



TERMS OF REFERENCE

FOR INDIVIDUAL CONTRACT

POST TITLE	Consultant- Feasibility Study on Improving Policies on Financing Mechanism and Providing Finance Solutions for Effective Management of the Kuan Kreng Landscape (International and/or Thai National)
AGENCY/PROJECT NAME	Maximizing carbon sink capacity and conserving biodiversity through sustainable conservation, restoration, and management of peat swamp ecosystems project Inclusive Green Growth and Sustainable Development (IGSD) Unit, UNDP Thailand
COUNTRY OF ASSIGNMENT	Thailand
DUTY STATION	Home-based with travel to project sites, Thailand

1. PROJECT DESCRIPTION

UNDP partners with people at all levels of society to help build nations that can withstand crisis, and drive and sustain the kind of growth that improves the quality of life for everyone.

This ToR is specifically related to the project “Maximizing carbon sink capacity and conserving biodiversity through sustainable conservation, restoration, and management of peat swamp ecosystems” in Thailand. The aim of the project is to conserve and restore peatlands to increase their capacities to act as carbon sinks, as habitats for globally important species, and as sources of ecosystem services for improved livelihoods. The project will facilitate a transformative shift from an unsustainable to a sustainable and integrated use of peat swamps in Thailand. The project’s objective will be realized through three components: the first component is focused on improving the effective protection of remaining natural peat swamp forests in the second-largest peat swamp landscape of Thailand; the second is helping to implement innovative approaches to avoid drainage and restore peat swamps; and the third component is helping to improve national strategies for land use in peat swamps. In doing so, this will influence the production practices employed by local economic actors and will support measures to avoid greenhouse gas emissions from peat degradation and fires, as well as demonstrate approaches to increase carbon sequestration through afforestation.

The Kuan Kreng Landscape (KKL) in south eastern Thailand (Nakhon Si Thammarat, Songkhla, and Patthalung provinces) contains the country's second largest peat swamp forest area. The peat swamps provide many ecosystem services ranging from livelihoods for local communities, acting as a rainwater and runoff reservoirs, providing buffering from the impact of rain and floods, serving as a natural sediment filter before waters drain into Songkhla Lake, being a major store of carbon, and harboring important biodiversity including a number of globally threatened species. By some estimates, however, about 65% of the KKL remains under constant threat of degradation from various threats with the primary one being conversion to oil palm cultivation and associated drainage and forest fires. The area of natural peatlands that harbor biodiversity and sequester carbon is being reduced. The long-term solution is to change the trajectory of baseline approaches and facilitate a transformative shift from unsustainable to sustainable and integrated use of peat swamps in Thailand.

In view of supporting sustainable financing of KKL in south eastern Thailand, UNDP Thailand is looking for a consultant to undertake the Impact Investment Analysis and Business Readiness for Effective Management of the Kuan Kreng Landscape (KKL) in Nakhon Si Thammarat, Songkla, Patthalung, in the Southern Region of Thailand.

The consultant will support the third component of the project and exit strategy in helping to improve financing mechanism for land use in peat swamps. The deliverables will inform policy makers and investors to improve policies on financing mechanisms and will provide finance solutions for effective management (IUCN Category IV, V) ¹ of the KKL peat swamp landscape. In particular, the study will look at the feasibility of promoting private sector impact investment towards the conservation of peat swamps in the KKL.

2. SCOPE OF WORK

Under the overall guidance of the Programme Analyst for the UNDP Thailand Country Office and the UNDP Private Sector Focal Point, the consultant will be responsible for:

- a) Identifying investment opportunities for the Kuan Kreng Landscape (KKL), as well as leveraging innovative financing mechanisms (including financing models, social impact evaluation, and structural design) in support of project objectives;
- b) Providing technical support on improving policies, standards, and enforcement mechanisms for the conservation and sustainable use of peat swamp forests;

¹ **IUCN Category IV, V**

IV Habitat/Species Management Area: Category IV protected areas aim to protect particular species or habitats and management reflects this priority. Many Category IV protected areas will need regular, active interventions to address the requirements of particular species or to maintain habitats, but this is not a requirement of the category.

V Protected Landscape/ Seascape: A protected area where the interaction of people and nature over time has produced an area of distinct character with significant, ecological, biological, cultural and scenic value: and where safeguarding the integrity of this interaction is vital to protecting and sustaining the area and its associated nature conservation and other values.

- c) Providing guidance on selected finance solutions and strategic inputs that lead to investment opportunities;
- d) Preparing the creation of investment ready proposals, with an appropriate business plan, financial model, and a "pitch deck", for a targeted set of potential investors;
- e) Identifying opportunities for capacity building of partners and coordinate and facilitate technical support and training to partners as needed;
- f) Writing and delivering reports on progress and deliverables;

Performance of the consultant is monitored closely, and regular feedback will be provided by UNDP Thailand Country Office

3. EXPECTED OUTPUTS AND DELIVERABLES

The consultant under this contract is required to deliver:

-) A brief analysis of regional and global best practices on impact investing and innovative financing including blended finance mechanisms and ways to engage with the private sector in contributing to biodiversity conservation, climate change, and other development goals;
-) An economic research on the gaps for financing the KKL (building on the economic valuation of the KKL done by UNDP)
-) A feasibility study on impact finance solutions in the KKL with three investment ready proposals including appropriate business plan, financial model, and a "pitch deck", to be piloted with 3 potential investors under the support of Nakhon Si Thammarat Provincial Office with pros/cons of each model;
-) Identify potential stakeholders to support the implementation of investment solutions (e.g. investors, beneficiaries, operators, etc.)
-) Bi-weekly progress reports to UNDP Thailand Country Office;

The consultant will utilize their own equipment to complete the assignment.

Intellectual Property

All information collected for the advocacy report pertaining to the assignments as well as outputs produced under this contract shall remain the property of the UNDP who shall have exclusive rights over their use. The products shall not be disclosed to the public nor used in whatever format without written permission of UNDP in line with the national and International Copyright Laws applicable.

The outputs for this assignment are expected as follows:

Outputs	Target Due Date	Review and Approvals Required
Findings of the research on global best practices on impact investing and innovative financing solutions	15 May 2020	UNDP Thailand Country Office
Findings of the economic research on the gaps for financing KKL project	30 May 2020	UNDP Thailand Country Office
Final feasibility report including 3 investment ready proposals of investment memorandums	30 July 2020	UNDP Thailand Country Office

4. INSTITUTIONAL ARRANGEMENTS

Under the overall direct supervision of the Programme Analyst of the UNDP Thailand Country Office, the consultant will work closely with Social Impact Investment Expert of UNDP Thailand and UNDP SDG Innovative Finance (UNSIF) Team.

5. DURATION OF ASSIGNMENT, DUTY STATION AND EXPECTED PLACES OF TRAVEL

Duration: 1 May 2020 to 30 July 2020

Duty Station: Home Based and travel to the project site

The consultant may be required to travel to project sites in Nakhon Si Thammarat province for consultation meetings to perform the deliverables identified in the TOR, **anticipated at one round trip.**

6. DEGREE OF EXPERTISE AND QUALIFICATIONS

I. Academic Qualifications:

-) Bachelor's degree in Finance, Economics, Business Administration, Development, or other relevant disciplines.
-) Master's degree in similar fields is preferable.

II. Experience:

-) At least 5 years of professional experience in investment banking or investing in emerging or low-income markets, sustainable or impact finance, investment research, venture capital, private equity or development finance;

-) Experience and in-depth knowledge in blended financing models, impact investing or other innovative development financing approaches in natural resource management contexts such as forestry, carbon, or peat;
-) Familiar and up-to-date with global trends on innovative financing solutions or social impact investment landscapes;
-) Experience in liaising with public and private sector stakeholders, particularly those from the investor community and facilitating public and private sector stakeholder dialogue activities.

III. Language:

-) Fluency in written and spoken English.
-) Excellent command of Thai language is desirable but not required.

IV. Competencies:

Functional Competencies:

-) Excellent communication skills (verbal and written) including ability to convey complex and/or technical messages/concepts to multiple audiences and to produce high quality practical advisory reports and knowledge products;
-) Excellent analytical, writing, research, and reporting skills;
-) Ability to be flexible and respond to changes as part of the review and feedback process.

Technical Competencies:

-) Deep knowledge of the global landscape of impact investment arena and close familiarity with needs of global investors;
-) Strong network within the financial and corporate industries (private equity and pension funds, banks, non-bank financial institutions, impact funds, HNWI, relevant philanthropies, development finance institutions) is desirable;

Corporate Competencies:

-) Demonstrates integrity and fairness, by modelling the UN/UNDP's values and ethical standards;
-) Displays cultural, gender, religion, race, nationality and age sensitivity and adaptability.

7.REQUIRED DOCUMENTS

Interested consultants must submit the following documents/information to demonstrate their qualification, experience and brief description of approach to work/technical proposal. Please group them into one (1) single PDF document as the application only allows to upload maximum one document.

- a) **Personal CV or P11**, indicating all past experience from similar projects, as well as contact details (email and telephone number of the Candidate) and at least three (3) professional references;
- b) **Letter of Confirmation of Interest and Availability and financial proposal** that indicates the daily rate/fee of the candidate in US dollars, and international and domestic travel cost to the project site (when traveling is unrestricted) using the template provided in Annex III
- c) **Brief description of approach to work/technical proposal** of why the individual considers.
- d) **Financial Proposal** that indicates the all-inclusive fixed total contract price supported by a breakdown of costs, as per template provided. If an Offeror is employed by an organization/company/institution, and he/she expects his/her employer to charge a management fee in the process of releasing him/her to UNDP under Reimbursable Loan Agreement (RLA), the Offeror must indicate at this point, and ensure that all such costs are duly incorporated in the financial proposal submitted to UNDP.
- e) **2 sample of publications/ reports.**

Incomplete proposals may not be considered. Shortlisted candidates may be contacted, and the successful candidate will be notified.

8.CRITERIA FOR SELECTION OF THE BEST OFFER

Individual consultants will be evaluated based on the following methodology

Cumulative analysis

The award of the contract shall be made to the individual consultant whose offer has been evaluated and determined as a) responsive/compliant/acceptable; and b) having received the highest score out of set of weighted technical criteria (70%). and financial criteria (30%). Financial score shall be computed as a ratio of the proposal being evaluated and the lowest priced proposal received by UNDP for the assignment.

Technical Criteria for Evaluation (Maximum 70 points)

-) Criteria 1: Relevance of Education – **Max 10 points**
-) Criteria 2: Relevance of experience and methodology in feasibility study on social impact related finance projects and other relevant experience on impact investment arena– **Max 50 Points**
-) Criteria 3: Skills, ability to write professional report in proficient English Language, etc. - **Max 10 Points**

Only candidates obtaining a minimum of 49 points (70% of the total technical points) will be considered for the Financial Evaluation.

9. CONSULTANT PRESENCE REQUIRED ON DUTY STATION/UNDP PREMISES

☒ None

☐ Partial

☐ Intermittent

☐ Full Time

10. PAYMENT TERMS

Consultant must send a financial proposal based on **Lump Sum Amount**. The total amount quoted shall be all-inclusive and include all costs components required to perform the deliverables identified in the TOR, including professional fee, travel costs including land transport, living allowance (if any work is to be done outside the IC's duty station) and any other applicable cost to be incurred by the Individual Consultant (IC) in completing the assignment. The contract price will be fixed output-based price regardless of extension of the herein specified duration. Payments will be done upon completion of the deliverables/outputs and as per below percentages:

Payment Schedule

Deliverables/ Outputs	Payment (% of total contract amount)
Findings of the research on global best practices on impact investing and innovative financing solutions	30%
Findings of the economic research on the financial gap for financing KKL project	20%
Final feasibility report with three investment Memorandums for targeted investors	50%

In general, UNDP shall not accept travel costs exceeding those of an economy class ticket. Should the IC wish to travel on a higher class they should do so using their own resources

In the event of unforeseeable travel not anticipated in this TOR, payment of travel costs including tickets, lodging and terminal expenses should be agreed upon between the respective business unit and the IC, prior to travel and will be reimbursed.

Travel costs shall be reimbursed at actual cost, but not exceeding the quotation from UNDP approved travel agent. The provided living allowance will not exceed UNDP Daily Allowance rates.

11) ANNEXES TO THE TOR

Project Document