

REQUEST FOR EXPRESSION OF INTEREST

TO:

whom it may concern

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Date of issue:	16.01.2025
RFEI no.:	2025-002
Contract title:	Strategic Advisor for Real Estate Investment in Addis Ababa
Closing date:	10.02.2025
Contracting Authority:	Kirkens Nødhjelp/ Norwegian Church Aid Contact person: Kjersti Thoen Tel: +47 975 15 755 Email: kjersti.thoen@nca.no
Please note that the Proposals may be delivered to the Contracting Authority per e-mail to procurement@nca.no marked with the above RFEI Number and the name of the submitting company.	

Norwegian Church Aid now invites eligible consulting firms (“Consultants”) to indicate their interest in providing the Services. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services.

Norwegian Church Aid holds a property in Kirkos, Addis Ababa, covering 4,653 m² land and intends to expand and utilize the property by constructing a mixed-use facility in partnership with a business entity. To further proceed in this venture, we are looking for a strategic advisor who can help us with the following services starting in March 2025.

- A Concept Note, financial model and investor presentations
- Identification of equity partners
- Financial structure including governance framework
- Closing of transactions with chosen equity partner(s)

The shortlisting criteria are:

- Candidate’s relevant experience in the field of assignment
- Candidate’s experience in Addis Ababa, Ethiopia e.g. knowledge of administrative/judicial system, government etc.
- Candidate’s relevant academic qualifications
- To what degree the expression of interest shows understanding of the task
- A broad, established network and track record with international and Ethiopian real estate investors (potential partners/business entities)

The detailed Terms of Reference (TOR) for the assignment (Annex 1) and instructions (Annex 2) are attached to this request for expressions of interest.

ANNEX 1: TERMS OF REFERENCE

• BACKGROUND INFORMATION

Norwegian Church Aid (NCA) is an independent humanitarian organisation that works with partner organisations in their struggle to eradicate poverty and injustice. We provide emergency assistance in disasters, work for long-term development in local communities and address the root causes of poverty, we advocate for just decisions by public authorities, business and religious leaders. As one of the Nordic region's largest aid organisations, we are headquartered in Oslo, Norway. We are present in about 20 countries worldwide, and with presence in Ethiopia over 50 years. Regarding the property NCA holds in Kirkos, Addis Ababa, covering 4,653 m² land, NCA intends to develop the property by constructing a mixed-use facility in partnership with a business entity that will provide construction funding through equity injection. To further proceed in this venture, a strategic advisor will be contracted.

• CONTRACT PURPOSE AND EXPECTED RESULTS

Overall objective:

To successfully plan the development of the property in Addis Ababa together with equity partner(s) to secure a future cashflow (NCA's share) to support the development and humanitarian activities in Ethiopia.

Purpose:

Support NCA in providing strategic advice and identifying long term equity partner(s) to initiate and complete the planning of the property development project. The equity partner(s) must have a long-term perspective aligned with NCA's ambitions and values.

Results to be achieved by the Contractor:

1. Concept note, financial model and investor presentations
2. Identify equity partners with proof of funding capability
3. Financial structure, including governance framework
4. Closing of transactions with chosen equity partner(s)

SCOPE OF THE SERVICES

1. Strategic Advisory and Investor Outreach:
 - Developing and executing a comprehensive investor outreach strategy targeting both strategic and financial investors.
 - Conducting thorough due diligence on potential investors, preferably targeting long-term partner(s).
 - Preparing high-quality marketing materials, including a Concept Note, financial model, and investor presentations.
 - Managing the investor due diligence process, responding to inquiries, facilitating site visits, and coordinating with NCA's legal counsel.
 - Negotiating key terms and conditions of the joint venture / investment agreement, including equity splits, land valuation, risk sharing (e.g. on capital expenditure overrun, delays, cash flow from tenants, possible loan exposure and other liabilities) and project governance alongside NCA.
 - Facilitating the closing of the Transaction and ensuring all necessary legal and financial documentation is executed.
2. Project Development and Structuring:
 - Advising on the optimal legal, financial, governance and operational structuring of the project, including joint venture structures, land transfer mechanisms, and financing options.
 - Coordinating with NCA's legal counsel and other advisors.

The Contractor will report to the Director of Finance in NCA.

Reporting on progress is expected bi-weekly in a written note. A different frequency can be decided as required.

Annex 2: Instructions

To express your interest, kindly fill in and submit this Annex and attach a document containing the following information:

- Brief description of the company's/consultant's background and main line of work
- Your Statement of interest (3 pages maximum)
 - Give a short overall description of how you would help us achieve our objectives.
 - Describe your organization's experience/s working with a similar project.
 - Describe your approach and methodology to achieve our objectives.
- Company Registration certificate
- Your organization's most recent audited financial statements
- Your pricing structure for the services
- Demonstrate understanding of Ethiopia legislation in regard to real estate development and management

Company information form

Candidate or Company information	
Company (legal name)	
Street name and no.	
City	
Postal code	
Country	
Phone no.	
Email	
Website	
Director (name)	

GENERAL COMPANY INFORMATION	
Year of establishment	
Number of full-time employees	
Licence number (VAT no./TAX id)	
Countries with registered office:	
Registration Certificate – please attach	
Does your company have CSR related policies in place – e.g. Health, Safety, HR, Energy or Climate policy or is a member of Global Compact? Please state which policies.	
Does your company have a Code of Conduct?	

REFERENCES				
Name and country of customer	Type of contract	Value	Contact name	Phone/fax and email

This Request for information is not part of a procurement process and will not commit the supplier nor NCA in relation to a later request for proposal.