REQUEST FOR EXPRESSIONS OF INTEREST

AFRICAN DEVELOPMENT BANK

Avenue Joseph Anoma, 01 B.P. 1387, Abidjan, CÔTE d'IVOIRE

Special Operations Unit (SNOU)

E-mail: O.ADJIBI@AFDB.ORG

Telephone: (+225) 20 26 52 25

1. The African Development Bank hereby invites Individual Consultants to indicate their interest in the following Assignment: “Special Operations Unit Short Term Consultant”.

2. The Special Operations Unit (‘SOU’) forms part of the SNVP (Senior Vice President) office of the AfDB. The SOU provides specialized knowledge and services to resolve Non-Performing Loans in the Non-Sovereign Operations of the Bank (‘NSO’) including distressed and underperforming investments and assists with the identification and management of investments on the Bank’s watch list.

3. The SOU’s main responsibility is assessing underperforming and problem investments and leading the restructuring, workout, turnaround or in some cases re-capitalization of companies. The SOU is currently seeking two consultants with expertise in active, hands-on distressed investment workout and NPL management including financial restructuring, refinancing or other recovery solutions for jeopardy projects as well as potentially distressed investments that preserve to the extent possible, the Bank’s development impact in Africa. SOU undertakes its work either independently or jointly with portfolio management units, with SOU often taking the lead on major and complex underperforming investments and restructurings.

4. Under the supervision of the Head of SOU, the SOU consultant will undertake the following:

   - Lead the process to identify options for the Bank and to make recommendation for actions to be taken to resolve problem projects across various NSO sectors including Infrastructure, Transport, Housing, Power, Natural Resources, Agribusiness, Tourism, and Financial Services;
   - Interact and work with other Lenders in lender consortia;
   - Preparation of financial forecasts and perform cash flow analysis to determine the debt carrying capacity of borrowers and the return potential for equity investments, participate in due diligence of companies and determine, document and present options for approaching investment resolutions (e.g. trade sale, restructuring, refinancing, turnaround, workout, enforcement and insolvency processes, debt for equity swaps or any other rescue approaches and exit routes);
• Conduct business reviews to understand the issues facing companies and offering practical solutions, interact with accountants, legal, financial and sectoral consultants; interact with senior management of investee companies; liaise with other co-investors and DFIs and review financial and valuation models with sensitivities as required;

• Prepare action plans and different resolution options drawing on strong technical knowledge and a proven track record for each non-performing or impaired investee company to be presented to the internal Credit Risk Committee including recommendations to resolve problem investments. Understanding the need to protect the over-arching developmental mandate of the Bank and managing cultural sensitivities is key to this role:

• Monitor the financial and operational performance of impaired investments and effect execution and implementation of agreed workout strategies, applying advanced corporate negotiating and influencing skills in recovery and workout;

• Prepare regular reports and papers as required on all investment resolution activities;

• Identify lessons learned from projects and disseminate these to other investment departments within the Bank to improve quality at entry for new projects.

Excellent oral and written communication skills, in English and/or French, including demonstrable ability to communicate complex ideas clearly and concisely, are preferred for this role.

5. The Special Operations Unit (SNOU) 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 (CV, reference to similar services, experience in similar assignments, etc.).

6. The eligibility criteria, the establishment of a short list and the selection procedures shall be in conformity with the Bank’s procedures for the acquisition of consulting services funded by the administrative or capital expenditure. 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.

7. The estimated duration of services is six (6) months renewable, based in Abidjan but including considerable time travelling on mission. The estimated starting date is 19th August, 2020.

8. Interested Individual Consultants may obtain further information at the address below during the Bank’s working hours: from 08:00 to 17:00 hours, Abidjan Local Time.

9. Expressions of interest must be received by email at the address below no later than Tuesday, 7th July, 2020 at 17:00 hours, Abidjan local time and specifically mentioning “Special Operations Unit Short Term Consultant”.

For the attention of: Olivia Adjibi
African Development Bank
Special Operations Unit (SNOU)
CCIA Building - Avenue Jean Paul II, 01 B.P. 1387,
Abidjan, CÔTE d'IVOIRE
10. **ESTABLISHMENT OF THE SHORT LIST**
   A shortlist of three to six individual consultants will be established at the end the request of expressions of interest. The consultants on the shortlist will be judged on the following criteria on the basis of their updated resume.

   i. General qualifications and adequacy for the proposed assignment 25%
   ii. Similar experience in the area of expertise of the assignment as described in the Terms of Reference (and understanding of the Terms of Reference if required) 55%
   iii. Experience with the Bank or other international donors 10%
   iv. Language proficiency 5%
   v. Knowledge of the region (environment of the assignment) if the consultant will undertake the assignment in a member country 5%