



Arab Republic of Egypt
African Development Bank (AFDB)
General Authority for Investment and Free Zones (GAFI)
Enhancement of the Entrepreneurship Ecosystem (EEE)
Project ID: P-EG-100-015 Grant No.: 5500155013201

REQUEST FOR EXPRESSIONS OF INTEREST (REOI)
(CONSULTING SERVICES - FIRM SELECTION)

Assignment: Study to Design Innovative De-Risking Mechanisms for Financial Institutions Supporting Startups
Ref: EG-GAFI-CS-IC- 011

1. Background

- 1.1. The African Development Bank Group (the Bank) has been supporting Egypt's General Authority for Investment and Free Zones (GAFI) in its development efforts since 2018. The Bank approved a grant to GAFI to help finance the Enhancement of the Entrepreneurship Ecosystem (EEE) Project in Egypt.
- 1.2. GAFI has established "Fekretak Sherketak", a hub dedicated to supporting entrepreneurs through the coordination, facilitation and provision of tailored technical assistance activities. In close collaboration with Fekretak Sherketak, the objective of the EEE Project is to contribute to the enhancement and improvement of the entrepreneurship ecosystem in Egypt by supporting GAFI's entrepreneurship resource hub, through the expansion in access to services and information and the provision of tailored business development services to entrepreneurs.
- 1.3. Part of the proceeds of the Grant will be used for the recruitment of a consultancy firm to conduct a Study to Design Innovative De-Risking Mechanisms for Financial Institutions Supporting Startups.
2. **Objectives of the Assignment:** The goal of this study is to design two new guarantee/risk-sharing products, both debt and equity, that complement CGC's product offerings to bank and non-bank financial institutions supporting startups. These products will ultimately serve startups in the growth phase, with 2-5 years of operation, who are seeking debt and/or equity financing.
3. **For Expressions of Interest:** the General Authority for Investment and Free Zones (GAFI) / Enhancement of the Entrepreneurship Ecosystem project hereby invites eligible consultancy firms to indicate their interest in implementing the said study. Interested firms must provide information indicating that they are qualified to perform the services required as part of this study. Consultancy firms may form joint-ventures to enhance their chances of qualification. The short-listing criteria for this assignment are as follows:
 - The firm is registered as a company in AfDB member countries.
 - At least 5 years of demonstrated experience in executing similar assignments in banking and investment management.
 - The firm's track record should include relevant assignments, preferably with multinational or donor-funded projects.
 - Previous experience in designing/launching risk-sharing/guarantee schemes and fund structuring.
 - Portfolio of relevant projects should be presented along with the expression of interest (EOI) letter as well as any other supporting documents (company profile, [legal documents ex. commercial register& tax ID], key experts' bios, etc.).
 - Knowledge of Egyptian MSMEs and the startup ecosystem
4. Eligibility criteria, establishment of the short-list and the selection procedures shall be in accordance with the African Development Bank's *Procurement Framework, dated October 2015*, which is available on the Bank's website at <http://www.afdb.org> using the consultants' qualification selection (CQS) method.

5. Interested consultancy firms may obtain further information and could request the full text of Terms of Reference (TOR) by sending a request to the email mentioned below or directly via the following link https://drive.google.com/file/d/1j92_rzPmRCwRUkby68TZjdnDLwTCNyxo/view?usp=sharing. Interested applicants should send their Expression of Interest, along with cover letter in English language mentioning “**Study to Design Innovative De-Risking Mechanisms for Financial Institutions Supporting Startups**” in the subject on or before **Thursday, August 24, 2023 at 3:00 pm** Cairo time to the email address below. Only shortlisted candidates will be contacted.

General Authority for Investment and Free Zones (GAFI)

Address: 3 Salah Salem St., Nasr City, Cairo, 5th floor – EEE PIU Unit

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