

# Request for Expression of Interest (EOI)– Pipeline Building

## 1. ABOUT PROSPERO

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Prospero is a UKaid-funded private sector development entity designed to incentivise investment in innovation that will change the way that market systems work and create new growth opportunities for MSMEs. We focus on the following high-growth potential sectors:

- **Food and Agriculture:** Increasing competitiveness and value of Zambian food products in end consumer markets.
- **Mines and Mining Services:** Increasing the sustainable and inclusive economic impact of mining in Zambia.
- **Tourism and Hospitality:** Increasing the value and proportion of tourist revenues captured by local businesses.
- **Investment Services:** Increasing access to sources of impact investment finance for growth-oriented businesses
- **Business Services:** Increasing access to business services that support growth-oriented businesses.

We partner with leading private sector players, government agencies and business associations to design synergistic initiatives that support strong business model development, promote transformative financial services, attract quality investors and foster enabling business and investment environments.

We work at the intersection of market system development and the impact investment ecosystem, recognising that enterprise growth at scale requires access to substantial and sustainable sources of commercial finance.

Each of our initiatives and intervention partnerships supports investment in business innovation – new products, services or business models – designed to address systemic constraints that limit market access and market participation by Zambia MSMEs. Our aim is to see more local businesses participating – and participating more fully – in their respective sectors so as to secure a greater proportion of the sector’s profits. Prospero’s core mandate is to drive profitable and inclusive economic growth for Zambia.

## 2. ABOUT THIS CALL

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Prospero has facilitated over USD 90m in investment for Zambian businesses over the last 3 years through partnerships with organisations such as Impact Capital Africa and others. This call intends to build our investment facilitation work. The purpose of this call is to build a pipeline of investable businesses and cultivate the development of proposals that are seeking seed, expansion or/and growth capital. This exercise is meant to help Prospero build a strong SME pipeline that could potentially benefit from our internal and external funding opportunities\_ dependent on factors such as; availability of funding, SME eligibility and the project overview.

We are therefore seeking applications from businesses at various stage of growth looking to raise investment to be part of the Prospero SME pipeline.

When reviewing submissions, Prospero is guided by a number of key concepts:

- Job creation and preservation potential
- Safe creation or maintenance of income opportunities, especially for low-income Zambians or marginalised populations (women, youth, disabled or rural)
- Mitigation of supply and distribution chain interruptions and support for safe, innovative distribution of important products/goods/services
- Support to businesses to increase local production resulting in reduced reliance on imported goods/services
- Improved competitiveness of firms/sectors and faster economic recovery post-COVID-19
- Climate resilience and adaption strategies
- Businesses operating but not limited to our core sectors: Agriculture, Tourism and Mining services

### 3. ELIGIBILITY AND SUBMISSION GUIDELINES

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#### a) Who may apply:

- Zambian Registered and tax-compliant for-profit businesses
- Business seeking seed, expansion and/or growth capital

#### b) Submission guidelines:

- Please submit, 2-3 pages overview of your business highlighting the following areas:
  - The business overview (What your company does, sector, geographic location, target customers, stage of business {start-up/growth stage}, last annual revenue
  - Investment sought (Amount, Type {debt/Equity}, planned use of investment proceeds)
- EOI submission should be clearly made **ELECTRONICALLY ONLY** and marked “**Expression of Interest-Pipeline Building**” in the subject of the email to [procurement@prospero.co.zm](mailto:procurement@prospero.co.zm). Prospero Zambia may reject any EOI which is not responsive to the requirements stated in this request for EOI.
- Once ProsperoZambia has completed the review of the submitted EOIs, it shall notify by email to all applicants that have been added to the pipeline.
- EOI will be accepted on a rolling basis ending on **30<sup>th</sup> August 2021.**
- Prospero Zambia reserves the right to accept or reject any application, and to annul the prequalification process and reject all applications at any time, without thereby incurring any liability to Applicants.
- The costs of preparing EOI is entirely on the account of the businesses preparing the profiles. Prospero Zambia will not pay for any such costs.
- Prospero’s decisions on submissions are final.

Prospero reserves the right to amend, extend or cancel this request for expression of interest at any stage. The EOI does not entail any commitment on the part of Prospero Zambia, either financial or otherwise. Prospero Zambia reserves the right to accept or reject any or all EOIs without incurring any obligations to inform the affected applicants of the grounds.