



ISLAMIC DEVELOPMENT BANK
Jeddah, Saudi Arabia

**DEVELOPMENT OF A SYNDICATION FUNCTION FOR THE NON-SOVEREIGN FINANCING
OPERATIONS OF THE ISLAMIC DEVELOPMENT BANK**

CONSULTING SERVICES

Request for Expression of Interest

I. ABOUT THE ISLAMIC DEVELOPMENT BANK

The Islamic Development Bank (IsDB) is a multilateral development bank, with Headquarters in Jeddah, Saudi Arabia. Established in 1974, the IsDB currently has 57 members, mainly in Africa and Asia. The IsDB is also active in non-member countries with large Muslim communities. The IsDB has operating assets of more than USD 16 billion and subscribed capital of USD 70 billion. It is AAA-rated by Standard & Poor's, Moody's and Fitch based on its solid financial profile and the strong support of its shareholders. The IsDB is a member of the IsDB Group, which includes the Islamic Corporation for the Development of the Private Sector (ICD), the Islamic Corporation for the Insurance of Investment and Export Credit (ICIEC), and the International Islamic Trade Finance Corporation (ITFC), in all of which IsDB is the major shareholder. The IsDB Group also includes the Islamic Research and Training Institute (IRTI), an affiliate of the Bank funded by a special fund.

The overarching goal of the IsDB is to help accelerate economic and social development and reduce poverty in its member countries; to foster cooperation among its members; and to promote Islamic finance worldwide. To achieve these goals, the IsDB is engaged in a wide range of activities directly linked to the 2030 Agenda for Sustainable Development set by the United Nations Development Programme. The Bank has also developed and enriched many financial instruments to help its members. These include policy dialogue, project financing and assistance programmes, and, through the IsDB Group entities, equity investments, insurance, guarantees, and trade financing.

The IsDB operations are financed from the Bank's ordinary capital resources, special fund resources and trust fund resources. Part of the Bank's operations are co-financed with financing partners, which include, inter alia, official, commercial, international governmental organisations, and private concessional financing partners.

As part of the Bank's effort to leverage third party funding, the Bank is developing a syndications function to engage more with private commercial entities and has implemented an A-B Finance scheme mainly for PPP transactions.

II. CONTEXT OF THE ASSIGNMENT

In January 2018, the IsDB started the implementation of a new business model as part of the IsDB President's Five-Year Programme, which aims to make the IsDB more competitive and responsive to the needs of its members. A new Complex, the Partnerships Development Complex, was created to lead on the Bank's engagement with external partners, stakeholders and donors to leverage additional financial resources and knowledge and provide financing solutions that add value to the Bank's members.

Within this context, the IsDB has decided to develop a syndication function as part of its new financing partnership strategy to support its non-sovereign financing operations, including PPP projects. The function will be responsible for researching, marketing, pricing and managing such operations and will work with the Bank's project origination teams as well as investors and financing partners to develop feasible operations.

In this respect, the IsDB, through the Unit of Global Partnerships and Resource Mobilisation (GPRM), wishes to recruit an individual consultant to assist the Bank with the development and implementation of the syndication function.

III. PURPOSE OF THE ASSIGNMENT

The main purpose of the assignment is to assess the feasibility of establishing a syndication function for the non-sovereign financing operation of the IsDB, and to assist the IsDB in developing the strategy, design and implementation plan for such a function, using solid and innovative approaches and solutions.

IV. GENERAL SCOPE OF THE SERVICES

The Services of the consultant shall consist of the following activities:

- a) Institutional assessment and evaluation of organisational systems, practices and behaviours relating to the Bank's syndicated financing operations, as well as the results and the performance of the Bank in the syndication business;
- b) Market assessment to evaluate the potential and constraints of the Bank's syndication market, and identification of potential targets and partners;
- c) Development of a strategy and an action plan for the establishment of a syndication function for non-sovereign financing operations and the related policy and operational framework;
- d) Review of the Bank's IT-based system and solutions for managing the Bank's syndication business and related key processes and analytics, and advice and support for their standardisation, simplification and automation.

V. EXPRESSION OF INTEREST AND INFORMATION

The IsDB now invites eligible consultants to indicate their interest in providing the services described under section IV above (the Services).

Interested consultants shall provide information demonstrating that they have the necessary qualifications and experience to perform the itemised services. Expressions of interest should cover the

experience relevant to the assignment, the key staff resources and qualifications, and any other relevant area.

VI. MAXIMUM SHORTLISTED CANDIDATES

Among the submitted applications, the IsDB will shortlist a maximum of four consultants, to whom the Request for Proposals with the terms of reference to carry out the Services shall be sent.

VII. ELIGIBILITY CRITERIA FOR THE CANDIDATES

The eligibility criteria and the establishment of the shortlist shall be in accordance with the IsDB corporate policy and guidelines for use of consultant services. Interested consultants may obtain a copy of the policy and guidelines by sending an email to the address below.

The shortlisting criteria are

- a) General experience; and
- b) Similar experience related to the development of syndication functions and syndication business for International development and financial institutions within the past ten years.

Determination of the similarity of the experiences will be based on:

- a) the size of contracts;
- b) the nature of the services; and
- c) the technical area and expertise.

For the evaluation of the applications the following items will also be considered:

- a) Key staff resources and qualifications and availability of in-house technical back-up experts provided to the on-site experts;
- b) Quality assurance procedures and certifications of the consultant.

VIII. DETAILS FOR APPLICATIONS

Expressions of interest electronically or in printed materials must be delivered to the address below no later than 15 April 2020, 16:00 hours Saudi Arabia time with the mention “Development of a Syndication Function for the Non-sovereign Financing Operations of the Islamic Development Bank.”

Islamic Development Bank

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