

FSD Africa – Carbon Centre of Expertise (CoE)

REQUEST FOR EXPRESSIONS OF INTEREST

(Individuals & Firms)

Broad Scope of Work – Consolidated Procurement Document

1. Introduction

FSD Africa is establishing a roster of pre-qualified service providers—both individuals and corporate entities—to support the implementation of its Carbon Markets Strategy through the Carbon Centre of Expertise (CoE). The roster will allow FSD Africa to rapidly commission technical assistance, research, advisory work, and implementation support across Africa’s emerging carbon and nature finance landscape.

The Carbon CoE works to **leverage carbon markets to mobilise capital for impactful climate action, resilience, and sustainable development across Africa**, focusing on strengthening financial institutions, developing innovative financial products, enabling high-integrity market infrastructure, and accelerating high-impact project pipelines.

Pre-qualification through this EOI will ensure that interested experts are considered for shortlisting but is not a guarantee that they will be shortlisted.

This pre-qualification covers services aligned with FSD Africa’s five strategic levers:

1. Policy and Regulatory Environment
2. Markets Infrastructure
3. Financial Institutions
4. Financial Innovation & Products
5. Knowledge and Connective Platforms

Service providers must demonstrate experience relevant to African geographies and priority carbon sectors.

The scope presented here is intentionally broad. **Service providers are not required or expected to offer services across all areas, sectors or geographies.**

Instead, applicants should **highlight their core strengths**, including carbon markets technical areas, sectors experience relevant to carbon and regional experience where they have specialised expertise. FSD Africa will draw on different providers for different assignments based on these strengths.

2. Scope of Work

A. Policy & Regulatory Environment

Support governments, regulators, and regional bodies to design, operationalise, and strengthen carbon market governance.

Key areas:

- Compliance market readiness; Article 6 readiness (6.2/6.4), bilateral agreements, ITMO rules, and CORSIA market.
- Development of carbon market regulations, guidelines, statutory instruments
- National authorisation systems, standard operating procedures and benefit-sharing frameworks
- National registry design and interoperability architecture
- Legal advisory (environmental, climate, investment and financial law)
- Regional harmonisation

B. Market Infrastructure & Technology

Build systems that underpin high-integrity carbon markets.

Key areas:

- Digital MRV platforms, remote sensing, GIS and satellite analytics
- AI/ML-based carbon and nature modelling
- Data architecture and registry / tracking systems
- Developer aggregation platforms and other enabling infrastructure
- Quality assurance, ratings, carbon market benchmarking

C. Financial Institutions (FI) & Capital Mobilisation

Strengthen African financial institutions to mobilise investment into carbon and nature-positive projects.

Key areas:

- FI training on carbon markets and climate/nature risk
- Carbon revenue modelling and integration into existing credit decisions
- Risk modelling and mitigation
- Insurance product structuring (performance guarantees, delivery risk, political risk)
- Capital markets and structured finance (green/blue bonds, securitisation)
- Credit enhancement and guarantee structures
- Local investor mobilisation (banks, insurers, pension funds, DFIs, VCs)

National & Regional Training:

- Regulators, central banks, DNAs and ministries
- Banks, insurers, asset managers
- Carbon project developers and intermediaries

D. Financial Products & Blended Finance Innovation

Design instruments that unlock investment for carbon projects.

Key areas:

- Blended finance and catalytic capital structuring
- Carbon-revenue-backed notes, securitisation, SPVs
- Green, blue, sustainability and carbon-linked bonds
- Insurance-linked securities (ILS)
- Buyer-side instruments including Forward Purchase Agreements and streaming

E. Deal advisory and transaction execution:

- Comprehensive due diligence (technical, financial, legal, ESG, and commercial)
- Valuation of carbon/nature assets
- Investment memorandum & investor engagement
- Transaction modelling
- Legal due diligence on carbon rights, land tenure, benefit-sharing, and community agreements
- Review and drafting of FPAs&ERPAs, bilateral agreements, and carbon market contracts
- Legal structuring support for blended finance vehicles and transaction documentation
- Negotiation support and preparation of transaction documentation
- Structuring of transaction-ready pipelines for buyers and investors

F. Technical Carbon & Nature Project Expertise

Provide specialist expertise to develop high-integrity, nature-positive and technology-based projects.

Key areas:

- Forestry, ARR, IFM, agroforestry and regenerative agriculture
- Ecology, biodiversity, agronomy
- Blue carbon (mangroves, seagrass, saltmarsh, hydrology)
- Soil carbon and grasslands
- Wetland and Peatland restoration

- Energy sector projects relevant to carbon markets including clean cooking, biogas and methane avoidance
- Biochar production and soil application
- Baseline, additionality and permanence assessments
- Methodology expertise advisory (Verra, GS, ART TREES, ACoGS, A6.4)
- Benefit sharing structuring and benefit monitoring.

G. Project Origination, Implementation & PMO Support

Support early-stage project identification, pipeline development and implementation of multi-country interventions.

Key areas:

- Pipeline development and project screening
- Feasibility studies and pre-feasibility analyses
- Country coordination and stakeholder mobilisation
- Developer mentoring and acceleration
- Aggregated portfolio management

H. Impact, Safeguards & Integrity Systems

Ensure that community, social and environmental integrity is embedded in project design.

Key areas:

- ESG and safeguards frameworks
- FPIC processes and participatory engagement
- Community benefit-sharing mechanisms
- Gender and inclusion strategies
- Co-benefit certification (SD VISta, CCBA)

I. Monitoring, Evaluation & Learning (MEL)

Provide robust results measurement and donor accountability.

Key areas:

- MEL frameworks for carbon and nature finance programmes
- Outcome harvesting, evaluation and learning reviews
- Results-Based Financing verification support
- Donor reporting and programme performance tracking

J. Research, Knowledge & Convening

- Market studies, insights and analytical reports

- Toolkits, playbooks and learning platforms
- Knowledge products and communication materials

K. Buyer-Side and Investor Advisory

Support global and African buyers, investors and intermediaries to engage credibly and at scale with African carbon markets.

- Structuring, legal review and negotiation of FPAs/ERPAs and carbon procurement contracts
- Buyer–seller matching and market access
- Investor mobilisation and transaction pipeline development
- Corporate decarbonisation strategy and demand planning
- VCMI, SBTi and claims-readiness advisory
- Legal and contracting support
- Positioning African credits with global buyers, platforms and intermediaries
- Facilitating long-term offtake agreements and buyer confidence through integrity documentation.

3. Priority Carbon Sectors

Service providers should demonstrate expertise in one or more of the following sectors:

Nature-Based Sectors

- Forestry, ARR, IFM
- Agroforestry and regenerative agriculture
- Grasslands and soil carbon
- Blue carbon ecosystems
- Wetlands and peatlands
- Biodiversity and ecosystem restoration
- Watershed and catchment management

Technology & Non-Nature-Based Sectors

- Biochar
- Clean cooking / improved cookstoves
- Waste management and circular economy
- Biogas and methane avoidance
- Renewable energy and e-mobility
- Engineered removals (emerging)
- Digital MRV solutions

4. Geographic Coverage

Provide relevant experience in the following regions, listing out specific countries and nature of experience:

- East Africa
- West Africa
- Southern Africa
- Central Africa
- North Africa

Additional Relevant Geographic Experience outside Africa:

- Relevant work in Latin America, Southeast Asia, Other Mature Carbon Markets where transferable insights strengthen African carbon markets.

5. Cross-Cutting Themes

Service providers should demonstrate experience in:

- High-integrity crediting and rating frameworks
- Safeguards and grievance mechanisms
- Biodiversity and nature-positive outcomes
- Gender and youth inclusion
- Local capacity development
- Technological innovation and data governance
- Stakeholder engagement and strategic communication

6. Expressions of interest

The procurement of the Services is subject to a full international tender. This requires a two-part process:

- In the first part, **Expressions of Interest** (EOI) are invited from qualifying experts in an open tender. This invitation is open for a minimum of 20 calendar days.
- In the second part, following a shortlisting process, FSD Africa will issue an **Invitation to Tender** to the shortlisted experts with specific ToR for the tasks being considered.

FSD Africa will prepare a detailed Invitation to Tender document following the EOI phase. At this point, FSD Africa is inviting EOIs from suitably qualified experts.

Your EOI should contain:

In the case of individuals:

- A CV (maximum three sides of A4 size paper) of the proposed expert, tailored to the requirements/sections outlined in this EOI. Please highlight experience in delivering similar assignments, particularly in African markets(Refer to section 4).
- A concise statement outlining your understanding of the role and your proposed approach to delivering the scope of work, including any methodologies, tools or innovations to be applied.
- A statement outlining your availability for short-term consultancy and/or long-term works across Africa, including your preferred locations.
- Contact information for at least two recent professional references who can attest to your experience and ability to deliver similar assignments.
- A disclosure of any actual or potential conflicts of interest relevant to undertaking this assignment.
- Any other relevant information you consider pertinent for consideration during the shortlisting process.

In the case of firms:

- A company profile, including legal status, country of registration, areas of specialisation and experience relevant to the qualifications set out in Sections of this EOI. Please highlight experience in delivering similar assignments, particularly in African markets (Refer to section 4).
- CVs (maximum three sides of A4 size paper each) of the firm’s proposed experts, clearly indicating their roles, qualifications and relevant experience. CVs should be tailored to the requirements of this EOI.
- A concise statement describing the firm’s understanding of the assignment and a proposed approach to delivering the scope of work, including any methodologies, tools or innovations to be applied.
- Contact information for at least two recent clients or partners who can attest to the firm’s experience and performance in delivering similar work.
- A statement disclosing any actual or potential conflicts of interest relevant to the assignment.
- Any other information the firm considers relevant for the evaluation and shortlisting.

Your EOI should not exceed 10 sides of A4 (font size 11) excluding annexures and should be emailed with the subject “Expression of Interest — **Carbon Centre of Expertise** [Firm/Individual]” to procurement@fsdafrica.org by 1700 East African Time on 9th June 2025

7. Contact

Questions or comments in respect of this request for Expressions of Interest should be directed to procurement@fsdafrica.org , on or before 12 noon (EAT) on 28th May 2026, under the subject line “Expression of Interest – **Carbon Centre of Expertise**”. Responses will be posted on our advertising platforms on 2nd June 2026.

8. Applicable Taxes

As per Kenya's tax law, FSD Africa will pay the Consultant after withholding the appropriate taxes at the applicable rate between Kenya and the Consultant's country of tax residence, considering any tax treaties in force. It is the responsibility of the Consultant to keep themselves apprised of these applicable taxes. The below table, however, provides guidance on the applicable rates as per tax regimes.

Country	WHT Rate
Kenya	5%
United Kingdom	12.5%
Canada	15%
Germany	15%
Zambia	15%
India	10%
Non-resident rate for citizens of EAC member countries	15%
All other countries	20%

9. All eligible and interested firms will be required to submit a Comprehensive pre-qualification document with company profile detailing all the requested, through this online platform link: [FSD Africa Carbon Service Providers Pre-Qualification – Fill out form](#)