

EEP AFRICA

CALL FOR PROPOSALS 2024

Application Guidelines

Deadline for Submission

15 MARCH 2024 AT 13.00H (HELSINKI TIME, GMT+2)



EEP
Africa



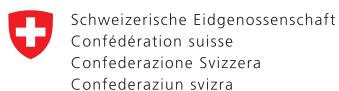
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Government of Iceland
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Swiss Agency for Development
and Cooperation SDC



MINISTRY OF FOREIGN AFFAIRS
OF DENMARK

EEP Africa is hosted and managed by the Nordic Development Fund (NDF)
with funding from Austria, Denmark, Finland, Iceland, NDF, Norway and Switzerland.

1. About EEP Africa

The Energy and Environment Partnership Trust Fund (EEP Africa) is a clean energy financing facility hosted and managed by the Nordic Development Fund (NDF) with funding from Austria, Denmark, Finland, Iceland, NDF, Norway and Switzerland. It is guided by a vision for a climate resilient, zero-carbon future with the aim of contributing to achievement of the Paris Climate Agreement and Sustainable Development Goals (SDGs). The immediate objective is to enhance clean energy access, development, and investment, with a particular focus on benefitting vulnerable and underserved groups.

EEP Africa provides risk tolerant early-stage grant financing for locally driven innovative clean energy projects, technologies and business and delivery models in Southern and East Africa.

1.1 Core activities

EEP Africa focuses on three core activities:

Clean Energy Financing: EEP Africa channels funding through open, competitive calls for proposals, offering both grants and repayable grants on a co-financing basis to early-stage innovative projects that are in active development. There have been 17 Calls for Proposals (CfPs) since 2010.

Investment Facilitation (IF) and Business Development Support (BDS): In addition to financing, EEP Africa enhances the investment readiness of its grantees through targeted business development services and cohort level trainings. Furthermore, EEP Africa actively facilitates linkages between its grantees and the investor community by providing introductions or by co-hosting in-person matchmaking events together with its sector peers, thus offering investors access to a pipeline of investable clean energy projects and enterprises.

Knowledge, Learning and Partnerships: EEP Africa leverages the lessons learned from its diverse project portfolio to develop knowledge products that advance clean energy understanding and awareness. EEP Africa works closely with partners to amplify lessons and harmonise activities for increased efficiency. Moreover, EEP Africa offers visibility and peer-to-peer learning opportunities for grantees.

1.2 SDGs & KPIs

Although EEP Africa funded projects address a wide array of SDGs the following five are considered relevant to most projects and thus reported on a portfolio level: SDG 1 No poverty, SDG 5 Gender equality, SDG 7 Affordable & clean energy, SDG 8 Decent work & economic growth, and SDG 13 Climate action. The success of EEP Africa contributing to these SDGs is measured through the following indicators:



SDG 1 No poverty: Amount of savings on energy-related expenditures, additional income generated;

SDG 5 Gender equality: Share of women in leadership, share of women-led companies funded, share of women employed by EEP Africa grantees;

SDG 7 Affordable & clean energy: Number of people with enhanced energy access, amount of clean energy installed & generated;

SDG 8 Decent work & economic growth: Number of decent jobs created (full-time, temporary, commission-based); and

SDG 13 Climate action: GHG emissions reduced or avoided, amount of investment leveraged.

2. How does the EEP Africa CfP process work?

The CfP follows a two-stage process of Expression of Interest (EoI) and full proposal. In addition, EEP Africa will hold a virtual bootcamp, followed by pitching sessions with the longlisted applicants, to gain further understanding of the proposed project narratives ahead of shortlisting. The CfP process is described in more detail below (see Section 3.4 for more details on development and expansion phase projects).

Figure 1: EEP Africa Call for Proposals process



2.1 Expression of Interest

In the EoI process, companies are selected based on the eligibility criteria and a higher-level presentation of the proposed project that emphasises the potential for development impact and relevance to the priorities of the Fund.

The EoI includes a **primary due diligence** with a set of mandatory documentation requirements (see Section 5.3 for details). Taking this approach gives applicants clarity to assess their eligibility and chances of success while ensuring additionality and efficiency in the subsequent Full Proposal and contracting stages.

Under the **high-level risk analysis and BDS needs assessment**, companies are requested to highlight project risks and indicate their capacity building needs to enable efficient and timely delivery of support and a clear path to investment readiness. Under the BDS needs assessment, the applicant gives an initial indication of any internal or key partner capacity gaps (technical, operational) which may adversely affect project delivery. Considering that 1) some companies need more support than others, and 2) EEP Africa's purpose is to make its grantees more investment ready, the BDS needs assessment does not form part of the evaluation criteria but purely serves an informational purpose.

2.2 Bootcamp & applicant pitches

Following longlisting from the EoI stage, selected applicants join a general **bootcamp** session. This allows the EEP Africa team to highlight key priorities, as well as to clarify any matters related to proposal development.

Thereafter, a **pitch interview** takes place. This session allows applicants to present their proposed project concepts in more detail and provides an opportunity for evaluators to clarify initial key questions and conduct a basic feasibility assessment. Clear evaluation guidelines apply.

Based on the pitch interview, shortlist decisions are taken to proceed to full proposal stage.

2.3 Full proposal

Short-listed companies will undergo a **comprehensive due diligence process**. As part of this process, the risk analysis and BDS needs assessment are deepened and expanded with a stronger focus on the proposed project, the team capacity and the implementation environment.

Due diligence also reviews the applicant's proposed mitigation actions relative to their actual capacity and further informs forthcoming BDS needs through a more detailed and structured assessment. To this end, EEP Africa will conduct enhanced due diligence processes to get a deeper understanding of the applicant's support areas. The enhanced due diligence evaluates companies across multiple categories, including strategy and business planning, supply chain and operations, financial strategy and capital raising, sales and business development, product, team, and board.

To ensure harmonisation of support and efficient allocation of funds, existing and/or past supporters (investors/donors/TA providers) of the companies may be contacted for reference checks. Furthermore, willing applicants can be referred to other investors or support programmes regardless of the outcome of the EEP Africa funding decision.

2.4 Investment Committee

All information gathered during the full proposal stage is synthesised into a comprehensive investment memo that also includes financial and BDS needs analysis of the company. The Investment Committee consists of experts, nominated by the EEP Africa donors, who have not been involved with the earlier evaluation process.

NDF holds a right of no-objection on all project decisions stemming from the Investment Committee. All decisions by NDF are final.

2.5 Contracting

All applicants receiving Investment Committee approval, and the subsequent no objection from NDF, can proceed to contracting. The contract template is standard and non-negotiable. The contracts are usually signed for a project period of 2 years and include detailed annexes governing all aspects of project implementation.

Pending successful closure, the applicants will enter into a financing contract with NDF. The contract will enter into force, and mark the start of project implementation, upon signature by both parties. The latest Project Implementation Manual is available for review on the EEP Africa website.

2.6 Onboarding and implementation

All grantees will undergo an onboarding programme that helps them to prepare for project launch and contract implementation.

Grant disbursements will be processed upon satisfactory verification of the achievement of project milestones. These milestones will be defined for each project according to budget and project design.

3. What type of projects is EEP Africa looking for?

EEP Africa's focus is to support early-stage and locally driven innovative clean energy projects in active development. EEP Africa aims to have a diverse portfolio of projects across countries and technologies, as well as the types of companies it supports.

3.1 General characteristics

Innovation - The applicant is expected to explain in what way their project is innovative within the market and geographic context where it will be implemented. Innovation can be demonstrated in the technology and proposed product, in the business model (including the financing model, distribution approach, service, etc.), in partnerships or other innovations that do not fall under these three categories. Innovation can also include replication and scaling of comparatively mature and tested technologies or business models into new nascent markets.

Active development - The applicant needs to demonstrate that they have actively worked on the proposed project before the launch of the Eol. Applicants should provide some or all of the following proof: 1) company registration at least 6 months prior to the Eol opening date (mandatory), 2) founding staff activity, 3) seed equity invested, 4) other evidence such as e.g., any relevant partnerships are in place, minimum viable product, business model is well designed.

Additionality - The applicant needs to prove that the project would not proceed without EEP Africa funding or other public money and that the project is unlikely to be financed by commercial financiers. The grant should not be a substitute for private sector financing but instead bridge the gap where private sector money would be too risk-averse. The grant is hence justified and necessary to de-risk the early stages of a promising technology, business or delivery model.

Locally driven - The applicant needs to demonstrate that they are committed to sustainable long-term local development. Project implementation, business models and partnerships should be rooted in the local context. Local engagement can be demonstrated through local company registration and years of operation in the country and/or EEP Africa region, majority local ownership of the company, and/or a strong existing local team/partner.

3.2 Priority themes

EEP Africa has several priority themes that are expected to remain relevant over time due to their importance to EEP Africa's Donors. Applicants are expected to address one or more of these themes in their project proposal:

Gender & Youth: EEP Africa looks for proposed projects which promote gender equality and youth and create opportunities for women and youth (18-35 years of age) in the clean energy sector whilst also supporting the core business objectives of the applicants. Projects submitted under this theme should therefore incorporate one or more of the following dimensions:

- Inclusion of women and youth in value chains
- Development of women and youth entrepreneurship & leadership
- Promotion of women and youth economic empowerment through productive uses of energy
- Increased access to finance for women and youth (entrepreneurs and/or end users)

Circular economy & productive uses of energy: Applicants are encouraged to submit projects that create sustainable jobs and increased economic activity through promoting productive uses of energy as well as solutions that drive the circular economy. Solutions promoting:

- productive uses of energy are those that will have a direct net positive impact on the end users' ability to generate income and increase revenue; and
- the development of a circular economy are those that redesign production and consumption models around reducing, reusing and recycling by leveraging clean energy. This can include e.g, waste-to-energy, and energy efficiency projects.

Climate change adaptation & resilience: Enhancing access to clean energy is traditionally linked to climate change mitigation. However, the climate adaptation and resilience co-benefits achieved through investing in early-stage clean energy solutions often outweigh the mitigation impact, especially in the off-grid sector. EEP Africa therefore encourages project proposals which leverage clean energy to implement solutions that help communities to adapt and/or become more resilient to the adverse effects of climate change.

Leave no one behind (LNOB): EEP Africa strongly supports the LNOB agenda as a central and transformative promise behind the SDGs to 2030. Applicants are therefore encouraged to propose projects which target solutions for those communities and end users at the bottom of the pyramid, especially vulnerable groups that are hardest to reach and marginalised from economic development. Proposed projects can also target fragile and humanitarian contexts, such as communities and end users in regions of conflict and/or refugee camps.

3.3 Technology

EEP Africa is technology agnostic, but all solutions have to be based on renewable energy sources (solar, biomass, wind, hydro, geothermal, other renewable energy sources) or energy efficiency as outlined. Projects should fall into one of the following groups of technologies:

- Residential electricity access
- Productive uses of energy (commercial and/or institutional)
- Mini grids (AC or DC)
- Power generation
- Clean cooking (residential and/or institutional, stoves and/or fuels)
- Mobility (electric and/or fuels)
- Energy efficiency
- Other

3.4 Project types & phase

Project activities must be consistent with a clear path to profitability with reasonable expectation of further investment and sustainable commercialisation. Each proposed project needs to have a compelling business case that supports the objectives of EEP Africa in a sustainable manner.

Projects are categorised into either development or expansion phase. Under development phase, applicants can submit either feasibility studies or pilot projects. Under expansion phase, applicants can submit replication or scale-up projects.

This differentiation allows applicants to tailor their proposal according to the needs of the market status of their business initiative. The classification of the project phase will be verified during the proposal evaluation process.

3.4.1 Development phase

Feasibility study: Analysis and evaluation to determine technological, commercial, social, environmental, and economic viability. The feasibility study may be a refinement of a pre-feasibility study and should present information for investors to finance the next stage of the project. Investors may be part of the work to help ensure financing for a pilot phase after the study. The main outputs should be agreements needed to move on to a piloting phase e.g., permits and licenses, environmental impact assessment (EIA) approvals, access to land, supply and purchase agreements.

Pilot project: Testing and/or implementing of a product, service, and business or delivery model for the first time or in a new market. Activities should test the conditions and develop operational details on a small scale regarding e.g., time, cost, size, and risks before a large scale roll out or commercialisation. Proposals should clearly indicate further steps envisaged within an overall market development strategy that will apply lessons learned from the pilot phase.

3.4.2 Expansion phase

Replication project: A project that has proven the viability of its technology and the sustainability of its business model in one market and is now looking for support to take the model to another market. Applicants need to demonstrate local presence and an understanding of the target market e.g., market barriers, existing alternatives, current demand and future growth potential, and differences to the current market of operations. A replication can be conducted either nationally, to a different geographical area within the existing country, or regionally, to another eligible EEP Africa country.

Scale-up project: A project that has a high probability of reaching commercial viability with “bridging finance” from EEP Africa. Applicants should provide information on the commercial maturity of the business or project and why EEP Africa funding is needed. The application must clearly demonstrate what the bridging finance is for, why this funding has not been obtained from other sources, and how and when the business or project would graduate to a level where it could obtain commercial funding, etc.

4. How does EEP Africa financing work?

EEP Africa grants can be used flexibly depending on the vision of the grantee. It is meant to help companies on their journey to becoming a successful and sustainable business. However, the budget needs to be balanced across budget categories, as listed below:

- Staff costs
- Fixed assets and goods
- External services (such as e.g., business development support, legal and tax advisory services, data management systems, marketing, etc.)
- Office costs
- Transportation and travel
- Audits, licencing, permits

The applicant is expected to submit a high-level financial proposal at EoI stage, and full budget at proposal stage. However, the figures submitted at EoI stage should be based on a well-thought through budget already.

Ineligible costs are listed in the Project Implementation Manual.

4.1 Ticket size and disbursements

The fund supports access to grant financing between EUR 200,000 to 1 million. Conditions apply for grants being repayable (see Section 4.2).

Grant budget is balanced over several milestones (See Project Implementation Manual). Disbursements will be executed pending confirmed project progress. Expected milestones will be clearly defined in the full proposal and grant contract.

4.2 Repayable grants

Repayable grants bring additional dimensions to EEP Africa's financing toolkit. They are defined according to the following principles:

1. Any proportion of the EEP Africa grant exceeding EUR 500,000 will automatically be considered as a repayable grant.¹
2. Any feasibility studies for on-grid and/or utility scale development are considered repayable pending financial close (regardless of financing level requested).
3. Any share of the requested grant amount which is dedicated to the acquisition of stock and/or inventory that will generate direct revenue to the applicant through sales, essentially working capital, will need to be repayable.
4. Regardless of financing level requested, the whole grant can be considered repayable in cases detailed below. Both situations are more relevant for expansion stage projects where frequent grant funding may raise concerns over additionality of EEP Africa financing.
 - the grantee wants to demonstrate more "skin in the game" as part of their application process and thus chooses to apply for a repayable grant, or
 - the EEP Africa Investment Committee approves an application for funding on a condition of the grant being repayable.

Repayment of the repayable portion of the grant will be linked to the achievement of pre-agreed repayment triggers. Terms and conditions for these will be defined in the Contract. Repayment may be undertaken in instalments or, in the case of a clear financial close, in one instalment. Repayments are usually expected within 5 years from EEP Africa project closure.

¹For example, of EUR 750,000 grant request, EUR 250,000 would be automatically treated as repayable.

4.3 Co-financing

4.3.1 General considerations

EEP Africa requires a minimum of 30% cash co-financing. See Table 1 for a summary. Exemptions exist for early stage and mature companies as outlined in Section 4.3.2 and 4.3.3 and illustrated in Figure 2.

Cash co-financing can be in the form of equity, loans, credit facilities or grants and is required to be in place and verified prior to disbursement of EEP Africa financing. All cash co-financing should be new financing to the project, and therefore costs and expenditures incurred prior to EEP Africa financing are not eligible.

Applicants should provide details of their planned co-financing structure and sources at EoI stage. They can submit proof or a Letter of Intent for co-financing at full proposal stage to strengthen their case with the Investment Committee. Future revenue from product sales cannot be submitted as a form of cash co-financing as availability of funds is not verifiable in advance.

4.3.2 Co-financing conditions for early-stage companies

In case of **pilot projects** conducted by **early-stage companies** (see Section 4.4), co-financing can be partially provided in-kind. This approach is supposed to encourage cash-strapped early-stage companies to test new ideas, business models and technologies.

Cash co-financing will still be required: in-kind co-financing for pilot projects can cover up to 20% of the total proposed budget, while cash contribution would need to be at 10% minimum.

In-kind contributions should be quantifiable, verifiable, and relevant to the project. The contribution should furthermore be specific, feasible and realistic and timely to the project implementation. Eligible expenses for in-kind contribution can be incurred within maximum of two years before the contract start.

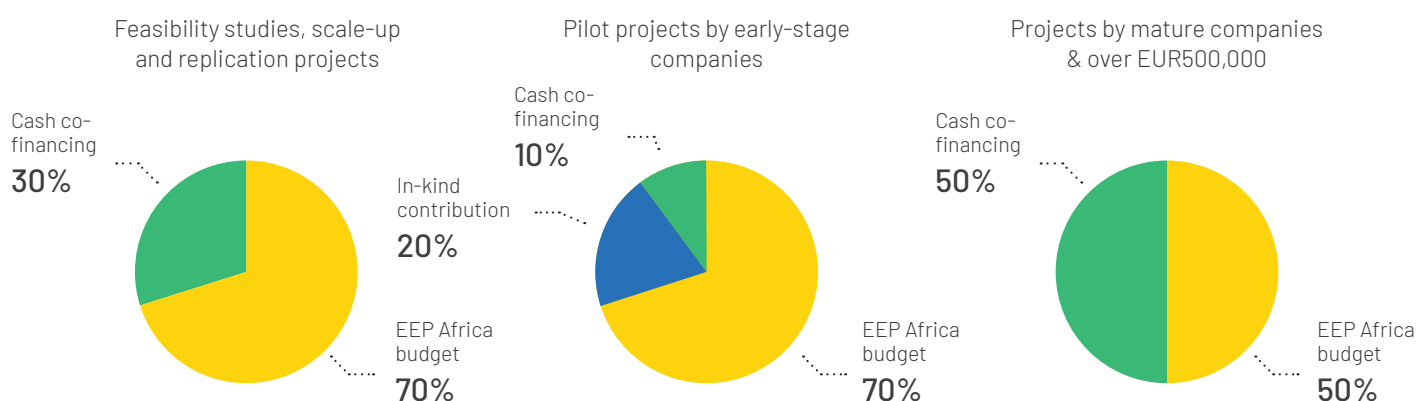
Details on how to identify eligible sources of in-kind contribution and measure their value can be found in the Project Implementation Manual.

4.3.3 Co-financing conditions for mature companies & funding over EUR 500,000

Companies that qualify as **mature** (see Section 4.4) are required to provide minimum 50% cash-based co-financing for **expansion phase** projects.

Furthermore, companies applying for a budget over EUR 500,000 must also provide minimum 50% co-financing over the entire project budget independent of their maturity level.

Figure 2: Co-financing approaches



4.4 Company maturity

Company maturity will influence the Investment Committee’s decision on co-financing requirements to ensure that the applicants demonstrate enough “skin in the game” according to their relative financial abilities. Company maturity will be evaluated at EoI stage based on the criteria defined in Table 2 below. The framework was developed by EEP Africa based on benchmarks from the clean energy sector and EEP Africa’s portfolio experience.²

If no clear category can be identified based on the overall matrix, then the indicators profitability, revenue, and funding will determine the final classification.

Companies classified as start-up, commercialisation or scale-up are considered early-stage companies.

² International Finance Corporation, accessed in 2021, IFC’s Definitions of Targeted Sectors; Powering Agriculture, 2020, Access to Financing for Early-Stage Innovators in the Clean Energy-Agriculture Nexus; Wood Mackenzie, 2019, Strategic investments in off-grid energy access: Scaling the utility of the future at the last mile.

Table 1: Company maturity matrix

Characteristic	Early-stage			Mature
	Start-Up	Commercialisation	Scale-Up	
Years of operation	0 - 3	3 - 5	5 - 7	8 +
Number of staff	<10	10 - 49	50 - 99	100 +
Profitability	Negative	Negative	Approaching break-even	Profitable
Revenue	<€100,000	€100,000 - €1m	<€1m - €3m	<€3m +
Total assets	<€100,000	€100,000 - €1m	<€1m - €3m	<€3m +
Funds raised	<€500,000	€500,000 - €1m	<€1m - €3m	<€3m +
Funding stage	Founding capital	Seed capital	Series A	Series B
Funding source	Mostly owner, sweat equity, founder equity/loans, and grants	Mostly owner, plus 1 or 2 equity investments and grants	Mostly equity and debt funding	Mostly commercial equity and debt funding
Financial statements	No annual statement or statutory audit	Annual statement, no statutory audit	Annual statement and statutory audit	3 years of annual statements and statutory audits

5. Am I eligible to apply?

5.1 General

Applicants should take note of [NDF's privacy policy](#) and [SNV's privacy statement](#) before proceeding with the application process.

EEP Africa will also request for approval to share the applicant's data and relevant project information submitted in the EoI with other clean energy financing and support initiatives. Data shared would include name of company, name and email of the primary contact person, full project title, type of project, country of implementation, project sector and category.

The objective is to enable applicants to potentially receive relevant assistance from other programmes and funders regardless the outcome of the EEP Africa application process. The applicant can accept or decline the data sharing statement with no impact on the EoI or proposal evaluation.

5.2 Lead applicants

EEP Africa aims to fund the following types of organisations:

- Private companies
- Start-ups
- Social enterprises

All applicants must be registered legal entities for at least six months at the time of the EoI opening date. They need to demonstrate strong local engagement and projects should be in active development.

Organisations may only serve as lead applicant on ONE application but can be involved in other applications as a project partner.

We discourage:

1. applicants to apply with the same project scope in multiple countries as individual applications,
2. global parent companies to submit applications in multiple countries through their local subsidiaries.

These cases will be interpreted as one organisation submitting multiple applications which will lead to disqualification of all applications.

5.3 Partnerships

Consortia are eligible to apply but need to nominate one organisation as the lead applicant. The lead applicant has full responsibility for the implementation of the project, including compliance with the funding contract and reporting.

Individuals, NGOs, research institutions and mainstream government institutions, e.g., government ministries, UN agencies and national/provincial/district departments, are NOT eligible to apply as lead applicant but may be included in an application as a project partner.

5.4 Required documents

During the due diligence process, EEP Africa will review the status of all necessary registrations, licensing and permitting, conduct the necessary integrity due diligence checks, and will require compliance with all local requirements as well industry standards.

Mandatory documents to be provided by the lead applicant include:

- Company registration
- TIN registration
- Bank account holder confirmation
- Signed letters of intent from partners referred to in the proposal
- Financial information (audited accounts are mandatory for mature companies)

In the case of early-stage companies and development phase projects, a clear plan needs to be presented to acquire the licenses and permits required to run the business in the focus country. Furthermore, where land rights need to be acquired, correct processes and procedures need to be followed and documented.

5.5 Geographic scope

The geographic scope for CfP 2024 includes 17 countries: Botswana, Burundi, Comoros, Eswatini, Kenya, Lesotho, Madagascar, Malawi, Mauritius, Mozambique, Namibia, Rwanda, South Africa, Tanzania, Uganda, Zambia, and Zimbabwe.

Seychelles is no longer eligible for ODA funding and has therefore been removed while Madagascar, Comoros and Mauritius were added to complete the geographic coverage of Eastern and Southern Africa.

Projects may be implemented in more than one of the above countries as regional projects. Results and project outputs need to be clearly attributed to each country within the regional scope.

Projects can focus on one or several sub-regions within one country and choose to target different geographies of end users (urban, peri-urban, rural).

Some markets are considered mature for residential solar electricity access (lanterns and SHS).³ These include Kenya, Uganda, and South Africa. Proposed projects for this technology and in these markets are unlikely to pass the EoI stage unless they can demonstrate innovation in these markets. Similarly, projects promoting efficient biomass cookstoves are unlikely to be successful in markets with an extensive existing grant funding environment and accessibility of carbon credits.

³ Source: GOGLA Off-Grid Solar Market Trends Report 2022

5.6 Project duration

The project implementation period is limited to 24 months after signing the contract. Applicants should propose the project period based on their best estimate of the time necessary to finalise all project activities and report to EEP Africa.

6. How does EEP Africa evaluate applications?

EEP Africa uses a standardised methodology to select applicants. The evaluation process is harmonised across EoI, pitching and proposal evaluation stages.

All proposed projects need to demonstrate clear additionality and rationale for EEP Africa funding. The evaluation will assess the additionality of the proposed project within the geographic context of the proposed project.

6.1 EoI stage

At the EoI stage, applicants must demonstrate their eligibility for EEP Africa funding as outlined in Section 5. Applications from local and/or women entrepreneurs are strongly encouraged.

In addition, companies will be evaluated based on the following questions:

- Ownership within the project country, EEP Africa region or strong team/partners within the project country;
- Clear project description which matches the EEP Africa focus and mission;
- Clear and compelling explanation of how the proposed project links to EEP Africa's priority themes;
- Level of innovation of the proposed technology, business model, and/or partnership within the context of the proposed geographic focus;
- Clearly defined route to market of the proposed project;
- Sensible budget breakdown; and
- Upload of company registration and TIN registration.

In the case of equally strong applications, preference will be given to projects that enhance the diversity of the EEP Africa portfolio and/or the sector in general. Longlist decisions are final and cannot be challenged.

6.2 Pitching stage

Longlisted applicants will be invited to a bootcamp webinar, followed by a pitch session. During the pitch session, applicants will be invited to present their projects in more detail. The evaluation will review the following criteria to make a shortlist decision:

- **Current status & timelines of the project** – project is in active development; proposed timelines are reasonable and feasible; and
- **Innovation** – the level of innovation of the proposed project while remaining feasible;
- **Thematic match** – a clear and relevant match to EEP Africa priority themes;
- **Technology** – (if applicable) track record with the proposed technology and/or the proposed technology fits well into the company's overall portfolio and business strategy;
- **Business model** – (if applicable) track record with the proposed business model and/or the proposed business model fits well into the company's overall portfolio and business strategy; and
- **Financial proposal** – a clearly defined project budget breakdown is presented.

Furthermore, the evaluation committee will have a constructive discussion on any BDS and IF needs with the applicant. However, the findings from this discussion will not feed into the evaluation scoring. They serve to identify BDS & IF support needs during proposal development and project implementation stage.

Shortlisting decisions are final and cannot be challenged.

6.3 Full proposal stage

At the full proposal stage, applicants are expected to elaborate on their proposed project and on their technical and financial proposal, considering feedback provided by EEP Africa during EoI and pitching stage.

Under the **technical proposal**, the following topics will be reviewed and evaluated:

- **Thematic match, innovation in technology and/or business model** – clear and well thought out explanations are provided in line with the previously pitched project proposal or as amended based on feedback by EEP Africa;
- **Consumer protection** – has been taken into account and clearly addressed as an important aspect of the project;
- **Impact and targets** – the project is likely to have a positive impact on the wider clean energy space and within the context of the highlighted SDGs; the project's approach to impact monitoring is clear; a link exists to gender and social inclusion; and
- **Scalability and replicability** – (if applicable) clear description of the applicant's plans for scale-up and/or replication.

Under the financial proposal, the applicant will be expected to submit a full project budget (as per the budget template) which details the project budget and co-financing plans.

- **Detailed project budget** - the project budget should be well thought through and address the relevant needs of the project to ensure successful project implementation; and
- **Plan for co-financing** - EEP Africa will evaluate co-financing as per the criteria outlined in Section 4.3 and details provided in the Project Implementation Manual. All proposed co-financing will be carefully evaluated and assessed.

Understanding that early-stage companies will not necessarily have robust financial documentation yet, the applicant is expected to provide overview of:

- **Income** - in the absence of audited statements, a clear view of projected income and mix of sources of income appropriate to the maturity of the company over the past 12 months (or since company registration);
- **Expenditures** - in the absence of audited statements, a clear view of the company's expenditures and assets appropriate to the maturity of the company.

Furthermore, the applicant is expected to describe their capacity and expertise - a clear and credible description of the project lead and partner roles and responsibilities, the project management structure, and a summary of the experience and expertise of key project staff (can be marked as vacancies).

EEP Africa may contact previous supporters as per the contact details provided by the applicant in the EoI stage. Contact details for a reputable referee are encouraged and can be provided for the lead applicant and/or partner(s) to strengthen the application but are not mandatory. At this stage, and especially in the absence of referees, the evaluation committee may decide on a site visit during proposal development stage.

The applicant will also be asked to elaborate on their governance structure. However, given differences in governance between early-stage and more mature companies, this will not be evaluated beyond the majority ownership of the company.

6.4 Exclusion criteria

Lead applicants who have an active EEP Africa grant contract cannot apply. Lead applicants who are currently partners in active EEP Africa grant contracts will be evaluated on the scope of their activities in the proposed project or existing grant contract. Active grant contracts are those where the final audit and final disbursement are still pending at the time of the EoI opening date.

In general, EEP Africa cannot fund the type of activities listed below. A more comprehensive exclusion list is presented in Annex 1.

- Activities that increase use of fossil fuels and/or prolong the technical or economic lifetime of heat and power production using fossil fuels. This includes projects based on LPG.
- Activities that have an adverse social or environmental impact, intended or unintended, e.g. where a conflict may arise between livelihoods and the proposed project objectives (e.g. use of local resources for project implementation that would otherwise be important to sustain local livelihoods such as use of primary food crops for biofuels) or where there is a risk of an adverse environmental impact (e.g. over-abstraction of resources in resource-scarce environments such as solar-powered irrigation in semi-arid areas or drones enabling the use of pesticides).
- Projects that mainly focus on market studies, technology research, capacity building/training or policy development. However, activities of this kind can be considered as part of the wider project scope.
- Technologies and business models that have already been proven in the focus market and thus should not require grant financing. See Section 5.4 on geographic scope and 5.1 on innovation and additionality.

All applicants, project partners and consultants must operate in line with the NDF Policy on Anticorruption and Integrity. Any indication of non-compliance will cause automatic exclusion. All applicants and project partners will be identified and verified during the CfP process and must pass an integrity due diligence.

7. What are the CfP timelines and how do I connect with EEP Africa?

7.1 Submission of applications

All applications are to be submitted through an online platform accessible from the EEP Africa website. The application form allows you to save it and continue and/or edit at a later stage without losing any entered information. Once you have fully completed your application (EoI) you should submit it to EEP Africa by pressing 'Submit'. After submission, changes to the EoI are not possible. Please only submit one application for your project.

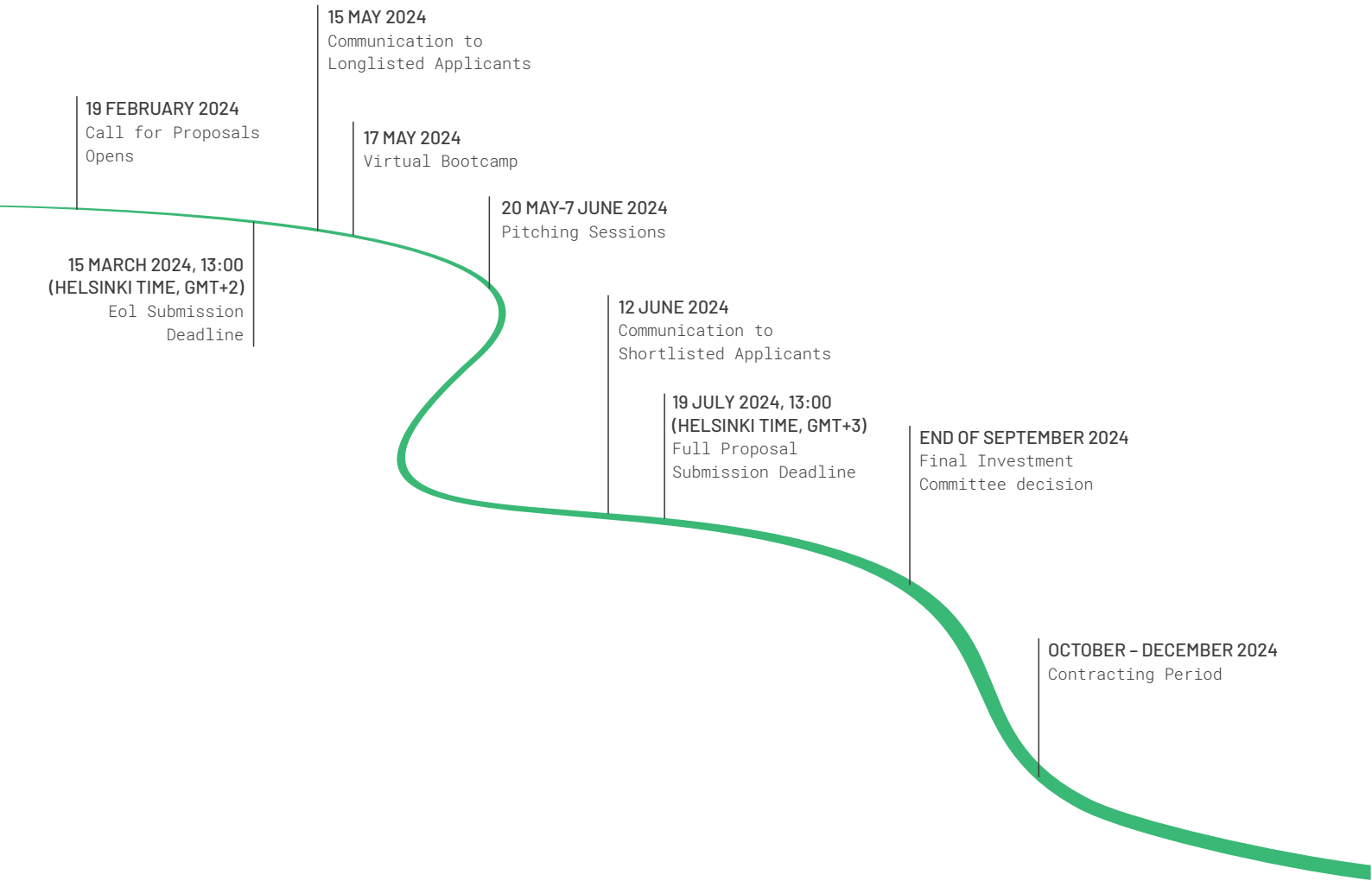
EEP Africa and NDF cannot be held responsible for any accidental loss of entered information or inability of the applicant to access our online submission portal. EEP Africa will not accept any form of proposal submission other than the online submission tool. Please note that partially completed applications or applications filled in any language other than English will not be considered.

The deadline for submission of EoIs is Friday, 15 March 2024 at 13.00h (Helsinki time, GMT+2). Late submissions will not be accepted, and the system will not allow late submission. Each applicant will receive a confirmation email after a successful submission.

The EEP Africa team will provide additional information and answer questions throughout the application process. You can contact the team through the application support function

7.2 Indicative timeline and communication

Figure 3: Indicative timeline for the EEP Africa 2024 call for proposals



Clarifications to these guidelines and Frequently Asked Questions will be published on the EEP Africa website. Enquiries and consultations regarding the specifics of individual applications are not allowed.

EEP Africa reserves the right to amend the guidelines and eligibility criteria at any point in time.

EEP Africa agrees to regard all information related to the application and subsequent progress of the project that is not in the public domain if not otherwise communicated and agreed as confidential. Only EEP Africa, its staff and consultants, members of the Investment Committee and NDF officials will have access to your application without your prior approval.

Once you have started the application process, we strongly recommend that you use the **in-platform support function** to communicate any questions or problems you may have. If this is not possible, please send your enquiries to **cfp@eepafrica.org**. Any questions or clarifications regarding the application form and process are to be sent no later than **Friday, 8 March 2024**.

Annex 1. EEP Africa Exclusion List

EEP Africa exclusion list defines the types of projects that the Fund will not finance. It is based on NDF's exclusion list and is regularly updated to include activities excluded by any of the EEP Africa donors.

EEP Africa will not knowingly finance, directly or indirectly, projects involving the following:

1. Forced labour, or harmful or exploitative forms of child labour.
2. Activities deemed illegal under host country laws or regulations, or international conventions and agreements or subject to international phase-out bans, such as:
 - Production of or trade in products containing PCBs;
 - Production of or trade in pharmaceuticals, pesticides/herbicides and other hazardous substances subject to international phase-outs or bans (Rotterdam Convention, Stockholm Convention);
 - Production of or trade in ozone-depleting substances subject to international phase-out (Montreal Protocol);
 - Trade in wildlife or wildlife products regulated under the CITES Convention;
 - Transboundary movement of waste prohibited under international law (Basel Convention) except for non-hazardous waste destined for recycling;
 - Activities prohibited by host country legislation or international conventions relating to the protection of biodiversity resources or cultural heritage;
 - Production or trade in or use of unbonded asbestos fibres or asbestos-containing products;
 - Shipment of oil or other hazardous substances in tankers which do not comply with IMO requirements.
3. Unsustainable fishing methods, including blast-fishing, drift-net fishing or trawling in the marine environment.
4. Production and distribution of ammunition and weapons, and weapons carriers.
5. Ethically controversial projects:
 - Sex work and related infrastructure and services;
 - Gambling and related equipment;
 - Tobacco (production, processing and distribution).
 - Alcohol (production, processing and distribution of hard liquor)
6. Production of or trade in radioactive materials. This does not apply to medical equipment, quality control (measurement) equipment and any equipment where the radioactive source is trivial and/or adequately shielded.
7. Investments into search, extraction, production, distribution, processing and promotion of fossil fuels (coal, oil, natural gas and peat).
8. Activities that increase use of fossil fuels and/or prolong the technical or economic lifetime of heat and power production using fossil fuels, except for back-up in power generation plants, for household cooking purposes and for processes where feasible alternatives do not exist.

9. Biofuel projects if they are:
 - Based on feedstock grown on land with high carbon content or biodiversity value, such as rainforests, wetlands, peat lands and grasslands, in reserves or on protected lands, or on lands with a high conservation value;
 - Using a feedstock for production of liquid biofuels, where the overall climate and development benefits would be higher by using the same feedstock unprocessed for, e.g., direct combustion in a co-generation plant.
 - Using a feedstock that could be considered as a primary food crop (excluding using the waste streams from such feedstock).
 - Using solid biomass fuels from forests, planted or natural, having a carbon cycle incompatible with the Paris Agreement.
 - First generation biofuel projects with production area over 75ha.
10. Commercial logging operations or the purchase of logging equipment for use in primary tropical moist forests or old-growth forests.
11. Production or trade in wood or other forestry products other than from sustainably managed forests.

Disclaimer

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