr>
<td>Contract Funding:</td>
<td>Federal Acquisition</td>
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<tr>
<td>This Procurement Supports:</td>
<td>Power Africa Off-grid Project</td>
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<tr>
<td>Submit Proposal and Quotation to:</td>
<td><a href="mailto:paopprocurement@powerafrica-offgrid.org">paopprocurement@powerafrica-offgrid.org</a></td>
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<tr>
<td>Date Proposal and Quotation Due:</td>
<td>04/10/2020</td>
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<tr>
<td>Approximate Date Purchase Order Issued to Successful Bidder(s):</td>
<td>04/15/2020</td>
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About the Power Africa Off-grid Project
The Power Africa Off-grid Project provides technical assistance to support the development of sub-Saharan Africa’s off-grid solar home system and mini-grid sectors. Under its Access to Finance work stream, the project team provides support to investors to develop bankable pipelines and perform due diligence. In parallel, the team works with off-grid energy companies to raise capital given the capital-intensive nature of their businesses and the need for third party capital to support the growth of the sector. Please refer to the Project fact sheet available at: www.usaid.gov/sites/default/files/PAOP_Fact_Sheet.pdf

Background
Our client, “Company X,” is the fastest-growing Pan-African developer and financier of solar solutions, providing governments with a nationwide-scale deployment of electrification projects. Company X focuses on affordability, scalability, sustainability, and community as the main pillars of operations. Company X already secured equity, fully commercial local currency bank debt as well as concessional debt from International Financial Institutions.

As our client continues to grow its customer base, its capital needs are also expanding. Since cost of capital is now one of the main items hindering affordability, the client wants to assess new sources of lower cost capital providers. The Power Africa Off-grid Project is looking to bring in a third-party advisor to support Company X in achieving financial growth, which would eventually result in 700,000 new off-grid electricity connections across east, central, and west Africa by 2022.

Objective
The scope of the support would be to advise Company X in developing regional models for more synergistic growth, as well as reducing the costs of capital. Specific deliverables would be:

1. Definition of Company X’s optimal financial strategy at regional and consolidated level, including a financing road map that lays out the financial projections of the business for the next 30 months;
2. Development of two investor-facing regional financial models;
3. Preparation of marketing materials including an investment teaser and project information memorandum that are instrumental to the capital raising process; and
4. Long list of 100-150 investors in the sector, with their investment criteria, and then a short list of 20-30 most relevant capital providers that match Company X’s financing needs for both regional platforms, delineating their investment history and future appetite for working with Company X.

Timeline
It is expected that this work would kick off as soon as possible and be completed during Q3 2020.

Expected Deliverables
I. Confirmation that success fee has been negotiated and agreed to with Company X within two weeks of contract signing
II. Review of current investor materials including Information Memorandums (IMs) and financial models
III. Development of investor-facing regional financial models and internal financing road map
IV. Development of an investment teaser and project information memorandum
V. Development of an investor outreach list
Application Submission: Required Documents

- Short (5-7 pages) background and description of the applicant’s ability to provide the support requested
- Three examples of past performance (no more than six pages total)
- Short biographies of key staff who will support this subcontract
- Detailed budget including estimated level of effort per staff member (include resource level) for each deliverable

Selection Criteria*

- 70% Technical (description of company’s ability to provide support, examples of past performance, and experience of staff proposed)
- 30% Price

*Note that Company X maintains first right of refusal for all companies providing support