



## REQUEST FOR EXPRESSIONS OF INTEREST FROM CONSULTING FIRMS OR INDIVIDUAL CONSULTANTS

**Jatropha Africa**

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**Component 2:**

### **Financial, Marketing and Technical Feasibility Studies:**

1. Jatropha Africa has received a Grant from the African Development Bank and intends to utilize part of this Grant towards the cost of the following Assignment:  
**Jatropha Africa\* Component 2: Financial, Marketing and Technical Feasibility Studies**

2. The services to be provided under the Assignment include:

Feasibility studies covering the following objectives:

- Market & Business plan, Marketing plan for seed multiplication enterprise and smallholder programme
- Engineering requirements for lagoon location, pumping stations and irrigation systems
- Engineering feasibility assessment for physical infrastructure (roads, buildings, storage, packing line, energy, telecoms)
- Environmental impact survey and conservation assessment EIA (flora & fauna - satellite analytics & on ground)

#### **Financial feasibility, Business Plan:**

- The Consultant shall review/develop/optimize all financial aspects of the Project with a view to assuring project viability.
- In particular, the Consultant shall develop/present the following:
- Income generation model (potential sources of revenue);
- Expenditure plans (sources of costs and expenses) – infrastructure, land, plant and equipment, civil works, buildings, transportation, tools and implements, inputs (cultivars, fertilizers, etc.), remunerations, purchases, etc.
- Funding/Financing Plan;
- Total financing requirement;
- Sources of funding for the various aspects: Government, Donors, Strategic Partners, Equity, Financial Institutions;
- Financial projections including: Income statement; Cash flow statement; Balance sheet.

#### **Market dynamics and Marketing plan:**

The Consultant shall review the seeds market landscape and make necessary recommendations for meeting customer requirements with special attention to the following:

- The seed (Maize, Sorghum, Rice, Soybean) production value chain detailing relevant stakeholders and their roles
- Evaluation of market trends over the last five years and the expectations going forward (next three-five years).
- Competition – Nature of competition, key players (if any) and key drivers of success
- Competitive advantage of the project as evidenced by SWOT analysis
- Key risks and considerations for Jatropha/Paragon Agri
- Nature of marketing activities needed and relative costs

**Engineering requirements assessment** (roads, buildings, storage, packing line, power):

The Consultant shall identify infrastructural requirements of the Project and make recommendations as necessary for the successful implementation of the Project, particularly with respect to the following:

- Costs and requirements for irrigation (including sustainable options for system architecture, extraction, power strategy, equipment design, capacity, locations, channel, pipe, pumping station and other infrastructure)
- Requirements for Buildings, Civil structures, etc.
- Factory, office, warehouse/storage facilities, workshop, etc.
- Drainage, walkways, sewerage, etc.
- Availability and/or plans for the provision of all utilities including electricity, water, steam, ventilation, etc.
- Factory Plant and equipment required to meet the project objectives;
- Processing equipment
- Storage, and storage equipment

**Environmental impact survey and conservation assessment EIA:** (flora & fauna - satellite analytics & on ground)

The Consultants shall determine/assess the environmental impact of the Project, with emphasis on the following:

- Catalogue of main native species of flora and fauna with an assessment of: diversity, rarity, educational, amenity, and scientific value, management considerations, mitigation strategies and sustainability, zones to be protected and enhanced.
- Land usage and sustainability of farming activities:
  - ✓ Sustainable agronomic practices and integrated pest management
  - ✓ Effective and responsible use of fertilizers and agrochemicals
  - ✓ Land usage and implications for soil nutrient depletion
  - ✓ Water use, depletion and soil erosion
  - ✓ Avoidance of air pollution from bush burning activities, decomposition gases.
- Collection, treatment and disposal of all solid and liquid wastes and by-products generated during the production and processing operations (leaves, stems, roots, process waste etc). The Consultant shall identify the costs of waste management and investigate opportunities to obtain benefits through recycling and/or revenue from sale of the “wastes” and by-products where possible.
- Any other issues of environmental concern identified by the Consultant.

3. Jatropha Africa invites **Consulting Firms** to indicate their interest in providing the above-described services. Interested Firms shall provide information (documents, reference to similar services, experience in similar assignments, etc.) on their qualifications and experience demonstrating their ability to undertake this Assignment.

4. The eligibility criteria, the establishment of a short list and the selection procedure shall be in conformity with the African Development Bank's Procurement Policy for Bank Group Funded Operations, approved by the Bank's Boards on 14 October 2015, and available on the Bank Website at <http://www.afdb.org>. Please, note that interest expressed by a Firm does not imply any obligation on the part of the Grant Recipient to include it in the shortlist.

5. The estimated duration of services is 3 months and the estimated starting date is March 2019.

6. Interested Consulting Firms may obtain further information at the address below during official working hours: [08:00 to 18:00 GMT].

7. Expressions of interest must be received at the address below no later than April 08, 2019, at 18:00 GMT time and specifically mentioning **Jatropha Africa\* Component 2: Financial, Marketing and Technical feasibility studies**

*For the attention of:*

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