



**DEVELOPMENT BANK GHANA (DBG)
SPECIFIC PROCUREMENT NOTICE
REQUEST FOR EXPRESSIONS OF INTEREST (REOI)
(CONSULTING SERVICES –FIRM SELECTION)**

Reference No.: DBG/08/2023/CS/CQS

Assignment Title: Recruitment of a Transaction/Investment Firm or Consultant to Support the Development and Execution of Pipelines Deals

Background

DBG is a Development Finance Institution set up in 2021 with the vision of accelerating inclusive and sustainable economic transformation by fostering the growth of the competitive private sector in Ghana. The Bank is carefully positioned in Ghana’s financial ecosystem to contribute to removing the financing constraints faced by micro, small, and medium enterprises (MSMEs) and small corporates in agribusiness, manufacturing, and high-value services through the provision of wholesale financing and partial credit guarantees to eligible financial intermediaries (Participating Financial Institutions - PFIs) for on-lending to an underserved MSME sector in Ghana.

The Bank ensures that sustainable, global best practices are applied across all our operations. The Bank, as part of its line of business, is seeking the services of a professional investment advisor or consultant to assist in the day-to-day investment decisions of the Bank.

The overall objective of the assignment is to identify, develop, and create a pipeline of investment-ready and bankable deals for the Bank and its Participating Financial Institutions (PFIs). The firm/consultant will support the Bank and PFIs through the process leading to an award of credit/loan or investment package, which will include the origination, structuring, and closing pipeline deals. Moreover, the firm/consultant will act as a hub, business development/promoter, and financial advisor to the prospective firms in the selected sectors by strengthening the business and financial case for financing through the PFIs.

The consulting services ("the Services") include the Consultant's scope of work but are not limited to the following:

The Consultant will undertake the following tasks.

a) Business Development / Promotion Services

This aspect of the assignment is intended to identify opportunities for investment in specific industries or geographic regions.

b) Financial Advisory Services

This aspect of the assignment is predicated on a thoroughly reviewed business plan and qualified as a bankable project.

Detailed Terms of Reference (ToR) for the assignment can be obtained at the address and emails below.

The Development Bank of Ghana now invites eligible consulting firms ("Consultants") to indicate their interest in providing the Services. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services. The shortlisting criteria are:

- (i) Demonstrate an understanding of Ghana's SMEs and entrepreneurial ecosystem, including key private sector actors and sectors with potential growth and expansion.
- (ii) Minimum of ten years of practical experience in delivering business development services, business ecosystem influencing work, or access to finance initiatives with documented proof of such activities.
- (iii) At least ten years of knowledge and experience in finance and impact investing demonstrated through previous clients' supported.
- (iv) Demonstrate not less than ten years of experience in corporate finance, business valuation, and capital market support.
- (v) The firm or consultant should include professionals with relevant professional qualifications (CFA, CVA, ACCA, etc.) and extensive experience developing models for DFIs and commercial banks in West Africa.
- (vi) Experience in executing projects of a similar nature for financial development, financial institutions, and commercial banks or organizations with similar configurations.

The firm must also submit the following requirements.

- a) A Valid/ Original Business Registration Certificate or Business License in conformity with the provisions of the laws of the country of the bidders.
- b) A Valid/ Up-to-date Original Copy of the Tax Clearance Certificate from the relevant authority in compliance with the provisions of the laws of the country of the bidders.
- c) Audited Financial Statements of the bidders for the last Three (3) Financial Years (2019, 2020, and 2021).
- d) Provide names, phone numbers, and contact people at three organizations for whom your team and the firm have performed similar work.

Key Experts

- (i) The consultant should include professionals with relevant professional qualifications (CFA, CVA, ACCA, etc.) and extensive experience developing models for DFIs and commercial banks in West Africa.

Key Experts will not be evaluated at the shortlisting stage.

The attention of interested Consultants is drawn to the Bank's Policy on Corruption and Fraudulent Practices copies can be obtained at the address and emails given below. In addition, any false declaration will result in disqualification.

Consultants may associate with other firms to enhance their qualifications but should **indicate clearly** whether the association is in the form of a joint venture and /or a sub-consultancy. In the case of a joint venture, all the partners in the joint venture shall be jointly and severally liable for the entire contract, if selected

A Consultant will be selected in accordance with the Consultant's Qualification Selection (CQS) method set out in the Bank Procurement Policy.

Further information can be obtained at the address below during office hours **9:00 am to 5:00 pm** local time.

Expressions of interest must be delivered in a written form to the address below in person, or by mail, by **March 20, 2024**.

**The Chief Executive Officer
Development Bank Ghana
8th Floor, Accra Financial Centre
Liberia Road, Accra**

Website: www.dbg.com.gh

Attn: Chief Procurement Officer

Email: procurement@dbg.com.gh, and copy s.sebi@dbg.com.gh
Digital Address: GA-07-1450