

JOB VACANCY

Business Review Consultancy

1. BACKGROUND INFORMATION

The Private Agricultural Sector Support (PASS) Trust history dates to 2000 when it was established as a project by the Government of Tanzania under the Danish funded Agriculture Sector Programme Support (ASPS). It started operations in 2002. PASS founders are the Government of Tanzania, a Tanzanian private commercial farmer, and the Government of Denmark. In 2007, PASS was registered as an autonomous legal Trust, and was designed to broaden and deepen credit provision to agricultural enterprises by vetting potential borrowers, assisting the borrowers to develop a financeable business plan, and guaranteeing loans from financial institutions to the borrower (based on the borrower's business plan) on a shared loss basis ranging from 30 to 80 percent. Major clients are individuals, partnerships, companies, parastatals, corporations, cooperatives, and associations, including MFIs and community banks. PASS has played a significant role at assisting individual farmers and agribusinesses, and small farmers with provision of business development and financial services aimed at commercializing smallholder agribusiness activities. Credit guarantees can be short-term, medium-term or long-term with a repayment period of up to ten years. PASS is determined to change business practices to become more inclusive and environmental aware in operations and businesses.

In response, the existing PASS Inclusive Green Growth Strategy explains and promotes inclusive and sustainable development by mainstreaming environmental and social sustainability into all aspects of PASS organization and services. It refers to the way PASS is organized and operates and to the services it provides. It outlines the PASS understanding of Inclusive Green Growth (IGG), and the entry points for introducing IGG at all levels and in all activities of the organization. Linked to the strategy, an action plan will further detail the specific activities that PASS will undertake to implement the strategy. The IGG strategy and all its proposed actions are fully aligned with the Sustainable Development Goals (SDGs). This is of key importance to PASS, and the IGG strategy should be seen as a framework and tool for strengthening PASS Green Portfolio.

IGG operations at PASS are guided by 6 main principles: inclusiveness, resilience, low carbon, resource efficiency, biodiversity & ecosystems, and innovation & job creation. PASS has adopted the IGG as a guiding tool for; facilitating assessment of customers looking for green guarantee; assessing IGG compliance of partners to the IGG principles. IGG helps to define responsibilities and commitments of PASS Trust and PASS Lease partners.

2. PURPOSE AND OBJECTIVE OF CONSULTANCY.

The primary purpose of this consultancy is to undertake an assessment of PASS funded business and its partners lending portfolios with regards to its compliance and alignment with IGG principles. Alignment with IGG principles in this context entails the review of existing PASS or its partners funded projects/business's ability to deliver a return on investment while simultaneously delivering environmental, social, and inclusive outcomes. To have potential as an IGG project or business it should meet two (2) specific criteria:

- I. The funded project or business should have positive, measurable conservation and development outcomes in line with the goals and objectives of IGG. The funded projects/business should aim to

achieve at least one of following outcomes:

- a) Climate resilient water systems and freshwater ecosystems. Drinking water & sanitation supplies, restoration & sustainable management of wetlands, headwaters & floodplains.
- b) Forestry for the future: Promoting afforestation and reforestation.
- c) Boost food security with climate smart agriculture; efficient and productive approaches from smallholder farmers to agri-business.
- d) Protecting the environment protecting people; Restoration of ecosystems, such as wetlands and mangroves, which are nature's best defences against extreme floods, droughts, and storm surges.
- e) Improving the well-being, economic prospects, and livelihoods of vulnerable groups - particularly women and youths - and enhance the health of critical ecosystems from river basins to tropical rainforests, marshland, and mangroves.
- II. The funded project/business should create monetary value for one (or more) involved parties, generated by new or increased commercial revenues or a reduction in costs to produce goods and operate a business (e.g., raw materials, energy, costs, overhead costs).

The mapping of green projects is fundamental given the environmental situation in the world and in Tanzania where the demand on the agricultural sector to produce enough food stuff is ever increasing at the same time the availability of water and soil quality is decreasing.

The results (outcome) of the consultancy are also expected to include clear guidance to key documentation guiding the upcoming strategic phase 2023-2027.

Assignment Part A:

In order to achieve this primary objective of assessing the above I & II criteria, the consultant shall be required to undertake desk and field visits to:

1. Identified PASS funded projects or business for the purpose of conducting an extensive and in-depth assessment and mapping of projects /business whose work / business / company objectives align with IGG outcomes, and meets, in part or in full, the criteria of being a "IGG compliant Project" as laid down by the PASS.
2. Selected PASS banking and non bank partners for the purpose of conducting an extensive and in-depth assessment and mapping of projects /business whose work / business / company objectives aligns with IGG or ESG outcomes, and meets, in part or in full, the criteria of being a "IGG compliant Project" as laid down by the PASS Trust.
3. This may also include identifying potential or existing business hubs, incubation centres, etc which can support entities and other types of supporting structure to business development.
4. The consultant shall also be required to map other financial sector institutions (local, national, regional) that may

- be relevant to finance such IGG or ESG businesses/ projects, their green financial instruments, and their eligibility criteria.
5. Furthermore, the consultant will be required to conduct a brief study of the relevant law – acts, rules, regulations, notifications, financial instruments etc. – with a focus on financial incentives provided by the government for businesses focusing on IGG or ESG practices.
 6. The consultant shall be required to assess the entire financial sector compliance and measure to how they comply to IGG on their routine investments and products.
 7. The consultant shall be required to prepare the product guideline of IGG centred into the annotated gaps to make partners adopt (Guideline/manual/training materials) so as to help adoption and capacity development towards IGG compliance.
 8. The consultant is expected to provide advice to how lessons learned can be effectively applied in the PASS strategic phrase 2023-2027.

Assignment Part B:

PASS is required to work collaboratively and strategically with banks and financial institutions to ensure they have capacity to practice IGG principles and willingness to map and fund green projects. **As part of IGG reporting, PASS is required to report on the % of partner banks integrating IGG in project screening and appraisals. Currently 3/11 banks (27.3%) have IGG screening structures in place. More work is needed to ensure banks applies screening mechanisms to identify and provide projects with IGG features.**

In view of the above, building capacity of banks and financial institutions through facilitating the development of the Framework for Issuance and Regulation of Environmental and Social Impact Capital Market Products (Green Financing Products) is critical for addressing the challenge of financial resources in fuelling economic development, and thus contributes to the National green growth agenda for social and economic development in Tanzania.

In order to achieve this secondary but very important objective, the consultant shall be required to do the following:

- III. Build Capacity for Regulatory Staff, Market Players, and Key Stakeholders e.g. The Capital Market and Security Authority (CMSA), Bank of Tanzania (BOT), Dar es Salaam Stock Exchange (DSE), Banks, Insurance and Pension Funds.

Environmental and Social Impact Capital Market Products being a new area, capacity building to regulatory staff and market operators will be of essence.

- IV. Guide on the Development of the Framework for Issuance and Regulation of Environmental and Social impact Capital Market Products. This objective will involve the following initiatives:
 - i. Development of a framework for issuance and regulation of environmental and social impact capital market products in line with International Organization of Securities Commissions (IOSCO), International Capital Market Association (ICMA), East African Member States Securities and Regulatory Authorities (EASRA) and other relevant bodies.
 - ii. Preparation of Guidelines/Regulations for Environmental and Social Impact Capital Market Products and subjecting them to stakeholder's review. They include guidelines for recognition of certification bodies; use of proceeds; process for evaluation and selection of projects; management

of proceeds; assessment and reporting of project outcomes and external or third-party reviews.

- V. Public Education and Awareness Programme: Creation of public awareness on Environmental and Social Impact Capital Market Products regulation and operations will be of essence in order to make it known to the general public and the investing community hence the need to.
 - a) Conduct awareness seminars to targeted groups and professional associations.
 - b) Conduct Universities and Higher Learning Institutions competition on Environmental and Social Impact Capital Market Products.
 - c) Conduct stakeholder presentations for launching the Environmental and Social Impact Capital Market Products Regulations.

3. KEY DELIVARABLES

Research and identify existing PASS and its bank partners funded projects /business/ value chains and assess the extent they apply IGG principles, focusing on both domestic as well as export market linkages of locally produced products and commodities and determine ways in which to integrate IGG principles. This will include.

1. Mapping and description of key markets including composition, key stakeholders, characteristics, distribution, and sales channels (e.g., local or state markets) and potential points of opportunity or barriers to entry and growth due to integrating IGG principles.
2. Description and analysis of current market positioning including product gaps, supply and demand considerations (i.e., values and volumes, quality standards), expected size, trends and values for each (including derivatives).
3. Conduct detailed strategy assessment of key markets including.
 - a. SWOT or similar analysis of identified products and market opportunities
 - b. Any relevant success stories and case studies to highlight approaches from other products/ region/countries on the integration of IGG principles.
4. Identification of opportunities for IGG value addition, supply chain and distribution synergies and gender-specific development opportunities.
5. Prepare ten (10) business cases that encompasses all of the above information and which when presented together, provides a convincing and solid case to both public and private sectors as a basis for engagement of the partners in the adoption of IGG or ESG.
6. Project rationale, benefits, and quantitative assessments according to PASS - IGG or ESG Guidelines.
7. Non exhaustive list of Private Sector entities in Tanzania whose businesses and company primarily linked directly or indirectly in IGG or ESG and their objectives align with PASS - IGG or ESG 's outcomes, and meet, in part or in full, the criteria of a "IGG or ESG Project" as defined by PASS.
8. Detailed list of relevant financial institutions in Tanzania and criteria for the provision of loan along with interest rates for green economy- IGG or ESG project.
9. Analysis of relevant laws, rules, regulations, notifications, financial instruments relating to incentives for businesses focusing on IGG or ESG outcomes, environmental protection, or any activity that is focused on green and sustainable business practices.
10. Any other considerations as considered appropriate by the consultant and PASS team;
11. Prepare 1 detailed assessment report on PASS and bank partners IGG or ESG funded projects/business status.

12. Facilitate capacity building for regulatory, banking, and financial institutions staff
13. Facilitate the development of framework for issuance and regulation of environmental and social impact capital market products
14. Facilitate the preparation of Guidelines/Regulations for Environmental and Social Impact Capital Market Products and subjecting them to stakeholder's review.
15. Facilitate creation of public awareness campaign on Environmental and Social Impact Capital Market Products regulation and operations.
16. Report on how PASS should position itself in the next strategic phrase and incorporate lessons regarding the main conclusions of this consultancy.
17. Inform on the agricultural residues and their actual and potential use in Tanzania
18. Define the specific modality and criteria for eligibility for the Green Technology Guarantee
19. Identify IGG relevant technologies for the leasing portfolio

4. GENERAL CONDITIONS.

- All tasks under the contract shall be carried out as required by and to the satisfaction of IGG's Project Management Team.
- The contract may be terminated by Project Management Team through written notice in the event of breach of any condition of the ToRs.
- All reports, reference material data, collected under this assignment and papers written including field samples and photographs prepared under the contract shall be the property of the Project and shall not be used, published or distributed by the Consultant without the prior written permission of the Project Management Team.
- The field expenses including boarding, lodging, traveling, porter service and photocopying of the reference literature cited for the project office record as desired etc. will be borne by the consultants.

5. REQUIRED QUALIFICATIONS AND SKILLS

5.1 Minimum Requirement:

The successful consultant/contractor/firm/ agency will meet the following minimum requirements:

- Education: At least Master's in Business Development, Developmental Economics, and / or Finance.
- The firm/consultant will have expertise in IGG
- The firm/consultant will have over 3 years progressive working experience with proven skills in conducting elaborate market studies, and business planning; particularly in the agriculture value chain would be an added advantage.
- Good understanding of climate change, environmental considerations, entrepreneurship, bankable projects.
- Cultural awareness and sensitivity to gender issues.
- Excellent writing skills and fluency in English (Swahili language would be an additional advantage).

5.2 Competencies:

- Demonstrates openness to change and ability to manage complexities.
- Demonstrates ability of analytical work and excellent report writing.
- Proactive and able to work with minimal supervision and high degree of initiative, reliability, flexibility,

motivation, and resourcefulness.

- Professionalism: flexibility to make ad-hoc changes as and when the need arises; ability to perform under stress; willingness to keep flexible working hours.

6. DOCUMENTS TO BE INCLUDED WHEN SUBMITTING THE PROPOSAL

6.1 Technical Proposal:

- ii. detailed CV/Company's profile/brochure
- iii. Detailed methodology
- iv. Team's resume(s) along with their role in this assignment
- v. Prior experience in the similar capacity

6.2 Financial proposal:

- I. Detailed financial proposal which should be inclusive of all applicable taxes and out of pocket expenses in Tanzania shillings (TZS).
- II. The financial proposal should follow a breakdown structure i.e., specifying cost(s) to each head and subhead and remuneration as per man days
- II. Company's registration certificate
- III. TIN detail(s)
- IV. Any legal or technical certification required for the task

6.3 Criteria of Evaluation:

Applicant's proposal shall be evaluated based on Quality and Cost Based Selection (QCBS) method. Under QCBS both technical and financial proposals shall be evaluated as per following criteria against a maximum score of 100 points.

- I. Technical Proposal 70%
- II. Financial Proposal 30%

The following criteria shall be used as a basis for evaluation of technical proposals:

- I. Qualifications (maximum 30 points)
- II. Experience relevant to the assignment (maximum 30 points)
- III. Adequacy of the proposed methodology and work plan (maximum 20 points)
- IV. Skills & Competencies for the assignment (maximum 10 points)
- V. Prior experience with IGG or ESG (maximum 10 points)

7.REPORTING.

The Consultants shall report to and perform the assigned tasks under the guidance of the IGG technical consultant and / or Chief Operating Officer t who may delegate the authority to another staff as per the needs.

8.RENUMERATION.

A Successful consultant will be paid according to the specific deliverables and as aligned on item 8 deliverables timeframe.

9. TRAVEL, ACCOMMODATION AND OTHER RELATED EXPENSES:

Travel, accommodation, and related expenses will be in accordance to PASS Travel guidelines. Estimates should be informed by the scope of work and specific deliverables.

How to Apply:

PASS Trust is an equal opportunity employer, and the positions is open to all. Qualified candidates should submit a CV and cover letter explaining how their experience will contribute to the requirements of the position. The CV and cover letter should be sent to md@pass.or.tz and procurement@pass.or.tz before 06th July 2022.