



**CONSULTANCY TO PROFILE INVESTMENT OPPORTUNITIES IN SELECTED AGRICULTURAL VALUE CHAINS FOCUSING ON EDIBLE OIL, WHEAT GRAIN, FERTILIZERS, TUBERS AND LEGUMINOUS PLANTS TO ATTRACT MORE INVESTMENTS AND ENHANCE COLLABORATION AMONG PLAYERS AND PRODUCERS IN THE EAC.**



**Summary of the assignment:**

<b>Nature of assignment</b>	<b>Short term</b>
<b>Location</b>	<b>Within EAC</b>
<b>Timeframe</b>	<b>20 working days</b>
<b>Reporting</b>	<b>To Executive Director/CEO</b>
<b>Application Deadline</b>	<b>15<sup>th</sup> January 2023</b>

**1.0 ABOUT EABC**

EABC is the regional apex body for the private sector in the EAC, comprising Burundi, Kenya, Rwanda, Tanzania, Uganda and South Sudan. EABC’s vision is a borderless East Africa for business and investment with a mission to promote sustainable private sector-driven growth in the EAC.

EABC supports the private sector to become competitive in the region and internationally by advocating for a conducive business environment and articulating private sector interests in the EAC integration process, and continental and international trade agreements. To achieve that EABC has acquired observer status at the EAC which enable it to participate in all EAC policy formulation process such as technical meetings, committee meetings, sectoral councils, the council of ministers meeting and EAC Heads of State.

**2.0 RATIONALE AND OBJECTIVE OF THE ASSIGNMENT**

Before the COVID-19 pandemic, economic growth in East Africa was very strong – the highest of all sub-regions on the continent. In light of global crises, the declining external growth may slow down the recovery of the East African bloc. (*World Bank, Global Economic Prospectus, June 2022*).

International trade and supply chains were disrupted by the Covid-19 pandemic and have been worsened by the Russia-Ukraine crisis posing serious challenges to SMEs and the EAC economies. During the pandemic, prices in Eastern Africa generally rose for the transport

and food sectors. With the Global Food Price index of cereals, meat, and dairy rising by 26% and increased inflation in the region due to disruptions in global supply chains (Source: FAO, Federal Reserve Bank of St. Louis, COMESA). According to the Food and Agriculture Organization (FAO), in 2021, Russian and Ukraine wheat and sunflower oil exports accounted for 30% and 55% of the global trade, respectively. According to EAC-Trade and Investment Report, the most traded goods from Russia and Ukraine to the EAC region are non-commodity, wheat, fertilizers, iron & aluminum products, machines and pharmaceuticals. Russia and Ukraine are also significant exporters of maize, barley and rapeseed oil. Russia and Belarus are leading exporters of fertilizers but both are currently under economic sanctions.

Half of the countries in the Eastern Africa sub-region are net food importers – thus extremely vulnerable to higher global food prices plus are heavily dependent on imported fuel and hence impacted by higher global energy prices. Most goods exported from EAC to Russia and Ukraine are horticultural products, flowers, coffee, tobacco and tea. According to UNECA (see *Annex II*) about 17% of food imports from East African countries are wheat of which 50% of the imports are from Russia and Ukraine. Due to the increasing global prices the EAC region has witnessed increased food inflation.

In addition, the EAC region is affected by climate change. The region was recently affected by desert locust invasion, flooding and landslides caused by heavy rains increasing food insecurity.

These Global Crises of Covid-19, Conflict and Climate Change exacerbated risks of food shortages, inflation and poverty in the region as the prices of global food and fuel rise. The current account balance is likely to decline and put pressure on exchange rates, interest rates and debt burden in the region thus, make it costly to borrow and trade. These concurrent global crises disarmed Partner State's capacity to address multiple and simultaneous disasters increasing the prevalence of food insecurity in the EAC States.

To mitigate the high inflation caused by global crises some of the EAC Partner States have put various interventions to control inflation including subsidizing fuel prices and lowering import duties of food grains such as wheat, barley, edible oil, rice, sugar and maize. On the business side, industries, especially in the agro-processing, beverage and food industries, are challenged on how to control the increasing cost of doing business and citizens' cost of living as their final products are becoming not affordable.

The Global Crisis of Conflict, Covid-19, and Climate Change significantly poses challenges to EAC economies and business growth and expansion in the region. As such the situation may be improved if more private sector investments are made in the region. To be able to increase investments the private sector needs clear and reliable information on the available and viable investment opportunities. In addition to the information on availability of viable opportunities the private sector needs to be incentivized to take up the opportunities. The East African Business Councils with support from GIZ Business Scouts for Development seeks to hire the services of a consultant to profile investment opportunities in selected agricultural value chains focusing on edible oil, wheat grain, fertilizers, tubers and leguminous plants to attract more investments and enhance collaboration among players and producers in the EAC.

### **3.0 SCOPE OF THE WORK AND DUTIES**

The consultant should undertake the following:

- Analyze investment opportunities in selected agricultural value chains focusing on edible oil, wheat grain, fertilizers, tubers and leguminous plants across the EAC Partner States
- Assess the viability of the investment opportunities along the agricultural value chain focusing on edible oil, wheat grain, fertilizers, tubers and leguminous plants across the EAC Partner States
- Analyze investment incentives in selected agricultural value chains focusing on edible oil, wheat grain, fertilizers, tubers and leguminous plants across EAC Partner States
- Analyze challenges and propose policy solutions to boost investment in selected agricultural value chains focusing on edible oil, wheat grain, fertilizers, tubers and leguminous plants across the EAC Partner States
- Develop guides on investments opportunities in selected agricultural value chains focusing on edible oil, wheat grain, fertilizers, tubers and leguminous plants across the EAC Partner States
- Develop and propose policy recommendations to the EAC Partner States, Private Sector and Development Partners set to boost investments in selected agricultural value chains focusing on edible oil, wheat grain, fertilizers, tubers and leguminous plants across the EAC Partner States
- Develop EABC Policy briefs to boost investment in selected agricultural value chains focusing on edible oil, wheat grain, fertilizers, tubers and leguminous plants across the EAC Partner States
- Submit an inception report with key deliverables
- Present a draft report for validation by stakeholders
- Develop EABC Policy briefs on improved food security in EAC amid global crises

### **4.0 DELIVERABLES**

The key deliverables include:

- **Inception report** which among other things, details the proposed table of contents, methodology, research design; analytical framework, stakeholder engagements and work plan for carrying out the assignment.
- **Draft report of investment profiles indicating viability and incentives challenges and recommendations**
- **Report of the validation workshop** which will include stakeholders' inputs:
- **Approved Final profiles of investment opportunities**
- **Policy brief with recommendations**

### **5.0 QUALIFICATIONS AND EXPERIENCE**

A suitable candidate should hold the following qualifications and key competencies:

- a) **Academic qualifications:** A Master's degree or postgraduate qualification in any of the following fields: Agribusiness, Economics, Statistics, International Trade, Trade Policy, Taxation, Business Administration, or any other relevant field is required;
- b) **Work Experience:** A minimum of **four (4) years** of demonstrable experience in conducting research/surveys in agriculture business-related fields, and regional and/or international trade-related issues.;
- c) **Proven track record;** Demonstrate track record in conducting at least three similar works;
- d) **Communication and Networking:** Must be able to identify key stakeholders; seek their views, correctly interpret their messages, and respond appropriately;
- e) **Knowledge of EAC Integration:** Must demonstrate strong knowledge of EAC integration, and international trade, very conversant with social, economic, and geopolitics of EAC and experiences in agriculture and/or international trade on commodities/food products;
- f) **Languages:** Fluency in oral and written English is required as it is the main EAC working language. Good working knowledge of French and Kiswahili will be an advantage.
- g) **Additional Skills:** Excellent computer skills (Microsoft Office, Word, PowerPoint, and Excel, Email, analytical tools/software for data analysis, experience in working with internet searches, online databases, and data retrieval) are required.
- h) **Nationality:** The position is only open to Nationals of any of the EAC Partner States: Burundi, Kenya, Rwanda, Tanzania, Uganda, and South Sudan.
- i) **Timeframe:** The consultant must have the capacity to carry out the survey/study within the stipulated timeframe

## 6.0 TECHNICAL & FINANCIAL EVALUATION CRITERIA:

<b>Technical Evaluation:</b>	<b>Maximum</b>
A minimum of <b>four (4) years</b> of demonstrable experience in conducting research/surveys in investment, agriculture business-related fields, and regional and/or international trade-related issues. The consultant must have the capacity to carry out the survey/study within the stipulated timeframe	10
<b>Knowledge of EAC Integration:</b> Must demonstrate strong knowledge of EAC integration, and international trade, very conversant with social, economic, and geopolitics of EAC and experiences in investment, agriculture and/or international trade on commodities/food products	10
<b>Proven track record;</b> Demonstrate track record in conducting at least three similar works preferably in EAC;	10
<b>Approach and Methodology:</b> (i) Proposed methodology and approach focusing on how the assignment will be conducted <b>(5)</b> (ii) Stakeholders mapping, management plan and stakeholder engagement plan <b>(5)</b> (iii) Work plan and sequencing of activities <b>(5)</b>	35

<p>(iv) Anticipated issues, challenges, and mitigation in undertaking the assignment <b>(5)</b></p> <p>(v) Demonstrated knowledge in analyzing investments and incentives <b>(10)</b></p> <p>(vi) Demonstrated knowledge in analyzing challenges and proposing policy solutions <b>(5)</b></p>	
<p><b>Academic qualifications:</b> A Master’s degree or postgraduate qualification in any of the following fields, Agriculture Economics, Economics, Statistics, International Trade, Trade Policy, Taxation, Business Administration, or any other relevant field is required;</p>	5
<p><b>Total technical score</b></p>	<b>70</b>
<p><b>Financial Evaluation (Financial Quotations)</b></p>	<b>Maximum</b>
<p>Fees</p>	20
<p>Reimbursable</p>	10
<p><b>Total Financial Score</b></p>	<b>30</b>
<p><b>Overall Score</b></p>	<b>100</b>

## 7.0 THE APPLICATION PROCESS

The technical and financial proposal must be submitted separately and addressed to:

The Executive Director / CEO  
East African Business Council (EABC)  
Ninth Floor, Mafao House, Old Moshi  
Road P. O. Box 2617 Arusha,  
Tanzania.

Email: [procurement@eabc-online.com](mailto:procurement@eabc-online.com) with a copy to [director@eabc-online.com](mailto:director@eabc-online.com)

Clearly marked “Consultancy to profile investment opportunities in selected agricultural value chain focusing on edible oil, wheat grain, fertilizers, tubers and leguminous plants to attract more investments and enhance collaboration among players and producers in the EAC.”

The technical proposal should also contain a current curriculum vita, work plan and methodology.

The financial proposal should be protected with a password.

Applications close on 15<sup>th</sup> January 2023 at (5.00 p.m.)

*EABC is an equal opportunity employer thus recruitment is on merit and with no regard to one’s age, colour, gender, marital status, disability or impairment, race, or creed.*

*Canvassing shall lead to automatic disqualification.  
Environmental aspects will be taken into consideration.*

**END**