



# Request for Expressions of Interest (EOI):

## 1. PROJECT SUMMARY

<b>Title of EOI</b>	Development of a Geothermal Energy Agriculture Enterprise
<b>Location of Project</b>	South of Lochinvar National Park (Outside the park, near Monze), Southern Province
<b>Sector</b>	Food and Agriculture
<b>EOI Submission deadline</b>	February 21, 2022

## 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 OF THE REQUEST FOR EOI

Prospero has partnered with Kalahari GeoEnergy Ltd (“KGE”), a private limited company registered in Zambia to develop direct applications of geothermal energy in Zambia. Kalahari GeoEnergy is currently exploring geothermal energy in the Bweengwa River Geothermal Resource Area of Zambia.

This geothermal resource area is south of Lochinvar National Park (outside the park, near Monze) and traditional lands sparsely occupied by the pastoralist to the south of the park.

The utilization of geothermal energy for agriculture applications has the opportunity to contribute to creating employment, improve access to energy and diversification of economic activities in rural areas. Most importantly, unlike fossil fuels, geothermal energy is a renewable energy resource that can contribute to reducing climate change effects and promote more sustainable agriculture business operations.

KGE will have a geothermal energy pilot plant of 250 MW operational in this area with sustainable applications of direct applications by October 2022. Geothermal energy can be used for electricity and heating for agriculture related primary production as well as processing. KGE will provide electricity to the communities in the area. As part of this assignment, KGE is looking for agricultural enterprises interested to use heat from the geothermal plant to set up in the area.

Prospero and KGE conducted a feasibility study in November 2021 which identified various opportunities for small and medium enterprises (SMEs) to use geothermal heat in fish and fingerling production. Other opportunities could include aquaponics, drying and processing of crops like soya and chicken production.

We invite expressions of interest by Zambian private sector companies that are interested to invest into this area to set up agriculture operations that can use the heated water for agriculture production and processing. We are looking for innovative integrated approaches where it is possible to do multiple crops and or livestock in one agriculture venture.

The expression of interest should include the following information about the business idea:

- A brief description of the business idea
- Your motivation to set up this agriculture operations, how it fits into your wider business plans and how it will provide income opportunities to the local community.
- Your experience in setting up agricultural operations on the proposed crop/livestock venture.
- Indicative investment plan including anticipated co-investment amount and grant requirement.

## 4. REQUIREMENTS

---

The Applicant shall prepare the EOI (maximum three pages) including all requirements mentioned below:

Information to be included in the EOI:

- Full Registered name of the Organization and Company Profile
- Postal, Physical, Telephone and email address

Body of the EOI:

- Outline of business model and implementation plan/timeline
- Investment plan (total investment and sources of finance) and evidence of ability to co-invest in the project

- Description of relevant business track record (at least 2 years of experience). If any, provide information on experience with the use of geothermal energy.

Documents to support the EOI (does not count towards the page limit):

- Copy of Valid VAT and Tax clearance certificate.
- Latest Business Registration Certificate or equivalent document if applicant is not a corporation.

Prospero Limited may reject any EOI which is not responsive to the requirements stated in this request for EOI.

## 5. SUBMISSION GUIDELINES

1. Any request for clarifications shall be submitted in writing by e-mail to Prospero Limited's Procurement and Compliance department by February 18<sup>th</sup> at the following email addresses: [procurement@prospero.co.zm](mailto:procurement@prospero.co.zm)
2. EOI submission should be made **ELECTRONICALLY ONLY** and marked "**Expression of Interest-Geothermal Energy Agriculture Enterprise Project**" in the subject of the email.
3. Potential suppliers should submit their business profiles and EOI electronically to:

Submission email address	<a href="mailto:procurement@prospero.co.zm">procurement@prospero.co.zm</a>
Deadline for submission	February 21, 2022

4. Any EOI received after the deadline of submission of EOI will not be considered eligible for this prequalification exercise.
5. All correspondence and documents relating to the EOI exchanged by the Applicant and Prospero Limited shall be written in the English language only.

## 6. ASSESSMENT OF EOIS

1. Prospero Limited will use a set of unified criteria to evaluate the qualifications of Applicants.
2. Applicants that meet the eligibility and qualification criteria and submit the strongest EOIS shall form the list of pre-qualified firms/individuals.
3. Prospero Limited may arrange site visits and personal interviews to examine the experience and capabilities of applicants.
4. Prospero Limited 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.
5. Once Prospero Limited has completed the evaluation of the applications it shall notify by email to all applicants about the outcome of evaluation.

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 Limited, either financial or otherwise.



Prospero Limited reserves the right to accept or reject any or all EOIs without incurring any obligations to inform the affected applicants of the grounds.

The costs of preparing the EOI is entirely on the account of the organisation/individuals preparing the profiles. Prospero Limited will not pay for any such costs.

The strongest applicants will be invited to submit a grant proposal application covering project preparation and implementation with support from the relevant Prospero staff and/or consultants.