



Terms of reference

GENERAL INFORMATION

Title: Senior Specialist for Impact Investment
Project Name: Innovative Financing Lab (IFL)
Reports to: Head of Innovative Financing Lab (IFL)
Duty Station: Home-Based
Expected Places of Travel: N/A
Duration of Assignment: 130 working days within 9 months
 (April 2021 – December 2021)

REQUIRED DOCUMENT FROM HIRING UNIT

<input checked="" type="checkbox"/>	TERMS OF REFERENCE
4	CONFIRMATION OF CATEGORY OF LOCAL CONSULTANT, please select: (1) Junior Consultant (2) Support Consultant (3) Support Specialist (4) Senior Specialist (5) Expert/ Advisor CATEGORY OF INTERNATIONAL CONSULTANT, please select: (6) Junior Specialist (7) Specialist (8) Senior Specialist
<input checked="" type="checkbox"/>	APPROVED e-requisition

REQUIRED DOCUMENTATION FROM CONSULTANT

<input checked="" type="checkbox"/>	P11 or CV with three referees
<input checked="" type="checkbox"/>	Copy of education certificate
<input checked="" type="checkbox"/>	Completed financial proposal
<input checked="" type="checkbox"/>	Completed technical proposal

Need for presence of IC consultant in office:

☒ partial – due to COVID-19 situation, the presence of the consultant in office will not be necessary/ possible. Thus, any consultation will be done virtually/ online.

☐ Intermitten

☐ full time/office based (needs justification from the Requesting Unit)

Provision of Support Services:

Office space: ☐ Yes ☒ No

Equipment (laptop etc): ☐ Yes ☒ No

Secretarial Services ☐ Yes ☒ No

If yes has been checked, indicate here who will be responsible for providing the support services:

n/a

I. BACKGROUND

In 2015, 150 world leaders assembled to form the United Nation's Sustainable Development Goals, a collaborative action plan to address inequalities in global prosperity and wellbeing by 2030. These interconnected 17 Sustainable Development Goals (SDGs) represent the international community's commitment to end extreme poverty, fight inequality and injustice, and mitigate the impact of climate change, among others.

As financing will serve as a key driver of progress, the SDGs provide investment community with a well-structured framework for tackling long-term global challenges. With estimation of the funding required to meet the SDGs identified at USD 3-5 trillion per annum, the UN's 2019 progress update stated that private investment flows are often out of sync with sustainable development, and that international cooperation is required to ensure that countries have the means to achieve the goals.

Before the pandemic, Bappenas had estimated that the average financing needs of achieving the 2030 Agenda in Indonesia will be between \$300 and \$430 billion per year by 2030, in BAU and high scenarios, respectively. This implies a significant financing gap, of between \$40 - \$66 billion for public resources and \$54 - \$94 billion for non-government finance.

To address the challenges in financing SDGs and to recover the economy post COVID-19, Indonesia seeks to increase investment in SDGs through innovative financing, which the country is actively pursuing with UNDP support. As the fourth most populous country in the world, and one of the fastest growing emerging markets, Indonesia harbors a huge potential for innovative finance, including blended finance, green finance and impact investing.

Based on GIIN report in 2018, Indonesia is the largest market for impact investing in the Southeast Asia region. Private Impact Investors have deployed USD 148.8million and Development Finance Institutions have deployed USD3.6 billion in impact capital. Indonesia also has a strong and growing social entrepreneurship sector (estimated more than 342,000 enterprises) which is important to support and nourish sustainable and inclusive economic growth. Impact investing, therefore, provides an enormous opportunity to bring businesses interested in generating positive, measurable social and environmental impact alongside financial returns into partnerships that deliver on the 2030 Agenda and SDGs for Indonesia.

UNDP Indonesia has made innovative finance a central part of its work on the SDGs with the objective to leverage new resources flows for sustainable development. It has established an Innovative Financing Lab (IFL) in 2018 that operates as collaborative space for Government, the private sector, financial institutions, investors, entrepreneurs, religious organizations, civil society, other UN agencies and other interested stakeholders to work together and develop solutions for financing the SDGs. The Lab focuses on three different but interrelated workstreams, namely Islamic and Blended Finance, Green and Sustainable Finance, and Impact Investment.

Under Impact Investment workstream, The Lab attempts to strengthen the ecosystem and enabling environment of impact investing through fostering impact enterprises, co-designs and tests new financing solutions, collaborate with key players to align investments with SDGs as well as measuring progress and evaluating impact. The following initiatives are part of the Impact Investment cluster:

- Youth Entrepreneurship Initiative
- Impact Venture Accelerator
- Impact Measurement and Management
- SDGs Investor Mapping

- Indonesia Impact Fund

In addition, the impact investment team is also expected to contribute in the CO's effort in COVID-19 response and recovery, in particular to empower vulnerable groups (women, youth, people with disabilities, etc) through training, incubation, and accelerator programme, as well as facilitating access to finance for Micro, Small, and Medium Enterprises (MSMEs) business development. These activities are part of the UN Joint Programme on Employment & Livelihood.

UNDP's IFL is looking for a consultant that can support the implementation and scale up the business model of its Impact Investment workstream.

II. SCOPE OF WORK, ACTIVITIES, AND DELIVERABLES

Under the overall supervision of Head of Innovative Financing Lab and in close coordination with the IFL team and SDG Finance team of UNDP Bangkok Regional Hub, the consultant will support the development and implementation of all initiatives under the Impact Investment workstream of IFL, which include but not limited to the following tasks:

Project Management Activities:

- a. Support Head of IFL in coordinating and co-leading initiatives under the Impact Investment workstream.
- b. Contribute in developing a detailed work plan to track progress of the Impact Investment workstream.
- c. Ensure that project deliverables are completed on-time, within scope and budget.
- d. Measure performance using appropriate systems, tools and techniques and contribute in development of report to UNDP Country Office and related stakeholders as required.
- e. Manage the relationship with all stakeholders (social enterprises, government, mentors, investors, academia, private sector, etc).
- f. Expand rapport with sector stakeholders (government, impact investors, business group, academia, entrepreneurs, UN agencies, international organizations, etc) on the initiatives of UNDP in the context of forming productive partnership on impact investment portfolio.

Program Development Activities:

- a. Contribute to development of proposals, prospects, and presentation materials for existing and scaling UNDP's impact investment portfolio while supporting other IFL initiative.
- b. Help in structuring a range of activities directed at identifying and supporting MSMEs under impact investment portfolio.
- c. Contribute in organizing/implementing program activities under impact investment portfolio (workshops, training, mentoring, accelerator, coaching class, etc).
- d. Provide policy advocacy to government and relevant stakeholders in the area of impact investing, social entrepreneurship, impact assessment and reporting, etc
- e. Conduct researches on impact investment trends, related thematic areas in alternative finance, financial instruments, impact venture business models, impact assessment and reporting approaches, etc.
- f. Contribute in developing communication products for impact investment portfolio.

The expected deliverables are elaborated as the following.

Deliverables/Outputs	Number of Working Days	Time
<u>Deliverable 1</u> An Inception Report which is expected to include: <ul style="list-style-type: none"> • Tailored strategies and workplan for overall IFL's Impact Investment portfolio for 2021 • Mapping of key stakeholders and potential partners in impact investing ecosystem • Initial consultations with key partners for relevant initiatives under Impact Investing workstream (youth entrepreneurship, impact venture accelerator, impact fund, etc) • Pitch deck of IFL's impact investing portfolio 	20 Wds	30 April 2021
<u>Deliverable 2</u> 2nd report which is expected to include: <ul style="list-style-type: none"> • Roadmap of UNDP's business model on impact investment and social entrepreneurship • Report on Q2 implementation of UN Joint Programme on Employment & Livelihood • One draft communication product on impact investment (publication/article/ blog) • Report on official engagement with new partner(s) for Innovative Finance Lab 	30 Wds	30 June 2021
<u>Deliverable 3</u> 3rd report which is expected to include: <ul style="list-style-type: none"> • Report on draft mid-term report for UN Joint Programme on Employment & Livelihood • Report on development of Impact Measurement and Management framework for Indonesia Impact Fund • Report on development of dashboard for SDG investor mapping • Draft research on impact investment/alternative finance/social entrepreneurs 	30 Wds	16 August 2021
<u>Deliverable 4</u> 4th report which is expected to include: <ul style="list-style-type: none"> • Report on Q3 implementation of UN Joint Programme on Employment & Livelihood • One draft communication product on impact investment (publication/article/ blog) • Draft project proposal on social entrepreneurship/impact investment 	25 Wds	30 September 2021
<u>Deliverable 5</u> 5th report which is expected to include: <ul style="list-style-type: none"> • Draft final report for UN Joint Programme on Employment & Livelihood 	25 Wds	1 December 2021

<ul style="list-style-type: none"> • Tailored strategies and workplan for overall IFL's Impact Investing portfolio for 2022 • Report on official engagement with new partner(s) for Innovative Finance Lab 		
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**each deliverable shall be prepared and submitted in English.*

III. WORKING ARRANGEMENTS

Institutional Arrangement

- The consultant will report to the Head of Innovative Financing Lab, UNDP.
- The consultant will have close coordination with the Innovative Financing Lab team of UNDP Indonesia and SDG Finance team of UNDP BRH.
- The consultant's draft reports will be reviewed by UNDP and other relevant counterparts.
- The payment will be made to the consultant at each payment schedule, upon technical clearance and approval of the satisfactory submission of results from Head of IFL UNDP. Estimated lead time for UNDP to review outputs, give comments, certify approval/ acceptance of outputs is 2 weeks.

Duration of the Work

The consultant is expected to work 200 working days within 10 months, not more than 20 working days per month. Final report expects full completion not later than 31 January 2022.

Duty Station

The consultant is expected to work home-based.

Travel Plan

There will not be any travelling required for this project.

IV. REQUIREMENTS FOR EXPERIENCE AND QUALIFICATIONS

Academic Qualifications:

Master's degree in Business, Management, Economics, Finance, International Relations, Engineering, or other related fields.

Years of experience:

1. Minimum 7 years experience in the domains of Private Finance, Private Equity, Entrepreneurship, Investment, Venture Capital, Business Development, and Business Incubation and Acceleration.
2. Experience in the fields of project management, innovation, research, communication, and partnership.
3. Experience and understanding of Sustainable Development Goals (SDGs) with a focus on impact investing ecosystem in Indonesia and regional, innovative finance landscape, and MSMEs.
4. Experience working in an international organization and multi-cultural environment is an advantage.

Competencies and special skills requirement:

1. Basic knowledge of innovative finance (blended finance, social finance, etc) and sustainable development issues
2. Passion for social innovation, entrepreneurship, and impact investment
3. Strong project management (planning, organization, and implementation) and partnership skills
4. Knowledge of major impact investment development, emerging markets, and development economies will be a strong assets

5. Excellence in written and spoken of English and Bahasa Indonesia is required.
6. Ability to work under pressure with minimum supervision and on-distance
7. Demonstrated initiative, tact, and high sense of responsibility and discretion
8. Ability to work independently and Excellence in teamwork
9. Strong motivation & ability to work & deliver under short deadlines.
10. Strong computer literacy and proficiency in MS office.

V. EVALUATION METHOD AND CRITERIA

Individual consultant will be evaluated based on the following methodologies:

Cumulative analysis

When using this weighted scoring method, the award of the contract should 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 a pre-determined set of weighted technical and financial criteria specific to the solicitation.

* Technical Criteria weight; 70%

* Financial Criteria weight; 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.

Only candidates obtaining a minimum of 70 point of the total technical points would be considered for the Financial Evaluation.

Criteria	Weight	Maximum Point
Technical		100
Criteria A: qualification requirements as per TOR:	(70%)	
1. Master's degree in Business, Management, Economics, Finance, International Relations, Engineering, or other related fields	20	
2. Minimum 7 years experience in the domains of Private Finance, Private Equity, Entrepreneurship, Investment, Venture Capital, Business Development, and Business Incubation and Acceleration.	20	
3. Experience in the fields of project management, innovation, research, communication, and partnership		
4. Experience and understanding of Sustainable Development Goals (SDGs) with a focus on impact investing ecosystem in Indonesia and regional, innovative finance landscape, and MSMEs	10	
5. Experience working in an international organization and multi-cultural environment	10	
	10	
Criteria B: Quality of Proposal	(30%)	
	10	

1. Understanding the scope of work and objectives of the assignment		
2. Approach and methodology proposed - comprehensiveness & fitness against requirements	10	
3. Logical, realistic planning for efficient project implementation.	10	

Documentation required

Interested individual consultants must submit the following documents/information to demonstrate their qualifications. Please group them into **one (1) single PDF document** as the application only allows to upload maximum one document:

- **Letter of Confirmation of Interest and Availability** using the template provided in Annex II.
- **Personal CV or P11**, indicating all past experience from similar projects, as well as the contact details (email and telephone number) of the Candidate and at least three (3) professional references.
- **Technical proposal** describing the understanding, approach and methodology, and logical, realistic planning for efficient project implementation as required in Criteria B mentioned above
- **Financial proposal**, as per template provided in Annex II.

Incomplete proposals may not be considered.

Annexes

- I - Individual IC General Terms and Conditions
- II – Offeror’s Letter to UNDP Confirming Interest and Availability for the Individual IC, including Financial Proposal Template