

PQ notice

Consulting Services for: Feasibility Study on Risk Management Instruments in Egypt

Deadline: 24 November 2021, 12.00 noon (CET) (30 days after publication)

Country: Egypt

Ref No: Phase I: BMZ-No. 202067254202070019 (Accompanying Measure) and Phase II: BMZ-No. 2021.6886.2

KfW Procurement No: 501 267

Prequalification

Ref: Two-stage tender with international competitive bidding for feasibility study

Tenderer: Credit Guarantee Company Egypt (CGC Egypt)

Project Measures: MSME are highlighted in the governmental strategy "Egypt Vision 2030" as the engine for economic growth. CGC Egypt and KfW are preparing a FC project aiming to develop risk management instruments in the form of a credit guarantee mechanism. CGC Egypt as project executing agency (PEA) will use FC funds to provide guarantees to commercial banks in order to secure their lending business with MSME with the perspective of commercially sustainable guarantee products. Credit guarantee mechanisms are one building block of KfW's support to financial sector development and the enhancement of financial inclusion of MSMEs in Egypt. This mechanism is also supposed to ultimately support banks in the downscaling of their credit lending activities to MSMEs and possibly also to young entrepreneurs and start-ups.

Requested Services: Elaboration of a comprehensive feasibility study on Risk Management Instruments the objective to analyse and assess the feasibility of a new KfW Guarantee facility and to prove the viability with regard to loans to the target groups, i.e. MSME and young entrepreneurs, specially by designing appropriate financial products and proposing proper product conditions. The 4 main elements of this study are (1) Analysis of framework conditions for financial inclusion of MSME in Egypt and the operation of Guarantee Schemes (2) Due diligence of the CGC as PEA (3) Design of a Financial Cooperation project (4) Design of an Accompanying Measure (Technical Assistance Component)

Tender guidelines: The Tender Process is subject to KfW's „Guidelines for the Procurement of Consulting Services, Works, Plant, Goods and Non-Consulting Services in Financial Cooperation with Partner Countries“, see:

<https://www.kfw-entwicklungsbank.de/PDF/Download-Center/PDF-Dokumente-Richtlinien/FZ-Vergaberichtlinien-V-2021-EN.pdf>

Specific requirements: Due to Covid-19 related restrictions, travelling for international experts could continue to be difficult to impossible. However, the preparation of the feasibility study requires a close collaboration with the PEA in Egypt. Therefore bids are invited from international and local Consultant consortiums. The bidder has to present a detailed

approach to cope with these Covid-19-related challenges and assure to base the study on solid empirical evidence.

This has to be achieved with this essential approach to prepare the feasibility study:

- Collaboration with a qualified partner (company and / or freelancer) based in Egypt
- Frequent communication through the web incl. video-conferences with the PEA, but as well in support of the local experts in their meetings, interviews and discussion with the target group and/or potential partner institutions for future assignment execution.

Further information: For further information please contact the Tender Agent by email only with Ref No PE 585:

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