REQUEST FOR EXPRESSIONS OF INTEREST
FOR AN INDIVIDUAL CONSULTANT

AFRICAN DEVELOPMENT BANK GROUP
Rue Joseph Anoma, 01 BP 1387
Abidjan 01, Cote d’Ivoire

Syndication & Co-Financing Division
Syndication, Co-financing and Client Solutions Department
Email:w.mugeni@afbd.org

1. The African Development Bank (the “Bank”) hereby invites Individual Consultants to indicate their interest in the following Assignment: **Syndication & Co-Financing Support Consultancy**

   - The Assignment will entail working with the Syndication & Co-Financing Division (“FIST.1” or the “Division”) of the Syndication, Co-Financing and Client Solutions Department (the “Department”) of the Bank to assist in developing the Division / Department’s three (3) year rolling business strategy, cultivate and support client relations for loan syndication and co-financing, and provide transaction structuring support and distribution services to the origination departments of the Bank.

2. The services to be provided under the Assignment include assisting the Division in meeting its commitments to:

   - Using syndications and co-financings to catalyze and leverage financing into projects in the Bank’s regional member countries;

   - Leveraging the Bank’s capital and crowding-in private sector investors to provide new and additional sources of finance for development in Africa through but not only limited to the use of, *inter alia*, an A/B loan programme, co-financing with other Development Finance Institutions (DFIs), parallel lenders and /or local banks, and co-ordination with Export Credit Agencies (ECAs);

   - Mobilizing funding from a diverse spectrum of investors including regional and international commercial banks, DFIs, ECAs, and funds to enhance the development and “additionality” of the Bank’ capital;

   - Utilizing Balance Sheet Optimization tools, and specifically for this role, using asset sell downs to achieve reductions in capital consumption as well as funding requirements.

Given the aforementioned, the Consultant must have considerable experience in syndicated loan structuring, documentation and distribution, as well as working experience of structured finance products, co-financing, club deals and project related financing. The Consultant will preferably have related work experience at one of the top arranger banks or a senior syndication role in another international financial institution. The Consultant should be articulate and able to present ideas in a clear, concise and succinct way in presentations, transaction teasers and reports. English and or French fluency is a must as well as excellent written communication skills.
MAIN ACTIVITIES AND DELIVERABLES

In addition to other tasks that may be assigned, key responsibilities will include, but are not limited to:

Syndicated Loan Structuring, Documentation and Distribution

- Identify potential targets (companies, projects) that could utilize syndicated loans and cofinancing facilities; prepare presentations to the sector teams on these potential targets which should include financial analysis details
- Preparing proposals and assisting origination teams to prepare mandate letters to secure syndicated loan mandates as well as lead arranger roles for the Bank;
- Preparing syndication transaction documentation including teasers, mandate documents, term-sheets, and information memoranda to be used to market syndicated transactions and facilitate the participation of syndication partners into Bank arranged transactions;
- Conducting market sounding to identify prospective syndicate banks and financial institutions;
- Supporting the structuring and the pricing of transactions. This includes providing pricing notes to the Bank’s credit risk committee, providing market pricing and risk appetite feedback to management and deal origination teams, and conducting syndicated loan market research on pricing and deal structures to facilitate efficient distribution of transactions arranged by the Bank;
- Marketing syndicated loan transactions.
- Assisting in expanding the Bank’s network of syndication and co-financing partners including DFIs, ECAs, multilaterals, international commercial banks, institutional investors, financial institutions.
- Assist with preparation of presentations and marketing material for use in internal and external discussions with teams on the FIST.I value proposition.

Assets Sell Down

- Working with the Bank Group Risk Management Directorate to support the balance sheet optimization strategy of the Bank through asset sell downs.
- Assisting in the identification of existing assets for potential secondary sale and obtaining market feedback on appetite levels and sale pricing;
- Preparing the appropriate presentations and discussing the transaction internal will all the relevant stakeholders to have their buy ins or approval as required;
- Assisting in the preparation of transaction documentation with investors and legal advisors for execution;
- Assisting in the actual execution of the transaction.

Business Plan / Strategy Development

- Assisting with updating the business plan for the department with particular focus on financial projections for the department.
- Participate in the discussion on the development of the department strategy and participate in implementation of the strategy

The role will require significant communication within the team and liaison with the Bank’s broader ecosystem.

3. The Syndication and Co-Financing Division invites Individual Consultants to indicate their interest in providing the above-described services. Interested Consultants shall provide information on their qualifications and experience demonstrating their ability to undertake this Assignment (documents, reference to similar services, experience in similar assignments, etc.).

4. The eligibility criteria, the establishment of a short list and the selection procedure shall be in conformity with the Bank’s Rules and Procedure for Corporate Consultants. Please, note that interest expressed by a Consultant does not imply any obligation on the part of the Bank to include him/her in the shortlist.

5. The estimated duration of services is twelve (12) months and the estimated starting date is 15 August 2019 at the Bank’s headquarters in Abidjan, Cote d’Ivoire.

6. Interested Individual Consultants may obtain further information and clarifications from w.mugeni@afdb.org.

7. Expressions of interest must be submitted by e-mail to: Syndication & Co-Financing Division, e-mail: w.mugeni@afdb.org with a copy to Mrs. Rim BEKRI, e-mail: r.bekri@afdb.org. They must be received no later than Friday 28 June 2019 at 17:00 local time and specifically mentioning: Syndication & Co-Financing Support Consultancy.