**ANNEX 1 – TECHNICAL PROPOSAL**

When responding to this Application, it is required to include the following information to demonstrate that the FI has the capacity to perform the work. The applicant(s) must submit their application in accordance with generally accepted format/template specified below. Failure to use the templates provided or the submission of incomplete documentation will result in the disqualification from this RFA:

|  |  |
| --- | --- |
| **Financial Institution Details** |   |
| Legal Name of FI |   |
| FI's Registration (attach any relevant document) |   |
| Unique Entity Identifier (UEI) number |   |
| Core business activity |   |
| Country of Registration |   |
| Type of FI |   |
| Physical Address |   |
| Postal Address |   |
| **Contact Details** |   |
| Name |   |
| Job title |   |
| Mobile Number |   |
| Email |   |

**Project Details: Financing Profile, Strategy and Capacity to Expand Lending to SMEs in target sectors and geographies (including 50% women owned enterprises)**

***No More than 10 pages in length. 11 font minimum for narrative, 10 font minimum for graphics, tables, and charts.***

1. **Financial Intermediary (FI) Profile (no more than 1 page)**. Provide a (1) page summary providing and overview of the applicant FI’s current lending/investment activities, inclusive of current financial/investment products offered by SMEs, the current level of financing for SMEs (both in value and proportion of overall financing/investment) within the FI’s current portfolio, a breakdown of financing in by sector, and any available information on current financing/investment in the agriculture, food, and WASH sectors and secondary cities.
2. **Committed amount of new financing to SME in target sectors and geographies (no more than 1 page).** State the total amount in US Dollars to be committed for financing/investment into Ethiopian SMEs for the 12 months’ grant period, within the framework of the CATALYZE Ethiopia-MS4G program. To the extent possible, provide details on which types of financial products and services are likely to be offered to or expanded to SMEs under this program. To the extent possible, estimate the potential number of SMEs and average size of transaction MS4G can expect under this commitment. Provide a brief rationale as to how achieving this committed amount is feasible in the 12-month timeline based on the FIs current lending/investment activities and capabilities.

*Note: This target financing/investment amount will be used as a basis to set milestone targets and milestone grant payment amounts. Final milestones and payment amounts will be negotiated between MS4G and FIs prior to award.*

1. **Strategy to expand SME financing in target sectors (no more than 2 pages).** Describe what steps the FI is taking AND/OR plans to take to expand financing to qualified SMEs in CATALYZE MS4G target sectors. This can include orienting current financial services to SMEs, introducing new financial instruments well suited for SMEs, re-orienting staff resources towards expanding the SME client base, any potential partnerships, or other actions to introduce or expand lending to SMEs I the MS4G target sectors.

**MS4G will maintain the confidentiality of the information received in this document.**