



REQUEST FOR PROPOSALS TO CONDUCT INVESTMENT STRATEGY AND VALUATION FOR PROSPECTIVE INVESTORS

ABOUT TDB

Established in 1985, the Eastern and Southern Africa Trade and Development Bank (TDB) is a regional development financial institution with investment grade ratings and assets of USD 10bn. TDB serves 25 member states in its region, with the mandate to finance and foster trade regional economic integration and sustainable development through trade finance, project and infrastructure finance and asset management.

TDB is part of TDB Group which, also comprises the Trade and Development Fund (TDF), Eastern and Southern Africa Trade Advisers Limited (ESATAL), TDB Captive Insurance (TCI) and the TDB Academy.

OBJECTIVES OF THE ASSIGNMENT

TDB wishes to engage a consultancy firm to strengthen its equity mobilisation efforts with institutional investors. The consultancy firm will conduct a comprehensive assessment, identifying gaps, opportunities, and existing challenges. Additionally, they will analyze successful strategies and best practices employed by other organizations to attract institutional capital.

Specific objectives of the assignment include but are not limited to:

- (i) Develop investor presentations and strengthen valuation justification: Collaborate with the Corporate Affairs and Investor Relations department to craft compelling investor pitches that effectively substantiate TDB's valuation;
- (ii) Benchmarking best practices: Analyze how successful Development Finance Institutions secure funding from African pension funds and other institutional investors. Identify key strategies and best practices that can be adapted for TDB;
- (iii) Competitive landscape analysis: Assess how TDB is perceived compared to its main competitors from the perspective of potential investors. Identify the key factors that influence investment decisions;
- (iv) Performance optimization: Evaluate TDB's current fundraising activities and pinpoint areas with the potential for improvement. Analyze data and metrics to identify opportunities for enhancing performance;
- (v) Actionable recommendations: Develop a clear and actionable roadmap with concrete recommendations to improve TDB's fundraising outcomes.

SCOPE OF WORK AND DELIVERABLES

Key tasks to be undertaken will include but are not limited to:

- (i) Drafting of an **inception report** following kick-off and discovery meetings with internal and external stakeholders;

- (ii) **Investment Strategy design & development** comprising comprehensive analysis of opportunities, challenges and advanced fundraising initiatives to attract equity investments from eligible investors.
- (iii) **Valuation justification:** advising on best industry practices on pitching to prospective investors with TDB's current valuation methodology.
- (iv) **Investment Strategy and Valuation report and presentation** including a) detailed analysis of enhanced investment outreach b) a final report with innovative solutions for increasing equity raising success, executive summary of findings and recommendations on how to improve overall fundraising activities

TIME FRAME

The project is expected to be completed within 12 weeks from the date of the signing of the contract. This timeline includes inception meetings and report, investment strategy design and development and valuation of shares.

ELIGIBILITY CRITERIA

The preferred firm:

- (i) Must have at least 10 years experience in financial advisory, fundraising, strategic consulting, with deep understanding of African pension funds and institutional investors.
- (ii) Must have the capacity and resources to deliver within the specified time frame;
- (iii) Must have proven experience in the member states and regions served by TDB;
- (iv) Must have personnel to communicate in English, French and Portuguese would be an advantage;
- (v) Must own or have access to adequate proprietary research tools, technology or methodology;
- (vi) Experience in the corporate and development banking industry is preferable

PROPOSAL REQUIREMENTS

Interested firms are requested to submit two separate proposals;

(A) Technical proposal detailing:

- (i) Description of the approach, methodology, and team organisation to undertake assignment (narrative description);
- (ii) Work plan and staffing covering all activities and tasks, contents, duration, phasing, etc. (detailed narrative description and table)
- (iii) Technical competencies of the firm, a description of the firm's organization and of recent relevant experience on assignments of a similar nature.
- (iv) The list of the proposed staff team by specialty, the tasks that would be assigned to each team member (including partner firms where applicable) accompanied by CVs of the proposed professional staff. Key information should include relevant work experience and degree of responsibility held in various assignments during the last 10 years.
- (v) Company CV, certified company registration/incorporation and tax documents, operating licence, memorandum and articles of association, passport copies of shareholders/ directors, and/or equivalent documents.
- (vi) A minimum of 3 references with contact information.
- (vii) Payment terms.

(viii) Valid Registration documents, Trading licenses, valid TCC and passport or ID copies of the Company Directors.

(B) Financial Proposal

(i) Financial cost indicating the total all-inclusive US Dollar fixed cost for the engagement, exclusive of VAT.

SUBMISSION

Interested firms are requested to submit their proposals via email to procurement@tdbgroup.org ONLY and no later than 17 May 2024, with as subject **RFP INVESTOR OUTREACH MAY 2024 outreach**. **Only shortlisted firms will be contacted.**

For any inquiries, please contact umulinga.karangwa@tdbgroup.org and ulla.dronyi@tdbgroup.org

NOTE: ALL MATERIALS, METHODOLOGY AND INSIGHTS PRODUCED DURING THIS PROJECT/STUDY ARE THE PROPERTY OF THE TDB AND STRICT CONFIDENTIALITY WILL BE OBSERVED DURING THE EXECUTION OF THE PROJECT.

Disclaimers: TDB Group reserves the right to independently verify submitted documents, listed clients and similar works. TDB Group is not obliged to give reason for not selecting any persons/ firm. TDB Group reserves the right to discontinue this process without reference to any entity.