



Nordic Development Fund

EEP AFRICA CALL FOR PROPOSALS

Bootcamp & applicant pitches

8 June 2023



AGENDA

1. Guidelines for pitch interviews

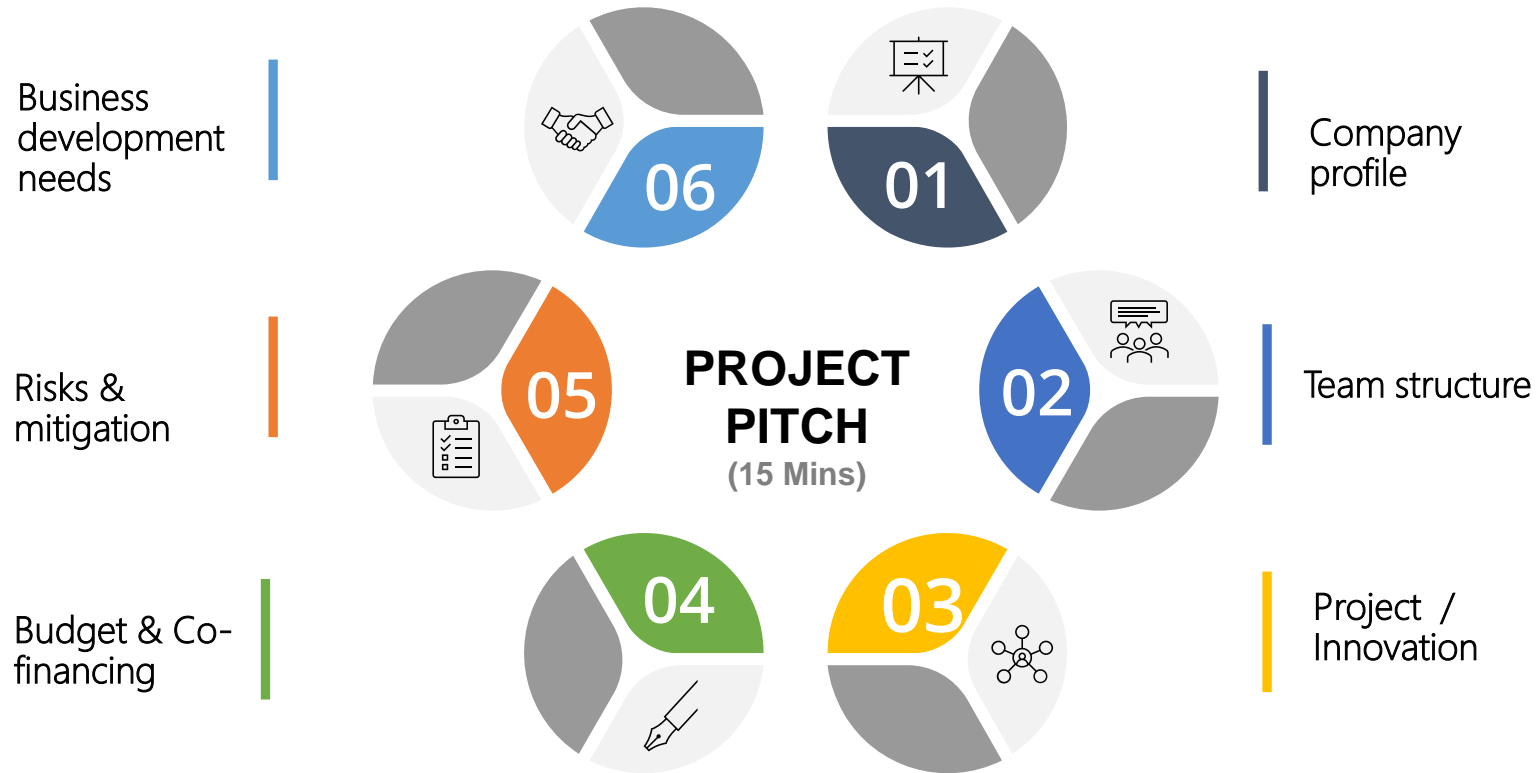
2. CFP next steps

- Timelines
- Shortlisting process
- Proposal development
- Mandatory documents
- Investment committee

3. Q & A

GUIDELINES FOR PITCH INTERVIEWS

PITCH INTERVIEWS



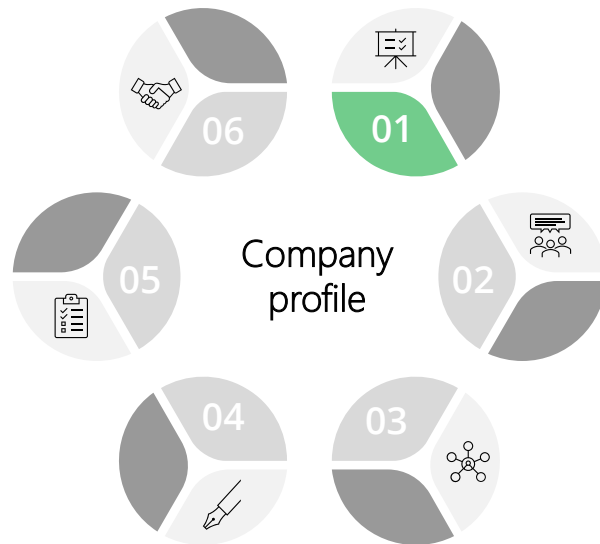
Details :

- Timelines: 14 – 26 June 2023
- Virtual sessions (MS Teams)

Format

- 30 Mins. session
- Applicant Pitch (15 Mins)
- Panel Q & A (15 Mins)

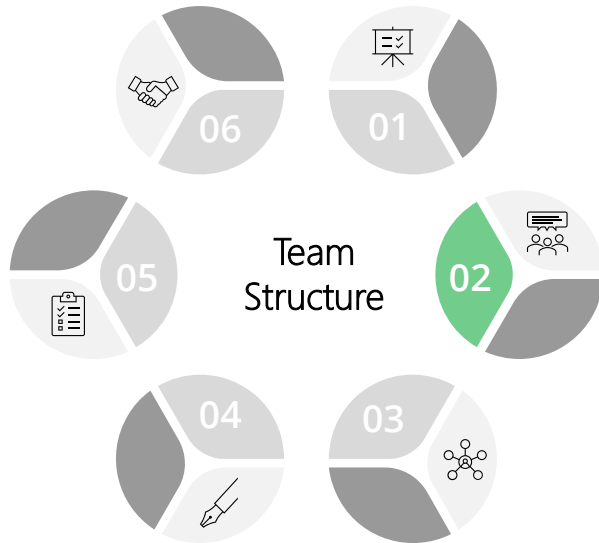
PITCH INTERVIEWS



COMPANY PROFILE

- About the company
- Track record / Experience in the sector
(as applicable)
- Business strategy and outlook

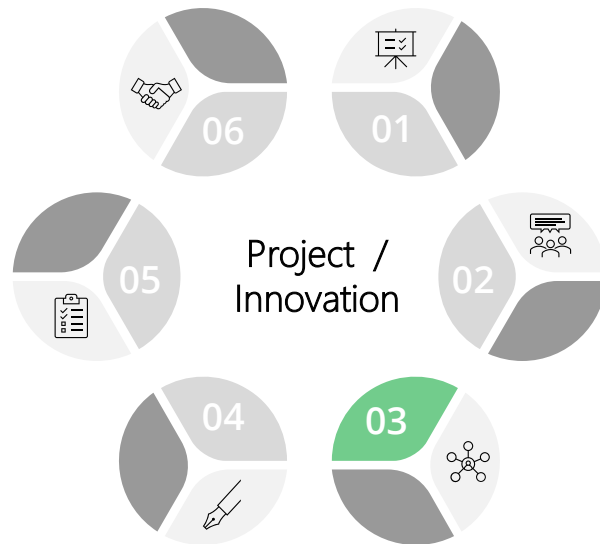
PITCH INTERVIEWS



TEAM STRUCTURE

- Team structure (including vacant positions)
- Relevant skills & experience (brief profiles)
- External support / consultants (if applicable)

PITCH INTERVIEWS



PROJECT / INNOVATION

- Problem statement (*brief*)
- Proposed project to address the problem
- Proposed project activities
- Expected outcomes and results (quantifiable)
- Evidence that project is in active development

PITCH INTERVIEWS



BUDGET & CO-FINANCING

- Proposed total budget amount (split into EEP Africa & co-financing)
- Repayable / non-repayable?
- **Project** budget by categories (staff, fixed assets, services, etc.)
- Co-financing percentage (%)
- Present sources of co-financing: cash and in-kind

PITCH INTERVIEWS



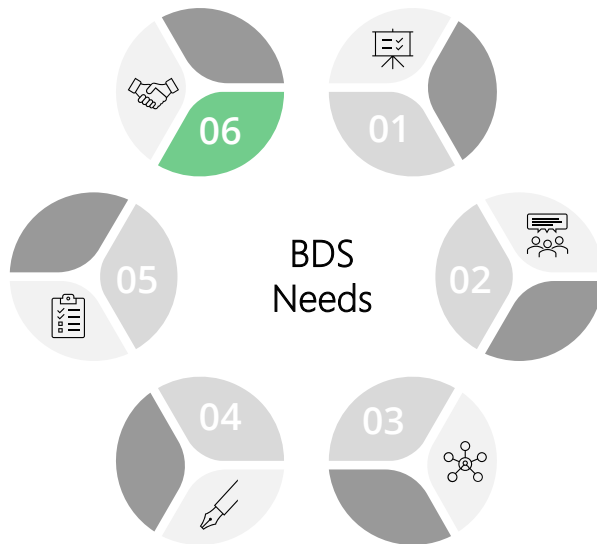
RISKS & MITIGATION

- Technical risks
- Market risks
- Financial risks
- Operational risks
- Stakeholder risks
- Legal and compliance risks
- Environmental and social risks

* *Maximum 2 key risks*

PITCH INTERVIEWS

BUSINESS DEVELOPMENT NEEDS



Business development support

- Human resources
- Finance, operations, ICT
- Planning & strategy
- Market analysis
- Legal
- Other

Investment facilitation

- Capital needs
- Funding availability
- Investor pitch deck
- Marketing & branding materials
- Other

Implementation environment

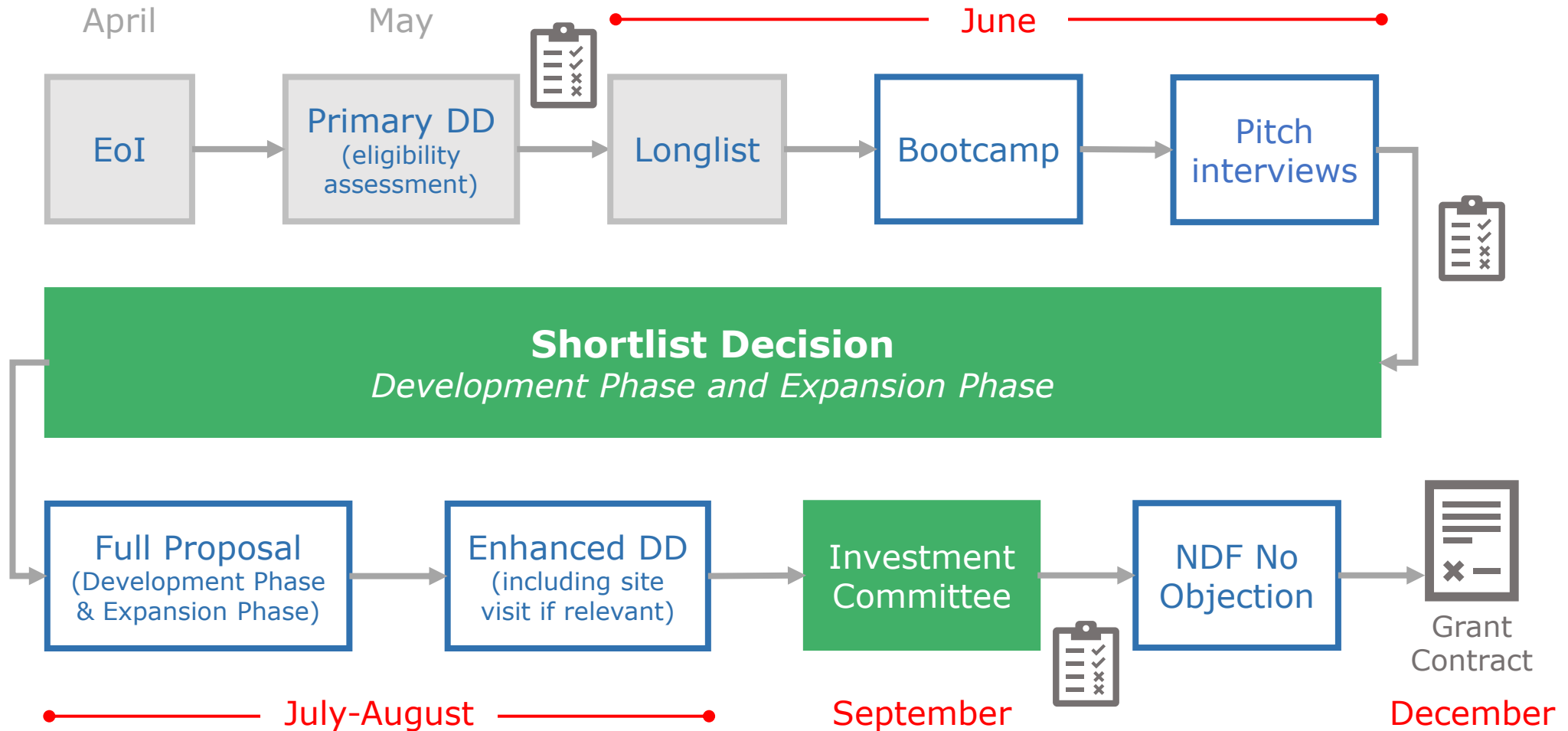
- General advocacy
- Licensing / permits
- Partnerships
- Co-financing source
- Other

How can EEP support to improve and grow your company?

NEXT STEPS

Call for proposal cycle

CFP TIMELINES



SHORTLISTING PROCESS

- ☼ EOI review and longlisting
- ☼ Bootcamp session
- ☼ Pitch interviews
- ☼ Primary due diligence
 - Statutory documents
 - Anti-terrorism checks
 - Debarred firms check
 - Verification of the submitted documents
 - Financial position / health
 - Environmental issues & safeguards
- ☼ **Shortlist notification**
- ☼ Full proposal submission

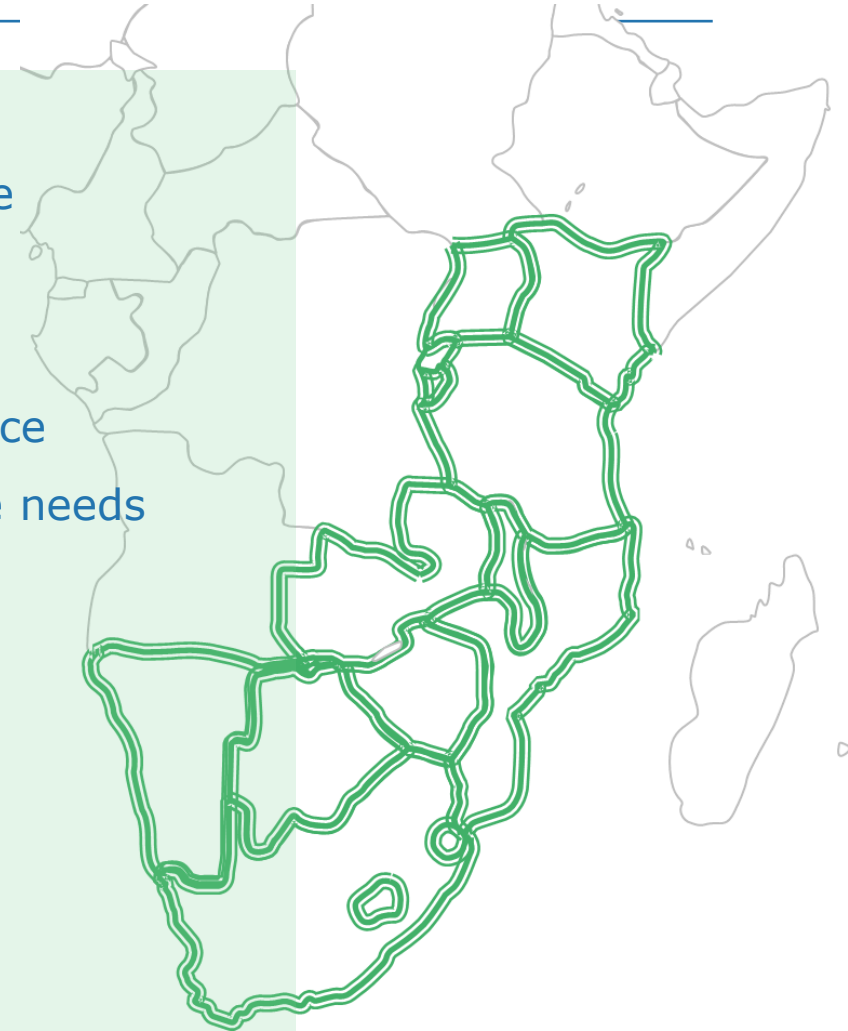


PROPOSAL DEVELOPMENT

Proposal structure:

- Project summary
- Technical proposal
 - Project overview
 - Innovation
 - Thematic match
 - Technology
 - Business model
 - Impact
 - Targets & milestones
 - Status & timelines for project delivery
 - Scalability & replicability
 - Gender & social inclusion

- Capacity & expertise
- Governance
- Risk analysis
- Financial performance
- Technical assistance needs



PROPOSAL DEVELOPMENT

Budget & Co-financing

- Project focused budgeting
- Balanced budget (per budget categories)
- Cost drivers must be allowable *
- Minimum co-financing - 30%
- Progress on co-financing required
- Repayable grants
 - Any proportion of the EEP Africa grant exceeding EUR 500,000
 - Feasibility studies
 - Grantee choice for Repayable grant (*to demonstrate more "skin in the game"*)
 - Investment Committee decision

Project Phase	Development Phase		Expansion Phase	
	Feasibility	Pilots	Replication	Scale-Up
Cash	10%		30% (50% for mature companies & grants > EUR 500,000)	
In-kind	20%		0%	

- Cash co-financing
 - Equity, loans, credit facilities or grants etc
- In-kind co-financing
 - Must be quantifiable, verifiable and relevant
 - May include: goods, equipment, software and services, staff time, technical expertise and knowledge, land acquisition and facility space etc

* Refer to EEP implementation manual for allowable costs

HOW WE ENVISION RESULTS

Achieving results

- Unit sales
- Inclusive businesses and/or business models
- Decent jobs
- Clean energy capacity & emission reductions
- Additional investment

Learning from failure

- Lessons capture for the benefit of the sector

Improved investment readiness

- Team composition
- Investor documents
- Data and financial management systems
- Proven market fit or successful pivot



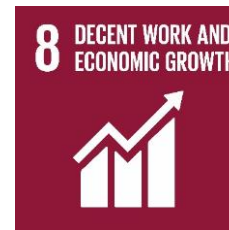
- Savings on energy-related expenditure
- Additional income from productive use



- Women in leadership
- Share of women-led companies
- Share of women in the work-force



- People with enhanced energy access
- Clean energy capacity created



- Full-time jobs
- Temporary jobs
- Commission-based jobs



- GHG emissions reduced or avoided
- Leveraged investment

PROPOSAL DEVELOPMENT

Acceptable changes to proposed project

- ☼ Budget adjustments (justifiable)
- ☼ Geographic scope reduction
- ☼ Additional partners
- ☼ Project duration
- ☼ Co-financing adjustments
 - ☼ Cash
 - ☼ In-Kind (Where applicable)
- ☼ Results numbers / target figures

Unacceptable changes

- ☼ Lead applicant
- ☼ Geographic scope expansion
- ☼ Removal of partners (*not encouraged but adequate replacement is acceptable on case-by-case basis*),
- ☼ Technology / Innovation

MANDATORY DOCUMENTS

Secondary Due Diligence

- ❁ Signed MoUs and articles of association with partners
- ❁ Account holder bank confirmation
- ❁ CVs of lead staff-personnel
- ❁ Referees for reference checks
- ❁ Existing policies & procedures *
- ❁ Audited financial statements *
- ❁ Any updated/renewed documentation, permits, certifications, registrations etc
- ❁ Organisational codes of conduct and manuals demonstrating provisions for corruption, fraud and environmental and social safeguarding **
- ❁ Contracts and agreements with clients/partners/suppliers referenced in the proposal **

* Where applicable as per applicants submission

** Document can be provided at Milestone 1



BDS SUPPORT AVAILABLE

BDS support is designed to help grantees with their project delivery and company performance.

BDS can be requested:

- (a) ex ante at proposal stage (not to be included in grant budget); and
- (b) ad hoc during project implementation.

All BDS requests have to be defined clearly in terms of objective, scope, and level of effort (template will be provided). BDS can be provided through EEP Africa's BDS provider OCA or other third parties.

EEP Africa procurement guidelines will need to be followed.

Portfolio Managers are the first point of contact for all BDS and IF needs

BDS SUPPORT AVAILABLE FOR SHORTLISTED APPLICANTS

During proposal development:

- (1) Shortlisted applicants can reach out to EEP with questions and feedback requests as they go through drafting the proposal;
- (2) EEP will use the pitch sessions to identify applicants with potential but who may require support in the proposal development stage;
- (3) Pre-assessment of proposed co-financing;

INVESTMENT COMMITTEE

- ☼ Consists of experts, nominated by the EEP Africa donors
- ☼ EEP presents investment memos to the committee
- ☼ Final decision for contracting (*around September 2023*)
- ☼ NDF holds a right of no-objection
- ☼ All decisions by NDF are final



QUESTIONS / CLARIFICATIONS

Q & A

THANK YOU!

Contact:

cfp@eepafrica.org

Learn more:

<https://eepafrica.org/>

Follow us at:

