

PRE-QUALIFICATION GUIDELINES

SECOND BGFA CALL FOR PROPOSALS (BGFA2)

MOZAMBIQUE

Helsinki, 8 February 2021



The Beyond the Grid Fund for Africa (BGFA) is launching the second call for proposals (BGFA2) inviting interested off-grid energy service providers (ESPs) to compete for new funding.

BGFA2 aims to incentivise ESPs to scale up innovative sustainable businesses and thereby accelerate access to affordable and clean off-grid energy for customers in peri-urban and rural areas of Mozambique at specified sites. **Funding can be used for both deployment and operation of energy services through Micro-grids and Standalone solutions.** Standalone solutions can be offered only as a complementary solution to Micro-grid-based solutions for customers that will not be connected to the Micro-grid(s) at the specified sites. Projects proposing the deployment of exclusively Standalone solutions are not eligible for BGFA2 funding.

The Pre-Qualification Guidelines

- (i) describe the two-stage application process (Pre-Qualification and Final Application stages),
- (ii) present the Pre-Qualification eligibility criteria and minimum requirements that ESPs need to meet to be invited to take part in the Final Application stage, and
- (iii) include a Pre-Qualification Concept Note Template ([Annex A](#)) to be filled in online by interested ESPs.

The Pre-Qualification stage is expected to be completed by 28 May 2021. Applicants that successfully pass the Pre-Qualification stage will be notified by the end of May 2021 and asked to submit a full proposal tentatively by 30 August 2021. Guidelines for the Final Application stage are scheduled to be published in June 2021.

Successful Applicants will be duly informed of their progress and the final results of the BGFA2 communicated.

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List of abbreviations and definitions

Applicant	A single for-profit ESP applying for BGFA2 funding
ARENE	The energy regulatory authority in Mozambique (Autoridade Reguladora de Energia).
BGFA	Beyond the Grid Fund for Africa (a funding facility set up and managed by NEFCO and implemented on the ground in partnership with REEEP)
BGFA2	The second BGFA call for proposals targeted at Mozambique
BGFZ	Beyond the Grid Fund for Zambia (a pilot programme initiated by Sweden with REEEP acting as Sweden's implementing agent)
BRILHO	An energy access programme in Mozambique funded by UKAID and implemented by SNV
Concept Note Template	See Annex A - to be filled in online by Applicants/Lead Applicants
Consortium Member	A for-profit or non-profit entity forming part of a Project Consortium
Country Programme	BGFA2 includes a single Country Programme with one eligible Project Country (Mozambique).
Demonstrable Operational Experience	Applicants'/Lead Applicants' proven operational off-grid experiences in the Project Country or in other SSA countries
EDM	State-owned electricity company in Mozambique (Electricidade de Moçambique).
ESP	An Energy Service Provider

ESS	Energy service subscriptions made by end-customers entering into a contract with an ESP for the provision of energy services
Final Application	BGFA2 is divided into two stages: a Pre-Qualification and a Final Application stage (only ESPs successfully passing the Pre-Qualification stage will be invited to take part in the Final Application stage)
FUNAE	Fundo de Energia (Energy Fund), the Mozambique Energy Fund
Funding Lot	Amount of BGFA2 funding available to ESPs for the provision of a specific type or mix of off-grid energy solutions under each Funding Window
Funding Window	Amount of BGFA2 funding available to ESPs in the form of LS funding
Lead Applicant	A for-profit ESP company applying for BGFA2 funding on behalf of a Project Consortium
LS	Launch to Scale (Funding Window available in Mozambique)
Mini-/Micro-grid	Refers broadly to an isolated or grid-connected power distribution network, including its own renewable generation capacity, load management and control as well as distribution infrastructure, built and operated by a micro ESP utility
MIREME	Ministry of Mineral Resources and Energy of Mozambique
NEFCO	Nordic Environment Finance Corporation, BGFA Facility Manager. NEFCO has established the BGFA Programme and manages it as a separate funding facility
Pre-Qualification	BGFA2 is divided into two stages: a Pre-Qualification and a Final Application stage (only ESPs successfully passing the Pre-Qualification stage will be invited to take part in the Final Application stage)
Project Consortium	A group of for-profit or non-profit entities (led and represented by a for-profit ESP Lead Applicant) that have formed or agreed to form a

	consortium to apply for BGFA2 funding and eventually implement the proposed project
Project Country	BGFA2 funding can only be used to implement projects in Mozambique (only this country is an eligible Project Country)
Project Partner	A for-profit or non-profit entity with a material and meaningful interest in the implementation of the proposed project (e.g. product suppliers; financial service partners; engineering, procurement, and construction service providers; capacity building and training organisations and initiatives; NGOs or similar)
REEEP	Renewable Energy and Energy Efficiency Partnership, BGFA Programme Implementation Manager. The BGFA Programme has been designed and is implemented on the ground in partnership with REEEP. REEEP, together with Sweden, has developed the BGFZ pilot programme and is acting as Sweden's implementation agent for BGFZ.
SHS	A solar home system
Sida	Swedish International Development Cooperation Agency
Significant Sub-Contractor	A company or organisation, sub-contracted by an Applicant/Lead Applicant with direct responsibility for implementing and/or operating one or more components of the proposed project representing a minimum of 15% of the awarded BGFA2 funding
SmartME	BGF2 is organised as an online, fully paperless application process and handled via an electronic intake system called SmartME
SSA	Sub-Saharan Africa
Standalone	Refers broadly to an isolated renewable energy-powered energy service provided to customers and includes a range of products ranging from an SHS to a powered agricultural device and nano-grids
Tier	Categorisation used to distinguish different levels of energy services by the amount of generated electrical energy, Wh/day combined with peak capacity (W) and availability (h) (latter only relevant to Mini-grids)

USAID	United States Agency for International Development
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1 BGFA2 funding and application process

1.1 Background

BGFA builds on the experiences of the BGFZ (<https://www.bgfz.org>), a Swedish initiative under Power Africa.¹ BGFZ commenced in 2016 and is implemented by REEEP on behalf of Sida. Early experiences from the BGFZ pilot programme have shown that rural and peri-urban consumers are interested in buying off-grid energy services. Private capital has been mobilised and social and gender outcomes have been positive. These preliminary results have encouraged Sweden to request that NEFCO set up the BGFA as a separate funding facility. The aim is to expand into underserved rural and peri-urban markets in SSA.

BGFA aims to bridge a critical gap between early-stage support, traditionally offered by challenge funds and (impact) equity, and concessional/commercial debt needed for transitioning to scale in SSA.

The BGFA approach can provide direct, results-based financing to ESPs to overcome early structural challenges in the market, build business and investor confidence, and proactively mobilise various types of downstream investment and debt financing.

Applicants/Lead Applicants taking part in BGFA2 are expected to provide a substantial amount of their own financing as well as mobilise co-financing. The amount of results-based BGFA2 financing available to individual projects will be determined during the Final Application stage using a reverse auction approach. Project proposals will be ranked and eventually awarded funding based on their expected overall value for money and ability to meet the BGFA2 targets.

A thorough market-scoping process, with extensive outreach to local energy authorities and potentially interested ESPs, concluded that expansion of the BGFA approach is highly relevant to and warranted in Mozambique and in line with national policies.

In 2020, progress towards the energy access objective (Sustainable Development Goal 7) was jeopardised by the COVID-19 pandemic, which has hit African economies hard, particularly the poorest and most vulnerable communities. BGFA2 seeks to support much-needed connections and the implementation of decentralised energy solutions to mitigate the impact of the pandemic and promote a green recovery.

More information on the BGFA programme is available at:
<https://beyondthegrid.africa>

¹ <https://www.usaid.gov/powerafrica>

1.2 Funding opportunities and disbursements

Funding opportunities

Applicants/Lead Applicants deploying and operating Micro-grids may apply for BGFA2 funding for the implementation of project(s) in Mozambique to provide energy services at specified sites. Funding can be used for both deployment and operation of energy services through Micro-grids as well as through Standalone solutions. Standalone solutions can only be offered as a complementary solution to Micro-grid-based solutions for customers that will not be connected to the Micro-grid(s) at the specified sites. Projects proposing the deployment of exclusively Standalone solutions are not eligible for BGFA2 funding.

To receive BGFA2 funding, ESPs are required to engage in selling and delivering affordable and renewable off-grid energy services directly to end-consumers in an enduring and sustainable manner.²

Project implementation is expected to start in 2022 and end in 2026.

BGFA Funding Windows reflect the varying maturity levels of the off-grid markets in BGFA target countries as well as the differences between various players and activities in these markets. BGFA generally offers funding under two distinct Funding Windows: (i) Launch to Scale (LS) and (ii) Direct to Scale (DS).

However, the implementation of BGFA2 in Mozambique only includes an LS Funding Window, which is targeted at ESPs operating in less mature markets or entering those markets for the first time.

In the application, Applicants/Lead Applicants should specify the total amount of BGFA2 funding being requested and their foreseen annual BGFA2 funding needs over the four-year project implementation period (2022-2026).

BOX 1: WHAT COSTS ARE ELIGIBLE UNDER THE BGFA?

BGFA aims to stimulate new sustainable business models which incentivise and accelerate the private sector to offer affordable and clean off-grid energy access at scale in Africa. It provides financial incentives to selected private companies to provide high quality energy services and products to people living in rural and peri-urban areas in participating countries. The funding is a form of 'free equity', which can be used by ESPs to scale their businesses.

BGFA2 funds may be used by contracted ESPs to cover expenditure and investments in relation to legitimate business establishment and operational activities including, but not limited to:

- Business establishment and preparation
- Hardware and software costs

² The ESS will be considered sustainable (i) after a minimum of two years' provision of the energy service in question, and/or (ii) after the ESS have been fully repaid by the end-customer, and/or (iii) as long as the end-customer is not in default by the contract end-date (i.e. has made at least one payment within a minimum of the last 90 days).

- Inventory and spares
- Personnel costs
- Training and capacity building
- Scale-up activities such as expansion of physical distribution

There are no specific exclusions, but BGFA2 does not cover sunk costs that have already been incurred, e.g. previously deployed systems.

Applicants/Lead Applicants will be required to demonstrate commensurate levels of project co-financing from other parties and specify this in the application.

BGFA2 does not require contracted ESPs to have secured a minimum amount of co-financing before contract signing. However, ESPs will be required to demonstrate a viable capital structure and credible financial model, as well as a solid fundraising plan, satisfactorily showing expected co-financing equal to or greater than the funding requested from BGFA2, prior to contracting.

Disbursement

Financing can be disbursed flexibly, including (exceptionally) in advance. Advance payments can be made for ESPs to establish their business in a new market (launch component) or to roll out and scale themselves as a company that is already active in a BGFA2 market and/or launch a new product, service or initiative (scaling component) in that market.

In order to respond to the financial challenges resulting from the current COVID-19 crisis in particular, up to 30% of the requested funding can exceptionally be disbursed in advance (at contract signing) to a maximum of EUR 500,000.

1.3 Country Programme and Funding Lot

BGFA2 is inviting interested off-grid ESPs to compete under the Mozambique Country Programme for the following Funding Lot (see Table 1) to be implemented during a four-year period with funding of EUR 6.7 million in total.

TABLE 1: COUNTRY PROGRAMME AND FUNDING LOT

COUNTRY PROGRAMME	FUNDING LOT	INDICATIVE INDIVIDUAL CONTRACT SIZE (EUR million)	NUMBER OF EXPECTED CONTRACTS
Mozambique	Lot#7 Up to EUR 6.7 million <i>Micro-grids and complementary Standalone solutions (only) for customers not connected to the Micro-grid at the target sites</i>	1.5 – 2.0	3 – 4

Funding Lot#7 aims to **specifically attract developers of Micro-grids (with a capacity range of about 10-150 kW)** able to deploy innovative technology and business models to supply energy access services tailored to customer needs and ability to pay, as well as scale generation capacity in accordance with the growth in actual demand. Micro-grids are expected to be deployed in specified target sites (as per Annex F). To the extent that customers within those areas will not be connected to the Micro-grid, BGFA2 funding can also be used for the provision of Standalone solutions as a complementary solution to ESS provision at the target sites. Projects deploying only Standalone solutions are not eligible.

The offered Funding Lot has been developed in dialogue with the Mozambican Energy Fund, FUNAE, under a pilot licensing framework focusing on the provision of off-grid energy services through Micro-grids at specified sites (see Section 1.6 below).

Productive use (see more details below) and the inclusion of institutional clients (e.g. health and education) will be supported.

BGFA2 aims to incentivise ESPs to accelerate the establishment of new, long-term sustainable ESS at scale. The expectation is that up to 42,000 off-grid ESS will be established during the project implementation period, benefiting more than 210,000 people in peri-urban and rural areas. The indicative individual contract ticket size per ESP is expected to be EUR 1.5–2 million.

During the implementation phase, successful ESPs will also be eligible to receive technical assistance and business support from BGFA, including advice related to, for example, monitoring and evaluation as well as the mobilisation of additional funds. Specific technical assistance may be provided in the area of e-waste management and/or gender.

Energy Service Tier Matrix

At the Final Application stage, Applicants/Lead Applicants will be asked to provide a detailed business plan. In the plan they will be required to categorise the different types of ESS they wish to offer to end-customers, including whether they are targeted at

residential, commercial and/or institutional customers based on the available electrical energy per day meeting certain thresholds.

BGFA2 funding will be awarded to Applicants/Lead Applicants that can demonstrate the best value for money during the Final Application stage; this is defined as the lowest average weighted cost per ESS, taking the viability of the underlying business plan into account.

Productive applications and commercial and institutional connections will be especially incentivised by the weightings applied to respective energy service Tiers for the purposes of calculating the final value for money.

The expected number of ESS to be established, as set out by the Applicants/Lead Applicants in the business plan, will be assessed, stress-tested and subjected to a detailed due diligence review before contract signing.

Applicants/Lead Applicants are encouraged already at this stage to familiarise themselves with the parameters set out in the applicable energy service Tier matrices included in [Annex D](#).

Productive use

Under the Mozambique Country Programme, part of the funding available is set aside to specifically incentivise ESPs' sales of productive energy applications or income-generating energy connections as follows:

- EUR 0.3 million is set aside for productive use or higher Tier connections (defined as Tiers 3-5 connections for commercial and institutional use).

[Annex C](#) describes the BGFA2 technology requirements. Productive-use equipment eligible for funding under BGFA2 is detailed in [Annex D](#). Any funds set aside for the above purposes, but which cannot be allocated to ESPs' provision of productive use components, will be reallocated to the main Funding Window/Lot.

1.4 Regulatory framework in Mozambique

The central objective of this Funding Window/Lot is to attract private sector participation and investment and help create the conditions for sustainable business models in the provision of high-quality affordable energy services to rural and peri-urban areas.

FUNAE recognises the importance of a conducive regulatory framework to stimulate, support and sustain private sector involvement and investments in line with the BGFA approach and is committed to actively support the MIREME, ARENE, BGFA and Brilho (Caixa Piloto) programmes by developing the necessary conditions for successful programme implementation. This includes, in particular, putting in place:

- Legislation to allow licences to be granted to interested ESPs to establish Mini-grid networks (including regulations on tariffs or service prices, concession

validity and scope, contractual arrangements, service levels, compensation when the grid arrives, etc.),

- Quality standards for off-grid energy equipment and services, and
- Environmental standards for off-grid energy services.

The BGFA2 Micro-grid Funding Lot has (as mentioned above) been developed in close dialogue with the national energy authorities in Mozambique and is aligned with FUNAE's vision of the future trajectory of the off-grid market as indicated above. The pilot legislation is being developed, and it is expected that more information will be made available in the Final Application Guidelines.

1.4. Target Micro-grid sites

FUNAE has targeted the BGFA programme at 56 identified potential Micro-grid sites where it encourages interested ESPs to set up Micro-grids (see Annex F and Figure 1 below). During the site development process, FUNAE has worked closely with EDM to minimise the risk of overlaps with areas with local plans for grid extensions.

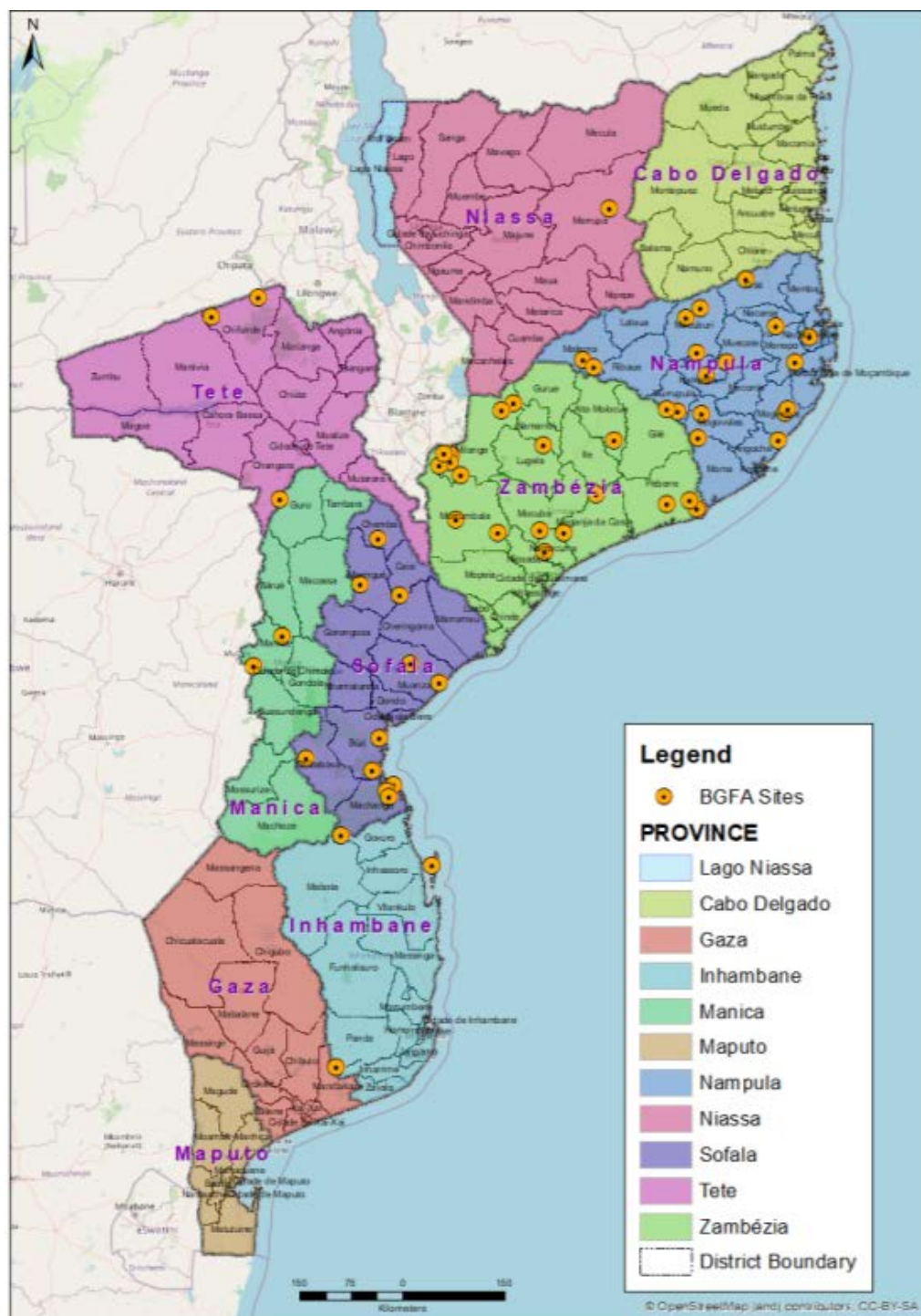


Figure 1 BGFA sites

Information about the identified sites has been provided by FUNAE and validated through BGFA technical support with the help of remote sensing data (including recent satellite images), census data from the National Statistics Institute of Mozambique (INE) and complementary GIS data. See Annex F for an overview of the data on sites, satellite image mapping, as well as digital mapping of the sites viewable on Google Earth.

ESPs are expected to conduct their own assessments and collect additional information as they deem relevant in the context of their specific business model proposal and the development of their Pre-Qualification proposals respectively. Comprehensive proposals will potentially be submitted at the Final Application stage. ESPs selected for BGFA2 funding are expected to collect fully detailed information and conduct verification prior to possible contracting or before the first payment at the latest. To this end, ESPs may include in their proposed budget costs related to the collection, more detailed information and further validation of the site they wish to target. Selected ESPs will be required to involve FUNAE in this exercise and share agreed, basic site-specific information with FUNAE (principally to facilitate the establishment of baselines for monitoring the socio-economic profile of sites as well as willingness/ability to pay and other indicators etc.).

Depending on the outcome of the Pre-Qualification stage, at Final Application stage, the sites may be grouped into clusters, taking into consideration, e.g., geographic proximity, road conditions, demographics, security risks and potential economic viability for Micro-grid developers. Applicants/Lead Applicants are free to indicate in their Pre-Qualification proposals (as part of the Concept Note; Annex 1) the key parameters/strategies they would consider for clustering sites to help ensure the economic attractiveness and commercial viability of Micro-grid deployment, as well as concrete suggestions for potential clusters of specific sites. *Any such input provided by the Applicant/Lead Applicant will not influence the scoring or evaluation of the Pre-Qualification application.* To ensure transparency, BGFA will present an aggregated summary of all such inputs provided by Applicants/Lead Applicants on the BGFA website (by indicating key criteria, an anonymised mapping of indicated interest for different sites as well as an overview of suggested specific clusters).

1.5. Application process

The BGFA2 application process is divided into two stages:

1. A Pre-Qualification stage (described in this document), and
2. A Final Application stage (to be described in detail in a later document).

The purpose of the Pre-Qualification stage is to check Applicants'/Lead Applicants' compliance with the key eligibility criteria and minimum technical and financial capacity requirements of BGFA2. Only Applicants/Lead Applicants and project proposals that meet these eligibility criteria and minimum requirements will be invited to submit applications during the Final Application stage.

The Final Application stage will focus on assessing the quality of Applicants'/Lead Applicants' business plans and carrying out a price per weighted energy service calculation, resulting in an overall evaluation of the proposed project and expected value for money per established ESS. BGFA2 funding will be awarded to ESPs using a reverse auction approach, in which project proposals will be ranked based on their overall expected value for money to reach the BGFA2 targets.

During the Pre-Qualification stage, Applicants/Lead Applicants are only asked to submit a limited amount of information and documentation to reduce the ESPs' time and cost to prepare the application. Applicants/Lead Applicants are required to complete a short online questionnaire and Concept Note (see template in [Annex A](#)) and upload a limited amount of supporting documentation.

Applicants/Lead Applicants that pass the Pre-Qualification stage and are invited to take part in the Final Application stage will take part in a more limited competition for BGFA2 funds and are therefore presumed to be willing to allocate more time and resources to preparing a comprehensive application.

During the Final Application stage, Applicants/Lead Applicants will be required to submit a full project proposal, including a detailed business plan, financial model(s) and comprehensive supporting documentation.

Prior to contract signing, a thorough due diligence review of each of the highest-scoring project proposals will be carried out. The due diligence will include a review of all technical, social, environmental, financial, institutional and legal aspects that are deemed relevant to the transaction.

A contract template will be made available at the Final Application stage and used as the basis for negotiations. Applicants/Lead Applicants are kindly requested to note that only minor deviations from the template can be made.

NEFCO reserves the right not to start negotiations with any of the Applicants/Lead Applicants. All contracts are subject to a successful due diligence review and individual prior no-objection from the donor(s).

2 Pre-Qualification application process

2.1 Timing

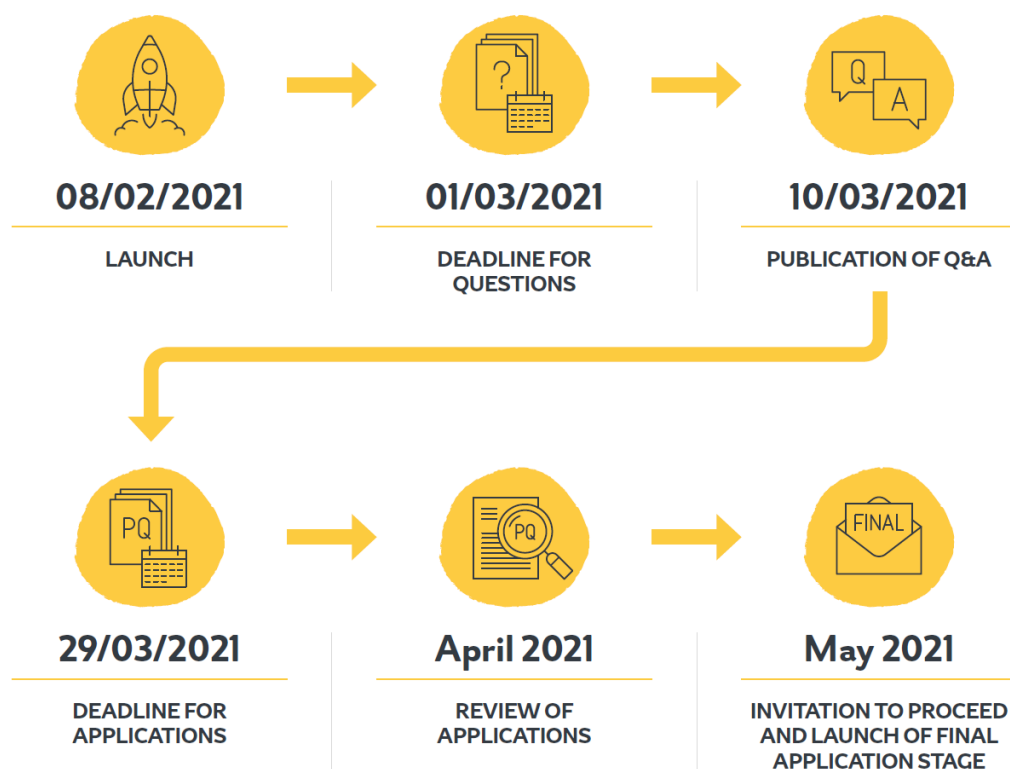
The BGFA2 Pre-Qualification SmartME application intake system will open on 8 February 2021 and remain open until 29 March 2021.

Applicants/Lead Applicants that pass the Pre-Qualification stage will be notified by late May and asked to submit a full proposal tentatively by the end of August 2021. Guidelines for the Final Application stage are scheduled to be published by the end of May 2021.

Contracts between ESPs and NEFCO for BGFA2 financing are expected to be signed by the end of January 2022. Projects must be initiated at the latest by February 2022.

Successful Applicants/Lead Applicants will be duly notified of their progress and the final results of BGFA2 will be communicated.

FIGURE 2: PRE-QUALIFICATION STAGE TIMELINE



For more information about the preliminary timeline and stages (Pre-Qualification and Final Application stages) for the entire BGFA2 funding round, please check the www.beyondthegrid.africa website.

Please note that all deadlines are still subject to possible changes, depending on the outcome of the Pre-Qualification process and the COVID-19 situation.

2.2 Application intake system – SmartME

BGFA2 is organised as an online, fully paperless application process via an electronic intake system called SmartME.

The SmartME application intake system is specifically tailored for BGFA2 to simplify the Pre-Qualification stage application process as much as possible. We encourage Applicants/Lead Applicants to give us feedback on how the SmartME intake system is working from their perspective, so that we can learn and improve our services.

2.3 Registration and submissions

Interested ESPs are encouraged to register and create their user accounts as soon as possible to familiarise themselves with the BGFA2 application requirements. Applicants/Lead Applicants are required to submit their applications and upload documents via the SmartME intake system only. The registration for the SmartME intake system can be found on the BGFA website.

Applicants/Lead Applicants are required to submit all documentation in English and to denominate all financial information in EUR. If some documentation is not available to Applicants/Lead Applicants in English it may be provided in local official languages. In such cases, we ask Applicants/Lead Applicants to kindly also provide an unofficial English translation. Notarised translations of key documents will only be required at the due diligence stage.

Only for-profit companies can register and submit applications, but non-profit organisations can play a support role in the project implementation as detailed in these Guidelines.

Submitted Pre-Qualification applications will be considered to be in their final form and cannot be amended once submitted.

2.4 Questions and answers

Applicants/Lead Applicants are invited to post questions via the SmartME intake system's support section only and, in order to receive an answer, **at the latest by 1 March 2021.**

Questions and answers will be made available to all registered Applicants/Lead Applicants in an anonymised and redacted form, but not otherwise edited, on **10 March 2021.**

3. Pre-Qualification eligibility criteria and minimum requirements

The Pre-Qualification review consists of two elements:

- (i) a completeness check, to confirm that Applicants/Lead Applicants and their project proposals meet the eligibility criteria and minimum requirements set out below, and
- (ii) an evaluation and scoring of the Concept Note.

The completeness check is a pre-screening carried out based on the answers and input provided in the SmartME intake system.

The evaluation is carried out by a team of third-party, independent evaluators based on an assessment and scoring of the Concept Note.

To pass the Pre-Qualification stage and be invited to take part in the Final Application stage, Applicants/Lead Applicants and project proposals need to meet all of the

eligibility criteria and minimum requirements below, and the Concept Note needs to score a minimum of 60 points (out of 100).

3.1. Eligible Project Countries

Projects for BGFA2 can only be implemented in Mozambique.

3.2. Eligible Applicants

For-profit companies

Applicants (i.e. single ESP companies applying for BGFA2 funding) or Lead Applicants (i.e. ESP companies applying for funding on behalf of a Project Consortium) should be for-profit companies.

Applicants/Lead Applicants should be legally incorporated and included in the register of for-profit companies in the Project Country or commit to being incorporated and registered as such before signing a possible contract.

Applicants/Lead Applicants should be in compliance with all tax, regulatory and legal frameworks in both their home country and the Project Country (if different).

Applicants/Lead Applicants are allowed to include non-profit entities, community-based organisations or other non-commercial entities to take part in the project implementation as a Significant Sub-Contractor, a Project Partner or a Consortium Member.

Applicants/Lead Applicants are kindly reminded that no governmental entity, public agency or donor can function as a Consortium Member, Project Partner or Significant Sub-Contractor.

Persons

Individual persons or groups of persons (who are not legally incorporated and registered as a company) are not eligible for BGFA2 funding.

Project Consortium

Project Consortium refers to a group of companies or organisations that have formed or agreed to form a consortium for the purposes of applying for BGFA2 funding and implementing the proposed project.

To be eligible for BGFA2 funding, a Project Consortium must be represented by a Lead Applicant. The Lead Applicant is required to assume full responsibility for the application and project implementation. The Lead Applicant should also act as NEFCO's only direct counterparty (in a possible contract and as regards reporting, etc.). To qualify, the Lead Applicant should be able to demonstrate that it and the Project Consortium possess sufficient management capacity.

The Project Consortium may be composed of different Consortium Members, including non-profit entities. All Consortium Members should be legally registered as either a

company or an organisation in their home country and be in compliance with all tax, regulatory and legal frameworks there.

The Lead Applicant and Consortium Members shall have entered into a satisfactory Consortium Agreement or be willing to enter into such. The Consortium Agreement should document the rationale for the Project Consortium, identify the Lead Applicant and describe how the Project Consortium will be managed and work in practice.

The Consortium Agreement should provide for joint and several liability of the Consortium Members. NEFCO will have a right to invoke its contractual rights and any claims for liability related to the proposed project as a whole to the Lead Applicant only (as NEFCO's only counterpart under a possible contract).

A draft Consortium Agreement must be submitted at the latest during the Final Application stage. The final version of the Consortium Agreement should be satisfactory to NEFCO and a signed version provided to it at the latest before the signing of a possible contract.

Project Partner

Applicants/Lead Applicants may have more than one Project Partner. Project Partners may be non-commercial in nature (including, but not limited to, associations, NGOs and non-profit organisations).

Applicants/Lead Applicants should be able to demonstrate that Project Partners have a material and meaningful interest in the implementation of the proposed project. Project Partners may be product suppliers; financial service partners; engineering, procurement and/or construction service providers; or similar.

Project Partners will not be required to have a direct commercial or economic interest in the implementation of the proposed project, but Applicants/Lead Applicants should be able to demonstrate that they are needed to provide support and/or facilitate (on a commercial or non-commercial basis) the implementation of the proposed project (including, e.g., through the provision of awareness-raising, training, capacity building, services).

Project Partners should be legally registered and in compliance with all tax, regulatory and legal frameworks in their home country.

Significant Sub-Contractors

A Significant Sub-Contractor can be a for-profit company or non-profit entity contracted by an Applicant/Lead Applicant with responsibility to support it in directly delivering and/or operating one or more components of the proposed project.

A sub-contractor is considered a Significant Sub-Contractor if the total value of its services represents 15% or more of the awarded BGFA2 funding applied for to implement the proposed project.

Equipment suppliers and manufacturers engaged in the general course of Applicants'/Lead Applicants' business will not be considered Significant Sub-

Contractors unless they are also contracted to carry out activities directly related to project implementation or operation (e.g. installation and commissioning and/or operation of Mini-grid infrastructure).

Significant Sub-Contractors should be legally registered and in compliance with all tax, regulatory and legal frameworks in their home country.

Other partnership arrangements

Applicants/Lead Applicants may include distribution partnerships for the establishment and distribution of ESS and possible other equipment/appliances.

During the Final Application stage, Applicants/Lead Applicants must demonstrate, in the business plan, that there is a robust relationship between them and the distribution partner.

Regarding the Project Consortium, preference will generally be given to Lead Applicants that establish and distribute ESS and possible other equipment/appliances themselves or alternatively do this through a Consortium Member.

BOX 2: ESS PARTNERSHIPS/ESTABLISHMENTS/DELIVERY ARRANGEMENTS NOT ELIGIBLE FOR BGFA2 FUNDING

- Wholesale to a third-party retailer or 'distribution partner' that is not a Consortium Member;
- Sales of bulk power to a third-party distributor of a Mini- or Micro-grid; and
- Energy services sold on a cash-and-carry basis from a retail location without an energy service contract.

3.3. Financial position requirements

Applicants/Lead Applicants must demonstrate:

- (i) A current ratio with a minimum value of one or higher, and
- (ii) Equity to net tangible assets³ of at least 15%.

If the Applicant/Lead Applicant is a subsidiary of a parent company, and the Applicant/Lead Applicant does not meet the above financial requirements, the parent company's financials may be used instead, provided that a parental guarantee can be given, if required, prior to possible contracting.

³ Net tangible assets are calculated as the total assets of a company, minus any intangible assets such as goodwill, patents and trademarks, less all liabilities and the par value of preferred stock

3.4. Professional capacity requirements

Applicants/Lead Applicants should be able to show that they/the Project Consortium have/has sufficient resources, competence and experience to perform projects in the area of expertise proposed.

Applicants/Lead Applicants will also be required to establish a key management team responsible for performing and coordinating the project. The qualification of the team members will have to be adequate for the implementation of the proposed project activities.

3.5. Market experience requirements

Applicants/Lead Applicants should demonstrate that they have sufficient market experience working in one or more SSA off-grid markets.

Applicants/Lead Applicants applying for funding under BGFA2 (regardless of their country of origin or registration) should demonstrate the following minimum market experience at the time of their submission of the Pre-Qualification application, either in Mozambique or another (specified) SSA country:

In Mozambique:

- That they have at least 12 months of operational experience;
- That they have successfully completed a project meeting or exceeding the following metrics: a minimum of one privately operated (and owned if applicable) pilot Micro-grid system with a minimum of 40 ESS.

Or in another (specified) country in SSA:

- That they have at least 24 months of experience with operations meeting or exceeding the following metrics: a minimum of three privately owned and operated Micro-grid systems with a minimum total of 500 ESS.

3.6. Compliance requirements

Contracted Applicants/Lead Applicants should follow national law at all times in their operations.

During this Pre-Qualification stage, Applicants/Lead Applicants will be required to confirm that they have familiarised themselves with and are ready to adhere to NEFCO's general policies and guidelines, available at <https://www.nefco.org/about-nefco/legal-framework-and-guidelines/>⁴, relevant to the implementation of the proposed project in case of a possible contract.

⁴ This include the following policies:

- NEFCO's Environmental and Sustainability Guidelines

The highest scoring Applicants/Lead Applicants during the Final Application stage will be required to complete and sign a certificate of compliance before the start of the due diligence review and contract negotiations. A template of the certificate of compliance is attached for information ([Annex E](#)).

As part of a possible BGFA2 contract, Applicants/Lead Applicants and all partners will further be requested to sign and submit a letter of social responsibility. A template for this letter and any other potential compliance declarations will be provided for information during the Final Application stage.

Applicants/Lead Applicants should demonstrate that they are in good standing in the relevant country of registration and in compliance with all relevant tax, policy and regulatory frameworks in that country and the Project Country.

3.7. Eligible projects

General requirements

Proposed projects should be planned, implemented and operated in line with relevant nationally established energy plans, other nationally established relevant strategies and local legislation.

All Applicants/Lead Applicants are expected to obtain all relevant permits, certification, licences, endorsements, approvals and similar documents required for the implementation of the proposed project within a reasonable time frame after contract signing.

Technical requirements

To be eligible, project proposals should meet certain technical requirements. Please see below and [Annex C](#) for more detailed information.

BGFA2 can only support ESPs' provision of renewable energy services and solutions. Energy services based on fossil fuels, accordingly, cannot receive BGFA2 funding. Some energy- (only) generating technologies may also be eligible for BGFA funding, but the focus is on electricity-generating and service distribution technologies/models.

Project proposals that include the use of non-renewable technologies for back-up generation capacity only (e.g. diesel) are eligible for BGFA2 funding. Strong preference will be given to the projects with the highest share of renewable energy.

Applicants/Lead Applicants will be required to demonstrate that any proposed biomass, bio-ethanol and/or biogas solutions are unlikely to lead to deforestation or

-
- NEFCO's Sustainability Policy
 - NEFCO's Gender Policy
 - NEFCO's Policy on Anticorruption and Compliance
 - NEFCO's Policy on Prevention of Sexual Exploitation, Sexual Abuse and Sexual Harassment (SEAH)
 - NEFCO's Procurement Guidelines

other forms of ecological degradation and will not have negative material impacts on protected areas and biodiversity.

For the generation of electricity, the proposed project should use one or more of the technologies listed below. Certain technologies for generating renewable sources for energy production (e.g. digesters) are also eligible for BGFA2 funding, but preference will be given to the projects with the highest share of (renewable) electricity generation.

- Solar photovoltaic (PV)
- Wind
- Hydroelectric
- Biomass
- Bioethanol
- Biogas

Generally, ESPs are required to employ modern systems, hardware and software, complying with relevant industry-technical standards and meeting all relevant statutory standards and regulations in the Project Country. For more detailed information on the technology-specific requirements, please see Annex C.

Consumer protection

Applicants/Lead Applicants should be willing to apply relevant consumer protection codes or policies such as:

<https://www.gogla.org/consumer-protection> and
<https://www.ruralelec.org/consumer-protection-principles-clean-energy-mini-grids-0>.

For applications that include Standalone solutions:

Prior to the signing of contracts, Applicants/Lead Applicants will be required to commit to GOGLA's consumer protection code (i.e. issue a letter of commitment and a letter of declaration and send them to GOGLA with copies to NEFCO) and submit a filled-in self-assessment tool to NEFCO. Contracted ESPs will further be required to renew their commitment to the GOGLA consumer protection code throughout the duration of the contract as per GOGLA's self-assessment policy.

Prior to the signing of contracts, Applicants/Lead Applicants will be required to commit to follow the consumer protection principles for clean energy Mini-grids established by the Alliance for Rural Electrification (i.e. issue and send a letter of commitment to this alliance) and to submit a filled-in self-assessment tool to NEFCO.

During the Pre-Qualification stage, Applicants/Lead Applicants are only required to warrant that they are willing to undertake such commitments if selected for BGFA2 financing.

Reporting and monitoring

BGFA2 financing is results based and provided in return for ESPs selling an agreed number of ESS to end-customers in peri-urban and rural areas (defined as milestones

in a possible contract). Contracted Applicants/Lead Applicants should allow for online monitoring of the milestones and generally be willing to provide detailed information, including on development impacts.

BGFA uses an IT platform called Edison for reporting and monitoring purposes. To be able to provide automated data to this system, Applicants/Lead Applicants will be required, in a possible contract, to establish automated data transfer integration with this system. The integration interface should be able to support an automated daily transfer of a range of data points related to customer information, energy service specifications, geography/location, power storage and load data, payments and transactions, consumption, etc.

Applicants/Lead Applicants will also be required, in a possible contract, to use modern control, monitoring, metering and customer-relationship management systems in the delivery of energy services.

Contracted Applicants/Lead Applicants will further be required to enter into a data-sharing agreement. For ESPs distributing Standalone systems, the data collection and sharing requirements could typically be met using various modern sales/loan or pay-as-you-go (PAYGo) management platforms.

For ESPs operating Micro-grids, the data collection and sharing requirements could typically be met using various modern control and monitoring solutions as well as 'smart' metering solutions.

Contracted Applicants/Lead Applicants will be eligible for up to EUR 5,000 in technical support to cover expenses incurred to establish necessary IT links for the transfer of information to Edison.

The reporting and monitoring requirements, including for data collection and sharing, will be described in more detail in the Final Application Guidelines.

End-of-life management and e-waste

BGFA generally recognises the environmental challenges facing ESPs when dealing with end-of-life, off-grid solar products, especially as regards ensuring proper collection and recycling of waste. Effective policies, regulation and physical infrastructure to manage e-waste are lacking in many countries.

Contracted ESPs offering SHS solutions will be required to develop a recycling partnership plan within one year of signing a possible contract. These requirements will be described in more detail in the Final Application Guidelines.

At the Pre-Qualification stage, Applicants/Lead Applicants are only required to confirm that they are ready to prepare and implement an e-waste management plan addressing the BGFA minimum requirements.

At the Final Application stage or, at the latest, prior to a possible contract, Applicants/Lead Applicants will be required to provide a policy and a plan for their e-waste handling that demonstrates their ability to meet the BGFA minimum

requirements. The e-waste management policy should be tailored to the local context and include procedures for e-waste handling, transportation and storage.

Technical assistance may be provided after contracting to support the implementation of such plans and policies.

Gender mainstreaming

Applicants/Lead Applicants are required to offer equal opportunities for men and women.

This will be assessed based on the Applicants'/Lead Applicants' present organisational governance (such as gender-balanced representation at all hierarchical levels and equality of pay) as well as the inclusion of gender considerations in applications submitted during the Final Application stage.

Contracted ESPs will be required to develop a company gender policy and a gender action plan, including a marketing/awareness-raising strategy and potential productive use of the energy plan for women, as it relates to the proposed project.

In the Final Application stage, the Applicants/Lead Applicants will also be requested to provide information about gender pay gap indicators. This will be described in detail in the Final Application Guidelines.

4. Evaluation

Only Pre-Qualification applications, which are complete and fulfil all of the above eligibility criteria and minimum requirements, will be evaluated. Evaluation and scoring will be done by an independent, external evaluation committee appointed by NEFCO. The Evaluation criteria and score scaling are set out below in Tables 2 and 3.

Applicants/Lead Applicants passing both the Pre-Qualification completeness check and the evaluation will be invited to take part in the Final Application stage and encouraged to submit a full application.

TABLE 2: EVALUATION CRITERIA

EVALUATION CRITERIA	SPECIFICATION	POINTS	MAX POINTS
Technical, governance, operational, delivery & social responsibility capacity	Existing relevant operations/operations capacity	25	45
	General feasibility of technical/technology solution(s) in the context of the Country Programme, Funding Window and Funding Lot in question	5	
	Governance capacity of the Applicant/Lead Applicant together with the Project Consortium (including assessment of track record of other operations, length and maturity)	5	
	Professional capabilities of management team (including assessment of experience, skills and track record)	5	
	Environmental, social and sustainability aspects, existing level of gender mainstreaming (gender policy, sexual exploitation, abuse and harassment [SEAH], women's representation at governance and executive level positions, equal pay)	5	
Development impact potential	Potential of the proposed solution to provide energy access at scale in rural and peri-urban areas	5	25
	Potential for accruing socio-economic, health, education and environmental benefits (particularly income-generation opportunities)	5	
	Gender awareness: proactive policy in place to promote and ensure gender equality and women's empowerment, solutions meeting needs of women and men and avoiding any negative gender bias/discrimination in marketing and operations	5	
	Alignment of target market and demographics with BGFA2 objectives in the context of the Country Programme, Funding Window and Funding Lot in question	5	
	Geographic equity: sensitivity to conflict and security issues, ambition to roll out and operate in conflict and tension zones or in areas of deep social inequality, appropriate security measures in place	5	
Financial capacity	Existing equity and net tangible assets levels (NTA) of Applicant/Lead Applicant – relationship of equity and NTA to total funding request/total project volume	5	25

	Level of committed co-financing already available from external sources, e.g. other donors/DFI contributions, crowdfunding platforms, commercial sources, supplier finance	10	
	Credibility of fundraising plan, status of discussions/negotiations with finance providers, track record of raising finance in the past	10	
Professionalism & presentation of proposal	Consistent and high-quality organisation of data, concise text and ease of comprehension	5	5
TOTAL MAX. SCORE			100

TABLE 3: SCORE SCALING

(to be calculated proportionally in line with the maximum points for each scoring category/criterion)

SCORE	CRITERIA
0	The Applicant/Lead Applicant fails to address the criterion or cannot be assessed due to missing or incomplete information (unless the result of an 'obvious clerical error')
1	Poor: the criterion is inadequately addressed or there are serious inherent weaknesses
2	Fair: the Applicant/Lead Applicant broadly addresses the criterion but there are significant weaknesses
3	Good: the Applicant/Lead Applicant addresses the criterion well but with a number of shortcomings
4	Very good: the Applicant/Lead Applicant addresses the criterion very well but with a small number of shortcomings
5	Excellent: the Applicant/Lead Applicant successfully addresses all relevant aspects of the criterion; any shortcomings are minor

Applicants/Lead Applicants and proposed projects will be required to reach a minimum of 60 points (out of 100) in order to pass the Pre-Qualification stage and be invited to submit a full application during the Final Application stage.

4.1. Final Application stage

Project proposals submitted by Applicants/Lead Applicants in the form of a detailed application during the Final Application stage will be evaluated according to a number of additional evaluation criteria and requirements. These criteria and requirements are expected to include, but not be limited to, the following:

- Technical feasibility
- Commercial feasibility

- Market comprehension and relevance
- Management capacity and experience
- Financing structure and financial leverage
- Implementation and operational capacity
- Environment, including e-waste management
- Development impact potential
- Gender mainstreaming plan
- Consumer protection level
- Value for money

4.2. Proof of compliance

NEFCO will require full proof of Applicants'/Lead Applicants' compliance with all eligibility criteria and requirements during a due diligence review, which will be carried out before contract signing.

Exceptionally, proof can be provided after contract signing but in such a case in the form of a condition precedent that Applicants/Lead Applicants will need to meet before the contract enters into force or the first disbursement is made.

Any substantial changes to an application submitted during the Final Application stage compared with that submitted during the Pre-Qualification stage may lead to it being rejected at NEFCO's discretion.

5. Reservation

NEFCO reserves the right to request additional information from Applicants/Lead Applicants at any stage of the application process.

NEFCO reserves the right to adjust and/or further supplement the Pre-Qualification eligibility criteria, and minimum requirements, as well as any other guidance related to BGFA2 provided here or otherwise. In case of possible changes, Applicants/Lead Applicants will be informed in a timely manner before the expiry of application deadlines.

The Pre-Qualification Guidelines do not constitute an offer and access to BGFA2 funding is always subject to funding being made available by donors to NEFCO.

6. GDPR and confidentiality

When registering for the first time to the SmartME intake system, Applicants/Lead Applicants will be required to read and agree to NEFCO's *Terms and Conditions* and *Privacy Policy* as well as Adalia's (the provider of the SmartME intake system) *Terms & Conditions* and *Privacy Policy*.

7. Misconduct, Environmental and other Inquiries

Applicants/Lead Applicants wishing to report misconduct or make an environmental or other inquiry should use the following links:

<https://www.nefco.org/contact-us/report-corruption-and-misconduct/>

<https://www.nefco.org/contact-us/environmental-and-social-inquiries-and-complaints/>

Annex A: Pre-Qualification Concept Note Template⁵

To be filled in online by Applicants (covering both the Applicant and possible partners), respectively, Lead Applicants (covering both the Lead Applicant, Consortium Members and possible partners, as applicable)

TECHNICAL CAPACITY	
<p>General feasibility of technical / technology solution(s) in the context of the Country Programme/Funding Window/Funding Lot</p>	<p>Value proposition</p> <p>Describe your value proposition (product / service offering) and underlying business rationale. [300 words] Provide an overview of how your business works and explain what the key contractual and commercial relationships are or will be. [300 words]</p> <p>Technology and service offer</p> <p>Provide an overview of the technology and suppliers you intend to use. Describe briefly the technology providing the energy service(s). [300 words] Outline the advantages of the technology compared with other technologies on the market and/or existing energy use by target customers. [300 words]</p> <p>Energy Service offer</p> <p>Provide an indicative number and type of energy service connections, as well as the aggregate total indicative number of connections you expect to be able to deploy within the BGFA2 four-year programme timeframe. [300 words]</p>
<p>Institutional capacity (should include track record of other operations, length and maturity).</p>	<p>Profile of the ESP</p> <p>In what countries do you have operations? [50 words]</p>

⁵ Please refer to SmartME concerning the final Concept Note form to be submitted.

Describe briefly the nature and scale of your operations in relevant countries (for similar activities). [300 words]
Provide your annual turnover during the last three years and a 2021 forecast (please split into figures for the Project Country and global operations where available, as well as for parent company if applicable). [300 words]

Describe your reference projects [up to 10].

1	Reference Title					
Name of legal entity	Country	Overall value (EUR)	Origin of funding	Role in activity	Current status of activity (start & end dates)	Involvement of other stakeholders? Y/N, if Y pls. provide details in the partnerships table below]
Description/technology					What are your specific activities?	

Partnerships

- Third parties'/partners' potential material role in the reference projects (if applicable)

Partner	Role	Cooperation since	Contact details
[Legal name]	[Describe their role]	[Year]	[E-mail and phone number/skype]

<p>Status of existing relevant operations / operations capacity</p>	<p>Status of operations</p> <p>What is the current status of your activity in the Project Country? [300 words]</p> <ul style="list-style-type: none"> • When did your operations start or when do you plan to start? • Justify the relevance of your existing operations for possible BGFA2-funded operations. • What have you achieved so far? • # of ESS deployed so far? • What is the expected timeframe for scaling up and what are the expected main milestones? <p>What is the current status of your operations in other relevant countries? [300 words]</p> <ul style="list-style-type: none"> • In which countries do you have operations? When did these operations start? • Justify the relevance of your prior experiences for possible BGFA2-funded operations. • What have you achieved so far? • # of ESS deployed so far?
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<p>Delivery capability of management team (should include experience, skills and track record).</p>	<p>Governance, management and organisational structure</p> <p>Describe your organisation and its governance structure, including possible management systems used. Include information on key shareholder companies and/or individuals. [300 words]</p> <ul style="list-style-type: none"> Outline your existing key management personnel working in the Project Country, or to be deployed (local management team in the Project Country if already in place, or those to be deployed, as well as the key personnel with ownership). Describe the management structure of the company. Who will provide management oversight for the roll out of the BGFA2-supported business in the Project Country? <table border="1" data-bbox="721 592 2033 911"> <thead> <tr> <th>Key management person</th> <th>Female/male/prefer not to say</th> <th>Competence and role</th> <th>Contact details</th> </tr> </thead> <tbody> <tr> <td>[Name]</td> <td></td> <td>[Role]</td> <td>[E-mail and phone number/skype]</td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> </tr> </tbody> </table> <p>Number of members of the Governing Board, disaggregated by sex Number of Executive Managers, disaggregated by sex</p>	Key management person	Female/male/prefer not to say	Competence and role	Contact details	[Name]		[Role]	[E-mail and phone number/skype]								
Key management person	Female/male/prefer not to say	Competence and role	Contact details														
[Name]		[Role]	[E-mail and phone number/skype]														
<p>Existing level of gender mainstreaming <u>in the company</u> (gender policy, sexual exploitation, abuse and harassment [SEAH], women's representation at governance and executive level positions, equal pay)</p>	<p>Gender</p> <p>Describe your gender policy and Policy on Prevention and Protection from Sexual Exploitation, Sexual Abuse, and Sexual Harassment (SEAH). Do you have a policy and mechanism in place to avoid gender discrimination in marketing and advertising materials? [300 words]</p> <p>Do you offer equal opportunities to women and men, including equal pay for same level positions? Please describe. [300 words]</p>																

Environment, health & safety, and waste	Environment, health & safety, and waste Provide an outline of your environment, health & safety and waste policies. [300 words]
DEVELOPMENT IMPACT POTENTIAL	
Potential of the proposed project to provide energy access at scale in rural and peri-urban areas	Impact potential Provide an outline of your plans for establishment and/or scaling up of your business. [300 words] Describe your compliance with international and/or national technical standards as indicated in the PQ Guidelines. [300 words] Provide an outline of your after-sales services and the warranty arrangements offered to the customers. [300 words] Provide an overview of your suppliers and describe the process/reasons/rationale for choosing them. [300 words]
Potential for accruing socio-economic, health and education and environmental benefits (particularly income generation opportunities)	Socio-economic, health and education and environmental benefits What socio-economic, health and education, and/or environmental benefits do you expect to last beyond a possible BGFA2-supported implementation period? [300 words]
Gender awareness: proactive policy in place to promote solutions meeting the needs of both women and men and avoiding any negative gender bias/discrimination in marketing and operations	Gender awareness Describe how your products/services meet the needs of women and men (including for possible productive use). Explain the benefits in terms of less unpaid work required by women, such as care giving, cooking, cleaning and other daily activities. [300 words]
Alignment of target market and demographics with BGFA objectives in the context of the target Country Programme/Funding Window and Funding Lot	Alignment of target market and demographics Identify your main envisaged centres of geographic focus (e.g. marketing and service hubs) for the rollout of the operations. Describe any notable socio-economic characteristics of the region(s) that are of particular relevance to the BGFA development objectives. [300 words]

<p>Geographic risks: sensitivity to conflict and security issues (ambition to roll out and operate in conflict and tension zones or in areas of deep social inequality, appropriate security measures in place)</p>	<p>Identify which customer segments and demographics you expect to address (and if possible the approximate % of connections for each). [300 words]</p> <p>Does your company have an established security policy and related standard operation procedures already in place for managing your operations and activities in high-risk areas? [100 words]</p> <p>Which security risks are in your view likely to affect your operations and how do you propose to mitigate them? [200 words]</p> <p>Non-mandatory questions:</p> <p>Which sites listed in Annex F would you likely prioritize for deployment? Why? Attach an excel file (as per template available in the Support section of SmartME) with reference to province and site numbers as per table in Annex F [300 words]</p> <p>What are main site characteristics that you would take into account for clustering sites, to help ensure economic viability for micro-grid deployment? [300 words]</p> <p>Indicate potential options and reasoning for clustering among the sites listed in Annex F from the perspective of your company and with consideration to the ideal size of a cluster in terms of number of micro-grid connections. Attach an excel file (as per template) with reference to province and site numbers as per table in Annex F [300 words]</p>
<p>FINANCIAL CAPACITY</p>	
<p>Existing equity and Net Tangible Asset levels of Applicant/Lead Applicant – relationship of equity and Net Tangible Assets to total funding request/total project volume</p>	<p>Financial position (including parent company if applicable)</p> <ul style="list-style-type: none"> • Outline the overall financial position of your business as well as expected future finance/investment for your business in the Project Country. [300 words] • Outline the situation now – i.e. not including the proposed project. [500 words] <ul style="list-style-type: none"> - Paid-up equity (listed by sources) - Total debt (listed by sources) - Total other grant funding - Debt to equity ratio

	- Total Net Tangible Assets												
Level of committed co-financing already available from external sources, and future financing e.g. other donors / DFI contributions, crowdfunding platforms, commercial sources and supplier finance	Level of co-financing <ul style="list-style-type: none"> Describe the presently expected situation for the project proposal; committed and future finance for the project (co-funding letter(s) not obligatory, full evidence for funding to be provided at due diligence). [300 words] Committed finance: 												
	<table border="1"> <thead> <tr> <th>Source of finance</th><th>Amount (EUR)</th><th>Type of finance (debt/equity/grant)</th><th>Terms and conditions</th><th>Use of the finance</th><th>Status (e.g. until when;- include termination date if appropriate)</th></tr> </thead> <tbody> <tr> <td></td><td></td><td></td><td></td><td></td><td></td></tr> </tbody> </table>	Source of finance	Amount (EUR)	Type of finance (debt/equity/grant)	Terms and conditions	Use of the finance	Status (e.g. until when;- include termination date if appropriate)						
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Credibility of fundraising plan, status of discussions / negotiations with finance providers; track record of raising finance in the past	Fundraising plan												
	<table border="1"> <thead> <tr> <th>Source of finance</th><th>Amount (EUR)</th><th>Type of finance (debt/equity/grant)</th><th>Status [drop down] Outline Term Sheet (an outline term sheet has been developed and proposed by one or more institutions) In negotiation (substantive discussions with one or more institutions which have formally signalled a tangible interest) Initial discussions (preliminary discussions with one or more institutions which have informally indicated a potential interest) Planned/projected (the facility is planned and institutions are being approached or will be approached in the future).</th></tr> </thead> <tbody> <tr> <td></td><td></td><td></td><td></td></tr> </tbody> </table>	Source of finance	Amount (EUR)	Type of finance (debt/equity/grant)	Status [drop down] Outline Term Sheet (an outline term sheet has been developed and proposed by one or more institutions) In negotiation (substantive discussions with one or more institutions which have formally signalled a tangible interest) Initial discussions (preliminary discussions with one or more institutions which have informally indicated a potential interest) Planned/projected (the facility is planned and institutions are being approached or will be approached in the future).								
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Annex B: CV template

CVs may be provided in any format Applicants/Lead Applicants prefer but should as a minimum address the following issues for every member of the proposed management team:⁶

1. Proposed position [only one candidate should be nominated for each position]:
2. Name of firm [insert name of firm proposing the member]:
3. Name of person:
4. Date of birth:
5. Nationality:
6. Education:
7. Membership of professional associations:
8. Other training:
9. Countries of work experience:
10. Languages [for each language indicate proficiency: good, fair or poor in speaking, reading and writing]:
11. Employment record relevant to the project:
12. Adequacy for the project: detailed tasks assigned [list all tasks to be performed in relation to the project] and reference to prior work/assignments that best illustrate capability to handle the assigned tasks:

Expert's contact information: (e-mail, phone.....)

Certification:

I, the undersigned, certify that to the best of my knowledge and belief, this CV correctly describes me, my qualifications, and my experience, and I am available to undertake the assignment in case of a BGFA2 contract. I understand that any misstatement or misrepresentation described herein may lead to my disqualification or dismissal by NEFCO, and/or sanctions by NEFCO.

⁶ Up to three CVs

Annex C: Technology requirements

General requirements

Applicants/Lead Applicants are invited to familiarise themselves with the technology requirements described below and, where required, warrant in the SmartME intake system that they are willing to commit to these standards.

Applicants/Lead Applicants should employ technologically modern power systems, i.e. hardware and software subcomponents complying with relevant technical standards (e.g. ISO/IEC, IEC IEEE or equivalent) to ensure quality and reliability.

Applicants/Lead Applicants must offer a minimum three-year warranty on all systems, products and services. Applicants/Lead Applicants must offer a toll-free end-customer care line to receive and respond to customer service requests.

Systems relying on lead-acid batteries will not be eligible for BGFA2 funding. Generally, BGFA2 has a strong preference for technologies which maximise the lifetime of applied energy provision systems.

In order to successfully demonstrate eligibility of a proposed product/system for BGFA2 funding, Applicants/Lead Applicants are required to meet the following technology-specific criteria (as relevant to the proposed project):

Micro-grids⁷

Micro-grids should meet the general eligibility criteria for technical standards for generation, storage, load control and distribution. Applicants/Lead Applicants should include references to relevant technical (e.g. IEC TS 62257), safety and other standards at the latest in the business plan. As regards Micro-grids Applicants/Lead Applicants should demonstrate compliance with all relevant statutory regulations and technical standards applicable in the Project Country.

To receive BGFA2 financing, Micro-grids should rely on an AC (single-phase or three-phase) distribution system. DC Mini-grids are not eligible for financing under BGFA2.

Micro-grids should incorporate modern load control, monitoring and management systems, as well as 'smart' metering solutions, so as to enable integration with the Edison monitoring platform.

Applicants/Lead Applicants selected for contract negotiation will be requested to provide detailed technical design documentation for all aspects of the Micro-grids and the proposed solution will be checked during due diligence review according to the international Quality Assurance Framework (QAF) for Mini-/Micro-grids as established

⁷ A Mini-/Micro-grid is defined as an aggregation of loads and one or more energy sources operating as a single system providing electric power isolated from a main power grid. A Mini-/Micro-grid will include primarily renewable-based generation, energy storage and load control.

by the US Department of Energy (DoE) and National Renewable Energy Laboratory (NREL) (<https://www.nrel.gov/docs/fy17osti/67374.pdf>).

Nano-grids

Widely accepted technical standards applicable to Nano-grids are not available at this point in time. Technical requirements for Nano-grids are expected to be established at the due diligence review stage on a case-by-case basis, and may refer to a combination of technical standards applicable to the Standalone and Micro-grids, as appropriate, depending on the size and complexity of the technology employed and the overall infrastructure of the proposed project.

Solar Home Systems (SHS)⁸

To be successful, Applicants/Lead Applicants will, at the Final Application stage, be required to submit proof of the VeraSol certification, warranting that proposed products conform to either: 1) the Lighting Global Quality Standards; or 2) the quality standards in the recently published IEC TS 62257-9-8:2020.

- If selected for contract negotiations compliance will be checked during the due diligence review where Applicants/Lead Applicants will be asked to provide a Lighting Global verification letter or a VeraSol certification letter for each product. This will be checked against the publicly accessible list of VeraSol/Lighting Global accredited products (<https://data.verasol.org/>)⁹.
- For modular SHS, Applicants/Lead Applicants will, if selected for contract negotiations, be requested to submit proof of the VeraSol certification of the family of products (as described above) as well as provide a VeraSol assessment of the Available Daily Electrical Energy in Wh/day. If a family of products¹⁰ has not been tested as a full kit, and the combination proposed by the Applicant/Lead Applicant in question differs significantly from the one which has been tested (i.e. VeraSol cannot calculate a value for the available electrical energy per day from existing data), the Applicant/Lead Applicant will be required to submit lab test results of the proposed combination of products to VeraSol for assessment.
- As regards possible deviations from the combination of components (including all appliances and lights) tested in the Lighting Global/VeraSol certified product:

⁸ SHSs are defined as systems which comprise all components required to provide basic energy services as a kit, including (and may consist of interchangeable components from a product family):

- 1) PV module(s), charge control unit(s), battery/batteries;
- 2) Cables, switches, connectors, and protective devices sufficient to connect the PV module(s) and charge control unit(s) and battery/batteries; and
- 3) Loads (optional): lighting and requisite cables, load adapter cables (e.g. for mobile phones) and other appliances (TV, fan, radio, etc.) and their requisite cables.

⁹ CSV Excel file available for download at:

https://data.verasol.org/download/all/sek?verified=true&sortBy=qvDate_desc

¹⁰ As per VeraSol's definition: https://storage.googleapis.com/verasol-assets/LGFamiliesofProductsPolicy_v3-no-performance-reporting-1811203.pdf

Applicants/Lead Applicants will, if selected for contract negotiations, be requested to submit proof of VeraSol certification for the proposed combination (as described above).

These requirements will also apply to possible new systems proposed included in a BGFA2-funded project.

Any costs incurred by Applicants/Lead Applicants while fulfilling these compliance and testing requirements should be covered by Applicants/Lead Applicants and will not be refundable under the programme.

Applicants/Lead Applicants will in a possible BGFA2 contract be requested to undertake an obligation to provide a three-year warranty on all components forming part of the core SHS, including the PV panel(s), the main battery pack and lights, and a one-year warranty on all other appliances sold with the SHS.

Refrigerators, Solar Water Pumps (SWP), Electric Pressure Cookers (EPC)

Any product included in the 'Global LEAP award database', i.e. already named winner or finalist in a previous Global LEAP awards competition, will automatically be eligible for BGFA2 funding. Compliance will be checked, during the due diligence review, against the comprehensive 'Global LEAP awards'- list (i.e. finalists and winners) available on VeraSol's website (<https://data.verasol.org/>) in several buyers' guides.¹¹

Applicants/Lead Applicants selected for contract negotiation offering other products, i.e. products that were not included in the previous Global LEAP award competitions, will be required to provide evidence at the due diligence stage showing that the proposed products are at least equivalent to the lowest performing product currently in the Global LEAP award database in terms of performance and quality. To verify this the following procedure will apply:

- Provision of two randomly-selected product samples: 1) to an independent third-party test laboratory for testing using the relevant Global LEAP test methods;¹² and 2) to a laboratory which has an active partnership with VeraSol.¹³ Costs arising to determine that these requirements are fulfilled should be covered by Applicants/Lead Applicants and will not be refundable.
- Provision of the test result in a standard test report template enabling REEEP to liaise with VeraSol to compare the quality and performance of the offered product against the similar size/form factor category in the Global LEAP award database. The costs of VeraSol's assessment will be covered through BGFA2BGFA2. After evaluation, all product data reviewed by VeraSol will be shared publicly on its dedicated database.

¹¹ Buyer's guides for 1) fridges: 2017 and 2019 rounds, 2) SWP pumps: 2019 round, and 3) EPC: upcoming award (expected to be published before the end of 2020).

¹² <https://efficiencyforaccess.org/publications/type/test-methods/>

¹³ List of labs (<https://verasol.org/test-labs>, section Off-Grid-Appropriate Appliances and Productive Uses) and for electric pressure cooker: Colorado State University lab.

These requirements will also apply to new systems proposed including during the course of the programme.

All other appliances and systems

For appliances not yet covered by Global LEAP (e.g. solar mills, water filtering units, solar ovens, etc.), Applicants/Lead Applicants selected for contract negotiations will during the due diligence review be requested to provide lab testing results from a VeraSol partner lab (<https://verasol.org/test-labs>) to ensure that the technical specifications indicated for the appliance(s) are accurate. Any costs incurred by Applicants/Lead Applicants from these tests should be covered by Applicants/Lead Applicants and will not be refundable. If lab testing is not feasible (e.g. large PV-powered cold rooms), NEFCO may request that the Applicants/Lead Applicants provide the manufacturer's self-reporting performance data over a period of time.

Applicants/Lead Applicants selected for contract negotiation will be required to demonstrate that any proposed biomass, bioethanol and/or biogas solutions are not likely to lead to deforestation or other forms of ecological degradation and do not have material negative impacts on protected areas and biodiversity. Cooking solutions based on the use of dry biomass only or non-renewable energy solutions are not eligible.

Annex D: Energy Service Tier Matrix

When filling in the Concept Note, Applicants/Lead Applicants are encouraged to closely study and refer to the parameters set out in tables below, which categorise different types of ESS into five main Tier levels.

Applicants/Lead Applicants invited to take part in the Final Application stage will be required to use the Tier differentiation in the business plan when describing the ESS they expect to be able to establish with BGFA2 funding.

The energy service Tiers included in the proposed project will be weighted in line with the overall objectives of BGFA2. The weighting will reflect the proposed increase in the quality of energy services. Clean cooking (including electric cooking), productive use and delivery of public services, commercial or institutional ESS deployed together with an eligible piece of equipment will be given particular weight. The impact of productive use and the relative cost of appliances will affect the weighting.

The weighting criteria will be described in the Guidelines for the Final Application stage. During the Final Application stage, applications will be evaluated based on their ability to maximise the value for money offered with BGFA2 funding.

Tier matrix for Mini-/Micro-grid ESS

Applicants/Lead Applicants seeking funding to deliver ESS through Micro-/Mini-grids should categorise these ESS according to the daily service used by or categorised according to the daily service used or subscribed (in Wh/day) by the end-customer, according to the indicative energy service Tier matrix set out below.

TABLE 5: ENERGY SERVICE TIER MATRIX FOR MINI- /MICRO-GRIDS

TIER LEVEL	1–2	3	4	5
Daily service (kWh used/day - or upper limit)	< 1	≥ 1		
Peak capacity (W)	NA		≥ 800	≥ 2000
Availability of supply (hours)	≥ 4	≥ 8	≥ 16	≥ 22
of which evening supply (hours)	≥ 2		≥ 4	

Definitions:

- Peak capacity is only applicable to Tier 4 and 5 ESS and refers to the monthly peak capacity, which is defined as the maximum average capacity consumed by an end-customer calculated over a 5-minute period in a calendar month. In order to meet the peak capacity requirements, the monthly peak capacity needs to exceed the applicable threshold at least 50% of the time over two years.
- Availability of supply: electricity should be available to end-customers (if they wish to purchase it) for a minimum amount of time every day for at least 90% of the days in the year.

Evening supply: end-customers should be able, if they so wish, to purchase the energy service and to draw current for at least two hours between the hours of 18:00 and 06:00 (i.e. it is not a requirement that every end-customer actually consumes power during evening hours).

Tier matrix for Standalone ESS

Applicants/Lead Applicants including Standalone solutions in their offer, should categorise these ESS based on available daily electrical energy (in Wh/day), applying the following indicative energy service Tier matrix.

TABLE 4: ENERGY SERVICE TIER MATRIX FOR STANDALONE SYSTEMS

TIER LEVEL	1A	1B	2A	2B	2C	3	4	5
Eligible customers	Residential / Commercial / Institutional					Commercial / Institutional		
Available Daily Electrical Energy [Wh/day]	≥ 20	≥ 35	≥ 70	≥ 175	≥ 310	≥ 600	≥ 1000	≥ 2000

Definitions:

- *Residential customer*: an end-customer (person or household) receiving energy services for dwelling purposes.
- *Commercial customer*: an end-customer (businesses, including small and medium-sized enterprises, industries and to some extent also the so-called informal sector) receiving energy services for power appliances, machinery and any type of productive use equipment used in the production of goods or services for the purpose of the end-customer's income-generating activity. Actors within the informal sector may qualify as commercial end-customers as long as the energy service is used solely for an income generating activity (i.e. not serving a residential end-customer).
- *Institutional customer*: an end-customer (in public or private legal entities) receiving energy services to provide public services, for free or at a reasonable cost, to a community (e.g. health, education, drinking water, street lighting, etc.).

For SHS, available electrical energy per day refers to the eponymous indicator in the VeraSol certification (see Technical Standards in [Annex C](#)). For Nano-grids and large Standalone systems that do not use available daily energy as an indicator, the battery storage capacity of the system can be used as a proxy, and the Tier of individual ESS can be defined by the battery capacity allocated to each end-customer.

Incentives for productive use and the delivery of public services

Productive use equipment and equipment used for the delivery of public services will be incentivised.

Eligibility of equipment/appliances varies between Funding Lots and types of customers according to the following Table 6:

TABLE 6. INCENTIVE FRAMEWORK

ELIGIBLE EQUIPMENT/APPLIANCES	Customer		
	Residential	Commercial	Institutional
Refrigeration	Not eligible	Eligible	
Pumping for irrigation	Not eligible	Eligible	
Agricultural processing and multi-functional platforms	Not eligible	Eligible	
Artisanal use (e.g. welding, carpentry and wood work, sawing)	Not eligible	Eligible	
Drinking water (including pumping and treatment)	Not eligible	Not eligible	Eligible
Electrical medical equipment*	Not eligible	Not eligible	Eligible
Street light	Not eligible	Not eligible	Eligible

Reservation

NEFCO reserves the right to adjust and/or further supplement the described specification parameters at its discretion.

Annex E: Draft Certificate of Compliance Template

Applicants/Lead Applicants selected for BGFA2 financing during the Final Application stage will be required to fill in and sign a certificate of compliance before start of the due diligence review and contract negotiations.

QUESTIONS:	ANSWERS:
<p>Contractual standing - litigation</p> <ol style="list-style-type: none"> 1. Can the Applicant/Lead Applicant confirm that it is presently fulfilling all of its significant contractual obligations? 2. Have any of the Applicant's/Lead Applicant's significant contracts ever been terminated due to material non-performance? 3. If YES, please describe the circumstances. 4. Can the Applicant/Lead Applicant confirm that no litigation, arbitration or administrative proceeding is currently ongoing or pending that could adversely affect the Applicant's/Lead Applicant's ability to implement the project should it be selected for funding under BGFA2.. 5. If NOT, please describe the type of proceedings and circumstances. 	
<p>Sanctions</p> <ol style="list-style-type: none"> 6. Can the Applicant/Lead Applicant confirm that neither it nor, to the best of its knowledge, any of its officers, employees or sub-contractors intended to implement any part of the proposed project: <ul style="list-style-type: none"> (a) have been convicted in any court of law in any jurisdiction of an offence involving any Prohibited Practices or SEAH (as defined in NEFCO's policies, see references included below in footnote 2) or any other illegal activity detrimental to the interest of BGFA; or (b) are currently under any form of sanction by a government, an international organisation or other international organ? 7. If the Applicant/Lead Applicant or any of its officers, employees or sub-contractors are under any form of sanction, please provide details, including date of reinstatement, as applicable. 8. Can the Applicant/Lead Applicant confirm that if it or any of its officers, employees or sub-contractors should come under any sanction, the Applicant/Lead Applicant will disclose such sanctions without delay? 	
<p>Compliance with NEFCO policies</p> <ol style="list-style-type: none"> 9. Can the Applicant/Lead Applicant confirm that it has familiarised itself with and is ready to adhere to NEFCO's policies and guidelines as relevant to the 	

implementation of the proposed project should the Applicant/Lead Applicant be selected for BGFA2BGFA2 funding during the Final Application stage?¹⁴

Prohibited practices

10. NEFCO requires all counterparties to adhere to the highest ethical standards and has zero tolerance of Prohibited Practices¹⁵.

Can the Applicant/Lead Applicant confirm that: i) it will take all available measures to adhere to NEFCO's Policy on Anticorruption and Compliance both at the application and selection stage, as well as during project implementation, if selected for BGFA2 funding, and ii) it has not been engaged in any Prohibited Practices in competing for BGFA2 funding, which includes no public authority officials, representatives of or persons working for BGFA (including personnel at NEFCO and REEEP) having received or due to be offered any direct or indirect

¹⁴ <https://www.nefco.org/about-nefco/legal-framework-and-guidelines/>

This include the following policies:

- NEFCO's Environmental and Sustainability Guidelines
- NEFCO's Sustainability Policy
- NEFCO's Gender Policy
- NEFCO's Policy on Anticorruption and Compliance
- NEFCO's Policy on Prevention of Sexual Exploitation, Sexual Abuse and Sexual Harassment (SEAH)
- NEFCO's Procurement Guidelines

¹⁵ 'Prohibited Practices' as defined in NEFCO's Policy on Anticorruption and Compliance (adopted on 12 December 2019 and in force as of 1 January 2020):

- a) 'Abuse' meaning theft, misappropriation, waste or improper use of property or assets related to the Project, either committed intentionally or through reckless disregard;
- b) 'Coercion' meaning the impairing or harming, or threatening to impair or harm, directly or indirectly, any party or the property of the party for the purpose of improperly influencing the actions of a party;
- c) 'Collusion' meaning an arrangement between two or more parties designed to achieve an improper purpose, including for the purpose of improperly influencing the actions of another party;
- d) 'Corruption' meaning the promise, offering, giving, receiving, or soliciting, directly or indirectly, anything of value or any undue advantage, or any act or omission that involves the abuse of authority or functions, for the purpose of influencing or causing to influence improperly the actions of another party, or for the purpose of obtaining an undue advantage for oneself or for another party;
- e) 'Fraud' meaning any act or omission, including misrepresentation or concealing a material fact, that knowingly or recklessly misleads, or attempts to mislead, a party for the purpose of obtaining a financial or other benefit or undue advantage for oneself or for a third party, or to avoid an obligation;
- f) 'Obstruction' meaning
 - i. Deliberately destroying, falsifying, altering or concealing evidence material to an investigation;
 - ii. Making false statements to investigators in order to materially impede an investigation;
 - iii. Failing to comply with requests to provide information, documents or records in connection with an investigation;
 - iv. Threatening, harassing or intimidating any party to prevent it from disclosing its knowledge of matters relevant to a NEFCO investigation or from pursuing an investigation; or
 - v. Materially impeding NEFCO's contractual rights of audit or access to information;
- g) 'Money Laundering' meaning
 - i. The conversion or transfer of property, knowing that such property is derived from criminal activity, to conceal and disguise the illicit origin of the property, or assisting any person who is involved in the commission of such activity to evade the legal consequences of this action;
 - ii. The concealment or disguise of the true nature, source, location, disposition, movement, rights with respect to, or ownership of property, knowing such property is derived from criminal activity;
 - iii. The acquisition, possession or use of property knowing, at the time of receipt, that such property was derived from criminal activity; or
 - iv. Participation or assistance in any of the activities above.

'Financing of Terrorism' meaning the provision or collection of funds, by any means, directly or indirectly, with the intention that they should be used or in the knowledge that they are to be used, in full or in part, in order to carry out terrorist activities.

'Terrorist Activities' shall have the same meaning as set out in Article 2 of the International Convention for the Suppression of the Financing of Terrorism.

benefit in connection to the Applicant's/Lead Applicant's application and possible selection for BGFA2 funding?	
<p>SEAH</p> <p>11. Can the Applicant/Lead Applicant confirm that it will take all available measures to adhere to NEFCO's Policy on the Prevention of Sexual Exploitation, Sexual Abuse and Sexual Harassment (SEAH Policy)?</p>	
<p>Conflict of Interest</p> <p>12. Can the Applicant/Lead Applicant confirm that it is not engaged in any other activity that may cause a conflict of interest with the purpose of BGFA, if the Applicant/Lead Applicant should be selected during the Final Application stage to receive BGFA2 funding?</p>	
<p>Environmentally safe practices and social responsibility</p> <p>13. Can the Applicant/Lead Applicant confirm that it is in compliance with all applicable environmental, labour, health and safety laws of a jurisdiction relevant to its business?</p> <p>14. Can the Applicant/Lead Applicant confirm that it, if selected for BGFA2 funding, is willing to undertake to seek economic, environmental and social progress with a view to achieving sustainable development?</p> <p>15. Can the Applicant/Lead Applicant confirm that it will use its best efforts to refrain from any act or omission that would be environmentally harmful during implementation of the proposed project, if it should be selected for BGFA2 funding during the Final Application stage?</p>	

The Applicant/Lead Applicant acknowledges and confirms that it has examined all instructions, forms, terms, conditions and specifications in the Final Application Guidelines.

The Applicant/Lead Applicant understands and acknowledges that NEFCO reserves the right to verify any information provided by the Applicant/Lead Applicant, and that NEFCO at its sole discretion may decide that any untrue statement may result in the project proposal being rejected.

Before contracting, NEFCO will carry out a thorough integrity due diligence review of highest scoring Applicants/Lead Applicants in accordance with NEFCO's Policy on Integrity Due Diligence (IDD) and request that Applicants/Lead Applicants provide NEFCO with further information relating to the Applicant's/Lead Applicant's legal status, ownership, organization etc. The Applicant/Lead Applicant confirms that it will cooperate with NEFCO and provide such information upon request without delay.

By the signature of a duly authorised representative of the Applicant/Lead Applicant, the Applicant/Lead Applicant hereby certifies that all of the above information and statements are true and correct.

Date and place: _____

Authorised signature: _____

Name in capitals: _____

Position: _____

Organisation: _____

Annex F: List of Sites

Sites (56) for deployment of Micro-grids under BGFA2

Reservation: NEFCO reserves the right to adjust and/or further supplement the list of sites and described specification parameters at its discretion.

A digital version of the site information that is viewable on google earth is available for download on SmartME platform. The data can be opened on Google Chrome browser after downloading a plug-in here: <https://chrome.google.com/webstore/detail/kml-kmz-viewer-with-drive/mbolhelljccdahaeelobbojpf dgjgco/related>

A document with more detailed maps and satellite images of the sites can be downloaded in the SmartME intake system.

Site no.	Province	District	Administrative Post (responsible for the site)	Community	Longitude	Latitude	Est. no. of households (# of buildings divided by 2.5)	Pop. Est, (5km radius)	Concentrated population density	Estimation of total potential micro-grid connections (not considering willingness to pay or households using SHS)	Estimated total SHS market potential connections (80% of total households in 5km radius, excl. mini-grid connections)	Public buildings	Economic Activities (N/A = information is not available)	Road access (N/A = information is not available)
1	Inhambane	Panda	Mawayela	Mawayela	34,1073	-24,366	431	2719	Less than 100 m	152	223	2 schools 1 Clinic	N/A	Yes

2	Inhambanhe	Inhassoro	Ilha Bazaruto	Ilha Bazaruto	35,457961	-21,686802	225	1291	More than 100 m (mixed)	99	101	1 School 1 clinic	Fishing and Tourism	N/A
3	Sofala	Caia	Caia - Sede	Ndoro	34,942407	-18,11523	1327	7830	Less than 100 m (60m)	501	661	3 Schools	Agriculture and Fishing	Year-round
4	Sofala	Marínguè	Marínguè-Sede	Gumbalansai	34,394203	-17,967726	1017	6998	Less than 100 m	810	166	2 Schools 1 clinic	District level: Agriculture and other industries	All year round
5	Sofala	Búzi	Estaquinha	Marombe	34,681649	-20,001791	1700	7231	Less than 100 m	199	1201	4 Schools 1 clinic	Agriculture	Yes
6	Sofala	Chemba	Mulima	Cado	34,6371	-17,3675	1395	3420	Less than 100 m	276	895	2 Schools 1 clinic	Agriculture	Yes
7	Sofala	Chibabava	Chibabava Sede	Chinhica	33,658562	-20,28919	706	4925	Less than 100 m (mixed)	451	204	4 Schools	Agriculture and Livestock	Yes
8	Sofala	Machanga	Ilha Chiloane	Ilha de Inharrigue	34,890031	-20,622816	378	1914	Less than 100 m	378	0	1 school 1 clinic	Agriculture and Fishing	Yes
9	Sofala	Machanga	Divinhe	Ilha Buene	34,7914	-20,7084	530	3268	Less than 100 m (some areas)	112	334	2 Schools 1 clinic	Agriculture and Fishing	N/A
10	Sofala	Machanga	Beia-Peia	Javane	34,164744	-21,292152	404	1048	More than 100 m	77	262	0	Agriculture, fishing	Yes
11	Sofala	Machanga	Divinhe	Maropanhe	34,832169	-20,779431	198	951	Less than	114	67	0	Agriculture and Fishing	N/A

									100 m (60m)					
12	Sofala	Búzi	Nova Sofala	Ampara	34,594151	-20,440623	318	658	More than 100 m	38	224	1 School	Agriculture, fishing	Yes
13	Sofala	Muanza	Galinha	Chenapami mba	35,102725	-19,015452	178	709	More than 100 m (mixed)	60	94	1 School	Agriculture	Yes
14	Sofala	Muanza	Galinha	Wiriquize	35,519482	-19,266134	85	550	More than 100 m (disper sed)	63	18	1 School	Fishing	N/A
15	Manica	Guro	Guro-Sede	Bunga	33,275183	-16,837445	3370	1811 5	Less than 100 m	1507	1490	1 School 2 clinics	Agriculture	Yes
16	Manica	Vandúzi	Vanduzi sede	Mucombezi	33,3137	-18,6641	892	4516	Less than 100 m (some areas)	212	544	1 School	Agriculture and Livestock	Year- round
17	Manica	Manica	Messica	Manhene	32,9138	-19,0568	321	5668	Less than 100 m (mixed)	96	180	3 Schools	Agriculture and Livestock	Yes
18	Tete	Chifunde	Mualadzi	Mualadzi	32,986774	-14,1665	934	5519	Less than 100 m (mixed)	137	637,6	1 School 1 clinic 1 Airfield	Agriculture, Fishing	Yes
19	Tete	Chifunde	Nsadzo	Nsadzo	32,344078	-14,4263	467	1610	Less than 100 m (mixed)	140	261,6	1 School	Agriculture	Yes

20	Zambezia	Milange		Vulalo	35,6328	-16,2322	2826	1568 9	Less than 100 m	566	1808	7 Schools 1 clinic	Agriculture and Livestock	Year-round
21	Zambezia	Milange		Dula	35,6285	-16,339	2206	1119 6	Less than 100 m (60m)	238	1574	5 Schools	Agriculture and Livestock	Yes
22	Zambezia	Milange		Mongue	35,4825	-16,3769	1776	8440	Less than 100 m (60m mixed)	226	1240	3 Schools	Agriculture and Livestock	Yes
23	Zambezia	Pebane		Tomeia	39,0317	-16,878	1039	7484	Less than 100 m	397	514	3 Schools 1 clinic	Agriculture and Livestock	Yes
												1 Clinic		
24	Zambezia	Pebane		Naburi	38,9252	-16,7749	1034	4391	Less than 100 m	652	306	3 Schools	Agriculture and Livestock	Year-round
25	Zambezia	Milange		Zalimba	35,5341	-16,2188	1259	1451 9	Less than 100 m (60m mixed)	115	915	9 Schools	Agriculture and Livestock	Yes
26	Zambezia	Molumbo	Molumbo-sede	Muloa	36,4808	-15,535	2128	7957	More than 100 m (dispersed)	137	1593	3 Schools	Agriculture and Livestock	Yes
27	Zambezia	Namaucrra	Malei	Malei	36,9531	-17,5118	533	1250 0	Less than 100 m (groups of concentrated)	195	270	5 Schools	Agriculture and Livestock	Year-round

28	Zambezia	Morrumbala		Muandiuia	35,716	-17,1013	753	5824	Less than 100 m (groups of concentrated)	266	390	3 Schools 1 clinic	Agriculture and Livestock	Year-round
29	Zambezia	Namarroi	Namarroi-sede	Namaria	36,900556	-16,099444	960	5672	Less than 100 m (dispersed and concentrated)	175	628	4 Schools	Agriculture and Livestock	Year-round
30	Zambezia	Maganjanda costa	Maganjanda costa-sede	Cariua	37,2053	-17,2396	651	7402	Less than 100 m (60m)	126	420	3 Schools	Agriculture and Livestock	Yes
31	Zambezia	Molumbo	Molumbo-Sede	Macutapano	36,3206	-15,6467	1013	2991	Less than 100 m (mixed)	152	689	2 School	Agriculture and Livestock	Yes
32	Zambezia	Milange	Mongue	Sabelua	35,7755	-16,5143	446	7726	Less than 100 m (70m)	117	263	1 School	Agriculture and Livestock	Yes
33	Zambezia	Pebane		Malema	38,6123	-16,837	567	2698	Less than 100 m (60m)	198	295	2 Schools	Agriculture and Fishing	Yes
34	Zambezia	Alto Molocue		Mutala	37,8706	-16,0134	380	1584	Less than 100 m	130	200	1 School	Agriculture and Livestock	Yes
35	Zambezia	Derre	Derre-Sede	Machindo	36,3051	-17,2669	225	990	More than 100 m	185	32	0	Agriculture and Fishing	N/A

36	Zambezia	Mocubela		Maneia	37,6467	-16,7283	157	1046	Less than 100 m	132	20	1 School	Agriculture and Livestock	Yes
37	Zambezia	Mocuba		Muaquia	36,8776	-17,2196	343	2380	More than 100 m (dispersed)	43	240	1 School	Agriculture and Livestock	Yes
38	Nampula	Malema	Malema Sede	Muripa	37,4142	-14,947792	3994	18840	Less than 100 m	1412	2066	10 Schools 1 Clinic	Agriculture	Yes
39	Nampula	Monapo	Monapo	Mucujua	40,299129	-14,91592	3384	43646	Less than 100 m (very concentrated)	2919	372	5 Schools 2 clinics	Agriculture and Livestock	Year-round
40	Nampula	Murupula	Nihessiue	Mulhaniua	38,735317	-15,601193	1242	9581	Less than 100 m (mixed)	304	750	4 Schools 1 clinic	Agriculture, Fishing, and Mining	Yes
41	Nampula	Malema	Malema Sede	Murralelo-Sede	37,563302	-15,051283	1403	7054	Less than 100 m	329	859	4 Schools	Agriculture, Fishing, and Industry	Yes
42	Nampula	Moma	Chalaua	Mavuco	39,020682	-15,948348	1058	6481	Less than 100 m	524	427	0	Agriculture, Livestock, and Fishing	Yes
43	Nampula	Murupula	Murupula-Sede	Tiponha-Sede	38,57481	-15,586448	1040	5826	More than 100 m (dispersed)	414	501	5 Schools 1 clinic	Agriculture, Livestock, and Mining	Yes

44	Nampula	Nacala-a-Velha	Nacala-a-Velha	Mueria	40,4949	-14,5766	859	8968	Less than 100 m (dispersed and concentrated)	190	535	4 Schools 1 clinic	Agriculture, Livestock, and Mining	Year-round
45	Nampula	Nacala-a-Velha	Nacala-a-Velha	Nahipa	38,965908	-14,816473	800	4401	Less than 100 m	455	276	1 School 1 clinic	Agriculture, Fishing, and Mining	Yes
46	Nampula	Erati	Namapa	Mirrote	39,612596	-13,841204	682	1209 1	Less than 100 m	110	458	6 Schools	Agriculture	Yes
47	Nampula	Mogincual	Namige	Naminane-Sede	40,192524	-15,574078	635	5302	Less than 100 m	193	354	1 School	Agriculture	Yes
48	Nampula	Rapale	Namaita	Caramaja-Naphome	39,113509	-15,123429	513	8818	Less than 100 m (mixed)	114	319	2 Schools	Agriculture and Livestock	Yes
49	Nampula	Mecuburi	Muite	Issipi	38,806683	-14,370982	476	2888	Less than 100 m	354	98	2 Schools 1 clinic	Agriculture	Yes
												1 Clinic		
50	Nampula	Nacarôa	Inteta	Maheta	40,024154	-14,451964	1377	5695	More than 100 m (dispersed)	37	1072	5 Schools	Agriculture and Livestock	Yes
51	Nampula	Mogovolas	Calipo	Cussi	39,0528	-15,6327	342	2937	More than 100 m (dispersed)	234	86	1 School	District level: Agriculture and Livestock Others: Rock and	Year-round

													Sand Quarrying	
52	Nampula	Mecuburi	Muite	Ratana-Sede	39,004508	-14,241682	342	3101	Less than 100 m (concentrated)	145	158	2 Schools 1 clinic	Agriculture and Livestock	Year-round
53	Nampula	Angoche	Namapond a	Gelo	40,105552	-15,948575	143	2850	Less than 100 m (mixed)	134	7	1 School	Fishing and Mining	Year-round
54	Nampula	Muecate	Muculuone	Grácio	39,372429	-14,941999	212	3816	Less than 100 m (60m mixed)	72	112	3 Schools	Agriculture and Livestock	Yes
55	Nampula	Mogincual	Namige	Namalungo	40,229557	-15,527193	223	1486	More than 100 m	71	122	1 School	Agriculture and Livestock	Yes
56	Niassa	Nicoadala	Nicoadala-sede	Nantente	37,7389	-12,9445	321	1101	Less than 100 m (mixed)	146	140	2 Schools	Agriculture	Yes

Annex G: Template for indicating priority sites

BGFA2 attachment template to the question

Which sites (listed in Annex F) would you likely prioritize for deployment? Why?
Attach an excel file (as per template) with reference to province and site numbers as per table in Annex F of the Pre-qualification Guidelines

Province	Site no.	District	Administrative post

Indicate potential options and reasoning for clustering among the sites listed in Annex F from the perspective of your Company and with consideration to the ideal size of a cluster in Terms of number of Micro-grid Connections. Attach an excel file (as per template) with reference to Province and site numbers as per table in Annex F of the Pre-qualification Guidelines.

Indicate potential clusters below. Add rows and clusters as necessary.

Cluster 1

Province	Site no.	District	Administrative post

Cluster 2

Province	Site no.	District	Administrative post