

Terms of Reference – Service Contract

1. ASSIGNMENT SUMMARY

Title of assignment	Investor Pipeline Building
Location of assignment	Remotely
Sector	Investment Services
Initiative	Growth Stage
Reports to	Sector Lead Investment Services
Anticipated start date	July 2022
Duration of contract	TBD

2. ABOUT PROSPERO

Prospero is an independent not-for-profit organization implementing the second phase of the UKaid-funded Private Enterprise Programme Zambia (PEPZ II). The programme is designed to incentivize investment in innovation that changes the way that market systems work to create new growth opportunities for MSMEs. PEPZ II is focused on the following high-growth potential sectors:

Food and Agriculture: To increase the competitiveness and value of Zambian food products in end consumer markets.

Manufacturing and Mining Services: To increase the sustainable and inclusive economic impact of mining in Zambia.

Tourism and Biotrade: To increase value creation and inclusive economic benefit from Zambia’s non-extractive natural assets.

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 business services to stimulate innovation, market access and growth.

We partner with private sector businesses, government agencies, business organisations and NGOs to support the design and implementation of initiatives that promote innovation (new products, services, or business models), investment and job creation. We work at the intersection of market systems 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 ASSIGNMENT

In collaboration with our partners, Prospero supports the local impact investment ecosystem by promoting Zambia as an impact investment location. We do this by accelerating the flow of impact investing finance from local and international investors, and by building a strong pipeline of

investment-ready growth SMEs and engaging with policy makers. Over the last three years, Prospero in partnership with ICA and others has successfully facilitated over USD 100m of private impact capital into Zambia businesses which has financed their growth, created new jobs, and contributed to solving the varying social and environmental issues.

One of the ways that Prospero intends to support the strengthening of Zambia's impact investment ecosystem is by improving our understanding of the investors that are either already investing or considering investing into Zambian businesses. The expectation is that this heightened understanding and knowledge of investors coupled with supporting local businesses in becoming investment ready, will lead to increased flow of impact capital and create inclusive and sustainable economic growth.

Therefore, Prospero is soliciting for a consultant to help build a solid pipeline of investors (especially faith-based organisations, Impact focussed High Net worth Individuals – HNWI and foundations) whose geographical focus currently or intends to include Zambia. The consultant will be responsible for holding discussions with prospective investors to understand their goals and build a strong case on how this set of investors could deploy their impact capital into Zambian impact businesses.

4. KEY INVESTOR CONSIDERATIONS

The investors pipeline should be guided by the following key considerations and *not limited to*:

- Domiciled in either North or South America, Europe and Asia
- The investor focus is faith-based organisations, Impact focussed High Net worth Individuals (HNWIs), foundations and private/ venture capital funds
- Be willing to make investments in Zambia with the intention to generate positive, measurable social and environmental impact and/or a financial return
- Be willing to deploy patient capital into high-growth opportunities in startups and other early-stage businesses.

5. SCOPE OF WORK

The scope of work of the assignment is:

- Undertake investor engagement and build a strong pipeline of investors willing to make investments in Zambia
- Develop an investor relations plan
- Develop a centralized database that includes investor details (contact persons, phone, email addresses, nature of investor and area of focus)
- Serve as the key point of contact for the investor pipeline and Prospero
- Provide feedback to Prospero regarding the investor community's perception of the Zambian investment ecosystem and their appetite for the businesses
- Build a strong case for Zambia as an impact investment destination by showcasing the depth and breadth of opportunities
- Develop presentations for investors that presents a strong narrative for why prospective investors should be looking at Zambia

6. PROFILE OF THE SERVICE PROVIDER

6.1 REQUIRED/DESIRABLE EXPERIENCE

- The consultant should have a strong knowledge of the Zambian impact investment ecosystem and understand how the ecosystem pillars are interconnected
- The consultant should have over 10 years' experience in capital market transactions and investment consultancy
- Bachelor's degree in finance, accounting, economics, or a related discipline.
- Experience in working with global investment houses and preferred expertise in deal structuring and capital market transactions
- Experience in advisory services to SME advisory and an in-depth understanding of the MSME market in Zambia
- Outstanding interpersonal and networking skills with a traceable network to the preferred geographical location of the investors
- Excellent communication skills, particularly report writing skills
- Deadline oriented

7. REPORTING REQUIREMENTS

The reporting requirements associated with this assignment and the timing for submissions are:

Deliverables	Due date
A detailed database of at least 30 investors willing to invest in Zambia	30 th July 2022
Have firm commitment from at least 5 investors to come to Zambia	30 th August 2022
Final Report with summary of findings and recommendations	30 th August 2022

8. SUBMISSION GUIDELINES

1. The proposal should not be more than 5 pages and should include the following:
 - Consultants track record in performing similar assignments
 - Consultants understanding of the assignment
 - Proposed methodology and expected outputs
 - Delivery structure
 - Relevant CV/s (should be attached an annex and isn't part of the 5 page limit)
 - Financial proposal in excel and broken down by reimbursable and fixed fees.
2. Any request for clarifications shall be submitted **by 27th June** in writing by e-mail to Prospero 27Limited's Procurement and Compliance department at the following email addresses: procurement@prospero.co.zm ,
3. Proposal submission should be made ELECTRONICALLY ONLY and marked "**Investor Pipeline Building Consultant**" in the subject of the email, to: procurement@prospero.co.zm Deadline for submission: **5th July 2022.**