

Request for Expressions of Interest (EOI)

1. INVESTMENT FUNDING SUMMARY

Title of EOI	International Climate Finance Grant Facility
Location of Funding	Zambia
Sector	International Climate Finance
EOI Submission deadline	Open (<i>Prospero reserves the right to close the EOI anytime</i>)

Following receipt of International Climate Finance funds, Prospero is seeking expressions of interest to build a pipeline for currently available/potential future climate investment funds to support projects that will:

- Reduce the effects of climate change; or
- Help people to adapt/become more resilient to the effects of climate change.

2. ABOUT PROSPERO

Prospero is implementing the UK Aid-funded Private Enterprise Programme Zambia, which is designed to incentivise investment in innovation that will change the way that market systems work and create new growth opportunities for SMEs. 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:** To increase MSME access to appropriate financial services by strengthening the Zambian finance and investment ecosystem
- **Business Services:** To increase MSME access to appropriate non-financial services to stimulate business innovation and growth

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, recognizing that enterprise growth at scale requires access to substantial and sustainable sources of commercial finance.

3. CONTEXT

1. EOIs for currently available funds should be submitted as soon as possible and will be reviewed on a rolling basis – EOIs for potential future funds can be submitted at any time.

2. Businesses of interest will have a track record of operating in Zambia in one of the following areas:
 - a. Renewable energy for productive use (on- or off-grid) – either suppliers or users.
 - b. Sustainable land-use related sectors – e.g., conservation tourism, forest products, agro-forestry, conservation agriculture, agro-processing that directly increases demand for products from land under sustainable management
3. Businesses must meet Prospero support eligibility criteria (registered in Zambia, tax and other applicable statutory obligations-compliant and valid relevant business licenses/permit etc).
4. Projects of interest are likely to require financing in a range of US\$50,000-250,000, but projects outside of the top end of this range will be considered if they are particularly attractive.
5. Investment finance will be provided in the form of long-term concessional debt (project finance and directly associated working capital), and grant finance is available for technical assistance support for businesses that are in the process of achieving investment readiness.
6. We accept EOIs from established businesses with projects at any stage of development and we are ready to work with partners to support project development, but investment finance will only be available when a business/project reaches investment readiness.

4. PROJECT SELECTION PROCESS

Expressions of interest (EOI)

The EOI should cover the following:

- **Nature of the project:** How the recipient will use the investment funds to deliver the stated objectives, including which ICF goal(s) will be delivered and how they will be measured, as well as which of the two focus areas apply (Reduce the effects of climate change; or Help people to adapt/become more resilient to the effects of climate change).
- **Short background** on the project and profile of the applicant, including explicit progress on feasibility studies or project stage of development; relevant track record of the management team, relevant climate expertise; brief analysis of the relevant market; background and experience of partners (where relevant).
- **Likely structure:** (debt/equity/hybrid), expected return, timescale, exit strategy, indicative financing required, licencing requirements (if any), key risks and key ESG considerations.

Proposal submission

Shortlisted applicants will then be required to submit full proposals, the outline of which will be distributed with the invitation to submit a full proposal.

All applicants will be notified of Prospero’s decision via email, whether positive or not, within 14 days of receipt of the application.

Prospero reserves the right to amend, extend or cancel this call for EOI or proposals at any stage. The costs of preparing proposals is entirely on the account of the organisation preparing the proposal.

5. SUBMISSION GUIDELINES

Interested parties are invited to submit a 2-3-page Expression of Interest as soon as possible with a named contact.

Applicants should submit their EOI electronically to:

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EOI Submission email address	grants@prospero.co.zm (Please indicate “[Name of your Company/Business] - International Climate Finance EOI” in the email subject line)
EOI Deadline for submission	Open (note that applications will be reviewed on a rolling basis. You are advised to submit your application as soon as possible)