



Ref No:44/Conservation/South/24-25

RFP FOR CONSULTANCY SERVICES WWF-PAKISTAN

SUBJECT:

Scoping Study of Value Chain of potential businesses to be considered for DFCD-II

Application Submission:

Interested consultants should submit the Proposal on the **Application Form Available Online** or can access following Link:

<https://forms.gle/zGq2gRUHyuFRCxhM9>

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INTRODUCTION & BACKGROUND

Contract type:	Consultancy and Services
Duration of assignment:	Four months, Days Starting from 1 st Jan 2025 till 30 th April 2025
Type:	Consultancy Firm/Individual

Background of Project & Assignment:

Launched in December, 2019, the Dutch Fund for Climate and Development (DFCD) is managed by a pioneering consortium of **Climate Fund Managers (CFM)**, **World Wide Fund for Nature Netherlands (WWF-NL)** and **SNV Netherlands Development Organization**, led by the Dutch Entrepreneurial Development Bank (**FMO**) and supported by the **Ministry of Foreign Affairs of the Netherlands**.

The DFCD consortium aims to serve as a leading example for institutional partnerships, to attract and deploy public and private capital in well-designed and impactful climate-friendly projects. The consortium connects the long-standing project development expertise of SNV Netherlands Development Organization and WWF-NL to the capital raising and investment capabilities of Dutch Entrepreneurial Development Bank (FMO) and Climate Fund Managers.

In late 2019, WWF-Pakistan submitted the Indus Ecoregion as potential landscape before the DFCD, and was subsequently chosen out of 61 submissions. The Indus Delta Ecoregion hence is among the first few Landscapes to be selected by the DFCD to pilot and develop what it terms as “Bankable Projects”, that is conservation projects that have the ability to be financially self-sustaining i.e. investment-based conservation.

The idea behind investment-based conservation is to move away from the grants-based model to a type of self-sustaining, for-profit model for conservation projects. Moreover, it is to establish and forge partnerships with the private sector who would be willing to invest and pilot in such conservation projects. Moreover, this type of approach looks at conservation at the landscape level. Despite numerous studies having been conducted in various landscapes to identify and assess environmental pressures, vulnerabilities, poverty-environment linkages, and natural capital, most of these have been limited in scale and scope to a few sites and do not look at the landscape as a whole. Therefore, the Landscape Approach provides a platform to integrate conservation, sustainable use and where necessary restoration across a whole landscape mosaic to sustain biodiversity and ecosystem services, whilst ensuring room for subsistence and commercial activities.

The Indus Delta Ecoregion (924470 hectares) has been ranked 40th amongst the G200 most biologically rich ecoregions in the world. The Indus Ecoregion covers approximately 65% of the province of Sindh, while a small north-western part of the ecoregion extends slightly into Balochistan. Located in a semi-arid environment, the ecoregion harbors riverine forests along the Indus River, wetlands, mangrove forests in the coastal areas, and desert ecosystems occupy the periphery of the ecoregion.

Sites: (i) Keenjhar Lake and surrounding areas in Thatta District; (ii) Chotiari Reservoir and surrounding parts in Sanghar District; (iii) Nara Canal and surrounding communities in Khairpur District; (iv) Manchar Lake and surrounding communities in Jamshoro District; (v) Keti Bunder and surrounding communities in Thatta District; (vi) Kharo Chann and surrounding communities in Sajjawal District; (vii) District Umer Kot; and (viii) District Mirpus Khas.

GENERAL CONDITIONS

- All tasks under the contract shall be carried out as required by and to the satisfaction of Project Management Team;
- The contract may be terminated by Project Management Team through written notice in the event of breach of any condition of the ToRs;
- All reports, reference material data, collected under this assignment and papers written including field samples and photographs prepared under the contract shall be the property of the Project and shall

not be used, published or distributed by the Consultant without the prior written permission of the Project Management Team;

- The field expenses including boarding, lodging, traveling, porter service and photocopying of the reference literature cited for the project office record as desired etc. will be borne by the consultants.

PURPOSE

I. Objective of the Consultancy:

The primary purpose of this consultancy shall be business development, with a focus on “bankability”. Bankability in this context entails new or existing projects/ businesses which deliver a return on investment while simultaneously delivering conservation outcomes. To have potential as a Bankable Project, a project should meet two (2) specific criteria:

- I. The Project should have positive, measurable conservation and development outcomes in line with the goals and objectives of WWF and DFCD and must be in line with the SDGs. The projects should aim to achieve at least one of following outcomes:
 - a. Climate resilient water systems and freshwater ecosystems. Drinking water & sanitation supplies, restoration & sustainable management of wetlands, headwaters & floodplains.
 - b. Forestry for the future: Promoting afforestation and reforestation.
 - c. Boost food security with climate smart agriculture; Funding more sustainable, efficient and productive approaches from smallholder farmers to agri-business.
 - d. Protecting the environment protecting people; Restoration of ecosystems, such as wetlands and mangroves, which are nature’s best defences against extreme floods, droughts and storm surges.
 - e. Improving the well-being, economic prospects, and livelihoods of vulnerable groups - particularly women and youths - and enhance the health of critical ecosystems, from river basins to tropical rain-forests, marshland, and mangroves.
- II. The project should create monetary value for one (or more) involved parties, generated by new or increased commercial revenues or a reduction in costs to produce goods and operate a business (e.g. raw materials, energy, costs, overhead costs).

The consultant shall be required to undertake desk and field visits to identify potential bankable projects in the Indus Delta Ecoregion Landscape, and potential private sectors partners with whom the Bankable Projects’ can be piloted with. This will also entail conducting an extensive and in-depth assessment and mapping of private sector entities whose work / business / company objectives aligns with WWF-Pakistan’s conservation outcomes, and meets, in part or in full, the criteria of being a “Bankable Project” as laid down by the DFCD. The consultant shall also be required to map financial sector institutions. Furthermore, the consultant will be required to conduct a brief study of the relevant law – acts, rules, regulations, notifications, financial instruments etc. – with a focus on financial incentives provided by the government for businesses focusing on conservation outcomes, environmental protection, or any activity that is focused on green and sustainable business practices. Moreover, the consultant shall also undertake a brief study of the laws relating to foreign investment, purchasing of equity / shares / stock by foreign banks or private entities, and foreign loans. A study into the rules and regulations of the Board of Investment, the Securities and Exchange Commission of Pakistan, the State Bank of Pakistan, and the Ministry of Interior in the context of foreign investment will also need to be undertaken.

Additionally, given below key Indicative list of characteristics of corporates that consultant would be required to seek:

- a. Balance sheet- 30 - 50 million USD/Euro or above, with the demand of 10 million Euro + debt
- b. Privately Owned/Listed
- c. Dollar/Euro denominated Exports (If any)
- d. Good Corporate Governance with 3 years of audited balance sheets (Market reputation and business history/ Professional managements, good corporate governance).

Develop a selection criteria framework based on DFCD’s objectives and WWF’s sustainability goals.

- a. Publicly disclosed/leadership agreed sustainability commitment
- b. Aligned with UNFCCC Nationally Determined Contributions (NDCs)
- c. Preferably working with international partners like UN/USAID/Etc.
- d. Preferably a Dutch connection (shareholder/education/technology/market focus etc.)

- e. Preferably existing sustainability certification for some part of business (E.g.: FSC/ASC/MSC/NEST/ISEAL aligned certification)

Preferred Landscape	Preferred Sectors	Preferred interventions
Indus Delta Eco Region Landscape	Livestock/Poultry	SGD 01: No Poverty SGD 02: Zero Hunger SGD 06: Clean Water SGD 07: Affordable and clean energy SGD 08: Green Economy SGD 12: Sustainable Consumption and Production SGD 13: Climate Action SGD 15: Life on Land
	Aquaculture	SDG 1: No Poverty SDG 2: Zero hunger SDG 3: Good health and well-being for people SDG 5: Gender equality SDG 8: Decent work and economic growth SDG 10: Reducing inequalities SDG 11: Sustainable cities and communities SDG 12: Responsible consumption and production SDG 13: Climate action SDG 14: Life below water SDG 15: Life on land SDG 16: Peace, justice, and strong institutions SDG 17: Partnerships for the goals
	Agriculture	SDG 1: No Poverty SDG 2: Zero Hunger SDG 3: Good Health and Well-being SDG 5: Gender Equality SDG 6: Clean Water and Sanitation SDG 9: Industry, Innovation and Infrastructure SDG 13: Climate Action SDG 17: Partnerships to achieve the Goal
	Energy sector	SDG 7: Affordable and Clean Energy SDG 9: Industry, Innovation, and Infrastructure SDG 13: Climate Action
	Textile Sector	SDG 1: No Poverty SDG 5: Gender Equality SDG 8: Decent Work and Economic Growth SDG 9: Industry, Innovation, and Infrastructure SDG 12: Responsible Consumption and Production SDG 13: Climate Action SDG 14: Life Below Water SDG 15: Life on Land

Excluded sectors: Palm oil, Tobacco, Alcohol related beverage product.

II. Specific Tasks:

Identify Potential Projects:

- Conduct desk research to identify new or existing projects/businesses in the Indus Delta Ecoregion Landscape.
- Undertake field visits to assess potential projects that meet the criteria for bankability and sustainability.

- Ensure projects align with WWF and DFCD goals, delivering measurable conservation and development outcomes.

Evaluate Conservation and Development Outcomes:

- Assess projects for their ability to achieve positive, measurable outcomes in areas such as climate-resilient water systems, afforestation, climate-smart agriculture, ecosystem restoration, and improving livelihoods of vulnerable groups.

Assess Financial Viability:

- Evaluate the potential of projects to create monetary value through new or increased commercial revenues or cost reductions.
- Analyze financial statements and business models of potential projects to determine their bankability.

Identify Private Sector Partners:

- Conduct an in-depth assessment and mapping of private sector entities aligned with WWF-Pakistan’s conservation outcomes.
- Identify potential private sector partners for piloting bankable projects.
- Develop and maintain a database of suitable private sector partners.

Engage Financial Institutions:

- Map financial sector institutions relevant to the projects.
- Identify and engage with financial institutions that can support bankable projects through investments or loans.

Conduct Legal Studies:

- Study relevant laws, regulations, and financial instruments related to conservation, environmental protection, and green business practices.
- Review laws related to foreign investment, purchasing of equity/shares by foreign banks or entities, and foreign loans.
- Analyze rules and regulations of the Board of Investment, Securities and Exchange Commission of Pakistan, State Bank of Pakistan, and Ministry of Interior in the context of foreign investment.

Develop Selection Criteria Framework:

- Create a selection criteria framework based on DFCD’s objectives and WWF’s sustainability goals.
- Ensure criteria include sustainability commitments, alignment with UNFCCC Nationally Determined Contributions (NDCs), partnerships with international organizations, Dutch connections, and existing sustainability certifications.

Corporate Characteristics Evaluation:

- Evaluate potential corporate partners based on balance sheet size (30-50 million USD/Euro or above) and debt demand (10 million Euro+).
- Ensure companies have good corporate governance, audited balance sheets for the past three years, and a positive market reputation.
- Preference for companies with dollar/euro-denominated exports and existing sustainability certifications.

Report and Recommendations:

- Prepare comprehensive reports on findings from desk research, field visits, and assessments.
- Provide recommendations for potential bankable projects, private sector partners, and financial institutions.
- Outline next steps and strategic plans for implementing identified bankable projects.

Deliverables

1. Landscape level:
 - a. Develop a 15–20-page environmental impacts statement that defines all major impacts, proposed mitigation and the broad estimate of mitigation costs (for input to the economic project cost);
 - b. Must identify all social impacts and resettlement, proposed mitigation and their related costs (for input to the economic project cost)

2. List of (15-20) key Private Sector entities in Pakistan whose businesses impact and company primarily
 - a. Is linked directly or indirectly in our landscape
 - b. Objectives align with WWF-Pakistan’s conservation outcomes,
 - c. And meet, in part or in full, the criteria of a “Bankable Project” as defined by the DFCD.
3. For selected corporates entity and have an initial meeting with them, in close consultation with the WWF Team:
 - a. Preferably establish the technical characteristics of the project, demand, project capacity/ size, preliminary design of proposed facilities with their related capital and annual project costs.
 - b. Prepare the six (6) business case/business model brief for the project that encompasses all of the above information and which when presented together, provides a convincing and solid case to both public and private sectors as a basis for engagement of the private sector in the Indus Delta Ecoregion Landscape;
 - c. Project rationale, benefits and quantitative assessments according to WWF Guidelines

Additional deliverables:

- *Establish relationship with (5-7) financial institutions keen on supporting working capital to such corporates (including criteria for the provision of loan along with interest rates for green economy).*
- A brief study / report on relevant laws, rules, regulations, notifications, financial instruments relating to incentives for businesses focusing on conservation outcomes, environmental protection, or any activity that is focused on green and sustainable business practices, and the criteria to be able to access the same;
- A brief study / report of the laws, procedure, and processes relating to foreign investment, purchasing of equity / shares / stock by foreign banks or private entities, and foreign loans.
- A brief study / report into the rules and regulations of the Board of Investment, the Securities and Exchange Commission of Pakistan, the State Bank of Pakistan, and the Ministry of Interior in the context of foreign investment into Pakistan and the conditions attached to the same;
- Hiring of research team and its training of enumerators;
- Prepare 1 detailed report on Bankability in the Indus Ecoregion.

REQUIREMENTS

Minimum Requirement:

The successful consultant/contractor/firm/ agency will meet the following minimum requirements:

- Education: At least Master’s or above in Business Development, Developmental Economics, and / or Finance;
- At least 7-10 years past working experience on Business Development and with a focus on sustainability/ conservation/ green economy particularly in the Indus Delta Ecoregion Landscape areas would be added advantage;
- Good understanding of climate change, environmental considerations, entrepreneurship, bankable projects;
- Cultural awareness and sensitivity to gender issues;
- Excellent writing skills and fluency in English (Sindhi language would be an additional advantage).
- The individual having experience of working with DUCTH businesses/firms would be preferred.

Competencies:

- Demonstrates openness to change and ability to manage complexities;
- Demonstrates ability of analytical work and excellent report writing;
- Proactive and able to work with minimal supervision and high degree of initiative, reliability, flexibility, motivation, and resourcefulness;
- Professionalism: flexibility to make ad-hoc changes as and when the need arises; ability to perform under stress; willingness to keep flexible working hours.

CORRESPONDENCE AND SUBMISSION OF PROPOSAL

1. **Application Submission:** Interested consultants should submit the Proposal on the **Application Form** following Link:

<https://forms.gle/zGq2gRUHyuFRCxhM9>

2. If Any Queries may be sent through email, by attention to the following:

To: Faiza khan (fakhan@wwf.org.pk)

Cc: Muzzammil Ahmed (mahmed@wwf.org.pk)

3. The RFP submission deadline is mentioned on the website.
4. Any information and responses to enquiries will be made in writing and distributed by email to all proponents. Enquiries after the foregoing deadline will not receive a response.

FORMAT OF THE PROPOSAL

The BID submitted by the interested candidates must be structured as per the below-provided instructions:

- 1) **Application Form available at WWF-Website** - General information about the Bidder, covering qualification and experience, CV and all related Information.
- 2) **Experience:** A list of the completed projects and their description, along with general information and other accomplishments, should be mentioned by the interested candidates;
- 3) **Proposal outlining scope consultancy service-** Description of scope and working process, stages, deliverables, exclusions, conditions;
- 4) **Provide template of already complete similar type of reports-** the WWF-PAKISTAN may request additionally;
- 5) **Service Provision Timeline** – Provide Detailed Work Plan as per Deliverable and TORs.
- 6) **Financial Proposal-** the prices shall be provided in Pak Rs, and the total price shall include all costs related to service provision, including applicable taxes.

Note: Templates of all Information are provided on the Application form available on the website. Any Additional Information related to the RFP can be attached along with the application Form.

FINANCIAL PROPOSAL

1. The proposed prices shall be provided in PKR; the total price shall include all costs related to service provision, including all Direct and Indirect taxes, Travel, Boarding, and lodging, which shall be based on actual receipt up to max Ceiling (If Any).
2. The consultant will submit the cost of the assignment in a lump sum, including all applicable taxes, according to the Government of Pakistan and the Government of Sindh.
3. **The Payment Term:** shall be defined by the contract to be concluded between WWF -Pakistan and the consultant.

EVALUATION PROCESS

The applicant's proposal shall be evaluated based on the Quality and Cost Based Selection (QCBS) method. Under QCBS, both technical and financial proposals shall be evaluated as per the following criteria against a maximum score of 100 points.

- Detailed work plan
- Expression of interest (EOI)
- Company profile
- Detailed methodology Proposal (30%)
- Detailed financial proposal, which should be inclusive of all applicable taxes and out-of-pocket expenses. The financial proposal should follow a breakdown structure i.e., specifying cost(s) to each head and subhead;
- Company's registration certificate;
- NTN detail(s);
- Any legal or technical certification required for the task;
- Audited Accounts Report (if available) of last FY

Note: Late/ incomplete submissions will not be accepted. Only three (03) top-ranked firms will be included in the comparative process.

DOCUMENTATION AND CONFIDENTIALITY

All documents completed based on requirements of the present RFP shall be the property of the WWF-Pakistan

and shall not, without the consent of the WWF-Pakistan, be used, reproduced or made available to third parties beyond what is necessary in respect to the fulfilment of the Project. All documents issued and information given to the BIDDER shall be treated as confidential.

BUDGET

To be discussed and disclosed at the time of finalization