


UNITED NATIONS DEVELOPMENT PROGRAMME
TERMS OF REFERENCE/ INDIVIDUAL CONTRACT
I. Job Information

Job title:	International Consultant for preparing a feasibility study on establishing and managing a climate and gender focused investment fund in Uzbekistan
Type of Contract:	Individual Contract
Project Title/Department:	“Aid for Trade” and “Financing for Sustainable Development” projects under Inclusive Growth Cluster, UNDP Uzbekistan
Duration of the service:	50 w/d during May - October 2022
Work Status:	Part time
Duty station:	Home based with one possible mission to Tashkent, Uzbekistan
Reports to:	Project Managers of “Aid for Trade” and “Financing for Sustainable Development” projects, Task Manager on Innovative Financing Instruments

II. BACKGROUND INFORMATION

Uzbekistan is highly exposed to climatic risks with average temperatures in the country expected to rise at a faster pace than the world average causing water shortages, reduced crop yields, and adverse impact on livelihood of people. Development of private sector and entrepreneurship in climate resilient sectors will play a key role in country’s climate adaptation efforts. Accounting for half of country’s population, women are currently underrepresented in the private sector, have higher chance of being unemployed, and hence are among the vulnerable part of the society which needs support in combating the impact of the climate change.

UNDP stands ready to assist the Government of Uzbekistan in building financial resilience of the private sector, particularly among women entrepreneurs, to the climate impact by improving access to public, private, and development finances.

In this regard, UNDP is planning to hire an International Consultant (thereafter Consultant) to perform a feasibility study on establishing a climate and gender focused investment fund which will help empower women in Uzbekistan by providing financing to businesses owned or run by women in selected business areas which are considered to have a significant climate change mitigation or adaptation impact. The expected impact of the Fund’s activities will be more resilient women and the society to climate changes which will be reflected in increased efficiency of resource usage, reduced damage of natural disasters on household income, as well as increased participation of women in the

private sector and employment. The Fund will be owned and managed by the Government but will aim to raise additional financing from international development and private institutions.

The feasibility study will be jointly managed by UNDP's two projects launched in 2020, namely "Aid for Trade in Uzbekistan (AFT)" and "Financing for Sustainable Development in Uzbekistan (FfD)". The main objective of AFT is to support the inclusive growth in Uzbekistan through the promotion of trade and enhancement of competitiveness, to support the country's efforts to reduce poverty and improve peoples' lives. FfD aims at mobilizing public and private resources needed to finance the development and provide on-demand policy research and capacity building to help maximize the impact of policies/reforms on economic, environmental, and social dimensions of the 2030 Agenda.

The broad purpose of the feasibility study is to get solid evidence and to assess the feasibility to setup and launch an impact investment fund that will source and provide financing to projects meeting climate and gender criteria and to do so mobilizes public, private, and development financing.

For that purpose, the following sub-objectives were defined:

- To better define the target investees or borrowers, which should include businesses owned (co-owned) or managed (co-managed with at least half in senior management) by women and operating in areas which contribute to climate change mitigation or adaptation goals.
- To identify the most suitable geographic areas and target groups for piloting, which will set the basis for a national roll out.
- To identify appropriate types (debt, equity or other), pricing, tenor, and structure of potential financing solutions which will better suit the needs of target investees or borrowers.
- To define clearly exit strategies, risk-return requirements, as well as key business, financial, and legal risks expected to be faced by the fund
- To define KPIs which will be applied to measure the expected climate and gender impact from potential investment projects
- To provide insight into the fund's capital structure and methods of engaging local partners (national government, state managed funds, etc.), development institutions, and private investors.
- To analyze the current legal and regulatory framework for the fund's operations under in terms of efficiency, cost, or other parameters.
- To define how gender equality is to be incorporated into the vehicle's design and operations.

III. FUNCTIONS / SCOPE OF WORK

Consultant will work under the general guidance of both Projects' Managers and direct supervision of the Task Manager on Innovative Financing Instruments.

The main objective of Consultant's work is to carry out a feasibility study on establishing and managing a climate and gender focused investment fund based on the blended finance mechanism in Uzbekistan. In doing so, Consultant will lead and coordinate the work of local experts and ensure the qualitative and timely delivery of the following tasks:

Stage I. Market analysis and Legal/Regulatory assessment

- To assess the market conditions in Uzbekistan including the analysis of the demand, competition, and market for the fund's planned activities in Uzbekistan. Such analysis will be performed based on the data gathered from interviews, market and statistical reports, prior research papers, and others.
- To conduct interviews with respondents or focus groups representing each type of stakeholders (entrepreneurs, bankers, investors, partners and target investees or borrowers led by women).
- To ensure that market assessment will include and address the following key points:
 - o Estimating the market size and key segments
 - o Identifying direct and indirect competition and market pricing
 - o Defining the profile of a target customer
- To analyze the existing legislation in Uzbekistan for an impact investment fund based on regulatory, tax, and investment aspects.
- To investigate, assess and elaborate the legal procedures to be applied for investing, divesting, collecting, and distributing dividends or interest income. Additionally, the assessment should address conflict resolution in case of fraud, misuse of funds, and bankruptcies.

Stage II. Designing the product and operational model for the fund

- To develop the fund's financial and business model which will cover such aspects as product offer, pricing, cost of funds, and client acquisition costs.
- To define the acceptable levels of credit and business risks when financing projects, as well as exit strategies.
- To prepare the cashflow flow projection which will cover growth, liquidity and cash needs, as well as sensitivity analysis
- To define the list of parameters for Impact Measurement and expected contribution of the fund's activities towards climate change adaptation and mitigation, as well as gender equality.
- -To engage with potential investors and relevant stakeholders.

Stage III. Presentation and validation of the feasibility study

- To consolidate all relevant parts of the feasibility study developed under the Stages I and II
- To present and discuss the findings of the feasibility study with key stakeholders including UNDP Uzbekistan, Ministry of Finance, independent experts, and others as well as revise them accordingly based on the feedback and recommendations received
- To perform other tasks relevant to the present assignment as requested by UNDP Inclusive Growth Cluster Leader and Project Managers.

IV. Deliverables and Deadlines

The following tentative schedule of deliverables is expected under the current assignment. The final schedule will be agreed upon in the beginning of the assignment. All deliverables should be submitted to UNDP in electronic form in English.

Outputs/Deliverables	Due date	Instalments
<p>Stage I: Market and Legal/Regulatory Assessment</p> <ul style="list-style-type: none">• Relevant parts of the feasibility study including the (i) Market analysis and legal/regulatory assessment, (ii) Assessment of the investability/bankability of the transaction (iii) Gender analysis developed and submitted.	July 31, 2022	1st installment (40%)
<p>Stage II: Designing the product and operational mode</p> <ul style="list-style-type: none">• Relevant parts of the feasibility study including the Financial Model and Business Proposition as well as the Impact assessment developed and submitted.• Early engagement with potential investors and relevant stakeholders is conducted and their views reflected in the study.	Sep 30, 2022	2nd installment (40%)
<p>Stage III. Presentation and validation of a feasibility study</p> <ul style="list-style-type: none">• A draft feasibility study has been presented and discussed with the stakeholders during the validation workshop.	Oct 31, 2022	3d installment (20%)

<ul style="list-style-type: none"> • A feasibility study has been finalized based on feedback and comments received for the stakeholders and UNDP 		
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This is a lump sum contract that should include all costs including the cost of hiring additional consultants and other related costs, if any, required to produce the above deliverables.

V. Monitoring and control

The obligations of Consultant under this Contract will be fulfilled after the submission of final drafts of deliverables defined by the current TOR and upon acceptance by the Inclusive Growth Cluster, UNDP Uzbekistan.

VI. Qualification Requirements

Education:	<ul style="list-style-type: none"> ○ University degree (Masters or above) in economics, finance, business administration, or other relevant disciplines is required
Experience:	<ul style="list-style-type: none"> ○ At least 5 years of proven senior level experience in impact investing, investment banking, investment analysis, project finance, fund management, or business planning is required ○ Excellent understanding of green standards and principles is required. ○ Good understanding of gender aspects and gender mainstreaming into the development and business processes is required. ○ Proven experience in preparation of feasibility studies is required. ○ Previous experience with a development partner or government will be an asset.
Language Requirements:	<ul style="list-style-type: none"> ○ Fluency in written and spoken English is required, ○ Working knowledge of Uzbek or Russian would be an asset.
Competencies:	<ul style="list-style-type: none"> ○ Strong data collection, communication, analytical, research, and writing skills ○ Client-orientation and excellent interpersonal and cross-cultural communication skills ○ Ability to use information and communication technology as a tool and resource

VI. Signatures- Post Description Certification

Incumbent

Signature

Date

Kamoliddin Nuritdinov,
Aid for Trade, Project Manager

Signature

Date

Fayzulla Salakhuddinov,
Financing for Sustainable Development, Project Manager

Signature

Date

INDIVIDUAL CONSULTANT GENERAL TERMS AND CONDITIONS (available at <http://www.undp.org/content/dam/undp/documents/procurement/documents/IC%20-%20General%20Conditions.pdf>)

Aggregated Financial Offer of the International Consultant on design/engineering solutions for low-carbon multi-apartment buildings

	#of units*	Units	Rate/USD	Total/USD
Work in home office**				
Home based work	50	man/days		
Work on mission**				
Mission to Uzbekistan		man/days		
Sub-total fee				
Travel costs				
International travel to and from country/ies	1	mission		
DSA		overnights		
Local travel		destination		
Visa cost (if required)		fee		
Sub-total travel costs				
TOTAL				

*Estimates are included in the TOR, the applicant is requested to review and revise, if applicable

**Add rows as needed

Please, note that the **financial proposal is all-inclusive** and shall take into account various expenses incurred by the consultant/contractor during the contract period (e.g. fee, health insurance, vaccination and any other relevant expenses related to the performance of services, etc.). All **envisaged international travel costs** must be included in the financial proposal. This includes all travel to join duty station/repatriation travel. Local travel within Uzbekistan shall be provided for by the UNDP Country Office, as required. Therefore, the international consultant can bill ZERO for local travel.

DSA for Uzbekistan is USD182 per day but the international consultant can put whatever rate he/she likes for DSA up to a maximum of USD182 per day.

Payments will be made only upon confirmation of UNDP on delivering on the contract obligations in a satisfactory manner.

Individual Consultants are responsible for ensuring they have **vaccinations/inoculations** when travelling to certain countries, as designated by the UN Medical Director. Consultants are also required to comply with the UN security directives set forth under dss.un.org

I agree to perform this assignment for a lump sum of _____ USD, including international travel costs

Name: _____

Signature: _____

Date: _____ / _____ / 2022

This offer remains valid for a period of 3 months from the date of signature of this document.